

HOSCH *news*

The International HOSCH Magazine



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Award presented at the IMM 2023

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Jari Iversen (finally) sees the Northern Lights

Erwin Vogelzangs

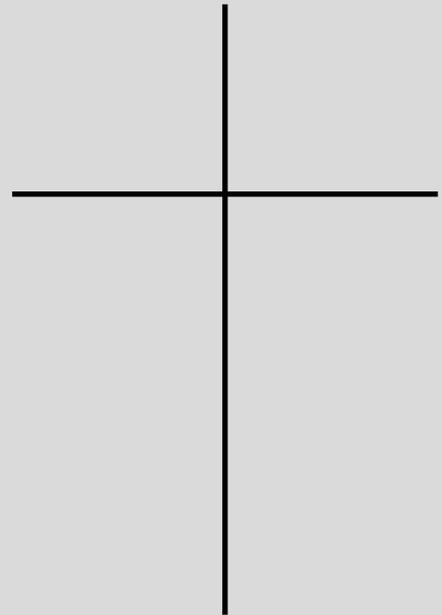
The news of Erwin Vogelzangs' untimely death at age 51 left the entire HOSCH community stunned and saddened. Vogelzangs, HOSCH Service and Sales Manager for the Benelux countries, died on December 27, 2022 after an insidious illness. He is survived by his wife Mariëlle and his daughters Maud (15) and Lieke (11). In the announcement of his death, his family wrote: "Keep on going and never give up: that was your life motto. Now you were forced to give up; we know how hard that must have been for you."

In a letter of condolence to Mariëlle Vogelzangs, the HOSCH Management expressed their grief and sincere sympathy in these words: *"The HOSCH Management and all HOSCH employees worldwide are deeply saddened that your husband lost the good fight against a vicious illness. As a family, you displayed admirable devotion and did everything you could to give him the best possible support in his valiant struggle against this illness. In the family, he felt secure and much loved. We know that he will always be with you and your daughters, as a beloved family member, as you pursue your own life paths. Likewise, he will have a secure place in the memories of all his colleagues at HOSCH. He was a committed HOSCHi – a wonderful person who was liked and respected by everyone who knew him."*

Erwin Vogelzangs was born in Wellerloo in the Netherlands in 1971. He studied at the Fontys Venlo University of Applied Sciences in Venlo in the Netherlands. In 1994



he carried out a student research project at an engineering company in Košice (Slovakia). After working for several firms in the agricultural industry and at a demolition and recycling company, he joined HOSCH in January 2010. Since then, he had been providing support to HOSCH customers in the Dutch and Belgian steel and coal industries, as well as to companies working at the harbors of Rotterdam, Amsterdam, Antwerp and Ghent, with both dedication and success. Until his death he lived with his family in the town of Venray in the province of Limburg in the Netherlands.



Dear Readers,



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

Intensive collaboration with our business partners around the world and the lively exchanges within our international Group remain the basis of our successful growth that has continued in 2023.

The megatrend toward renewable energy is driving business growth, especially on the major mining markets that supply the raw materials (such as copper) necessary for the sustainable infrastructure of the future. Our digital HOSCH^{iris} product portfolio has matured into a tried-and-tested instrument we use to help our customers make their processes more sustainable and more efficient.

Feedback from our customers at international trade shows, e.g. in Chile and

Poland, and at conferences tells us we are on the right track when it comes to developing new products that meet their requirements and expanding our existing range.

So we are particularly pleased that this issue of HOSCH news includes a special supplement dedicated to the HOSCH^{iris} product portfolio.

This year's International Management Meeting (IMM) included intensive discussions on business growth and the associated organizational challenges, and on the design of the worldwide market launch of our digital product portfolio HOSCH^{iris}.

One of the challenges we now face on many markets is how to cope with the shortage of skilled labor and attract the right people to HOSCH.

We are therefore especially proud that we have already welcomed a large number of new employees this year, most of them recommended by long-standing HOSCHis. Many thanks for your support! To put our growth plans on a solid footing, we are investing in our Reck-

linghausen site, with a major expansion of our production, storage and office space. This will enable us to double our production capacities in preparation for tapping into additional market potential. We expect to move into the new premises before the end of 2023.

Three years after introducing quality management compliant with ISO 9001, we have now completed the first recertification. The whole process was managed by our quality team in the week before the IMM almost "as an aside." Congratulations and thank you for doing such a great job!

We hope you enjoy reading this issue of HOSCH news and learning what is going on at HOSCH!

The Management

Cornelia Kill-Frech

Dirk Heidhues

Ansgar Frieling

“We'll Win by Working as a Team”

When the HOSCH community gathered at the IMM 2023, the main topics on the agenda were growth and the global introduction of HOSCH^{iris}

The IMM (International Management Meeting) – held in mid-May at “Wellings Parkhotel” in the former mining town of Kamp-Lintfort – was a real family get-together attended by the heads of the 18 companies in the worldwide HOSCH Group and several employees from HOSCH Headquarters in Recklinghausen. Outside the numerous workshops, the packed conference program

left enough time for some serious talking and networking.

As at every family gathering, a lot of photos were taken – with attendees' cell-phones and with real cameras wielded by a professional photographer who had set up a small studio in the hotel basement. HOSCH Managing Director Ansgar Frieling summed up the four intensive

days of the IMM: “We had a great time! We always say that we love teamwork. Here we really put that into practice – and not just here! Around the globe HOSCH teams are working every single day to make the entire HOSCH Group even more successful!”

The meeting provided some history on the growth of the HOSCH Group, including the role played by organizational challenges such as warehousing and the standardization of business processes. The capacity expansion needed in the HOSCH production network to achieve this was presented. The purchase of the property adjoining HOSCH Headquarters in Recklinghausen has laid the foundation for this push forward.



The agenda for the IMM 2023 was extensive. Here HOSCH Trainer Thomas Legner (left, standing) gives a presentation.

The strategic planning carried out to launch the digital products in the HOSCH^{iris} suite was another central topic at the IMM. Tobin Frech and Mirko Liebetau presented the plans for HOSCH^{iris} DATA, HOSCH^{iris} DETECT and HOSCH^{iris} DISCOVER. Afterwards, all participants did training with the entire product portfolio. The strategy of the HOSCH Group for this thrust has been clearly defined: after the successful introduction of the pilot series, HOSCH^{iris} will be launched in all industries world-wide.

A1 opens doors at new customers

The Type A1 sprung-blade scraper was also discussed. This innovative and easy-to-use HOSCH product, designed for belt

widths of 500 to 1,200 mm, was launched onto the market at the end of 2021. Since then it has won customers' hearts with its patented "Plug & Scrape" feature that allows customers to change modules without tools, and its outstanding cost-benefits ratio. "For many customers the A1 has been a real door-opener for HOSCH," said Sales Manager Detlef Domke-von Bichowski in an initial stock-taking. "The A1 is the perfect addition to our product portfolio and has contributed directly to the successful expansion of our market shares."



A selfie taken as a memory of the successful IMM 2023: Reiner Gnauer (left) and Sandip Kumar De were among the numerous HOSCHis who used their smart phones to capture a souvenir.

Recent developments in the company's core business were also showcased. These included pull-out HOSCH scrapers, the role of HOSCH carryback measurement (CBM) in customer retention, extra wear protection for special applications, and the role of remote support tools in service and maintenance.

At the IMM, two new "family members" introduced themselves to their colleagues: Alexander Thomas (International Sales) and Sijbe Tjalle van Sloten, who has been providing support to HOSCH customers in the Netherlands and parts of Belgium since February 2023 (see page 9).

And what can never be missing at the IMM? Surprises, of course! Like the awarding of the Golden Module. The name of the winner is always a closely guarded secret at HOSCH until the very last minute. This year Mary Murawski and Mike Evanitz (HOSCH Company, USA) were the happy award winners (see page 5). The destination of the "Team-Building Event 2023" was also kept under wraps; this year it was a different kind of golf course in Oberhausen (see the text below).

High-Tech-Golf

It was raining... but only golf balls! The traditional "surprise event" at the IMM 2023 took the HOSCH managers away for an afternoon of golf. However, it was golf with a difference – at "Topgolf Oberhausen" on the grounds of a former steel works and within view of the large Westfield Centro shopping mall.

Golfing experience was not required in the snazzy complex combining golf, entertainment and gastronomy. After a welcome in the "Birdie Bar" the HOSCHis went off to the six bays they

had booked and started hitting microchipped golf balls. There were eleven illuminated targets like dartboards that graded the shots. All six participants hit their balls out of the boxes simultaneously, and each ball transmitted the result back to the monitor in its own box. The activities never got boring because the HOSCH golfers could choose from among 15 different games with names like "Angry Birds," "Top-Score" and "Nearest-to-the-Pin," and see who got the best scores. After the successful rounds of golf, the



Alexander Thomas practicing his golf swing.

participants finished off the evening with a tasty meal washed down with drinks on the patio and in the garden lounge.

The “Golden Module” Flies over the Pond

HOSCH’s award for excellent management and sales growth goes to Mary Murawski and Mike Evanitz



New prizewinners Mary Murawski (center) and Mike Evanitz (2nd from left) with the HOSCH Management consisting of Dirk Heidhues, Cornelia Kill-Frech and Ansgar Frieling (from left).

The official award ceremony at the IMM 2023 elicited a squeal of delight followed by standing ovations from everyone present. The prize was the coveted “Golden Module,” awarded annually to honor excellent management and sales growth in the HOSCH Group. For the first time in HOSCH’s history, which spans over 40 years, the Golden Module went to two people: Mary Murawski and Mike Evanitz, who share management responsibility as General Managers for finance and sales at HOSCH Company in the U.S.

Both prizewinners were genuinely surprised. “Unexpected. Totally unexpected!” was their first reaction, before Mike Evanitz, with the award in his hand, added with a wink: “This thing is really heavy...” The “Golden Module” will initially go on display in the Pittsburgh, Pennsylvania office,

from where Mary Murawski manages HOSCH’s business in the U.S., whereas Mike Evanitz works in Venice, Florida. They both agreed on what the prize meant: “This is a tribute to the hard work done by our entire team.”

HOSCH Managing Director Ansgar Frieling began his laudation with a review. He quoted from a letter dated 1999 sent by the HOSCH Manager in the U.S. at that time to HOSCH founder Hans-Otto Schwarze, recommending Mary Murawski for a post in the company. “Fortunately for all of us, that’s what happened,” Frieling said. He then mentioned several turns in the careers of the two laureates, who have been joint managers since 2018. The milestones included compensating for the collapse in sales in the coal and steel industry with new areas of business (Frieling: “from coal to copper!”), managing

HOSCH’s real estate in the U.S. and U.K., the introduction of SAP, and the company’s physical expansion. In 2021 sales chief Mike Evanitz forced the expansion by relocating to Florida so that he could serve the market in the southeast and southwest of the United States more efficiently. Ansgar Frieling said, “Today HOSCH Company is active in 25 of the 50 U.S. states. This shows they are definitely on the right track.”

Cool Packaging

Sustainability, ease of use, protection during transportation, with a good appearance and advertising appeal. All these requirements are satisfied by the new packaging for the HOSCH^{iris} products, which Tobin Frech presented at the IMM 2023. “The box is very rigid and durable. At the moment it still comes with a plastic lid, but we are well on the way to finding a sustainable solution.” Another advantage of the packaging, which is essential for storage, transportation and sales, is that it has enough space for extra batteries. The seal on the sides also bears the HOSCH slogan. Tobin Frech commented: “The box is simple, it protects our product, and it’s sustainable. In my opinion this packaging is cool.”

HOSCH Expands in Recklinghausen

The company's purchase of a large complex on over 5,000 square meters directly adjacent to its Headquarters sends out a "clear signal about the company's secure future"



Expansion: HOSCH takes over the property "Am Stadion 32."

HOSCH has purchased some real estate only a stone's throw away from its Headquarters. At the end of February 2023 the company officially took charge of the entire complex with the postal address "Am Stadion 32."

The site was previously occupied

by a plant manufacturer that has now ceased operating.

The new property is extensive – with a hall, offices and open spaces. Around 5,300 square meters is now available and will be renovated to meet the

current labor standards, including the installation of digital technology. For the detailed planning the HOSCH Management commissioned a firm of architects, which is most importantly developing ideas for redesigning the large hall that covers more than 2,000 square meters.

The HOSCH Management regards this physical expansion directly adjacent to the Headquarters as a clear commitment to Recklinghausen as a production site. "We're sure that this real-estate purchase sends out a clear signal about the company's secure future."

There's another indication of this, too. The purchaser of the neighboring property is T&T Grundstücksgesellschaft mbH, whose shareholders are the brothers Dr. Tim Frech and Tobin Frech. The pair are thus assuming more responsibility in the company and taking their next step as the family concern HOSCH moves into its third generation.

Raising corporate visibility, creating space to develop and manufacture intelligent products, securing existing jobs and creating new ones – all of this will come with the latest expansion of HOSCH Fördertechnik GmbH at its Headquarters in Recklinghausen.

HOSCH Decreases Its Ecological Footprint

Sustainability: reducing CO₂ emissions from electricity and fuel consumption

Sustainability plays a central role in HOSCH's corporate activities. To live up to its responsibility for the planet, the company considers the ecological and social consequences of its business model and has taken measures to mitigate them by practicing sustainable development.

Take the sectors of electricity and fuel consumption, for example. In 2022

HOSCH saved 41.6 tons of CO₂, thanks to the photovoltaic system installed at HOSCH HQ in the summer of 2020. Its 296 solar modules generated 99,130 kilowatt-hours (kWh) of climate-friendly energy in 2020. Of this total, 44,029 kWh of green electricity was used on site; 55,101 kWh was fed into the grid.

It's "time to change" when driving,

too. For starters, many employees seized the chance to drive less by accepting HOSCH's offer of working from home. And many HOSCHis lowered their CO₂ emissions by driving slower. Motivated by an in-house challenge and armed with fuel-saving ideas, they reduced their fuel consumption by 6.8 percent compared to 2021.

As a result, their CO₂ emissions also dropped. In 2022 HOSCH employees saved 16.66 tons of CO₂ by working from home and 24.12 tons by accepting the challenge to drive slower. All in all, HOSCH saved exactly 82.4 tons of CO₂ in 2022, thus further

Over 100 Trade Fair Contacts

HOSCH booth at the SOLIDS trade show in Dortmund



Part of the HOSCH trade show team at the SOLIDS in Dortmund: Lia Lenzian, Niklas Lehnert, Detlef Domke-von Bichowski and Dominique Heinecke (from left).

Digitization, sustainability and process optimization were the topics dominating the SOLIDS trade show in Dortmund at the end of March. Over 340 compa-

nies exhibited at the show for granules, powder and bulk solids technologies. Of course they included the HOSCH Group with its appealing booth that showcased

new developments in the fields of scrapers, tracker rollers and the HOSCH^{iris} belt conveyor surveillance systems.

The HOSCH trade show team had invited customers to Dortmund in advance through a special e-mail and a dedicated trade show signature. And that obviously worked, as Sales Manager Detlef Domke-von Bichowski reported that "Our booth was very busy throughout both days. We registered over 100 contacts." Huge interest was aroused by the HOSCH^{iris} digital solutions, the A1 and video films showing examples of applications for HOSCH's diverse range of products. Domke-von Bichowski said, "That was pure customer care, boosted by the buoyant mood in our nine-strong team."

Leap onto a New Business Bike!

On your bike! HOSCH is offering an attractive package to encourage employees who want to pedal hard to benefit their health, the environment and the climate at the same time. HOSCH began collaborating with the firm "eurorad" in February 2023 so that personnel can lease bicycles for traveling to work, meetings with nearby customers, or engaging in leisure activities. The HOSCH Management is thus expanding the offers that promote staff health and wellbeing, and joining the numerous other firms in Germany offering "benefits to health" that money can't buy.

Interested staffers can choose between e-bikes and ordinary bikes – both of which represent a simple and cheap form of mobility. Employees can also buy two bicycles if they want, because

cycling alone is no fun. The online procedure for leasing a business bike is very simple. The employer registers on the "eurorad" portal and then the HR department approves portal access. After that, employees can visit a dealer to choose a suitable bike. The sky's the limit where prices are concerned – although the new bike must cost at least 999.99 euros. A contract for using the business bike is concluded before HOSCH starts booking the costs against the employee's gross salary. HOSCH is also subsidizing the monthly leasing fee (which includes comprehensive insurance) with 10 euros. After the 36-month



With your own bike to work or to the customer - HOSCH supports this with an attractive benefit for all employees.

leasing period, the bicycle can be either returned or purchased upon payment of the residual value.

More information:
www.eurorad.de

+++ HOSCH Personnel Ticker +++

My wedding in a real castle? HOSCH Trainer **Thomas Legner** realized this dream at the end of March. He and his bride Lucie tied the knot in the grand Rittersaal ("Knights' Room") in the imposing Westerholt Castle in Herten, a town not far from Recklinghausen. He knows the area well because as a youngster he spent many happy hours in the park surrounding the historic 19th-cen-



ture building. Lucie and Thomas Legner met in August 2022 and hit it off right away. "It was love at first sight," they say. The happy couple went to Hamburg for a few days for their honeymoon.

A miniature house made of glass was presented to **Dirk Heidhues** in mid-April to mark his 50th birthday. The staff had filled the gift with money and presented it

to their Managing Director at a small celebration in the foyer of HOSCH Headquarters. The "birthday boy" thanked them by providing open-face sandwiches for all the employees. Dirk Heidhues graduated in mechanical engineering and joined HOSCH in January 2009. Since 2017 he has been part of the HOSCH Management team.



Antonio Perillo (55) has joined HOSCH Italia as a member of the sales team serving central Italy. He comes from the motorcycle sector and has extensive technical background knowledge.



HOSCH Service Anniversaries

During the first six months of 2023 the following employees working at HOSCH Headquarters in Recklinghausen celebrated service anniversaries:

10 years

Holger Preusse
Thomas Reiß
Peter Tonecker

15 years

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

20 years

Holger Blaas
Melanie Weiland

30 years

Bernd Schuster

It was therefore "love at first sight" with the A1's Plug & Scrape technology. He spends his leisure time restoring a Vespa moped in his garage and enjoying Tuscan cuisine.

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www.hosch.de

Our cover photo:

Our cover photo shows everyone attending the International Management Meeting 2023 on the island at the conference hotel in Kamp-Lintfort.



HOSCH news is printed on certified recycling paper.

+++ HOSCH Personnel Ticker +++

You never really leave ...

Norbert Beermann, one of our expert technicians, officially retired on May 31, 2023. But even as a "pensioner" he will stay with the company for another three years, supporting us with installations in Germany and abroad. While working at HOSCH for over 30 years, Norbert Beermann traveled the world. His first big business trip took him to Saudi Arabia in 1996 and he was also deployed in countries such as Malaysia, China, Morocco, Chile and Spain, always the man to handle the numerous urgent problems that cropped up. Thanks to his stature, his firm handshake and the way he tackled his work, he impressed people everywhere. Everybody who ever worked



with him valued his input. Now the HOSCH globetrotter wants to pass on his vast knowledge to the next generation.

Welcome to HOSCH! In recent months the company has greeted numerous new employees at its HQ in Recklinghausen and at the Altenburg Branch Office in Thuringia. A few facts are given below:

Service & Installation in Recklinghausen:

Danny Dominik, Patrick Grosser, Marvin Hetz, Fabio Pereira and Clemens Tillmann

Customer Service Staff in Recklinghausen:

Dominique Heinecke is an "old hand" at HOSCH, having worked as a service technician at the Altenburg Branch Office in 2014 and on the International Sales Staff in Recklinghausen from November 2016 to June 2018.

Purchasing:

Daniel Klaus has completed his Master's in management with a major in "sustainability." He already gathered some experience as a student worker in the financial and purchasing departments of Volkswagen Infotainment.

Workshop:

Adalbert Gwosdz

Project Management for the renovation and furnishing of the new facility "Am Stadion 32":

Holger Leifheit

Back-Office Sales Team:

Ozan Yilmaz-Ladener

HR Department:

Tanja Aulich

Shipping:

Frederic Schäfer

Service & Installation, Altenburg Branch Office:

Harald Dornau, Robert Oldach and Christian Röder

No Longer a Flying Dutchman

Dutchman Sijbe Tjalle van Sloten supports HOSCH customers in his own neighborhood

Sijbe Tjalle van Sloten (58) survived a "baptism by fire" as the IMM 2023 kicked off by introducing himself to his new colleagues with a brief personal speech. The Dutchman joined HOSCH on February 1, 2023, taking over the tasks formerly carried out in the Netherlands and the Flemish part of Belgium by the late Erwin Vogelzangs.

Van Sloten, a trained mechanic specializing in belt conveyors, first came into contact with HOSCH through his previous employer, the HOSCH sales partner Mining Maintenance and Consultants, S.A. (MMC). His work for the company included areas such as cop-

per mining in Panama, where he met Giancarlo Leombruno and Alexander Thomas during some installations, and learned to value their expertise. "I used to work in Central America for three months at a time and then have a break at home."

These days Sijbe Tjalle van Sloten is no longer a Dutchman flying around the world to visit customers, and instead serves major customers in his own neighborhood, including Tata Steel in Amsterdam's port of IJmuiden and the RWE power station at the port of Eemshaven.

He lives with his wife in the Frisian village of Drachten near Groningen. The couple have two sons aged 24 and 27. In addition to his family and job, van Sloten devotes himself to his great passion, soccer. A former player in the second Dutch soccer league, he regularly crosses his fingers for Feyenoord Rotterdam and often attends home games of the newly crowned Dutch champions.



*New at HOSCH:
Sijbe Tjalle van Sloten.*

HOSCH Passes Quality Audit

Re-certification to German and international standards.

Independent audits document continuous improvement in corporate processes

HOSCH has again passed its intensive quality audit. After the first successful certification three years ago, the company put its management of occupational health and safety and quality to the test again in May 2023. Two auditors from the German Management System Certification company (DMSZ) visited HOSCH to carry out certification to the standards DIN EN ISO 9001 and DIN EN ISO 45001, which has to be repeated every three years.

Kirsten Gottwald, who is responsi-

ble for the integrated management system at HOSCH Headquarters, said: "We have passed the independent audits. The results show a clear path of continuous improvement in all processes at HOSCH, and we will analyze the potential for improvement and put the results on our to-do list."

The audit by DMSZ took four days to complete in the administration and production in Recklinghausen, and on a construction site at Pilkington (a HOSCH customer in Gladbeck).

It covered risk assessments, process workflows and their documentation, storage, labeling and the proper testing of means of production subject to mandatory tests. In Gladbeck the HOSCH employees were interviewed about their workflows in customer service and maintenance – and the company car was also inspected.

The certifications are mandatory for HOSCH to be approved as a supplier and service provider at large firms in particular.

Helping Globally and Locally

HOSCH's Christmas donations support SOS Children's Villages and two organizations in Recklinghausen

At the end of 2022 HOSCH Fördertechnik GmbH in Recklinghausen presented some very generous Christmas presents by donating a total of 7,000 euros to organizations dedicated to helping people and animals in urgent need of assistance.

Of this total, 3,500 euros went to the SOS Children's Villages, a charitable organization that helps socially disadvantaged children in more than 130 countries. "With this donation," explained a spokesperson for the HOSCH Management, "we are sending a clear signal that we are aware of our responsibility, as a company doing business worldwide, to help those who suffer the most from the hardships in our world – namely the children." More information on this charity can be found at: www.sos-kinderdoerfer.de. The animal shelter and the zoo in Recklinghausen each gladly accepted a donation of 1,750 euros. The gifts were presented personally by Tobin Frech. His wife Vanessa and his son Tobin Jr. accompanied him to the ceremony in the Stadtgarten park, where the HOSCH donation will be used to create a new enclosure for donkeys.

Experts Check Out HOSCH^{iris}

HDT conference "Belt Conveyors and their Elements" in Essen

In mid-March, experts from the bulk goods industry met in person and by video call for the 19th "Belt Conveyors and their Elements" conference. The venue, Essen's "Haus der Technik" (HDT), is Germany's oldest training institute.

HOSCH was represented by Tobin Frech and Mirko Liebetrau, who gave lectures on improving the efficiency of belt conveyor systems and on service management. In addition, HOSCH was one of the exhibitors. Dominique Heinicke and Detlef Domke-von Bichowski presented the digital HOSCH product line HOSCH^{iris}, which visitors could test directly at the HDT. "A model demonstrated to visitors the principle of operation of DISCOVER and the impacts of DETECT. And with their cell phones they could quickly see what kinds of information are provided by DATA."

This year the excursion that is an integral part of the conference – along with the lectures, the sharing of experience and the networking – took the visitors to Duisburg-Ruhrort, Europe's largest inland seaport.

“I Enjoy Going to Work Every Day”

Elizabeth O’Connell has worked for HOSCH South Africa for over 40 years. She knew HOSCH founder Hans-Otto Schwarze well

Elizabeth O’Connell (86) has spent a big chunk of her life at HOSCH! For over 40 years she has been part of the HOSCH “family” and she currently works in the administration at HOSCH South Africa. Her own family came from Switzerland, which is why the mother of three speaks German. We interviewed this “strong woman,” who is generally known as Liz, about her eventful time at HOSCH, during which she formed close ties to the company’s founder, Hans-Otto Schwarze.

Can you still remember your first contact with HOSCH?

Of course I can, that was in 1981. My late husband and I had a small firm when an acquaintance who had just started at HOSCH asked us whether we saw South Africa as a sales market for the HOSCH scrapers.

And your first meeting with Hans-Otto Schwarze?

That was also in 1981. We traveled to Germany and met him at a tennis club. There was instant chemistry and we agreed to import HOSCH scrapers via our firm. The first B8 scraper was installed at a pit in Mpumalanga Province, an industrial region rich in raw materials. More installations followed and in June 1981 Mr. Schwarze visited our country for the first time and we founded the subsidiary HOSCH Fördertechnik SA.

What happened after that?

We established the company on the African market and in 1989 I was asked to take up a permanent post in the administration. I found it was sometimes hectic working full-time



Elizabeth “Liz” O’Connell in front of a portrait of founder Hans-Otto Schwarze in the office of HOSCH South Africa.

and looking after my children as well. But today I like going to work and be-

ing able to enjoy time with my HOSCH family. I have always gladly passed on my own ideals and values to young colleagues. And that was successful because we always were and still are a great team.

You have certainly had many different bosses in over 40 years at HOSCH.

Yes, but for half of my time at HOSCH I have worked with Johan de Koker. He took over the management of HOSCH South Africa in 2002. In 2007 we moved into our own premises and since then we have been constantly expanding. Johan and I are a good team because we share the same ambition, i.e. we want to grow and to establish our products as the best in the world.

Have you often been to Germany?

I have very happy memories of 2000, when we celebrated HOSCH’s 25th anniversary. Each HOSCH company had its own stand where it presented itself. That was a lively event where I finally met the colleagues in person whom I knew only from telephone calls. My husband and I were also friends with the entire Schwarze family. Hans-Otto Schwarze visited us in South Africa at least once a year and I talked with his wife a lot on the phone. I got to know their daughter Cornelia during my first visit to Recklinghausen. At that time her son Tim was just two years young.

And plans for the future?

Before I get really old, I’d like to come to Germany again and visit my colleagues in Recklinghausen.

HOSCH series

Strong women mean strong leadership!

This is really put into practice in the HOSCH Group. For example, in November 2021 the company received the award “Frauen.Karrieren.Fördern. In Industrie & Handel” from the initiative “Competentia NRW - Kompetenzzentrum Frau & Beruf” for its exemplary promotion of women and enabling them to combine a career with having a family. HOSCH news is running a series showcasing the “strong women” at HOSCH.

Today: Elizabeth O’Connell, at HOSCH South Africa for over 40 years.

“I Did What I Had to Do!”

A recently published biography honors the life and achievements of the Indian HOSCH partner Madan Mohanka. The guest list for its presentation reads like a “Who’s Who” of Indian industry.

The biography of Madan Mohanka that came out at the beginning of April, with the intriguing title “I Did What I Had to Do,” is a book for and about a very special person.



Book presentation in India: Jahar Saha, Anjana Dutt, Madan Mohanka, Narayana Murthy and Mehul Mohanka (from left).

As the head of Tega Industries Limited, the Indian industrialist Madan Mohanka, now 80, teamed up with HOSCH founder Hans-Otto Schwarze in 1981 to launch the joint venture HOSCH India. This was the beginning of a successful partnership that has lasted for more than 30 years.

The book was presented at the Hyatt Regency hotel in Ahmedabad, one of the largest cities in India with approx. 5.6 million inhabitants. The guest list for the presentation testified to the esteem which Mr. Mohanka enjoys in his native land. At the top of the list was N. R. Narayana Murthy, co-founder of the software company Infosys Technologies and a person described by the U.S. news magazine TIME as “the father of the Indian IT sector.” The 76-year-old billionaire, who is also the father-in-law of British Prime Minister Rishi Sunak, was the person who provided the initial im-

petus for the biography of his friend Madan.

In “I Did What I Had to Do,” the author Anjana Dutt chronicles the rich and eventful life of Madan Mohanka from his childhood on the outskirts of Jamshedpur to his appointment as Chairman of Tega Industries Limited, a company he founded that is now one of the global leaders in the mining and minerals processing industry. To write the book, she conducted extensive interviews with her subject as well as with his family, schoolmates, colleagues and friends.

Intensely committed to providing education for the disadvantaged

Mohanka’s circle of friends includes retiree Professor Jahar Saha from the Indian Institute of Management Ahmedabad (IIMA), a business college that is also Mohanka’s alma mater. When presenting the book, for which he wrote the introduction, Dr. Saha did not limit his remarks to his friend’s professional career. “In addition to his business acumen, entrepreneurial genius and decision-making ability in times of crisis, he remained a com-

passionate human being,” stated Dr. Saha. “He was intensely committed to providing education for disadvantaged children, an endeavor that included establishing schools in rural areas.” The illustrious circle of guests at the event included many directors of the IIMA, considered one of the best universities in Asia, and Mohanka’s son Mehul, now CEO of Tega Industries Limited. In addition, more than 1,500 Tega employees around the world followed the presentation of the biography via livestream on the internet. Three copies of the biography signed by the author already adorn the HOSCH Management table. The book can now be ordered online, e.g. at the following web address:

www.kobo.com/de/de/ebook/i-did-what-i-had-to-do.



India: Expanding Local Production

Expanding local production by adding new products (including the Type A1 sprung-blade scraper and scrapers in the C series) was the main topic during Dirk Heidhues’ visit to India. In Kolkata, the HOSCH Managing Director also discussed the HOSCH^{iris} product portfolio with the team headed by Sandip Kumar De. Here, at the home of HOSCH Equipment India, the conversation revolved around the demand on the Indian market and the best possible ways to persuade customers to adopt digital solutions.

Initiation into the Digital World of HOSCH

HOSCH South Africa: after on-site training the first tasks are allocated

Intensive on-site training: Tobin Frech and Alexander Thomas flew to South Africa to introduce ten of their colleagues from HOSCH SA to the extensive digital programs in HOSCHiris. This included all three solutions from the HOSCH ideas factory: HOSCHiris DATA, HOSCHiris DETECT and HOSCHiris DISCOVER.

The training program focused on the management of systems and services using HOSCHiris DATA. The battery-operated early warning system HOSCHiris DETECT was covered both in theory and in practice at the training belt.

What were the conclusions after the training course in Johannesburg? "Our colleagues see our digital solutions as having huge potential for their customers," Alexander Thomas



The HOSCH South Africa team after their training in Johannesburg.

said with a smile. Tasks have already been assigned. Starting immediately, Gustav Potgieter and Gordon Bezuidenhout, up-and-coming sales and service managers at HOSCH SA, are the first points of contact for questions about HOSCHiris on the African continent. Jeanne Marcelle Grobler and Rebone Sekgobela will now be responsible for administrative pro-

cessing of the information gathered by HOSCHiris DATA.

Tobin Frech and Alexander Thomas reported that in Johannesburg they enjoyed the generous hospitality and food typical of South Africa. And best of all, the last day of training finished off with a barbecue – with the obligatory sizzling "Boerewors," a kind of South African sausage.

When Dreams Come True...

Jari Iversen sees the Northern Lights. Quick information is important – as with HOSCHiris DETECT

He loves tinkering with plans and ideas to continuously improve HOSCH products. But sometimes he's also a "dreamer." Jari Iversen, HOSCH's General Manager in Scandinavia, has now realized a long-held dream. Early this year, while visiting a customer in Finland, he witnessed a spectacular natural phenomenon in Pyhä in central Lapland – the Northern Lights.

Jari Iversen experienced "a very special feeling" while observing this impressive sight in the winter sky. "For me it was an amazing moment when the greenish colors spread across the sky," he said afterward. Two important factors made it possible. First, "I was

in the right place at the right time," he explained, and second, during his meetings with a Finnish customer he heard about an app that forecasts the flickering Northern Lights. "I installed it on my cell phone and then one night at 10.58 p.m. I got a message."

Jari Iversen would not be a real HOSCHi if he did not combine the fulfillment of his dream with his work. "The main thing was the right timing. And that also applies to HOSCHiris DETECT. There, too, receiving information quickly is the key to success." For example, during tests in Scandinavia the intelligent HOSCH solution registered a 38-meter-long hole in



In the right place at the right time: Jari Iversen finally got to see the flickering Northern Lights.

the belt. "This enabled our customer to arrange for the necessary repairs before the entire belt ripped in two. So there are advantages in receiving information promptly, whether you're dealing with belt damage or the Northern Lights."

Learning How to Train Customers

At HOSCH's international TTT seminar staff learn to communicate their expertise clearly and effectively

How do I explain the HOSCH technology clearly and comprehensibly to my customer? An international TTT seminar held in February answered precisely this question. HOSCH Trainer Thomas Legner welcomed participants from Australia, Indonesia and South Africa.

TTT means Train The Trainer. These three letters stand for a major part of the HOSCH Training Program (HTP), which is held at the training center in Recklinghausen and brings employees up to speed on HOSCH products. In February, Thomas Legner spent five days concentrating on custom-

er training, because "most of the participants have direct contact with customers and train fewer new staff members of their own." He described vividly the way handouts, pictures and videos are used to give customers insights into how HOSCH products work. "This enables all the staffers to offer and organize customer seminars themselves, for example." The training days were supplemented with an introduction to the digital world of the HOSCH^{iris} products "so that everyone is up-to-date on that," and to the function and handling of the various HOSCH solutions for reversing operation (e.g. disengaging devices).



HOSCH Managing Director Dirk Heidhues (left) with participants at the TTT seminar: Roy Pasak, Alexander Thomas, Gordon Bezuidenhout, Nigel Jaggars, Gustav Potgieter, Trainer Thomas Legner and Warren Kilmister (from left).

HOSCH Italia Supports Resocialization

The resocialization and reintegration of ex-offenders is a job for society as a whole. HOSCH Italia is involved by participating in a re-entry program run by the Italian Ministry of Justice, which aims to create stable working conditions for ex-inmates in southern Italy.

This was how Vinci* came to HOSCH. He started out as an intern in installation and warehousing, and with huge commitment ("I'm pleased and proud to finally be allowed to work in a workshop again") he quickly integrated himself seamlessly into the HOSCH team. So when the re-entry program came to an end, for HOSCH Manager Mario Del Pezzo it was a "no brainer" deciding to give Vinci a permanent job. Del Pezzo explained, "He wants to get his life back. We're helping him do that and he's helping us. And we'll continue to do so, because as a company we have a duty to support those who are in a less favorable position."

[* Data protection regulations prevent publication of his full name.]

Two Celebrations in Brazil

HOSCH do Brasil Ltda celebrated two anniversaries at the end of April. First, there was the company's 25th anniversary, and second, it was five years since HOSCH took over the premises with a large warehouse and offices in Belo Horizonte in 2018. Managing Director

Peter Petzold welcomed around 100 guests to the party, including many HOSCHis and their families. They all had a lot of fun and enjoyed good conversation, delicious grilled food



and small muffins for dessert – so the party was a great success.

Trade Show in Santiago de Chile

At the Expomin in Santiago de Chile at the end of April, the HOSCH^{iris} digital solutions caught the eye of trade visitors, mostly operators of large mines.

Over 1,000 exhibitors from 35 countries attended the biennial trade fair for mining, the largest in Latin America. The HOSCH booth was organized by Tobin Frech and Cesar Vigo (General Manager of HOSCH Chile) with support from Sergio Lizana, Soranyi Paz and the sales staffers Carlos Zepeda, Roberto Marin and Claudio Olavarria. The four-day show resulted in a large number of contacts and interesting discussions, which was so promising that HOSCH Chile is already planning its next trade show



At the booth: Claudio Olavarria, Soranyi Paz, Tobin Frech, Sergio Lizana, Roberto Marin and Cesar Vigo (from left).

appearance – at the international trade fair Exponor in Antofagasta in June 2024.

Optimizing Logistical Pathways

Dirk Heidhues' recent visit to HOSCH in Poland took him to Wroclaw in Lower Silesia and the city of Zabrze in Upper Silesia.

The HOSCH Managing Director had a look at the offices and at the storage and production facilities and met with Krzysztof Lebioda's team mainly to discuss how to optimize the logistical pathways between Recklinghausen

and Poland. The agenda also included a presentation of the advantages of the digital HOSCH^{iris} products, and an initial exchange of the experience gained with remote support. HOSCH Polska provides service remotely using tools like WhatsApp and Zoom, i.e. platforms for discussions and sharing information virtually, to provide customer support in the war zone in Ukraine, for example.



Visiting Poland: Dirk Heidhues (left) with HOSCH Manager Krzysztof Lebioda.

Experts from HOSCH Are in Great Demand

HOSCH will continue meeting customers at trade shows and conferences in the second half of 2023. Two important ones are outlined below:

Minería Digital 2023 in Santiago de Chile from August 9 to 11: Mirko Liebetrau and Sergio Lizana will give a presentation at the International Congress of Automation, Robotics and Digitalization in Mining on "Lean yet Effective Remote Belt Monitoring through Belt Cleaning Systems." Read more: www.gecamin.com.

27th conference on technology for handling bulk goods at the University of Magdeburg on September 20 and 21: Tobin Frech and Reiner Gnauert will speak on "Raising the efficiency of belt conveyor systems – from belt conveyor scrapers to digital service management and early damage detection." The conference organizer is the Institute of Logistics and Material Handling Systems (ILM). Read more: www.ovgu.de.

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