

# HOSCH *news*

The International HOSCH Magazine



- **A “Global Player” for 40 Years**  
Reason to celebrate in Recklinghausen

- **Travelling Underground in Doha**  
HOSCH GB involved in subway project

- **Clear as Glass**  
Glass industry loyal to HOSCH Italy

- **(Almost) Above the Clouds ...**  
Scraper installation at 5,200 m



## Together We Stand Strong

**Forty years of HOSCH – forty years of global teamwork.** The importance of pulling together in mutual trust, even across national borders, is demonstrated during the anniversary year of the parent company in Germany in numerous successful projects around the world. The topic of teamwork can be seen running through all the articles in this issue of HOSCH news.

Common goals, values and rules, and the willingness to always search for a solution: These are the foundations of our teamwork at HOSCH. One important factor is that the national companies are networked with one another. The trial run of the FD sealing system is a good example. It was preceded by an intensive exchange of ideas between Australia, Germany and South Africa. Just like the teamwork in a manganese production facility in Ohio (U.S.) where HOSCH

Company received support from Germany and France. Or the joint project in Wales, where HOSCH GB worked hand in hand with engineers at the local steel works to resolve their problems.

Clearly defined teamwork releases new potential. Employees use this extra creativity for solving problems and mastering tasks. They identify more closely with their company, and are ready to take on responsibility. This improves employees' job satisfaction and with it their motivation. A culture of recognizing achievement, which allows space for constructive criticism, boosts everyone's performance.

Forty years of HOSCH – forty years of teamwork. This philosophy is enthusiastically put into practice and will prepare the way for us as world market leader in the coming decades. But today we wish you and your "teams" – both at work and in your leisure time – and all our customers and business partners, a relaxing vacation and every success in the second half of 2015.

Yours sincerely,

Hans-Otto Schwarze

Eckhard Hell

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Cesar Vigo and his team working very high up at the Minera Escondida Mine in northeastern Chile. This copper mine is located 2,600 meters above sea level in the Atacama Desert.

# A Permanent Player on the Global Market for 40 Years

**Anniversary festivities at the parent company: “Pulling together” a big factor in HOSCH’s success**

What started out 40 years ago as a small engineering firm in Recklinghausen has since developed into one of the most successful “global players” in the bulk goods industry. Founded on May 13, 1975, HOSCH has over the past four decades put down roots on all five continents – with 14 national companies and about 500 employees worldwide. The key factors in this amazing success story that began in the Ruhr are: international growth fueled by sustainable innovations, solid business sense, listening to the customer and outstanding customer service.

HOSCH is the life’s work of one man – a German engineer by the name of Hans-Otto Schwarze. Mr. Schwarze’s initials – H, O and SCH – form the catchy company name. What’s more, the company’s founder, who recently turned 78, is still playing a role in guiding the corporate group in the capacity of Managing Partner.

His corporate philosophy is as valid today as it was back then. “For a company like HOSCH, where the contribution made by the individual employee plays a central role in the company’s success, it is of paramount importance that we pull together across all cultural boundaries,” he wrote in the first issue of the HOSCH news in 2006, speaking to the company’s employees all over the world. Cohesion and communication are values cultivated intensively at HOSCH – at the International Manager Meeting (IMM), for example, where the



Whether at the HOSCH conference in Marl (left), a mining show in Düsseldorf (right), or the Westerholt Mine in Gelsenkirchen (where he inspects a historic test model of a Type A HOSCH scraper), Hans-Otto Schwarze unfailingly identifies the most important point.

The HOSCH vehicle fleet in front of “Am Stadion 36,” the address of the company’s headquarters since 1990.

general managers of all the national HOSCH companies gather each year in Recklinghausen.

The presentation of the “Golden Module” to the national HOSCH company which has been the most successful during the past business year is a firm tradition at the IMM and a good example of the company’s policy of rewarding achievement.

## Close customer contact inspires confidence

Today, 40 years after its founding, HOSCH has the reputation of being a major player in the global bulk goods industry and in materials handling. The

# 40 YEARS HOSCH

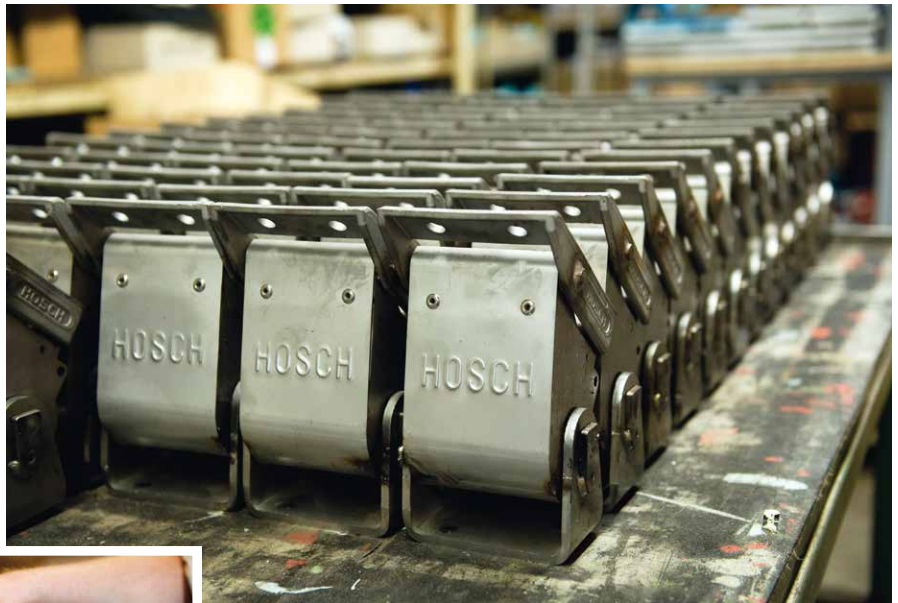
HOSCH built, and moved into, its present headquarters on the street “Am Stadion” in Recklinghausen in 1990. About ten years later a Training and R&D Center was added on the same site. Since then this center has been the place where service technicians and service personnel from the HOSCH companies worldwide have learned how to install HOSCH scrapers and tracker rollers, and where many innovative ideas have been developed and tested. To meet the increased space requirements of the production sector, HOSCH moved part of its activities to another large building in the direct vicinity of HOSCH HQ in the fall of 2014. Today this building houses mainly its order-picking and shipping facilities.

company’s uniquely efficient scrapers, together with its excellent product quality and outstanding customer service, have made it the world leader in all areas of conveyor belt cleaning. By listening to local customers, thanks to its close distribution and customer service network, HOSCH inspires and builds confidence in the company and its products on all five continents.

During the past 40 years the HOSCH strategy has not only focused consistently on expansion but has also stressed innovation and the continual technical development of its products. When bulk goods are transported on conveyor belt systems, residues always remain on the return belt at the discharge point. This leads to material buildup, a situation which creates additional work and thus extra costs for

the plant operator. However, intelligent scrapers from HOSCH support trouble-free operation of the belt system by reducing carryback. This in turn means less damage and fewer outages. All HOSCH scrapers are able to deflect from the belt in the event of problems on the belt surface. This feature prevents damage to the belts or scrapers. In this way the superior products from Reck-

maintenance in the industry. The type HD head-pulley scraper introduced six years ago represents a major innovation in belt cleaning at the discharge pulley. This scraper can be installed at the head pulley even on belts transporting bulk goods with an extremely problematic consistency. The bulk material adhering to the belt is returned directly to the main material flow. The Type HD HOSCH scraper is nearly



Scraper technology has been steadily refined over the past 40 years. The Type HD head-pulley scraper is shown in the photo above; the photo on the left shows a scraper installation.

linghausen make a decisive contribution to raising the efficiency of materials handling operations worldwide.

## The type HD head-pulley scraper: A major innovation in belt cleaning

The time-tested HOSCH scrapers in the B and C series are precision cleaning devices: they operate reliably in all the bulk goods industries and at all common belt speeds. The consistent use of tungsten carbide tips guarantees the longest service life and lowest expenditures for

maintenance-free, wins over customers with its extremely long service life, and can be easily installed at most transfer points. When it encounters problems on the belt, the cleaning modules deflect in a controlled way – a feature which vastly improves the operating safety of the belt conveyor system.

## New scraper generation will be launched in 2015

Nothing is so good it can't be improved. With this in mind, HOSCH is planning to launch a new generation of scrapers in its anniversary year 2015. At present these scrapers are still at the testing phase. The R&D engineers do not necessarily expect that the new generation of scrapers will raise belt-cleaning efficiency. However, the new models will sport features supporting a wealth of additional applications.

## A Brave Step Into a New Life

**Thomas Legner has a donor liver – and thanks his colleagues for their massive support**

**Good health is the most precious asset a person can have: a truth that strikes home with Thomas Legner (52).**

**After a serious and protracted illness, the popular head of the HOSCH Training Program (HTP) is well on the way to recovery.**

“From a medical standpoint, I was virtually a hopeless case,” says Legner, referring to the years he spent struggling with a chronic autoimmune disease – primary sclerosing cholangitis (PSC). From October 2014 to March 2015 Legner lay in the Intensive Care Unit of the University of Essen Medical Center waiting for the call that finally came in the middle of the night. Early the next morning the newly arrived donor liver was transplanted during an operation that lasted for over eight hours. For the HTP Head, this operation was the turning point. “I still can’t comprehend it fully,” he says. “I feel a lot better – more alert and full of



HOSCH trainer Thomas Legner.

energy – than during the recent hard years. People tell me that my eyes are now brown-white instead of gray-yellow!”

During the entire crisis, the “HOSCH family” remained in constant contact with their colleague and let him know he was not alone. “The support and

encouragement from my family, friends and colleagues in Germany and around the world gave me great strength during those dark days,” says Thomas Legner, who has chosen the HOSCH news as a vehicle for thanking the entire HOSCH community.

A liver transplantation is not the end of the road, he explained, but the beginning of a long journey back to a normal existence. At this point Thomas Legner quoted one of his doctors: “A successful liver transplantation enables the patient to return to his everyday activities, his job, and a high quality of life.”

The HOSCH news sincerely wishes Thomas Legner a speedy and complete recovery.

## Technical Conference Features a Power Plant Tour

Attendees at “Belt Conveyors and Their Elements” – a two-day technical conference held at Haus der Technik in Essen, Germany in mid-March – had many opportunities to meet, talk shop and network. The expert group included chemical and mechanical engineers from the bulk goods and cement industries, the power plant sector, and the iron and steel industry.

The packed program included a talk on “The Correlation between Belt Scrapers and Conveyor Systems” written by HOSCH Managing Director Eckhard Hell and given by Detlef Domke von Bichowski. The conference ended with an excursion to RWE’s Neurath Power Plant on the Lower Rhine. This plant – the second largest brown-coal power station in Europe (surpassed only by Belchatow Power Plant in Poland) – has been using HOSCH scrapers and tracking equipment since late 2007.

### IMM 2015: Jammertal Once Again the Venue

Please note the dates of the International Management Meeting (IMM) 2015: September 29 to October 1. After its positive experience last year, HOSCH again chose “Jammertal Golf & Spa Resort” in Datteln, not far from HOSCH Headquarters in Recklinghausen, as the conference venue and booked accommodations there for the HOSCH managers. The various conferences will be held from Tuesday to Thursday. The Monday preceding the IMM (September 28) and the following Friday (October 2) have been reserved for discussions between the HOSCH Management and the individual managers.

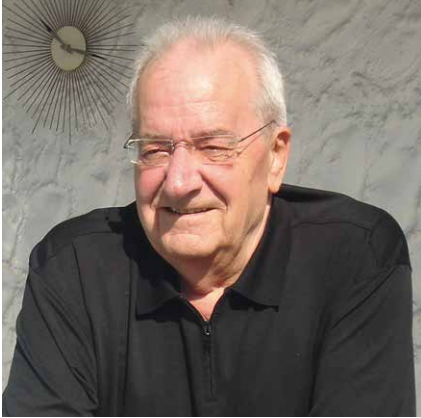
### VDI Appoints Eckhard Hell

The Association of German Engineers (VDI) has appointed Eckhard Hell to serve a further term of office on the specialist committee for “Bulk Material Handling Technology.”

HOSCH’s Managing Director is now one of approximately 12,000 experts who process the latest scientific findings each year on an honorary basis with the goal of promoting Germany as a location for technology. His term of office runs until 1 February 2018. The VDI has about 154,000 members and calls itself “the largest engineering society in Germany.”



# +++ HOSCH Personnel Ticker +++



Another year younger ... In mid-May HOSCH Founder **Hans-Otto Schwarze** celebrated his 78th birthday with friends and neighbors. The weather god must have been smiling on the big day, for Doris and Hans-Otto Schwarze were able to throw a party in the family's beautifully landscaped back yard. The guests enjoyed the relaxed atmosphere, the delicious barbeque, the refreshing beverages and the numerous stimulating conversations. The HOSCH news would like to belatedly congratulate Mr. Schwarze and wish him all the best for the upcoming year. Mr. Schwarze stated that he did not want to receive any gifts. Instead, he brought a piggybank to the party and asked the guests to fill it with donations for animals in need.

At HOSCH Asia Trong Ngo – a manager working mainly in Vietnam – was over the moon about the birth of his son Huu Khang on December 1. At birth his first-born son weighed 3,450 grams; he now hits the scales at a whopping seven kilos! His father, his mother Le Hong Anh and his sister Bao Chi are proud of the new arrival, who makes them a family of four.



“There is absolutely nothing you cannot be, do or have!” This is the motto of Vinicius de Almeida Dias, who has been working for HOSCH do Brasil Ltda. in Belo Horizonte since August 2014. Next to his job the 22-year-old employee is working on a university degree in manufacturing technology. He plans to be fin-



ished in July. Most recently Peter Petzold deployed the young employee in the warehouse, imports and accounting

departments. In his spare time Vinicius de Almeida Dias devotes himself to both the theory and practice of Chinese martial arts – better known as “Kung Fu.”

## Service Anniversaries

The following HOSCH employees celebrated service anniversaries during the first half of 2015:

- 25 YEARS:** Josef Koper  
Thomas Legner  
Michael Niehues  
Matthias Proft
- 20 YEARS:** Ralf Barth  
Andreas Hentschel
- 10 YEARS:** Jörg Derdula  
David Fladung  
Darius Frankowski  
Beate Hendricks  
Sven Kroner  
Uwe Kühle  
Daniel Moya Martin

## Printer's Imprint

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**Title photo:**  
Our title photo shows the deployment  
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Escondida in Chile. This copper mine is  
located 2,600 meters about sea level.

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## Snow Falls in the Desert at First Training Session

During its work on the Doha Rail project, HOSCH GB is receiving support from the Ocean Rubber Factory (ORF) LLC. This company headquartered in the United Arab Emirates (UAE) is one of the leading suppliers of special rubber and metal products in the Middle East. ORF, which has more than 700 employees and is represented in four countries, possesses an excellent network in the region.



David Patterson and Eddie Presch (2nd row, 5th and 6th from left) during the training for ORF employees.



Eckhard Hell and Faisal Noordeen (ORF).

After David Patterson arranged for ORF Manager Faisal Noordeen to visit Recklinghausen in August 2014, HOSCH Managing Director Eckhard Hell paid a return visit to ORF's headquarters in Sharjah, one of the seven emirates in the UAE, in November to sign a distribution agreement. One of the provisions anchored in this agreement was that

HOSCH would give ORF employees instruction on HOSCH products; this training got underway in January 2015. Under the direction of trainers David Patterson and Eddie Presch, 16 ORF employees, including a few at managerial level, learned about HOSCH's products and principles. Employees assigned to the new HOSCH Sales and Service Team received special training on the installation of various scraper types and tracker rollers on a belt conveyor built especially for this purpose. "They were all avid learners and are looking forward to installing our scrapers at customers in the UAE," says Eddie Presch. "The partnership has developed nicely and we are optimistic about the future."

Patterson and Presch must have brought winter weather with them: during the training in Doha, snow fell on the city in the Persian Gulf for the first time in ten years!

## "Everyone Knew What To Do"

### Successful installation of tracker rollers on a new belt conveyor at a steel works in South Wales

In early April of this year, Tata Steel, which describes itself as "Europe's second largest steel maker," invested in belt conveyor technology which included HOSCH products. The new belt – over one kilometer long – was installed to optimize the belt conveyor system 801 used to transport materials from ship to land.

For this new belt conveyor system Tata Steel placed an order with HOSCH GB for the upper and lower belt tracker rollers developed by HOSCH. This was a job for John Tuckley, who recently returned to Great Britain after a five-year stint with HOSCH International in Australia.

Tuckley inspected the belt together with Mark Powys, the engineer in charge of the belt conveyor system at Tata Steel. The two-man team then analyzed the belt's behavior to determine where and, most importantly, why the belt was off-tracking. The tracker rollers for the order were packed and shipped by HOSCH in Recklinghausen and arrived within four weeks. John Tuckley and his team – Barry Bicknell, Alan Tyran and Eddie Presch – spent two days installing the HOSCH tracker rollers together with the engineers at the steel works. Just one day later, Tuckley gave this glowing report: "When the belt conveyor started up, all the rollers operated properly. The belt runs up to the return pulley without

any problems and the difficulties we previously experienced with the material feed are now under control." For David Patterson, General Manager of HOSCH GB, this positive outcome was the result of good teamwork. "Everyone was in the same boat: whether planning or carrying out the work, all the engineers and service staffers knew exactly what to do."



One of the HOSCH tracker rollers in action on the new belt conveyor at the steel works in Port Talbot.



# Crystal Clear at All Times

HOSCH Italy has evolved into a strong partner for the glass industry

Container glass, flat glass, and glass recycling and reprocessing: in all these sectors, it has become crystal clear that HOSCH Italy leads the pack in providing reliable engineering and superior service to glass manufacturers “in the boot.” Mario Del Pezzo, Managing Director of HOSCH Italy, is confident that “HOSCH has won the confidence of the leading glass producers.”

In the container glass sector, the O-I Group, the world’s leading producer of glass packaging, has been using HOSCH equipment since 2010.

HOSCH scrapers are now in service at many of its factories all over Italy. The various types of HOSCH scrapers installed at these locations efficiently remove glass chips and glass mixture from the belts.

The Zignano Group, which is engaged in the production and marketing of glass containers in one of its numerous business sectors, also places its trust in HOSCH. Working closely with employees on site, HOSCH installed new scrapers and re-commissioned previously-installed scrapers after a recent furnace overhaul at a Zignano plant.

## Clean machines = clean work

Only really clean machines deliver good results. In particular, the “big names” such as AGC, Pilkington, Saint Gobain and Sangallo Vetro are aware of this. In the flat-glass industry, these corporate groups have been working closely with HOSCH Italy for many years. Together the experts have been developing and optimizing solutions for the efficient



HOSCH has a reputation for high quality in the Italian glass industry and HOSCH products are currently used at a number of glass reprocessing plants (left).



cleaning of conveyor belt systems. This was necessary since the materials used in the production of flat glass are especially abrasive, which makes belt cleaning very difficult and expensive. Thanks to the enormous endurance and attention to detail displayed by the HOSCH technicians, there was a distinct improvement in belt-cleaning results despite the difficult circumstances. The HOSCH scrapers employed in this industry deliver better results and have much longer service lives.

In recent years there has been a growing trend in the glass industry to recover and reprocess materials. “This has thrown up interesting and challenging tasks for us,” says Mario Del Pezzo. At a factory run by Sibelco S.p.A. in northeastern Italy, the extreme wetness of the glass chips

carried by the conveyor belts posed a problem. HOSCH cracked this tough nut and managed to install suitable scrapers despite the cramped conditions.

HOSCH products also produced excellent results at Vetreco S.p.A. in central Italy. HOSCH was called in after a competitor’s scrapers failed to deliver on reliability and efficiency. After a successful trial period with HOSCH equipment, the company asked HOSCH to install various models at the plant. In Asti in northern Italy, HOSCH Italy also equipped the belt conveyor systems of Leoncini S.r.l. with several dozen scrapers.

“The outstanding performance of our equipment is based on the high efficiency of each individual part. Moreover, the long service lives of our equipment and the frequent site visits by our sales and service representatives inspire the confidence of our customers,” says Mario Del Pezzo. “As a result, we can now look forward to more challenging projects in the future!”

# HOSCH Scrapers for a Large-Scale Project in Java

**Cement plant in Indonesia handles up to 2.4 million tons annually. Intensive theoretical and practical training after scraper installation**

**Brief but heavy rainfall, extremely high humidity and axle-breaking roads: during his deployment with PT HOSCH Technology Indonesia (HTI), Robert Steiner often encounters conditions virtually unknown in Central Europe.**



Robert Steiner (left) and Muhammed Akmal at the cement plant in Tuban on the northern coast of Java.

In January, nevertheless, Steiner and his team installed a large number of HOSCH scrapers at a cement plant built by ThyssenKrupp AG in Tuban on Java’s northern coast. The plant, with an expected output of up to 2.4 million tons annually, is owned by Holcim Ltd. a global player in construction materials. Incidentally, Holcim Indonesia has stated for the record that it produces about eleven million tons of cement annually for its customers in the world’s largest island state.

At PT Holcim Indonesia Tbk Plant Tuban (the official name of the plant, which has two production lines and thus a large number of belt conveyors), Robert Steiner set priorities: “We installed various types of prescrapers and main scrapers, all of which eventually delivered excellent results.”

The HOSCH technicians joined forces with the team from ThyssenKrupp to

carefully plan and carry out the installation of numerous scrapers on both production lines. This successful collaboration was followed by intensive training of the maintenance crew from Holcim Tuban. “Regardless of whether they were in the seminar room or on the belt conveyor, the team members avidly soaked up each piece of information,” relates Robert Steiner. “The Holcim employees learned how to swing our scrapers off the belt and then put them back in place correctly.”

Dr. Mark Macqueen, Managing Director of HOSCH in Asia, summed up as follows: “The customer was very satisfied. With its state-of-the-art belt-cleaning equipment, HOSCH is one step ahead at the plant and ensures that things run smoothly. Holcim was also very happy with the training its maintenance crew received from HOSCH.”

## HOSCH Products Used to Unload Ocean-Going Giants

**Vale Malaysia Minerals Sdn Bhd (VMM), the Brazilian subsidiary of Vale S.A. – one of the three largest mining companies in the world and a true “global player” – is building an iron ore transshipment hub with an annual capacity of 30 million tons in Manjung, Malaysia.**

The facility was designed to permit the docking and unloading of ships with a loading capacity of about 400,000 tons. With this deadweight tonnage and an overall length of 362 m, ocean-going giants in the Valemax class are among the largest bulk goods carriers in the world. In the harbor constructed at Manjung for this purpose, 26 large belt conveyors are used to load iron ore from the Vale-



max ships into smaller receptacles. When operations started up at the terminal in 2014, relates Dr. Mark Macqueen from HOSCH Asia, the iron ore displayed fairly high abrasion values and was “moist

and very sticky.” To remedy this problem, the customer ordered high-quality HOSCH scrapers, which were installed by Muhammed Akmal (photo). At present HOSCH is engaged in negotiations for a service contract in

Malaysia. “Even though Muhammed Akmal works at great heights and tropical temperatures,” says Mark Macqueen. “he always adheres to the strict guidelines issued by Vale S.A.”

## NOTES FROM DOWN UNDER + + +



“Business always starts with the customer!” HOSCH Managing Director Eckhard Hell puts this philosophy into practice – in this photo far from his office in Recklinghausen.

Eckhard Hell’s comment after the impromptu site visit: “All over the world HOSCH employees frequently have to work in some rough and dirty environments.” He added: “This is no place for anyone who is afraid of handling bulk goods. It goes without saying that this applies to the boss as well!”



**Mark Min Oo** has not been working for HOSCH International for long, but he is sure that he made the right decision. “I’m learning a lot of new things,” he says. The project manager brings 25 years of experience in the mining industry with him and looks forward to helping HOSCH to assert itself even more on the Australian market. A native of Myanmar, he now lives with his Australian wife Sharon

and four children on the world’s smallest continent. In his free time he likes to listen to music (R&B and Pop), go fishing with friends or ride his jet ski. After work his main concern is “not to let my crazy children drive me out of my mind!” He also loves to eat “just about everything – as you can see from my figure!”

**Andrew Ip** has been supporting the team at HOSCH International for six months on the financial and accounting side. During the past seven years he has worked as a controller in Australia and Southeastern Asia in the sectors of rubber lagging and conveyor belts – experience which is very useful at his present job with HOSCH. In his free time he travels around the world, plays basketball and whips up home-cooked meals in his own kitchen.



**Tom Singh** has worked at HOSCH International as a buyer since December 2014. The company’s finances are in good hands: before he joined the HOSCH team, Singh handled huge sums of money on a project in Western Australia. Off work, he does a lot of sport to keep fit and is a connoisseur of good food.

It was intended to be “only” a relaxed weekend trip with colleagues, a salmon fishing jaunt to Albany in the Australian Bay, about 400 km from Perth. At their destination, however, the HOSCH



amateur anglers headed by **Clayton McCarthy** “caught” something a lot bigger. When they arrived at the beach in the morning, they were in for a surprise: a mako shark was as eager as they were to catch some salmon. In the frenzy of pursuit, the 1.50-m-long fish had come too close to the shore and was stranded. It was Clayton McCarthy who first recognized how serious the situation was and dragged the 50-kg mako back into the water. “We had no idea how long it had lain there,” he said. “However, the water apparently brought it back to life and it was able to swim away.”

He must have been in a big hurry to come into the world: Jai Barnett made his appearance on January 1, 2015 – much earlier than expected. The little boy was 33 cm long and weighed almost three kilos at birth. He is now the pride and joy of HOSCH employee **Trina Barnett** and his father Drew.



## Pairing a Scraper with a Pressure Roller

**HOSCH Company solves belt-tension problem.  
A successful first installation with more to follow**

HOSCH Company is building an important new business relationship to the company US Silica, one of the market leaders in industrial minerals, after helping it solve a belt-residue problem. US Silica, which has 16 sites in the U.S., was experiencing serious problems with material residue on the belt conveyors at its plant in Berkeley Springs, West Virginia. Insufficient belt tension contributed to the problem.

To fix the problem, HOSCH technicians installed a pressure roller along with a scraper with tungsten carbide tips on



The belt conveyor before ...



... and after the installation of a pressure roller in combination with a scraper.

one of the 24 belt conveyors carrying sand. This scraper did a much better job than the model previously in use, mainly due to the combination of the right scraper and a pressure roller. Hannah Ko from HOSCH Company revealed

HOSCH's further strategy: "Now that our first scraper installation has been so successful, we want to intensify our relationship to the managers at Berkeley Springs. The next step will be to successively equip the numerous belt conveyors at this plant with HOSCH scrapers."

The silica sand leaving the plant owned by US Silica is used for further production – mainly in the glass industry. However, it is also used as a filler and extender and, not least in importance, in the filter systems of smaller swimming pools.



The U.S. Silica factory in Berkeley Springs.

## Genuine Teamwork

**At a manganese plant in Ohio, German, French and U.S. scraper experts join forces to find an optimal solution**

The excellent networking among the HOSCH companies worldwide has produced sensational results not only in South Africa (see page 15) but also in the USA. Working together with HOSCH Germany and HOSCH France, HOSCH Company in the U.S. recently solved a problem at a metallurgical plant in Ohio owned by the company Eramet Marietta Inc.

At the plant, one of only a few manganese alloy manufacturing facilities

in the U.S. and a supplier to domestic steelmakers and other customers, the scrapers in service were no longer cleaning effectively. This was reason enough for the French company RBL-REI, a supplier of handling equipment, to recommend HOSCH. Within 24 hours technicians from HOSCH Company arrived in Marietta, one of the oldest cities in the region. Although the previously installed scraper did a fairly good job of solving the cleaning problems, the HOSCH team was not satisfied. In

particular, the cramped quarters at the plant called for an even better solution – one developed by HOSCH Company in collaboration with HOSCH Germany and HOSCH France. The technicians installed an alternative HOSCH scraper which fit better at the desired position on the belt.

The cleaning performance, scraper quality and rapid service response all impressed Eramet Marietta. Following this success story, HOSCH Company is optimistic that it will "receive the chance to install additional scrapers at this plant in the near future."

# Working (Almost) Above the Clouds ...

## Cesar Vigo installs HOSCH scrapers and tracker rollers in Chile, Bolivia and Peru under physically arduous conditions

The “highest” workplace at HOSCH? Cesar Vigo wins hands down! The 50-year-old former head of HOSCH Iberia is currently travelling all over South America to provide customer service in Chile, Peru and Bolivia together with HOSCH’s official distribution partner TMM. He frequently works at places 3,000 meters above sea level – a challenging situation that is physically strenuous for most Europeans. His first days working this high up literally took his breath away despite his oxygen mask. However, his body gradually got used to the extreme conditions and he learned the rules for working at high altitudes: don’t eat a lot, drink plenty, and don’t try to do everything at once.

Since then Cesar Vigo, a trained runner for many years and in superb physical shape, has gotten used to working “in high places” and even cracks jokes about it. “This mine is not very high – at an altitude of only 2,600 meters,” he remarks while visiting the Minera Escondida – that has the highest copper mines in the world and which claims to be the most productive. At the two open-pit copper mines at the site in the Atacama Desert in northern Chile, Cesar Vigo has installed scrapers on a 3,200-mm-wide belt with a belt speed of 3.0 m/s.

### Huge deposits of silver, zinc and lead

Cesar Vigo has worked at even higher altitudes at the Collahuasi Mine. This is also one of Chile’s large copper mines and is located 4,200 meters above sea level – a real challenge for both personnel and materials. After installing numerous tracker roller stations and scrapers here, HOSCH is on an upward trajectory. This fact is underscored in the training



Cesar Vigo at the copper mine in Morococha (5,200 meters above sea level) in southwestern Peru.

for site personnel in the HOSCH Training Program (HTP).

On the subject of training: after installing scrapers at the San Cristobal Mine in Bolivia, Cesar Vigo conducted the first training seminars for the TTM team

### Partner for over four years

Since January 2011 TTM (Tecnología en Transporte de Minerales) in Chile has been the official HOSCH distribution partner in Chile, Peru and Bolivia. This company headquartered in Santiago de Chile, the capital of Chile, has been serving the bulk goods industry for well over 30 years and has excellent contacts to the mining industry in South America. Before Cesar Vigo moved his operations to South America, it was principally Giancarlo Leombruno who made the first customer contacts here together with TTM.

and the employees working at the mine. At the silver, lead and zinc mines in the Potosi Department in the southwestern part of this land-locked country, zinc-silver and lead-silver concentrates have been produced for about five years in open-pit mines. According to the mine operator, the Sumitomo Corporation, the mine is one of the largest zinc and silver producers in the world – and has a substantial potential for expansion. Cesar Vigo is convinced that “There are still huge deposits of silver, zinc and lead here. I estimate that there are reserves in excess of 230 million tons which can still be extracted.”

Chile, Bolivia and – of course – Peru are the Andean countries. In Morococha, capital of the district of the same name in Yauli Province in southwestern Peru, copper is mined by a subsidiary of the Chinese national company Chinalco. At this location as well, HOSCH scrapers have scored points for cleaning performance and reliability – no mean feat at a height of 5,200 meters.

# Hand in Hand for 15 Years

At the Nordjylland Heat and Power Plant in North Jutland, the Danish engineer Bjarne Sørensen has been relying on HOSCH products for half his working life



**Personal contacts and a solid relationship to the technicians “on site” are elementary building blocks of HOSCH’s corporate philosophy. A very special chapter in this success story was written by two men who have worked hand in hand for 15 years: Jari Iversen, Manager of HOSCH Scandinavia, and Bjarne Sørensen. The 63-year-old has been working in the power plant industry for almost three decades – for half of this time with HOSCH scrapers.**

Sørensen’s workplace is at the combined heat and power plant operated by the Swedish energy company Vattenfall near Aalborg in North Jutland. This plant generates district heating and electric power in two separate units: Line 2 and Line 3. The latter is the main unit and is believed to be the world’s most efficient coal-fired power plant.

## First scrapers installed in 2000

In 2000 HOSCH scrapers were first installed at the power plant, which is fired primarily by hard coal. Since then Sørensen has been Jari Iversen’s contact on site. The former remembers that: “Back then we were divided into groups and

HOSCH Service Technician Holger Blaas (left) and Bjarne Sørensen.

were personally responsible for keeping the belts clean. Our first experience with HOSCH scrapers was very positive, owing to their reliability. We then switched successively to HOSCH products and our carryback problems were gone,” he says. “Other factors in HOSCH’s favor were the high product quality, the long service lives of the scrapers, and the top-notch customer service.”

Today the power plant also uses tracker rollers from HOSCH; these rollers are just as efficient as the various scrapers. For Sørensen this is further evidence that HOSCH products are “the best equipment of this type we have ever had.” He is equally satisfied with HOSCH’s service. “We have been engaged in a very constructive dialogue with this company for 15 years and have found Jari and his team to be very flexible.” Bjarne Sørensen, who will enter his well-deserved retirement in September 2015, gives this summing-up: “I was for HOSCH from the start and have never looked back.”



Bjarne Sørensen at one of the numerous belt conveyor systems at the combined heat and power plant in North Jutland, Denmark.

## Three Questions for Jari Iversen

*How would you describe your relationship to Bjarne Sørensen?*

Bjarne is always very open and straightforward. He expects the same from his business partners, in this case from us.

*What has changed in the Danish power plant industry in the last 15 years?*

Here as elsewhere people are increasingly turning to clean energy. However, we can’t just switch off our coal power plants. If we did, we wouldn’t have

enough electricity here in Denmark. Nearly all the Danish power stations are HOSCH customers. As long as there are coal-fired power plants, we will keep the belts clean. They can count on us!

*What do you wish Bjarne for his retirement?*

Health first, of course. And that he can indulge his passion for barbeque for many fine summers to come. Bjarne does not own just one grill, by the way, but an entire battery!

# “The FD Side Sealing System Has Potential”

## Successful trial run at the Exxaro Grootegeluk Coal Mine

**Premiere at the Exxaro Grootegeluk Coal Mine in South Africa: Johan de Koker and his team installed a brand new FD side sealing system developed by HOSCH.**

The trial run took place on a 1,600-mm-wide belt conveyor in a feeding tunnel with six loading points.

The upshot: the customer asked the HOSCH technicians to promptly equip a second chute with the system, which is dustproof and fitted at the material loading point.

The project showed once again the importance of good networking among the HOSCH companies. The idea for the installation was generated during a lively exchange of ideas between the Managers of HOSCH International and HOSCH SA. The first models were then flown in from Germany; later they were



The first trial run of the FD side sealing system on a 1,600-mm-wide conveyor belt in a feeding tunnel with six loading points.

used to manufacture the components locally in South Africa.

Johan de Koker sees an enormous potential for the new FD system at the Grootegeluk Mine alone. However, other mines have also shown great interest in the HOSCH product after their engineers inspected the initial installation. Johan de Koker is now placing his bets on a con-

### Installation at Pilkington

The FD system is already in service in Germany. In April HOSCH technicians replaced a transfer chute at the Pilkington Plant in Gladbeck and equipped the belt conveyor with the new side sealing. The background: leaks at this transfer point (belt width: 650 mm) had created extremely high cleaning requirements. Maurice Massannek and Marcus Niehues constructed the new loading chute, dismantled the old rusted chute, and finally installed the new, all stainless steel chute together with Robin Pimpertz.

trolled launch of the FD system on the South African market. Following the premiere at Exxaro Grootegeluk, he plans, as the next step, to install this system at the chrome ore mines in Rustenberg.

## An Amateur Author and a Hobby Chef

**It was “Benvenuto” twice at HOSCH Italy as two new employees, Luca Scarano and Fabio Cappuccio, came on board to boost the team headed by Managing Director Mario Del Pezzo.**

15 solid years of experience in handling bulk goods, a lively curiosity and a gen-



Reinforcements for the team at HOSCH Italy: Luca Scarano (left) and Fabio Cappuccio.

erous portion of enthusiasm for the work at HOSCH: these are the calling cards of Luca Scarano, who was hired at the beginning of the year as a sales and service staffer. In his spare time the 44-year-old loves to write short articles which he disseminates via traditional media and social networks. To keep fit, he swears by cycling and meditation.

Fabio Cappuccio has been a real support to the service staff since October 2014. The junior service technician was hired mainly to meet the growing demand for installation and maintenance services in Central Italy. Not only is the 23-year-old native of Naples an enthusiastic soccer and motor sport fan; he is also an amateur cook with a passion for Mediterranean cuisine. His family and friends are the eager recipients of his culinary creations.



### Advertising By and For HOSCH

HOSCH has a heart for the British national sport: this season HOSCH GB is a sponsor of the Tata Steel Cricket Club in Port Talbot, Wales. The HOSCH advertising banner (photo) is visible on the edge of the playing field at all the team’s home games. HOSCH GB, supplier to the Tata Steel Works in South Wales, wishes the players great success in the current season. Cricket is a very popular sport in the United Kingdom and the Commonwealth countries. It is played exclusively during the “dry period” – in Great Britain from mid-April to September.



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