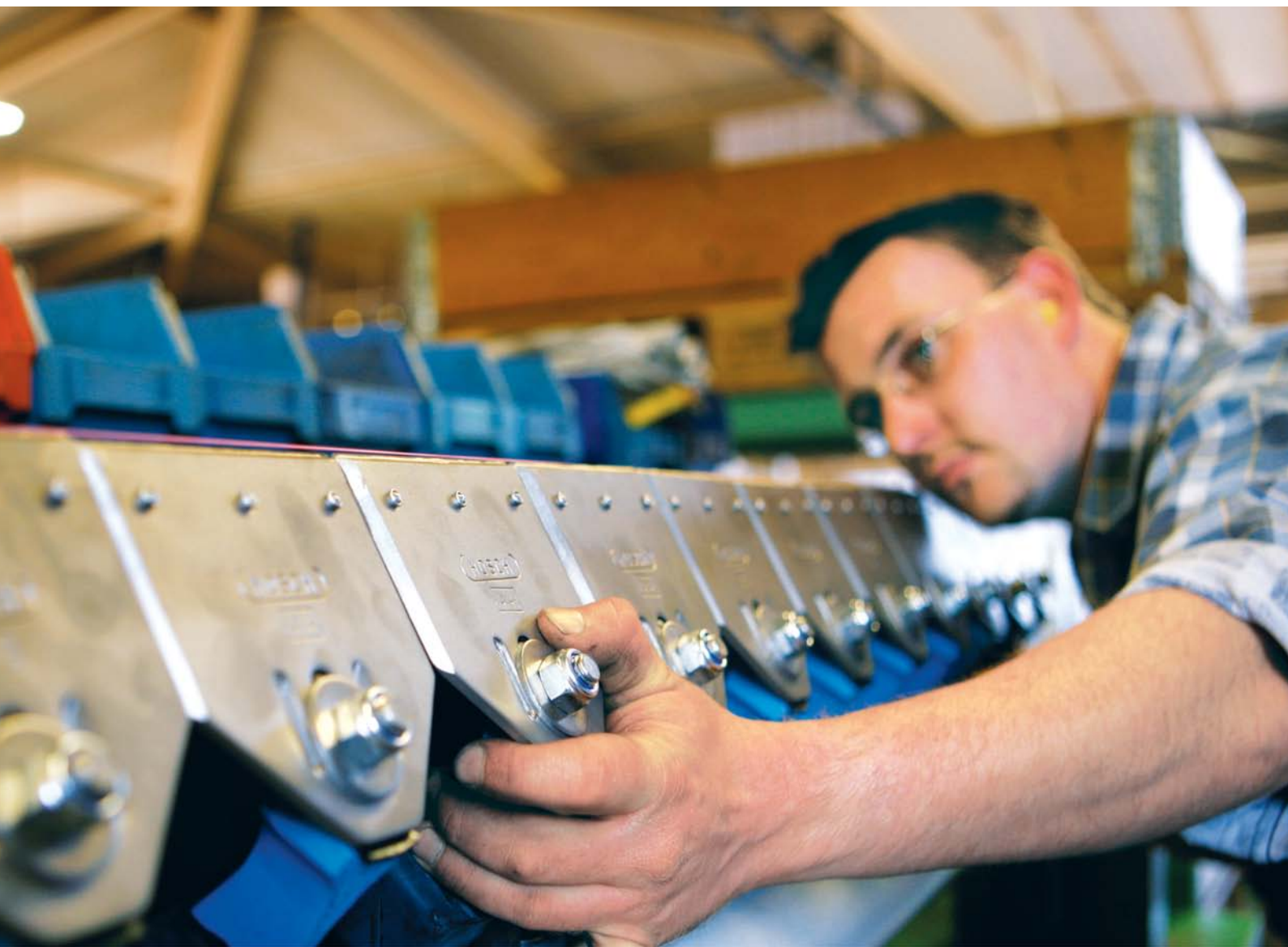


HOSCH *news*

The International HOSCH Magazine



- **More Knowledge - More Success**
Training for employees and customers world-wide
- **Baby Grows Up**
HOSCH Italia is firmly established on the market
- **Topless is Out**
Top string tracker rollers set new standards
- **Welding Torches and Screwdrivers**
Enquiry: the managers of the HOSCH workshops



Editorial

Motivation by Qualification

Dear HOSCH Employees!

Training and learning are the keys to long-term success. For HOSCH, an international corporation with companies around the globe, the quality of its employees is crucial. For this reason we have been developing our very extensive HOSCH Training Programme (HTP) since the mid-1990s and have had it translated into many languages. Today the HTP forms the basis of all the training courses for employees and customers conducted by HOSCH world-wide.

Alongside product knowledge, in the future it will become more and more important to promote the personal development of the employees as well. This type of training focuses on key qualifications such as the ability to communicate, work in a team, take the initiative, act independently and to learn. Better qualified employees have greater job satisfaction and are certainly more strongly motivated than others. It is these motivated people who will successfully shape the future and the growth of our company.

The job of the HOSCH managers is to create the conditions necessary for individual employees to continue their development – and this includes their personal development. That is not an easy task and poses a continuous challenge to all the managers at HOSCH. Training of the type described above will in future be on the agenda at every international management conference. HOSCH recognised the importance of training many years ago; since then it has invested considerably in this area, and will continue to do so.

In this last issue of 2007 we wish to thank all our employees at all the HOSCH companies around the world. Once again in 2007 your hard work and your commitment have brought us the planned good business result.

We wish all of you and your families, and all our customers and partners a very Happy Christmas and all the best for the New Year.

Yours truly,

Hans-Otto Schwarze

Eckhard Hell

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Full Steam Ahead for HOSCH Iberia



Two heads are better than one: Antonio Romero (left) and Cesar Vigo

Success twice over: Cesar Vigo, the manager of HOSCH Iberia, and his new colleague Antonio Romero have together succeeded in consolidating and expanding the market position of the Spanish subsidiary. Romero has been in the HOSCH Iberia team since summer 2007 and is now assisting Cesar Vigo (who up to now has been working “single-handedly”), primarily in the areas of marketing and customer service. “He is

a great help,” says Vigo. “We can arrange our time and the journeys to individual customers in the best way. This enables us to improve our presence.”

HOSCH founded its subsidiary in the Catalan million-resident metropolis of Barcelona on 1 August 2005. Before that time the market on the Iberian Peninsula had been served by HOSCH France. “We have made contact with the old customer base and intensified the existing links,” says Cesar Vigo. “Many people are glad that they now have some one to contact close by.” But the Spanish subsidiary has already also gained new customers. For example, the HOSCH scrapers successfully passed a test at Arcelor, the world’s second-largest steel producer. The HOSCH Iberia team is looking forward to its new tasks: “Samca, Holcim, Cemex and Uniland are all customers who will be important for us in the future.”

Good Example in the Region

Important visitors at HOSCH: at the end of September 2007 three important guests were received by HOSCH founder Hans-Otto Schwarze and Managing Director Eckhard Hell at the corporate headquarters in Recklinghausen. They were Chief County Executive Jochen Welt, Peter Haumann from Recklinghausen’s business promotion scheme and Madan Mohanka, owner of the MM Group of Companies and HOSCH business partner in India. Madan Mohanka came to Germany for the regular Board Meeting of HOSCH Equipment India. Jochen Welt and Peter Haumann visited the company headquarters to gain information about the economic situation of the company and the expectations that industry has of the local and regional government.

“Innovative companies like HOSCH are hugely important for the regional economy,” says Jochen Welt. “As the district



Two old friends: Madan Mohanka (left) and Chief County Executive Jochen Welt

administration we want to create the right conditions for continuing promotion of the positive development.”

The region as an industrial location for the future: HOSCH is providing a good example. Not only regionally, but also internationally, the signs still indicate growth, as Jochen Welt and Peter Haumann discovered in discussion with Madan Mohanka.

Gold for Brazil

Remarkable success in sales and outstanding turnover in 2007 – these achievements brought this year’s Golden Module to South America – to HOSCH do Brasil to be more precise. Managing Director Peter Petzold accepted the HOSCH Award on behalf of his team at the International Management Meeting at the end of November. He commented: “I am really delighted about the award. It shows that we have done a great job as a team.”



United we stand: the employees at HOSCH do Brasil

A meeting with tradition: from 27 to 29 November the General Managers of the twelve HOSCH companies around the world met as in previous years at the firm’s headquarters in Recklinghausen for a mutual exchange of experience. Right at the top of the agenda was the presentation of new products scheduled for world-wide launch in 2008. “The Management Meeting was a good opportunity to get all the managers in the subsidiaries up to the same level of knowledge,” says Managing Director Eckhard Hell. “Because for further growth we have to continue offering our customers around the globe the best technical quality and outstanding service.” Another major focus of this year’s international meeting was therefore on the topics of customer and employee training, which are also a key feature in this issue of HOSCH news.



Training at HOSCH GB: Eddie Presch uses a model to show staff at the British subsidiary how to work with scraper systems

More Knowledge – More Success

Investing in people: the HOSCH Training Programme offers staff all around the world ideal opportunities for learning and teaching

Good bye, India! Hello, USA! At the HOSCH training centre in Recklinghausen an international atmosphere is quite normal. Each week employees from all over the world come here to get “fit for HOSCH.” No matter whether the participants come from Brazil or South Africa, Australia or Italy – the HOSCH Training Programme (HTP) represents a corporate philosophy that is put into practice around the globe.

In July 2007 Sukumar Datta of HOSCH Equipment India left the searing heat of Kolkata for the cool, damp summer in Recklinghausen. The Assistant Product Manager has been working for HOSCH since the Indian company was opened in December 1991, and now he has spent two weeks in Recklinghausen gaining more in-depth knowledge. Thomas Leg-

ner, the International Training Coordinator in the parent company, presented his guest with a detailed and structured training plan filling the days from 8.15 a.m. to 4.30 p.m. with an interesting mix of theory and practice. Sukumar Datta attended talks, workshops, product tests and excursions to gather information on technical matters, production methods and quality assurance for the HOSCH products.

On-site training rooms

Those who have been to Recklinghausen to learn the ABC of HOSCH then have the task of passing on their knowledge to the teams “back home.” The HOSCH subsidiaries open their own training facilities, where the customer service staff receive technical knowledge and can bone up on the

HOSCH service philosophy. A large training room was recently set up at HOSCH International with a test conveyor system which the employees can use to refine their knowledge of belt cleaning and equipment.

Quality of employees

Every training course is based on the conviction that the long-term success of a company depends on the quality of its employees. Therefore each new staff member at HOSCH undergoes the whole HTP, or at least part of it. Training is given either in groups or one-to-one either in the HOSCH training centre, or at seminars taking place abroad. Hans-Otto Schwarze, the founder of HOSCH, says, “Our goal is to achieve qualification of all our staff that stands up to world-wide comparison.”

Training manager on tour

Again and again Thomas Legner, training manager at HOSCH, leaves the firm's headquarters in Germany and goes abroad himself to prepare the teams locally for new demands placed on them and new customer wishes. In summer 2007 Legner had only just said goodbye to Sukumar Datta when he left for Pittsburgh – for a training course at the HOSCH Company there. For five days he and Kevin Koepl, Jim Dorsey, Frank Hay and Adam White worked out the basics for the team members in the United States to become HTP trainers themselves.

Recognising demands and doing our best to fulfil them

With the help of the HTP all our employees around the world gain the necessary knowledge and skills for their work. "Ideally trained customer service employees are competent contact persons for the customer who act as technical advisers and have a detailed view of the whole system," says Managing Director Eckhard Hell. "They offer the customer an optimal solution using HOSCH products and in this way they improve the performance of the customer's belt system."



On-site training: up in the air ...

How does a group get started?

This knowledge flows into the "Train the Trainer" seminars in particular as part of the HOSCH Training Programme. These seminars offer experienced and competent employees the opportunity to switch from being learners to being teachers. The programme has a wide range of materials available for this ranging from manuals, picture series and guidelines to models and films. In March 2007 training manager Legner welcomed Detlef Domke-von Bichowski, Roland Friedel, Giancarlo Leombruno and Michael Niehues to the TTT seminar in Recklinghausen. For two days the learning team worked intensively on their own communication



... in the group ...



... and on the ground

skills. What makes a good training course, what makes a good trainer? What is a good beginning? How does a group get started? Everyone in the team had to give a presentation – which was recorded on video and then analysed at the end of the seminar.

Personal development

As part of its continual improvement process, HOSCH is always working on ways of developing the content of its training courses and integrates new findings into the curricula. This means that modern training goes beyond merely communicating product knowledge. Knowledge going beyond technical matters – which is called "soft skills" – is an important component for occupational training. HOSCH Managing Director Eckhard Hell says, "Today anyone who would like to take on a management position has to be able to present his work or projects well and confidently to the members of staff and to customers. Negotiation skills are absolutely essential for resolving conflicts, just like communications and team skills in the supplier-customer relationship."



HOSCH training manager Thomas Legner at work in the training centre in Recklinghausen



In September 2007 staff from the energy utility RWE in Recklinghausen got "fit for HOSCH" in theory ...



... and practice

Learning with the Customer

Demonstrate product advantages and strengthen contacts: user training is becoming more and more important for HOSCH companies world-wide

"Fit for HOSCH" – this slogan applies not only to employees, but increasingly also to HOSCH customers. Over recent years the interest of users in improving their abilities to apply HOSCH technology has grown continually. HOSCH reacts to this demand with its own customer seminars, held either in the companies headquarters in Recklinghausen or on the customer's premises.

Every year up to 25 HOSCH customer training courses take place in Sweden alone. They are attended by customers who have installed HOSCH scrapers in their systems. "The aim of the training is to give employees in the customer's companies better knowledge of the quality products from HOSCH," says Jari Iversen, HOSCH Sales Manager Scandinavia. A customer training course in Sweden always comprises two stages. In the first, theoretical, stage the participants learn how scrapers work. At the same time they receive information about selecting and installing the products and how efficient they are. The second part of the seminar covers practical matters. New scrapers are installed, and old ones are serviced or upgraded. The training ends with a "question time" where the two days of training can be discussed in a relaxed atmosphere and any problems can be resolved.

Training as customer service

"In our customer training courses we pass on the technical knowledge about efficient belt cleaning to our customers and marketing partners," says HOSCH Managing Director Eckhard Hell. At these events the participants learn a lot about the HOSCH technology and using HOSCH products. So training is a service offered by HOSCH. The courses take place either at the training centre in Recklinghausen or on the customer's premises.

Strengthening the feeling of belonging

"The training enables our customers to recognise that using HOSCH products brings them economic benefits. They can see with their own eyes that using the products pays off. This generates customer satisfaction, which is the key to the long-term success of a company," says HOSCH founder Hans-Otto Schwarze. Furthermore, the training markedly improves communication between HOSCH and the customers. Johan de Koker, General Manager of HOSCH South Africa, said, "Customer training is just as important as employee training. Going on a training course like this gives customers a feeling of belonging. In addition, they take on responsibility for the HOSCH equipment installed on their conveyor systems."

Top Ten Training Points

Efthimios (Makis) Kirodimos of HOSCH Hellas lists ten plus points of the HOSCH Training Programme:

1. Training improves motivation.
2. Training sets priorities.
3. Training is cheaper than hiring new staff.
4. Training allows constant improvement.
5. Training maintains a competitive edge.
6. Training improves co-operation.
7. Training distributes the strengths of the team over all the members.
8. Training pays off.
9. Training takes the employees seriously.
10. Training maintains and improves quality and productivity.

Baby Grows Up

HOSCH Italia is firmly established on the market after only one year

Happy Birthday! On 7 November 2007 HOSCH Italia, the youngest member of the HOSCH family, celebrated its first anniversary. The best present was the one the subsidiary gave itself: after only one year HOSCH Italia has gained new customers and firmly established itself on the market.

Anyone who wants to grow up has to... grow! So, since 1 May 2007 Gerardo Fernicola has been the second employee supporting HOSCH Italia in Sales and Service. He and General Manager Mario del Pezzo have managed to access new markets. From Techint and Irasco to Paul Wurth, the young subsidiary works together with numerous renowned manufacturers of industrial systems to sell scrapers.

Successful test run at Italcementi

One of the new customers is Italcementi, Italy's largest producer of cement. Following a successful test run with a combination of B6C and C2 scrapers in a quarry, ten more belts have been fitted with this combination. Italcementi's sites in Guardiaregia, Castrovillari and Samatzai are currently trying out HOSCH scrapers for removing extremely tough and tenacious materials from the conveyor belts.

Sardinia – island with great potential

The island of Sardinia harbours great potential for HOSCH. It is home to the Endesa power station, completely fitted



New man: Gerardo Fernicola has a lot to do

out with HOSCH scrapers, and now a maintenance contract has been concluded for the period from 2008 to 2011, with the option of renewal up to 2013. Italy's only anthracite mine, Carbosulcis, is also to be found on Sardinia, and uses 20 HOSCH sprung-blade scrapers. HOSCH Italia already has its next customer for 2008 in its sights, in the shape of the aluminium manufacturer Alco.

Steel giant convinced

The staff at Ilva Taranto, the largest steelworks in Europe, were impressed by the high performance capability of the HOSCH scrapers. A convincing presentation on coke and granulated slag enabled the subsidiary to get a foothold. "We gave an impressive demonstration to the customer of the capabilities of our systems in comparison with the competition," says General Manager Mario del Pezzo. An equally promising test run is now being conducted in the Lucchini steel plant in Piombino (Tuscany) – another milestone in the successful development of HOSCH Italia. The future of HOSCH Italia looks bright – and the baby will soon be a toddler.



Mario del Pezzo has expanded the market position

Personnel News

+++ Visit to South Africa +++

During his holiday in South Africa Rolf Dangers, who spent several years as manager of HOSCH in the United States, visited the new company buildings of HOSCH South Africa with his wife Ute. General Manager Johan de Koker

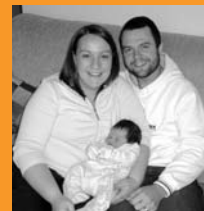


conducted his guests through the new company complex – and the Dangers were im-

pressed by the size of the rooms and their equipment. Although he retired a few years ago, as a friend of the founder Hans-Otto Schwarze Rolf Dangers still occasionally takes on special management tasks at HOSCH.

+++ The McDonalds' baby +++

Sleepless nights and full nappies – and yet the parents are lovin' it. On 10 October 2007 Christine McDonald of HOSCH GB customer support and her husband



Scott became the proud parents of a baby daughter. At birth little Olivia measured 55

centimeters and weighed 4180 grams. Congratulations from the whole HOSCH team world-wide! And the McDonald family a happy future together!

+++ Anniversaries at HOSCH headquarters +++

Jutta Dorodzala: 30 years
Wolfgang Nawrocki: 20 years
Hans-Werner Zibert: 20 years
Robert Schild: 15 years
Klaus Schlüter: 10 years
Andrea Starke: 10 years

Enquiry

Scrapers, tracker rollers and accessories are stored neatly in large rack systems. The room is filled with background noise consisting of hammering and a whining drill. In HOSCH workshops round the globe people are bolting together, sawing, chiselling and filing – doing all the work necessary to prepare scraper systems for use by customers. But who are these experts operating the welding machines and screwdrivers? This time in our “Who’s Who” series we talk to workshop managers at HOSCH Headquarters and at the HOSCH companies world-wide.

HOSCH SOUTH AFRICA KEVIN LEVINSON



Quality brings you to the goal: Kevin Levinson is strengthening the HOSCH South Africa team, above all in the areas of production control and quality control. As a qualified toolmaker, the 37-year-old moved from the special steel company Sandvik to

the oldest HOSCH subsidiary in 2005. "I am well organised and confident", he says. He sees his greatest weakness to lie in the fact that he is sometimes too soft. However, this is not a characteristic he shows in his two favourite hobbies. When it comes to motor sports and rugby, Kevin Levinson likes it rough and tough.

HOSCH SÜDAFRIKA THEUNS OOSTHUIZEN



Working under pressure? Not a problem for Theuns Oosthuizen. The 36-year-old started his career in the South African Army. After this he worked for the First National Bank before finally moving to HOSCH South Africa in 1995.

There the enthusiastic sportsman and angler now demonstrates his technical skills in the fields of production and installation every day. When asked about his greatest weakness Theuns Oosthuizen replies, "in most cases I always see what's good in people first. Yes, I think that sometimes I am simply too trusting."

HOSCH COMPANY TIM FIRCAK



Tools – that is the world of Tim Fircak. "I feel really good when I'm in the workshop", says the 48-year-old, who joined the team at HOSCH Company in April 2005. But even when he is not at work, tools still play an important role for him – whether he is

renovating the homes of friends, relatives or his own house. A further passion of the father of three is sports – whether as certified baseball umpire or as softball and basketball coach for his 10-year-old daughter Kendyl. His sons Tyler (18) and Cody (16) are keen sportsmen as well. Tim Fircak films the football games they play in – and with the resulting DVDs the two are now applying for university scholarships. Finally his computer is Tim Fircak's hobbyhorse: "I enjoy working on the PC and creating excel spreadsheet projects."

HOSCH GB DAVE SMITH



Workshop manager, technical trainer, and safety and security officer – Dave Smith's tasks at HOSCH GB are many and varied. Before the now 48-year-old took up his job at the British subsidiary in January 1998, he gathered experience as a welder, for instance in

ship building and bridge building. After training at the company headquarters in Recklinghausen, he functions as contact person for all technical matters at HOSCH GB. Sometimes he even leaves the workshop to support service teams on site in the installation and maintenance of scraper systems. Dave enjoys spending his leisure time in active sports with his family. He swims and cycles with his son Gregory (6) and goes on long hikes with his wife Gillian. The enthusiastic football fan can regularly be found at the grounds during games of Middlesbrough Football Club – Dave Smith has a season ticket for his favourite team.

Enquiry

HOSCH DO BRASIL LUIZ CORDEIRO



If something has to be done, do it at once – that is Luiz Cordeiro's motto at work. "I don't like to postpone things and put them on a waiting list", says the 40-year-old, who counts honesty and a sense of responsibility among his greatest strengths. He has

been working with HOSCH do Brasil as warehouse administrator since 2002 and is "lord of the shelves": scrapers, equipment, tools – he knows exactly where which part is to be found. In his free time Luiz Cordeiro enjoys angling and playing billiards. "I also love Brazilian folk music", he says. "From time to time I play myself as well." However, his greatest passion is and remains football. As a fan of Cruzeiro EC from Belo Horizonte – Brazilian champions in 2003 – he hardly ever misses a game. He sees his family much more rarely, though. They live 2,100 kilometers away in Rondônia in the north of Brazil. "I miss them very much", says Luiz Cordeiro. "And so I am all the happier when I can visit them again and take them in my arms."

HOSCH INDIA SHYAMAL GHATAK



Nothing escapes his scrutinising gaze: Shyamal Ghatak is an old hand when it comes to technology and precision. From 1966 to 1986 the graduate mechanical engineer gathered extensive experience during his tour of duty with the Indian Air Force.

After that the now 60-year-old worked for a company in the field of hydraulic engineering before joining HOSCH India in August 1998. "I love new challenges", says Shyamal Ghatak. As head of the workshop he monitors the high HOSCH quality standard at the newly built production facilities in Kolkata. In his leisure time too Shyamal Ghatak watches over quality. As a hobby cook he regularly prepares tasty dishes, for instance for his daughter Sriparna and granddaughter Srijita.

HOSCH-FÖRDERTECHNIK GMBH JOSEF KOPER



From East to West: in 1989 – directly after the fall of the Berlin Wall – Josef Koper left East Germany. Shortly after that, in January 1990, Silesian-born Koper started his career in the workshop at HOSCH company headquarters in Recklinghausen. Thanks to

many suggestions for improvement, for instance in the sector of punching devices, he quickly made a name for himself. "After a good six months I was appointed foreman", remembers the father of two. Today, the 53-year-old supervises 18 staff members in the production sector in Recklinghausen. When he is not working, Josef Koper likes reading. "Best of all science fiction", he says. He also enjoys model building and computer games.

HOSCH-FÖRDERTECHNIK GMBH CHRISTIAN KUSBER



Whether delicate welding or heavy-duty work with metal – the qualified fitter Christian Kusber is completely at home in the HOSCH workshop in the firm's headquarters in Recklinghausen. He will celebrate his 20th jubilee there in 2008, as he joined the team

at HOSCH headquarters in August 1988. Since 1990 he has been watching over production as foreman. The 45-year-old maintains special links with the Far East. His wife comes from Hongseng (a small city in Laos). They have two sons – now five and three years old. "I love the Asian cuisine and their way of life", says Christian Kusber. Not only is he interested in the distant continent, he also frequently enjoys active sports. Kusber: "I keep fit by jogging and cycling."

Know who is working for HOSCH world-wide – the series "Enquiry" helps you to get to know colleagues round the globe better. That is why we shall be introducing further HOSCH staff in our next issue.

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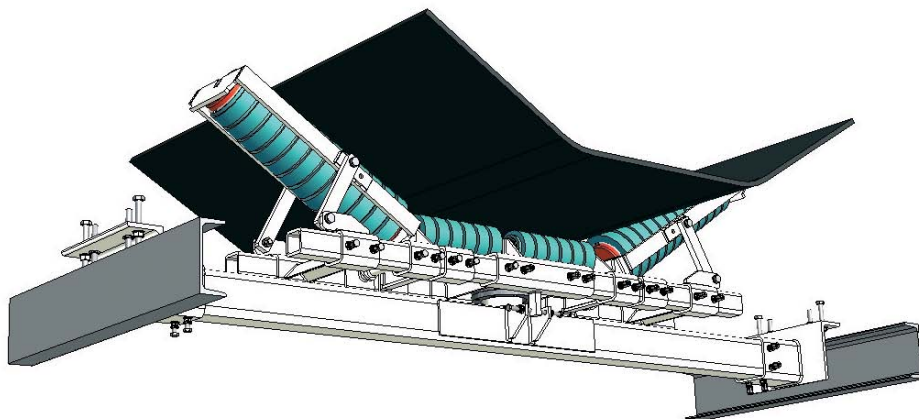
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Topless is Out

HOSCH presents a tracker system for the troughed carrying run of a belt conveyor – covering belt widths up to 2 meters and suitable for reverse belt travelling



Something has gone awry: the material is pushing the belt to the right

Hardest conditions for tracking: By launching the tracker roller types RRC2-V and RRC3-V onto the market, HOSCH is for the first time offering a tracker system for the troughed carrying run of a belt conveyor. Designed for belt widths from 800 mm up to 2,000 mm and qualified for unlimited reverse operation at a belt speed of max. 6 m/s, the new HOSCH tracker system sets a new technical standard.

The purpose of the RRC2/C3-V types of tracker rollers is to achieve a reliable centric movement of the belt. This keeps unexpected plant failures and damages to

machinery equipment to a minimum. "Very often, belt conveyors run out of the track-line as a result of unequal loading or unsuitable design of the feeder system", says Werner Schulz, Technical Director of HOSCH. "For this reason, the efficiency of a tracking system which is installed at the unloaded return string of the belt conveyor is quite limited." To remedy this situation, the HOSCH engineers set out to find a solution for the loaded top string of the conveyor.

Infinitely variable shape adjustment

With the tracker roller types RRC2-V and RRC3-V, they have designed a system which performs reliably even in reverse belt operation and at a belt speed of up to 6 m/s. A distinguishing feature of the new tracker system is the pivoted system carrier, equipped with conical outside rollers and cylindrical inner rollers. Continuous inclination and horizontal adjustment of the brackets that take up the conical rollers allow a perfect shape configuration in accordance with the belt trough design. As a result, the roller system can react automatically to correct belt mistracking. Werner Schulz: "HOSCH put some of the new tracker rollers into the field for trials. In comparison with competitive systems, we achieved much better performance and more reliable operation."

Staff – a Success Factor

HOSCH GB wins “Investor in People” award for the fifth time in succession

A string of victories for HOSCH GB. For the fifth time in a row, the British subsidiary has earned the right to call itself an “Investor in People” (IIP). Companies that involve their staff actively in work and decision-making processes and focus particularly on basic and advanced training are eligible for this coveted award. IIP was set up in 1993 with support from the British government to reward enterprises for model personnel policies.

In the middle of April 2007 an “Investor in People” evaluator spent a full day questioning twelve of the 18 staff members of HOSCH GB. Do the employees feel close ties to the company and the management? Do they assume responsibility and do they contribute ideas of their own? What is the company’s management style like? Do staff members have a chance to develop their skills and gain new qualifications?

Requirements exceeded

At the end of the questioning session it was clear that once again, after 1995, 1998, 2001 and 2004, HOSCH GB not only satisfies the stringent requirements in 2007 too, but even surpasses them by a wide mark. The HOSCH subsidiary thus belongs to a select group – after all, only 15 percent of all small businesses in the United Kingdom have so far been able to join the circle of award-winners. “We have worked hard as a team”, explains HOSCH GB General Manager David Patterson. “That is why the award goes to all the staff.”

www.investorsinpeople.co.uk



Know-how Transfer in the Network

HOSCH GB is active in the Materials Handling Engineers Association

It’s all about exchanging technical knowledge, combining marketing interests, and getting to know new partners. A wide range of companies reaching from the food sector to the steel industry have joined together in the Materials Handling Engineers Association (MHEA). HOSCH GB has been a member since the 1980s.

Looking beyond your normal horizons brings many advantages. “The MHEA network offers us the opportunity to present ourselves and to gain new partners,” says HOSCH GB General Manager David Patterson. Within the Materials Handling Engineers Association there are regular site visits at which the members can get to know one another better. In co-operation with another company in the MHEA, HOSCH GB is



Networked: HOSCH GB Manager David Patterson

currently working on a handbook to support technical staff in the search for effective cleaning solutions for conveyor systems.

www.mhea.co.uk



Fresh Start in Australia

Two seekers of a new life – one goal: Christian Besson and Wouter van der Bank left South Africa to dare a fresh start Down Under. Today the two mechanics work for HOSCH International and have settled well into life in the metropolis of Perth.

For Wouter van der Bank (photo left) it was a departure into an uncertain future. In May 2006 the former staff member of HOSCH South Africa packed his belongings in a suitcase and set off for Australia. “I wanted something new, the challenge appealed to me”, says the 27-year-old. On arrival Down Under he contacted James Stamelos, General Manager of HOSCH International. “One of the staff members, Christian Besson, put me up to start with.”

This proved to be a perfect solution – after all, just a few years before Besson too had moved from South Africa to Australia. “I first spent some time in New Zealand with my wife Jillian”, says the 49-year-old machinist. Then the couple with their daughter Angelique – “the little kiwi” – were drawn to Perth, where relatives of Christian Besson lived. “That was our last move”, says the enthusiastic long-distance runner. “We really feel at home here.” Wouter van der Bank can only agree. “My thanks go to Johan de Koker and the HOSCH South Africa team – and to my ‘Dad’ in Australia, James Stamelos. I wouldn’t have managed the fresh start without them. I now look forward to becoming an Australian citizen.”



All roads lead to HOSCH Polska: the stand in Katowice had an excellent position in the main hall

HOSCH is first port of call

HOSCH Polska's winning ways at international trade fair in Katowice

HOSCH Polska was very prominently placed at the International Trade Fair for Mining, Power Generation and Metallurgy Katowice 2007. The exhibition stand with a floor space of almost 30 squaremeters was located directly in the main hall.

Between 11 and 14 September some 450 visitors from over 150 different firms visited the seven-strong team of General Manager Krzysztof Lebioda. His report: "We established many new contacts and intensified existing ties

with customers." The visitors were able to examine three scraper systems and a set of tracker rollers on the stand and see the quality of the HOSCH engineering for themselves.

For twenty years now the trade fair in Katowice has been held every two years. It is the largest industrial exhibition in Poland and is considered to be a special show for conveyor belt systems. In 2007 more than 280 firms from Europe and the United States presented their innovative technologies.

Mining Boom in Brazil

Brazilian mining is currently experiencing a boom – and HOSCH do Brasil is right in the middle of it. The South American subsidiary presented itself to trade visitors at the 12th mining exhibition EXPOSIBRAM in Belo Horizonte from 24 to 27 September. Demonstration models with tracker rollers and scrapers from the B and C series encountered brisk interest. General Manager Peter Petzold: "We used the exhibition to provide our customers with intensive information about the C2 system with pivoting axle."

The Brazilian HOSCH Team established many new contacts – from Brazil's most important mining and steel group Companhia Vale do Rio Doce, through ThyssenKrupp Fördertechnik, right up to Votorantim and Fosfertil. Peter Petzold: "That is why we see participation in the exhibition as an investment in the future." Particularly China's rising demand for iron ore has triggered a boom in Brazil's mines. "Many companies are therefore investing heavily in new development projects and in modernising existing facilities", says Peter Petzold. The amount of iron ore mined alone has grown by 13 per cent annually since 2003. "Especially Companhia Vale do Rio Doce is currently spending large amounts on new projects to be able to keep pace with production." Furthermore, there were also strong investments in the field of nickel production, explains Petzold. The response at the mining exhibition was correspondingly high. This year 351 companies presented their programmes to over 55,000 trade visitors on a floor space of 11,000 squaremeters.



EXPOMINAS trade fair grounds in Belo Horizonte

Gremlins at Work

Neither are the HOSCH news proof against the gremlins. In our edition 1/2007 it got into our work twice. For this we would like to apologise.

On page 12 of the last issue the date of foundation of HOSCH India was stated with 1998. In fact, the com-

pany was founded in the year 1991.

On page 13 of the English edition we made Johan de Koker Managing Director of HOSCH South Africa. Of course Johan is the General Manager of the oldest subsidiary .



The hosts: HOSCH founder Hans-Otto Schwarze with his wife Doris



The guests: friends and relatives enjoy talking in warm and radiant sunshine



The donation: Hans-Otto Schwarze hands Sabine Schürmann a check for the animal shelter

Birthday party = Garden Party

HOSCH-founder Hans-Otto Schwarze celebrated with 100 friends, long-time staff and associates in September – donations instead of presents were the order of the day

Company founder Hans-Otto Schwarze intended to celebrate his 70th birthday (16 May 2007) on Saturday, 19 May, but had to change his plans at short notice for personal reasons. However, postponed is not abandoned, and so the grand party was held at home as a brunch in a cheerful and light-hearted atmosphere on 22 September – with delicious food, radiant sunshine, and the company of around 100 high-spirited guests.

Hans-Otto Schwarze and his wife Doris welcomed the visitors in their garden in Recklinghausen with fresh and well-mixed cocktails and an inviting Mediterranean buffet. The main party dish – crispy roast suckling pig on a spit – was a favourite with all. The warming September sun contributed to the good mood, so that the large umbrellas and party tents set up by way of precaution served as sunshades instead of as rain

shelters. Most of the guests came early and stayed until late afternoon or evening.

Hans-Otto Schwarze did not want any birthday presents at all this year. Instead he asked his guests to make donations to the animal shelter in Recklinghausen. By the end of the day 1,500 euros had been collected for abandoned four-legged friends.

Allrounder set to draw pension

Retiring after 28 years with HOSCH: Werner Brinkmann clears his desk

He is a part of HOSCH – and HOSCH is a part of him. Werner Brinkmann started as a service technician in February 1979 at the then still small company headquarters in Recklinghausen. He was thus one of the first staff members in the just four-year-old company. The nearly 65-year-old is now retiring – after 28 years with HOSCH.

Werner Brinkmann started off as sales technician and after-sales customer services officer in Germany. He performed pioneering work as an installation technician in France and Italy. As years passed, the tasks became greater – tasks that the all-rounder Brinkmann was happy to take on. They ranged from design and planning of scraper systems to managing head

office services and the service and installation department, including looking after the vehicle fleet.

Brinkmann moved from the field service to a desk. Payslips, wages, installation planning, procurement of machines and tools, maintenance statistics – there is hardly any segment of the service sector in which Werner Brinkmann is not at home. "With his experience he was always able to support younger colleagues in word and deed", says company founder Hans-Otto Schwarze.

Werner Brinkmann is retiring with mixed feelings – after all, he has been involved with HOSCH for nearly all of his working life. On the other hand, the active



HOSCH original Werner Brinkmann enjoys his last days at work

father of a daughter now has more time for himself and his sports. His favourite hobbies are cycling and above all soccer. As in his work, the nearly 65-year-old shows all-round capabilities on the pitch too – as a player for the senior team of SV Hullern and as a referee.



Arriving in a good mood: Eckhard Hell (right) with his brother-in-law Hans-Jörg Blomberg

Marathon Man

Made it! HOSCH General Manager Eckhard Hell crossed the finish line at the Cologne Marathon in October 2007

"Pain is weakness that leaves the body": this motto carried HOSCH Managing Director Eckhard Hell through his first marathon. On 7 October in Cologne he managed the full distance of 42.195 kilometres at first attempt. His brother-in-law Hans-Jörg Blomberg had simply registered him for the race. A challenge that Eckhard Hell was happy to accept. He prepared thoroughly with tips from books, training by running and Nordic-walking, and eating healthily. On the road his iron will helped him to persevere despite the pain and stress. "I simply had to combat my weaker self", says Hell. "I concentrated on the goal, not on the long way there – that helped."

He reached the finish line exhausted, but very happy. "I made it", laughed the 'marathon man'. "The next day I could feel every single muscle in my legs. But despite this it was a very positive experience." When asked if there will be a repeat performance, Hell replied with another one of his favourite mottos: "Never say never!"

HOSCH news – in the Readers' Opinion

"Everybody likes the HOSCH news", said Johan de Koker, General Manager of HOSCH South Africa. This sums it up in a nutshell: the HOSCH magazine, the fourth issue of which you are now holding in your hands, enjoys great popularity around the world – among staffers, business partners and customers. After the publication of the last issue, the headquarters in Recklinghausen again received numerous letters to the editor. A few of these are printed below:

"Coming from a mining and tunnelling background (where I worked for 16 years), I found the article on the Gotthard Massif tunnel project really interesting. Although HOSCH is responsible for only a very small part of what is a huge project, I can understand the pride Mr. Uwe Machaczek feels every time he visits the construction site."

David Patterson
HOSCH GB

"I have been involved with HOSCH Company for many years as a supplier of your company vehicles. On a recent visit to your office I had the opportunity to browse through the HOSCH news. I would like to tell you how impressed I was with the high quality and the amount of information about your organisation."

Please put me on the mailing list so that I will receive future issues and can continue to read articles about the work your company is involved in."

It was very instructive to read what the HOSCH companies in other countries are doing and learn more about members of the global staff."

In closing I would like to see an article on the types of vehicles used by HOSCH in other countries."

Keep up the high quality of this newsletter!"

Glenn Mattes
Pittsburgh, USA

"Although I only recently joined HOSCH GB, I thought the HOSCH news magazine was very interesting. It helps me to learn more about the company and the people who work here."

Matthew Millward
HOSCH GB



We look forward to receiving your letters to the editor. Just send an email to: mail@hosch.de

Hot Drinks for Cold Days

When it is stormy, raining and snowing outside – the inner man (and woman) needs something warm. One speciality that is very popular in Germany and Central Europe in winter is mulled wine. In the United Kingdom and the USA eggnog has a long tradition. Whether with or without alcohol – the four recipes set out below will see you through the winter.

Grape Juice and Almond Punch

1/2 l red grape juice
1/2 l water
3-4 tablespoons of honey
1 cinnamon stick
6 cloves
3-4 pimento (allspice) berries
50 g whole, peeled almonds
50 g dried figs
1 untreated lemon

Wash the lemon with hot water, and dry it. Peel it thinly with a (potato) peeler and squeeze out the juice. Finely chop the figs. Bring the ingredients to the boil in a pan and allow to simmer over a low heat for 15 minutes. Pour the punch through a sieve and then into glasses while still hot.

Raspberry Punch

1 l mallow (malva) tea
100 g white rock candy
5 cloves
1 cinnamon stick
peel and juice of a lime
1 vanilla pod scraped out
300 g frozen raspberries
8 cl raspberry syrup

Bring the tea, rock candy, spices, lime juice and peel to the boil with the vanilla pod and flesh and then turn down the heat. After five minutes add the raspberries and syrup. Heat for five minutes but do not allow to boil. Pour the liquid through a sieve and then into glasses while still hot.

Mulled wine

1.125 l (dry) red wine
60 g sugar
1/2 cinnamon stick
3 cloves
peel of half a lemon
lemon or orange juice for seasoning

Bring the sugar and spices to the boil with 125 ml red wine, allow to stand for 30 minutes, strain, add the rest of the red wine and heat carefully to just below the boiling point. Season with lemon or orange juice.

Variations of Mulled Wine:

French Mulled Wine: prepare with Bordeaux and season with cinnamon, grated nutmeg and a bay leaf.

Seal: use white wine instead of red wine, depending on the acid content of the wine add a little lemon juice, season as in the basic recipe.

Negus: make with port (1/2 wine, 1/2 water) and season with grated nutmeg and grated lemon peel.

Honey Mulled Wine: heat red wine with 150 g honey, 1 cinnamon stick and two slices of lemon to just below the boiling point.

Eggnog

Ingredients for 4 portions:

4 egg yolks
2 whole eggs
150 g sugar
1 untreated lemon
250 ml water
500 ml white wine
125 ml rum

Rub the lemon peel on the sugar, squeeze out the lemon juice, stir in a pan with sugar, eggs, egg yolk, water and wine. Warm gently over a low heat and keep stirring (do not heat too strongly or the eggs will set) until the mixture rises. Add rum and serve hot.





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