

HOSCH *news*

The International HOSCH Magazine



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Raising the HOSCH flag at 5 shows

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Dear Readers,



The HOSCH Management: Cornelia Kill-Frech, Ansgar Frieling and Dirk Heidhues (from right).

The fact that nothing can replace direct human contact was confirmed again in the second half of 2022.

Our participation in trade shows all over the world was not only successful from a business point of view; it was also a genuine pleasure for all of us.

The bauma in Germany attracted a predominantly international crowd, which enabled us to consider moving into many regions of the world that used to be white areas on the HOSCH map. Our digital HOSCH^{iris} products were repeatedly the center of attention, aroused curiosity and admiration, and brought us several potential new customers.

It was crowded at the fairs and strenuous for our employees. Despite these conditions, or possibly because of them, everyone enjoyed being able to communicate directly and get “hands on” experience with our products.

We salute the HOSCH employees who were able to install HOSCH^{iris} products for our customers - with great success - before the trade shows. As a result, we were able to demonstrate confidently that HOSCH^{iris} had already proved itself “in the field.”

We also salute the “HOSCHis” who mastered operative challenges in the background: supply chains disrupted by production stoppages at our suppliers, sudden postponement of promised

deliveries, closed ports, and containers that were scheduled to be in Recklinghausen but were still in South Africa because of storms. Despite these challenges (and many more), we found new suppliers who became valuable new business partners. Moreover, we were able to keep our prices for long-standing customers on a reasonable level with tough but fair price negotiations and long-term partnerships. Our production and purchasing staff could write volumes on this subject if they only had the time!

We are especially proud, therefore, that we were able to keep our delivery promises to our customers again this year. We owe this to our fantastic employees and the partners in our supply networks who worked with us to develop alternative solutions.

We therefore look optimistically toward the next few months, inspired by the direct human contact that is now possible, and hope that the war in Europe - so inconceivable for all of us - will soon come to an end.

We wish all of you happy holidays, relaxing and delightful moments, and a good start into the New Year, of course!

The Management

Cornelia Kill-Frech

Dirk Heidhues

Ansgar Frieling

Our title photo:

Our cover photo shows the HOSCH team at the bauma 2022 in Munich, the largest and probably the world's most important trade fair for the construction industry. HOSCH raised its flag at a total of five shows this year. More information can be found on **pages 3-5**.

Professional Expertise and International Flair

bauma 2022: HOSCH presents its new digital products from the HOSCH^{iris} world to almost 500,000 visitors

"A real powerhouse in the industry" is how exhibitors and visitors described the bauma 2022, the world's leading show for the construction machinery and mining equipment industry, held in Munich at the end of October. Here about 3,200 exhibitors from 60 countries spent a week presenting their companies and products to over 495,000 visitors.

appointments." This was how Sales Manager Detlef Domke-von Bichowski summed up his impressions of the seven days of the show. "These visitors were not only interested – they wanted to find out more!" He added that "On the whole we made numerous excellent contacts; we entered these on our forms and are now working through them!"



International communication at the bauma 2022: Akan Oskembayev and Anton and Evgeniy Buchanowski (from right) from our distributor Flow Energy Kazakhstan meet at the HOSCH stand with Alexander Thomas, Giancarlo Leombruno, Daniel Jarzombek and Tobin Frech (from left).

The HOSCH Group brought a large team to the show. At least 10 employees staffed the spacious and attractive stand every day. The presentations, sometimes including videos, dealt with the new digital products from the HOSCH^{iris} world: HOSCH^{iris} Data, HOSCH^{iris} Detect and HOSCH^{iris} Discover as well as the standard program and the A1. Two things were evident in Munich. The first was the high percentage (over 50 percent) of international visitors, giving HOSCH a chance to spread its messages worldwide. The second was the enormous professional expertise among the visitors. "A very large number of decision-makers on both the national and international levels visited our stand, giving us a chance to make specific

His conclusion: "The bauma sent a strong signal in these challenging times. It was just the sort of face-to-face event the industries needed – one where you can experience products and hold personal conversations."

Trade show success can be quantified

After the show, Detlef Domke-von Bichowski answered our questions, which apply to all of HOSCH's trade fair appearances.

How important is it for HOSCH to raise its flag at trade shows?

Very. When we show up, all the industries take note, and we have a chance to look after existing customers and

acquire new ones. HOSCH's strong points and new product developments are on display; this arouses the interest of visitors who don't know us. HOSCH is seen as an international company with innovative and unique products.

Are trade fairs only a networking platform and forum – or more?

They are also opportunities to look after customers, observe the market, keep an eye on competitors, acquire new customers, do some marketing, share information and polish our image. At the trade fair, we can talk to our customers in a different way – it's easier to share information and make contacts.

Can the success of a trade fair appearance be quantified?

Yes! All interested visitors are recorded in our "trade fair reports." The orders generated at the trade fair can be counted.



Cornelia Kill-Frech, Managing Partner of the HOSCH Group, talking to Daniel Jarzombek, a member of the international sales back office, at the bauma 2022. In the background HOSCH Advisory Board member Heiner Kill and Detlef Domke-von Bichowski.

Is the process of evaluating the trade fair appearance clearly defined? Is there a follow-up strategy?

Yes. The trade fair reports are processed immediately and distributed to the relevant employees on the national and international levels. We keep track of the results of these customer contacts.

“Touch It and Feel It”

HOSCH's participation at the Electra Mining Africa in Johannesburg was a huge success

“A huge success for HOSCH!” This was how Johan de Koker summed up HOSCH South Africa's appearance at the five-day Electra Mining Africa in early September. Johannesburg, the largest city in South Africa, was the host of the Electra Mining and a marketplace for the mining, construction, electrical technology and energy sectors. “The trade show was a welcome sight to African industry after the long COVID break,” said the Director of

HOSCH South Africa, “and everyone wanted to be there.” The figures prove his point: some 650 exhibitors made their pitch to over 30,000 visitors at the show.

During the five days of the Electra Mining, HOSCH provided detailed information on its wide product assortment and associated service. Johan de Koker's team received support from Germany in the person of Tobin

Frech, who seized this opportunity, during his trip to the southern tip of the African continent, to lend a hand with customer care and customer retention.

The team at the HOSCH stand greeted long-standing and new customers alike. Johan de Koker said: “We have already visited several of these customers and installed our products. I believe these contacts will result in long-term relationships. Potential new customers especially were keen to receive extensive briefings on the products exhibited – and “to touch and feel them,” according to Johan de Koker. Summing up, he said: “We now have to come full circle and make sure that the numerous conversations and new contacts result in measurable success.”

The Electra Mining Africa is held every two years – and will thus probably take place again in Johannesburg in September 2024.



“We understand what motivates you” was HOSCH South Africa's motto at the Electra Mining Africa in Johannesburg. Tobin Frech (4th from left) was also visiting from Germany.

Platform for the Chinese Cement Industry

HOSCH has been raising the company flag at industrial shows in the Middle Kingdom. In early November, for example, employees of our Chinese distributor, the Ruixin Group, presented a diverse array of HOSCH products at the three-day China International Cement Industry Exhibition in Nanchang in Jiangxi Province. This show is considered the most influential platform for the cement industry in China. According to the organizers, this year more than 20,000 visitors came to see the show on exhibition grounds that cover approx. 15,000 sq m at the Nanchang Greenland International Expo Center.



Employees of the Ruixin Group, our Chinese distributor, at the HOSCH stand in Nanchang.

Upswing in Customer Contacts at the SIM 2022

HOSCH France strengthens its ties to long-standing customers and acquires new ones at the SIM 2022



Philippe Bourlard (center) with his team at the SIM 2022 in Marseille.

The hurdles preventing consumer, trade and industrial fairs worldwide during the COVID 19 pandemic have now been dismantled. This was obvious at the SIM 2022 held in Marseille, the port city in southern France, in mid-October. During the three days of the SIM, the leading show for the

raw materials industry in France, 346 exhibitors – 13% more than in 2021 – presented their products to industry experts and managers of mines, quarries and recycling platforms.

HOSCH France had to be there, of course. General Manager Philippe Bour-

lard and his team of four consisting of Jean-Marc Pataut (Sales, Southwestern France and Africa), David Henon (Sales, Northern France and Paris), Rafael Del Pino (Sales, Southeastern France) and William Del Pino, the new service technician, were at the inviting HOSCH stand to greet present customers but also to make new contacts, mainly to companies in southeastern France.

“With the present customers, we strengthened our relationships and moved new projects forward,” said Philippe Bourlard. “With the new contacts, we presented our activities and products. I am very satisfied with the quality of the contacts we made at this show. Several large companies came to our stand and asked us to pay them a visit locally.”

The SIM is held annually at changing locations. In 2023 the show will take place in Bordeaux in southern France from October 4 to 6.

Positive Feedback at the BULK

HOSCH International: first trade fair appearance in over 10 years

For CEO Sonja Volhejn’s team, it was the first trade fair appearance in over 10 years. “The BULK is the only mining show focused on bulk solids handling,” she said. “That made it ideal for us.”

At the eye-catching HOSCH stand, the team talked to numerous existing and potential customers. The feedback

from visitors on the HOSCH products displayed, such as the A1 and the B6, was entirely positive. It revealed a keen interest in the battery-powered digital early-warning system HOSCH^{iris} Detect, which measures and reports belt damage if predefined limits are exceeded.

After three exciting and exhausting days, Sonja Volhejn reported: “A contact we made at the BULK has already yielded one visit to a customer and the purchase of several A1 scrapers.”



The HOSCH stand at the BULK with Marisa Akamatis, Saif Faris and Warren Kilmister.

HOSCH Cooperates with Swedish Data Experts

The goal is to develop a joint digital product based on HOSCH^{iris} Discover and the Predge Conveyor™

A new chapter is being written in the HOSCH^{iris} success story. To obtain additional information from the data generated by HOSCH^{iris} Discover, HOSCH has joined forces with the Swedish company Predge AB.

The contact was made by HOSCH's Swedish distributor Johan Olsson (LIM AB) since the data scientists at Predge also work for the HOSCH customer LKAB. Since 2013 the Predge AB team has already been offering predictive data analyses and digital solutions for the preventive maintenance of industrial systems. The company is now the Scandinavian market leader in rail-bound material transport.

To tap into additional markets and product lines, the Swedish data analysts have developed the "Predge Conveyor". This Predge product integrates various data sources related to belt conveyors; based on its data analysis, it offers a standardized valuation of maintenance requirements. However, it is not easy to acquire reliable data on the belt condition.

Recognizing and identifying types of belt damage

Frequently, such data can be obtained only by installing complicated I&C technology and sensors. Expert knowledge of belt conveyors and state-of-the-art data analysis techniques are required to analyze the data.

HOSCH has both: HOSCH^{iris} Discover is the pragmatic solution for capturing the condition of the belt surface. The patented measurement system can be used to obtain continuous high-resolution data on scraper deflection. Working together with the Predge experts, HOSCH intends to derive further insights from this data. In the future, it will be possible to acquire even more detailed information on the condition of the belt – and to recognize and differentiate various types of belt damage.

The goal of the cooperation is to develop a joint digital product that will complete both the "Predge Conveyor" and HOSCH^{iris} Discover systems and offer the customer further options for optimizing plant operation – a win-win situation!

New Software for Remote Support

HOSCH optimizes remote service for installations in HD quality

Seeing what the customer sees! Bringing the know-how of the HOSCH technicians directly to an installation, maintenance or troubleshooting procedure without them being present on site – this is now possible via remote support including augmented reality (AR) (HOSCH news reported).

HOSCH has further improved these remote services and found a software solution: oculavis SHARE. This device-independent solution connects the customer's machinery and equipment with the experts and can be run on a PC, tablet, smart-

phone or smart glasses. HOSCH Trainer Thomas Legner says: "On this platform, information about the operation and the associated goal-oriented processes are documented centrally with photos and videos. This gives our technicians an overview of the number and type of service cases and enables them to share this information with colleagues."

One of the first remote projects undertaken by HOSCH was carried out by HOSCH Polska for a customer in Ukraine. The training plan drawn up in Recklinghausen for the installation of scrapers and tracker rollers was

translated into Polish and Ukrainian by Krzysztof Lebioda, Country Manager in Poland, and his Ukrainian sales representative Roman Shevchuk. An engineer and a team leader from an iron ore company working in the war zone trained for the installation via a webinar. The on-site installation was supported by the AR remote software. Thomas Legner said: "We were able to discuss every installation situation in real time in HD quality. What's more, we were able to draw guidelines directly in snapshots to help us position and fasten the scraper systems."

"Accept the Challenge of a Top Job"

Sonja Volhejn, CEO of HOSCH International in Australia, belongs to a network of women in management positions

A "strong woman" heads HOSCH International in Australia. For four years now Sonja Volhejn, a mechanical engineer by training, has been CEO of the HOSCH company domiciled in Perth. She joined HOSCH in February 2014.

Sonja Volhejn was born and grew up in Berlin. As a child she already knew she wanted to become a mechanical engineer. "I wanted to learn everything about the job – including all the practical aspects," she remembers. After graduating from high school with a university entrance qualification, she started training as a precision mechanic. She broke off this training to travel to Australia, where she worked as a CNC mechanic. After returning to Germany, she studied mechanical engineering at the prestigious Humboldt University. During her stay in Australia, Sonja Volhejn fell in love with the country but also with her future husband, Michael. The couple now has two children: Lily, born in 2020, and Sofia, who is only eight months old.

Sonja Volhejn has been the CEO of HOSCH International in Australia since 2018.



Are there women on the management team at HOSCH International?

They are in the majority, in fact. Our five-member management team consists of three women and two men.

Do they still have "men's professions" in Australia?

Most definitely! It's like the situation in Germany. The mining industry is a "boys' club," for example. However, the times are changing here, too

What is being done or could be done to make working more compatible with family life?

First of all, women should not be afraid to take top jobs and to demand fair pay for their work. Flexibility and a supportive partner are also very important, of course!

Is there a network for women in top management positions in Australia?

Yes, there is. I belong to "Women in Mining and Resources" here in Western Australia. This organization has greatly supported me and other women in the industry. Its aims are to encourage women to be more visible in our industry, to provide a strong network for women in the industry, and to persuade employers to be more proactive in recruiting and keeping women in our work environment. I personally feel that I receive excellent support from this club of inspiring women.

HOSCH series

Strong women make for strong management! In the HOSCH Group, this sentence is put into practice every day. In November 2021, for example, the company received the award "Women. Careers. Advancement. In Business & Industry" sponsored by the initiative "Competentia NRW – Competence Center Women & Work." HOSCH news is presenting the strong women at HOSCH in a special series.

Today: Sonja Volhejn, CEO of HOSCH International in Australia since December 2018.

Building Up Resistance

"A healthy heart" was the motto of the third HOSCH Health Day at HOSCH Headquarters in Recklinghausen. The event kicked off with an inspiring talk by the former German soccer player Daniel Engelbrecht (32). The professional player made the news when he collapsed on the soccer field with cardiac arrest at age 22 and had to be resuscitated.

Today Engelbrecht is a motivation coach. In his talks he stresses the importance of listening to the signals sent by your body, such as a "racing heart." His advice: "Each one of us should be building up our resistance so we stay strong even at difficult times."

Afterwards, the HOSCH employees had a chance to test their cardiac health in three exciting modules: an endurance test on an elliptical trainer, screening of vital functions, and measurement of pulse wave velocity and the "ankle-brachial index (ABI)," the results of which can point to possible peripheral arterial disease.

+++ HOSCH Personnel Ticker +++

After over 35 years at HOSCH, **Michel van den Biggelaar** (66) entered his well-deserved retirement at the end of June 2022.



Michel van den Biggelaar (2nd from left) at his farewell party in the HOSCH "garden" with the HOSCH Management: Ansgar Frieling, Cornelia Kill-Frech and Dirk Heidhues (from left).

He used to work in the international sales back office and will continue to support HOSCH, as a part-time mobile worker, from his home in Buldern. At the official farewell ceremony in the HOSCH garden in Recklinghausen,

the corporate management acknowledged, and expressed their gratitude for, his energetic and committed work for the company with this tribute: "You consistently employed your excellent language skills and intercultural competence for the benefit of HOSCH. During this entire time, you inspired the confidence of your work superiors and colleagues." Michel van den Biggelaar plans to use his new spare time mainly for his numerous hobbies; trips with his wife to the most beautiful spots on Earth are at the top of his list.

Stefan Janßen

(44) is totally at home in the digital universe. Since summer the IT specialist and IT System Manager certified by the German Chamber of Commerce and Industry (IHK) has been working in the IT Department at HOSCH. He is married



and has two children aged 10 and 15. Even in his free time, he admits, he can't resist tinkering around with computers. However, he also likes to ride through the countryside on his bicycle or motorcycle; in the winter, he heads for the ski slopes.

In mid-August 2022, Kim-Jana and Denis Wazinski tied the knot in the ruins of a historical chapel. Their



families and numerous friends attended the wedding at Palace Park in Bochum-Weitmar. After the ceremony, the couple retired to their own home for a short rest. In the evening, everyone gathered at the "Alte Lohnhalle" hotel at the former Holland Mine in Bochum-Wattenscheid for some high-spirited celebrating.

Kim-Jana Wazinski, née Kösterke, studied mechanical engineering with a major in construction and design;

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+++ HOSCH Personnel Ticker +++

she has been working at HOSCH Headquarters as an engineer since 2017.

And they kept on running... High school students enrolled in Martin Luther King Comprehensive School in Marl made a concerted effort to support the campaign "Schools Against Hunger." **Leon Staub**, son of **Heiko Staub**, Head of the Service and Installation Department at HOSCH in Recklinghausen, was one of the



participants. Every 400 meters the students ran brought in money from sponsors. Leon, for example, did his laps in a HOSCH t-shirt; for his athletic

contribution, HOSCH Managing Partner Cornelia Kill-Frech donated 250 euros. Leon's class, the 8e, ran 329 laps in all and collected a total of 1,800 euros for the good cause.

Kerim Gülsoy, one of the first two HOSCH trainees back in August 2019, has completed his training as a construction mechanic and is now a member of the workshop team.

Freelancer **Saida Laajili** has been helping Brahim Bachari build up HOSCH Maroc S.A.R.L. since the beginning of 2019. The COVID 19 pandemic delayed her entering the company as a regular employee; she finally managed to join as the branch office was established. The 54-year-old has a lot of valuable experience as a management assistant and will now put it to use at the office in the port city of Mohammedia. "It has always been my dream to work



HOSCH Service Anniversaries

During the second half of 2022, the following employees at HOSCH Headquarters in Recklinghausen celebrated service anniversaries:

10 YEARS

Ursula Preisner

20 YEARS

Karin Jurisic

25 YEARS

Klaus Schlüter

for an international company," she says. "Now this dream has come true at HOSCH." She can live with the fact that she entered the company with a slight delay. "I realized early on that HOSCH has garnered a good position on the Moroccan market with its high-quality products and services," she explains. Saida Laajili and her husband Driss have a daughter, Siham (22), and a son, Rayane (17).

Magazine Reports about HOSCH^{iris} Discover

The new digital product HOSCH^{iris} Discover has continued its success story during the construction of the Brenner Base Tunnel. Following completion (planned for 2032), the BBT will be the world's longest underground railway connection.

This complex project is a challenge for engineers and equipment alike. Since excavation works are driven from both ends of the tunnel, conveyor systems on both sides must operate reliably. HOSCH Managing Director

Dirk Heidhues says: "At the Brenner we have proven that our product operates under highly demanding conditions with respect to both the customer's standards and the environment. We are naturally proud of this! The reason we succeeded is that a host of players – the R&D Department, IT, Sales, Installation and our colleagues at HOSCH Italia – all pulled together."

Mattia Corna from Brennero Tunnel Construction (BTC) and **Giancarlo Leombruno**, International Sales Manager

at HOSCH, have written an article about HOSCH's contribution to this billion-euro project. The article appeared in the prestigious publication GeoResources, a trade journal for engineers and managers in mining, tunnelling and geotechnology sold worldwide.

HOSCH has posted this article on LinkedIn. It is available at: <https://www.hosch-international.com/wp/wp-content/uploads/pdf/HOSCH-iris-in-application.pdf>

Ergonomic Lifting with the “Power Backpack”

At the HOSCH warehouse, exoskeletons help prevent back problems

Placing items on shelves, taking items off shelves, packaging and shipping: each day countless packages pass through the hands of the employees working at the HOSCH warehouse in Recklinghausen. All these activities place great strain on the body: handling crates, packages, production material and tools is physically demanding and can lead to back problems.

HOSCH has been using exoskeletons for some time now to prevent this and to further optimize the work environment. These ergonomic devices consist of a system of belts that can be worn by employees like a backpack. “It is a big help when you’re lifting

heavy packages,” says Workshop Manager Sven Orlob. “And it makes it easier to assume an ergonomic posture when bending down.” An exoskeleton does not limit individual movement. It is adjustable in size and not tailored to fit just one employee. The belts can be put on and taken off in a matter of seconds and are a boon when working when crouching down or crawling on your knees. “What’s more, when we wear the exoskeleton, we are not as exhausted at the end of the shift,” reports Sven Orlob happily.




Two HOSCH warehouse employees wearing the exoskeletons. Once the belts are in place, lifting is easier.

Careers at HOSCH

A new section on the company’s website


“HOSCH does not concentrate on short-term economic success alone, as is often the case at corporations, but rather on the company’s long-term market strategy, which sometimes spans several generations. At family-run companies, people are of special importance.”

You’d better work at HOSCH!



JOB OFFERS

For pupils, students, university graduates or skilled workers and executive staff



WHY JOIN HOSCH?

Nine reasons why it’s worth shortlisting for a job at HOSCH



APPLY NOW

HOSCH is doing business all over the world and has branch offices in many interesting countries. Curious to know more?

The three tiles on the new careers page on the HOSCH Group website.

This quote by Robert Schmitz, a member of the Advisory Board of the HOSCH Group, introduces the new career section, entitled “Family-run companies are different,” on the HOSCH website. The new pages aim to help recruit new employees and to give potential applicants a glimpse of the work environment at HOSCH.

On the website three easily accessible modules have been arranged in an uncluttered layout: job openings for skilled workers, managers and trainees, nine good reasons why a job at HOSCH is so interesting, and a third part consisting of a short film and testimonials from employees – ranging from trainees to the Sales Director – explaining why they are proud to say, “I’m a HOSCHie!”

More information:

<https://www.hosch-international>

It's Up to Every One of Us

HOSCH launches an information campaign about sustainability. Relevant posts can be found on LinkedIn

A good seven years ago, the UN General Assembly adopted the “2030 Agenda for Sustainable Development.” The objectives of this resolution are to ensure a decent standard of living for everyone on earth and to permanently protect the natural environment.

The 2030 Agenda aims to promote sustainable development in the economic, social and environmental dimensions and is targeted at national governments but also at business in general, academia and every individual. The 17 goals set down by the UN to ensure sustainable develop-

ment include eradicating poverty and hunger while ensuring high-quality education, gender equality, decent work for all, and economic growth.



At the end of September HOSCH launched its information campaign “Sustainability at HOSCH.” This campaign will be publicized via the print and online medium HOSCH news and

the social network LinkedIn, a global platform hosting almost 30 million companies and presentations in more than 24 languages.

All HOSCH activities dealing with the topic of sustainability worldwide will be posted successively on LinkedIn regardless of whether they have the backing of HOSCH Headquarters in Germany or one of the HOSCH companies worldwide. The person to contact if you have information to post (with photos if possible) is Kirsten Gottwald (kirsten.gottwald@hosch.de).

 **More information:**
www.linkedin.com

HOSCH Trainees Present their Workplaces

The vocational training fair “Experience Meets Curiosity” aims to combat the acute shortage of skilled personnel

“Experience Meets Curiosity”: This was the catchy title of a two-day vocational training fair held at the Ostvest Vocational High School in mid-November where students at this school met with trainees from more than 40 well-known companies and institutions in the Recklinghausen District. The “Ostvest” offers courses in electrical engineering, automotive engineering, information and communications technology and machinery construction technology as well as business and administration.

The idea was that “experienced” young people (i.e. the trainees)

should describe their chosen occupations, workplaces and jobs to their “curious” peers (i.e. the vocational school students). Trainee occupations in the commercial, IT, technical and skilled trade sectors were presented.

For the HOSCH trainees, it was their first time at the fair. Together with HR Officer Nicole Kogelheide, they presented “their” company and the trainee occupations of industrial management assistant, construction mechanic and warehouse operator to potential colleagues.



They presented their workplace at the Training Fair: Kerim Gülsoy and HOSCH trainee Özkan Cakir (left).

HOSCH had an ulterior motive, of course, since the company is also affected by the shortage of skilled personnel in Germany. HOSCH offers attractive positions in installation and technical purchasing which should ideally be filled with young people trained at the company.

A Sabbatical Year in the “Land of Unlimited Opportunity”

After his traineeship at HOSCH, Hüsni Coban received a scholarship from the German Bundestag

“If someone goes on a trip, they will have a lot to talk about afterwards.” This rather free English translation of an old German proverb aptly describes Hüsni Coban’s current situation. After completing his three-year training as an industrial management assistant at HOSCH, Coban (22) flew to the U.S. in early August. HOSCH gave him 12 months’ leave for the sabbatical.

Not that Hüsni Coban is on vacation. Instead, he is making use of a scholarship awarded by Frank Schwabe (SPD), member of the German Bundestag for Recklinghausen, as part of the Congress-Bundestag Youth Exchange (PPP for short). This exchange program between the German Parliament (Bundestag) and the U.S. Congress made it possible for 75 high school students and young wage-earners to study in the U.S. this year while learning about the country and its people and pursuing their own personal and professional development.



Hüsni Coban (left) together with Frank Schwabe (SPD), Member of the German Bundestag for the District of Recklinghausen.

Four months later, Coban reports that he has arrived both mentally and physically. “I’m fine,” he says. “I got used to American culture fairly quickly and I’m having many new experiences. My host family, my new friends and my college are a perfect match for my expectations. I have to admit I could imagine living here in the future.”

Volunteering is part of the program

Coban lives with a host family near Boston and has enrolled in college courses that will be useful for him in his work as an industrial management assistant. However, he has had to shift gears somewhat. “The classes are totally different from what I experienced in Germany. Here the emphasis is more on memorizing and less on understanding. The tests are all multiple choice, which is luckily not a problem for me.” Parallel to attending college, he slips into the role of assistant teacher in the school where his U.S. mom works. He describes this as “a great opportunity to expand my horizons.”

Volunteering in the host country is also part of the PPP. Hüsni Coban has already signed up for two volunteer activities: sorting clothing, hygiene articles, etc., donated to the charitable “Wish Project” for needy recipients, and serving as a volunteer consultant in finance and marketing at the nonprofit “Pacific Community Ventures.”

Coban uses his free time mainly to travel. He has already visited New York and Philadelphia, spent Hal-



This “HOSCHie” is enjoying his time in Boston, capital of the U.S. state of Massachusetts.

loween in Salem (site of the Salem witch trials), hiked in the White Mountains, and travelled to a college rugby match in the state of Vermont with his U.S. dad.

In March he will start a paid internship at a U.S. company before returning to HOSCH in August 2023. Alongside all these activities, he plans to continue his studies in business administration (with a major in marketing) at night school.

Instagram & Podcast

Anyone who wants to follow Hüsni Coban online can drop in on his Instagram channel @_htc43 or listen to his podcast now and then.

The latest installment of the podcast describing his first 100 days in the U.S. can be found at:

<https://open.spotify.com/episode/1vyGi7a2TSS9kM4gJMpfut?si=b7b05b09ecee4bec>

Dreams Brought Back to Life by HOSCH

As a little girl from a little town with big dreams, I could never have anticipated just how difficult it was going to be navigating around getting a university degree. I am from an underprivileged background, with a huge lack of resources and information, coupled with a close to non-existent financial muscle. The only source of income at home at the time was the government grant received by my mother for my two minor siblings. It could barely cover essentials for the family, but it had to sustain my university expenses. Granted, trying to survive on it as a student was a futile exercise and that led to me being on the list of the people that would be financially excluded on the following year.



Something wonderful happened though, and I'll always refer to this moment as the magic of my life. HOSCH needed a person to fund, my mentor at the residence I lived in received this information and decided that I would be a worthy candidate as she had been holding my hand through my difficulties, she then referred me for consideration and indeed I received funding. My tuition was paid, my accommodation and my meals respectively. At that point, I had gone home for the holidays and there was no glimmer of hope for going back to school the following year.

What a big light in what was slowly becoming a dimmed journey out of poverty. I'd cry an ocean just detailing everything, because of how humbled and grateful I am and will forever be. My dreams were revived and brought back to life and I embarked on my life changing journey. What HOSCH did for me, didn't just have a positive impact on my life, it had a positive influence in my family and the community I come from.

Today, I'm a Public Prosecutor. I ensure that there is justice in our society, that people are living in freedom and security. What an honour!

Thank you HOSCH, words will definitely never be enough.
Senamile Lungelo Ngwenya

Education Starts at Your Front Door

HOSCH partner in India supports a school with a difference

Helping people to help themselves!
For two years now, Tega Industries Limited, a partner of HOSCH India for decades, has been supporting the Disha India Community School in the small town of Padha in the Karnal District of the Indian state Haryana.

The project of the "Disha India Education Trust," involving 100 schoolchildren up to class 4 and eight educators, is committed to promoting learning based on the children's real-life

experiences. The idea is to show that education begins at your own front door. The small community of Padha, for example, has "only" 8,000 residents but aims to develop an educational program rooted in local circumstances and challenges. The children thus harvest their own grain, plant trees, tend flower beds, and study the wetland ecosystem.

The idea is not for the children to engage in farming but to learn the

practical skills needed to establish a food chain with local resources. The overriding goals are to experiment, to convey values, and promote sustainability by using things available locally. One spin-off is that the project has already produced a small book on the birds of the region, written in the children's native language and illustrated with their paintings.

More information:
www.dishaindiaeducation.org

Improving the Quality of Children's Lives

HOSCH Chile supports the founding of a soccer school in Calama in the Atacama Desert

Getting children off the streets, giving them worthwhile activities, and encouraging them are the ambitious goals of sports clubs worldwide. The situation is no different in Calama, a city in the Atacama Desert in northern Chile. When the local sports club founded the Atacama Soccer School in March 2022, HOSCH Chile was one of its first sponsors.



Playing soccer in HOSCH jerseys: girls and boys at the Atacama Soccer School in Calama, Chile.

The company was contacted by two employees of a mining company in the Atacama Desert that is a HOSCH customer. When asked for help in setting up the school, Cesar Vigo, General Manager of HOSCH Chile, did not hesitate. "We pledged our support right away," he said. "I consider this school to be very important for the development of a healthy, sports-oriented childhood. This is especially

critical in a region where altitude and climatic factors make participation in sports difficult."

Of the 90 children who currently attend the Atacama Soccer School, 30 are supported by a scholarship. Since the school wants to gain independence from the club and attain its own legal status, support from the outside

is more necessary than ever before – and not in the interests of winning championships and trophies but to improve the lives of the children. Cesar Vigo says: "Thanks to sponsors like HOSCH, the assistance goes directly to the children. It's a joy to sponsor these children, to work with them, and to see their eyes light up when their team scores."

Service Observing Strict Safety Regulations

In Scotland HOSCH GB operates at a very special location – a whisky distillery

HOSCH scrapers clean belts everywhere! On belt conveyors at gravel and cement works, in gold, silver and copper mines, or in coal mines, HOSCH products are in demand around the globe. Now HOSCH GB is working at a very special location: the Cameronbridge Whisky Distillery in the Scottish town of Windyates on Loch Leven, a lake about 25 km northeast of the Scottish capital of Edinburgh.

For eight years now HOSCH scrapers have been cleaning clean belt conveyor systems at a plant which the company de-



scribes as "the largest grain distillery in Europe." Here HOSCH installs and services Type B6 (Standard and Light) and Type C1V scrapers. Moreover, several upper-belt and lower-belt track-er rollers are in service at the site.

During installation, maintenance and servicing activities, the HOSCH engineers must comply with very strict safety regulations. Electronic devices, such as cameras and mobile phones, must be deposited in the entrance area since their use on site is strictly prohibited. The use of bottles and other containers for liquids is supervised.

The team headed by Craig Peacock, General Manager of HOSCH GB, has adapted to these rules. He says: "We intend to maintain the excellent partnership we have with the company and to keep servicing all belt conveyor systems at the distillery."

The distillery was founded in 1824 and underwent a major modernization from 1989 to 1992. Besides grain whisky, it produces "neutral spirits" such as gin and vodka. The Cameronbridge distillery turns out about 105 million liters of alcohol annually. It now belongs to Diageo, a global company producing alcoholic beverages in more than 180 countries.

Flying Visits to Three HOSCH Locations

Ansgar Frieling obtains first-hand information on the state of HOSCH's business in Brazil, Peru and the U.S.

Brazil, Peru, Florida: At the beginning of August, Ansgar Frieling boarded a plane to visit three HOSCH companies in South America and the USA.

The first stop was Brazil, where the HOSCH Managing Director finally made the visit postponed during the COVID 19 pandemic. In Belo Horizonte, home of HOSCH do Brasil Ltda., he met with Managing Director Peter Petzold and his team. At his next port of call, Rio de Janeiro, Ansgar Frieling held intensive discussions with engineers from two HOSCH customers, the mining company Vale S. A. and the steel producer Ternium Brazil. These talks ranged over subjects including HOSCH^{iris} and related digital topics.

Near the end of his stay in Brazil, Frieling visited the iron ore mine near Rio de Janeiro, where HOSCH's Technical Manager Diniz Candido Pereira



Ansgar Frieling (2nd from right) with part of the team from HOSCH do Brasil Ltda.

Lunch break in Peru: Cesar Vigo, Omar Segovia and their team enjoy a delicious lunch with Ansgar Frieling.



is responsible for one of the most important customers.

Ansgar Frieling's tour then took him to Peru, where he visited the new premises and state-of-the-art warehouse of HOSCH Peru S.A.C. approx. 20 km southeast of the capital of Lima. His impression: "In less than two years, the team, which is now seven strong, has firmly established itself on the market. And as planned, turnover has developed very well since last year."

The last stop was Miami, Florida. Here Ansgar Frieling sat down with the management of HOSCH Company to devise strategies for further expansion in the

American Southwest – for example, in Arizona or Texas.

A New Company is Founded in Africa

From its office and warehouse space located near Casablanca, HOSCH Maroc S.A.R.L. looks after customers in northwestern Africa

Expansion in Africa: With the official founding of HOSCH Maroc S.A.R.L. on April 1, 2022, the HOSCH Group now has a permanent port of call for customers in the northwestern part of this huge continent.

Brahim Bachari (42) has leased approx. 160 sq m of office and warehouse space in Mohammedia, a port city on the Atlantic coast about 20 km north of Casablanca.

Bachari, an engineer who lived in Germany for many years, spent about four years organizing the start of op-



The official founding of HOSCH Maroc S.A.R.L.: Loubna Ait Bassidi, Consul General of the Kingdom of Morocco in Düsseldorf, together with Cornelia Kill-Frech and Ansgar Frieling.

erations. He presented HOSCH products to the relevant industries, acquired customers, and developed the

infrastructure needed for the branch office. In the meantime, HOSCH has acquired an excellent reputation in Morocco. "Demand for our products and services is increasing steadily," says Bachari, who sees "an enormous potential for HOSCH engineering and services in northwestern Africa." To exploit this potential, Brahim Bachari has settled in Mohammedia with his wife and four children. He has already recruited a service technician and an office worker. He wants to hire additional employees for the upcoming year, explaining that "We have a lot planned for 2023."

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