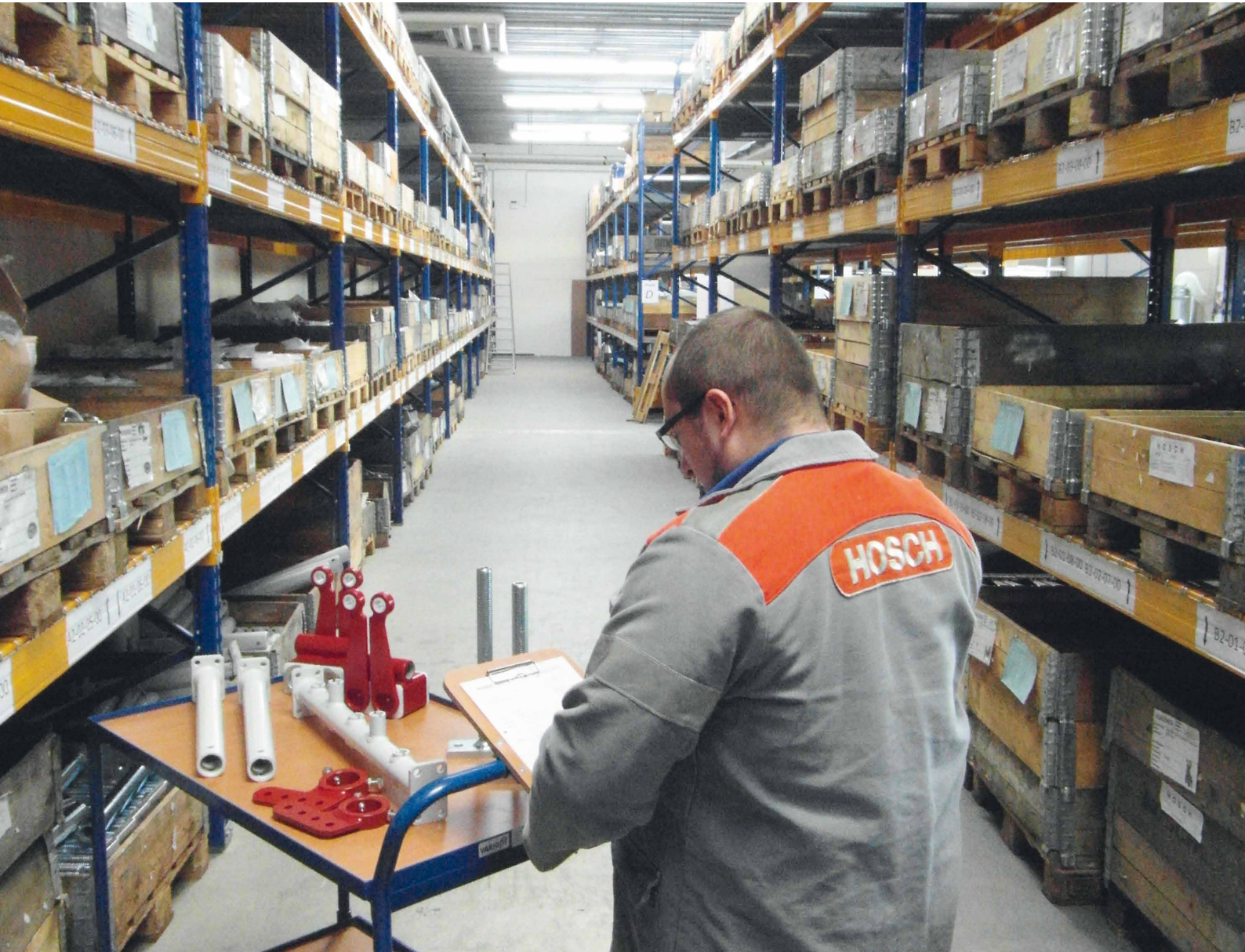


HOSCH *news*

The International HOSCH Magazine



- **Creating Space for the Future**

In new warehouse and shipping facilities

- **Peter Petzold Defends Title**

HOSCH Award 2014 goes to Brazil

- **Better Cleaning and Greater Safety**

HOSCH SA uses a high-pressure cleaner

- **Success in Waste Management**

Reliable HOSCH work in Italy



HOSCH Is Ready for the New Year

Dear Employees,

The present year, 2014, is rapidly drawing to a close. We will soon be celebrating our annual Christmas Party with the employees working at HOSCH Headquarters in Recklinghausen. We are sure that you are also looking forward to the holiday – to exchanging presents and enjoying delicious holiday meals – with your families and close friends.

HOSCH again looks back on a work-filled year. Together we have, once more, mastered a number of challenges in Germany and abroad: for this we would like to thank each and every member of the HOSCH community worldwide.

The company achieved several important milestones during the year just past. We opened new production and shipping facilities in Recklinghausen which will make it easier for us to ship products all over the world. In Recklinghausen, we laid the foundation for the switch to a new ERP system, one already used successfully by HOSCH in South Africa, in January. One of the highlights of this year's IMM was the unveiling of a new generation of scrapers which are now ready for market following several years of development by our R&D staff. All of these steps help in a sustainable way to secure our competitiveness and underscore HOSCH's leading position on the world market.

A host of new tasks are waiting for us in 2015. We intend to tackle them with vigor and bring them to a successful finish. To achieve this, however, we have to let the old year wind down to a quiet close.

We wish all of our employees and business associates and their families a very merry Christmas and a healthy and happy new year 2015!

Yours sincerely,

Hans-Otto Schwarze

Eckhard Hell

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“By Investing You Are Securing Jobs!”

Recklinghausen Mayor Christoph Tesche speaks out in his new role as guest at the IMM

“Has it been a year already?” “How are you?” “Wie geht’s?” “What’s going on at your place?” Whether in German or English – when the managers of the HOSCH companies gather once a year at the International Management Meeting (IMM) in Recklinghausen, Germany, it is always like a big family get-together. The members of the HOSCH Management are firm believers that “No matter how much you can get done by phone and e-mail, nothing beats face-to-face contact!”

This was the case again on Sept. 23-25 of this year, when the IMM 2014 took place at both HOSCH Headquarters in Recklinghausen and “Jammertal Golf & Spa Resort” in nearby Datteln. The work-filled agenda of the IMM was brimming with presentations and discussions. Among other things, the HOSCH managers inspected the new production facilities, got a first glimpse of the new Type D scraper, and discussed marketing strategies and the introduction of a new enterprise resource planning (ERP) system. “It is very important to us that all the HOSCH companies are on the same information level at all times,” explained HOSCH Managing Director Eckhard Hell.

Positive developments in Italy and Austria as well

The presentation of the “Golden Module” is always one of the high points of the International Management Meeting. This year’s proud winner was Peter Petzold, who accepted the award on behalf of his team at HOSCH do Brasil for the second time in a row. Eckhard Hell revealed the reason the award went to the company in Brazil for the fourth time in its 30-year history: “We witnessed very positive developments at our companies in Austria



“ I have been elected to a six-year term as mayor. And I hope that I will be invited six more times to this meeting. When that happens, I will know that HOSCH plans to stay in Recklinghausen and to keep making investments here. ”

Christoph Tesche addresses the IMM for the first time in his new role as Mayor of Recklinghausen.

and Italy. However, the results achieved by our team in Brazil were absolutely outstanding. At the end of the day, it’s the proverbial ‘bottom line’ that counts – and for Peter Petzold and his crew this was a marked increase in both sales and profit.”

Together with Recklinghausen Mayor Christoph Tesche and Cornelia Kill-Frech, daughter of HOSCH Founder Hans-Otto Schwarze, Hell presented the award to Peter Petzold (46). Addressing the IMM for the first time in his new role as Mayor of Recklinghausen, Christoph Tesche said: “Your invitation shows me the importance HOSCH places on having good contacts in the city administration and a good relationship to the city. There are only a few companies in our city

who are global players – and who are as successful as HOSCH. I firmly hope that your company will stay loyal to this location, keep making investments here, and by so doing help keep jobs in Recklinghausen.”

The successor to Wolfgang Pantförder stated frankly, however, that this was “not always easy in Germany.” He explained: “In this country investments are always subject to numerous regulations. I would like to mention zoning and noise protection requirements as just two examples. These make it hard for the cities to attract companies willing to invest. Sometimes we lose sight of the fact that we are in competition with other countries and also have to offer the best conditions for business.”



Defending his team's title in the "scraper league:" Peter Petzold with the "Golden Module" and the Brazilian national flag.

“Confidence in Our Company Has Grown”

Interview with Peter Petzold after the awarding of the “Golden Module”

“We’ve got revenge now!” This was Peter Petzold’s tongue-in-cheek comment after proudly accepting the “Golden Module” at the IMM 2014. Petzold – General Manager of HOSCH do Brasil Ltda. in Belo Horizonte – was referring, of course, to the 7:1 defeat of the Brazilian team by their German counterparts during the semifinals of the 2014 FIFA World Cup Brazil. At the same time, he was defending the title won by HOSCH do Brasil in the scraper league in 2013.

HOSCH news interviewed Peter Petzold right after the award ceremony – but not until he had snapped a photo of the coveted Golden Module with his cell phone and sent it along with the good news to his team in Brazil.

HOSCH news: Congratulations! Were you expecting to win the award?

Petzold: Well, yes, I am slightly sur-

prised! Too bad for Italy and Austria – maybe one of them will win next year!

HOSCH news: You had predicted that 2014 would be a difficult year for HOSCH in Brazil because of the FIFA World Cup and the upcoming Olympic Games. However, that’s not how things worked out.

➔ With HOSCH since 2005

A native of Dresden, Peter Petzold (46) has been working for HOSCH do Brasil since 2005. He and his wife Grace live in Belo Horizonte in south-eastern Brazil. Petzold speaks three languages – Portuguese, English and Russian – besides German. After finishing school he trained as an electrician before studying electrical engineering at the Technical University (TU) of Dresden.

Petzold: Correct. I am actually amazed that the infrastructure has not collapsed during the past several months. As it happens, we were able to win several new customers. We noticed, in particular, that confidence in our company has grown in Brazil. Our motivated team deserves the credit for this positive trend, which has enabled us to hire several new employees.

HOSCH news: What are your plans for 2015?

Petzold: Moving into bigger and better quarters is at the top of the list. Our present office and warehouse space is too cramped. However, the site we wanted to build on is now earmarked for the construction of subsidized housing. Brazil will certainly benefit from the new infrastructure to be created for the 2016 Olympic Games – even if the Games do not attract the same media attention as the FIFA World Cup.

Showing Off the “Best of the Ruhr”

Social program of the IMM features culture, tapas and a flying visit to the golf course

“Work hard, play hard!” Taking this motto to heart, HOSCH offers a social program at each International Management Meeting that is totally devoid of facts and figures. Moreover, the program invariably gives the managers from Australia, the Americas, Africa and Asia an opportunity to experience unexpected sides of the Ruhr area.

Take the Gasometer in Oberhausen, for example, where the HOSCH managers viewed the exhibit “The Appearance of Beauty.” For a good two hours they

the inside walls of the gasometer. From Oberhausen the group travelled to Dinslaken, where a country house built in 1650 has been converted into a restaurant with an unusual historical ambience. The dinner served to the HOSCH group at “Tapeo” lived up to its name with a huge variety of delicious tapas and a good selection of fantastic wines.

Sport was also given the attention it deserved. At the “Jammertal Golf & Spa Resort,” serving as conference venue



immersed themselves in the fascinating world of paintings and sculptures shown on large-scale canvases and larger-than-life sculptures in the industrial monument located on the Rhine-Herne Canal. The highpoint of the professional tour conducted in English was the installation “320 Degrees of Light” involving a spectacular play of forms and lights on

Hobby golfers from HOSCH show off their stuff on the 9-hole golf course at “Jammertal Golf & Spa Resort.”

and accommodations for the HOSCH managers at the IMM 2014, several of the HOSCH executives seized the opportunity to test their prowess at golf on the hotel’s own 9-hole course.

Sandip Kumar De Predicts the Winner of the FIFA World Cup

Talk about soccer savvy! Sandip Kumar De from HOSCH India was the only HOSCH manager to correctly predict the winner of the 2014 FIFA World Cup in a company-wide survey conducted by HOSCH in June 2014. “I would place my bets on Germany,” was the sage advice of our Indian colleague. We do not know, however, whether he actually made any bets on the basis of this hunch ...

Sandip Kumar De is a winner even if he never set foot in a betting office. His first “prize” was the admiration of his colleagues, the second the small present for his 14-year-old daughter presented to him by Eckhard Hell at the gala dinner held at “Landhotel Jammertal” on the last night of the IMM. BTW: The majority of the HOSCH managers would have placed their bets on Brazil, the country hosting the World Cup. Argentina and Spain received one vote each.



IMM 2014: List of Participants

The General Managers of HOSCH companies on five continents attended the International Management Meeting 2014 in Recklinghausen. The following HOSCH managers took part at the various events held at HOSCH Headquarters and at “Jammertal Golf & Spa Resort” in Datteln: Sandip Kumar De (HOSCH India), Mario Del Pezzo (HOSCH Italia), Jari Iversen (HOSCH Scandinavia), Krzysztof Lebioda (HOSCH Polska), Dr. Mark Macqueen (HOSCH Asia), Carlos Orviz, Cesar Vigo (HOSCH Iberia), David Patterson (HOSCH GB), Peter Petzold (HOSCH do Brasil), James Stamelos (HOSCH International, Australia), Claude Trumpf (HOSCH France) and David Winslow (HOSCH Company, USA).

Global Leaders in the Ruhr: HOSCH Among the Top 50

In a title story, Reviermanger, a magazine for Ruhr entrepreneurs, recently ranked the “global leaders” in the Ruhr according to location, turnover, number of employees and branch of industry. HOSCH-Fördertechnik made it to no. 44 in the list and was described as “the world market leader in cleaning equipment for belt conveyors.” The first three positions were occupied by the construction company Hochtief, the grocery discounter Aldi and the chemistry giant Evonik Industries. HOSCH was the only company in the Recklinghausen District admitted to this elite group of global players.

At HOSCH High-School Students Get a Taste of Everyday Working Life

High-school students cannot be introduced to the working world early enough. The transition from school to occupational training has to be planned carefully in advance. And with the current shortage of skilled personnel in Germany, every company has a vested interest in attracting qualified young people.

For this reason HOSCH initiated a joint program with the Maristenschule in Recklinghausen three years ago. Once a year students attending this non-academic high school are invited to HOSCH Headquarters as part of their preparations for work internships. Small groups of students are expertly led through the company by Dirk Heidhues or Marco Buttitta. Since these visits usually take place in December, HOSCH always hands out small freebies such as a chocolate Santa Claus or a HOSCH mug.

Making Contacts to New Partners

HOSCH International was co-organizer of a symposium in Perth

The Australian mining industry offers a wide variety of possible applications for belt conveyor equipment “Made in Germany.” With this in mind, HOSCH took part in a specialized symposium in early October with the title “Conveying Innovation” – for the first time in the role of co-organizer.

The other companies participating in the two-day event at the Crown Hotel in Perth in West Australia included the machinery manufacturer HESE, Semperit Technische Produkte GmbH, Schaeffler Technologies, Artur Küpper GmbH (a roller supplier and HOSCH partner for many years),

ducts, innovations, analyses and service strategies of its company. The companies could also present samples and advertising materials.

Know-how of German engineers

It was obvious right away that the Australian customers were very open to new ideas. At the same time they showed that they attached great value to the problem-solving skills and know-how of the German engineers. The attendees displayed a lively interest in HOSCH products. James Stamelos, CEO of HOSCH International, said: “The sympo-



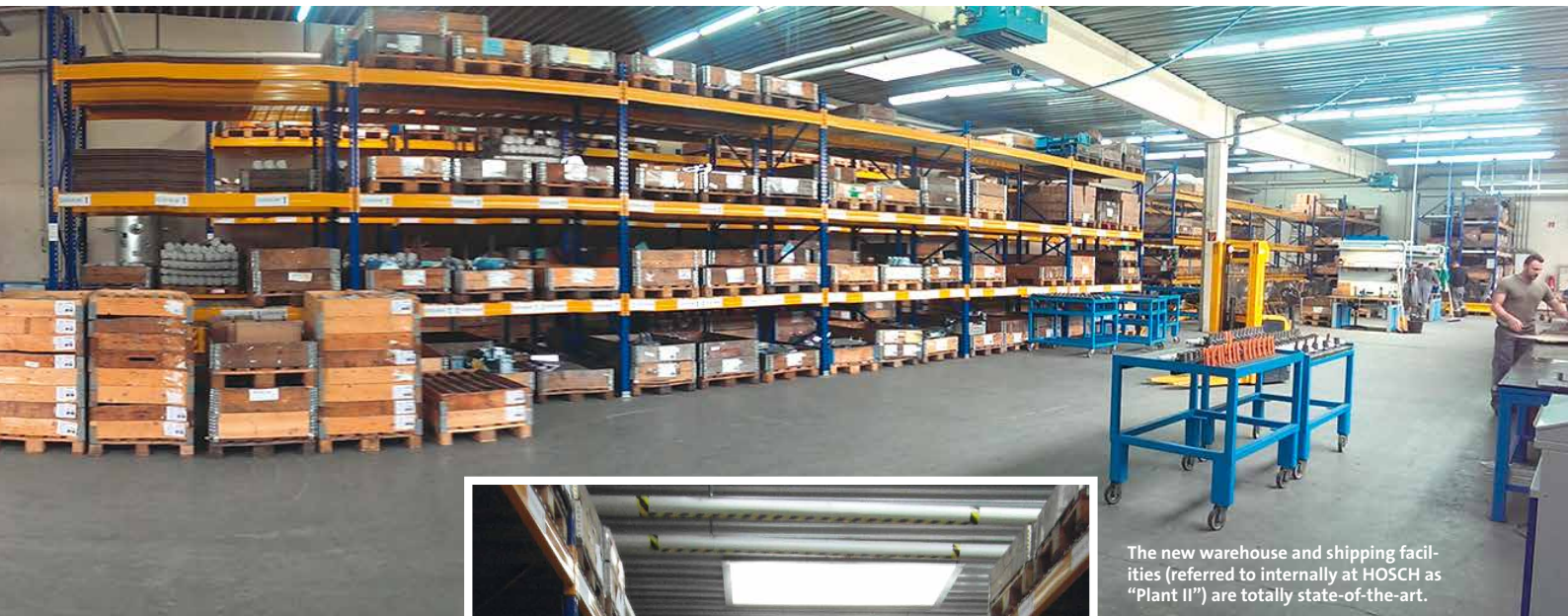
Symposium in Perth: co-organizer and participant James Stamelos from HOSCH International (standing, 3rd from right).

IBAF GmbH, TUNRA Bulk Solids Handling Research, and Conveyor & Piping Systems (CPS). The purpose of the event was to give German companies a forum for making and reinforcing contacts to decision-makers in the Australian mining industry. Each participant gave a talk, including practical examples, on the pro-

sium gave us the chance to get together with our main customers in an informative and relaxed setting. We also met other German companies who are trying to gain a foothold on the Australian market. We definitely look forward to taking part in this event again in the future.”

„Plant II“ Creates Space for the Future

HOSCH-Fördertechnik GmbH invests in state-of-the-art warehouse and shipping facilities at its headquarters in Recklinghausen



The new warehouse and shipping facilities (referred to internally at HOSCH as “Plant II”) are totally state-of-the-art.

At company headquarters, the global leader in conveyor belt cleaning is making plenty of room for the future by doubling the size of its material warehouse, improving working conditions for its employees, and creating capacity for further expansion.

At the industrial park “Am Stadion” near HOSCH Headquarters, the company is investing about a quarter of a million euros in a spacious rental property to turn it into a state-of-the-art warehouse and shipping facility. HOSCH Managing Director Eckhard Hell stated: “We had to expand because of the way our business has developed so far and how it is expected to develop in the future.” Hell said HOSCH has enlarged the material warehouse by almost 100 percent and created better working conditions for its employees. At the IMM 2014 the managers



of the HOSCH companies around the world were given a first tour of the new production facility by Marco Buttitta, Head of Work Scheduling.

A number of HOSCH employees are already working at the new facility – known in-house as “Plant II” – in the areas of work scheduling, shipment, quality control, order-picking and manufacturing. Work at the new facility, which boasts attractive integrated office space, follows the rules of “lean production.” The present construction project also paves the way for a future expansion of production. With a latest-model slewing crane and spaces for several hundred euro pallets, the new facility expedites shipment of HOSCH scrapers and spare parts to customers around the globe. Eckhard Hell sums it up: “We now have capacity reserves for the future – both with respect to jobs and space.”

Don't Just Look! Touch It, Too!

HOSCH stand at the steinexpo 2014

“Gigantic Machines in the Quarry” is the title of a film on the steinexpo, the international demonstration show for the construction materials industry. The steinexpo, held every three years about 80 km from Frankfurt/Main in Hesse, is naturally a “must” for HOSCH.

With its “hands-on” live demonstrations of machinery and equipment in Europe’s largest basalt quarry, the steinexpo is a reality show (now in its 9th season) that fascinates exhibitors and visitors alike. The four-man team from HOSCH (Detlef Domke von Bichowski, Ralf Schult, Bernd Metzinger and Thomas Scherer) worked the crowd from a corner stand furnished with an 80-inch monitor and a circle of comfy chairs for casual meetings. On the four days of the show in September,

the HOSCH stand attracted many visitors from Germany and abroad.

HOSCH ran a film showing the operation of the C4 sprung-blade scraper and various tracker roller systems. At the



same time, visitors could inspect a real C4 scraper mounted on a frame. The HOSCH stand boasted additional attractions: a belt conveyor fitted with B6-C and C1 scrapers and a tracker roller system for the return belt; presentations of the HD01 and HD04 scrapers, skirt systems and a tracker roller frame with a mounted RRC2-V. The visitors were encouraged not just to look at all these items but to touch them, too!

Intensive Shop Talk At the TU in Munich

In mid-September Roland Lußky and Detlef Domke von Bichowski from HOSCH attended the conference on “Bulk Materials Handling Technology” at the Technical University of Munich. The two-day conference was accompanied by a small exhibit. The agenda included both scientific lectures and discussions of complex topics (e.g. continuous conveyor belts and numerical simulation of the unloading of bulk cargo ships and the operation of materials handling systems). According to Domke von Bichowski, numerous HOSCH customers were among the 130 conference attendees. “We engaged them in intensive shop talk at the conference and during the evening program afterwards,” he related.

IT Training for Service Technicians



For HOSCH service technicians working on site, information technology and the use of notebooks and mobile data communication adapters have become increasingly important. For this reason HOSCH’s S&M Department held a training seminar in Recklinghausen in October for employees working at the energy provider RWE. The in-house

Adam Ratajczyk instructs HOSCH service technicians. training focused on the secure transmission of data on notebooks and USB sticks but also covered the use of the software pre-installed by HOSCH, efficient data management and the handling of in-house documents and forms on laptops. The seminar was led by Adam Ratajczyk and Emanuele Ogiastro.

A Gathering of Sales People in Recklinghausen

In mid-November HOSCH employees working in distribution in Germany, Austria, Switzerland or the Netherlands gathered for an intensive sharing of information and opinions. The main items on the agenda were the planning for 2015, the introduction of a new software, training on the new type D scraper, and a flying visit to “Plant II.” The unofficial part of the program also received the attention it deserved: on the evening before the sales meeting, the 40 participants enjoyed an end-of-the-year dinner at a restaurant in “Palais Vest,” the new shopping mall in Recklinghausen.

+++ HOSCH Personnel Ticker +++



Wedding bells were ringing in Brazil: in mid-October **Junio** (27) and **Lilian Rodrigues** (28) tied the knot in Congonhas, a small community about 85 km south of Belo Horizonte. At HOSCH do Brasil the newly married man is currently responsible for the important customer CSN.



“It’s people like you who keep the German economy going!” These words of praise from the Chamber of Commerce and Industry (IHK) of North-Rhine Westphalia were addressed to **Nicole Kogelheide**. After 1,100 class hours and a tough examination, the 44-year-old staffer at HOSCH Headquarters in Recklinghausen is now a “Bachelor Professional of Human Resource Management.” Nicole completed this course in three years in the evenings and on weekends. Speaking on behalf of the entire work force, Hans-Otto Schwarze und Eckhard Hell said: “We are very proud that you have attained this additional qualification and can now put it to use for the benefit of the company in your daily work. We are well aware that finishing this course, on top of all your other duties at HOSCH and in your family, is an achievement that requires discipline and sacrifice. We would therefore like to take this opportunity to acknowledge your enormous accomplishment.”

Far away, in Eastern Europe, HOSCH Poland employee **Maciej Majewski** and his wife **Jola** celebrated the successful completion of their first joint baby project. Natalia was born on May 27 weighing 3,060 grams. Mama, Papa and big brother Grzegorz are all excited about the new family member.



1, 2, 3 - mine! **David Winslow**, General Manager of the HOSCH Company in the U.S., was more than a little amazed when he took a peek inside the online auction house eBay. One of the items up for bidding: a HOSCH belt buckle. David Winslow was not able to trace the origins of this accessory but he bought it anyway. “This thing is totally cool!,” he said. “All I need now is a matching belt!”



Maryse Moncourier, an employee of HOSCH France responsible for general administrative duties for the past 13 years, started going on long walks in the woods with her husband Alain about five months ago. They embarked on this new hobby out of necessity after the arrival of a White Swiss Shepherd named Malkia. The playful dog loves to retrieve balls in the forests of Fontainebleau, not far from their home.



+++ HOSCH Personnel Ticker +++

Honeymooning with Mickey and Donald



Ten years together, five bridesmaids and one maid of honor: **Erica Wallas** (26), a member of the sales administration staff at HOSCH GB for the past eight years, married her long-term boyfriend **Liam Wallas** at the St. Michaels and All Angels Church in Norton Village on 3 May 2014.

Standing next to Erica at the altar was **Leanne Battram**, her very best friend and – since March 2011 – her work colleague at HOSCH GB. The two women firmly believe that fate played a role here,

too, since Leanne’s grandmother also had a best friend named Erica.

The modern-day Erica and Leanne share many things besides a close friendship. The both like to go to the movies and go bowling – and both are fans of the figures created by Walt Disney. Harry Potter has also played a big role in their lives: it was in the “Harry Potter World” in London that Erica read a special poem to Leanne asking her to be the maid of honor at her wedding.



While we’re on the topic of Disney, it’s worth mentioning that, after their wedding, Erica and Liam travelled to Florida for a 14-day honeymoon in – where else? – Disney World.

Service Anniversaries

The following HOSCH employees celebrated service anniversaries during the second half of 2014:

25 YEARS:
Georg Frankowski

15 YEARS:
Delphine Léonard

10 YEARS:
Sebastian Döge
Marc Pacholski
Olga Pletzer
Carsten Schwerin



HOSCH news – Letter to the Editor

The HOSCH news received the following letter in January 2014:

I am always happy to read the informative and interesting articles in the HOSCH news.

Ute Dangers, Arizona, USA

Ute Dangers is the widow of Rolf Dangers, a good friend of Hans-Otto Schwarze in the U.S.

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Suffering for a Good Cause

Barry Bicknell takes part in a triathlon to raise money for his children's soccer club

Swimming, cycling and running: each of these sports is an athletic challenge. Put them together end-to-end and you have the grueling event known as the triathlon. Barry Bicknell (44), an employee of HOSCH GB, trained for months to meet this challenge.

In early June “Baz” (as he is known at HOSCH GB) was among the starters at the Mid Sussex Triathlon. Participants have to swim 400 meters, cycle 25.5 kilometers and finally run 5 kilometers. Thanks to his relentless training, Barry Bicknell finished the three events in only 1.45 hours. Commenting on his experience afterwards, he said: “With so many people in the pool, the swimming was initially hard going. But the cycling was fantastic and my running performance was respectable – especially for such a warm day.”

“Baz,” the father of four children, endured all these hardships for a good cause: he and three other parents had signed up for the race to raise money for the new uni-



forms needed by their children's U 14 soccer team. At the end of the day, they had 1,000 pounds in the kitty!

Soccer, fitness and motorcycle racing

Barry Bicknell has been with HOSCH GB for two-and-a-half years now. Before that he worked for 20 years as a mechanical fitter at a brick manufacturer. At HOSCH GB “Baz” is responsible for machinery maintenance and troubleshooting during malfunctions. He enjoys a high standing among his colleagues due to his friendly and helpful manner. Barry

and his wife Sally have four children: Jason, Dennie and the twins Alex and Kris. In his free time the soccer fan

works out in the fitness studio. He also enjoys watching motorcycle racing: once a year he travels to the Brands Hatch race circuit to witness the British Superbike Championship.

From the Boot to the Island

Simone Maccario knows Italy like the proverbial back of his hand. After joining HOSCH Italy in 2012 he toured Italy from north to south and east to west.



In August 2014, however, he transferred to HOSCH GB – out of love for Lisa, his fiancée. Although the HOSCH technician has gotten into the groove of life on in the U.K., he says he will never get used to the “English weather” which follows him on his business trips to customers in the North of England or Scotland.

Simone Maccario is now looking forward to his first English Christmas and to the New Year 2015. This year will be full of both professional and personal challenges: the “new man” will be meeting new customers all over the country and getting married! For the wedding the couple will return to “the boot.” Although the wedding plans have not yet been finalized, one thing has been settled: the wedding dinner will include buffalo mozzarella for the groom and Pizza Margherita for the bride.

A PP Lecture for Experts in Open-Cast Mining in Poland

Nowhere are technology, research and teaching better linked than at a university or engineering college. This is the case in Poland, too, where the Chair of Open-Cast Mining at the AGH University of Science and Technology (formerly the University of Mining and Metallurgy) in Kraków has been producing mining engineers for the last 50 years.



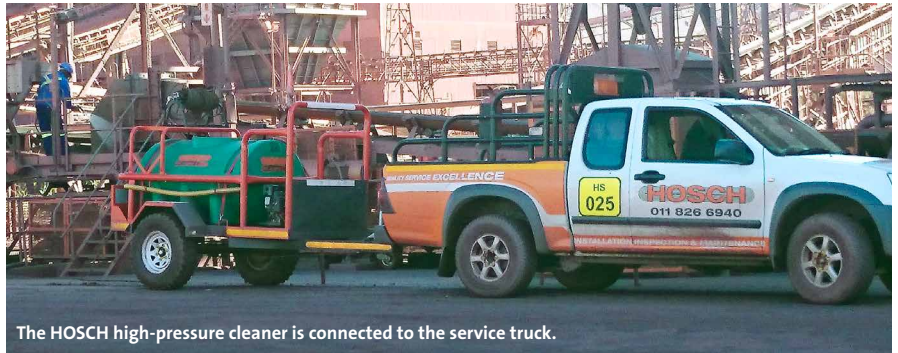
Chair Holder Professor Zbigniew Kasztelewicz asked HOSCH Polska to give a lecture at the celebration of AGH's 100th anniversary in September. Accepting readily, Krzysztof Lebioda (photo) prepared a PowerPoint presentation for the assembled experts in open-case mining on the interactions between HOSCH scrapers and various components of a conveyor belt system.

“Washing Line” for Scrapers

New high-pressure water cleaner leads to better cleaning results and greater safety

The task HOSCH South Africa recently set itself was: to come up with an ingenious new idea on how to further improve the recognized good HOSCH service. To achieve this, the team led by Johan de Koker used a high-pressure water cleaner; HOSCH service technicians are already using it on their service visits.

The idea was to clean the scrapers prior to inspections. Johan de Koker elaborated: “The new cleaner allows us to work with greater safety in a cleaner environment. Since we can now remove the dirt build-up around the scraper, it also improves our performance during inspections. We can rinse the scrapers and other structures in the chute and even



The HOSCH high-pressure cleaner is connected to the service truck.

clean them when the belts are running.” To create a mobile unit that could be used whenever and wherever needed, the team mounted the cleaner on a trailer. When hooked up to a HOSCH service car, the cleaner can reach every part of a belt conveyor. The new cleaner passed its first in-service test at iron-ore

mines owned by Kumba Iron Ore. The second cleaning unit was delivered to the Grootegeluk Coal Mine, where it will be put into service soon. Johan de Koker commented: “The customers are very satisfied with the cleaners and have even requested that our service teams use them more often.”

On Duty Every Day for Our Customers

South Africa: When the belts stand still, our mobile service teams are on the spot immediately

Deploying service teams on our customer’s premises every day: HOSCH meets this demanding requirement in South Africa. Johan de Koker explained that the company’s contracts with its customers stipulate that “we have to be able to carry out a repair or an inspection immediately if the conveyor belts stand still at the Exxaro Grootegeluk Coal Mine or the Kumba Iron Ore Mine.”

Kumba Iron Ore Mine

Five two-person service teams are on

duty here to service 500-plus HOSCH scrapers on site. Each team is responsible for a certain section of the mine; it performs the daily inspections and fills out the service cards. Each HOSCH team has its own pickup truck plus trailer equipped with a generator, a welding device, drill, cutting equipment and small tools. “With this equipment,” says Johan de Koker, “we can work in all parts of the mine.” A high-pressure water cleaner is also mounted on the trailer (See report on this page).



... and in the Exxaro Grootegeluk Coal Mine.

Exxaro Grootegeluk Coal Mine

At the open-cast mine in Limpopo Province as well, five two-person HOSCH teams are on duty; each team is responsible for one section of the mine. Each team uses its own pickup truck for repairs, installations and service; the trucks are equipped exactly

like the pickups at the Kumba Mine. The new service contract stipulates that service and repair work are to be invoiced, and new scrapers and spare parts ordered, separately. Johan de Koker sees further opportunities for expansion here since “several sections of the mine covered by our contract are not yet equipped with our products.” At present several hundred scrapers are in operation at this location.



Service teams in the Kumba Iron Ore Mine ...

Turning a Big Dream into Reality

Mike Evanitz advises HOSCH Company to “Go West”

In January 2014 a very exciting time began for Mike Evanitz. As the new Business Developer at HOSCH Company, his job was now to acquire new customers and open up new markets for the company. Having worked for many years in a family-run marble business, Mike Evanitz was admirably suited for this role.

During his first months on the job, he already managed to find a promising distributor for HOSCH Company. In this case it was a friend from childhood who unlocked the door to success. Working

hand in hand, HOSCH and the new distributor won new customers for HOSCH in Virginia and North Carolina.

Another region where Evanitz sees possibilities for expansion for HOSCH is the Powder River Basin in Wyoming. He has thus made plans to spend four weeks in this state in January 2015 to make new customer contacts and beat the drum for the HOSCH brand. “I hope I can increase our turnover in Wyoming,” he says. Since solid planning goes before every successful business trip, Evanitz has already made appointments with potential customers.



Mike Evanitz wants to take the HOSCH brand westward to Wyoming.

Mike Evanitz has a dream: to carry the HOSCH brand deep into the western part of the United States. David Winslow, CEO of HOSCH Company, is optimistic. “He is working toward this goal with such determination that we believe he will succeed in making his dream a reality.”

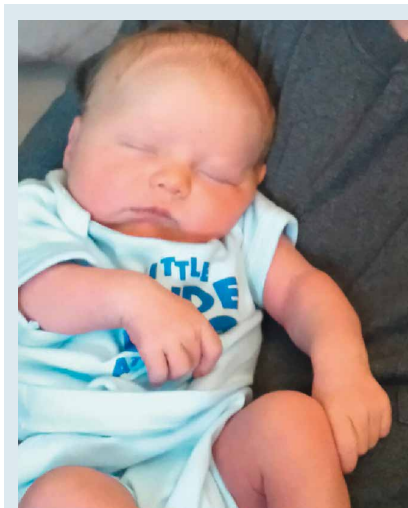
The Right Know-How is the Key to Success

Tim Fircak provides training on HOSCH products to employees of Belt Tech

How do HOSCH products work and how can they be installed properly? To provide answers to these questions, Tim Fircak from HOSCH Company held a one-day seminar at Belt Tech in Madisonville, Kentucky in the U.S. in October. The seminar was attended by 15 technicians, several of whom had less than one year of relevant experience.

The seminar began with an introduction to HOSCH (its history and its products) and then moved on to the fundamental

design principles of scrapers and a theoretical explanation of scraper installation. Tim Fircak demonstrated the installation of a Type C scraper on a training conveyor belt. At the end of the day the technicians from Belt Tech had a good idea of how HOSCH products are installed. Not content to train only the technicians, Fircak reached out to the sales staff as well. “You can’t sell HOSCH products unless you know how they work and how they are installed,” he emphasized. Tim Fircak plans to return to Madisonville in mid-2015 for a follow-up seminar.



Noah Is Grandpa’s Pride and Joy

The first “grand” is always very special. Jason Childers, who has worked for HOSCH Company in West Virginia as a sales and service technician for the last 4 ½ years, experienced this miracle in May. Since Noah David Zane Hodge arrived on the scene seven months ago, Jason has been spending every spare minute with his adorable grandson.

Outstanding Products and Regular Service



Keith Horn (left) and Mike Casolari.

When material has to be moved at 900 tonnes/hour at coal mines, the preparation and loading facilities have to operate impeccably. Keith Horn, an employee of Blackhawk Mining in Spurlock, Kentucky in the U.S. – a company that started operations in 2010 – has total faith in HOSCH products. He knows he can count on outstanding products and the regular service guaranteed by Mike Casolari, sales and service technician at HOSCH Company in the U.S.

HOSCH Forges Its First Partnership in Russia

The new partner is a mining industry supplier; the first installation took place in a coal mine

“Go east!” Several months ago, HOSCH-Fördertechnik Recklinghausen GmbH took this advice and teamed up with a mining industry supplier in Russia. The new certified distribution partner is Promtehnologii in Kemerovo in southwestern Siberia. The city is located near the Kuznetsk Basin, one of the largest coal-mining areas in Russia.



All part of a day's work: distributor Sergey Devyatov in an underground mine.

At the “bauma” trade fair last year, HOSCH made its first contact to Sergey Devyatov, proprietor and CEO of Promtehnologii, a company that has made a name for itself as a supplier of mechanical and electronic components to the Russian mining industry. Shortly afterwards, Giancarlo Leombruno and Christian Nieland flew to Russia to demonstrate HOSCH products to potential customers such as the Arlandinskaya Coal Mine owned by the global Evraz Group. Evraz is one of the global leaders in the worldwide mining industry. The successful installation of several C3L scrapers on 1,400-mm-wide belts was the

first step toward the partnership. The next steps were taken side by side with Promtehnologii at various industrial locations including steelworks and coking plants.

Fighting the cold with heated scrapers

HOSCH has already faced the problem of frozen belts in the Russian cement industry and several hundred HOSCH products are now in service at cement plants. The company received a warm response when it demonstrated its heated scrapers, which outperform our competitors' products in regions of Russia with bitter cold weather.

HOSCH set its course for a future collaboration with Russian partners in this segment by flying to Moscow in July 2014 to visit Eurocement, the largest Russian cement manufacturer.

Live on TV

The US channel CNBC shows a film on the HOSCH partner TEGA

At the end of September the U.S. business channel CNBC aired a 5-minute report on the Indian company TEGA with the title “Making It Big: How TEGA Industries Was Built.” TEGA is led by CEO Madan Mohanka, business partner of Hans-Otto Schwarze at HOSCH India. Mohanka (72) is still “fighting fit” and pays regular visits to his firms in South Africa and Chile. The TV film showed the many facets of TEGA and emphasized the enormous entrepreneurial accomplishment of Madan Mohanka.

Info: The film can be accessed under “Video on Demand” on the CNBC website (www.moneycontrol.com) by entering the search term “TEGA.”

25th Anniversary Party of HOSCH's Swedish Partner

This year the Swedish company LBM Luleå Band Transport & Environmental Services AB celebrated its 25th anniversary. The numerous well-wishers included Jari Iversen, Manager of HOSCH in Scandinavia. The reason: LBM has been HOSCH's distributor in Sweden for over 14 years. In his congratulations, Jari Iversen expressed the wish that “our excellent collaboration will continue in the future.”



Jari Iversen (right) in front of the LBM Head Office.

LBM is a service provider for companies in the machine construction and food industries. Besides its main office in Luleå, where the company was founded in 1989, LBM now has over 11 branch offices throughout Sweden. The business concept of the HOSCH partner can be broken down into three categories: distribution, installation and servicing of conveyor belts, filter systems and vacuum cleaners for industry. The HOSCH product range, with its wide variety of scrapers and tracker rollers, complements LBM's products perfectly and ensures smooth operation of the company's belt conveyor systems.

Sorting, Processing and Recycling

HOSCH installations eliminate carryback problems at a plant near Milan

In Italy HOSCH technology has found applications in many areas and also plays an important role in the waste management industry. The reutilization of ash resulting from combustion processes is a particularly interesting case in point.

In the past this ash was mixed with earth and used as fill material – an application which entailed a large administrative effort and substantial costs. Today this material is sorted by recycling firms and can subsequently be used in the construction industry, for example.

Officina Dell’Ambiente – a company located in Lomello, about 50 km southwest of Milan – stands out in the group of companies specialized in recovering ash from combustion processes. At this

site slag from 12 waste management plants is sorted and processed. The ash is collected, transported via a complex belt conveyor system, and processed. It is then sold as raw material to companies working in the area of sustainable construction.

From the start Officina Dell’Ambiente experienced serious carryback problems caused by the properties of the material being transported as well as by unsuitable

belt cleaning solutions. This was where HOSCH Italy stepped in: the very first solutions installed by HOSCH enabled the company to solve its carryback problems. The results were so remarkable that the company opted for additional HOSCH installations. An assessment of the HOSCH scrapers after two years of operation shows that, due to their high cleaning efficiency, they help the plant meet its environmental goals, ensure plant reliability and lower operating costs.



At the plant in Lomello ash is collected, transported via a complex belt conveyor system, and processed.

A Waste Management Success Story

HOSCH Italia: A reliable partner for two plants in Naples and Salerno

HOSCH Italia has its offices on the southern coast of Campania, a region with quite a few waste processing plants. The operators of two of the largest have complete confidence in HOSCH products.

WTE in Naples

Since 2009 various types of HOSCH scrapers have been operating successfully at this plant in the densely



Waste incineration plant in Naples, Italy.

populated city of Naples. The scrapers clean the belt conveyors that transport municipal waste or the ash left after incineration. Due to the outstanding cleaning performance of the scrapers and the high commitment of the HOSCH service team, HOSCH equipment is now deemed indispensable for the reliable operation of this plant.

Waste shredding and sorting plant in Salerno

Early in 2014 the plant manager reported that his facility, located only a few kilometers from the head office of HOSCH Italia in Pontecagnano, was experiencing serious problems with carryback. Even though the plant had undergone extensive modernization in recent years, mechanical splices were still used on several belts. The team led by Mario Del Pezzo

performed a thorough inspection of the two belts that were causing the most difficulties and came up with a solution right away: to install HOSCH scrapers, which result in impeccable cleaning even on belts with mechanical splices. The plant manager agreed and the cleaning results were excellent from the start. Both the plant manager and service manager in Salerno said they were completely satisfied: “We are totally impressed by the HOSCH equipment. We do not have any more belt-cleaning problems even on belts with mechanical splices.”

Lesson learnt: even in the complex waste management industry, HOSCH wins points with its large store of experience and sustainable solutions to belt-cleaning problems.



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