

HOSCH *news*

The International HOSCH Magazine



- **A Successful Meeting**

Impressions of the IMM 2016

- **Au Revoir and Auf Wiedersehen**

Farewell to three of HOSCH's "old hands"

- **An Ideal Addition**

Launch of a new prescraper

- **Teamwork for a Long Journey**

GB team sticks to a tight schedule



Everyone Can Learn from Everyone Else

HOSCH has considerably expanded its product portfolio based on intensive research and development work. To maintain the company's technological lead, "Research and Development" at HOSCH will naturally remain a top priority next year and also in the years that follow.

At the same time, we have also continuously extended our sales activities and added new sales areas, for example the Middle East, Scandinavia and, increasingly, South America – where some new HOSCH companies are to be founded in the near future.

The range of training seminars has grown in 2016 with numerous additional activities in our HOSCH com-

panies, and even more importance will be attached to training next year. We would like to encourage our employees around the world to exchange news and views. Everyone can learn from everyone else – in the future HOSCH will put this principle into practice even more intensively. This is sure to make communication even more lively at all levels.

So 2017 has many new and exciting challenges in store for us. We therefore want to let the old year draw to a close with a sincere thank you for your commitment to our company and for the work you have put in for HOSCH's benefit.

Dear employees, partners and friends, we wish you and your families a merry Christmas and a healthy and happy New Year in 2017.

May all your wishes and expectations be fulfilled!

Yours truly,

Hans-Otto Schwarze

Eckhard Hell

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Title photo:

Our cover shows the mineral treatment plant of PUCobre in Copiapó, Chile, where HOSCH products are used. The town, located in the Atacama desert, is well-known because of the mine accident in 2010, when 33 miners lived for 69 days below ground. All of them survived.

HOSCH Activities Around the Globe

IMM 2016

International Management Meeting 2016: Numerous topics for discussion

International business, worldwide partnerships and bringing different cultures together are some of the reasons behind the success of the global family of HOSCH companies. That is why, for more than 30 years now, the managers of the 16 subsidiaries of HOSCH-Fördertechnik GmbH come from all over the world every fall for a conference lasting several days at the Headquarters in Recklinghausen.

This year, the Jammertal Golf & Spa Resort in Datteln-Ahsen was once again the venue for the International Management Meeting (IMM 2016) of the HOSCH “family,” running from September 25 to 30. The agenda included numerous face-to-face discussions, new sales strategies, management techniques, the unveiling of the HD-PU-L prescraper, and service optimization.

Yet the HOSCH managers also found time in their crammed schedule to say goodbye to three “old hands” at



A regular feature at every IMM is the presentation of the “Golden Module.” In 2016 it went to Paul Harris (2nd from left). The first people to congratulate him were HOSCH Managing Director Eckhard Hell, HOSCH shareholder Cornelia Kill-Frech and Recklinghausen’s mayor Christoph Tesche (from left).

HOSCH, attend the gala dinner with the presentation of the “Golden Module 2016” by Recklinghausen’s mayor Christoph Tesche, and enjoy an exciting supporting program (see reports on pages 4 to 7).

Of course no IMM is complete without

a review of HOSCH’s wide-ranging activities around the globe. HOSCH is in demand all over the world as a specialist in everything to do with belt cleaning – and is sure to have plenty to do in the future!



“A Huge Effort by Everyone” HOSCH International wins the “Golden Module 2016”

Eckhard Hell: “A truly stupendous effort”

“And the winner is ... Paul Harris.” Although there was a wide range of suitable candidates for the “Golden Module 2016,” the HOSCH management very quickly agreed that there could be only one winner – in view of a “truly stupendous effort,” as Eckhard Hell stressed in his speech of appreciation at the gala dinner in the Jammertal hotel during the IMM 2016. Eckhard Hell also congratulated Managing Director Paul Harris and his entire team at HOSCH International in Perth on behalf of Hans-Otto Schwarze as he handed the prized trophy over to the Australian, who kept it a secret to begin with ... (see report on page 12).

Eckhard Hell then explained the reasons for the award: “In mid-2015 HOSCH International was in a difficult state and about to completely reor-



Paul Harris, General Manager of HOSCH International, kept the award a secret at first ...

ganize its corporate structure. This affected the management structure, the employees, the sales organization, the customer base and the storage of products and spare parts. Just one year later, sales have returned to the level of previous years. The loss of sales in the iron ore industry was compensated for by gaining a number of new customers and winning back several old customers. All of this was possible only because of Paul’s own hard work, his exceptional ability to organize and motivate, and a huge effort by everyone who is now in the HOSCH International boat. Thank you so much!”

The other candidates for the “Golden Module 2016” with either good or very good turnover were the companies in the UK, Spain, Austria, Brazil and Asia. All of them, according to Eckhard Hell, were among the “top contributors to our Group’s success.”

Full House at the IMM 2016

HOSCH managers travelled to Recklinghausen from all over the world for the IMM 2016. The international group included Philippe Bourlard (HOSCH France), Johan de Koker (HOSCH South Africa), Mario Del Pezzo (HOSCH Italia), Mike Evanitz (HOSCH Company), Paul Harris (HOSCH International), Jari Iversen (HOSCH Scandinavia), Krzysztof Lebioda (HOSCH Polska), Mary Murawski (HOSCH Company), Craig Peacock (HOSCH GB), Peter Petzold (HOSCH do Brasil), Saroj Kumar Roy (HOSCH India), Carlos Orviz (HOSCH Iberia), Robert Steiner (HOSCH Indonesia) and Cesar Vigo (for HOSCH in South America).



HOSCH Managing Director Eckhard Hell giving his speech in appreciation of the award-winner.

Helmets On – And Up the Slag Heap

HOSCH managers use Segways to explore Europe's largest slag heap landscape

Apart from work, numerous one-on-one talks, meetings and the presentation of technical innovations, the International Management Meeting always includes an attractive recreational program. This year's highlight was a Segway tour through the Hoheward Landscape Park in Herten, only a few kilometers from the HOSCH Headquarters in Recklinghausen.

Except for Johan de Koker and Carlos Orviz, who both missed the tour because of illness, all the HOSCH managers ventured onto the wobbling Segway scooters. After a nearly 30-minute briefing by experts from "Westheide Tour & Events," two groups set off with their guides – all wearing helmets, of course! "Where's the gas pedal? Where are the brakes?" the HOSCH managers asked in vain – since the electric scooter has neither. Instead, Segway riders accel-



Hard-hatting but happy: The HOSCH team sets off.

The Segway tour was a bit of an uphill struggle ...

erate and slow down by shifting their weight. Pitch sensors detect when the rider leans forward or backward and activate or slow down the electric motors accordingly.

A magnificent view of the Ruhr region

The tour followed the mining heritage of the Ruhr region and natural-



... and took the HOSCH managers through the "Hoheward" landscape park in Herten

ly included uphill stretches; however, that was no problem for the HOSCH groups. They reached the plateau of the slag heap landscape easily and without getting out of breath. From there, they enjoyed a magnificent view of the Ruhr region. Earlier in the day, they had hopped onto their Segways, all of which were equipped with loudspeakers, and explored the grounds of the former Ewald Mine, where many new buildings and young startups testify to the "structural transformation" of the Ruhr region.

After a good two hours, the exciting yet relaxing tour was over – and all the "pilots" had solid ground under their feet again.

HOSCH says: “Thank you!”

IMM 2016

“So long, farewell, auf Wiederseh’n, adieu ...” Three long-serving employees were given their official send-off at the gala dinner. And the speeches of thanks clearly had a common theme: all three retirees have left their mark on the company.



Saying goodbye: HOSCH Managing Director Eckhard Hell and HOSCH shareholder Cornelia Kill-Frech with Annegret Weiher, Roland Lußky and Claude Trumpf (from left).

Pioneering Work in the Former GDR

Roland Lußky headed the HOSCH branch in Altenburg for 25 years

In his speech honoring Roland Lußky, Eckhard Hell recalled the time shortly after German reunification. In 1991, when Germany was just starting to grow together, Hans-Otto Schwarze travelled to former East Germany to hold a job interview with a 42-year-old mechanical engineer.

The interview evidently went well for both parties: On June 1, 1991, Roland Lußky joined HOSCH-Fördertechnik in Altenburg as a sales representative employed by the company’s Head Office in Recklinghausen. When a HOSCH branch was founded in the German state of Thuringia almost two years later under the name “HOSCH Produktions- und Service GmbH & Co. Fördertechnik Altenburg KG,” Roland

Lußky was its head. He has been at the helm in Altenburg ever since. At the IMM 2016, the 67-year-old was given an official send-off. Eckhard Hell called him “a genuine HOSCH veteran I always enjoyed working with” and “one of the few people permitted to call me at 7:30 in the morning.” During his 25 years with HOSCH,



Passing on the baton: Roland Lußky (left) and Michael Kiessling, his successor in Altenburg.

Roland Lußky always worked independently, steadily increasing both turnover and the number of employees at HOSCH’s eastern outpost. His deep sense of responsibility for “his” company was demonstrated by the fact that he postponed the date of his retirement several times. “He wanted to be really sure that the transfer of knowledge to his successor had been accomplished,” explains Eckhard Hell. Even today Roland Lußky is sometimes called in to assist Michael Kiessling, the new top man in Altenburg.

Eckhard Hell closed by saying: “Roland Lußky displayed a great commitment to our company. We want to thank him and wish him all the best for this new chapter of his life.”

“Au Revoir, Claude Trumpf!”

Claude Trumpf, General Manager of HOSCH France for many years, has retired

“Au revoir, Claude Trumpf!” At the IMM 2016 the entire HOSCH family officially bid farewell to Claude Trumpf (67), commemorating his 33 years of service to HOSCH.

Claude Trumpf’s professional career got underway in 1983 at HOSCH Headquarters in Recklinghausen. In September of that year he started working as a sales representative for HOSCH in his native France. When HOSCH France, the ninth HOSCH company, was founded in 2001, Claude Trumpf was made General Manager.



Passing on the baton: Claude Trumpf (left) and Philippe Bourlard, his successor in France.

Four years ago, Claude Trumpf and Eckhard Hell began to search jointly for a suitable successor. They found him in Philippe Bourlard, who took over the helm in France on 1 April 2016. “I have absolute confidence in Philippe,” says his predecessor. “I am convinced that he will further expand HOSCH’s market in France. For example, he has already made the most of the opportunities offered by the ‘Grand Paris’ project to do business and generate new contracts.” He went on to predict that “The increase in scraper sales and scraper maintenance in connection with the sweeping expansion of the Metro system in the French capital will open up new markets for HOSCH.”

New projects secure our long-term future

It was only natural that the new retiree would look back on his 33 years at HOSCH in his farewell speech. “It doesn’t seem that long to me at all!” he divulged. “Since the founding of HOSCH France, we have managed to conclude a number of major maintenance contracts with well-known companies, including the steel manufacturer ArcelorMittal, thanks to our excellent products and good customer service.” He then talked about other new projects in Europe, such as the construction of a railway link to transport trucks between Lyon in France and Turin in Italy, and the drilling of a second tunnel through Mont Blanc. “I am sure these projects will usher in a magnificent future for HOSCH France,” he said.

Before the father of four, who likes to relax with good music or a round of golf, bid HOSCH a last farewell, he explicitly mentioned the debt of gratitude he owes Hans-Otto Schwarze and Eckhard Hell for “the confidence they have placed in me.” Claude Trumpf went on to say that he was proud to have worked for 33 years at a company that developed, manufactured, sold and maintained top products worldwide. Turning to Philippe Bourlard, he conveyed one last wish, namely that he should “enjoy this job as much as I did during the 33 years just past.”



Claude Trumpf making his farewell speech.

“Dependable and Highly Specialized”

Farewell to Annegret Weiher after 25 years at HOSCH



Passing on the baton: Annegret Weiher with her successor Marco Schwittay.

The IMM 2016 included an official goodbye for departing employee Annegret Weiher, who had been with the company since July 1991. Paying tribute, Eckhard Hell described her as a “pillar of strength” in the sales department – someone who was always ready to give informed answers to his questions.

Annegret Weiher worked as head of the internal sales department and during her 25 years at HOSCH she always stood out by virtue of her reliability and specialized knowledge. Until the end of November 2016, she was conscientiously explaining the ropes to her successor Marco Schwittay, who will be responsible for the operative business.

In parting, Eckhard Hell commented: “I hope Anne does not mind if we hang on to her telephone number – just in case we need to call her with a question or two.”

+++ HOSCH Personnel Ticker +++



Doris Schwarze, wife of HOSCH founder Hans-Otto Schwarze, celebrated her 78th birthday among family, friends and neighbors on October 15. In the shelter of an awning, over 40 guests enjoyed a scrumptious late-morning buffet and BBQ, followed by coffee and cake in the afternoon. Spirits were high despite the changeable weather, and the guests kept on chatting happily until late in the afternoon.

Mechthild Köhler went into retirement at the end of August. She spent 15 of her 40 years at HOSCH employed in the Head Office, working at the front desk. During this time, she was “the face of HOSCH“ for many members of staff, customers and suppliers and, in addition, the “voice of HOSCH“ because she worked on the switchboard. Hans-Otto Schwarze and Eckhard Hell referred to her as the “company’s calling card.“ In the thank-you letter, Eckhard Hell said: “We are watching you go with joy and sadness at the same time, as you brought a spirit of high competence paired with a calm friendliness to your occupation as a clerk in office management and also in our

finance and accounting department.“ The new pensioner made her farewells with a tasty homemade buffet and plans to travel a lot in her free time.



Eddie Presch, Sales Manager at HOSCH GB, and his wife Johanne welcomed their daughter Harriet Elizabeth into the world on October 5. She weighed slightly over four kilograms and is the Preschs’ third child after sons James and Jordan. Eddie, the proud father, comments on the new sibling bond: “James is so taken with his little sister that he cannot stop giving her little kisses on the top of her head.“



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+++ HOSCH Personnel Ticker +++

A Malaysian dream wedding with 300 guests took place when **Faida Amin** (37), who works for HOSCH Asia as an accountant in Kuala Lumpur, married Thomas Föller (48) on October 8. The newlyweds consider this date a significant one as it was on this exact day two years ago that they met – Faida was recovering from a minor traffic injury with Thomas’ support. Nearly a month after exchanging their vows the couple moved to Shanghai, where Thomas Föller will be working for the next two years.



Another couple tying the knot, this time in Herten, Germany, were **Yasin Caliskan** and his wife Aysegül (née Cibir). The celebration took place on September 24, his new wife’s 25th birthday. Yasin works at HOSCH Recklinghausen in production. The couple celebrated with 1,000 guests including a large number of colleagues at a big local venue. Yasin Caliskan studied mechanical engineering with a focus on material technology and quality management at the Technical University in Dortmund and has been working for HOSCH since mid-August

of 2015. In 2014, he already had his first HOSCH experience as an intern in Recklinghausen; this internship led to a student worker contract.

Janette and **Thomas Kubitzki** are first-time parents and delighted with little Pia, who was born shortly after 11 p.m. on August 9, measuring 49 cm and weighing 2,980 grams. Pia’s parents married in July 2015; her dad works in production at HOSCH Recklinghausen, where he is responsible for module assembly.

Service Anniversaries

During the second half of 2016 the following employees at HOSCH Headquarters in Recklinghausen celebrated service anniversaries:

- 10 YEARS:** Yvonne Köppe
Roland Friedel
Thorsten Mroncz, Robin Pimpertz
Kevin Pohl, Jan Sasse
- 15 YEARS:** Sabine Jakobuß
Jari Iversen, Martin Kiel
- 25 YEARS:** Annegret Weiher
Jürgen Göllnitz, Hans Niegot
- 30 YEARS:** Michel van den Biggelaar



Staff at HOSCH South Africa surprised **Elizabeth O’Connell** with a birthday serenade for her milestone celebration. Liz has known the Afri-

ca-based HOSCH subsidiary from its beginnings, as she and her husband Brian, who died far too young, were both close acquaintances of company



founder Hans-Otto Schwarze. With her expert knowledge of the company, Elizabeth O’Connell now assists HOSCH Manager Johan de Koker with administrative tasks on an hourly basis.

An ideal addition

HOSCH brings new Type HD-PU-L prescraper onto the market

The think tank at HOSCH-Förder-technik GmbH continues generating new ideas: In January 2017, the newly developed Type HD-PU-L prescraper will be officially launched onto the market as an ideal addition to HOSCH's range of world-famous scrapers.

The task facing the HOSCH engineers was clear: Around the world, the high-



The HOSCH Type HD-PU-L prescraper will be launched in January 2017.

est productivity coupled with low staffing requirements is absolutely essential today in companies operating conveyor systems. They therefore demand scrapers that are simple and easy to use

while delivering the very best cleaning performance. If, however, the layer of bulk material adhering to the belt is thicker than what the main scraper can cope with, a prescraper should also be installed to ensure proper cleaning.

Caution – Fresh Paint!

HOSCH Headquarters in Recklinghausen undergoes a thorough renovation



The HOSCH news reported in depth on this topic last year: In 1990, a good 15 years after HOSCH's founding, the expanding company moved into new headquarters in the industrial estate "Am Stadion" in Recklinghausen. Just over 25 years later, the main building needed a complete renovation.

Graduate engineer Rainer Schuten, Technical Manager in Recklinghausen, elaborated: "Time had taken its toll; the building was showing signs of wear caused mainly by environmental factors and weathering. The roof, facade and windows all had to be given a new protective coating to prevent permanent damage."

Professionals were called in to ren-

ovate 3,100 sqm of roof and wall surface. In addition, the window frames and sections below them had to be repainted. Moreover, after withstanding wind and weather for decades the window seals were now either worn away or porous and had to be replaced.

New LED lights save electricity

In the engineering building the renovators gave the conference rooms with bar area and corridors a major facelift which included replacing all the halogen lights with LEDs. HOSCH expects to save several thousand euros in energy costs annually as a result of switching to LEDs, which are the most ecologically sound and efficient and energy-saving type of lighting now on the market.

After several months of renovation work, Rainer Schuten summed up: "The work represents a major investment and produced results we can be really proud of."

The HOSCH solution – the Type HD-PU-L scraper – satisfies these requirements thanks to three major features:

- simplest service and assembly
- extremely good value
- maximum economic efficiency in combination with HOSCH's standard scrapers.

Claus Weimann, Head of the Research and Development Department at the company's Headquarters in Recklinghausen, explained, "Used in combination with HOSCH's standard scrapers, our new prescraper reduces the costs of cleaning and operation, and cuts system downtimes to a minimum."

Some features of HOSCH's Type HD-PU-L prescraper:

- Belt width: 600 to 2,400 mm
- Belt speed: up to 5.5 m/s; up to 2.5 m/s for mechanical fasteners
- Construction: modular, to adapt to the prevailing conditions
- Installation: on the pulley, in the position between 3 and 4 o'clock
- Cleaning modules: cleaning blocks made of polyurethane

Scrapers travel nearly 9,000 km

Thanks to excellent teamwork. HOSCH GB beats an already tight schedule for shipping scrapers and tracker rollers to Saudi Arabia

In a genuine tour de force and an impressive display of teamwork, HOSCH GB joined forces with the Ocean Rubber Factory (ORF) LLC., HOSCH's sales and service partner in the Middle East, to process two major orders from a Saudi mining company and the power stations it supplies in the eastern provinces of the kingdom of Saudi Arabia.

When the order for a large number of scrapers and tracker rollers arrived



Well packed: The HOSCH products start their journey to Saudi Arabia.

in the UK, it was clear the schedule would be tight. HOSCH GB contacted HOSCH Headquarters in Recklinghausen directly to keep delivery times as short as possible. No sooner said than done: The products reached Great Britain, where logistical mountains had to be moved, by the fastest route. The goods had to be unpacked, assembled and prepared for the journey of almost 9,000 km to Saudi Arabia. Craig Peacock, Managing Director of HOSCH GB, and his team rose to the challenge by putting in long nights and starting

work early. As a result, the entire consignment was sent on its eastward way a day before the planned shipment date.

The upshot: The customer has already contacted ORF and Eddie Presch, Sales Manager of HOSCH GB, to talk about the installation work and discuss another large order planned for the beginning of 2017. "Thanks to the outstanding work of our team," commented Eddie Presch, "we assume this is the start of a long-term partnership."

Solution for a Mobile Belt Conveyor

For use during underground track construction in Doha



The HOSCH scraper (front) next to the cement mixer.

A country gets ready for the FIFA World Cup 2022. Qatar, a small emirate on the east coast of the Arabian Peninsula, wants to improve its infrastructure before the world's best soccer players compete there six years from now. Four Metro lines are being built in the capital city of Doha to connect the 12 World Cup stadiums and other sites. The "Green Line" is about 65 km long; half of it is underground. As already reported in the HOSCH news, HOSCH GB won the contracts for supplying the scrapers to be used during construction of this line. HOSCH scrapers are also cleaning the belts on the adjacent "Golden Line."

Before tracks can be laid for the high-speed trains, a level surface must be "cemented" in place. This used to be

done by transporting large containers of readymade wet cement. With the new method, two mobile low-level cement mixers are fastened to a mobile belt conveyor. As a result, sand, gravel and cement powder can now be brought to the machines faster over a distance of up to five kilometers underground and over a wide range of terrains. The problem with this method: too much rubble falls onto the newly laid concrete. The solution: HOSCH scrapers! Eddie Presch solved the problem by installing a Type B6-C scraper. The construction firm in Doha promptly ordered more scrapers for this section of the tunnel.

In the adjacent tunnel – where the "Golden Line" will run – the engineers in charge soon heard about this success story. Now HOSCH scrapers are cleaning the belts there as well.

Paul Harris, Bearer of Secrets

The arrival of the “Golden Module 2016” at HOSCH International was kept a secret until the very last minute



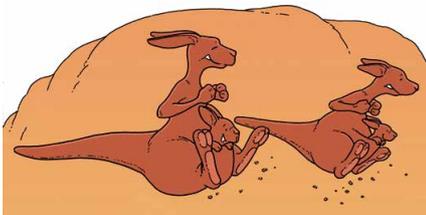
The HOSCH International team at their headquarters in Perth with the “Golden Module 2016”.

HOSCH “down under” is in a mood to celebrate these days, as this year’s “Golden Module” went to Paul Harris and his team at HOSCH International in Perth, Australia.

After the good news was sprung on the company head at the IMM 2016, he kept the honor under wraps and chose the perfect moment to break the good news. When the “Golden Module” ar-

rived by air freight from Recklinghausen at the end of October, Harris was waiting for it with a party including balloons, coffee and cake for his staff. Paul Harris reports that the entire team was overwhelmed with pride: “It has been quite a tough year and lot of us are feeling somewhat drained,” he commented. “We are proud that we were able to accomplish so much. We are a fine and growing team and I thank everyone for their exceptional dedication.”

The reasons for the award were also announced again in Perth: HOSCH International had implemented completely new company structures and acquired major business customers, among them the largest mining companies in Northern and Southern Australia. So far, there seems to be no limit to what they can achieve.



Australia is big. But not big enough for HOSCH International. Paul Harris and his team are now expanding their customer base as far as Tasmania, an island approximately 240 km off the south Australian coast on the eastern edge of the Indian Ocean. Their contract work there is for a large magnesium mine where they will install HOSCH scrapers on the belt conveyors.



Notes from “Down Under”



In late June, HOSCH Managing Director Eckhard Hell went on an exclusive expedition to discover

Perth, the capital of Western Australia and home of HOSCH International. Paul Harris and Cory Jaques proved to be expert Segway tour guides. The changeable weather did not prevent the “pilots” of the electric Segway scooters from enjoying every last minute of the memorable day.

Eckhard Hell’s visit to Australia included a longer conversation with John Hammond, a special consultant to the Governor of Western Australia. Hammond

knows HOSCH International not only through business but also due to family ties: he is Paul Harris’s father-in-law.



HOSCH International in Perth recently had a virtual VIP visitor when Paul Harris and his sales team celebrated with Hollywood star and Oscar-winner Leonardo DiCaprio, who was “right



there” – at least on screen. Maybe they will have “the real thing” next time ...

24 Hours a Day, 365 Days a Year

Installation of HOSCH scrapers cuts costs at a chemicals company in Tuscany



At the end of 2015 one of Italy's best-known multinational chemicals companies, headquartered in Tuscany, decided to take a closer look at its carryback problems. It took this step because material residues were still adhering to two belt conveyors fitted with conventional PU-coated belt-cleaning equipment. The carryback caused various problems – for example, the belts often came to a standstill – and high costs for purchasing spare parts, since the cleaning units had to be replaced every six months.

Problem identified, problem solved! Since HOSCH Italy had already demonstrated, at other companies in the chemicals industry, just how fast and efficiently the problems described above can be eliminated, the HOSCH team was called in to assess the situation on site. During the thorough inspection, the HOSCH technicians examined the belt most prone to carryback, a 1,000-mm-wide belt that operates 24 hours a day all year round. After analyzing the problem, they decided to install a HOSCH Type B6 scraper.

Measurements made shortly afterwards showed that the newly installed

HOSCH scraper had a firm grip on the carryback problem. Mario Del Pezzo, General Manager of HOSCH Italy, said: “At this firm we encountered a work environment with lots of engineers. They were quick to realize that a HOSCH solution was the only option for this particular scraper application.”

Smooth and highly efficient operation

In the first eight months after installation, the HOSCH scraper operated smoothly and with great efficiency. It did not even have to be serviced and operated non-stop. This substantially reduced the costs of cleaning and spare parts. Finally, the HOSCH scraper enhanced safety and cleanliness in the vicinity of the belt conveyor.

These outstanding results opened the door for HOSCH to install additional products in 2016. By 2017 the company plans to replace all its belt-cleaning systems with HOSCH scrapers. Gerardo Fernicola, who supervised the installation, explained: “We can rely on the strengths of our product: the results speak for themselves. Solving a problem that has been bothering the customer for some time always confirms that our approach is the right one.”

HOSCH Scrapers Support the Glass Industry

Mario Del Pezzo, General Manager of HOSCH Italy, is delighted by the productive cooperation with the firm STUDIMPIANTI

During the last three years, HOSCH Italy has expanded its cooperation with the company STUDIMPIANTI SEI Italian OEM, which is specialized in developing and realizing solutions for transport systems in the glass industry.

Their joint work has included a range of different projects in which HOSCH scrapers were installed on conveyors designed by STUDIMPIANTI SEI. The machines were used not only by the company in its glass factories in Italy, but also by partners in Germany, the UK and Poland.



HOSCH scrapers clean up in the glass industry.

Furthermore, the productive teamwork resulted in various HOSCH scrapers being configured for cullet, sand and glass mixtures. The latest projects pointed up most of all the success of HOSCH's customized blade for the glass industry, which customers appreciate because it is simple to install and adjust.

Mario Del Pezzo said: “The versatility of our scrapers used in the various phases of glass production is an excellent calling card for us. We are very satisfied with the continually growing cooperation with STUDIMPIANTI, since this company is a leader in its field.”

“We Can All Learn a Lot from Him”

Vicente de Paulo de Lana Ribeiro is HOSCH do Brasil’s most experienced salesman

“I had a farm in ... “ instantly triggers associations with the Hollywood blockbuster “Out of Africa.” However, we are talking about a completely different place. This is Brazil, home of Vicente de Paulo de Lana Ribeiro, one of the most experienced employees at the Brazilian HOSCH company. The 68-year-old began his career at HOSCH do Brasil Ltda. in 2002 and became Technical Manager after the company re-structured in March 2008.

Peter Petzold, Manager of HOSCH do Brasil, describes his team member as follows: “Vicente is one of our best and most experienced sales people. We all benefit immensely from his great experience and can still learn a lot from him.” For Vicente de Paulo de Lana Ribeiro work is not merely a job but a



Vicente de Paulo de Lana Ribeiro as a farmer looking after his animals on his farm near Belo Horizonte ...

calling, and he plans to keep working as long as his health permits.

Not only farmer but also soccer fan

But of course, there is also life after work. The father of three adult daughters (aged 42, 39 and 32) owns several 100 hectares of farmland. His farm is situated near Belo Horizonte, which also explains his love for the local soccer club Atlético Mineiro.



... and as a HOSCH employee (right) at long-term HOSCH customer Vale S. A.

Premiere in Ukraine

HOSCH Poland presents scrapers at trade fair in Kyiv

The Ukrainian Minister of Energy had sent out invitations – and HOSCH Poland spent three days at the International Trade Fair of mining companies and suppliers in Kyiv for the first time. The official name of the show held in the Ukrainian capital was “Mining Industry Expo - 2016.” The exhibition was attended by numerous big-name companies and supported with a series of lectures on future-related issues such as energy production and utilization.

Krzysztof Lebioda, General Manager of HOSCH Poland, and Roman Shevchuk travelled together to the Ukrainian capital, which has a population of three million and is located on the Dnieper River. Shevchuk is a



Roman Shevchuk (left) talks with interested visitors to the Mining Industry Expo 2016 in the Ukrainian capital of Kyiv.

technician who has been working for HOSCH Poland for three years and is currently making business contacts in Ukraine. The pair explained the Type D2 and B6 scrapers to visitors to the HOSCH stand and showed a film on

using HOSCH scrapers in a wide variety of applications.

Summing up, Krzysztof Lebioda said: “We had good conversations that may help us get a foothold in Ukraine.”

Intensive Instruction on the Training Belt

Making Mohammad Akmal (Malaysia) and Dominique Heinecke (Germany) “fit for HOSCH”

“Fit for HOSCH” – In late October and early November Mohammad Akmal Shahrul Fadzri and Dominique Heinecke accepted the challenge of the demanding HOSCH Training Program (HTP). For two weeks, they went “back to school” at the Head Office in Recklinghausen and let Thomas Legner, a graduate engineer and chief HOSCH trainer, introduce them to the entire range of HOSCH products. The two men obtained hands-on experience by installing scraper systems of the B, C and D generations on the training belt. The program also included in-depth discussions of the principles of HOSCH service and maintenance.

Mohammad Akmal (35) has been working in distribution and service for HOSCH in Asia since February 2014. In Malaysia, where HOSCH Asia has its Head Office, Robert Steiner and Norbert Beermann had already taken the extremely curious and knowledge-hungry young colleague under their wing at the major customer Vale



Dominique Heinecke working on the training belt and Mohammad Akmal (left) with trainer Thomas Legner during a break.



Malaysia Minerals and exposed him to a variety of installation scenarios. For Dominique Heinecke, in contrast, the intensive training was one of his first longer contacts with HOSCH. His previous experience with the products had been during his traineeship at the HOSCH branch in Altenburg

(Germany). As of November 1, the 26-year-old technician is a regular HOSCH employee assigned to assist Giancarlo Leombruno with distribution and customer service activities outside Germany.

The curriculum designed by Thomas Legner for the training weeks naturally involved not only theory and practice but also recreational activities. These included a bowling evening for everyone and, for Mohammad Akmal, a visit to the “All Saints’ Day Parish Fair” in Soest (Germany) with the Leombruno family. This outing was a new and very special experience for the young technician from Asia!

The Type D Makes Its Debut at an Aluminum Plant in Abu Dhabi

In mid-August the company EMAL (Emirates Aluminium) was the scene of the first installation of HOSCH Type D scrapers in the Middle East. EMAL is part of the Emirates Global Aluminium Group, the world’s third-largest producer of aluminum.

The company produces well over two million tonnes of primary aluminum annually at its plant located just outside Abu Dhabi, the capital of the United Arab Emirates (UAE). Eleven

belt conveyors, with a belt width of 1,000 mm and a total length of seven kilometers, convey the aluminum powder to the power plant 16 hours a day. The scrapers were installed by Anthony Emmanuelle from Ocean Rubber Factory (ORF) LLC., a HOSCH distribution and service partner, and Eddie Presch from HOSCH GB. The EMAL engineers were very satisfied with the installation, robust operation and overall performance of the HOSCH scrapers, and are already planning to

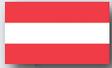


The conveyor in the aluminum plant runs for 16 hours a day.

install additional HOSCH scrapers at the power station. EMAL is also seriously considering employing additional HOSCH products at its affiliate DBAL (Dubai Aluminium).



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