

HOSCH *news*

The International HOSCH Magazine



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Russian steelworkers visit HOSCH

Global – Tangible – Gripping



The HOSCH Management with Cornelia Kill-Frech, Dirk Heidhues, Ansgar Frieling and Eckhard Hell.

Together we have completed another successful year, working with passionate dedication alongside our employees, customers and suppliers to provide the world's best scraper performance and the best customer service.

Our International Management Meeting in September once again united people from 14 different countries. By cooperating across borders and across continents, we develop projects that are full of the lifeblood and commitment of all our employees.

We discussed business models that all have a common basis, despite the very different national conditions, mentalities of staff and customers, and the most varied cultural backgrounds: As a family company, we attach great importance to our employees and customers, products and services. We are convinced that we produce the best scrapers and offer the best possible service surrounding belt conveyors. We listen to our customers and we want to anticipate their needs. To this end, we develop new solutions and adapt tried-and-tested solutions to individual requirements. HOSCH employees are available for our customers around the globe – with a proactive, can-do attitude.

We are an international company, which enables us to leverage the knowledge and the practical experience of our employees worldwide, and together with our Research and Development Department we drive forward our digital innovations.

Our new logo is intended to underscore the continuous dynamic development of the HOSCH Group. The consistent corporate identity around the world will be supported by the new design manual.

Both we and you may look forward to an exciting future in which we want to continue our sustainable growth. We wish to thank especially all our employees and management colleagues worldwide for their dedication. Without them we would not have a future at all.

Dear employees, partners and friends of HOSCH, from the bottom of our hearts we wish you and your families a delightful Christmas, a wonderful New Year celebration and a healthy, happy and successful 2020.

May all your wishes and expectations come true!

Yours sincerely,

Cornelia Kill-Frech

Eckhard Hell

Dirk Heidhues

Ansgar Frieling



Group photo with a historical backdrop: the HOSCH Management, managers and guests at the Zollverein Mine in Essen during the IMM 2019.

HOSCH Plans its Future on the Grounds of a Cultural Heritage Site

Managers from all five continents gather on the grounds of the Zollverein Mine for the IMM 2019

It was a perfect fit: a company active round the globe convenes on the grounds of a UNESCO World Heritage site! This year the annual International Management Meeting (IMM) of the HOSCH Group was held, for the first time, at a conference hotel on the Zollverein grounds in Essen instead of in the Recklinghausen District.

The Zollverein Mine – dubbed fondly the “Eiffel Tower of the Ruhr” – was an active coal mine from 1851 to 1986. Today it is an architectural and industrial monument. Since 2001 several parts of the mine, along with the adjacent Zollverein Coking Plant, have been part of the Zollverein UNESCO World Heritage site. Moreover, the large site is an “anchor point” on the “European Route

of Industrial Heritage” and the home of Essen’s Folkwang University of the Arts and various cultural institutions.

It was therefore the perfect venue for the annual meeting of HOSCH managers from all five continents. The agenda included the introduction of new managers for Australia and Morocco and the unveiling of the new HOSCH logo. The managers from the 16 HOSCH companies – and members of the HOSCH Management – also attended various workshops dealing with technical details and the future strategy under the motto “HOSCH GOES FUTURE.”

The company with roots in the Ruhr has become a global leader in belt cleaning because of its innovative technology. Around the globe, high-quality products

“Made in Recklinghausen” are in service wherever bulk goods are transported on belt conveyors.

A conference hotel with a coal-mining theme

Numerous conversations and discussions, getting-to-know-you activities and an international sharing of opinions were all obligatory components at the IMM 2019. The “Hotel Friends Zeche Zollverein,” which recently opened at Zollverein, provided both the conference venue and accommodations for the managers.

The coal-mining theme is reflected in countless details of the hotel’s interior design. Last but certainly not least, the “Golden Module” was presented there (see separate article).

Cesar Vigo Returns to Chile with the “Golden Module”

HOSCH Chile

HOSCH Chile S.p.A. was officially founded at the end of March 2017 as a subsidiary of the HOSCH Company in the U.S. Its main office, with a floor area of several hundred square meters, is located in a large hall on an industrial estate in the capital, Santiago de Chile. The company's main customers either operate copper mines or are active in the mining industry. The bulk of the team headed by General Manager Cesar Vigo work in sales and service in various parts of the country.



“Shoulder to shoulder” at work and at the awards ceremony: Cesar Vigo (right) and Giancarlo Leombruno from HOSCH Chile happily accept the “Golden Module.”

The General Manager thanks his team and Giancarlo Leombruno: “He stood shoulder to shoulder with me as we built up the business.”

Winning the Golden Module was such a surprise for Cesar Vigo (54) that he had to go and fetch his suit jacket from his (nearby) hotel room for the official press photo with the Management and Recklinghausen's mayor Christoph Tesche. The prize was awarded to the Country Manager of HOSCH Chile during the IMM 2019.

HOSCH Managing Director Eckhard Hell explained why Cesar Vigo, a Spaniard who has managed HOSCH Chile since it was founded in 2017, had been selected

for the award. “Our business there made a profit right from day one. Cesar Vigo put together a strong sales and service team and has established a good customer base. There is huge potential for HOSCH to expand its business in Chile.” However, Hell continued, he and Managing Partner Cornelia Kill-Frech had not had an easy job deciding whom to nominate: “Our companies in Australia and South Africa also performed very well during the last business year.”

Cesar Vigo first thanked his team for the coveted prize (“We have all worked hard for our success”) and expressed his gratitude to Giancarlo Leombruno, who “stood shoulder to shoulder with me as we built up the business in Chile.” In his speech of appreciation, Eckhard Hell also

said the International Sales Manager was a co-pilot, advisor, navigator and friend: “Right from the start, Giancarlo Leombruno did an excellent job of supporting Cesar Vigo. This is the model for the future.” Cesar Vigo has been with HOSCH since 2006. For eight years he managed HOSCH Spain (headquartered in Barcelona) before switching to Chile in 2014. Recklinghausen's mayor Christoph Tesche is a familiar guest at the Golden Module award ceremony. In his welcoming address he remarked that “HOSCH is a global player, an excellent ambassador for Germany as a business location in general, and for Recklinghausen in particular.” He added with a wink: “I'm always very happy to visit you. Of course I enjoy coming to Essen, but I would just as much like to go to Brazil or the U.S.”

Think Tank in Eemshaven

Workshop on HOSCHiris at RWE power plant draws attendees from across Europe

The members of the globally active HOSCH Group are drawing closer together all the time! One of the goals set at the IMM 2019 was to encourage and intensify exchange and cooperation across national borders.

This was already put into practice at the end of October in Eemshaven, a sea port in the northeast of the Netherlands. The RWE Group operates a coal-fired power station in the Eemshaven Energy Park. This was the ideal venue for the workshop entitled “HOSCHiris,” which offered participants a chance to try out the central Field Data Management (FDM) and prepare for its global roll-out. It was attended by Reiner Gnauert (FDM Project Manager, RE), Erwin Vogelzangs, who supports the HOSCH customer on site, Carlos Orviz (HOSCH Spain), Jari Iversen (Sales

Manager Scandinavia) and Sebastian Döge (HOSCH Branch V North 1).

At the power station, HOSCH devices were labeled and inventorized, and an electronic maintenance reporting system was tested, which – based on the findings from the workshop – will be developed for world-wide use by all HOSCH service technicians. Reiner Gnauert commented: “Our hard work has produced a result that the responsible firm in each case will now implement in the FDM software.”



Group photo at the RWE power station in Eemshaven: the HOSCH workshop with (from right) Erwin Vogelzangs, Sebastian Döge, Jari Iversen, Reiner Gnauert and Carlos Orviz.

The workshop results are expected to be used in a live system next year, starting with the countries that were represented. Erwin Vogelzangs also wants to apply them at the HOSCH customer Tata Steel.

The Zollverein Mine: Quite a Lot to Offer!

The Ruhr Museum reflecting the “old Ruhr” and the Red Dot Design Museum reflecting the “new Ruhr” – both are part of the ensemble of buildings at the historical Zollverein Mine. It came as no surprise, therefore, that some of the HOSCH managers attending the IMM 2019 walked the short distances to the two museums on the Tuesday evening after the conference. On Monday evening, all the managers had already explored the entire UNESCO world heritage site on a guided tour in an e-bus.

The after-IMM program also included a tour of the Zollverein Coking Plant and dinner at various restaurants at Zollverein – with names such as “Coal-Washing Plant,” “Coking Plant” and “Casino,” reminiscent of the Ruhr’s coal-mining past.



German industrial history: the Zollverein Mine in Essen is a UNESCO World Heritage site, which was explored by the HOSCH managers by e-bus.

HOSCH Training Becomes Increasingly Global

More TTT seminars in Recklinghausen; lively international exchange in theory and practice



Attendees at the TTT seminar in November (from left): Swapan Kuila, Bartłomiej Rudnicki, Khairul Afandi, Rainer Schuten, Vito Fimiani and Ghansyam Das.

are right at the top of the agenda – good reasons for HOSCH employees from all over the world to meet at the training belt. The first seminar at the beginning of October was attended by service techni-

TTT = Train the Trainer. For years these three letters have stood for a major part of the HOSCH Training Program (HTP) that Training Manager Thomas Legner uses in the training center in Recklinghausen to make employees ready for HOSCH.

In mid-August the HOSCH Management once again invited HOSCH employees from several countries to the TTT seminar at HOSCH Headquarters in Recklinghausen. The course units, each lasting five days, include in-depth technical training on the safe installation of the most varied HOSCH products, along with designing and implementing local seminars for customers.

Two of the three TTT seminars planned so far under the aegis of engineer Thomas Legner have already taken place, and the third is scheduled for the end of January 2020. What is more, HOSCH is becoming more close-knit all the time and international cooperation and interaction

cians from Norway, Brazil, England, Spain and Germany. The second one, in November, had participants from Italy, Poland, Indonesia, Malaysia, the Netherlands and Germany. Following the first two seminars, the conclusion was that the trainees especially appreciated the first-hand information they received from the

Management, Research and Development and the Technical Department. The two international seminars worked hand in hand and spontaneously set up a WhatsApp group for actively sharing news and views even after the training courses were over.

Returning after ten years away

In November, Jari Iversen traveled from Denmark to visit HOSCH Company in United States in order to run a course for a selected group of service technicians and regional managers as part of the HOSCH Training Program. Iversen, who trained HOSCH employees in the U.S. ten years ago, created a greater understanding of the HOSCH technology during the four-day workshop with a strong practical focus.



Training at the HOSCH Company with Jari Iversen: Chris Bustillos, Mike Evanitz, Clinton Alexander, Jesse Lilley, Dave Evanitz, Terry Victor, Ethan Lambert, Mark Charles, Chad Evans and Tim Fircak.



Attendees at the TTT seminar in October (from left): Tobin Frech, Kristian Steinstrøm, Lucas Manini, David Smith, Thomas Legner and José Quintana.

He also put another building block in place for promoting international cohesion. Mike Evanitz commented, “that gives us additional motivation. We are seeing ourselves more and more as “HOSCHis.”

Job Interviews in the Fast Lane

“Job speed-dating” in Recklinghausen: HOSCH joins the cutting-edge group of companies taking part in employment matchmaking

“A new job opportunity every 10 minutes.” This was the promise of a “job speed-dating” event held at the Bürgerhaus Süd congress center, not far from HOSCH Headquarters in Recklinghausen, in mid-October. At this event, job seekers had the chance to introduce themselves during a “speed interview” lasting all of 600 seconds. No fewer than 14 applicants seized this opportunity to make contact with the HOSCH Group – with great success!

Nicole Lehnert (HR Department) and engineer Heiko Staub, Head of the Service and Installation Department, represented HOSCH at this fast-paced job fair. Afterwards, both were enthusiastic. “It was extremely interesting. The introductory rounds were short so there was time for lots of good conversations.”

Three Days of Preparations

In preparation for the “job speed-dating,” the job-seekers received three days of training during which they drew up a short CV and worked on presenting and expressing themselves. They also took part in individual and group exercises aimed mainly at reducing nervousness. The training thus served as a first step toward getting through those often difficult job interviews.

The technical service provider TÜV Nord organized the job speed-dating as the link between the German Federal Employment Agency, local job centers and interested companies. The idea was to bring job seekers into contact with potential employers in a fast and uncomplicated way. The companies participating also benefit from the format. “The application process becomes more efficient. You notice right away if the chemistry is right between the company and the applicant. Moreover, the candidates make a very authentic impression since they have to react very spontaneously during the interviews,” says Nicole Lehnert.

Three applicants made an especially good impression on HOSCH. “We asked these candidates to submit a complete set of application materials,” Lehnert revealed. “The participants were well prepared – in some cases exceedingly so – and were keen to return to regular employment.” Further interviews are planned for two of the three candidates at HOSCH Headquarters in the near future.

Nicole Lehnert and Heiko Staub reached a clear-cut conclusion: “with this new type of application process, HOSCH sets itself apart from other companies. We could imagine holding “job speed-dating” events in other cities or German states where we have openings.”



Taking part in many fast-paced but interesting conversations at “Job Speed Dating”: Nicole Lehnert and Heiko Staub.

Simple – but Modern

More modern but simpler, easier to display on digital media, a different font, two dominant colors and instantly recognizable. This is the new HOSCH logo presented during the IMM 2019.



Managing Director Ansgar Frieling, Tobin Frech and Carsten Kutschki explained why the new trademark was chosen as a central component of the HOSCH corporate design. The logo is like the company – it has a clear structure, and is flexible, dynamic and transparent.

NEW AT HOSCH *** NEW AT HOSCH

The First 100 Days at Work...

HOSCH news talked to trainees
Kerim Gülsoy and Hüsni Talip Coban



Hüsni Talip Coban

It's not always easy to switch from the schoolroom to working life. How did you find it?

Kerim Gülsoy (22): In the first two days I got a general overview of the company's operations. After that I was integrated into the team and they are very willing to help me. I'm learning a lot – and fast.

Hüsni Talip Coban (19): The training course was a "new beginning" both for me and for HOSCH. I'm one of the first trainees at HOSCH ... so the first

few days were especially interesting and exciting.

What areas will you be rotating through while you are training at HOSCH?

Gülsoy: There's a whole bunch of challenges that will help me a great deal in my development. Some of the main ones are working from a drawing, and the mechanical processing of a really wide range of materials.

Coban: I'll be working in various departments such as Purchasing, Work Scheduling, Accounting, Human Resources and Sales. At the moment I'm working in Purchasing and learning how materials are procured and stocked. At one point it went "click" and then everything fell into place very quickly.

Can you say at this stage that it was the right career choice?

Gülsoy: The most important thing for me is that I feel good when I get up every morning and that my work is fun. And HOSCH has offered to help me if I run into difficulties at the vocational college.



Kerim Gülsoy

Coban: I quickly realized that the job of industrial management assistant was exactly what I was looking for. It has lots of different aspects and, most importantly, it's fun. In just a short time I knew that I was in good hands and could learn a lot from my colleagues. They are very kind and help me with whatever questions I have – it doesn't matter whether I have questions about the job here or the vocational college.

While Kerim Gülsoy and Hüsni Talip Coban are trainees at HOSCH, they will be supported by employees who are certified trainers, including Sven Orlob, Head of the HOSCH Workshop, and HR Officer Nicole Kogelheide.

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About our cover photo:

Our cover photo shows the motif of this
year's HOSCH Christmas card, which
conveyed the best wishes for the year 2020
to our customers, business partners and
employees.

+++ HOSCH Personnel Ticker +++ HOSCH Personnel

A wonderful wedding attended by family, many friends, and work colleagues from HOSCH International: this good fortune came to **Hannah Mayvis** in early November, when she married Tye, her partner of many years, and changed her last name to "Rainoldi." The ceremony took place in a church in the Perth suburb of West Leederville. The wedding reception was held afterwards in the heart of Fremantle City, Perth's port city, with delicious cocktails and lots of music and dancing into the wee hours. Hannah



Rainoldi has worked for HOSCH International in Australia since October 2013, starting out as a receptionist and personal

assistant and working her way up to the post of Administrative Coordinator in Customer Support last year.



HOSCH do Brasil Ltda. will be celebrating a double birthday from now on: **Joana Rocha**, Administrative Manager on Peter Petzold's team since 2013, gave birth to her daughter Myrella Valentina Borges da Rocha on June 22 – her own birthday! When tiny Myrella first opened her eyes, she weighed nearly 3.4 kilos and measured 49 cm.

HOSCH Service Anniversaries

During the second half of 2019, the following employees at HOSCH Headquarters in Recklinghausen celebrated service anniversaries:

10 years:

Sven Halx

15 years:

Marc Pacholski,
Olga Pletzer,
Carsten Schwerin

20 years:

Delphine Léonard



After living together for seven years, they finally tied the knot this summer: **Astin Todingallo**, employee of PT. HOSCH Technology in Indonesia, and Catur Jatmiko. The special thing about the short ceremony held in the church in Tana Toraja in South Sulawesi – Astin is a Torajan, Catur is Javanese – is that it was held according to the Torajan tradition of the bride. The ceremony was followed by a reception for family, friends and neighbors. Did you know that Tana Toraja is located on the Indonesian island of Sulawesi, east of Borneo? It is one of the most popular travel destinations for both foreign and Indonesian tourists.

"Sales People" Get Together in Recklinghausen

"R&D" and the turnover forecasts were just two of the many topics discussed at the three-day Sales Conference held in Recklinghausen in early November and attended by representatives of all the HOSCH offices in Germany. Day 1 was devoted to numerous one-on-one conversations between the attendees and Detlef Domke-von Bichowski, Sales Manager for Germany, Austria and Switzerland.



Following the welcoming of all participants by Managing Directors Ansgar Frieling and Dirk Heidhues, the conference continued with a backward glance at 2019 and the definition of goals for 2020. Other topics on the agenda were the new corporate identity of the HOSCH Group, the status of the SAP introduction and features of HOSCHiris such as electronic monitoring and Field Data Management.

“Family Companies are Different!”

Robert Schmitz holds one of the four seats on the Advisory Board of the HOSCH Group

At the beginning of 2018, HOSCH decided to establish a four-member Advisory Board to advise the company's management, support it from an outsider's vantage point, and make its external know-how more easily accessible.

The Advisory Board meets four times a year and comprises Robert Schmitz, Managing Director and co-owner of the family-run Hardy-Schmitz group, attorney-at-law Heinrich Kill, Professor Norbert A. Harlander, management expert and psychologist, and Stefan Burk, Chairman of the Supervisory Board of BURK AG. HOSCH news is introducing the members of the Advisory Board in turn. First up were Professor Norbert A. Harlander and Stefan Burk – this time we talked with Robert Schmitz.

Mr. Schmitz, when did you first hear about HOSCH?

Robert Schmitz: I have been close to the Kill-Frech family since 2004. We meet several times a year, and our topics of conversation include the company and the associated challenges. When Cornelia Kill-Frech's father died, she asked me if I would be interested in joining the new HOSCH Advisory Board in order to support her in her new and initially unfamiliar situation for a time. I agreed immediately.

What do you see as the role of an advisory board in a family-run company?

Robert Schmitz: Over 25 years ago, the Hardy-Schmitz corporate group established an advisory board on the

initiative of my father. Its purpose was to provide support while a new generation took over the management of the company. Experienced people were chosen who had expertise in a range of different areas and could therefore advise and support the owners when they had to take decisions. It's exactly the same at HOSCH. Cornelia Kill-Frech comes as daughter of the previous owner by the sudden death of her father in a situation where she not only has to manage a company but will also have to pass it on to the next generation later on. To get advice and expert support for this process, she is bringing in external experts – the Advisory Board.

What is your role on the Advisory Board?

Robert Schmitz: I see myself as an entrepreneur who can offer HOSCH the benefit of his experience in a family-run company that has been active on the market since 1925 and is now in the third generation. Family companies are different! That applies to the Hardy-Schmitz corporate group just as it applies to HOSCH. They are not focused on short-term business success, as is frequently the case in corporations, but on their long-term position on the market over several generations. People are especially important in family companies. I can draw on my experience of working with two generations of advisory board members in the Hardy-Schmitz group and on the founding of a young software company that is now a market leader in Germany.

Personal Info

Robert Schmitz (60) is Managing Director and co-owner of the family-run Hardy-Schmitz corporate group headquartered in Rheine, the second largest city in Germany's Münsterland region. The group has approx. 300 employees and operates as a supplier and service partner in the fields of electrotechnology, system services and network technology. Furthermore, he is co-owner of the IT firm secova that has already won several awards for its EHS software sam® including the “Innovationspreis IT,” the “TOP 100” (Germany's most innovative companies) and the “Great Place to Work” prizes. Robert Schmitz is married and has two daughters (30 and 32 years young) who both work in “new media.”

He spends his leisure time researching the history of his family and local history; he also uses every opportunity to attend truck trial events and to visit his favorite island, Langeoog.



HOSCH Company Wins Back a Customer

Pennsylvania: Product quality and service performance were decisive

High quality (in products, service and maintenance) has paid off for HOSCH again – this time in Pennsylvania.

One of the biggest companies in the local coal industry – “the coal state” is one of Pennsylvania’s nicknames – once again inquired about products and services offered by HOSCH Company. Its decision to take on HOSCH again as a supplier was based on the sophisticated HOSCH scrapers and the excellent work of the highly qualified service technicians.

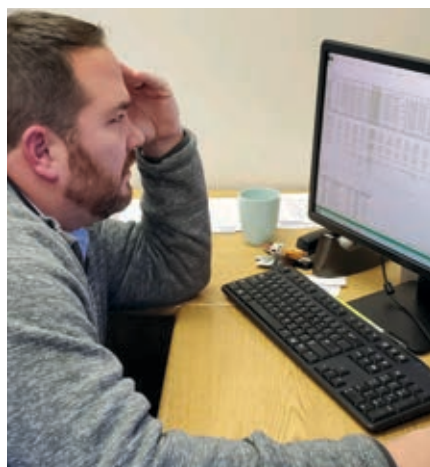
To further cement the relationship to the customer, HOSCH Company Trainer Tim Fircak sent the experienced technicians Jesse Lilley and Terry Victor – along with “guest” Tobin Frech – to the site to check plant conditions. Clint Alexander, Regional Manager for Pennsylvania, said: “The work supervisors at the plant are exceedingly helpful. They communicate very well with us and give us enough time to install the different types of HOSCH scrapers, to commission them, and to provide service. I am very happy that we have been given the chance to work with them again.”



Lying down, on their knees, or bent over: the service team from the HOSCH Company on the job at a coal mine in Pennsylvania.

Preparations for SAP Introduction in the U.S.

Sales Manager Michael Evanitz and his team are in the middle of the transitional period



Working hard at his PC: Sales Manager Mike Evanitz prepares data for the switchover to the new ERP system.

During their visit in May 2019, HOSCH Managing Director Ansgar Frieling and Tobin Frech, International Sales, paved the way for the introduction of SAP at HOSCH Company in the U.S.

Since then employees in the company’s office in Oakdale, Pennsylvania, have been working every day to check and “fine tune” company processes and system data prior to the switchover. Sales Manager Mike Evanitz is in the middle of the transitional period and already sees the first benefits: “I am certain that SAP will lighten our workload in the future. It is promising to have all information stored and available centrally so that we can analyze sales and turnover data,” he said. “I am already looking forward to the final switchover to the new ERP system!”

Welder Chad Evans Joins U.S. Service Team



HOSCH Company has a new trained welder on its staff. Chad Evans joined the service team in the western United States in November after spending ten years in the copper mining industry. He is looking forward to exploring the wide range of opportunities for assisting HOSCH customers in the coal, sand and gravel industries. Chad Evans has several hobbies, including marksmanship.

“It’s Simple – because it Works!”

Lecture given by Mario Del Pezzo to engineering students in Naples

Mario Del Pezzo, General Manager of HOSCH Italy, continued his series of lectures at Italian universities by addressing engineering students enrolled at the University of Naples Federico II. His topic: What effect do technology and reliability have on productivity and efficiency? His answer: “I work for a company that has continually invested in innovation and product development for 45 years to be able to react immediately to changes in processes and work flow.”

For Mario Del Pezzo, working productively and efficiently also means that HOSCH is facing up to the digital challenges posed by “Industry 4.0” while continuing to offer simple and – most importantly – user-friendly solutions. “It’s simple – because it works!” he says.

Mario Del Pezzo delivers a lecture to engineering students at the university in Naples.



Precise planning in advance
Del Pezzo believes that precise planning is the basic prerequisite

for profitability and efficiency. Using the deployment of HOSCH scrapers as an example, he explained this to the engineering students as follows: “Our products adapt continually to the belt profile. To achieve this, we undertake a precise evaluation, before installation, to determine which scraper is right for each belt conveyor. This evaluation is based on parameters such as the material being transported, the operating conditions on site, and the reliability demanded by the customer.”

This precise planning, Del Pezzo adds, is the right way for the belt operator to achieve efficiency and profitability. Hidden costs (e.g. for cleaning under the belt area and for premature wear of belt components) are reduced dramatically. “And when – as at HOSCH – you have years of experience on top of this, every problem has a solution that improves productivity and efficiency.”

“Expanding their Horizons”

Team from HOSCH Italy takes part in external training in Naples

Lifelong learning for all employees has always been part of the corporate philosophy of the HOSCH Group.

The team of HOSCH Italy, for example, regularly takes part in the training program at HOSCH Headquarters in Recklinghausen. However, it also looks for interesting seminars in its own backyard to fine-tune its in-house cooperation.

Recently, for example, General Manager Mario Del Pezzo took his team on a course held by the training company E.I.T.D. in Naples. The event was entitled “Maintenance, Forecasting and Planning” and featured expert lectures followed by discussions. Since this course was intended not only for the service team but also for other departments, it promoted both in-house communication and the mindset of “expanding your horizons.”

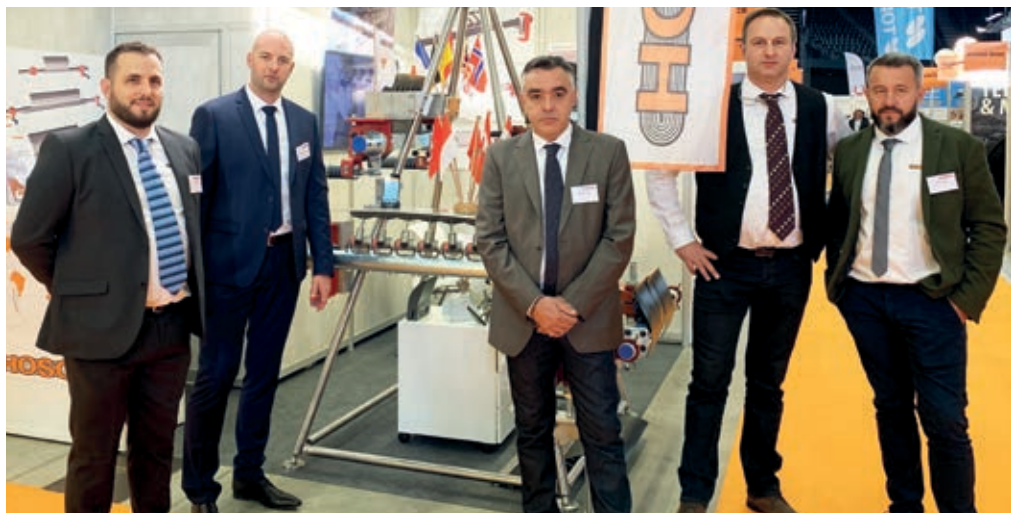
Flying the HOSCH Flag at the “SIM 2019”

HOSCH stand attracts attention at show in Montpellier

During the first week of October, the “SIM 2019” trade fair was held at the exhibition center Méditerranée Métropole in Montpellier in southern France. This leading show for the raw-material industry in France gave 300 exhibitors a chance to talk to experts and managers from mines, quarries and recycling platforms.

HOSCH France just had to be there, of course! The HOSCH stand was staffed by General Manager Philippe Bourlard and his entire sales team. Together with Jean-Marc Pataut, David Hénon, Rafael Del Pino and Adrian Audoire, Bourlard presented HOSCH products such as the standard scrapers of type B6 or HD02, and also new models such as the HD-PU-S2.

Visitors to the stand showed a lively interest in the digital information system HOSCHiris. Several examples were presented of how the system can be used, e.g. to monitor scraper pretensioning via



Philippe Bourlard and his team in front of the HOSCH stand at the “SIM 2019” in Montpellier.

a smartphone. After three very long days at the fair, Philippe Bourlard summarized it positively: “We made numerous interesting contacts and were able to follow up quite a few. We have already received some orders, in fact!”

SAP: “Brush Up and Go Deeper”

In mid-December the first seminar was held at HOSCH’s French headquarters in Calais to give employees of HOSCH

France a chance to “brush up and go deeper” on how to use the extensive ERP system in SAP in their individual departments. Since March 2019 HOSCH France has been using the new system in many different processes.

Besides Philippe Bourlard, Michel van den Biggelaar and Marco Schwittay from HOSCH Recklinghausen attended this in-service training event and clarified several questions that had cropped up during the previous six months.

HOSCH South Africa Plans “Project 2020”

Expanding the facility in Witfield near Johannesburg

More orders and more customers demand more space, and so HOSCH Fördertechnik (SA) (Pty) Ltd. is planning to expand next year. The production plants, the warehouses and the offices at the Witfield facility near Johannesburg are to be enlarged in 2020.

At present the plans for the building project indicate that a new section will be added to the building housing production, goods and the offices,

which will greatly expand the amount of space available. Johan de Koker, General Manager of HOSCH South Africa, said, “This expansion will enable us to satisfy current requirements and to continue our growth. We want to hire new members of staff in production and in sales and service. Furthermore, we will have room for more

machines to support our production.” HOSCH Managing Partner Cornelia Kill-Frech commented: “We are sure that the expansion of the site in Witfield will help our company to continue growing.”

The architects’ drawings for the planned expansion.



Troubleshooting with HOSCHiris

**HOSCHiris is deployed in Australia's largest gold mine.
Ansgar Frieling and Reiner Gnauert support HOSCH International**

International cooperation, part 3. As if the workshop in the Netherlands (see p. 5) and the many hours of training (see p. 6) were not evidence enough of HOSCH's international cooperation – now they are backed up by HOSCH in Australia.

customers. It has a large number of HOSCH scrapers installed on its belt conveyors.

In mid-November, HOSCH Managing Director Ansgar Frieling and Reiner Gnauert (E-Technology, RE) traveled to Perth to roll

CEO of HOSCH International, suggested using the HOSCH intelligent information system. Reiner Gnauert takes up the story: "We use the sensors to identify what is happening with the belt and the material during the work process, so that we can track down the defect." Remote monitoring has been installed, and is planned to go into operation the next time the belt conveyor system comes to a halt."

While Frieling and Gnauert were visiting, numerous other HOSCH scrapers at BGM were given labels so they could be inventoried. Of course HOSCH Shift Manager Arran Rowles applied the first label. The second one fell to Reiner Gnauert. In the future, when labels are scanned, the electronic maintenance report drawn up in the Netherlands will be opened for the relevant product.

During the two weeks the pair spent in Australia, Ansgar Frieling got to know the Australian mining industry and Reiner Gnauert was busy installing HOSCHiris. They were supported by the service technicians and by HOSCH International's IT expert Jason Cutler.



HOSCH Shift Manager Arran Rowles applies the first label.

Boddington, around 120 kilometers from Perth, is home to Australia's largest gold mine, which also produces copper. The Boddington Gold Mine (BGM) is one of HOSCH International's most important

out HOSCHiris. Their target was the site's tricky motorized belt conveyor system, which carries gold ore to silos where it awaits further processing. The system was plagued with problems until Sonja Volhejn,

Exhibition in Ukraine

"MiningWorld Ukraine": This is the title of an international exhibition of equipment, special machinery and technologies for mining, processing and transporting minerals. The show took place in mid-October in Zaporizhzhia, a large city in the southern part of the country and the sixth largest city in Ukraine, with around 760,000 inhabitants. At the "MiningWorld Ukraine" HOSCH Polska set up an attractive stand manned by General Manager Krzysztof Lebioda and Roman

Szewczuk, Sales Manager for Ukraine. Both presented numerous HOSCH products – used in particular in anthracite mining – to the expert visitors. Lebioda reports: "We made numerous interesting contacts to the visitors, all of whom were from the industry. One of them even asked us to do an on-site test installation immediately." Directly after the

show Krzysztof Lebioda and Roman Szewczuk hit the road to follow up on the new customer contacts.



The HOSCH stand at the "MiningWorld Ukraine."

Russian Steel Workers Visit HOSCH

Introduction at the training belt in Recklinghausen and site visits in Duisburg

Oleg Semenov and Andrei Zhurenkov had traveled a long way to reach HOSCH Headquarters in Recklinghausen in mid-November. They both work for the steel producer NLMK, which is headquartered in Lipetsk, a city with over half a million inhabitants located in the south of Russia about 500 km from Moscow. They were accompanied by Dimitriy Devyatov from HOSCH's Russian sales partner EFF Technik.

The NLMK steel plant in Lipetsk is somewhat similar to the ThyssenKrupp Group's steel plant in Duisburg. For over two years now, NLMK has been using numerous HOSCH scrapers on its large belt conveyors in the Lipetsk steel plant and in pellet production at its Stoilensky plant (250 km south of Lipetsk). Next year, the two companies plan to expand their cooperation by bringing in more on-site HOSCH personnel and thus intensifying customer support.

The three-day visit to the Ruhr built the foundation for this expansion. HOSCH Managing Director Dirk Heidhues welcomed the guests, who were then entrusted to International Sales Manager Giancarlo Leombruno and Tobin Frech, also from Sales International. They gave the visitors an introduction to the special HOSCH products for efficient belt cleaning at the training belt.

The second and third days of training were dedicated to visiting the raw steel producer Hüttenwerke Krupp Mannesmann in Duisburg, where the Russian "steel workers" got to see the hard work done by the HOSCH service team.



Gathered at ThyssenKrupp's steelworks in Duisburg: Giancarlo Leombruno, Tobin Frech, Thomas Golitz (Technical Plant Manager, ThyssenKrupp), Oleg Semenov, Dimitriy Devyatov and Andrei Zhurenkov.

The three-day visit ended at ThyssenKrupp's Duisburg steel plant. Following a guided tour around the various facilities, the Russian visitors saw the HOSCH products in use on site while their hosts

explained them in detail.

On one evening the program for the visit included a guided tour of the city of Münster, followed by a meal for the visitors and their hosts.

Rafaela Diniz Makes History at HOSCH Brazil

First Woman to Become Technical Manager

A big first in Rio: After receiving her engineering degree in the middle of the year, Rafaela Diniz was appointed Technical Manager of HOSCH do Brasil Ltda.



The 24-year-old Brazilian, who has been working for HOSCH since 2014, is in charge of the nine employees at the HOSCH branch office in Congonhas, about 85 km south of Belo Horizonte in the state of Minas Gerais. The HOSCH team in Congonhas is kept busy mainly by the HOSCH customer CSN Congonhas, one of the largest iron-ore exporters in South America.



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