

HOSCH *news*

The International HOSCH Magazine



- **New Prospects**

Plant 2 is inaugurated

- **Transparency at the IMM 2024**

Frank discussions and shared learning

- **Expansion in the Netherlands**

New building and more staff

- **New Manager in Peru**

Marco Todesco has a large network

Dear Readers,



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

While world politics remain chaotic in 2024, we are still taking a systematic approach. Thanks to our dedicated HOSCHis, we were able to keep HOSCH on a positive course even though policymakers and global events did not make it easy for us. This was one reason we had the courage to invest in a new site and a new building in Germany. This improves our working conditions and expands our warehouse and production facilities to meet the higher demand.

We hereby extend a huge “thank you” to everyone who has helped us, in large or small ways, to make these investments in the future. It may not have happened exactly on schedule but, more importantly, we managed to stay within budget. By pulling together, we were able to officially inaugurate our new building on June 21, 2024, after successfully moving in and commissioning operations.

Looking to the future, we discussed current developments and new products, both digital and analog, at our International Management Meeting (IMM). Since we once again took a fresh approach when planning this year’s IMM, the recreational program offered our international management a variety of interesting challenges, giving them the chance to train for the further real-life tests awaiting them in 2024.

We are proud that our company is growing steadily and continuing to develop. And we are grateful for the commitment and support of our employees, who rise to the challenge of mastering these exciting tasks.

With our highly qualified team of employees worldwide, we are optimistic that we will be able to shape this future successfully and creatively. And we are taking giant steps toward HOSCH’s 50th anniversary in 2025!

In this spirit we would like to wish all of us a successful second half of 2024!

The Management

Cornelia Kill-Frech

Dirk Heidhues

Ansgar Frieling

Our cover photo:

Our cover photo shows (from right) Cornelia Kill-Frech, Managing Partner of the HOSCH Group, her sons Tobin Frech and Dr. Tim Frech, and Stefan Burk, Managing Director of T&T Grundstücksgesellschaft mbH.

HOSCH Fördertechnik Is Expanding at Its Production Location in Recklinghausen

HOSCH, a global player in belt conveyor cleaning, is now investing in its new “Plant 2.” This expansion project is also the next step in the company’s transition to the “third generation”



Dr. Tim Frech (left) and Tobin Frech named the new premises “Plant 2” in the traditional way with a bottle of bubbly.

taking the next step in the transition to the third generation at HOSCH.

“A very special moment” for the Frech brothers

At an in-house party, more than one champagne cork popped as T&T – short for Dr. Tim Frech and Tobin Frech – officially inaugurated Plant 2 in the presence of numerous HOSCH employees working in Recklinghausen. “This is a very special moment for us,” said Dr. Tim Frech, speaking to the employees assembled in front of the plant on

HOSCH Fördertechnik Recklinghausen GmbH is growing: in mid-June the company inaugurated a complex covering approx. 5,300 sq m with production facilities, offices and an open space directly next door to its headquarters. Cornelia Kill-Frech, Managing Partner of the international HOSCH Group, which employs about 550 people worldwide, commented: “We are convinced that this increase in capacity is an unequivocal commitment to our production location in Recklinghausen and an important statement about the future security of our company.”

Shortly before the 50th anniversary of the company’s founding, which is coming up next year, HOSCH is investing in the elaborate and sustainable conversion of its new facility, “Plant 2.” In February 2023 T&T Grund-

stücksgesellschaft mbH (whose shareholders are Dr. Tim Frech and Tobin Frech, grandsons of HOSCH founder Hans-Otto Schwarze) purchased the property, including the production facility, from a plant engineering company. In so doing, the two brothers assumed further responsibility in the company while

The interior of the new building has plenty of room for production, finishing and packaging. The high-bay racks provide space for approx. 1,300 pallet storage bins.





The HOSCHis at the firm's opening ceremony in front of the new Plant 2.

HOSCH Square. "I would like to thank all the plant designers and skilled tradespeople who have worked on this project. But most of all I want to thank you, the workforce, for making this expansion possible through the excellent work you have done in the past several years." Looking ahead, his brother Tobin said: "Plant 2 upgrades our storage areas, our production possibilities and our entire logistics. However, the most important thing is that we are moving even closer together. And that's something I'm very proud of!"

Improving energy efficiency with a photovoltaic system and heat pumps

In April 2023 the redevelopment work got underway with a core renovation complying with the latest workplace standards, including current specifications for occupational health and safety and environmental protection. In the first step, the large production facility covering more than 2,000 sq m was given a deep clean and then optimized to satisfy the latest energy-efficiency regulations. This work included installing a new floor, new windows and high-speed gates. It was also equipped with new equipment, including four electric stacker trucks, shelving systems for around 1,300 storage spaces and machines for

mechanical processing. Investments were also made in the light-flooded office and meeting area, where the ambience was significantly improved thanks to top-quality furniture, the latest technology, new sanitary facilities and break rooms.

"Another milestone in our success story"

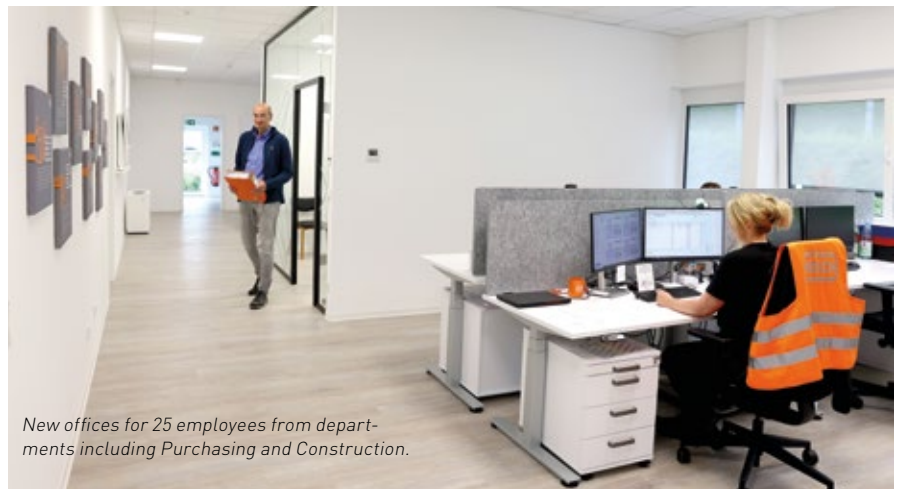
On the building's roof, a photovoltaic system will soon be generating electric power. The energy-saving renovation extends to the newly painted building façade, the roof insulation and a heat pump system feeding into the floor

heating. The project includes a direct connection between Plant 2 and the company's main offices through newly created green areas and a bypass road for trucks. Of the 130 employees now working in Recklinghausen, 25 people in production and administration have already moved to Plant 2. The offices have been occupied since the reorganization was completed in mid-April 2024 and production of HOSCH products in the new plant started in mid-May.

At the opening ceremony on HOSCH Square with the motto "Creating new prospects," Cornelia Kill-Frech expressed her conviction that "Today is another milestone in the HOSCH success story. Not only have we created capacity for further expansion; we have also substantially improved the working conditions of our employees."



A gift to mark the occasion: Cornelia Kill-Frech with graphic designer Christine Burlon (left).



New offices for 25 employees from departments including Purchasing and Construction.

Candid Discussions While Learning Together

Managerial employees of HOSCH companies located all over the globe talked about new products, current developments and the strong growth on the global market

"Everything was perfect: our team, the conference hotel and even the weather!" This was the summary of HOSCH Managing Director Ansgar Frieling on the last evening of the International Management Meeting (IMM) 2024 of HOSCH Fördertechnik GmbH. For several days the management-level employees of the HOSCH companies from all five continents had engaged in intensive discussions in Ostbevern (District of Warendorf) in North-Rhine Westphalia – discussions that ranged from new products and current projects to developments in the conveyor belt cleaning segment.

The IMM opened in the traditional way with a brief introduction of the new HOSCH managers: Marco Todesco has been looking after HOSCH business in Peru (see page 13) since the beginning of 2024, Thorsten Bepperling has become the head of "Account-

ing & Financial Affairs," and Tobias Steenkamp is now supporting the new Digital Business Unit.

During the three main days of the IMM, the agenda covered numerous topics – from innovative products to new marketing routes (see page 9) and tapping into new markets in the Netherlands (see pages 10/11). This was transparency in its purest form, with everyone constantly in the loop.

We spoke to HOSCH Managing Director Ansgar Frieling about the IMM 2024:

Mr. Frieling, where does HOSCH stand in 2024?

Over the last three years, we've grown enormously, especially in our international business. Parallel to this we've had to reorganize numerous sectors to accommodate this expansion. We're

pooling our digital activities in a separate business unit, for example, and have hired new employees to staff it. We have the same situation in production, where we are investing heavily. We've also broadened our work force in administration to enable us to handle the new tasks created by this growth.

What challenges lie ahead for the HOSCH Group?

Even though the phasing-out of fossil fuels in Germany has been postponed somewhat due to the Ukraine crisis, the market for fossil fuels is destined to shrink – not only in Germany but right across Europe. Decarbonization,

The participants at the IMM 2024 surrounded Golden Module winner Sonja Volhejn for this group photo.



For HOSCH Managing Director Ansgar Frieling it was a perfect meeting: "Everything was just right!"



a comprehensive approach to lowering CO₂ emissions, also plays a role here. At the same time, the market in the world's major mining regions will grow to satisfy the increased demand for numerous raw materials, such as copper and lithium, caused by the shift to renewable energy. We're growing vigorously in this area and want to continue doing so. With our digital solutions from the HOSCH^{iris} universe, moreover, we want to improve efficiency and occupational safety for our customers. For this reason, we are investing heavily – together with our partner Predge – in the sector of AI applications for the area of predictive maintenance.

What impressed you most at the IMM?

The candid discussions, the transparency, and the enthusiasm displayed by the HOSCH community for getting together, learning together, and of course celebrating together. We sensed that everyone was eager to push the company forward on all levels. The strong support of the family owning the HOSCH group is also a major motivating factor here.

Which new products were introduced at the IMM?

First, the digital HOSCH^{iris} product family, which is constantly improving; second, our retractable scrapers,

which we are launching under the brand name "e:zyslide." They take up less space, require a smaller frame, and save time. This improves occupational safety on the customers' premises, and even at lower costs, while speeding up maintenance and increasing plant availability. With our Swedish partner Predge AB, we are discussing how the growing field of artificial intelligence (AI) can be used to interpret generated data. On this subject, Professor Wolfgang Birk delivered an impressive lecture on our collaboration with RWE and our joint project, which centers on the topic of monitoring belt splices.

"And the winner is ... Australia!"

Sonja Volhejn accepts the "Golden Module" award on behalf of HOSCH International

As Managing Director Ansgar Frieling began announcing the winner of the HOSCH "Golden Module," he made a brief reference to the approaching Olympic Games in Paris. "Gold, silver and bronze medals will be presented there. I wish I could do the same here today, but at HOSCH we have an unwritten rule that there's only one prize."

This year the prize will go on a long journey. Ansgar Frieling revealed the well-kept secret with a nod to the Oscars: "And the winner is ... Australia!" Sonja Volhejn, General Manager of HOSCH International "Down Under" since the end of 2018, accepted the award with a beaming smile and tried to overcome her surprise: "I didn't expect this at all. I'm very, very happy."

Ansgar Frieling stated the reasons for choosing HOSCH International in his laudation: "Sonja and her team have done a great job and racked up excellent sales on their huge continent." Sonja Volhejn, who joined HOSCH in February 2014, picked this theme up immediately: "Our very good year is the result of constant hard work. My entire team has worked really hard all the time and they've all made an excellent job of their difficult task." She also thanked her colleagues worldwide before accepting congratulations from all sides on the bathing island at the conference hotel in Ostbevern: "You're a wonderful group where I feel really comfortable."

The coveted "Golden Module" is presented annually at the International Management Meeting (IMM) to honor outstanding management achievements and increased sales within the HOSCH Group.



Sonja Volhejn (2nd from left) with the award and HOSCH Management members Ansgar Frieling, Cornelia Kill-Frech and Dirk Heidhues (from left).

+++ NOTES FROM THE IMM +++ NOTES FROM THE IMM

A big “Thank you” for 25 years of perfect organization



For 25 years, she had organized everything at HOSCH. Now **Hella Spiekermann**, Assistant to the HOSCH Management, was facing the last International Management Meeting at which she had overseen the entire planning. At the end of 2024, she will retire.

HOSCH Managing Partner Cornelia Kill-Frech announced this major

change with equal amounts of sadness and gratitude before the awarding of the Golden Module. As she presented Hella Spiekermann a gorgeous bouquet of flowers, she thanked her in the name of the HOSCH Management for “25 years of perfect organization of our annual meeting” and for being the “driving force” in preparing and conducting the IMM. Managing Director Dirk Heidhues added with a smile: “You always kept us on track and made sure we drew up the agenda in time!”

The audience responded with enthusiastic “Cheers for Hella” and thundering applause. However, it was Ansgar Frieling who had the final word. “Hella,” he said, “you’re locking the door tonight!”

Looping Louie and streetball

People who work hard are entitled to relax now and then. The Beverland Resort conference hotel located in

the idyllic Munsterland offered ample opportunities to unwind. After the intensive program on Monday and Tuesday, for example, conference participants had the chance to engage in skeet shooting, archery, streetball or an XXL version of “Looping Louie.” Since the weather was perfect, the outdoor activities were followed by a barbecue and smoked-meat buffet.



+++ HOSCH Personnel Ticker +++

Save the date! This year the **HOSCH Headquarters in Recklinghausen** will be closed from December 24 to 31. Three vacation days should be reserved for this week. However, every department will have some staff members on call to help customers with any specific problems that arise during this period.

Snip, and it's gone! Actually, half a necktie is gone. On Weiberfastnacht, one of the most important days in Germany's carnival season, three ladies armed with scissors paid a call on HOSCH Managing Director **Dirk Heidhues**. **Lia Lendzian**, **Carolin Kramer** and **Nicole Lehnert** (pictured, from left) celebrated in time-honored manner by storming into his office



and cutting off his tie. In Germany it's a tradition for women to cut neckties off their menfolk on the first day of the street carnival.

Kevin Geisler, an employee of HOSCH's branch office in Bavaria, has now tied the knot with his beloved **Beatrix** and taken



on her last name, **Mauss**. After the civil ceremony in Geisenfeld in Upper Bavaria, the newlyweds celebrated with a small group of friends and family.

Congratulations to **all HOSCH staffers** in Recklinghausen! In May our Headquarters in Recklinghausen and a HOSCH construction site at a customer's plant in Duisburg were audited by Deutsche Management-system Zertifizierungsgesellschaft mbH (DMSZ). The team of auditors recognized our achievements in occupational health and safety and in quality, and confirmed our full conformity with the **standards ISO 9001, ISO 45001 and SCC****. HOSCH needs these certifications to be approved as a supplier and service provider to major customers in particular.

HOSCH Service Anniversaries

The following HOSCH employees at HOSCH Headquarters in Recklinghausen celebrated service anniversaries in the first half of 2024:

10 YEARS

Vanessa-Katharina Harrmann
Gökhan Yilmaz

15 YEARS

Dirk Heidhues
Angelika Schellenberg

25 YEARS

Marcus Kraft

New at HOSCH

On January 1, **Tobias Steenkamp** became the new Head of Digital Engineering at HOSCH. The service technicians **Benjamin Scharnowski** (Southwest Office) and **Bart Hoenderdos** (Netherlands) also joined HOSCH at the beginning of the year. One month later, on February 1, **Justin Michael Trojahn** started his student job in Digital Products.

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HOSCH Offers a “Scrapping Bonus”

New scrapers for old! The special offer is a resounding success



Simply brilliant! This was the slogan chosen in 2021 for the market launch of the A1, the latest scraper in the HOSCH series. And HOSCH's special marketing offer for the A1 was as simple as using the machine itself. From September 2023 to May 2024, HOSCH offered companies a “scrapping bonus” if they exchanged an old scraper for a new one.

Just to jog your memory: in 2009 Germany introduced an “environmental bonus” paid by the state to the purchasers of new cars if they scrapped their old cars at the same time. People called the incentive the “scrapping bonus” – a term which was voted “Word of the Year” in 2009. The HOSCH bonus scheme followed a similar format. A dedicated team of

employees made telephone contact with selected companies in various sectors including gravel, lime, cement, recycling, glass and asphalt mixing systems. The offer applied to an A1 in exchange for an old scraper. The greater the number of old devices that were exchanged, the larger the bonus that HOSCH applied as a direct discount on the newly installed HOSCH machine. Of course, this remarkable initiative was not restricted to the A1. We were happy to include our other scrapers, tracker roller systems and HOSCH^{iris} products customer indicated an interest in these product lines.

Daily reporting

The sales engineers in charge received a daily report on customer

acquisition and forwarded the relevant information and customer wishes to the respective sales staffer, who then contacted the customer. Sales Manager Detlef Domke-von Bichowski summed up the campaign in mid-May with these words: “The scheme is a resounding success. We already have a large number of orders and there are more in the pipeline.”

The decision to introduce a “scrapping bonus” for a limited period is part of the long-term strategy at HOSCH for enhancing customer satisfaction while minimizing our impact on the environment. Swapping out old scrapers not only makes the conveyor systems more efficient – it also brings savings in energy consumption and operating costs.

Promoting Team Spirit and Fitness

HOSCH employees enter two corporate runs

This year, HOSCH staffers can demonstrate their physical fitness and endurance by taking part in two running competitions. These corporate fun runs offer an opportunity to get some exercise while fostering both team spirit and the corporate culture. In addition, participating in events like these is in line with HOSCH's corporate philosophy of encouraging healthy living and boosting employees' wellbeing wherever possible.

The HOSCH runners have their sights on “Xletix,” which is held on

a recultivated former slag heap in Herten, close to HOSCH Headquarters, and the “B2Run” around the soccer stadium of the legendary team Schalke 04 in Gelsenkirchen.

“Xletix” will take place on August 31 and is a cross-country obstacle course. Participants can choose between routes of six, 12 or 18 kilometers, depending on their fitness level. The HOSCH athletes are already regulars at the “B2Run” and last year they were awarded a certificate for being the largest group helping the

fight against blood cancer. The run promotes fitness and team spirit, and also supports the German Bone Marrow Donors' Registry operated by DKMS, which receives a donation of five euros from the company for each HOSCH participant. The start of the 5.4-kilometer run will be fired shortly after 6.30 p.m. on September 10, and the finish line will be in the middle of the Schalke Arena. HR Officer Nicole Kogelheide points out: “Anyone who doesn't want to run is still welcome to come along and cheer the HOSCHis on.”

More Space and More Personnel in the Netherlands

HOSCH will have its own warehouse close to the gates of a major customer near Amsterdam. External support for forging contacts with a terminal for bulk goods in Rotterdam



The HOSCH building in Velsen-Noord with offices and warehouse space. It can also be used as a training center.

HOSCH is expanding in one of our neighboring countries. The branch office in the Netherlands, which was founded in 2010 and also serves customers in the Flemish part of Belgium, is growing in terms of personnel and physical space.

On May 1, 2024, HOSCH Fördertechnik GmbH started renting a building with office and warehouse space, which will also be used as a training center, in Velsen-Noord, a village close to the port of IJmuiden near Amsterdam.

HOSCH Manager Erwin Vogelzangs, who died far too young in December 2022, was building up activities in the Netherlands. His successor, Sijbe Tjalle van Sloten, who joined HOSCH at the beginning of 2023, has intensified the contacts with major customers in the ports of Amsterdam and Rotterdam. He is supported

by long-standing HOSCH service technician Marco Mulder and by Bart Hoenderdos, a newbie on the team since January 2024.

One of the most interesting players for HOSCH is Tata Steel, which has branches in 26 countries, making it one of the world's largest steel

producers. Its Dutch plant, which is also located in Velsen-Noord, has around 500 belt systems in operation; since 2015 some of them have been fitted with HOSCH scrapers. In 2022, this success story continued when Tata Steel had to address emission problems in adjacent cities, primarily Amsterdam. The company hired an independent external environmental consultant, who immediately recognized the potential of the HOSCH scrapers.

Addressing emission problems

"Our products provided effective belt cleaning that significantly reduced the dust emissions in a cost-effective manner," says Giancarlo Leombruno (International Business Development/Sales & Service), looking back. Following independent measurements with results that impressed



Europees Massagoed Overslagbedrijf (EMO) in the port at Rotterdam is one of Europe's largest terminals for dry bulk loads.

the company's top-level management, a series of HOSCH scrapers is being installed on a large number of additional belt systems in the steel-works. The digital products HOSCH^{iris} DETECT and HOSCH^{iris} DATA will also be established in the plant. HOSCH also intends to help the customer by supplying manpower in the Dutch factory, which has been producing iron and steel for over 100 years and employs over 8,000 people. According to the plans, two HOSCH technicians will be permanently employed there from July 2024 onward.

Loading and unloading gigantic ships

Thanks to the excellent results in Amsterdam, HOSCH now also has an option at the largest bulk goods terminal in Europe. The Europees Massagoed Overslagbedrijf (EMO) is strategically located in the port of Rotterdam. The largest ships in the world dock here and are loaded and unloaded using the most modern terminal equipment. EMO operates 24/7, except for special public holidays. It is a wholly owned subsidiary of HES International BV, one of the largest independent bulk handling companies in Europe for liquid and dry bulk goods.

The contact with EMO goes back a long way due to the excellent work of Sales Manager Detlef Domke-von Bichowski. In April 2024, HOSCH Manager Sijbe Tjalle van Sloten intensified this connection with EMO and, together with the external environmental consultant from Tata Steel, presented the HOSCH products and the HOSCH service. And they were successful, according to Giancarlo Leombruno: "The customer recognized the added value our products could provide and requested a belt-cleaning offer for two especially sensitive belt systems."

Back to His Roots

Sijbe Tjalle van Sloten took a HOSCH group to visit the belt manufacturer Fenner Dunlop in his home town



The HOSCH delegation at Fenner Dunlop, one of the world's leading manufacturers of belt conveyors

It always pays to use good contacts – especially if this network goes back to your own days as a trainee. HOSCH Manager Sijbe Tjalle van Sloten pointed this out once again at the beginning of March 2024, when he invited his HOSCH colleagues to take a guided tour of Fenner Dunlop.

The company is one of the world's leading manufacturers of conveyor belts for the mining sector and heavy industry, has 12 production plants spread across all continents and is headquartered in Drachten in the Netherlands. Van Sloten and his wife live in this small Frisian town near Groningen, but he also did his vocational training there – at Fenner Dunlop.

Rob van Oljen, Manager Application Engineering at the Drachten plant, took the HOSCH group on a tour that focused primarily on the production of the various

conveyors. Both host and guests quickly noticed that production at HOSCH and at Fenner Dunlop had a lot in common, for example in the precise, painstaking work and attention to detail. The Dutch technicians will have a chance to see the similarities for themselves in Recklinghausen, as Tobin Frech has invited them for a return visit later this year.

The HOSCHis: Detlef Domke-von Bichowski (Sales Manager Germany, Austria, Switzerland), Reiner Gnauert (Digitalization and Innovation Management), Tobin Frech (International Business Development & Marketing), Alexander Thomas (International Business Development), Marco Mulder and Bart Hoenderdos (technicians, NL), Norbert Beermann (international technical advisor) and Giancarlo Leombruno (International Business Development / Sales & Service).

Raising the HOSCH Flag at Six International Shows

In Chile, Australia, Peru, the U.S., France and Germany

This year HOSCH will have six eye-catching trade fair booths between 20 and 40 sq m in size at industrial shows in South America, Australia, the U.S., France and Germany. All six trade fairs are outstanding opportunities for customers, business partners and other interested parties to obtain information about HOSCH's latest innovations and other current developments in the industry.

The trade fair season kicked off in early June at the international mining show EXPONOR in Antofagasta, Chile, where more than 850 exhibitors from 30 countries were represented. HOSCH Chile had reserved a booth in the German pavilion, home of the second largest delegation to the show with more than 50 companies. From July 23 to 25, HOSCH Interna-

tional presented itself at the Queensland Mining & Engineering Exhibition



Traveling the world: the HOSCH Group has presentations at six trade fairs this year.

(QME) on Australia's east coast. The company, which is headquartered in Western Australia, has experienced strong growth in Queensland since 2023 and now has its own office in Mackay, the "sugar capital" of Australia. HOSCH CEO Sonja Volhejn comments: "As a new player on the east coast, it's very important for us to make our name and our products better known at this show, which is an ideal platform for presenting our technological advances, building valuable networks and enhancing our market presence."

In addition to the classic HOSCH products, Sonja Volhejn's team will be presenting the digital HOSCH^{iris} products and the retractable scraper from the "e:zyslide" product range to a trade audience at the QME.

A premiere for HOSCH Company in Las Vegas

The trade fair year will continue in Lima, the capital of Peru, from September 11 to 13. The EXPOMINA, held every two years, is a magnet for mining suppliers in South America. At this show more than 1,200 booths are set up on exhibition grounds covering more than 47,000 sq m.

HOSCH Company will be celebrating an important "first" at the end of September. The company's appearance at the MINEXPO in Las Vegas, Nevada, is its first trade fair appearance in the U.S. and has naturally been planned well in advance. The MINEXPO, which bills itself as the "the largest mining

show in the world," is held every four years and attracts nearly 2,000 manufacturers, suppliers and mining experts from all over the world. It is sponsored by the National Mining Association, which represents the mining industry in the U.S.

In early October, HOSCH France will be showcasing its products at the SIM, the French annual gathering of the mining industry. This year the SIM will run from October 2 to 4 in Dijon, the capital of the Burgundy region in eastern France and a city famous for its excellent mustard. HOSCH France General Manager Philippe Bourlard will attend the show with a technician

and his complete sales team. In 2023 the SIM recorded a roughly eight percent increase in both visitors and exhibitors and HOSCH gained new customers, mainly from the sand and gravel industry.

HOSCH's trade fair year will end in October at the SOLIDS in Dortmund, the most important show for granules, powder and bulk solids technologies. HOSCH will have a 40 sq m peninsula booth at the show, which runs from October 9 to 10. As at the shows in South America and the U.S., it will be exhibiting numerous scrapers – from the A1 to the B6 – as well as the digital HOSCH^{iris} solutions.

A Manager Who Likes to Build Things with Lego

Mechanical engineer Marco Todesco helps Cesar Vigo at HOSCH Peru S.A.C.

HOSCH Peru S.A.C., a company founded at the beginning of 2020, now has a new General Manager. As of January 1, 2024, Marco Todesco holds this position in Lima.

In January Todesco already took part in a two-week HOSCH training program headed by Thomas Legner in Recklinghausen. Here he received both theoretical and practical instruction on the entire HOSCH product range and became acquainted with the digital HOSCH^{iris} products. Cesar Vigo, who now has more time to concentrate on the Chilean market again, prepared Marco Todesco for the



Marco Todesco (42) became General Manager of HOSCH Peru S.A.C. in January 2024.

sales challenges facing him in South America in cooperation with HOSCH Managing Director Ansgar Frieling. Marco Todesco completed his college education at the Pontificia Universidad Católica del Perú in Lima. He decided to study mechanical engineering since he was, in his own words, “good in mathematics and physics at school and I love to take things apart

and put them together again.” He says he still loves to play with Lego!

Many contacts in South and Central America

With his degree in his pocket, Marco Todesco started working in 2006 as a trainee at the Swedish corporation SKF, one of the largest manufacturers of bearings, seals and lubrication systems worldwide. From 2006 to 2018 he worked in many different positions at SKF; among other things, he was responsible for their End Users and OEM business and was heavily involved in the predictive maintenance business. Another steppingstone in his career led him to one of the world’s largest suppliers of explosives for mines.

Before coming to HOSCH, Marco Todesco worked as Sales and Marketing Manager for Latin America at a family-owned business in Peru that made hydraulic fittings and hoses. In this position he made important contacts to companies all over South and Central America – contacts he can now use for HOSCH.

Marco Todesco (42) lives with his wife, his 15-year-old son Luca (“my best buddy”) and four dogs in Lima, the capital of Peru. He describes himself as a “petrol head” – a person who has gasoline in his head and in his blood and who lives with his car and thinks about it 24/7. He says that his love of automobiles goes back to his childhood, when he and his father tinkered together on a 1975 VW Beetle.

His First Business Trip Took him to Morocco

Marco Schwittay is now “SAP System Support and Integration Manager”



SAP training in Morocco: Marco Schwittay (left) and Sales Manager Brahim Bachari.

HOSCH’s worldwide introduction of the powerful SAP software to manage important operating processes in accounting, controlling, production, distribution and HR resulted in the creation of a new position filled by Marco Schwittay at HOSCH.

His first business trip in his new role as “SAP System Support and Integration Manager (SSIM)” took him to Morocco. Here he spent one week instructing the team of HOSCH Manager Brahim Bachari in SAP functions such as entering customer data and transferring invoices, article function data and parts lists – as well as carrying out account reconciliation for external payroll accounting.

The next stops on his journey to optimize the use of SAP in day-to-day operations in distribution and production are the HOSCH offices in Poland, Italy and Chile.

The Warning Should Reach Everyone...

When it comes to HOSCH^{iris} DETECT, HOSCH Chile cooperates with one of the largest telecoms companies in Chile

HOSCH Chile is forging new paths in sales and marketing. Sergio Lizana, who is on the team headed by General Manager Cesar Vigo, recently presented the digital early warning system HOSCH^{iris} DETECT at an event organized by Entel Digital, the digital division of Entel, the firm that claims to be Chile's largest telecommunications provider.

The early warning system for belt damage is to be launched on the South American market with help from Entel Digital, a provider of digital transformation services in a variety of sectors. HOSCH Chile and Entel Digital are cooperating on the technical level and in marketing. The background is that Entel is rolling out NB-IoT technology in Chile, which is also used by HOSCH^{iris} DETECT to



Sergio Lizana (2nd from left) presented the digital early warning system HOSCH^{iris} DETECT at an Entel Digital event in Chile.

share data between devices and the cloud. NB-IoT is a radio technology standard based on existing mobile networks which connects users' devices with the cloud. It is regarded as ideal for applications that transmit medium quantities of data. For the HOSCH early warning system this means that if the NB-IoT network is not available at the customer, it will be set up by Entel Digital. In return,

HOSCH^{iris} DETECT is the perfect solution for Entel when it comes to establishing NB-IoT technology in the Chilean mining sector (approx. 40% of GDP). Sergio Lizana regarded the HOSCH^{iris} DETECT presentation as a "wonderful event," and added, "I hope that the feedback from the market will now be just as special as our cooperation with Entel."

Visitor from the Far North

Discussions of problems in iron ore production end with an action plan

HOSCH welcomed engineers, technician and sales staffers from Sweden and Norway to its Headquarters in Recklinghausen at the beginning of March. Headed by Jari Iversen, the HOSCH General Manager for Scandinavia, representatives of the iron ore producer LKAB in Narvik (Norway), the steelmaker SSAB in Sweden, Mola Anleggs-service A/S (also from Norway), and HOSCH's Swedish distribution partner LBM Luleå Band Transport & Environmental Services AB

completed a packed two-day program in the training center.

The training focused on the causes of problems on belts used in iron ore production at the LKAB plant in the port town of Narvik. An ATS analysis (analysis of technical disruptions) was performed which focused mainly on the connection between abnormal wear on the carrying side of the belt and belt cleaning. The in-depth analysis resulted in an action plan that will be implemented in the near future. In

addition, HOSCH used the opportunity to present its HOSCH^{iris} products to the guests.

On the second day, the guests visited a HOSCH customer – the steelworks belonging to Hüttenwerke Krupp Mannesmann (HKM) GmbH in Duisburg. A guided tour with Marcus Kraft was followed by an intensive discussion with the head of maintenance at HKM covering topics such as how preventive maintenance can minimize wear on the belt conveyors.

Flying Back Home with a Real Delicacy: Fresh Asparagus

HOSCH's Indian joint-venture partner Madan Mohanka paid a one-day visit to HOSCH Headquarters

His last visit to HOSCH was almost 10 years ago. In May 2024, one day after the IMM, Madan Mohanka seized the opportunity provided by a trip to the IFAT Munich – a trade show for water, sewage, waste and raw materials management – to make a short detour to HOSCH Headquarters.

The Chairman and Executive Director of Tega Industries Limited, a long-standing friend and business partner of HOSCH founder Hans-Otto Schwarze, had a jam-packed schedule. After intensive discussions with the HOSCH Management, he attended a regular board meeting with HOSCH India, visited the new Plant 2, was briefed on HOSCH's digital products, and met all of HOSCH's managerial employees at lunch. "Very pleasant and stimulating" was the unanimous opinion of the participants at this meeting.

As a crowning touch to his visit, the HOSCH Management and Mr. Mo-



In front of HOSCH Headquarters in Recklinghausen: Madan Mohanka (2nd from left) with the HOSCH management (from left) Ansgar Frieling, Cornelia Kill-Frech and Dirk Heidhues.

hanka enjoyed dinner together in the restaurant of the Engelsburg hotel in Recklinghausen where he was staying. On the next day he was already flying back to India – with a large portion of asparagus, fresh from a farm in Recklinghausen, in his luggage. The joint venture HOSCH India has existed for over 30 years. Tega Indus-

tries Limited is a leading company for the design and manufacture of mining consumables and material handling products for the mineral processing, mining and bulk goods industries. This successful partnership was founded by Hans-Otto Schwarze and Madan Mohanka, then Chairman of Tega Industries, in 1991.

Reinforcements for the HOSCH Team in Italy



Newbies at HOSCH Italia S. R. L.: Luca Scannapieco, Michele Ferrara and Lorenzo Nastri (from left).

The HOSCH team in Italy continues to grow. At the end of 2023, Lorenzo Nastri and Luca Scannapieco joined HOSCH Italia S. R. L. as service technicians. They are 21 years of age, received their training at a technical vocational college, and have professional experience in mechanical installation. General Manager Mario Del Pezzo has deployed the pair, who completed

the HOSCH Training Program in Recklinghausen in April, in customer service throughout Italy. At the beginning of 2024, engineer Michele Ferrara started working as a HOSCH sales technician covering central and southern Italy. He gathered extensive experience in the electric power business in Africa before deciding to return to his home country.

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