

# HOSCH *news*

The International HOSCH Magazine



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Support for bobsleigh pusher Neele Schuten

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Solar modules on the roof of Plant 2

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## Dear Readers,



*The HOSCH Management: Cornelia Kill-Frech, Ansgar Frieling (left) and Dirk Heidhues.*

The year 2024 is drawing to a close. It has been an eventful year of political upheaval and turmoil in the economy as a whole. But despite this, the HOSCH community has either continued or completed many projects and addressed new challenges, enabling the HOSCH Group to stay on its successful path of global growth.

After we moved into our new production and storage building in June, operations there swung into action as planned in the second half-year. Another piece of the puzzle will be added when we increase our capacity in Recklinghausen by expanding and modernizing our welding shop in Plant 1 in the first quarter of 2025.

To accommodate our international growth as well, we have moved into new premises in France and Indonesia. The construction of a new building in Australia is also making great progress, so we expect to celebrate moving in there at the beginning of 2025.

Alongside growth, sustainability is another factor that feeds into our building planning right from the outset. In Recklinghausen a second photovoltaic system has gone into operation with a capacity of 99 kWp. We are now consuming more than 50 percent of this ourselves, which means that we have made a further sustainable reduction in our CO<sub>2</sub> footprint. We also held a workshop that boosted sensitivity for sustainability in many parts of the company.

To support our international business development, we once again intensified our presence at trade fairs. One special highlight this year came when we participated at the MINExpo in Las Vegas for the first time, and we are already looking forward to welcoming you to our booth at the *bauma* in Munich in 2025.

Our marketing team headed by Tobin Frech is already hard at work preparing the activities and events to mark our anniversary next year: **50 years of HOSCH!** It's going to be great so stay tuned!

As we carry our present momentum forward into a packed HOSCH anniversary year, we wish you all the best "Seasons Greetings" and a delightful holiday with those dearest to you.

The Management

Cornelia Kill-Frech      Dirk Heidhues      Ansgar Frieling

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### Our Cover Photo:

Our cover photo shows HOSCH teamwork in practice. At our premiere at the MINExpo International 2024 in Las Vegas, one of the world's largest and most significant trade shows for the mining industry, the team from HOSCH Company was supported by colleagues from Germany and France.

# HOSCH Competes at Top Speed on Ice Tracks Around the World

**Sport sponsoring for bobsleigh pusher Neele Schuten. "She's pushing for success!"**

**Teamwork! Achieving success together! Partnership among equals, without taking the limelight for yourself! All these characteristics typify the decades of success recorded by the HOSCH Group in belt cleaning. And they all apply to bobsleigh pusher Neele Schuten (24), who from now on will be supported by HOSCH and will publicize the company's logo at top-level competitions.**

She pushes for success when the two compete on ice tracks around the world – "like we do with our customers," says Tobin Frech, explaining the symbiosis of the HOSCH Group's first international sports sponsorship. He adds, "We also push with our innovative solutions in the background, and this makes a key contribution to the customer's success."

The arrangement benefits both HOSCH and the ambitious sportswoman. "For us, the most important aspect is success among partners," Tobin Frech explains. The current season will include interviews, prize draws and a number of surprises, which Neele Schuten wants to use to share her enthusiasm for bobsleighbing with other HOSCH employees.

Neele Schuten, in the World Cup season 2024/25 a member of Lisa Buckwitz's team, began her season in Altenberg, Saxony on 8 December. After eight intense World Cup races, her ultimate goal is to qualify for the 2025 World Cup, which will be held at the former Winter Olympics venue of Lake Placid in the U.S.

Neele Schuten is the daughter of HOSCHi Rainer Schuten, Technical Manager, and since 2021 she has been the pusher behind pilot Laura Nolte. Together with her, she won the World Cup seasons 2022/23 and 2023/24.

*Neele Schuten with her HOSCH cap.*

### Neele Schuten's racing schedule in 2025:

<b>World Cup:</b>	
Winterberg (D)	January 4-5
St. Moritz (CH)	January 11-12 and 25-26
Innsbruck (A)	January 18-19
Lillehammer (NOR)	February 15-16
<b>European championships:</b>	
Lillehammer (NOR)	February 8-9
<b>World championships:</b>	
Lake Placid (US)	March 15-16



# Searching for Talents in the Ruhr Region

Over 5,000 schoolchildren learned about vocational training and degree courses at the HOSCH trade show booth

In mid-November over 5,000 schoolchildren from Gelsenkirchen, Herne and the Recklinghausen district met at a place where talented soccer players are normally spotted – at the “TalentMesse Ruhr.” The event took place in the VELTINS Arena, and 110 firms, universities and initiatives delivered presentations about their vocational training or degree courses.

HOSCH Fördertechnik Recklinghausen GmbH was present with a striking booth. It was notable for the informative flyers about HOSCH’s three to three-and-a-half-year vocational training programs, and for the three HOSCH trainees who were telling their peers about their everyday work and answering questions. “It was very well attended and lively,” said HR Officer Nicole Kogelheide, commenting



The team at the HOSCH booth provided information about training opportunities at HOSCH (from left): Özkan Cakir (trainee), Justin Sausmikat (trainee), Nicole Lehnert (HR Department), Nicole Kogelheide (HR Officer) and Viviane Zimmermann (trainee).

on the trade fair that was supported by the foundation RAG-Stiftung. For many years now, HOSCH has been giving young people excellent vocational training leading to the qualification of industrial management assistant or construction mechanic. Besides the high level of employee retention, flat hierarchies

and an attractive corporate culture, HOSCH offers its trainees internships lasting for several weeks at a HOSCH company in another country (as reported elsewhere in this issue).

Those interested in vocational training at HOSCH should submit their applications to: [bewerbung@hosch.de](mailto:bewerbung@hosch.de)

## HOSCH Generates Electricity from Solar Energy

In September, a photovoltaic system with 224 solar modules was installed at the new Plant 2

**HOSCH has prioritized “sustainability” for several years now. Preserving resources, the environment and the climate is part of the company’s overarching culture. One key component here is generating electricity from solar energy using photovoltaic systems.**

HOSCH’s first photovoltaic system went into operation in the summer of 2020, with modules installed on the roof of the headquarters. The first review of this scheme showed a positive balance, and not only for

the environment: “The rising energy prices mean the investment is paying far greater financial dividends than we originally anticipated,” says Kirsten Gottwald (Integrated Management Systems Department). To express that in figures: from August 2020 to December 2023, the 296 modules generated over 300,000 kWh of electricity; the company itself consumed approx. 145,000 kWh, thus saving over 128 tonnes of CO<sub>2</sub> during this period.

Another step toward a sustainable

future at HOSCH came in late September 2024 with the installation of a second photovoltaic system on the roof of the production hall in the new Plant 2. Its 224 solar modules have an expected annual output of around 90,000 kWh. HOSCH will use about half of this, while the other half will be fed into the public grid as green electricity.

Kirsten Gottwald says, “Both projects demonstrate just how seriously HOSCH takes climate protection. The very positive results we’ve achieved so far encourage us to continue investing in sustainability projects.”

# A Guide for Day-to-Day Business

## Compliance program sets out detailed instructions for performing and organizing export control

**In the ever-changing world of business, it is becoming more and more important to establish clear guidelines and standards of conduct in order to ensure compliance with legal and ethical regulations – and of course this also applies to the HOSCH Group. One of the key instruments is an Internal Compliance Program (ICP). It helps firms to systematically minimize their risks and base their corporate culture on integrity and responsibility.**

The latest developments come in response to a recommendation from the German Federal Office for Economic Affairs and Export Control (BAFA), a federal authority under the Ministry for Economic Affairs. Daniel

Jarzombek, head of HOSCH's back-office sales team, says, "To make sure we comply with the applicable export regulations, we have developed an ICP that is tuned specifically to HOSCH's business activities. It sets out detailed instructions for performing and organizing export control in the light of current global developments and stricter regulations."

The ICP comprises seven pages of clear guidelines and procedures that help in complying with legal and ethical standards. It acts as a guide for day-to-day business, and provides support in minimizing potential risks. Jarzombek adds, "The program aims to preserve the integrity of our company and to consolidate the

trust of our customers and business partners."

With the ICP, the HOSCH Group is indicating its committed to transparent and fair business processes, thus actively contributing to building trust and minimizing risks – which is valued by employees and external business partners alike. An effective ICP supports compliance with legal standards and also enhances a positive corporate culture that contributes to the success of the company in the long term.

The current version of the ICP is, of course, easily accessible to all employees in the Integrated Management System.

## A New Venue for Many Events

**The multi-function room in Plant 2 can be used for meetings and presentations – or for a quiet telephone call**

**Today, we generally use digital aids for meetings and presentations. HOSCH took this into account when fitting out the new Plant 2 by including a "multi-function room" in the office complex.**

It can be used for meetings of all types, but also for an undisturbed confidential telephone call or anytime you want a quiet space

where you can concentrate on an especially tricky task. The room can be booked through the "Visitor management" tool in Outlook.

The room's equipment includes a smartboard that can be used for projecting documents, as an interactive whiteboard, or by several people working on documents together. Brief instructions covering the most important

functions have been sent to all staff members, and if they have any questions, Stefan Janßen will be happy to help. Kirsten Gottwald says, "I'm most interested to see what feedback we get on the interactive whiteboard function. This will tell us whether the tool brings advantages and whether it would be good to upgrade the other conference rooms."

# Doing Yourself and Others Some Good

## HOSCH enters the largest charity team in the “B2Run” in Gelsenkirchen

A record number of 4,200 runners set off in the “B2Run” around the stadium of the second-league soccer team FC Schalke 04 in Gelsenkirchen in mid-September. They once again included a HOSCH team of amateur athletes. The 27 HOSCHis donned their running shoes for the 5.4-km course around the stadium, thereby supporting the German Bone Marrow Donors’ Registry operated by DKMS.



Tobin Frech (right) holding the certificate for the largest charity team.



The HOSCHis after finishing the B2Run in the Veltins Arena in Gelsenkirchen.

HOSCH donated five euros for each of “its” runners to the DKMS, which is dedicated to fighting leukemia. Within the huge overall turnout, the HOSCH charity team was once again the largest in terms of the number of runners. Tobin Frech accepted a certificate attesting to this distinction before the first group of athletes set off, and also rang the starting bell for the second group, which included all the HOSCHis. The starting times of the groups – three in total – were staggered so that all

the runners could get off to the most comfortable start in the race.

HOSCH had also staked out a prominent position in the Veltins Arena for the final leg of the race. Colleagues, fans and family members were sitting at tables branded in the HOSCH colors. They cheered every finisher on loudly, and after the runners crossed the finish line they also analyzed their performance while enjoying the great atmosphere.

## Fair Play on the Internet

### The “HOSCH Health Day” included a focus on mental health

The fifth HOSCH Health Day, held again at the company’s headquarters in Recklinghausen in mid-November, covered both physical and mental health. Alongside workshops, informative advisory sessions and activities to join in, the program included a talk about “Fair Play on the Internet.”

In our increasingly connected working lives, it is becoming more important to show respect to others on the Internet – not only for the well-being of each one of us, but also to improve our overall working climate. For this reason, the lecture featured an up-to-date, practical introduction to the topic of online communication and also covered digital self-defense and the prevention

of cyberbullying.

In the Health Day’s three modules, the HOSCH staffers learned which sleep type they are and how a “stress pilot” works. The event finished off with a personal medical check-up where participants had their blood pressure, blood sugar, pulse and waist measured. The team of experts from a health insurance company compared the results with standard values to give every HOSCHi tips and suggestions for a healthier lifestyle on the spot.

# Globetrotting HOSCH Trainees

Internships at HOSCH companies: Viviane Zimmermann travelled to Australia, and Justin Sausmikat to Indonesia

People who travel have a lot to talk about when they return! This year HOSCH trainees Viviane Zimmermann (21) and Justin Sausmikat (23) packed their suitcases to do internships abroad as part of their three-year training leading to the qualification of “industrial management assistant.” Both internships were in-house, of course. While Justin observed the HOSCH team in Indonesia at work, Viviane flew “a few kilometers farther” to Perth, Australia, the home of HOSCH International.



*Viviane Zimmermann (6<sup>th</sup> from left) celebrates her first HOSCH anniversary at the Perth office of HOSCH International.*

Justin Sausmikat’s four-week training period in Balikpapan started with a week-long introduction to process workflows in the island nation. Later he took part in conversations with customers on site; here he was impressed not only by the size of the plants where the HOSCH products were employed but by the entire meeting. “My colleagues and the customers made an effort to speak English all the time so that I was fully integrated,” he says. “As a result, I sharpened my language skills while taking a deep dive into a workplace culture that was totally foreign to me.”



*Justin Sausmikat dressed for working at a belt conveyor in Indonesia.*

An approx. 13-hour trip to a customer on “roads which made me feel like I was on a roller coaster” is engraved especially firmly in his memory. Equally unforgettable were the early morning runs with the HOSCH team, which always ended with breakfast together and a mango smoothie he describes as “one of the most delicious drinks I have ever tasted.” In his free time, Justin went shopping or relaxed on the beach. “I was continually reminded of how even the simplest things are done differently in other cultures,” he says.

His personal “best of”, however, was the open and friendly atmosphere created by the colleagues at HOSCH Indonesia. “They always had an open ear for me. Alfius, Astin, Dewi, Loy and Roy – thank you all for this unforgettable experience!”

## A Small Anniversary and a “Taxi Service”

Viviane Zimmermann, a HOSCH trainee since August 2023, went to Australia for three weeks to work at the office of HOSCH International in Perth, where she assisted in the Accounting Department and updated

the company’s product presentations. “This gave me good insights into the work of my Australian colleagues,” she says. There was even an office party to mark Viviane’s first anniversary at HOSCH.

The guest from Germany had no problem getting to her place of work in Perth, a city with a population of over 2.3 million. “Every day a colleague picked me up at my Airbnb and brought me back again after work.”

Marisa Akamatis, the “right hand” of HOSCH International General Manager Sonja Volhejn, took a special interest in looking after Viviane. Sometimes they went out to dinner at a Spanish restaurant with Marisa’s husband, Fred. Or they visited Kings Park, which offers a spectacular view of the city on Australia’s southwestern coast. This location especially, with its fascinating sandy beaches on the Indian Ocean, attracted Viviane on the weekends. “But now and then I just went shopping,” she admits.

# +++ HOSCH Personnel Ticker +++

The overall positive development at HOSCH is stimulating keen growth that is reflected in the headcount. This applies most of all to the Production and Purchasing division, which is facing increasing legal requirements and those of the customers regarding the documentation of supplies of goods and services under Germany's "Supply Chain Act." The HOSCH Management therefore announced in September 2024 that the division would be split into two separate departments. Managing Director Dirk Heidhues commented, "We're certain that this will enable the two departments to develop much more efficiently and in a more targeted manner, and thus also to satisfy the additional requirements."



On September 1, **Bastian Trembich** (37), who has a Bachelor of Engineering and a Master of Business Administration, took over as head of the new Production department. He has exten-

sive experience in project management, leadership of mechanical engineering projects, and manufacturing at small and medium-sized system builders.

**Marco Buttitta** remains head of the Technical Procurement department. Thanks to the reorganization, he can now better exploit his expertise in products and processes and his good international network, and lead the "predicting future global needs" project. Dirk Heidhues said, "Our goal in doing this is to generate more growth in the HOSCH Group with less tied-up capital, for example in the warehouse stock." At the same time, Marco Buttitta can realize more strategic projects with his "Purchasing Team", such as risk identification and minimization along HOSCH's supply chains.

Growth – Part II: HOSCH is also repositioning itself in the field of "Occupational Safety" so that the company can respond to the increasing requirements in this area. On June 1, 2024, **Matthias Wolf** took on the job of Safety Officer. The special feature here is that unlike his predecessors, who served as external consultants to HOSCH, Wolf is a HOSCH

employee and therefore much more closely involved with the tasks in production and on customers' operational sites. During his on-boarding, Matthias Wolf worked in production, followed by service and maintenance work at a customer's site. The new Safety Officer can be contacted directly by telephone on +49 (0)2361 589877 or by e-mail: [matthias.wolf@hosch.de](mailto:matthias.wolf@hosch.de).



Growth – Part III: HOSCH Headquarters in Recklinghausen has some other new staffers, too. Bastian Trembich and Matthias Wolf are joined by **Ahmad Algrer**, who has started in the welding shop in Plant 1; **Charbal-Joseph Rezkalla** has joined production in Plant 1; **Marcel Pachan** has come to work in dispatching in Plant 2; **Christian Möllenbeck** will work in scheduling; **Said Muslimovic** has joined the firm as a trainee industrial management assistant; and **Nelson R. Lopes Alexandre** will be an electrician in Plant 2.

## Printer's Imprint

### Publisher:

HOSCH Fördertechnik  
Recklinghausen GmbH

### Responsible:

Ansgar Frieling, Managing Director

### Editorial Board:

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JournalistenBüro Herne GmbH  
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HOSCH news is the employee magazine of HOSCH Fördertechnik GmbH in Recklinghausen, Germany. It is published twice a year. Next issue: June 2025.

[www.hosch.de](http://www.hosch.de)



HOSCH news is printed on certified recycling paper.



# +++ HOSCH Personnel Ticker +++

The Breilich family has a new member! **Markus Breilich**, a trained mechatronics technician now producing electronic components at HOSCH, proudly announced the birth of a son, Damian. His life partner, Eva, gave birth to the baby weighing 4060 g and measuring 54 cm shortly before 4 p.m. on August 10.



## Resumé, Outlook and Seminar

A total of 15 employees met for a three-day Sales Meeting in Recklinghausen in the second half of November. The group included sales professionals from the **company's headquarters** and from its seven **branch offices** in Germany. After the personal introductions of new employees Bastian Trembich and Matthias Wolf, the meeting began with a brief resumé of the sales plans for next year and ways to optimize processes in the entire sales sector. The second day was devoted fully to a seminar on "Successful Leadership" given by Andrea Müllejans from the Institute for Inner Balance & Development (IBE). The last items on the agenda were an update on HOSCH<sup>iris</sup>, the presentation of a standardized method for handling national and international purchase contracts, and new software solutions for optimizing the use of installation capacity. "A year our entire team can be proud of has closed with a successful Sales Meeting," was Detlef Domke-von Bichowski's summary.

## HOSCH Service Anniversaries

The following employees at HOSCH Headquarters in Recklinghausen celebrated service anniversaries in the second half of 2024:

**10 YEARS**

Nicole Lehnert

**20 YEARS**

Olga Pletzer  
Carsten Schwerin

**25 YEARS**

Delphine Léonard

## A New and Very Experienced Team Member

### Bryan Bland

(37) has joined HOSCH Company as a sales and service technician to boost the team in Arizona. "I have always enjoyed working with my hands," he says. "HOSCH enables me to do that, and at the same time I can maintain customer contacts." So we know he likes his new job!



relationships and to expand the company's presence in the Southwest, especially in the copper industry there. "Arizona is the leading producer of copper in the United States. I'm looking forward to supporting our growth in this sector," he says. With almost two decades of experience in mechanical engineering, he brings a wealth of expertise and experience to his tasks at HOSCH.

Before changing jobs, he was a journeyman working on heavy diesel machines in civil-engineering projects for various companies all around the world, from the

After completing the HOSCH Training Program, Bryan Bland plans to establish more business

## Christmas Party in the Company Headquarters

Our Christmas party will be held in the HOSCH Headquarters! On **Friday, December 20**, from **12 noon**, the HOSCH Management invites all employees at Recklinghausen to the Christmas party, where tasty food and drinks will be served. We heard there will be not just pretzels and cookies, but also "Christmas burgers."

Middle East to Antarctica. Bryan Bland has lived in Arizona for ten years. This is where he completed his vocational training and also met his wife – another reason for him to settle there. He likes the variety the region offers, from flat desert landscapes to mountainous forests. After work or on the weekend, Bryan enjoys riding his motorbike and pursuing adventurous activities, for which Arizona is an excellent location.

# Oscar Guerrero: Master Barbecue Chef at HOSCH

At the MINExpo 2024 in Las Vegas, a HOSCH employee not only led sales talks but also turned out to be a talented barbecue chef

At work, Oscar Guerrero is an experienced sales and service technician at HOSCH Company in the U.S. At the MINExpo 2024 trade show in Las Vegas – as reported in another article in the HOSCH news – he threw himself into intensive sales talks; after working hours he wore another hat – as a barbecue chef!

Since 2008 the Texan native has been a true artist with a set of barbecue tongs. Initially “only” family and friends gathered around his grill, but soon his hobby developed into a real passion. He is continually perfecting his recipes for barbecued steaks, sausages and burgers and has taken part in numerous competitions, invariably emerging near the top of the list among the 40 to 100 amateur barbecue chefs competing.

## Tasty steaks and sides

In Las Vegas, where HOSCH’s U.S. team was reinforced by HOSCHis from Germany and France, Oscar’s barbecue skills really shone. “I had the task of cooking for our entire trade fair team,” he said. “Steaks were always on my menu.”

All the HOSCHis praised his cooking. The delicious aromas lured the entire team to the table. Soon everyone had grabbed a plate and was waiting eagerly for Oscar to serve his specialties. “It was not only the steaks, potatoes, shrimps and salad that led to successful team building, however, but also the way Oscar Guerrero brought the team together during our trade fair visit,” said Mary Murawski,

Vice President of Finance at HOSCH Company. “His barbecue skills were a real surprise that brought everyone together in the most delicious way. He reminded us that we’re not only really good at our jobs but we also share a passion for team spirit and good food.”



The table was always loaded with specialties from the grill.



Oscar Guerrero, a true grill master, gave HOSCH news his recipe for “MINExpo Steaks” with barbecued shrimps and red potatoes.

## Step-by-step instructions

For the steaks:

- large ribeye or sirloin steaks
- 1/4 cup of Worcestershire sauce
- 2 tablespoons of Montreal Steak Seasoning
- 1 tablespoon of olive oil

For the red potatoes:

- 1 pound of red potatoes, quartered
- 2 tablespoons of olive oil
- salt and pepper to taste

- fresh rosemary, finely chopped

For the barbecued shrimps:

- 1 pound of large shrimps, peeled and deveined
- 1 tablespoon of olive oil
- salt, pepper and garlic powder to taste

## Directions

- 1 Barbecue the steaks gently and rub them with Worcestershire sauce to add flavor. Season with Montreal Steak Seasoning, cover them, and let them rest for one hour.
- 2 Boil the red potatoes in water until soft. Drain them and season them with a mixture of olive oil, salt, pepper and rosemary. Place them in a grilling basket and cook them over a moderately hot grill until they are golden brown (approx. 20 minutes).
- 3 Turn the grill up to the highest setting and brush the grate with olive oil. Place the steaks on the grill and cook them for four to five minutes on each side until they are medium rare or have reached the desired degree of doneness. Take the steaks off the grill, lightly cover them with aluminum foil and let them rest for five minutes.
- 4 Season the shrimps with a mixture of olive oil, salt, pepper and garlic powder. Then barbecue them for five minutes on each side or until they are cooked to perfection.
- 5 Serve and enjoy!

# Global Teamwork at the Premiere

HOSCH Company has support from Germany and France at MINExpo 2024 in Las Vegas

“It was a successful premiere,” was HOSCH Company’s conclusion at the end of September, after the MINExpo International 2024 in Las Vegas, one of the world’s largest and most significant mining trade fairs, at which over 1,500 firms exhibited.

HOSCH’s first visit to the home of gambling in Nevada was characterized by the innovative HOSCH products and by the very mixed team staffing the booth. Here global HOSCH teamwork was put into practice, with support from Germany provided by Managing Director Ansgar Frieling, Tobin Frech, Reiner Gnauert and Giancarlo Leombruno, who joined

the U.S. trade fair team, along with Philippe Bourlard from France. Mary Murawski, Vice President of Finance at HOSCH Company, said, “Our close international cooperation created a special atmosphere full of energy, which appealed to visitors from the whole world and attracted them to our booth.” The U.S. trade fair team consisting of Michael Evanitz, Gary Parsons, Clint Alexander and Oscar Guerrero held many interesting discussions with a large number of guests about the future of mining in the United States. Their main focus was the question of the pivotal role that innovative HOSCH solutions could play in that future.



Global teamwork at the MINExpo: the U.S. team with colleagues from Germany and France.

After the three-day show Mary Murawski concluded, “We made lots of quality contacts and are confident that they’ll lead to new customer orders in the foreseeable future. Our first presentation here has left potential customers with high expectations of us. We want to use this momentum to convert the new connections into long-term partnerships.”

## Challenging Conditions at Over 100° Fahrenheit

HOSCH Managing Director Dirk Heidhues holds numerous discussions in Australia



Liam Whelan, Warren Kilmister and Dirk Heidhues at the Newmont Boddington Gold and Copper Mine.

Direct customer contact with intensive discussions of technical challenges and the appropriate HOSCH solutions: Managing Director Dirk Heidhues made good use of his roughly two-week stay in Australia for numerous discussions with customers and with the team of HOSCH International in Perth.

for the export of iron ore, are one of the largest transshipment points for bulk goods worldwide. Heidhues and the HOSCH team also visited the Newmont Gold and Copper Mine in Boddington, approx. 135 km from Perth. Here, where work is carried out at way above 100° Fahrenheit, the HOSCH scrapers must meet the highest standards of reliability

and wear resistance. Heidhues affirmed that “All the HOSCH innovations employed here meet the most stringent requirements.” This includes deployment of HOSCH<sup>iris</sup> DETECT, but also of the retractable scraper from the e:zslide product line. At the Head Office of HOSCH International, Heidhues discussed the ambitious sales targets for 2025 – calling for further growth after the strong years 2023 and 2024 – with General Manager Sonja Volhejn and her team, and brought himself up to speed on the new building HOSCH International will move into in 2025. The visit ended with an outdoor barbecue – no problem in balmy “Down Under” in November!

# Keen Demand for Digital HOSCH Products

## Providing information for South American mining industry suppliers at the EXPOMINA trade show in Peru

The major suppliers of the South American mining industry met in mid-September for three days at the biennial trade show EXPOMINA in Lima, the Peruvian capital. The trade show grounds cover approx. 47,000 square meters, and HOSCH Peru was among the firms exhibiting there.

HOSCH convincingly presented itself as an enterprise with global operations, as the Chilean trade show team was supported by HOSCHis from Chile (Sergio Lizana) and Germany (Nele Kluge and Alexander Thomas, International Sales).

After a rather quiet start, interest rose sharply on the second and third

day of the fair. Alexander Thomas reports, "There was keen demand in particular for the digital HOSCH<sup>iris</sup> products. Visitors to our booth were most interested in the continuous belt monitoring and data visualization system HOSCH<sup>iris</sup> DISCOVER."

The three show days were rounded off with visits from local TV crews, who made video films at the HOSCH booth, and with discussions with representatives from the German Chamber of Commerce Abroad in Lima. HOSCH Peru's exhibition team included Marco Todesco, Omar Segovia, Yordi Quispe, Bruno De Stefano, Julissa Malpartida and Diego Delgado.



Visitors to the HOSCH booth at the EXPOMINA were most interested in digital solutions.

## Industry Gathering in Dijon



Dijon, home of the famous French mustard of the same name, acted as a magnet for companies in the extractive industries and their suppliers in early October. About 350 companies operating mines, cement works, quarries and recycling centers were represented at the 73<sup>rd</sup> SIM. HOSCH France sent its complete sales team and a technician to the show. General Manager Philippe Bourlard said: "At this reference show for the mining industry, we again made good contacts that have already led to the first orders!" The 74<sup>th</sup> SIM has already been scheduled and will take place on October 15 to 17, 2025 in the French city of Orléans.

The HOSCH France trade show team with General Manager Philippe Bourlard (right) at the SIM in Dijon.

# HOSCH Start-Up in the Far North

## Distribution partnership with the Finnish company YTM-Industrial Oy

Expansion in northern Europe: Jari Iversen, HOSCH Sales Manager in Scandinavia, has concluded HOSCH's first distribution partnership in Finland with the company YTM-Industrial Oy. Since 1977 YTM has specialized in the sales, design and customer service for industrial equipment, components and systems. The firm became part of the international Indutrade Group in 1987 and now has over 75 employees. YTM is headquartered in Vantaa, which is Finland's fourth largest city and lies north of the capital, Helsinki.

"Finland has a good market for raw materials and minerals. The major customers, including those in the mining sector, are located in the center and north of the country," says Iversen with obvious satisfaction at adding another piece to the "Scandinavian mosaic." YTM-Industrial Oy has entered into another partnership

with the firm Akkoy Service Oy so that it can also support customers in northern Finland.

Iversen has already visited the first customers along with the new partner, and installed scrapers for test runs. The next step will be to have new scrapers and replacement parts stored and available in Finland from early 2025 onward, with training for employees of the distribution partner in sales, installation, service and handling replacement parts planned for the same period. "I'm sure that the cooperation with



Jari Iversen (right) after installing a system for a Finnish mining customer, accompanied by (from left) Kai Hartikainen (Akkoy), Jussi Keränen (Akkoy) and Jukka Eklund (YTM).

YTM and Akkoy will lay the foundation for our success in Finland," says Jari Iversen, adding: "The crucial factor will be getting off to a good start. I'll definitely do my best to persuade the Finnish customers of the benefits of HOSCH's products and service."

## From Engineering to Financing

### Intensive training for Soranyi Paz Becerra from Chile and Nele Kluge

**Womanpower at HOSCH: Soranyi Paz Becerra, who joined HOSCH Chile in 2018, and Nele Kluge (International Sales) completed five days of intensive training in Recklinghausen in mid-August.**

Trainer Thomas Legner focused on the technical side of the demanding HOSCH Training Program (HTP). This included the configuration and operation of the HOSCH scraper systems (including accessories), selection criteria and requirements for belt-cleaning systems, and – not least – the causes and consequences of belt off-tracking. On Day 4, finan-

cial controlling and money management were on the agenda as Thomas Legner explained the importance of the SAP connection and monthly accounts. Fun fact: he did this together with Helge Kluge, International Controller at HOSCH in Recklinghausen and father of Nele.

On the last day, the training seminar finished off with meetings with Marco



"Back to school" for Nele Kluge (left) and Soranyi Paz Becerra for five days at the HOSCH Training Center in Recklinghausen.

Buttitta and Hella Spiekermann, two people Soranyi Paz Becerra and Nele Kluge have contact with during their day-to-day work.

# More Professional Premises in a Central Location

**PT. HOSCH Technology Indonesia has moved to new premises within the city of Balikpapan with more space for warehousing and for the entire staff**



*Larger, lighter, more professional: a new warehouse and production hall for the PT. HOSCH Technology Indonesia team.*

**Packing moving boxes: In early September, PT. HOSCH Technology Indonesia moved to new premises in Balikpapan, a city in the southern part of the island of Borneo. We interviewed Country Manager Roy Pasak about the company's physical expansion.**

## **Why did you decide to move?**

*We've grown a lot over the last two years, which means we now have more goods to handle. We therefore needed more storage space. At our old location, in the middle of a residential area, the building had only one entrance for the office and for loading and unloading our goods and replacement parts. So it was often very loud for the neighbors. We also needed extra rooms for training both staff and customers.*

## **Where are HOSCH's new Indonesian headquarters?**

*On an industrial estate with office and warehouse buildings, very close to the airport and a freeway. We're renting about 360 square meters of space.*

*We'll use the ground floor as a warehouse and production hall, while the upper floor has offices and a meeting room.*

## **Why is this location ideal for HOSCH?**

*We can work here more professionally and do better presentations, especially when customers come to visit.*

## **What consequences does the move have for your employees?**

*My staffers are very pleased because they now have more room so their work is less strenuous and they remain more motivated. In addition, they don't have any worries now about manufacturing and packaging.*

## **The new address:**

PT. HOSCH Technology Indonesia  
Centra Bizpark 2, Blok HRM No. 9  
Balikpapan 76115, Indonesia

# Technical Seminar to Train HOSCH Trainers

## **Training in Recklinghausen: How do I explain HOSCH's technology and products to my customers?**

**How can HOSCH's wide-ranging products and technologies be clearly explained both to regular customers and to potential new ones? This question was answered at an international technical seminar for trainers held in the training center in Recklinghausen at the beginning of December.**

HOSCH trainer Thomas Legner described his objectives in these words: "I wanted to enable the participants to initiate customers into the HOSCH

technology without outside help and to design and hold seminars of their own." First of all, the participants' technical knowledge about HOSCH was consolidated. Legner then presented methods for effectively collating, preparing and passing on one's knowledge, for example with the HOSCH Training Program (HTP) and its visual aids such as handouts, picture series and videos. The comprehensive agenda also included introductions to using the digital HOSCH<sup>iris</sup> products DATA, DETECT and DISCOVER,

and to the functioning and use of the various HOSCH solutions for reversing operation (disengaging device).

The discussions between the participants were at least as important as the training curriculum because – and this has been HOSCH's motto for decades – "we not only work with one another, we also learn from one another!"

The TTT (Train the Trainer) participants were Marisa Akamatis and Arran Rowles (HOSCH International, Australia), Sergio Lizana Mendoza and Claudio Olavarria (HOSCH Chile S.p.A), Bruno Alvarez and David Suarez Pastur (HOSCH IBERIA S.R.L.U.) and Holger Lange (HOSCH Branch Norway).

# Aid Convoy Reaches Flooded Villages

**HOSCH Malaysia organizes transport of food and drinking water to the crisis-hit north of the country**

The term “Corporate Social Responsibility” (CSR) refers to companies’ responsibility to tackle social issues. HOSCH Malaysia has taken its social responsibility seriously and sent help where it was urgently needed.

Heavy rains and severe thunderstorms in September and October resulted in raging floods in Malaysia in Southeast Asia. The capital, Kuala Lumpur, was affected, but the villages in the north of the country suffered the most due to the rainstorms. “Many houses were damaged and some of them became uninhabitable. In some areas the floodwaters were up to three meters deep,” recounts Mohammad Akmal, General Manager of HOSCH Asia, adding, “some villages were flooded three or four times.”

The appalling pictures and the destitution of the people living there spurred Akmal and his team from HOSCH Malaysia to provide help on the spot. So they teamed up with other, mostly vol-

unteer-based, associations and groups (NGOs) and together they organized transport of aid from Kuala Lumpur to the affected area. On October 18, the aid convoy set off from the HOSCH office with its two off-road vehicles. After an eight-hour drive, it delivered 150 packages of food and drinking water to the collection point for local flood victims.



*Help where it is needed: the HOSCH team distributing aid to the flooded villages in northern Malaysia.*

## The Boss Gets His Own Office

Suitcase-packing time at HOSCH France: In mid-September the team headed by General Manager Philippe Bourlard moved to new premises, with three times the office space, in a building in the port city of Calais. The engineering and sales team now works in a large open-plan office, and the boss finally has his own office. The team greets customers and other visitors in inviting premises including a conference room and coffee corner.

Sanitary facilities with two showers and a changing room complete the new Head Office. A large warehouse for storing HOSCH products and preparing parts and materials is located in the same building.

### **HOSCH France’s new address:**

575 rue Marcel Dassault,  
F-62100 Calais  
Tel.: +33 (0)1 64 13 63 60  
info@hosch.fr  
www@hosch.fr

## Promoting HOSCH’s Expansion in the Balkans

**Installations and customer visits in Bosnia and Serbia. HOSCH distributor has made “many good contacts.”**

**In October 2024 HOSCH intensified the distribution partnership it launched with the company NS COPEX last year for parts of the Balkan region. Norbert Beermann and Alexander Thomas spent a week travelling in Serbia and Bosnia, visiting customers and installing systems together with Vladimir Novakovic from the new distribution partner.**

At the HBIS steel plant in Smederevo, 40 km southeast of Belgrade, the Serbian capital, Norbert Beermann and the team of technicians from NS COPEX installed several scrapers on the plant’s belt conveyor systems right away.

While travelling in the two countries, Alexander Thomas and Vladimir Novakovic visited a cement works, copper mines and power stations, where

belt conveyors with a belt width of over 1,000 mm were transporting bulk goods. “Everywhere we went, we noticed how solid and goal-oriented the contacts were that our distributor has had with the individual companies for years,” Thomas said. Test installations were scheduled at nearly all the plants visited. The new distributor was also introduced to a long-standing customer in Bosnia that is planning to broaden its collaboration with HOSCH.



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