

HOSCH *news*

The International HOSCH Magazine



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HOSCH Goes Future



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

A year that was exciting and work-intensive in equal measure is drawing to a close. In the past 365 days we have provided decisive input – both to the company's management and the owner family – to make sure the HOSCH Group will be led by modern management in the years to come. All of this took place under the motto "HOSCH GOES FUTURE." As a result, Ansgar Frieling will join the top management of the company as of January 2019.

Creative products aimed at securing the future of the HOSCH Group are the result of the first international R&D work at HOSCH and the central collection of information, experience and all-out innovative power. By building up a knowledge database accessible to everyone, we want to show that, in a globalized economy, HOSCH also thinks and acts globally.

The use of key figures to represent our economic situation – an instrument of corporate steering – has been made more modern and more transparent. The new Advisory Board inaugurated in the summer of 2018 has, by viewing the company from the outside, motivated us to continuously monitor our processes and decisions.

Yours sincerely,

Cornelia Kill-Frech

The HOSCH Group takes a sincere interest in its workforce. This makes us an attractive and recognized employer world-wide. We want to take measures suitable for further fostering this good work climate. In the coming year, for example, we will be offering young people traineeships in production and administration.

You can see, and can read in this issue of the HOSCH news, that HOSCH is entering the future with a lot of pep, fresh ideas, commitment, industriousness and enjoyment in working. There's no stopping a "HOSCHi!" We would like to express our very special gratitude to all of you for your outstanding performance in the year that is almost over.

We sincerely wish you and your loved ones all over the world – as well as all our customers and distribution partners – a "Merry Christmas," a fantastic end of the year and a healthy, happy and successful 2019. Enjoy this slightly more peaceful time of year and get a lot of rest – you can be sure that next year will be just as exciting as this one was!

Eckhard Hell

Dirk Heidhues

HOSCH Faces the Challenges of the Future

IMM 2018

Preparing for future requirements formed one key topic at the IMM 2018. Managers of the HOSCH companies met again in Vest

The three-day International Management Meeting (IMM) 2018 had a packed agenda including many varied tasks as well as discussions, talks and informative presentations. Despite that, in accordance with tradition there was still time at the annual meeting of managers of the 16 subsidiaries of HOSCH Förder-technik GmbH for a large number of personal conversations, intensive contacts and not least for a brief excursion into the world of kitchens and chefs (see page 5).

The conference activities alternated

between the familiar "Jammertal" hotel and HOSCH Headquarters, and concentrated on the following key topics: the challenges facing the HOSCH Group in 2019, the presentation of new products, the induction of new employees and the whole area of "HOSCH GOES FUTURE." The latter topic was dedicated mostly to the increasing digitization in service, production and contacts with customers, and how HOSCH is preparing for the changes. Of course, the conference included the presentation of the "Golden Module" award, to which the HOSCH management welcomed

Recklinghausen's mayor Christoph Tesche as guest of honor, in keeping with tradition.

And the founding of HOSCH Chile in 2017 was crowned by success: "Cesar Vigo and his team had an incredibly good first year," said HOSCH Managing Director Eckhard Hell with great satisfaction.

The IMM agenda also included a demonstration of the fully redesigned HOSCH website and a large number of presentations by the various HOSCH managers from around the world.

Placing the Work on More Shoulders

Ansgar Frieling joins the Management of HOSCH-Fördertechnik Recklinghausen GmbH in January 2019

Globalization, digitalization and demographic change – HOSCH-Fördertechnik GmbH, like other companies, reacts to all these social megatrends. As of January 2019, the company will have a fourth Managing Director: Ansgar Frieling (43), a graduate in business administration.

He will be in charge of the national and international controlling at HOSCH. With the support of Eckhard Hell, he will also get involved in the management of the international HOSCH companies. Managing Partner Cornelia Kill-Frech sees the company's decision to hire a fourth Managing Director – next to Eckhard Hell, Dirk Heidhues and Kill-Frech herself – as a clear-cut signal that "we have brought our company into an excellent position for the future."

In a memo sent to all HOSCH employees in mid-December, the management team wrote: "Sharing our know-how with 'new



Ansgar Frieling (43).

brains' on a regular basis is part of our efforts to make the company fit for the future. With Dirk Heidhues and Ansgar Frieling, both of whom were born in the 1970s, we want to equip our management team to do exactly that. The process of globalization that is gaining speed without letup at our company calls for more

shoulders at the top among which the work can be distributed. This gives us the chance, for example, to engage in personal discussions with all the HOSCH managers worldwide more frequently than once annually."

Ansgar Frieling studied controlling and marketing. His professional career started at a medium-sized company in the telecommunications sector and continued at the largest German company in the waste management industry, where he held a responsible position in international business development. Before coming to HOSCH, he was Managing Director of an industrial service provider in the Ruhr, where he was responsible for more than 1,100 employees.

Ansgar Frieling is married and lives with his wife and three children – aged thirteen, ten and four – in the Münsterland region. His hobbies include riding his racing bike and travelling.

“Super Mario” in the Spotlight

“Golden Module 2018” goes to Mario Del Pezzo from HOSCH Italia

It is not quite the famous annual Oscar ceremony in Hollywood that honors the best actors in the world, but the presentation of the HOSCH Company’s “Golden Module” was an event full of excitement just the same. Only Managing Partner Cornelia Kill-Frech and the Managing Directors Eckhard Hell and Dirk Heidhues knew the name of the winner – and they kept it a secret until the award was presented.

All the HOSCH managers were clearly already nervous at their lunch meeting shortly before the award ceremony took place at HOSCH Headquarters in Recklinghausen during the IMM 2018. “The presentation is always something special for us, too, because our managers do their best year in, year out for our company,” explained Cornelia Kill-Frech just before she presented the prize together with Eck-

hard Hell and Recklinghausen’s mayor, Christoph Tesche.

In 2018 the contest was even closer than it had been in the preceding years. The judges finally selected Mario Del Pezzo (44), Manager of HOSCH Italia, who is just called “Super Mario” by his colleagues – after the hero in a certain video game. When his name was announced, Mario Del Pezzo was totally overwhelmed and in a quivering voice thanked his Italian team in particular. “This prize is the reward for the excellent work put in by my whole team. All our staffers demonstrated total commitment and great dedication to our company.” This brought resounding applause from his HOSCH colleagues, before his photo was taken several times – and he was clearly proud to be the winner of the “Golden Module.” In fact he could not escape the spotlight – so it was almost like Hollywood!

Mario Del Pezzo (2nd from right) after the awards ceremony together with Recklinghausen’s mayor Christoph Tesche, Cornelia Kill-Frech and Eckhard Hell (from left to right).



From Accounting to IT Department

Claudia Krieger would like to develop her skills every day

Claudia Krieger (48), a native of the German city of Dortmund, has been working for the HOSCH Company at its Head Office in Recklinghausen since 2017. She first worked in our accounting department, before switching to IT at the beginning of 2018. Claudia Krieger developed an affinity with the IT sector in the mid-1990s while studying business administration and IT for four years at evening school in Bochum. Before joining HOSCH, Claudia spent almost 20 years working as an assistant to the directors of a mid-sized company specialized in ultrasound sensors in Dortmund.



Claudia Krieger has set herself some goals for her future at HOSCH: “I like learning new things about the servers and computers every day, and I would like to improve my skills and knowledge so that I can provide targeted support for my colleagues.”

Many Cooks Won't Spoil...

...the broth: HOSCH managers swap conveyors for a kitchen stove

Very tasty! The HOSCH managers are not only experts in scraper technology, but can also handle pots and pans – which they proved at an evening cookery event in the “Gasthaus Stromberg” in Waltrop near Recklinghausen. However, the “trainer” of the HOSCH team on this particular

Wednesday evening during the IMM 2018 was not an engineer, but the expert chef Stefan Manier (48).

The venue for the cookery evening was a good choice for HOSCH because the “Gasthaus Stromberg” runs this kind of event in the former electrical workshop and joinery of the Waltrop pit, where coal was mined until June 1979. Today the former mine is one of the protected industrial monuments in Germany’s Ruhr area.

The HOSCH team of 30 amateur cooks was exceptionally impressed by the atmosphere and by the star chef’s team. After a welcoming glass of sparkling



Team-building in the kitchen: Cornelia Kill-Frech, Cesar Vigo (left) and Mario Del Pezzo take up the challenge of preparing homemade ravioli.

wine, all the participants donned their aprons and set to work cooking a three-course dinner. The menu included an apple and radish salad, marinated Scottish salmon, fillets of veal, ravioli and a sweet dessert of chocolate and bayleaf soup – all accompanied by the appropriate beverages.

After cooking and eating a delicious meal together, the participants concluded, “We had a deal of fun, the food was fantastic and the service very attentive.” And now the HOSCH managers can repeat the dinner at home – some of them even in style by wearing a genuine “Gasthaus Stromberg” apron that they were given as a souvenir.

A Circuitous Route from Bochum to HOSCH

Kim-Jana Kösterke: an experienced expert in mechanical engineering

Kim-Jana Kösterke (31) has been working for HOSCH in Recklinghausen as an engineer since January 2017.

After graduating from the Dortmund University of Applied Sciences and Arts with a bachelor’s degree in mechanical engineering (majoring in design and production), she gained her initial professional experience at firms specializing in dosing and mixing technology and in the production of precision blow mold tools. At her last job before moving to HOSCH, she worked at a large engineering firm in Dortmund where she was responsible for the calculation and design of wire cutters and other types of shears and cutters. Kim-Jana Kösterke still lives in her native city of Bochum in the industrial Ruhr. Her main hobbies include sports at great heights and great depths, as she enjoys both climbing in the mountains and diving in the sea. She also devotes a large part of her free time to reading.



Traveling as Far as South Africa for Training

Trainee Tobin Frech rotates through all sectors of the company

Tobin Frech has been enrolled in the HOSCH Trainee Program since November 2017. As part of his three-year training, the 27-year-old native of Herne has rotated through various departments of the company to gain a comprehensive picture of corporate structures at HOSCH. Besides learning about the company, his focus is on the relationships

to the international HOSCH companies and the “proximity to all employees and products.” The time frame for the three-year trainee program is tight: Tobin has already visited HOSCH in South Africa and done stints at various locations in purchasing, sales and service. In 2019 and 2020 he plans to concentrate on the HOSCH-TTT (Train the Trainer) program

and to also develop new training units for the HOSCH Training Program together with Thomas Legner.

Tobin Frech completed his master’s in business administration in 2017. In his free time, he likes to play basketball, learn more about other countries and cultures, or spend time with family and friends.



A Summer Party for the Whole Family

“Getting to know you!” – A successful first at HOSCH Headquarters in Recklinghausen



There was “music in the air” at HOSCH’s summer party – and a lot of finger-snapping rhythms!

“How many flags can you see on the picture of the tunnel-boring machine?” Or “how many animals are there on the HOSCH calendar?” These are only two of the eight questions that (principally) children had to answer in a small treasure hunt at the first HOSCH summer party in mid-September.

The short quiz, with small prizes for those who could provide the correct answers, was just one of many suggestions that came up during the preparations for the party. And the motive behind the idea – and many other ideas, too – was the same as that for the summer party itself: people should get to know one another and the company (even) better!

Managing Partner Cornelia Kill-Frech



Managing Partner Cornelia Kill-Frech (right) engrossed in conversation in the inner courtyard of HOSCH Headquarters in Recklinghausen.

welcomed the employees and guests in the courtyard of HOSCH Headquarters in Recklinghausen and stressed, “I am delighted to see the enthusiasm that all

departments have shown in preparing for this party. And I am therefore sure that it will become a regular event, because the only thing you have to do ,here and now‘ is to have a good time.”

No sooner said than done. The best weather imaginable helped the summer party to quickly develop into a family event. Many of the employees had brought their children along, who enjoyed digging for treasure in the sandbox. There were three guided tours of the production facilities, demonstrations on the training belt in the seminar room, and an amusing video about the work at HOSCH Headquarters shown in an endless loop in the foyer. The event was an excellent calling card for HOSCH that is certain to have impressed insiders and all staffers attending, plus their families and friends.

The summer party included a large number of delicacies from the firm Stolzenhoff that also supplied the attentive catering

staff. The party lasted over five hours – after which the guests departed in the certain knowledge that “We simply have to have another summer party like this one.”

Healthy Alternatives

Fresh fruit and vegetables instead of sweets and fast food

“A healthy company requires healthy employees!” HOSCH has now joined the swelling ranks of achievement-oriented companies guided by this motto.

From June to August 2018 employees working at HOSCH Headquarters in Recklinghausen found baskets of fresh vitamin-rich fruit and vegetables twice a week in the cafeteria. The baskets – part of a healthy eating initiative mounted by Managing Partner Cornelia Kill-Frech as a genuine alternative to chocolate bars and fast food – contained apples, bananas, bell peppers and other produce from farms meeting certain quality criteria in the region.

The response to the test phase was so enthusiastic that this measure, taken to foster a health-promoting work environment at



Not just healthy but tasty as well: fruit and vegetables from the region.

HOSCH Headquarters, will be continued in Recklinghausen and introduced at other HOSCH locations in Germany. Nationwide studies performed as part of workplace health promotion showed that fruit baskets contribute to a balanced diet.

Employees who regularly eat fresh fruit and vegetables lower their risk of cardiovascular disease, high blood pressure, stroke and diabetes while at the same time supplying their bodies with important vitamins, minerals and fiber.

Goodbye to Doris Schwarze

Founder's wife dies in August aged almost 80

“Behind every successful man there is a strong woman.”

This motto is especially true of Doris Schwarze, who died suddenly and unexpectedly on August 2, 2018, aged almost 80. A week later she was buried in the Suderwicher Cemetery in Recklinghausen in the presence of a large number of family members, friends, acquaintances, neighbors and members of the HOSCH “family.” It was less than one year since the death of her husband Hans-Otto Schwarze, who founded the HOSCH Company.

Doris Schwarze was a shareholder in the HOSCH Company and always made sure that her husband was not bothered by trivial matters, most of all during the



difficult years when he was building the firm up after its founding in 1975. During this period, Doris Schwarze herself worked in the company and solved numerous problems for her husband and for HOSCH.

This huge dedication to the family firm never faltered in the years and decades that followed. At the same time, throughout her life Doris Schwarze was a family person and especially enjoyed being with her two grandsons Tim and Tobin, children of her daughter Cornelia Kill-Frech.

But Doris Schwarze was held in high regard not only in her family and the company, but also by friends, acquaintances and the family's neighbors in Recklinghausen-Essel. The Schwarzes' garden parties were always immensely popular and all the guests very much enjoyed the shrubs and flower beds that Doris Schwarze planted to her personal designs and cared for with great devotion.

HOSCH Takes on Trainees

Start in administration and production on August 1, 2019

In 2019 HOSCH-Fördertechnik GmbH in Recklinghausen will join the ranks of companies offering vocational traineeships. The company has announced training openings for one "Industrial Clerk" and one "Construction Mechanic."

The exact workplace description and requirements for potential applicants are now being formulated and will shortly be published in the online portals of the Bundesagentur für Arbeit [Federal Employment Agency] and the IHK [Chamber of Commerce & Industry]. The future trainees will be supervised by employees in Recklinghausen who are qualified vocational instructors. With this project HOSCH is facing up to its responsibility to create vocational training opportunities for young people and to tackle the growing shortage of skilled workers in Germany.

+++ HOSCH Personnel Ticker +++

Since July 2018 the team at HOSCH Company in New Mexico in the south-west U.S. has been boosted by the arrival of a new sales and service technician,



Christopher "Chris" Bustillos. A native of New Mexico, he worked for the Freeport McMoRan Mine (a HOSCH customer) for 10 years before joining the scraper company. He reports that he is very happy to now be part of the HOSCH team in New Mexico, where he lives with his wife and children. He particularly likes its warm weather and the light traffic.

Two HOSCH veterans are leaving the company at the end of 2018: **Jutta Dorodzala** and **Hans-Jürgen Niehues**. Both have been with the company for more than 40 years and were instrumental in making HOSCH a genuine global player. Shortly before Christmas, they will be honored by the HOSCH Management at an official farewell party. The next issue of the HOSCH news will have a full report.

Reinforcement for the HOSCH subsidiary in Poland: since October 2018 **Elvira Kratiuk** has been assisting Country



Printer's Imprint

Publisher:
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,
Hella Spiekermann

Texts:
Elizabeth Barnes, Philippe Bourlard,

Sandip Kumar De, Detlef Domke-von Bichowski, Ioanna Döringer, Peter Petzold, Magdalena Sajko, Matthias Schübel and Mariangela Vassallo

Fotos:
Philippe Bourlard, Sandip Kumar De, Detlef Domke-von Bichowski, JournalistenBüro Herne (archive), Stefan Kuhn, Heike Moellers, Peter Petzold, Magdalena Sajko and Mariangela Vassallo

Design & Layout:
claus+mutschler, Bochum

Publisher's Address:
HOSCH-Fördertechnik
Recklinghausen GmbH

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HOSCH news is the company magazine of HOSCH-Fördertechnik GmbH in Recklinghausen. Germany. It is published twice a year. Next issue: June 2019

To our cover picture:
Our title photo shows scenes from the video shown at the summer party – the motto is clear: HOSCH GOES FUTURE.

+++ HOSCH Personnel Ticker +++

Manager Krzysztof Lebioda at the company's Main Office in Wrocław. The 34-year-old Russian earned her degree in accounting and auditing at Ternopil National Economic University in Ukraine. She speaks four languages: Russian (her native language), Ukrainian, Polish and English. In her free time she likes to travel and engage in sports such as skiing and jogging.

Wedding bells have been ringing for **Melanie Stüfchen** and Sebastian Senger. The couple have known each other for several years and finally tied the knot at the end of August. The first to congratulate them after the ceremony was their son Sam. The HOSCH management also sent a letter to congratulate the happy couple, saying: "We hope that as a married couple you will reach your common goals in life and be able to realize your



visions of a happy life together with your son Sam." Melanie Stüfchen has been with HOSCH since 2011, and joined the "Controlling International" department at the beginning of April 2018.

Jason Childers and his fiancée Leslie Doss tied the knot in late September. Jason has worked for HOSCH Company



in West Virginia as a service technician for eight years. The wedding ceremony at Veterans Memorial Park in Summersville, the small town (population: approx. 3,300) where the couple will start their married life, was attended by a large circle of friends and family.

Clint Alexander and his wife Dina announced the birth of their son Clinton Louis Jr., who was born weighing nearly six pounds at 7:30 a.m. on October 25. Clinton is the first child of Clint Alexander, who has been with HOSCH Company since 2015 and is now Regional Sales Manager for Pennsylvania.



HOSCH Service Anniversaries

During the second half of 2018 the following employees working at HOSCH Headquarters in Recklinghausen celebrated service anniversaries:

10 YEARS

Torsten Lips
Martin Wiedemann

15 YEARS

Giancarlo Leombruno
Thomas Scherer

20 YEARS

Gregor Bronzel
Eckhard Hell
Ralf Schult
Hella Spiekermann

30 YEARS

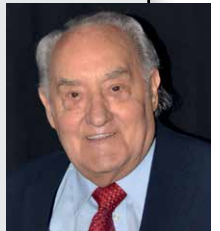
Christian Kusber

40 YEARS

Hans-Jürgen Niehues

Karl Heinz Legner †

The Management and workforce of HOSCH-Fördertechnik GmbH mourn the passing of Karl-Heinz Legner, who died in November at age 90. Karl-Heinz Legner was a personal friend of HOSCH founder Hans-Otto Schwarze for decades. During the time when they worked together in the hard-coal mining industry, Schwarze developed the first ideas for scrapers which were then tested, with the support of his friend, in the belt conveyor system of the Westerholt Mine. After leaving his job in the mining industry for health reasons, Karl-Heinz Legner worked side by side with his friend Hans-Otto Schwarze for several years as Technical Director at HOSCH.



The HOSCH Advisory Board

The new HOSCH Advisory Board includes four members representing different sectors of the economy:

Stefan Burk



is a member of the Management Board of the consulting firm BURK AG, a business service provider specialized in crisis intervention and bankruptcy prevention. BURK AG has its main office in Greven and branch offices in Bottrop, Leipzig, Olpe and Recklinghausen.

Professor Norbert A. Harlander



is a psychologist and expert in business administration; he has worked for over 40 years from his base in Offenbach-on-the-Queich in Rhineland-Palatinate as a consultant, coach, mediator and mental trainer. He is also a founder of the consulting firm "forumhelix."

Heinrich Kill



is an attorney-at-law specialized in family, criminal and labor law. In 1984 he founded his first own law practice, which later became part of the law firm KNKF. Heinrich Kill is a resident of his native city of Wanne-Eickel.

Robert Schmitz



is the Managing Director and co-owner of the family-led Hardy-Schmitz corporate group headquartered in Rheine. This company, which has approx. 300 employees, works as a supplier and service partner in the areas of electrotechnology and system services.

Advisors, Facilitators and Coaches

HOSCH Group founds four-member Advisory Board with four meetings a year

HOSCH founder Hans-Otto Schwarze had begun setting up an advisory board for his company. The Managing Partner and the Managing Directors of the HOSCH Group have picked this idea up again, and early this year they decided to establish an advisory board.

The role of the board's four members is to advise the managing directors, support them from an outsiders' vantage point and make their external know-how more easily accessible. Four meetings a year are planned; the first was held in the summer of 2018. According to many experts, corporate advisory boards in Germany increasingly take on coaching and consultative roles in response to the growing complexity of today's world and the globalized and digitized competition. Members should also facilitate connections between shareholders and the management and provide support when a new generation takes the helm.

The HOSCH managers offered four experts from various sectors (see second article) a seat on the advisory board. HOSCH news will introduce them in turn, starting in this issue with Professor Norbert A. Harlander.

Professor Harlander, how did you become aware of HOSCH?

Prof. Harlander: I've known Cornelia Kill-Frech and her husband for many years from an entrepreneurs' network in the Ruhr area.

What do you see as the tasks of an advisory board in a family company?

Prof. Harlander: I can't say in general, but in the case of HOSCH we want to provide help and support, and to guide the new Managing Partner as she assumes her duties. We will focus mainly on the future corporate strategy and on modern corporate leadership. We wish to take the initiative and we want interaction between the members. And we also expect to assist the management by casting a critical eye on its decisions, of course.

What will your role be on the advisory board?

Prof. Harlander: There will be many roles. I see myself as a facilitator, advisor, companion, supporter and teacher. I love working with other people and also like sharing my experience with them.

The Brazilian "Golden Module"

HOSCH do Brasil again takes the "TOP Engineering Award"

HOSCH do Brasil Ltda. has added yet another trophy to its collection! The HOSCH company in Brazil was once again the recipient of the "TOP Engineering Award" in the sector of mines and mining conferred by the Federal University of Minas Gerais. The winner of the coveted

award was chosen in a survey of company directors and engineers at the "Center for Engineering History" at the university and of specialized consultants working throughout Brazil. The categories were: product quality, specialization, market presence, value for money and service.



“An Excellent Platform”

Customers from neighboring European countries visit the HOSCH stand at the “SOLIDS” trade show

Over 500 national and international exhibitors presented their products and services at the two-day trade show “SOLIDS” (formerly “SCHÜTTGUT”) on Dortmund’s exhibition grounds at the beginning of November.

Once again the HOSCH Group was represented with a stand. “This exhibition



Maria Steinhoff was a member of the HOSCH trade fair team in Dortmund.

is an excellent platform for presenting the company to existing and potential customers,” said Detlef Domke-von Bichowski, HOSCH Sales Manager for Germany, Austria and Switzerland.

Most visitors to the HOSCH stand came from these three countries, and included a large number of decision-makers in the bulk goods industry. Michael Kießling, Head of the HOSCH branch in Altenburg (Germany), also attended this meeting of the bulk goods sector and demonstrated details of the HOSCH products on display at the stand to customers from the Czech Republic. Erwin Vogelzangs, HOSCH Manager in the Benelux states, also paid a visit to “SOLIDS.” Domke concluded, “A successful trade show for us with important contacts to customers.”

The HOSCH exhibition team also included Maria Steinhoff, Ralf Schult,



Scene at the HOSCH stand at the “Solids”: Detlef Domke-von Bichowski, Tobin Frech and Hans Niegot (from left).

Hans Niegot, Hans-Jürgen Niehues, Tobin Frech and Rainer Schuten. Bernd Schuster and Kevin Pohl assisted during stand construction, and Claudia Krieger resolved the IT problems.

A New Design for www.hosch.de

HOSCH website reloaded: the relevant information for customers at a glance

To more distinctly emphasize the company’s core competencies, to underscore the unparalleled good service delivered by HOSCH, and to present the relevant information for customers in concise form: these were the major goals behind the relaunch of the HOSCH Group’s website. The new website clearly meets these objectives, as any interested user can see by clicking on www.hosch.de as of December 15.



A sophisticated design has turned the website into a modern source of information that also enhances the company’s new image. The site has been adapted to the viewing and navigation habits of today’s users: for example, there are several ways to access content. An important point the web designers never lost sight of was the number of different

countries in which HOSCH is represented. The outcome was a multilingual website and Internet calling card offering the user a choice of eight languages.

To make sure it had chosen the right path, the HOSCH management put the presentation of the new website on the agenda of the IMM 2018. All the managers were asked to evaluate the new website anonymously. The feedback was consistently positive and is now being used to further optimize the site.

Words of Praise from the Professor

Study on Process Optimization at Waste Management Plants in Campania

Naples, a famous Italian city situated near the heel of the “boot,” is known, among other things, as the “City of Science.” It was not surprising, therefore, that the engineering association “Ingegneria Napoli” took a very scientific approach when it conducted a study on process optimization at the waste management facilities in the Campania region.

Mario Del Pezzo, Country Manager of HOSCH Italia, teamed up with experts and professors from the University of Naples to analyze the “status quo” in Campania. He emphasized the successful role played by the HOSCH scrapers installed at a large number of waste management plants. “Our products guarantee high cleaning performance, even when dealing with the most varied range of materials under difficult operating conditions,” he asserted. “The function of the scrapers employed on the belt conveyors at the waste management plants is, in



Professor Sergio Cotecchia (left) thanks Mario Del Pezzo for the constructive collaboration with HOSCH during the study on ways to optimize processes at waste management facilities in Campania.

my opinion, one of the key topics with respect to effectiveness, reliability and reduction of environmental pollution.” The report of the engineering association had generous praise for German belt-cleaning technology. The study

quotes Prof. Sergio Cotecchia from the University of Naples: “The HOSCH technology and the tests performed at the various facilities in Campania show a remarkable improvement in efficiency and significantly lower operating costs.”

Nucleus for a Library

HOSCH Italia donates books to a charity in Naples



Since its founding in 2006, HOSCH Italia has put down roots in the Campania region in southwestern Italy. And they have taken hold not only in the business community but also in the social welfare sector, thanks to the company's contacts to numerous organizations and institutions.

HOSCH Italia recently underscored its commitment to the people in the region by helping Sacro Cuore, a charity founded by priests in the municipality of Portici near Naples. Sacro Cuore is run with volun-

The HOSCH team presents the books they collected to “Sacro Cuore.”

teers and offers after-school activities for young people in a public building. One of the things still missing was a library. HOSCH Italia was able to help out because of its good contacts to Sacro Cuore. Mario Del Pezzo, Country Manager of HOSCH Italia, and his team collected more than 200 books – both from HOSCH Italia and from its business partners – on numerous subjects and donated them to the priests to form the nucleus of the library. Mario Del Pezzo commented: “We are always very receptive to social projects like this one. This is because we believe that positive initiatives of all kinds deserve our support, especially if they further the education of young people.”

A New Boss in Australia

HOSCH International changes its strategy.

Sonja Volhejn has been working in Perth since February 2014

To position HOSCH International in Perth optimally for the future, a “changing of the guard” was implemented in Management at the end of November.

Cornelia Kill-Frech, Managing Partner of the HOSCH Group, provided some background: “We had to take this step to advance our Australian company – along with its highly committed and qualified staff – and to prepare it for the challenges of the future.” The HOSCH Management expressed their gratitude to the previous

Management in Australia for their dedicated work.

The question of succession has already been settled at HOSCH “Down Under.” On December 4, Sonja Volhejn became General Manager at HOSCH International. The qualified engineer has been working for the HOSCH subsidiary in Perth since February 2014 and is regarded highly by all her colleague and HOSCH customers.

The HOSCH Management in Recklinghausen looks forward to working together with Sonja Volhejn and wishes her great success in handling her future tasks and responsibilities.

worked as a harvest hand, dishwasher and waitress. It was during this period that she met her future husband, Michael Volhejn. The couple settled down in Perth, where Volhejn gained her first work experience as an industrial mechanic.

After returning to Berlin, Sonja Volhejn enrolled in an engineering program at the University of Applied Sciences Berlin, graduating with a “Bachelor of Science” degree. The married couple then set out again for the big wide world. The first stop was Canada, followed by Perth in Australia. Today they live in a suburb of this city called Morley.

In her free time Sonja Volhejn loves to go snorkeling and photograph the fascinating underwater world. Her hobbies include sailing, camping, kayaking and kite surfing. The couple also spends a lot of time roaming the beaches along Australian’s western coast together with their two dogs.



Sonja Volhejn (32) has been General Manager of HOSCH International in Australia since the beginning of December.

Sonja Volhejn (32) grew up in Berlin, the German city where she was born. After finishing high school with a technical diploma, she completed her training as an industrial mechanic at Humboldt University in Berlin. After graduation, she travelled as a “backpacker” to Australia, where she

SAP Test Run in Calais

Preparations for system launch at HOSCH France in February 2019

In mid-November, Marco Schwittay and Michel van den Biggelaar, both from the back office sales team in Recklinghausen, joined trainee Tobin Frech on a visit to the main office of HOSCH France in the port city of Calais.

Managing Director Philippe Bourlard, service technician Kevin Boidin (responsible for warehousing) and sales staffer David Henon initiated the visitors into the first “secrets” of the SAP programs used for accounting, controlling, sales and personnel management. The entire HOSCH France team will be “trained” in January, and introduction of the system itself is scheduled for early February 2019. Philippe Bourlard said, “During the training we asked a lot of questions and learned a great deal. Now we are waiting impatiently for SAP to go live so that we can use it ourselves.”



SAP training in France: Tobin Frech, Marco Schwittay and Michel van den Biggelaar with Philippe Bourlard, Kevin Boidin and David Henon (from left).

HOSCH Managing Directors Eckhard Hell and Dirk Heidhues already visited France in October. They and Philippe Bourlard discussed the future orientation of HOSCH France, along with topics such as personnel planning and sales strategy. They also covered the firm’s operations in the African countries of Gabun and Togo, as these activities are controlled from France.

Passing on the Baton at HOSCH in India

After more than 26 years, Saroj Kumar Roy goes into retirement and passes the baton to Sandip Kumar De



Saroj Kumar Roy, here with his wife, wants to use his free time for charitable purposes.

This marks the end of an era. After more than 26 years at HOSCH India, Country Manager Saroj Kumar Roy has taken well-earned retirement. His successor is another old hand: Sandip Kumar De, who has been at the company since July 2008.

HOSCH began its activities on the Indian sub-continent in November 1991 by founding HOSCH India as a subsidiary of HOSCH GB. One year later, S. K. Roy joined the company as Sales Manager and under his leadership it became one of the largest service providers in the field of belt cleaning in India. This success was built on a joint venture with the distribution partner TEGA Industries Limited, where S. K. Roy was also employed. At the outset S. K. Roy had two employees supporting him – and HOSCH scrapers were in use at three locations! S. K. Roy worked continuously with tireless determination to build up the company's market. HOSCH India steadily expanded



Sandip Kumar De with Madan Mohanka (right) from TEGA Industries Limited.

thanks to his excellent advice to potential customers and innumerable installations that he used to demonstrate the capabilities of various HOSCH products. In 1996 the swelling order books led to the construction of the company's own assembly plant in Kolkata. In the years that fol-

lowed, S. K. Roy always ensured that the products were built to German standards. He also made sure attention was paid to service and customer support – which he saw as the essential backbone of the company – and he personally made sure that the service network was continually extended. Today HOSCH India has over 50 qualified service employees, who have installed far more than 10,000 HOSCH scrapers at countless locations in India.

Time for voluntary work

S. K. Roy is not going to sit around in his retirement: "I'm now using my free time to help several charitable organizations, because I would like to give something back to people, society and the region." Sandip Kumar De's new job is not totally new territory for him. First, he has been supporting S. K. Roy as Deputy Managing Director, and second, he already assumed full responsibility for HOSCH India for a period of two years while Roy had other duties in Chile. S. K. De knows all the HOSCH products like the back of his hand and is sure to be a worthy successor to S. K. Roy. He, too, spent two years working simultaneously in IT at the distribution partner TEGA.

Headquarters in Kolkata

TEGA Industries Limited was founded in 1976 and is a world leader in the design and production of consumables for the minerals, mining and bulk solids industries. Its headquarters are located in Kolkata. HOSCH founder Hans-Otto Schwarze and Madan Mohanka of TEGA set up HOSCH Equipment India in 1991. Their original business cooperation developed into a long-lasting friendship.

Two Decades and Five Decades ...

HOSCH do Brasil Ltda. marks its 20th anniversary – and Managing Director Peter Petzold celebrates his 50th birthday

This summer the staffers at HOSCH do Brasil Ltda. had three reasons to celebrate. First, the South American subsidiary marked its 20th anniversary. Second, it moved into spacious new quarters. And third, Peter Petzold, who turned 50 on July 17, celebrated this special birthday with his team.



A bird's eye view of the new building together with the warehouse and offices.



Scene at the big party thrown to celebrate the 20th anniversary of HOSCH do Brasil Ltda.



Since 1998, HOSCH do Brasil Ltda. has been headquartered in Belo Horizonte, the capital of the state of Minas Gerais in southeastern Brazil. The name Minas Gerais translates as “general mines.” In fact, there are numerous mines and quarries in the state producing various ores, along with large deposits of assorted minerals and stone. The city of Belo Horizonte, whose name means “beautiful horizon,” is the largest business center in the south of Brazil and has the most industrial companies in the region as well as a population of one million. The city enjoys a reputation as one of Brazil’s best places to live and a top tourist attraction. Peter Petzold has held a senior position at HOSCH for 13 of the 20 years that the firm has been in Brazil. He was born in the German city of Dresden and studied

electrical engineering. After serving in the German armed forces and spending a year “at sea” as a project engineer for

an electronics group, he ended up in Belo Horizonte – and has remained there to this day. In 2005 he joined HOSCH and in 2006 he became Managing Director of HOSCH do Brasil Ltda. Since then he has already won two “Golden Module” awards.



A big hug: Peter Petzold and his wife Grace with the marzipan cake he received on his 50th birthday.

The triple celebration took place on the firm’s premises in and around the new HOSCH building that includes a large warehouse and office space. The guests had a lot of fun, and enjoyed many interesting discussions and tasty food, including two marzipan cakes appropriately decorated with the numbers 20 and 50. So everyone had a good time. And Peter Petzold’s wife Grace, whom he married just over five years ago, was also present of course.



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