

HOSCH *news*

The International HOSCH Magazine



- **“Always Offer a Complete Package”**
Interview with Managing Director Dirk Heidhues

- **Westward Expansion in the U.S.**
New employees in Arizona and Colorado

- **Established on the Latin American Market**
Decentralization at HOSCH Chile

- **Building Up Business in Asia**
HOSCH Asia concludes service contracts

Keeping the Company's Future in Mind ...



Cornelia Kill-Frech with Eckhard Hell and Dirk Heidhues (m.).

The last issue of the HOSCH news (December 2017) carried an article on our intention of involving everybody in shaping the future of HOSCH on the basis of our past successes. We therefore spent recent months consulting with our employees and together we have shifted our focus onto several aspects of the HOSCH organization that will bring us a good bit closer to our goal.

The Management works closely as a team and has started a new work tradition that ensures a regular sharing of ideas – a joint weekly meeting. This is a forum for discussing current and strategic topics – sometimes quite heatedly – and reaching a consensus. This concentrated working style is possible only because experienced employees, applying their great expertise, have previously laid the groundwork for the technical and economic decisions. The results of these meetings are carefully documented and the progress made on each topic is recorded.

To plot HOSCH's future course in view of today's dynamic global markets, the Management is venturing down new paths. We held a one-day workshop with a professional moderator to collect, discuss and organize a wealth of

ideas. Two key concepts in particular came into focus: the bundling of our innovative capacities and becoming even more international.

For this reason, we continue to look beyond our own front door to get new ideas from outside. The first eagerly awaited meeting of our Supervisory Board will take place in June. Three experienced experts and entrepreneurs will join us to probe the strategic and organizational direction HOSCH should take. We have invited them to share their experience with us to help us discuss ideas and proposals as a new generation takes the helm at our family-run company.

Modernizing our IT infrastructure is an important step in preparing for the future. Information that is available globally and the new media used to disseminate this information confront us with challenges that can be mastered only if the company's management and workforce pull together as a team.

Regardless of whether you are spending the summer at work, at home or on a well-deserved vacation, we wish all of our employees – and all our customers and friends around the globe – a successful second half of 2018.

Yours sincerely,

Cornelia Kill-Frech

Eckhard Hell

Dirk Heidhues

“Keep Hold of Proven Ideas But Stay Open to New Ones”

Interview with Dirk Heidhues, who joined the HOSCH Management in March 2018

Making HOSCH fit for the challenges of the future is one of the many tasks facing the three top HOSCH managers in Recklinghausen. Since March 2018 the team has included Dirk Heidhues (45), who shares the tasks of management with Managing Directors Cornelia Kill-Frech and Eckhard Hell.

Heidhues has a degree in engineering and joined HOSCH in January 2009. One of his first tasks as head of “Production International” at HOSCH was industrializing the Type HD0x scraper. HOSCH news interviewed Dirk Heidhues shortly after he returned from a business trip to Asia.

Where do you see the HOSCH Company on the market right now?

“HOSCH is a world leader in belt-cleaning technology. However, there is still a great deal of potential in our business, especially outside Europe, for example in Asia and North and South America.”

In what areas do you see the most promising potential for HOSCH to develop?

Dirk Heidhues

was born in 1973 in Beckum, North Rhine-Westphalia, where he also attended school. After an apprenticeship to become an equipment mechanic, he took a degree in mechanical engineering and graduated in 1999. He and his wife Ulla have two children, Anna (10) and Ben (12). The family lives in Lippetal, in the district of Soest. In his leisure time Dirk Heidhues loves doing sports, in particular going on bicycle trips.

“They lie very clearly in expanding our international business by intensifying the support we provide to our subsidiaries, and also through further expansion on promising markets by establishing new subsidiaries and entering into new service partnerships.”

What challenges will the company have to face in the coming years?

“Owing to the shift to renewable energy, HOSCH will have to reposition itself in 2030 at the latest, in order to consolidate its German sales market. Furthermore, the international growth will have to be organized and supported in the way that satisfies the high quality demands placed on HOSCH. For us this means that the structures and forms of organization will be continually examined and adapted to new requirements. I think this will be even more urgent because in the digital age we want to be involved in shaping the ever-faster changes that are occurring and the process of industrial digitization.”

What do you see as HOSCH's unique selling point?

“We offer our customers products with the highest quality and performance for cleaning their belt systems. We also provide the necessary specialist service, including not only working on the equipment but also documentation for the customer, support in the preparatory phase, and the complete management of replacement parts. HOSCH has been active in the bulk goods industry for over 40 years now. Based on its many years of experience, our engineers always have the overall belt conveyor system in mind and are happy to submit proposals



Dirk Heidhues, HOSCH Managing Director since March 2018.

for optimization to the customers. They might be ideas for reducing costs or for improving the systems. In my view it is this complete package of technology, service and advice which makes us so unique.”

What are your goals for the near future?

“Well, I have several. The most urgent one is to learn as much as possible about the national and international operations management, and to gradually take over the tasks currently carried out by Eckhard Hell. Then there is the job of maintaining cooperation in a spirit of trust combined with frank communication among equals in the Management, with our employees and with our customers. Together with our employees and customers, I would like to continue the steady development of HOSCH business that we have seen for over 40 years, and to keep hold of proven ideas while remaining open to new ones.”

A private question to finish off. Vacation time is approaching ... What plans do you have?

“I’m planning a bicycle tour with my family so that we can enjoy the country at a slower pace and from a different perspective.”

Always at the Customer's

HOSCH's seven branch offices in Germany can act and react quickly



The team at HOSCH's Süd-West branch office in front of their offices and warehouse in Saarlouis.

The HOSCH Company is a global player with subsidiaries around the globe. In Brazil and Malaysia, Chile and the U.S., Russia and Italy – HOSCH staffers are respected everywhere as specialists in on-site belt cleaning for customers. And of course this worldwide HOSCH network covers Germany, too. The Head Office in Recklinghausen supports seven branch offices and there is nowhere in Germany without a HOSCH presence.

For far more than 20 years HOSCH has been pursuing this strategy of not managing business in Germany from

Recklinghausen, but in proximity to the customer. "This means that we are always at the customer's side and can react and take action quickly." This is how Detlef Domke-von Bichowski describes the two main reasons for the firm's decentralization policy. The Sales Manager for Germany, Austria and Switzerland is responsible for the branch offices. He communicates with the respective branch office managers and assists them in customer acquisition and support.

Largest branch office is located in Thuringia

Each of the seven branch offices, from

Locations of the seven HOSCH branch offices in Germany:

HOSCH Niederlassung Altenburg

Molbitzer Straße 19
04600 Altenburg
E-mail: nl-altenburg@hosch.de

HOSCH Niederlassung Baden-Württemberg

Kochersteinsfelder Straße 8
74243 Langenbrettach
E-mail: nl-baden-wuerttemberg@hosch.de

HOSCH Niederlassung Bayern

Buchenweg 10
84339 Unterdietfurt
E-mail: nl-bayern@hosch.de

HOSCH Niederlassung Mitte

Brachtstraße 17a
63633 Birstein
E-mail: nl-mitte@hosch.de

HOSCH Niederlassung Nord 1

Glückauf Straße 30
31319 Sehnde
E-mail: nl-nord1@hosch.de

HOSCH Niederlassung Nord 2

Quellgrund 3a
21149 Hamburg
E-mail: nl-nord2@hosch.de

HOSCH Niederlassung Süd-West

Industriestr. 3
66740 Saarlouis
E-mail: nl-sued-west@hosch.de

Altenburg in Thuringia, and from Hamburg to Saarlouis in Germany's far west, has at least one warehouse for the various HOSCH products, offices and several employees in sales and service. Altenburg is the largest branch office in Germany, followed by the one in Saarlouis.

The major customers of the HOSCH branch offices include the energy suppliers Vattenfall and EnBW, the steel makers Dillinger and Stahlwerke Salzgitter, and a large number of cement works.

IMM 2018

**Mark the Date:
IMM 2018 Last Week of
September**

This year again the International Management Meeting (IMM) will take place at the Jammertal Golf & Spa Resort in Datteln – not far from HOSCH Headquarters in Recklinghausen. The hotel rooms and conference suite at this spa hotel have been reserved for the HOSCH managers from September 24 to 28.

A “Fighting Spirit” and a “Caring Nature”

After more than 20 years, Janina Heberling says goodbye to “her figures”

We are now saying goodbye to someone who just seemed to belong in the Headquarters in Recklinghausen, after more than 20 years of service to the HOSCH Group. Janina Heberling was hired on February 1, 1998 by HOSCH founder Hans-Otto Schwarze, and now she is taking well-earned retirement.

The HOSCH Management wrote a letter to mark the occasion, but also had some emotional and personal words of thanks for Janina, who holds a degree in business engineering. The managers paid tribute to her “fighting spirit” and “caring nature” – as her colleagues describe her. “Over a period of many years, you have applied your considerable expertise to our corporate figures and ensured that they were duly compiled in order to provide the foundation for entrepreneurial decisions. And you always reliably and punctually prepared the payroll for our members of staff. We wish to thank you for being such a pleasant and reliable person to work with over such a long period.”



Janina Heberling, who leaves us after over 20 years.

Janina Heberling comes from Bytom in Upper Silesia. She worked there as a teacher and school administrator before arriving in Germany more than 30 years ago. She has been married for over 43 years, and has two daughters and four grandchildren. Her HOSCH colleagues surprised her with a farewell gift certificate to stay in a particular country hotel that she likes very much close to her home.

Janina Heberling’s close ties with the HOSCH Group were evident not only on her last official working day, when she said a personal farewell to all her colleagues, but also afterward. She continued demonstrating her dedication by introducing her successors to “her figures.” Melanie Stüfchen was initiated into controlling and Nicole Kogelheide into payroll accounting.

Any Questions on HR?

New job profile for Nicole Kogelheide



Since May 1 of this year Nicole Kogelheide, assisted by Nicole Lehnert, has been responsible for all HR matters at HOSCH-Förder-technik Recklinghausen GmbH.

A HOSCH employee for over 21 years, Nicole Kogelheide started out at the reception and later moved to accounting before taking parental leave in June 2000. In October 2010, the mother of two children returned to work at HOSCH, assisting Janina Heberling in payroll accounting. In July 2012, while continuing to work, she enrolled in a course at the Chamber of Commerce & Industry (IHK) leading to a professional qualification as a human resource manager. While taking this course she also earned a certificate entitling her to train commercial employees.

New Job, New Tasks

Melanie Stüfchen moves to “Controlling International”

Welcome back! Since the beginning of April, Melanie Stüfchen (34) has been working in “Controlling International” at HOSCH and has taken over most of the tasks previously carried out by Janina Heberling, who is now taking well-earned retirement.

Melanie Stüfchen trained as a European commercial clerk and joined HOSCH in 2011. She began her career in Recklinghausen, working as a clerk in “International Sales” before taking maternity leave in December 2015. Alongside her work she completed a course at the FOM University of Applied Sciences, which led to a bachelor’s degree in International Management in 2017.

Melanie Stüfchen lives in Haltern am See. She is looking forward to the summer because that is when she is going to marry Sebastian Senger, father of her son Sam.



Melanie Stüfchen and Sebastian Senger with their son Sam, who is now two and a half.

HOSCH Chile Firmly Established on the Market

Six permanent employees and completely remodeled offices and warehouse space in Santiago



includes the service technicians Carlos Zepeda, Juan Pablo Salinas and Ronaldo Guzman. The latter three HOSCH employees work from different locations in the north of the Andean country: Carlos Zepeda from Calama, Juan Pablo Salinas from Copiapó and Ronaldo Guzman from the port of Iquique.

HOSCH Chile has a site (see left) in an industrial estate in the Chilean capital, Santiago. It includes a warehouse (lower left) and an office for Country Manager Cesar Vigo.

HOSCH Chile S.p.A. is now a permanent fixture on the South American market. Officially founded as a subsidiary of the HOSCH Company in the U.S. at the end of March 2017, the company now has six permanent employees, who spend most of their time working with customers in Chile, Peru and Bolivia. In all three countries, copper mining is an important industry with numerous underground and open-pit mines.



HOSCH Chile has its main office at an industrial estate in the Chilean capital of Santiago. In recent months the warehouse and offices at this location – covering around 400 square meters altogether – were remodeled and adapted to HOSCH requirements. The ceiling installation came first. Sounds of sawing and hammering then filled the air as new social facilities were built and racks put up in the warehouse.

Country Manager Cesar Vigo, the service technician Jorge Opazo and the administrative assistant Soranyi Paz (see second text) make up the backbone of the team of HOSCH Chile in Santiago. This team also

From the Consulate to HOSCH



Soranyi Paz views herself as the “link” between several countries

Since February 2018 Soranyi Paz (35) has been working for HOSCH Chile as an administrative assistant and as the “right hand” of Country Manager Cesar Vigo. Fluent in English and French, Paz views herself as the “link” between HOSCH Headquarters in Germany and HOSCH in South America. Besides her numerous administrative duties at the company’s office in Santiago, she is in charge of accounting and shipping. Her first impression of the job? “I really enjoy my work. Thanks to the constant flow of information between Spain, Chile, Columbia and Germany, I learn a lot of exciting things here every single day.”

Before coming to HOSCH, Soranyi Paz studied at the University of Antioquia in Medellin and had many different jobs – including working for a large company in Chile and for the General Consulate of Columbia in Santiago.

Coal, Steel and Aluminum

Russian service partner installs HOSCH scrapers in the most varied industries

Two out of three: two of the three most significant mining companies in the Kuznetsk Coal Basin in Russia's coal heartland in Siberia, were so impressed by the efficiency of HOSCH scrapers that they now use them for cleaning belts in their mines.

This has been the case since 2014, when HOSCH-Fördertechnik GmbH entered into a certified service partnership with the company Promtehnologii. Now Sergey Devyatov, owner and managing director of Promtehnologii, has added Eff Technik to his firm.

Last year 214.5 million tonnes of coal were produced in open-cast and underground mines in this part of the Kuznetsk Basin. The Evraz Group and KuzbassRazrezUgol (KRU), two of the largest Russian coal producers, have been using HOSCH products since 2014. Last year SUEK (the Siberian Coal Energy Company) joined them when it ordered its first HOSCH scrapers. Dmitriy "Dima" Devyatov, son of the Managing Director of the HOSCH distributor, said: "In addition to these large

mining companies, HOSCH products are installed in many other mines in this area. Every time a HOSCH device is installed we meet people who are hugely impressed by the high quality and efficiency. They are glad that HOSCH products resolve their problems. By the way, my father nearly always installs the scrapers himself."

For over a year now the Russian distributor has also had a foot in the door at the steel producer NLMK, a company similar to Thyssen-Krupp in Germany. Dmitriy Devyatov says: "We tested HOSCH scrapers in

a steel plant. Thanks to the good results and our excellent service we can expect to be included in the NLMK investment program in the near future." And there's

Dmitriy ("Dima") working on one of the belt conveyors.



Baby, it's cold outside! The photo shows Giancarlo Leombruno (left, with hard hat and ear protectors), Sergey Devyatov (center) and Sergey's son Dmitriy ("Dima") Devyatov in the Kuznetsk Coal Basin. Sergey Devyatov is the Managing Director of our distributor in Russia.

another company with equally high potential – United Company RUSAL PLC. Giancarlo Leombruno and a team from Eff Technik visited the city of Achinsk in southwestern Siberia. Here, too, HOSCH scrapers were tested – with the result that after the first inspection the company ordered more scrapers for belt cleaning. RUSAL is one of the world's largest producers of aluminum and meets three-quarters of domestic Russian demand. Its Achinsk plant converts nepheline ore from the open-cast mine in Kiya-Shaltyr into alumina.



+++ HOSCH Personnel Ticker +++

Michael Evanitz, Sales Manager at HOSCH Company, has gotten married. At the beginning of the year he said, "I do!" to Allison Strouse, mother of



13-year-old Paul. The wedding photo was taken on the beach at Lauderdale-by-the-Sea, to the north of Fort Lauderdale in Florida, where the whole family celebrated the wedding. Afterwards, the happy couple spent their honeymoon in Mexico.

Saliha and **Brahim Bachari** are delighted to announce the birth of their third child. Baby daughter Inas arrived at 2.15 p.m. on April 2, weighing 3.7 kg. Both Inas and her mother are doing well. Brahim Bachari, who has been working for HOSCH in Casablanca since October 2017, with responsibility for the North African region,



explained a national tradition to HOSCH news: "We did not name our baby as soon as she was born. Here in Morocco a baby is officially named in a ceremony held on the seventh day." Inas' older brother Abdelhamid (aged 6) and older sister Yasmine (aged 3) are proud of the new addition to the family.



Mohammad Akmal (38) also tied the knot in April. The HOSCH Asia manager, who was honored with the "Golden Module" last year, married Zawatil Hanani in Perak (photo below) – one of Malaysia's largest and most heavily populated federal states – accompanied by family members and a large number



of friends. Besides Mohammad Akmal, two more employees of HOSCH Asia in Malaysia recently tied the knot. In May **Mohammad Hassan** married his fiancée Rina Idayu in Putrajaya, south of the capital of Kuala Lumpur. Hassan has been working for HOSCH since February 2018, assisting Nales Rajah in administration with all financial transactions. The March wedding of **Moham-**

Printer's Imprint

**HOSCH-Fördertechnik
Recklinghausen GmbH**

Responsible:
Dipl.-Ing. Eckhard Hell, Managing Director

Editorial Board:
Jochen Schübel – JournalistenBüro Herne GmbH (Management) and Hella Spiekermann

Translations:
Shawn Christoph, Elizabeth Hicks and Hella Spiekermann

Texts:
Marisa Akamatis, Mohammad Akmal, Elizabeth Barnes, Philippe Bourlard, Ioanna Döringer, Paul Harris, Giancarlo Leombruno, Mary Murawski, Soranyi Paz,

Peter Petzold, Nales Rajah, Magdalena Sajko, Matthias Schübel, Linda Steiner and Mariangela Vassallo

Photos:
Marisa Akamatis, Brahim Bachari, Philippe Bourlard, Paul Harris, JournalistenBüro Herne (archive), Silke Kammann, Stefan Kuhn, Giancarlo Leombruno, Mary Murawski, Peter Petzold, Nales Rajah, Magdalena Sajko and Mariangela Vassallo

Design & Layout:
claus+mutschler

Publisher's Address:
HOSCH-Fördertechnik
Recklinghausen GmbH
Hella Spiekermann

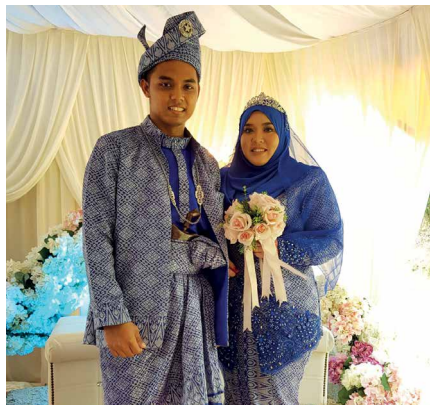
Am Stadion 36
45659 Recklinghausen
Germany
Tel: +49 2361 - 5898-0
Fax: +49 2361 - 5898-40
E-mail: hella.spiekermann@hosch.de

HOSCH news is the company magazine of HOSCH-Fördertechnik GmbH in Recklinghausen, Germany. It is published twice a year. Next issue: December 2018.

Cover Photo:
Our cover photo shows the Morenci Copper Mine owned by Freeport-McMoRan Inc. in southeastern Arizona (U.S.), an area where HOSCH Company wishes to expand.
Photo: Giancarlo Leombruno.

+++ HOSCH Personnel Ticker +++

mad Shahrizan and Nor Afifah took place in Kapar, a city in the district of Selangor. Shahrizan has been employed by HOSCH Asia as a technician since January 1, 2018.



Josef Koper said farewell to active working life at the end of January. He had worked for the HOSCH Group for almost 30 years, most recently as a master craftsman at Plant I in Recklinghausen. With his excellent technical know-how he made sure that production ran on time and all customer orders were properly processed. The HOSCH Management



wrote him a letter marking his transition to well-earned retirement: "We thank you for always being such an agreeable and supportive member of staff. We wish you all the best for the new phase in your life, including many years of good health and the opportunity to realize your plans and projects." In addition, HOSCH Managing Director Dirk Heidhues presented

the new pensioner with an appropriate gift on his last working day – following up on a tip from his colleagues.

Jenson James was in a hurry. The second child of **Erica Wallace** (HOSCH GB) and her husband Liam, arrived two days ahead of schedule. Shortly before 10 a.m. on February 23, Erica and Liam held their healthy newborn son in their arms for the first time. Jenson is a baby brother for Aurora, who turned two in March and loves her new role as the "big sister".



Happy new parents at HOSCH Company: **Mark Charles** and his fiancée Jess proudly announced the birth of their first child, Zane Thomas. At birth Zane weighed over eight-and-a-half pounds and measured nearly 60 cm.



A "new baby" was also reported by HOSCH Chile: Matilda, the second child of **Jorge Opazo** and his wife Camila Carrasco, was born on February 20. At

birth the little girl weighed over seven pounds and was 51 cm long. Her arrival makes Jorge Opazo, Jr. a "big brother."



The children's father has been working as a service technician at HOSCH Chile for a good year now. Assigned to the company's main office, he also supports the team as a warehouse manager and sales representative.

HOSCH Service Anniversaries

During the first six months of 2018 the following HOSCH employees working at HOSCH Headquarters in Recklinghausen celebrated service anniversaries:

10 YEARS

Claudia Steffens
Harald Bressin
Thomas Eibl
Hubert Kopyto
Carsten Kutschki
Emanuele Ogliastro
Ali Yilmaz

15 YEARS

Melanie Weiland
Holger Blaas

20 YEARS

Frank Giove

25 YEARS

Bernd Schuster

Stronger Network with Tunnel Builders

Successful appearance by HOSCH France at the AFTES Congress

Every three years the French Tunneling and Underground Space Association (AFTES) organizes a trade show. HOSCH France was one of the exhibitors on the trade show grounds right in the center of Paris, where the three-day exhibition attracted around 4,000 visitors from over 50 countries.

The team that took turns at staffing the HOSCH stand consisted of Philippe Bourlard, Claude Trumpf, David Henon, Jean-Marc Pataut, Adrien Audoire and Rafel del Pino. Philippe Bourlard was pleased to have a large number of fruitful discussions, refresh old contacts and make many new ones. "The trade fair was an excellent opportunity to improve our networking with the players in the tunnel business. Over 80 percent of the visitors to our stand already knew us and use our products."

On the exhibition days in Paris it was clear that tunnel-building in France is



Philippe Bourlard (left) and his team ran the HOSCH stand at the AFTES Congress in Paris.

a small world where everyone knows everyone else. The large firms cooperate with external providers of belt conveyors and other equipment. These external providers work in turn with other providers of smaller equipment items. "This is where we come in. It was therefore important for us to be present at the show to exhibit our scrapers – in

the hope that the conveyor manufacturers and final customers will want to use our services," Bourlard explained. He concluded: "We want to pursue the potential customers we met at the AFTES trade show and do business with them. Even one new contact can lead to a major business success for us."

Packing Boxes and Crates

Two moves in France – New warehouse in Calais offers substantially more space

The employees of HOSCH France have had to pack boxes and crates twice. Managing Director Philippe Bourlard and his team moved their office from Réau in the Département of Seine-et-Marne to a "business center" five kilometers away in Limoges-Fourches. "At the new location we now have several offices," explained Philippe Bourlard. "We use a smaller room for our archive, and Claude Trumpf and Maryse Moncourier now work together in a larger room." Incidentally, the company's management and the technical team from Calais organized the move.

HOSCH France's second move affected the office and warehouse space in the port city of Calais directly on the English Channel. At this location HOSCH France rented an attractive building – including three offices of 60 square meters each and a warehouse

with more than 300 square meters – in an industrial estate. "At the new warehouse we have the space to organize our storage better and to repair HOSCH products," says Philippe Bourlard. "Moreover, we now have safe indoor parking spots, which makes it a lot easier for our tech-

nicians to load materials and supplies onto our company vehicles." One of the new offices is used by the service technicians to do their paperwork. The second office is used by the sales staff and Philippe Bourlard himself, while the third office serves as a meeting and conference room.

The address of the new main office of HOSCH France:

HOSCH France S. A. R. L.
885, Rue Louis Breguet
Bâtiment 6
62100 CALAIS
France

HOSCH Company Forges an “Alliance”

Mary Murawski believes her new service team is on the right track

For 15 years, HOSCH Company in the USA has maintained close and above all very productive ties to Alliance Coal in the state of Maryland. This company produces and sells coal, and has key facilities in the eastern United States.



The network is now about to expand. Jesse Lilley and Terry Victor, two new service technicians at HOSCH Company, contacted a coal mine and a processing plant owned by Alliance Coal in the state of Pennsylvania – where they knew the belt conveyor coordinator well from previous jobs. Lilley and Victor installed a scraper there for testing purposes. Their efforts were crowned with success, as the very good cleaning performance led to the HOSCH team being commissioned to install additional HOSCH scrapers, this time underground, on “critical belt conveyors,” i.e. belts subject to heavy use.

Mary Murawski could not resist a play on words: “Following this successful demo installation, I can see that our service team is on track for another alliance.”

Jesse Lilley and Terry Victor by their HOSCH pickup. The two new service technicians are forging another “alliance” in Pennsylvania.

“Fit for HOSCH”

Employee training at HOSCH Company

“Training, training and more training!” Last year the team of HOSCH Company put this cornerstone of the HOSCH philosophy into practice by making all employees working in sales and service

“Fit for HOSCH.” During the training every single employee was brought up to speed on all the HOSCH products.

For Mary Murawski the most important thing was to train the entire team intensively again on the importance of the proper selection, installation and maintenance of the HOSCH scrapers. The “hands on” part of the training was supplemented with information on the in-house advanced training program and the presentation of HOSCH products during sales talks.

In the first quarter of 2018, this was followed by a refresher course for employees of HOSCH’s four U.S. distributors. “The sales reps were very interested and happy to hear that the training will be ongoing,” Mary Murawski added.



The HOSCH Company employees had a chance to update their theoretical know-how.

Expansion in the Western USA

HOSCH Company hires new employees for Arizona and Colorado

“Go west!” As part of its ongoing westward expansion, HOSCH Company hired two new employees for the states of Arizona and Colorado in April: David Evanitz and Mitchell Pierce. Mary Murawski explained why. “In Arizona, where HOSCH scrapers are employed very successfully in copper mines, we needed an additional service technician to meet the increased demand. In Colorado, where mainly gold, silver, coal and uranium are mined, we likewise had to enlarge our work force.”

At the beginning of April David Evanitz and Mitchell Pierce learned the theoretical side of the HOSCH business at the company’s U.S. headquarters in Oakdale, Pennsylvania. Tim Fircak trained his new colleagues on all the HOSCH products and stood next to them as they installed several scrapers on the training belt. The practical side of the business came next: Together with the experienced service technician Gary Parson, Mitchell Pierce travelled to Arizona to work in the copper mines. For Pierce accepting the new job also meant moving from the Midwestern state of Indiana, where he had worked

on his family’s farm, to the town of Gilbert in Arizona.

David Evanitz brings 30 years of experience in sales and customer acquisition to HOSCH. He graduated from the Robert Morris University in Pittsburgh, Pennsylvania, with a “Master of Business Administration” (MBA) degree. The MBA program equipped him for the increasing demands of the globalized markets in the fields of intercultural communication, business and marketing.

A Quick Decision to Move in Australia

After a long search, everything suddenly happened very fast as HOSCH International accepted an offer of new premises in less than 24 hours

“Always seize a good opportunity!” – This was the reaction of Paul Harris, Managing Director of HOSCH International in Australia, in October 2017 when he was presented with an offer to lease distinctly more suitable premises for his team. The reason he did not hesitate was that the existing quarters – which they had moved into in the first half 2013 – were far too large and ate up a huge amount of money in rent and ancillary costs.

It came as no surprise then that Paul Harris, together with Marisa Akamatis and Hannah Mayvis, started an intensive search for new premises. The trio studied the real estate market around Perth for several weeks and looked at five options. The HOSCH team was quick to note how difficult the real estate market is and, according to Harris, “how uninformed real estate agents are when they represent the owners. I felt as if I was in a snake pit!” While the HOSCH team was still looking, a large chunk of the “old” HOSCH building had been sublet. As a result, the new tenant was working right alongside



Super-modern and very inviting: the exterior of the new office of HOSCH International in Perth, Australia.



The newly renovated reception area is ready for visitors.

warehouse was packed up. The move went off without a hitch. IT expert Jason Cutler recreated the entire communications infrastructure and IT security, while Financial Controller Andrew Ip and Warehouse Manager Andrew Wells organized the entire warehouse move – a feat which involved safely transporting HOSCH products and equipment of enormous value. Service Manager Dave Ferguson – assisted by Warren Kilmister, Martin Kirk and Roger Pollitt – was in charge of packing up and transporting the inventory to the new building. The sales team had the job of supervising the electrical wiring and the painting.

Paul Harris sums up: “Once the dust had settled and all the tasks were completed, we could see that the new offices and warehouse offered enormous advantages.”

New address of HOSCH International:

5 Pitino Court, Osborne Park, WA 6017, AUSTRALIA
PO Box 1844, Osborne Park DC, WA 6916, AUSTRALIA

the HOSCH team. “Not a good solution!” commented Harris. “And then everything suddenly went very fast!” Marisa Akamatis and Hannah Mayvis had found a suitable building only two kilometers away! “We accepted the offer in less than 24 hours!”

The entire team pitched in

During the following two weeks the offices were emptied and the complete



There's room for all the HOSCH products in the new warehouse.

Groundwork in Asia Bears Fruit

HOSCH Indonesia concludes maintenance contract with the country's largest coal-mining company

“Systematic groundwork to build up business on the huge continent of Asia!” This was the target set by the HOSCH Group around five years ago – and the results are something to be seen.

PT HOSCH Technology Indonesia (HTI), headquartered in the city of Balikpapan on the Indonesian part of the island of Borneo, has now concluded a maintenance contract for HOSCH scrapers with PT Kaltim Prima Coal (KPC), one of the largest coal-mining companies in the country. KPC, a reliable partner of HOSCH for the last several years, has a



Mir Kazim Ali, manager at the PT Holcim Indonesia Tbk cement plant in Tuban (left), shaking hands with Robert Steiner and Tumito.

stated total production capacity of more than 50 million tonnes per year. HTI Manager Robert Steiner hired two new employees so that HOSCH would have enough staffers to satisfy all of KPC's requirements. Andika Ari Wahyudi joined the team in February, and his colleague Tumito joined in April.

However, Robert Steiner is deploying Tumito not only at KPC. The two men worked together to install some new scrapers at the Holcim cement plant in Tuban on the northern coast of Java. The

plant was built by ThyssenKrupp AG and belongs to Holcim, a global player in construction materials. It has been using HOSCH prescrapers and scrapers on its two production lines for some time now, along with a correspondingly large number of belt conveyors.

Parallel to the installation, Robert Steiner

used the time spent in Tuban for sharing ideas with Mir Kazim Ali, the plant manager. Afterwards, Steiner said, “I expect that this meeting will intensify our already very good relations.”



The HOSCH team Octavianus (left, standing) and Andika Ari Wahyudi (second from right, standing) with KPC management representatives.

HOSCH Asia “Under Full Power”

Service contract for coal-fired power plants in Malaysia

HOSCH scrapers have been cleaning the belt conveyors at the coal-fired Tanjung Bin Energy (TBE) plant on the southern tip of western Peninsular Malaysia for more than 10 years. The entire installation covering about 65 ha consists of two power-generating units, Tanjung Bin Power Plant and Tanjung Bin Energy, generating over 3,000 MW of power. Both plants belong to Malakoff Corporation Berhad, an independent water and electric power utility. Malakoff is, by its own account, the largest independent electric power producer in Malaysia with an installed net capacity of 6,346 MW in seven power plants.

Mohammad Akmal, General Manager of HOSCH Asia, succeeded in concluding a service contract for the various belt conveyor systems as of 1 April 2018. The belts, which have a width of 1,200 to 2,000 mm and run at a top speed of 4.5 m/s, are cleaned by a variety of HOSCH scrapers. Project Manager Khairul Afandi and his five-member team will now service the scrapers regularly. Mohammad Akmal views this service contract as a good opportunity for HOSCH to obtain additional orders from other power stations in the Malakoff Group.



“A Period of Continuous Learning”

Paulo Cesar Marques da Silva has been at HOSCH do Brasil Ltda. for ten years



Paulo Cesar Marques da Silva with the HOSCH Award for his ten-year service anniversary.

Even in the shadow of the Sugar Loaf, close ties with HOSCH are regarded as very important. This was demonstrated once again in March, when Paulo Cesar Marques da Silva received an award for

his ten years of service at HOSCH do Brasil Ltda. The man that everyone at HOSCH calls “P.C.” assessed his career so far as “a period of continuous learning and cooperation”.

Paulo Cesar Marques da Silva joined HOSCH in March 2008 and is already the third member of staff at HOSCH do Brasil Ltda. to break through the “ten year barrier.” In his speech of appreci-

ation, Country Manager Peter Petzold described his “Technical Supervisor II” as “responsible, helpful and accommodating.” To mark his work anniversary, the company gave P.C. a gift certificate for a romantic dinner that he and his girlfriend Cíntia enjoyed in one of the best “churrascarias” in Belo Horizonte. These traditional restaurants in southern

Brazil specialize in grilled meat (“churrasco”). P.C. spends his free weekends with his family, who live about a three hours’ drive from Belo Horizonte. He is also a fanatical supporter of Cruzeiro Belo Horizonte, one of the two major soccer clubs in the city where our Brazilian HOSCH company is headquartered.

And he’s not full grown yet ...

Doberman “Apolo” will also be employed as a guard dog

“Gone to the dogs...” aptly describes what has happened to Peter Petzold. The Managing Director of HOSCH do Brasil Ltda. recently fulfilled a childhood dream by adding a furry friend to his life. The new family member, a Doberman named “Apolo”, was born in late November.

Weighing nine kilos at birth, the youngster now tips the scales at almost 30 ki-



Peter Petzold’s dog “Apolo” is still a lap dog – but not for long!

los. “When he’s full grown, he will easily weigh over 40 kilos,” says his proud owner. Incidentally, Apolo will be a genuine “Hoschi”: Peter Petzold intends to put him to work soon as a guard dog at HOSCH do Brasil Ltda.

Right now, however, Apolo is first and foremost a member of the Petzold family. “He sleeps beside my bed – not in it!” says the HOSCH manager with a wink.

State Secretary Visits HOSCH Stand

A VIP visited the HOSCH Poland trade show stand in Bełchatów. Grzegorz Tobiszowski (pictured, right), State Secretary in the Polish Ministry of Energy and entrusted by the Polish Government with restructuring the mining sector, was greeted by Krzysztof Lebioda (left), who explained the various HOSCH products. Lebioda and his team presented some of them, including the new



Type HD-PU-L pre-scraper, at the three-day show in mid-April. The biennial trade fair attracts specialists from the brown coal industry in Eastern Europe. Bełchatów, located south of Łódź, is one of the largest and most modern open-cast mining districts in the world. The first HOSCH scrapers there were installed in 2003.

Success Stories in the Waste Management Industry

HOSCH Italy offers individual solutions for industry all over Italy

As everywhere in Europe, the waste management and recycling industry in Italy – with a portfolio ranging from used glass and plant waste to building rubble and mixed waste – has seen dramatic change and development. Since 2009 HOSCH Italy has played an active part in this process and has elaborated a large number of solutions for optimal belt cleaning at waste management companies.

Nine years ago it was companies in the regions of Campania in southwestern Italy and Emilia Romagna in the north that were using HOSCH Type B6 scrapers to clean belt conveyors carrying a wide range of assorted wastes. According to Mario Del Pezzo, Managing Director of HOSCH Italy, the reasons for the B6's popularity were that "it delivered outstanding

cleaning performance and could also be used in very confined spaces and on belts with mechanical splices."

In the meantime customers in other regions of Italy have also come to swear by the flexible and dependable HOSCH solutions. "We are now operating successfully at composting, waste man-

agement and recycling plants from the top to the tip of the boot," says Mario Del Pezzo. "The continuous cleaning efficiency and the long service life of our products are the main factors that have won over the leading waste management companies here in Italy as well as the OEMs and planning offices."



A HOSCH scraper in operation at a waste management plant in Italy.

Installation and Service

Piotr Szproch has been working for HOSCH Poland since February

The Polish HOSCH company head-quartered in the city of Wrocław hired a new service technician in February. His name is Piotr Szproch and he is mainly concerned with installation, service and sales at the HOSCH customers in the region of Silesia.

Piotr Szproch (35) also lives in this district – in the city of Dąbrowa Górnicza to be precise. It is located in

the Dąbrowa Basin, approx. 16 km from Katowice. Together with his wife Karolina and their two daughters Anita (9) and Martyna (4), in his free time he enjoys messing around with the "fifth member of the family," a Jack Russell terrier named "Ozzi". On the weekends the whole family also goes for long bicycle trips in the countryside. Dąbrowa



Górnica has a lot of green spaces and four artificial lakes where locals go swimming and engage in water sports.



HOSCH International (Pty) Ltd.
Australia
5 Pitino Court
Osborne Park
6017 Western Australia
Tel +61 8 9315 8000
Fax +61 8 9315 8001
E-Mail mail@hosch.com.au



HOSCH Austria GmbH
Austria
Belvederegasse 2
1040 Wien
Tel +43 1 22100-222
Fax +43 1 22100-223
E-Mail office@hosch-austria.at



HOSCH do Brasil Ltda.
Brazil
Avenida do Contorno 6846
Sala 203 - Lourdes
CEP 30110 - 110 Belo Horizonte
Minas Gerais
Tel + 55 31 32 84 80 68
Fax + 55 31 32 87 36 80
E-Mail hosch@hosch.com.br



HOSCH Chile S.p.A.
Chile
José Miguel Infante 8765 – Bodega 10
Renca-Santiago
Tel +56 9 6226 5784
E-Mail info@hosch.cl



HOSCH France S. A. R. L.
Centre d'affaires AEROPÔLE A et B
Aérodrome de Melun-Villaroche
Chemin de Viercy
77550 Limoges-Fourches
Tel +33 1 64 13 63 60
E-Mail info@hosch.fr



HOSCH Fördertechnik
Recklinghausen GmbH
Germany
Am Stadion 36
45659 Recklinghausen
Tel +49 23 61 58 98 0
Fax +49 23 61 58 98 40
E-Mail mail@hosch.de



HOSCH (G.B.) Ltd.
Great Britain
97, Sadler Forster Way
Teesside Industrial Estate
Thornaby Teesside
TS17 9JY
Tel +44 1642 751 100
Fax +44 1642 751 448
E-Mail mail@hosch.co.uk



HOSCH Equipment (India) PVT Ltd.
India
The Gariahaat Mall, 4th Floor
13, Jamir Lane
Kolkata 700 019
Tel +91 33 3370 0400
Fax +91 33 2396 3649
E-Mail hosch@cal.vsnl.net.in



PT. HOSCH Technology Indonesia
Indonesia
Jl. Mt Haryono Perum
Bukit Damai Indah
Blok C1 No 33 RT 27
Balikpapan 76114
Tel +62 542 88 616 92
Fax +60 3 7966 5672
E-Mail indonesia@hosch-asia.com



HOSCH Italia S.R.L.
Italy
Via Lucania snc –
c/o Polo Comm.le „Il Granaio“
84098 Pontecagnano
Tel +39 089 84 90 52
Fax + 39 089 385 47 95
E-Mail mail@hosch.it



HOSCH Techniki Transportowe Polska Sp. z o. o.
Poland
ul. Kamińskiego 201-219
51-126 Wrocław
Tel +48 7 13 21 92 21
Fax +48 7 13 21 92 21
E-Mail info@hosch.pl



HOSCH Fördertechnik (SA) (Pty) Ltd.
South Africa
P.O. Box 14630
Witfield 1467
Burns Business Park
Unit 4, 12A Jet Park Road
Jet Park 1469
Tel +27 11 826 6940
Fax +27 11 826 6784
E-Mail sales@hoschsa.co.za



HOSCH IBERIA S.R.L.U.
Spain
Calle Roger de Llúria, 50, 5º piso
08009 Barcelona
Tel +34 93 467 49 10
Fax +34 93 487 38 14
E-Mail hosch@hosch.es



HOSCH Schweiz GmbH
Switzerland
Birkenstraße 49
6343 Rotkreuz
Tel +41 41 790 25 33
Fax +41 41 790 51 09
E-Mail info@hosch-schweiz.ch



HOSCH Company
USA
HOSCH Building
1002 International Drive
Oakdale, PA 15071-9226
Tel +1 724 695 3002
Fax +1 724 695 3603
E-Mail hosch@hoschusa.com



HOSCH Asia PLT
Malaysia
C-10-5, Block C, 5th Floor
Setiawalk Persiaran Wawasan
47160 Puchong
Tel +60 3 5879 9950
E-Mail mail@hosch-asia.com