

# OSCHATZ



**OSCHATZ**  
Plants for energy and environment

# INFO

**The news service for all  
employees and friends  
of the company**

Winter 2008/2009



**Kids Day in Essen  
Discovering the world of Oschatz**

**Oschatz Turkey  
New manufacturing plant**

**Oschatz China  
Steel sculpture erected**





## Dear employees,

I can still remember very clearly how I was sitting at my desk this time last year, writing this greeting. The entire business community – and of course Oschatz as well – was looking forward to the Christmas period and the new year with plenty of optimism and confidence. Certainly no one at that time envisaged a finance crisis or even a recession. And I must confess: neither did I. Which now makes me even happier that in the meantime we have positioned Oschatz so well that we can face the coming period, which is sure to prove more difficult, without fear. We have a fantastic team that now numbers over 1,150 people. And wise people too, I should say, because they have all chosen to work at a medium-sized, family-run business. Such enterprises remain the backbone of the German economic community and have already weathered various crises successfully.

As the year draws to a close we can look back on a successful 2008 and, despite all the gloom being spread by "would-be" experts, I look to the future in a positive mood. And in view of our order books, we at Oschatz have good reason for this confidence. I would like to give my sincerest thanks to all employees for their commitment and their fine work this year and to wish them and their families a happy and worry-free Christmas, as well as a good start to what is sure to be a successful 2009.

Best wishes,

Dr.-Ing. Hans-Jürgen Schrag

## News from the world of Oschatz



Dr. Hans-Jürgen Schrag has been appointed the new chairman of the Foreign Trade Committee of the Chamber of Industry and Commerce (CIC). At a constitutive committee meeting on 13 October the Oschatz Managing Director and CIC Vice-President was proposed as successor to the honorary president Dr. Hans Singer and officially elected during the CIC general meeting on 18 November.

He was congratulated by the deputy CEO of the CIC Essen, Ms Veronika Lühl, and by Dr. Hans Singer, who was chairman of the committee for the last 30 years. "I would like to thank you all for the trust shown in me and I look forward to this new task", said Dr. Hans-Jürgen Schrag, who was also the host for this committee meeting – because this time the members and guests of the committee convened at Oschatz Essen.

Successful in the face of competition

### New order for two single-pass boilers

Oschatz is on course for further success. Despite competition from other suppliers, the sales department has won an order from an energy company for two single-pass boilers. The combined order value of these two units lies in two digit million euro area. Each of the boilers has a steam production of 190 t/h and they are fuelled with hydrogen and natural gas that arises during production at a chemicals plant in Northern Germany.

The two boilers form part of a large total energy supply concept, which also includes a further boiler of this type together with various gas-turbine waste heat boilers.

With the acquisition of this order, Oschatz has improved its chances of significant participation in the further development of the energy supply. Because of its enormous dimensions (8 x 6 x 31 m, weight c. 320 t.), the main pressure-containing component is being produced in Oschatz's Nanjing production plant.

Oschatz Bohemia

### Lavish praise from the customer

In recent months the Oschatz subsidiary has taken on 10 new employees, bringing the total workforce at Oschatz Bohemia to 80. In the near future, members of this team will go to form a new Czech assembly department known as "Oschatz Assembly Budweis". This team will comprise the employees who already proved their mettle – with great success – during an outage at Norddeutsche Affinerie. So successfully, that the assembly manager Peter Haja even received a letter of thanks from the customer in which the latter praised Haja's "own personal effort, but also that of the entire Oschatz team" which enabled the stoppage time "to be dramatically reduced." To quote further from the letter: "Many thanks for this great work. In this respect we even look forward to the next outage, which of course in other respects we hope will be a long time coming." In view of such lavish praise, the team must really have done outstanding work.



The deputy Chief Executive Officer of the Chamber of Industry and Commerce in Essen, Veronika Lühl, Dirk Muilerman (Oschatz Energy & Environment) and Katrin Linden (Oschatz Essen) in conversation at the Oschatz stand. Photo: Matthias Duschner

Oschatz at the CIC Foreign Trade Day in Essen

### China as an opportunity

"Investing in China – an opportunity or a slippery slope?" At the Chamber of Industry and Commerce Foreign Trade Day, entitled "Boarding for BRIC", Dirk Muilerman supplied a clear answer to this question. "China can present a great opportunity",

said the Managing Director of the Chinese Oschatz subsidiary Oschatz Energy & Environment Co., Ltd., who was invited to address one of the workshops and here was able to draw on his own experiences. Indeed, investing in the Nanjing-based company has proved the right approach for Oschatz: just three years after starting production, Oschatz now employs 640 people in China, has well-filled order books well into 2009 and was able to double the production area this summer. Production is now being conducted over an area of 15,000 m² and in a total of seven production halls. This success can be ascribed to high quality standards, the establish-

ment of a German management, punctual deliveries and above all a stable workforce, said Muilerman in the workshop discussions. Moreover, he is convinced that even the rising wage costs will not quickly transform China into a slippery slope. As he explains, "The wage costs are still relatively favourable, and a 20-per-cent increase in these would not seriously influence the profitability of the enterprise."

Apart from Oschatz's presence at one of the 12 workshops at the CIC Foreign Trade Day, the Essen-based family enterprise also supported the event, held in Congress Center West of Messe Essen, as one of the more than 40 exhibitors and as a sponsor.

Reining Heisskühlung

### Lightning-fast operation for ThyssenKrupp Steel

ThyssenKrupp Steel in Bochum were faced with a major problem when the steam drum on walking beam furnace no. 1 failed to get its operating licence renewed. Either the furnace would have to be taken out of production completely for several months, or someone would have to respond with quick and uncomplicated help. Luckily this "someone" was right in the neighbourhood, namely in Mülheim an der Ruhr. In an unprecedented, lightning-fast operation Reining and its partners facilitated the full engineering (construction and planning of the new steam drum, the pipelines and retaining elements, fittings and measurement and control technology), the materials acquisition and the construction of a new steam drum designed for a normal operating pressure of 23 bar and a steam production of 35 t/h. Production took place round the clock, seven days a week. Moreover, the whole operation was possible only because the company was able to derive materials from another commission underway at the same time. By way of comparison, the

normal processing time for a steam drum like this, together with all required accessory elements, would be at least 6 to 8 months – but this would have been disastrous for ThyssenKrupp Steel. As it was, the installation of the new steam drum including new pipelines and integration in the existing water-steam cycle took place within just another five days. This meant that Reining was able to return the plant to ThyssenKrupp Steel almost three days earlier than planned. A fine performance in a record time, but which was only possible thanks to the uncomplicated and outstanding cooperation between the end customer, the subcontractors and Reining.

The steam drum was replaced in just five weeks.



The first of three natural-circulation boilers manufactured at Oschatz Energy & Environment in Nanjing for the world's biggest sulphuric acid plant in Saudi Arabia has now been delivered. The boiler, which weighs more than 300 t, is part of three complete waste heat systems that Oschatz is producing for the plant in Mäaden. The dimensions of the three accompanying boilers puts them among the world's biggest aggregates manufactured in one piece.

Oschatz China

### One million shop-floor hours planned for 2009

A highly eventful 2008 is now drawing to a close for Oschatz China. Following extensive building work the halls in Nanjing now allow a production capacity of up to one million shop-floor hours per year. In 2008, despite the building work then underway, the team led by the Managing Director Dirk Muilerman already came close to this figure: the 540-strong production workforce – a total of just 640 employees are currently working at the Nanjing plant – clocked up 810,000 shop-floor hours.



## New plant: 60,000 m<sup>2</sup> for Oschatz Investment in Turkey



Mr Norbert Srowig (advisory board Oschatz GmbH), Mr Hasan Pak, Vice-President of the company Kospas, Mr Yilmaz Kanbak, CEO of Kospas and President of the Kocaeli Chamber of Industry, and Dr. Hans-Jürgen Schrag at the signing of the contract in September.



At the start of November representatives of the press and the business community visited the new site together with Dr. Hans-Jürgen Schrag (Managing Director of Oschatz), Mehmet Berberoglu (General Manager of Oschatz Enerji A.S.) and Dr. Ertan Öcalan.

Located on a plot of almost 60,000 m<sup>2</sup>, the first development phase comprises four production halls with a production area of 10,000 m<sup>2</sup>.

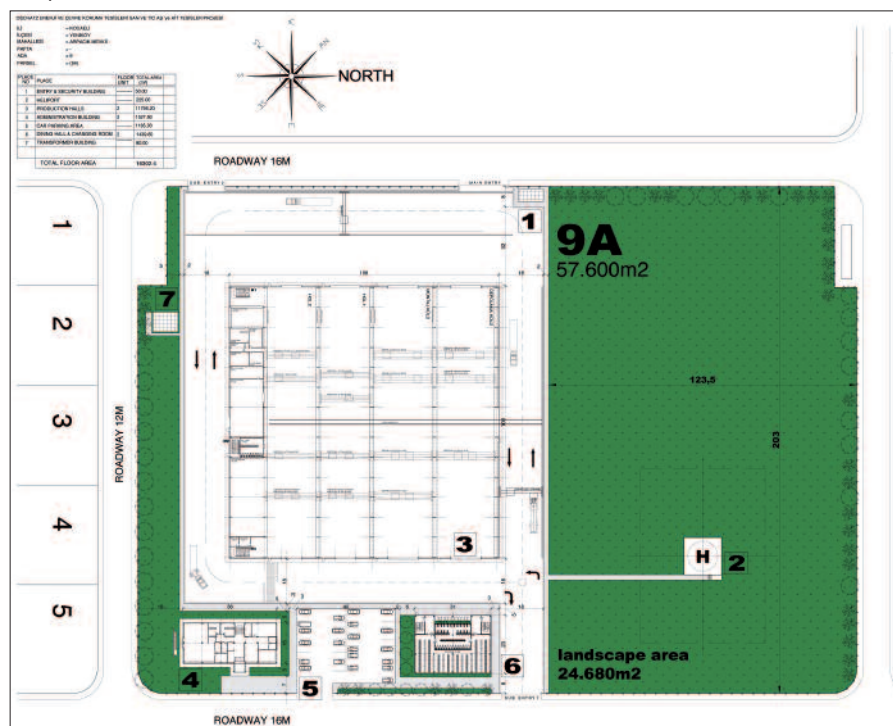


Mehmet Berberoglu, General Manager of Oschatz Enerji A.S., is looking forward to the modern and spacious production plant.

It was the first Oschatz production plant abroad: Oschatz Enerji A.S., founded in 1996. For the last 13 years the company, operating in Gebze, Istanbul, has been supplying customers all over the world with waste-heat boilers for the iron and steel industry, for the non-ferrous and chemicals industry and for power-plant engineering. Now the production plant is being expanded – at a new location 50 kilometres from the current production halls, in the province of Kocaeli.

The new site at Kocaeli Serbest Bölgesi, close to Izmit, is 60,000 m<sup>2</sup> in size and was acquired by the Oschatz Group in September 2008. A first development phase, to be completed by September 2009, will see the construction of four production halls with a production area of 10,000 m<sup>2</sup> and at the same time create 450 new jobs. This investment will allow the product range and production capacity to be expanded and the business and export volumes to be increased. "This project represents a key investment for strengthening our global market leadership and will allow us to keep pace with our steadily growing product volumes and to reach our export markets," explains Mehmet Berberoglu, the General Manager of Oschatz Enerji A.S.

It was the optimal conditions and business environment that prompted the choice for the new location in Kocaeli's free-trade zone: Kocaeli is Turkey's second-biggest industrial city and boasts excellent transport links. Located 100 kilometres from Istanbul and 10 kilometres from Izmit, the new location is also just 60 kilometres from Sabiha Gökçen International Airport, 7 kilometres from Kurtköy railway station – the future main station of the Marmara region – and, especially important, right on the sea coast. "This position allows Oschatz



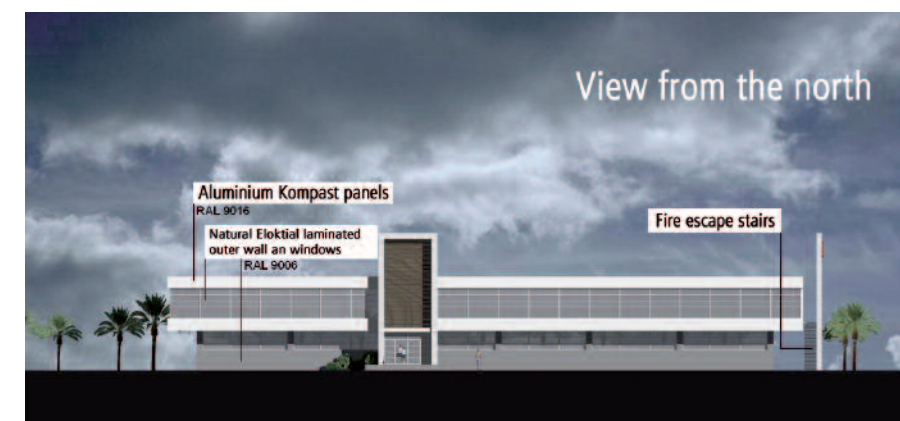
The new Oschatz production plant lies directly on the sea coast. This is ideal for transshipment of the product onto seagoing vessels.

products to be loaded straight onto seagoing vessels", says Dr. Hans-Jürgen Schrag, Managing Director of the Oschatz Group. "This brings a saving in transport costs of between 300,000 and 1 million euros per year." The initial plans for the new production plants have already been drawn up. The office buildings and the production halls will be modern, spacious and practical. Two large halls and

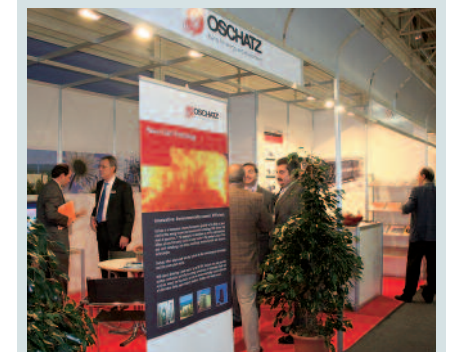
two smaller ones with heights of 25 and 16 metres respectively will provide enough space for the Oschatz products from September 2009 onwards. But there is still a lot to do before the plans are complete, the buildings are finished and the relocation has been managed. Nonetheless, the starting shot for this major project of the Oschatz Group has now been given.



How the new plant will look after completion in September 2009.



For the second time Oschatz presented itself and its products at "Metallurgy Ukraine" in Donezk and at "Bioenergia" in Valladolid.



Oschatz as exhibitor

### Success in Ukraine and Spain

In the second half of the year too, Oschatz staff successfully presented the company at trade fairs. The Ukrainian subsidiary TOV Oschatz-Küttner was represented for the second time at "Metallurgy Ukraine" in Donezk – the home base of the company. From 16 to 19 September the full range of the company's products and services were presented at the exhibition stand and important negotiations were conducted.

Just one month later the focus was on bioenergy: from 16 to 18 October Oschatz was among the 424 exhibitors from 20 countries at the 3rd international "Expobio-energia" bioenergy trade fair in Valladolid, Spain. Here too, this was the second time that the company presented itself, on a 30 m<sup>2</sup> stand, to international specialist visitors at this trade fair – and just as successfully as the previous year.



## Discovering the world of Oschatz

Plant constructor gets involved in the Essen "Kids Day"



"This is how a steam engine works." The Chief Technology Officer Herbert Hüning lets the children share the fascination.

**Want to find out what happens behind the office doors, and to discover how a repair and assembly shop works? At the first Essen "Kids Day" on Friday, 14 November, school children also had the chance to explore the world of work at Oschatz GmbH. 19 girls and boys from the Münsterschule primary school experienced a very special lesson at the Essen-based plant constructor.**

It was "Kids Day" in Essen and on this morning the children from Class 3 of the Münsterschule primary school exchanged their classroom for the office building and the production halls at Westendhof. For three hours Oschatz staff accompanied them on a journey of discovery through the world of Oschatz – in a way tailored to children. A small experiment with a gas cooker and a steam engine, for instance, showed how the Oschatz systems function. The schoolchildren then saw how these systems are created step-by-step. The children followed the trail of the production process from construction design in the Technical Order Processing department, where the children saw how steel pipes take shape on the computer screen, through the printing of the drawings in the Repro department, and on to the work in Production. The high point for the children was the visit to

the production hall: kitted out with protective goggles and ear protectors they watched as a machine shaped a steel pipe in the space of seconds, which was then processed further by flame cutting and welding.

But the "Kids Day" – organized by the city of Essen and its Children's Foundation – was not only something special for the children. Oschatz itself attaches great importance to the event, and also has a particular concern: "We too are increasingly being affected by the shortage of engineers. That's why we think it's very important to get children interested in technology and engineering at an early age", explains the Chief Technology Officer Herbert Hüning. And he adds, "Moreover, we really enjoyed taking the children behind the scenes and giving them an impression of our work."



"What big sheets of paper", marvelled the young guests.



Fascinating: The construction on a big screen.



It's fun for the children when the sparks fly.



Congratulating Dr. Schrag. At that time the offices were still on Rüttenscheider Straße



The Oschatz workforce in 1954: Schneller, O. Wiczorek, Lipinski, Buchholz, Mrotzeck, Franke and Jäger (back row); Skrypeck, Stockamp, Heitzmann, Dittrich, Schürmann, Ebbers and Hobert (middle row); Bracht, Honisch, H. Wiczorek, Demel, Lieser and Böke.

## Looking back in time "Oschatz back then"

Oschatz has a birthday coming up: in 2009 the company will be 160 years old. And that's reason enough for taking a look back in time – if possible all together. Do you have any old photographs from Oschatz's past? Do you remember special events and experiences from the past decades? If so, then please send us your photos and anecdotes and tell us about "Oschatz back then". We're getting the ball rolling right now with two photos provided by Heinz Honisch. The group photo was taken on 17 July 1954 and shows the first Oschatz team in the works on Inselstraße in Altenessen. The second photo is from the same year: it shows the first works managers Mr Demel and Heinz Honisch passing the congratulations of the entire workforce to Dr. Hans Schrag on his 50th birthday.

New sculpture for Oschatz Energy & Environment

## Transforming steel into art

The eyes of invited guests and the Oschatz employees are fixed on the high, still-veiled sculpture in front of the production halls of Oschatz Energy & Environment in Nanjing. The public is greeted, speeches are held and then the red cloth falls, accompanied by enthusiastic applause. The Oschatz subsidiary's fine new work of art stretches towards the sky – the steel sculpture "Skills Scrolls Time", designed by the Dutch artist Hans Mes and produced together with the employees of the company. The official unveiling of the sculpture on 11 November by the Managing Director of the Oschatz Group, Dr. Hans-Jürgen Schrag, and the Managing Director of Oschatz Energy & Environment, Dirk Muilerman, marks the end of a remarkable joint project. For some four months – beginning with the first design by the sculptor and ending with the finished sculpture – work in the production halls of Oschatz China focused not "only" on cooling towers and co. Under the motto "Excellence through Tradition", the work of art too was made here on site, requiring

a total of 4,000 man-hours invested by the workforce under the supervision of Hans Beer and in close collaboration with Hans Mes.

The result is an impressive steel sculpture nine metres in height which acts as a monument to the long tradition of the company (now almost 160 years old) and its development into a highly specialized and successful plant constructor, and at the same time links the history of the company with that of China. Starting from a historic photograph from the early days of Oschatz, now burnt into steel, a Chinese scroll – very similar to the S-shaped pipe in the Oschatz logo – winds up into the sky. "This sculpture impressively connects not only the historic and modern aspects of Oschatz as a company, but also the European and Chinese cultures. This latter aspect is also particularly important for us as a Chinese subsidiary of a German company", explains Dirk Muilerman, who initiated this project. Dr. Hans-Jürgen Schrag was also enthusiastic about the project. "The dedication of the employees was particularly



Unveiled: in the space of some four months a nine-metre-high sculpture was created at Oschatz China. The work now stands directly in front of the production halls.

impressive." Dr. Schrag was so taken with the work of the artist that he immediately commissioned a second work from him – for the Turkish subsidiary Oschatz Enerji A.S.



Happy after the successful conclusion to the project: the artist Hans Mes (left) and the Managing Director of Oschatz China, Dirk Muilerman.

## 3 questions to the artist

**?** Mr Mes, does the sculpture have a particular theme? And what materials did you use to realize it?

**!** For this sculpture Oschatz specified the theme "Excellence through Tradition". When I work in China, the client can give me a theme and provides me with materials, workplace and tools. I made the Oschatz sculpture from steel.

**?** What makes this sculpture special for you?

**!** This sculpture combines Chinese and European elements to create a clearly recognizable, quasi tailor-made meaning. The work of art shows that the significance of Oschatz knows no boundaries in relation to the Oschatz markets. The history and identity of the company, whose

roots lie in craftsmanship and which over the years has grown to be a market leader, become clear in this work.

**?** You have frequently worked in China. What, for you, is special about China, the country and its people?

**!** I already became interested in China when I was just 19: in its philosophy, its multifaceted culture, the breathtaking landscapes and its special social structure. I was deeply impressed by the gentle, polite attitude of these people. I regard this unconditional friendliness as a gift. It has inspired me to create this work of art, using my approach and my creative signature, so that it mirrors the bridge between our cultures.



Successful order completion in Rudolstadt

## Oschatz delivers Thermal Recycling Plant



Herbert Hüning, Chief Technology Officer at Oschatz, was one of the speakers at the ceremony marking the official delivery.

The Oschatz Group has successfully completed another major order in the role of general contractor and has delivered the Thermal Recycling Plant Schwarza (TRPS) to the Municipal Waste Management Association Saale/Orla (ZASO). This 36-million-euro project was officially completed when the plant went into operation at the end of October.

The result is a modern plant to high technical standards. The core of the plant is formed by the 250 tonne, four-section Oschatz boiler which can produce a steam mass of 32 tonnes per hour. Other special features included the sophisticated flue gas purification with four chambers and a filter surface of 2,300 m<sup>2</sup>, and the 120-metre, free-standing smokestack – one of the highest in Germany.

The Thermal Recycling Plant Schwarza is also intended to benefit the companies at the location, and of



The Thermal Recycling Plant Schwarza during its construction.

course the environment: 60,000 tonnes of industrial waste will be burned in the plant every year. The resulting process energy can then be put to further use – also by the surrounding companies. This creates a closed circuit that reduces the use of fossil fuels through energy-producing waste utilization and thus also helps to bring down levels of CO<sup>2</sup>.



Happy to be officially opening the TRPS (from left to right): Jörg Reichl (Mayor of Rudolstadt), Frank Roßner (District Administrator of Saale/Orla and Chairman of ZASO), Economy Minister Jürgen Reinholz, Marion Philipp (District Administrator of Saalfeld-Rudolstadt), Mario Suckert (Departmental Head of the Federal State Administration Office), Andreas Krey (CEO of the Federal State Development Company), Dr. Paul Cichonski (CEO of ZASO and Plant Manager of the TRPS) and Herbert Hüning (Chief Technology Officer, Oschatz). Photo: Oschatz.

## Industrial Combined Heat and Power Station Andernach powers up

In the furnace of the boiler, some 10 to 12 tonnes of substitute fuels per hour are combusted and thus thermally utilized at temperatures of far over 1,000 °C. The plant installed by Oschatz in Andernach has already been in this test phase for

several weeks as part of the “warm start-up”. The following phase – switching of the steam generation system to supply the steam turbine and subsequent test operation – is due to commence later in December 2008 or January 2009.



The Oschatz and Reining trade-fair team Günter Spangardt (left) and Hans-Peter Lampe at the new individual exhibition stand.

Performance for tomorrow

## Oschatz at STEEL 2008

“Which political framework conditions in the future will make a location successful?” “What are the materials concepts for tomorrow’s energy production?” And “What factors will the steel industry as a future sector need to adjust to?”

These and other questions were the focus of attention at the STEEL 2008 international annual conference on 13 and 14 November. Guided by the motto “Performance for tomorrow”, some 4,000 representatives of the iron and steel sector came together in the CCD Congress Center Düsseldorf to acquire new information, to swap ideas and to engage in discussion. Staff of Oschatz and Reining were there not only as participants but also as exhibitors, representing the two companies at their own exhibition stand. After all, the international annual conference, with its chance to “talk steel” and to meet other steel specialists, is now a tradition for both companies. Nonetheless Oschatz and REINING also broke new ground at the event: for the first time the traditional poster stand was replaced by an individual exhibition stand.

Oschatz is the general contractor for construction of the power station in Hagenow

## Important interim goals achieved

The Oschatz Group has achieved important interim goals in the construction of the Substitute Fuel Power Station (SFPS) of Mecklenburger Kartoffelveredelung (MKV) in Hagenow. Following a successful topping-out ceremony in late summer, Oschatz – responsible as general contractor for the turnkey production of the power station – has now also successfully conducted the pressure test. Together with TÜV Nord the company undertook this important leak and form retention test and subjected the Oschatz boiler plant to a pressure trial of – depending on the pressure circulation – 8 to 142.4 bar. This was a tough test



Satisfied with the progress of construction: Oschatz Managing Director Dr. Hans-Jürgen Schrag, Dr. Till Backhaus (Minister for Agriculture, Environment and Consumer Protection in Mecklenburg-Western Pomerania), Gisela Schwarz (Mayor of Hagenow) and Reinhard Lemke, General Manager of MKV, Europe’s leading producer of potato products, (from left to right) at the topping-out ceremony.

that the Oschatz plant passed with flying colours.

This success and thus another important step towards the turnkey completion of the plant was officially marked by the pressure trial celebration on 8 October. A little later, in mid-November, the completion of the assembly work and the initiation of the cold start-up was also achieved on schedule.

Since the award of contract in April 2006 and the successful completion of the approval procedure about a year ago, the company has been working flat out to get the plant in operation by early 2009. Then the modern plant will produce around 35 tonnes of steam, and thus process heat, per hour and also generate around 7 MW of electricity. All this will be in line with the 17th Federal Control of Pollution Act, one of the toughest sets of regulations worldwide. “In this way – and especially in view of the steadily rising energy prices – the combined heat and power station will produce an economical, environmentally friendly and sustainably cheap energy supply”, comments the Managing Director of Oschatz, Dr. Hans-Jürgen Schrag.

Oschatz: success in the East

## New orders in Ukraine and Russia

No matter whether in Australia or Arabia, in China or Germany – the plants of the Essen-based Oschatz Group are in operation worldwide. And more are being added: Oschatz products are being installed in Russia and Ukraine as well, because Oschatz has received new orders from the East with a volume of some 35 million euros. In the coming months the plant constructor will be manufacturing and delivering a total of 6 converter cooling towers for the steelworks of Novolipetsk

Steel (NLMK) in Lipetsk, Russia. Two more will go into operation in Ukraine, where Oschatz is producing two converter cooling towers for use in the Zaporizhstal steelworks in Zaporozhye.

The engineering of these two components, themselves each weighing many tonnes and containing up to 250 tonnes of molten crude iron, is being undertaken at the main works in Essen together with the subsidiary Oschatz Bohemia from Budweis. Production is being hand-



A crawler crane is used to install the diverting element of the cooling tower for Converter K 21.

Successful assembly

## Oschatz replaces Corus cooling tower

Oschatz has successfully completed the biggest assembly commission in the company’s history, worth no less than 13 million euros. At Corus IJmuiden in the Netherlands an old, rectangular cooling tower of the converter K 21 was replaced by a round Oschatz boiler in an operation taking 45,000 assembly hours. The 160-tonne cooling tower was produced by Oschatz Enerji A.S. in Turkey – and on the day of assembly it fitted to the millimetre. A crawler crane with a crane capacity of 1,750 tonnes and an extension of 108 metres lifted the five main elements of the boiler into position, where another three on-site weld joints were then made.

Despite difficult conditions such as winds of more than 9 m/s during the crane-and-hoist assembly, it proved possible to carry out the assembly and commissioning in 72 days and to produce the first batch on 29 October.

led by the Oschatz plant in Turkey. The converter cooling towers are scheduled for delivery to the customer in 16 to 18 months and, once they go into operation, will produce up to 40 tonnes of steam per hour. Two other converter cooling towers from the Oschatz Group are already in use in Ukraine: the first successfully began operation in the AMK steelworks in Alchevsk at the start of the year, with the second coming on line at the same company in August.



## What happens in the ... **Assembly dept.?**

### 322 years of Oschatz experience in the assembly field

"We're a small and seasoned team", says Peter Thomas of the Assembly department, which he has been leading for around two years. And this "small team" has a large field of work. The list of tasks carried out by the Assembly department is long and includes project planning work, the production of smaller boiler components and extends to the management of small and large construction sites in Germany and abroad. Assembly costing and issuing offers, developing assembly concepts and specifications, personnel planning, supervising and supporting the current construction sites and cost monitoring – all these tasks are handled by the back-office section. This comprises eight employees of the currently 35-strong department. They establish the basis for the

assembly work then carried out on site by the site managers, foremen, chief fitters, welders and fitters, or manufactured in Oschatz's own small workshop in Essen.

At any one time 26 Oschatz employees are working on the construction sites all over world. Especially on the major construction sites, these staff members are supported by qualified subcontractors. "At the moment we have 11 separate orders currently being carried out", reveals Peter Thomas. "In peak periods this number can even rise to 20." This requires good planning, coordination, mutual trust, dedication and flexibility.

"It's here that we can rely on the many years of experience of our staff and their outstanding devotion to their work", says Peter Thomas.



The staff of the Assembly dept. are in action on construction sites all over the world.

And this really is the case with the staff of the Assembly department, some of whom have been working for Oschatz for decades: "Together we can draw on a total of 322 years of Oschatz experience."

### Oschatz Christmas celebration



The evening began with mulled wine under a starry sky and ended with music and dance in Farmer Kammesheidt's festival barn – the Oschatz Christmas party was a resounding success this year as well. Around 160 extremely good-humoured employees came together to celebrate a successful 2008. This year too, two guests undertook a particularly long journey: Mehmed Berberoglu, the General Manager of Oschatz Turkey, and his wife who together experienced an Oschatz Christmas party for the second time. And of course, as the evening grew late, Hartwig Kaschub once again struck up the Oschatz song and the entire company joined in.



## Christmas concert at the World Cultural Heritage site **Oschatz sponsors Advent Singing**

While the annual "Everyman" play is the great cultural event in Salzburg each summer, in winter it's the "Salzburg Tobi Reiser Advent Singing" that sets the tone. Every year this event draws over 40,000 enthusiastic visitors to the Domplatz square in Salzburg. It was in 1946 that Tobi Reiser began this Christmas event that was intended to provide people with solace and new optimism after the war, and which quickly became established throughout the country. Now thanks to Oschatz the traditional Advent singing can be experienced not only in Austria but this year in the Ruhr region as well. Together with Dr. Stephan Holthoff-Pförtner, the company is the main sponsor of the concert that will be taking place at the Zollverein World Cultural Heritage Site for the first time. With an ensemble of folk and professional



Bringing Christmas spirit from Salzburg to the Zollverein World Cultural Heritage site in Essen: the artists of the "Salzburg Tobi Reiser Advent Singing".

artists and amateur musicians, the "Salzburg Advent Singing" will bring a sublime Christmas atmosphere to an industrial hall of the event location, creating a special musical experience with the sounds of zithers, dulcimers, guitars and harmonicas.

## On a personal note

### New at Oschatz **Welcome to the team**

Since July 2008 10 new employees have joined Oschatz in Essen. We wish everyone plenty of enjoyment and success in their new jobs.

|                      | On               | Division                        |
|----------------------|------------------|---------------------------------|
| Peter Bolzen         | 1 September 2008 | Commissioning                   |
| Carl Wolfgang Finck  | 1 September 2008 | Technical Order Processing      |
| Karsten Imping       | 1 September 2008 | Technical Order Processing      |
| Dominic Zander       | 1 September 2008 | Data Processing                 |
| Klaus Fischer        | 1 October 2008   | Technical Order Processing      |
| Jörg Kant            | 1 October 2008   | Maintenance                     |
| Jens-Olaf Wittenberg | 17 November 2008 | Technical Order Processing      |
| Alexandr Sciuchin    | 1 December 2008  | Construction/Steel Construction |
| Ilker Kanoglu        | 1 December 2008  | Technical Order Processing      |
| Ricardo Oliveira     | 1 December 2008  | Technical Order Processing      |



Sara Steinhoff

### Births **Additions to the "Oschatz family"**

The Steinhoff family is happy to announce the birth of Sara on 30 July 2008 at 9.56 pm. Length 51 cm and weight 3,730 grams.

Congratulations and all the best for the future!

### Married at last

After four years and three attempts, Julie Nderema Kahler and her husband Reinhard H. Kahler finally succeeded in "tying the knot" on 18 July 2008. But here too time was rather short, because Reinhard H. Kahler had just one week for the journey back from the construction site in Taran-to, his wedding and the journey to the next construction site in Handan (China) – a week which also involved all the preparations. Congratulations not only on the wedding, but also on this logistical tour de force!



### Deceased

We mourn our deceased employees and will always honour their memory.

|                   | Born            | Deceased        |
|-------------------|-----------------|-----------------|
| Ursel Plettenberg | 29 August 1938  | 6 October 2008  |
| Josef Sitnikov    | 4 February 1931 | 7 November 2008 |

### "Round" birthdays in the first half of 2009 **Special birthdays**

| 60 years               | Birthday        |
|------------------------|-----------------|
| Dr. Hans-Jürgen Schrag | 12 March 1949   |
| Günther Bonsiepe       | 12 March 1949   |
| Branko Kasaj           | 10 May 1949     |
| 50 years               |                 |
| Dr. Klaus Meya         | 2 June 1959     |
| Frank Peck             | 4 June 1959     |
| Sabine Schulte-Mattler | 18 June 1959    |
| 40 years               |                 |
| Ulf Vogt               | 17 January 1969 |
| Frank Küntzel          | 3 March 1969    |
| Joachim Steinhoff      | 29 March 1969   |
| 30 years               |                 |
| Aziz Inalkac           | 10 June 1979    |



Madrid is one of Europe's liveliest cities. On the left the old Post Office, today a communications centre, and on the right the Palacio Real royal palace. In the middle the Gate of Europe.

## Our representative in Spain

### “From Madrid to heaven ...”

... is how the residents of the Spanish metropolis like to talk about their city. Madrid is not only the national capital, but also a cosmopolitan city with modern infrastructures. With some six million inhabitants in the Greater Madrid area, the region is among Europe's biggest centres of population. And even without its suburbs, Madrid's 3.2 million inhabitants make it, along with London, Paris and Berlin, one of the biggest cities of the European Union.

Madrid is an important trade and finance centre at both the national and international levels. Moreover, the city forms the geographical, political and cultural centre of the country. It is the seat of government and it contains the official residence of the royal family. A walk around the medieval city centre, built chiefly during the time of the Habsburgs, forms one of the high points of any

visit to Madrid, while a visit to the superb “El Prado” art museum is another must.

#### Lively and fun-loving

Madrid is an extremely lively city. One can find bars, concert cafés and discotheques everywhere – and the nightlife sometimes continues round the clock. Madrid really earns its reputation as the city with the longest

night in Europe. So don't be surprised if you suddenly get caught in a traffic jam at four o'clock in the morning. And hardly anybody will be on their way to work at this time ... These clubbing times take some getting used to for non-Madrilenos: in Madrid people go out at ten in the evening at the earliest, and usually later, and often like to remain out and about until six or seven in the morning.

#### Football players and toreros

The best way to begin the evening or the night is in one of the convivial street cafés, for instance on the Plaza Mayor or on the Plaza de Santa Ana. This is the ideal starting point from which you can then move on to the nightlife in the Huertas district with its countless pubs and bars. If you prefer to end the evening more quietly with dinner, then take a seat in the “Gaztelupe” or “Asador Donostiarra” restaurants. With a little luck you might see the football stars of Real Madrid here, as well as toreros, artists, actors and other important national and international figures.

#### Our representative in Madrid



Angel Selke heads the Oschatz agency in Madrid

Selke Consulting, S.L. is the Oschatz agency in Spain, headed by the graduate engineer Angel Selke. Selke Consulting is a technology-oriented

consultancy and engineering firm with a focus on ferrous and non-ferrous metallurgy and on energy production. The agency is located at one of Madrid's most exclusive and renowned business addresses and enjoys outstanding access – there are several metro and bus stops right in front of the door. The main railway station is just ten minutes away by metro, while one can drive to the airport in just twenty minutes. There are numerous restaurants, shopping facilities, banks and hotels in the immediate vicinity of the building. The Retiro park is also close by and offers fresh air, relaxation and a chance to clear one's mind. By the way, on 4 May 2009 Selke Consulting is planning a big celebration – to mark ten years of the firm's successful collaboration with Oschatz.



Not only an exclusive address for the Oschatz agency in Madrid, but with interiors to match; here the cafeteria.

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