

OSCHATZ



INFO

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

Summer 2011



**Oschatz Turkey:
New plant inaugurated**

**Steelworks Port Talbot:
Tata Steel relies on
Oschatz know-how**

**METEC:
Genuine components
at the trade fair**



Dear employees,

I am delighted to be able to present to you today the latest issue of Oschatz Info. As you may have already noticed, the magazine is slightly thicker than usual. The reason being simply because we have so much to report!

A larger part of this issue – as I'm sure you've guessed – is dedicated to this year's major event: the opening of our new plant in Turkey. I believe I express the sentiments of all those who experienced the inauguration when I say that this is one evening that will surely not be forgotten in a hurry. On pages 6 to 11 you will find a number of photos and background information on the celebrations and the new location.

But even besides our activities in Turkey, the first six months of this year have been rather turbulent for Oschatz – but in a good sense. Our Non-ferrous Metallurgy and Chemical Technology divisions had every reason to be pleased after landing three major orders early in the year from customers in Asia. Also, in spring, our Power Plant Technology division won a very promising contract and spirits in our Iron and Steel Metallurgy division have been high recently, too, as we look forward to modernising the cooling systems in Tata Steel Europe's steelworks in Port Talbot, Wales, by the end of 2012.

Our appearance at METEC, the most important trade fair for the metallurgy industry, a few weeks ago was a complete success, and further trade fair appearances are scheduled for the next six months.

I wish all those who are still looking forward to their summer holidays a pleasant and relaxing time and a great deal of working satisfaction to those who have already returned.

Yours,

Dr.-Ing. Hans-Jürgen Schrag



A fascinating day draws to a close: students from Michigan in front of the production halls in Nanjing

Oschatz China

US students visit Nanjing

On 6 May 2011, some 10 business students from the University of Michigan-Dearborn in the US were given a fascinating insight into the world of Oschatz. Part of their study trip involved visiting the Oschatz plant in Nanjing, where they were given the opportunity to experience the Oschatz motto "Our market is the world" at first hand. Unfortunately, the Dutch Managing Director of Oschatz China, Dirk Muilerman, was unable to make it, so the German/Turkish Sales Manager Ihsan Oender stepped in and gave the group of American students a tour and a detailed explanation of how

systems e.g. for Korea or Kazakhstan are manufactured in the Chinese production plant. The students seemed visibly impressed by the dimensions of the components and took in Oender's words attentively. They praised the organisation of the plant, asked lots of questions and left with valuable information about the daily work of a global operator in the field of plant construction.

At the end of the day, they appreciated being well looked after and also being allowed to gain some exciting insights. According to the students, Oschatz was by far the best-run company they had visited on their trip.



Our Managing Director's family demonstrated their very special relationship with the mountain resort town of Garmisch-Partenkirchen in Germany and winter sports at this year's **World Ski Championships** in February. A large banner showing Germany's highest mountain peak, the Zugspitze, surrounded by a picturesque mountain landscape with the words "Oschatz – always at the peak!" adorned the pastor's tent on the Championship grounds. No wonder the Schrag family spent quite a bit of time there between 7 and 20 February 2011. Other familiar faces also put in an appearance in the tent. In this photo: Dr Hans-Jürgen Schrag, Rosi Mittermaier, pastor Martin Karras, Christian Neureuther, Irmgard Schrag and Dr Jan-Christopher Schrag (l. to r.).

True heavyweights at METEC

Oschatz presented original components at the leading trade fair in Düsseldorf



A new and modern stand concept over two levels attracted attention at this year's METEC.

at its booth. "A whole cooling stack would have been quite a little too big," explained Dr Jan-Christopher Schrag. "But

In June 2011 experts from all over the world met at METEC, the leading metallurgical trade fair in Düsseldorf, to exchange ideas and experiences. Of course Oschatz could not miss this exhibition – for more than ten years METEC ranks among the most important trade fairs in the sector for the plant constructor.

In 2011 Oschatz showed its extensive knowledge at the fair grounds in Düsseldorf again. "Our boilers and cooling stacks utilise the thermal energy in waste gas and see to a cleaner environment," said Dr Jan-Christopher Schrag, Head of Sales at Oschatz.

That this technology is indeed in line with the current trend was shown by the motto of this year's METEC: "ecoMetals" – an initiative for products and methods which make a considerable contribution to using energy more efficiently. To this standard the traditional company Oschatz has already committed itself several decades ago.

An open, modern stand concept saw to a pleasant stay at the Oschatz booth, a spacious lounge area provided ideal opportunities to retreat from the exhibition hustle. And there was even something to touch: Once again Oschatz presented some genuine components in original size

even singular parts with sizes of up to three metres were pretty impressive to look at – and yet they account for not more than fractions of our total construction within a steelwork. This way we were able to give the visitors an idea of our work's dimensions."

The final conclusion of Messe Düsseldorf GmbH: Almost 80,000 guests were counted on the fair grounds between 28 June and 2 July 2011 – a new visitors' and exhibitors' record. This trend could also be experienced at the always well frequented Oschatz booth. Dr Jan-Christopher Schrag summed up: "METEC 2011 was a complete success for us. We got the chance to have a lot of productive conversations, to make some interesting new contacts, and to gain insight into current trends and developments of the industry. At the next METEC we'll be there again for sure!"



Dirk Muilerman, Head of Oschatz China, with Dr Hans-Jürgen Schrag and Dr Jan-Christopher Schrag at the Oschatz booth



Completely revised edition

The new image brochure and the revised brochure for iron and steel metallurgy are out now. Available at the reception or at the PR and marketing department. Also for download at www.oschatz.com

Meeting Points 2011

7/09/2011 – 9/09/2011

European Oxygen Steelmaking Conference (EOSC) • Stockholm / Sweden

The European Oxygen Steelmaking Conference (EOSC) represents the most comprehensive expert knowledge in steelmaking. It will present the state of the art technologies and developments and discuss technology issues related to the specific requirements of oxygen steelmaking.

2/10/2011 – 7/10/2011

ANNA Conference • Denver, Colorado / USA

The conference programme will be highlighting the latest technologies and processes for nitric acid plants.

18/10/2011 – 20/10/2011

Expobioenergía • Valladolid / Spain

This year's edition of this international fair specialising in bioenergy, is one of the most important events at international level.

10/11/2011

STAHL 2011 • Düsseldorf / Germany

The participation in this annual event concerning steel is already a tradition for Oschatz. Once again this year the Essen-based company will be represented with its own booth.

15/11/2011 – 18/11/2011

Metal-Expo • Moscow / Russia

For the first time Oschatz is going to be present at this year's international industry fair "Metal-Expo". Metal-Expo is said to be the main business platform for steel producers and users from Russia, the CIS, and Eastern Europe.



Dragon boat festival in Nanjing Oschatz team achieves best-ever position

In 2011, for the third year running, the Oschatz China team entered the annual dragon boat race on the Mochou Lake in Nanjing. A total of 29 teams took part on 6 June 2011. All 22 members of the team had spent three months preparing for the big day: training hard twice a week on the Xuanwu Lake. No one was willing to settle for last year's 8th place again. In the run-up to the race, the Oschatz team achieved a time of two minutes and 27 seconds – not bad, but not fast enough for a top placement. The team of "cheer-leaders" was still incomplete at this



6th place with the support of the Schrag family – a great achievement!

stage, however, although not for long. By the semi-finals, the Oschatz team were able to improve their time by a whole four seconds, a remarkable achievement! The team drew loud cheers not only from family members, but the Schrag family, too. Dr Jan Schrag even grabbed the presenter's microphone, shouting "JIA YOU! JIA YOU!" in almost perfect Chinese. In the end, the Oschatz

team managed 6th place, just missing out on the finals – a race between the four best teams – by a second. Their disappointment soon vanished when they realised they had clearly achieved their goal – of a better placement than last year.

A big party was held after the race. And next year's goal has already been set. It's unanimous: the finals!

Worldwide deliveries ...

... despite the new construction and relocation

Big or small: relocating is no easy feat! Our colleagues at the Turkish subsidiary Oschatz Enerji A.Ş. also discovered this fact in recent months. For despite the building site, relocati-



One of four superheaters is leaving the old production hall.



Destination South Africa: a component ready for delivery

on plans and opening ceremony, it was business as usual at the old production location until the actual moving date.

The delivery of a combustion unit for producing hydroxylamine to a customer in North America was scheduled for early February. The component was transported to the port in Izmir and shipped from Izmir to the USA on 7 February 2011.

The employees of Oschatz Turkey had already manufactured numerous boiler components for an oil shale system in Estonia last year. At the customer's request, the components were stored at the old Oschatz production premises until late February 2011, when they were loaded and then shipped on 26 February 2011. Included in the delivery were the vertical and horizontal pass, two connectors, four superheaters as well as eight ash coolers and four recycle coolers. Total weight: approx. 727 tonnes!

Also at the end of February 2011, two stack components were delivered to a steelworks in Germany, and an incinerator for producing nitric acid including an economiser weighing a total of approx. 141 tonnes left for South Africa in May 2011.

Oschatz Essen extends its congratulations on a successful ASME audit



Oschatz Turkey were overjoyed with the result of the ASME re-certification audit on 21 May 2011, which left no doubt as to the quality of the new production location. All those involved did a magnificent job and ensured the new production plant in Kocaeli received the 'U' and 'S' Stamp certifications for the next three years. Rainer Balmes, Dr Hans-Jürgen Schrag and Peter Bischoff were just as delighted as their Turkish colleagues and extended their congratulations.

Works council throws annual barbecue Two bands – and even the weather played along



On Friday, 27 May 2011 the annual barbecue organised by the works council took place in the courtyard of the Oschatz headquarters in Essen. Everything was well prepared – only the weather looked as if it did not really want to play along: heavy rain, dark clouds, flashes of lightning, and thunder made both organisers and guests feel uneasy on Friday morning.

But then the weather gods showed some consideration: right on time for the beginning of the party at 2:30 p.m. the clouds kept

opening up and the sun came out so the Oschatz employees could spend a nice and most notably dry afternoon and evening in the courtyard. Juicy meat from the grill and the well frequented Stauder beer cart did their bit to make the party a success.

Musical entertainment was first provided by the band "K.I.T.T.". Recruited by singer and Oschatz employee Ulf Vogt it was their first performance at the Oschatz barbe-



cue. Afterwards the group was replaced by the band "Same Day" with singer Stephan Triebe. For several years now they have been part of the Oschatz barbecue programme. And the band held a special surprise in store for the audience: towards the end of their performance "special guest" Hartwig Kaschub was announced. Especially for this occasion the band had rehearsed the German classic "Marmor, Stein und Eisen bricht", so they could perform it together. The audience enjoyed it and the party went on far into the night.

Young welder girls at Oschatz Girls' Day 2011

On 14 April 2011 the future career day "Girls' Day", the biggest German project for girls' occupational orientation took place again. In the course of this campaign especially technical and natural scientific-oriented companies open their gates



Oschatz employee Jürgen Blaschko explains to Karina Kant (left) and Annika Schmidt (middle) how to use a welding torch.

to interested female pupils from fifth to twelfth grade since 2001. It is the aim of this project to give girls a better understanding of predominantly male professions, thereby offering them new prospects for their career choice.

Oschatz took part in this year's "Girls' Day" as well and offered two 13-year-old pupils an insight into the world of plant construction. The teenagers Karina Kant and Annika Schmidt from Erich-Kästner-Realschule in Gladbeck took this opportunity to get to know the long-established company Oschatz.

First station: the workshop. After a short instruction and changing into the necessary protective clothing the girls got down to work – under



Karina at work – When welding, correct protective clothing is compulsory.

professional guidance. They proved a lot of skill and had fun as they took their first steps with the welding torch.

After lunch in the Oschatz canteen the girls were intended for a visit in the PR and marketing department. But this station was spontaneously cancelled: they rather felt like welding a bit more. Conclusion: aim achieved!



Opening speech: Dr Hans-Jürgen Schrag is proud of the new plant.

With fireworks and drumroll

Oschatz opens new plant in Turkey

60,000 m² of land, with a 10,000 m² production area in four workshops up to 22 metres high: impressive raw data to describe the new production location that the Essen-based plant constructor Oschatz recently opened in Turkey. The official opening of the new plant took place on Friday, 17 June 2011 in the presence of over 300 invited guests in the free zone in the Kocaeli region, roughly 120 km south-east of Istanbul. A multicultural show line-up, fireworks and plenty of emotion were all part of the event. Oschatz financed the new plant entirely from its own resources.

In his opening speech Dr Hans-Jürgen Schrag, Managing Partner of the Oschatz Group, spoke of a "new chapter in the success story of Oschatz." He described how the company took its first steps on the international stage, praised the application and hard work of everyone involved in construction of the plant, and talked about a commitment to Turkey as an industrial location. He also presented various



"To this day I have blessed a lot of residential houses and other buildings as well. But that a company had the wish to have a whole complex of production buildings blessed – and in this extraordinary, multicultural way together with an imam – that was a new and truly enriching experience for me."

Martin Karras – pastor

Left picture: The ten metres high sculpture is being unveiled.

Multicultural sanctification: A Turkish imam and a German priest give their joint blessing to the new halls.

figures relating to the project that drew astonishment from some of the guests: 17,000 cubic metres of cement were mixed, 35,000 metres of power cables were laid, and over 2,200 tonnes of steel were incorporated in the structures of the workshops. Around 300 people had been working on the 60,000 m² plot of land in Kocaeli since March 2010 to make the new Oschatz plant reality. By way of comparison, that is equivalent in size to almost ten football pitches.

The boiler manufacturer Oschatz discovered Turkey as a strategically important production location many years ago. The medium-sized company operating on an international

scale has had a production facility near Istanbul since 1996. As Dr Hans-Jürgen Schrag explained: "We see Turkey as a strongly growing market where we have had highly positive experiences for many years, and where it is worth investing. Good transport conditions are totally fundamental to this."

And that is precisely what drove the decision to go for reorientation and a new plant. Not only was production capacity no longer sufficient at the old location after almost 15 years, but the transport of ever larger components was becoming increasingly more complex because of the circumstances on roads and bridges.

The Oschatz Group therefore set out to search for a new piece of land – and did indeed find one: in a free zone in the Kocaeli region, directly on the Sea of Marmara. "The logistic conditions at the new location are ideal," continued Dr Schrag. "The Oschatz boilers manufactured in Kocaeli can be transported by sea to anywhere in the world straight away. In particular we will be even better placed in future to deliver to the markets that are important to us in Europe and the whole Western Hemisphere." Furthermore, the new Oschatz site has enough space to double the production area again if need be, as utilisation continues to grow, according to Schrag.

Enjoying the Turkish sunshine: Lawyer Refik Türkoğlu and his wife with Irmgard Schrag.



Arrived in the free zone: Tim Oliver Schrag, Hermann Hosch, Dr Ulrich Brandt and Dr Friedrich Grote.



Arrival of the Turkish guest of honour: Bülent Uğur Ecevit (left)



Happy to meet again: Dr Jan-Christopher Schrag and godmother Ingrid Ahmed



Irmgard and Dr H.-J. Schrag give their sincere thanks to the clergymen.





Performance of the Whirling Dervish dancers – the audience is deeply moved.



Consul General Brita Wagener (middle) spends a jovial evening with Irmgard and Dr H.-J. Schrag.



A magician amazes the guests. Here moderator Asli Sevindim and Dr H.-J. Schrag.



Wide choice of Turkish and German specialties

The company is excellently set up for the future, he said.

Guests from all over the world travelled to Kocaeli in mid-June to be there for the celebrations put on by the Oschatz Group, and to get to know the new, modern buildings. Dr Hans-Jürgen Schrag expressed his great delight: "Our guests came from many countries – Denmark, Spain, China ... one guest even announced his visiting especially from Australia to celebrate with us!"

What made the organisers happy as well: Even distinguished visitors did not shy away from the trip to the free zone. On 17 June Oschatz could welcome the Undersecretary of State in charge of Foreign Trade Bülent Uğur Ecevit as well as Brita Wagener, Germany's Consul General in Istanbul.

And the visitors were not disappointed. The workshops, stretching to a height of up to 22 metres, gleamed red and white in the Turkish sunlight, and the organisers came up

with all sorts of ideas to set the scene for the opening of the Oschatz plant in a manner worthy of the occasion.

The evening began with the unveiling of an approximately ten metres high steel sculpture made by the Dutch sculptor Hans Mes. The artwork was ordered for Oschatz especially and manufactured by the artist together with a team of Oschatz Turkey employees. It is the second sculpture which Hans Mes developed for Oschatz – another one can already

"The opening ceremony is in my opinion, a successful example of the synthesis of "East and West" – or in Mr. Mes' words: "East meets West". I am very pleased that you as a German company have already won the hearts of your Turkish colleagues. It is not for nothing that your Turkish employees cheered several times with joy, knowing that the hard work is much appreciated. Thank you for taking the time to get to know me. As a candidate I've rarely been made to feel so welcome, which strengthened the feeling in me that I am heading in the right direction.

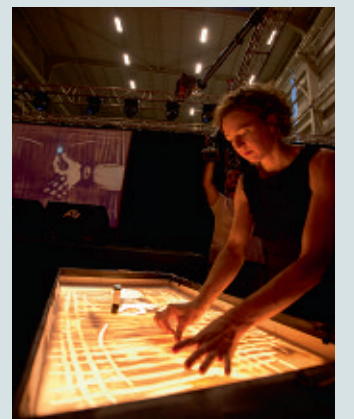
Once again, many thanks to all."

Emine Türkmen – applicant /
Oschatz employee since mid-July 2011

Top picture: Brisk finale with the Turkish Drum Show

Left picture: Plays tricks on the boss:
a Turkish ice-cream seller.

Right picture: A sand painter conjures fascinating
images on the screen.



be looked up to on the Oschatz grounds in Nanjing/China.

This opening was followed by a multicultural show line-up with artistic, musical and dance numbers as well as German and Turkish specialties. The guests enjoyed an entertaining evening in the Kocaeli free zone. The 12-minute closing firework above the new buildings turned out to be the highlight of the event for many guests, but also the authentic Turkish ice-cream seller or the ma-

gician – flown in specially from Germany for the occasion – with his truly magical tricks provided best entertainment.

Construction of the new production facility, costing around 16 million euros, was financed entirely from the medium-sized plant constructor's own funds. "Since I have been at Oschatz we have never once taken out a loan," said Dr Hans-Jürgen Schrag. "I am proud that the Oschatz Group has remained stable even in

times of crisis thanks to its broad portfolio, and that we have been able to continue to make investments."

The new Oschatz manufacturing plant started operation immediately. At present there are roughly 250 people working at Oschatz Turkey, but the new plant offers capacity for up to 400 employees in the long term. It is expected that around 500,000 production hours per year will be worked at the new site in Kocaeli in future.

Accompany the unveiling of the sculpture:
violinist and bağlama player



Dr Manfred Kühn enjoys the evening
in the free zone.



Accountant Prof Dr Serhat Kutlan and his wife
congratulate the Schrag family on the new plant.



"Last weekend I got the chance to be guest at the excellently organised and in every respect successful inauguration ceremony of your new plant in Kocaeli. By means of this letter I would like to thank you and all of your employees who were involved in the prearrangement and realisation of the event. I am looking forward to further successful cooperation with your house and its dedicated employees."

Dr Friedrich Grote
Lawyer and notary

Contributed significantly to the success of the event: the
Oschatz Turkey employees Cem Subaşı and Hakan Tekin.



"After the nice opening ceremony last Friday in Izmit I would like to send quick greetings to Dr Schrag and his wife. I hope that the rest of their stay in Istanbul remained pleasant. Best regards from Istanbul"

Brita Wagener
Germany's Consul General in Istanbul



Creator of the artwork:
the Dutch sculptor Hans Mes

"When Dr Hans-Jürgen Schrag asked me to design this steel sculpture he wanted me to show how the German and Turkish culture cooperate to reach the outstanding high-tech solutions and products which shape the Oschatz profile on the world market.

Intensive conversations with the Oschatz Turkey employees brought me to the conclusion that they look at their company's culture as a kind of jam session in music, unifying and inspiring. That relationship has created a durability and certainty which fills every employee with pride and establishes a power and quality which made Oschatz big in many aspects. From these impressions I created a design which combines various elements in one concept. The sculpture shows a violin and a bağlama, a Turkish musical instrument. Both instruments symbolize the teamwork between two cultures, the Turkish and the German culture. Together they create the sound harmony at work.

In their composition both instruments embody the connection, the joint between Asia and Europe. Their resonance boxes are built of the typical Oschatz tube surface. The musical instruments from both cultures are supported by two twinge keys holding a nut. They form the bearing elements for the violin and the bağlama. As a visual expression of preciseness and a collective

The artist about his creation:

Hans Mes describes the sculpture for Oschatz Turkey

"hands-on" they embody the technical team spirit shared by both Turkey and Germany.

At their base the tools and musical instruments are connected to the Oschatz logo which means that Oschatz connects the professional perfection of its employees to the quality performance of the company as a whole, thus initiating the origins of their mutual growth. On top the

twinge keys and musical instruments are joined by star and moon. The star is the symbol of excellence. Combined with the moon both music and performance are unified to form the Turkish national flag as a proud sign of this Turkish production plant: The connection of culture and technique."

Hans Mes



Photos: Thomas Bittera

Distinguished visitors before the event

Economics Minister of North Rhine-Westphalia and German Ambassador visit Oschatz Turkey



The group of visitors around Harry K. Voigtsberger and Dr Eckart Cuntz (6th + 7th from left) in front of the new Oschatz halls



Wolfgang Schaller, Head of Production, shows the visitors around the new plant and gives insight into the work of Oschatz.

One week in advance of the official opening ceremony the Economics Minister of North Rhine-Westphalia, Harry K. Voigtsberger, and Dr Eckart Cuntz, German Ambassador to Turkey, visited the new Oschatz site. Voigtsberger was visibly impressed, and praised the investment made by the German company: "The new plant built by Oschatz in the Kocaeli region is an outstanding example of

how small and medium-sized companies from North Rhine-Westphalia are increasingly establishing themselves on the international stage. This creates jobs, both abroad and

at home in North Rhine-Westphalia. I am looking forward to following the Oschatz Group's international development as it continues in the future."

www.oschatz.com.tr

**Everything new –
on the Internet
as well**

Right on time for the opening ceremony of the new production site in Turkey, the website of Oschatz Enerji A.Ş. was relaunched as well. To emphasise the connection between the Turkish subsidiary and its headquarters in Essen, and to make more intensive use of the Oschatz corporate identity, the site has faced a complete makeover, thereby adapting it to the current Oschatz layout. Thanks to a flexible content management system it can still be extended within the next months, and further elements can be added. You can find the new website of Oschatz Enerji A.Ş. on www.oschatz.com.tr



**New
city office
founded**

With the relocation of the production site into the Kocaeli free zone came the decision to establish the first "offshoot" of Oschatz Turkey: an additional central city office. The new office is located in the district of Ataşehir on the Asian side of Istanbul, close to the first bridge over the Bosphorus. Renovation is completed and the new office was officially ready to be moved into in mid-July.

Altogether nine employees will work there from now on in the departments of Finance, Accounting, Human Resources, Purchasing,

and Logistics. The decision in favour of the new office was made in order to be closer to clients and contractors and to facilitate the import of goods into the free zone.

The new office can be reached at:

Oschatz Enerji A.Ş.

Ağaoğlu My Prestige

Barbaros Mah.

İhlamur Sok no:1 53-54

Ataşehir, İstanbul

Phone: +90 (0)216 688 42 - 70

Fax: +90 (0)216 688 42 - 75



Novel bio-ethanol plant in Italy Oschatz provides core components

The Oschatz Group is pleased about a new contract from the field of Power Plant Technology: Until the middle of 2012 a thermal utilisation plant for the residues from the extraction of second generation bio-ethanol from biomass is being developed in Italy. It is the first plant of this kind on an industrial scale – about 40 thousand tonnes of bio-ethanol shall be produced henceforth every year. Oschatz is responsible for the energy production at the location. Following the principle “waste to energy”, electrical energy is being produced from the residues of the bio-ethanol production. Oschatz provides the know-how concerning steam production from the feeding system to the point of flue gas cleaning. The contract volume ranges in the tens of millions.

What makes the new Italian plant special: in this process – in contrast to conventional bio-ethanol plants – no food or feeding stuff is utilised, but preferentially the domestic, fast-growing reed *Arundo Donax*.

The order includes the design, manufacture, delivery, assembly, and commissioning of the absorption of the fuels, the combustion grate, boiler, flue gas cleaning, and the process control system as well as associated auxiliaries. Core of the new Oschatz

As of now the new plant is being built in this area.



plant will be a combined vertical-horizontal boiler downstream a specific combustion grate. Klaus Saueracker, Head of the Combustion department, explained:

„The thermal utilisation of the *Arundo Donax* plant as well as of its residue of pure lignin after the process requires a specific technology. We will apply a complex technique, and develop a combustion process attu-



Until now just a model but soon reality: This is how the new plant shall look like in the middle of 2012.

ned to the special requirements of the fuel to implement the components for this plant.” This way Oschatz contributes considerably to the production of the resource-efficient and environmentally friendly second generation bio-ethanol.

The fabrication of the components has already started. “We are pleased to be able to make a contribution to such a forward-looking process,” said project manager Jürgen Praast. In spite of the tight schedule. “We have only about one year from the incoming order until the start of commissioning. That is an ambitious timing, but we’ll manage!”

After commissioning, which is scheduled for spring 2012, the new Oschatz plant will output approximately 50 tonnes of superheated steam from biomass – or rather from its residues – per hour. Via steam turbine this amount of steam is able to feed up to 12 megawatt of electrical energy into the electricity grid. Per year this adds up to an amount of energy which would be sufficient to provide electricity for almost 30,000 households.

Reining receives big contracts from Norway and Turkey

In June and July 2011 the Oschatz subsidiary Reining Heisskühlung GmbH & Co. KG was awarded two big contracts. The first contract originates from Finn fjord AS in Norway, and covers the conversion from existing cold water cooling to

a high pressure evaporation cooling for the three electric arc furnaces used for ferrosilicon production. This system will be implemented by Reining as a turnkey solution. The planned commissioning date is May 2012. As a speciality in this project

the execution of major parts of the furnace cooling as non-magnetic stainless steel must be mentioned.

The manufacturing of the equipment including steam drums will be done in the Oschatz workshop in Nanjing/China. This conversion of the cooling systems is considered as the biggest energy recovery project in Norway these days. With this contract Reining again demonstrates their competence on the

field of energy recovery at electric arc furnaces.

The second contract was placed with Reining by the Turkish client Erdemir. In spring 2012 the company will change over the pusher type furnace in their rolling mill from cold water cooling to evaporation cooling in natural circulation. In addition to that the soaking zone is going to be rebuilt. With these modernisations Reining contributes

significantly to an increase in efficiency of the pusher type furnace as well as to a higher quality of the products fabricated in the rolling mill. Furthermore the new cooling system will make waste heat recovery possible – the so-gained steam can be applied directly to the steam network of the plant.

The contract for the construction and implementation of an evaporation cooling was gained by Reining

due to the company’s unique know-how in the field of pusher type furnaces in natural circulation: around the world Reining Heisskühlung is the only firm which has such an extensive command of this technology and can provide corresponding references.

Both contracts have a total volume of approximately 16 million euros, thereby safeguarding employment at the Oschatz subsidiary in Mülheim for longer periods.

Steelworks Port Talbot Oschatz modernises cooling systems

Tata Steel Europe relies on Oschatz technology and know-how during a development at their Port Talbot steelworks in Wales. As world market leader in the field of evaporation cooling for the iron and steel industry, plant constructor Oschatz has been awarded the contract to renew the cooling systems in Port Talbot. The order includes the disassembly of the old cooling equipment as well as the design, manufacture, delivery, and assembly of two new converter cooling stacks with evaporation cooling. It is the first time this kind of cooling system with steam utilisation will be implemented in the United Kingdom. The contract has a value of a double-digit million euro range.

“Port Talbot is to become one of the leading steel locations in Europe,” said Dr Karl-Ulrich Köhler, CEO of Tata Steel Europe, in the course of this year’s Handelsblatt Annual Conference “Stahlmarkt 2011” concern-



A converter is being filled with hot metal.

ing the planned modernisation. According to Dr Köhler, one important element to sustain Port Talbot’s position on the European market is the optimisation of operational sequences.

Until now the cooling of waste gases in the Port Talbot steelworks is achieved via cold water cooling in an open circuit. In times of increasing importance of resource efficiency and sustainability this technology is no longer reasonable as it offers no way of waste heat recovery – which

means that existing energy remains unutilised. Furthermore the current cooling system is significantly prone to corrosion and thereby causes excessive downtime. For these reasons Tata Steel Europe took the decision to equip Port Talbot with up-to-date evaporation cooling made by Oschatz to be completed before the end of 2012.

“We are pleased to observe the confidence which Tata Steel places in Oschatz,” said Dr Hans-Jürgen Schrag, Managing Partner of the Oschatz Group. “With over 160 years of experience and as world market leader in the field of evaporation cooling we are more than prepared for this contract. Together we will set standards, and assure the long term competitive ability of Port Talbot.”

The components will be manufactured in the brand-new, ultra-modern Oschatz production facility in Kocaeli/Turkey, site assembly starts in June 2012. Everything has to run like clockwork so the tight schedule can be maintained. The Oschatz assembly team will install approximately 350 tonnes of piping in the Port Talbot steelworks. After commissioning, which is planned for the third quarter of 2012, the new Oschatz cooling stacks will produce an average of 960 tonnes of saturated steam per day for the Port Talbot steelworks.



Exterior view on the steelworks Port Talbot in Wales

Photos: Tata Steel Europe



Oschatz UK

7th subsidiary established



Dr Hans-Jürgen Schrag and Wolfgang Dieter agree to give the go-ahead for Oschatz UK!

The "Oschatz family" has once again expanded: the latest member since 1 July 2011 is subsidiary Oschatz UK Ltd.. Based in Warwick, near Birmingham, the company was set up to strategically develop the UK market and help further establish Oschatz in the United Kingdom. To begin with,

the new Oschatz subsidiary will only operate the divisions Chemical and Power Plant Technology. However, in the long run, all four product divisions will be covered and handled. Oschatz UK is a member of the Renewable Energy Association (REA), which has been promoting the use of renewable energy for the past ten years in Great Britain. The Managing Director and main contact of the new subsidiary is Mr Wolfgang Dieter. Oschatz UK can be reached at the following address:

Oschatz UK Ltd.

Innovation Centre
Warwick Technology Park
Warwick, CV34 6UW, UK

Phone: +44 (0)1926 623 120
info@oschatz.co.uk

Oschatz stays on the road to success

New orders from Asia

The year 2011 began quite pleasant for Oschatz: three new orders could be obtained in January. For this reason the long-established company Oschatz was able to register the economically most successful beginning of a year in the company's history.

In the course of this year Oschatz is going to produce modern waste heat cooling systems for three customers from the Asian continent. The contract volume of all orders ranges in the tens of millions.

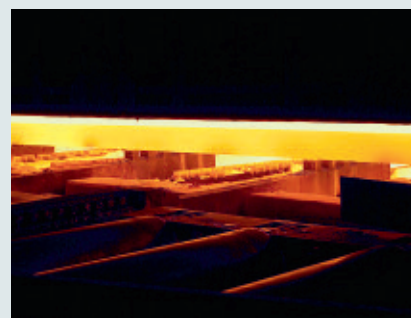
In two cases, the Oschatz group has been commissioned to fabricate and deliver two 3-shaft-waste heat boilers downstream Ausmelt process for the production of zinc. The components will be manufactured at the state-of-the-art production site in

Nanjing/China, the delivery is scheduled for spring 2012. Afterwards, the German plant constructor will continue to support the customer within the supervision of assembly and commissioning.

The third order stems from the fertilizer industry. In the course of the year 2011 Oschatz is producing a waste heat boiler, which utilizes the heat from the production process to generate steam. The boiler as well as the complete water-steam-system are scheduled to be delivered still within this year. After the commissioning the new Oschatz boiler – core component of the plant – will, in addition to the actual product, produce approximately 52 tonnes of superheated steam per hour.

Reining Heisskühlung

Record assembly time



A hot slab being discharged following the successful major repair of a furnace at ThyssenKrupp in Bochum

For the third time running, Reining Heisskühlung in Mülheim was able to fight off the competition and win an order from ThyssenKrupp Bochum to restore Walking Beam Furnace 2. The latest order entailed the engineering, delivery, and assembly of new support frames. The replacement parts were assembled in mid-July 2011 – and in record time: "In just six days, we were able to complete all of the work on the furnace", recounted Matthias Harde, Technical Director at Reining Heisskühlung. "In order to keep to this schedule, approx. 20 fitters/welders per shift worked round the clock."

ArcelorMittal Eisenhüttenstadt also trusts in the quality and service of Reining, who will renew some of the support frames for its walking beam furnace in August 2011. The furnace has been operating with a REINING hot cooling system since 1997. Now, for the first time in 15 years, repairs and renovations are needed.

In October 2011, a delivery of replacement slide rails is scheduled for Sweden, to help long-standing customer SSAB prepare for the repair/restoration of its two pusher furnaces at its Oxelösund location.

Oschatz Info was launched in 2005. Each of the last 11 issues has featured an introduction to a different department. Although many have already had their say, one department has yet to have theirs: ours! That's why today we're asking:

What happens in the ...

PR and Marketing department?



Our department consists of Fabian Kubitz and Maria Spitzbarth, and is run by Head of Sales Dr Jan-Christoph Schrag (photo l. to r.). Let's start with what we do: we ensure Oschatz portrays the right image – in the press, at trade fairs and events, and wherever else Oschatz would like to present itself.

This entails many different and extremely varied tasks: Maria is more the PR part of the department and is responsible for all written communications, i.e. PR work, maintaining the website and writing the biannual magazine Oschatz Info. Sometimes she'll also write a speech for the boss, formulate texts for brochures and invitations, and if need be, relaunch new websites for Oschatz subsidiaries (the latest can be seen at www.oschatz.com.tr). Fabian, on the other hand, takes care of the marketing side of things and is an organisational talent with an eye for good designs and layouts. Fabian is responsible for eye-catching trade

fair appearances across the globe (e.g. he was recently responsible for the METEC stand – cf. page 3), designing brochures and ads, and making sure that the Oschatz logo is always used in the right context. He also organises events such as the workshop or the Oschatz Christmas party, coordinates the annual Christmas mailing – and yes, he also makes sure we always have enough giveaways in stock.



Almost 400 of these mini sculptures were produced for the opening ceremony.

When it comes to major projects, of course, we pull together, especially when several things have to be done at once. For instance, this spring and summer we were tasked with organising Oschatz' appearance at the metallurgy trade fair METEC, creating a new image brochure as well as an iron and steel brochure, completing the new – and as you may have noticed thicker – issue of Oschatz Info, and organising the opening ceremony for our new location in Turkey.

This meant a whole lot of work for our department, as we were acting as an interface between management and all service providers involved from start to finish, and thus making sure everything ran smoothly. First we had to come up with a plan on how guests could access the free zone and how the ceremony would pan out. We then had to take care of the whole guest management process: save the date cards and invitations had to be designed, printed, and sent out in three different languages and replies tracked. Until the day of the event, we had to make sure that all guests, no matter when or from where they came, were provided with a shuttle service and a hotel room and reached the free zone by 5:30 p.m. on 17 June. We also had to produce intricate mini sculptures as gifts for the guests and a film on how the "real" sculpture was produced locally, enlist speakers and, of course, spend hours consulting and making arrangements with Turkish colleagues and service providers. Luckily, Tuba Uzun, our German/Turkish colleague from Purchasing, helped us immensely, otherwise communication would surely have been much more difficult. An event manager was hired to organise the decorations, event programme, catering and fireworks, for which we are very grateful – we did, of course, cooperate closely with her over the course of several months. Best of all was helping to coordinate the event locally – what an amazing experience!



"We're on the right track!"

Work experience assignment for increasing the efficiency of goods tracking



Logistics student Tamara Kluwe discussing her work with mentor Christian Exner.

house and Dispatch to allocate the goods entered more accurately and print out picking lists straight from the system. This saves time and reduces the likelihood of mistakes. They still had a long way to go, however, before the module could be used productively: several meetings had to be held and a catalogue of implementation measures developed. A key element involved training those affected by the change: project managers, the Technical Office, the Order Centre, Warehouse and Dispatch. While some training has already been given, Tamara Kluwe and her colleagues have yet more to do.

The new module went live quite recently – much to the delight Christian Exner, Head of IT: "We can see that we're on the right track with the new module. It can help us increase efficiency and make the tracking process more transparent. Ms Kluwe has been instrumental in driving and implementing the process. For this we are very grateful!" Tamara Kluwe will carry on working for Oschatz as a research assistant, even after completing her work experience, in order to continue monitoring the implementation of the process she helped to kick-start.

In early 2011, Oschatz Essen gained a new team member: Tamara Kluwe. The 24-year-old logistics student from Venlo University undertook work experience from early February to mid-June 2011, at the end of which she was tasked with writing an extensive assignment including a presentation. She was given a desk in the IT department; as her work also involved dealing with the Order Centre and Warehouse/Dispatch, Christian Exner, Klaus Brunsbach and Andreas Lunau all acted as mentors.

The topic: "Increasing the efficiency of internal processes" – at first glance, a very broad area to

cover. "My task was to find a way to improve how goods are tracked in the order management system AMS – from goods received to the arrival of goods at the building site", said Tamara Kluwe, summing up the nature of her assignment. First, a detailed analysis of the status quo had to be carried out, to determine how to improve efficiency. Together with her team, she stumbled upon a new AMS module able to illustrate the desired processes: the "Collierung" module.

This module is designed to allow Construction to make additional entries in the AMS, enabling Ware-

Alfried Krupp Scholarship

Work experience in the Czech Republic

My name is Mischan Zamani, I'm 19 years old and attend Helmholtz Secondary School in Essen. Thanks to the Alfried Krupp Scholarship, I was given the opportunity to undertake work experience at Oschatz Bohemia in Budweis, the Czech Republic, from 11 April to 6 May 2011.

For the duration of my stay, I was given an apartment in a building in the courtyard of the company premises. The apartment was equipped with a kitchen, bathroom, two bedrooms and a washing machine. As far as food was concerned, I had to provide for myself – although

Oschatz did give me money towards it. After working from 6–11:30 a.m., I was given an approx. two-hour lunch break. At 1:30 p.m. I returned to work until 5 p.m.



Lunch breaks were spent eating with colleagues in various restaurants around the city. Communication was easy within the company, as most employees could speak or at least understand German. The Manager, Mr Petr Jindra, got me a place in the city's swimming stadium club. The training units (2 a day) were also calculated as time spent at work.

At the beginning of my stay, I was introduced to the company's staff and departments. Ultimately,

I spent most of my time in the Construction department under the supervision of Department Manager Mr Michal Ruzicka. In addition, Mr Thomas Martisek gave me a detailed introduction to the IT department and the company archives. Although Petr Jindra initially tasked me with examining the various constructions built in the company, my main task was to prepare and hold a PowerPoint presentation on the use of biomass. This came about following the discovery that most employees

design suitable boilers for using biomass, without really knowing how the biodegradation process works.

Thanks to my work experience, I have gained a totally new perspective and a great deal of experience: I now know what it's like to live completely alone, how such a company is set up and how it operates. I made many friends during the four weeks and am still in contact with some Oschatz Bohemia employees.

Mischan Zamani

9th Mülheim company run Running for a good cause



Fit for their first joint run: Katharina Kösters, Vladimíra Krušková, Carl Wolfgang Finck and Lynn Küppers

been putting the entry fees from the competition towards the sports activities of disabled children and youngsters of various organisations.

The four runners started training regularly several months beforehand, to get fit for the big day. On 19 June 2011, that day had arrived: amidst light rain and around 1,000 other participants, the runners completed the challenging course, which gained in elevation in the very first few kilometres.

The overall time of the Oschatz team came to three hours and 30 minutes. Despite fiercer competition compared to the previous year, the team still managed to achieve 9th place amongst a total of 17 participating teams in their category. "We gave it our all and are delighted with the result", reported Vladimíra Krušková, adding "We'll be back next year – maybe even with more Oschatz teams." Information on the 10th Mülheim company run in 2012 and the results lists can be found at www.tengelmann-lauf.de.

For the first time this year, an Oschatz team took part in the annual Mülheim company run. Initiated by Michael Müller, four highly motivated employees came together as a "mixed team" to participate

in the main 10 km run: Katharina Kösters, Vladimíra Krušková, Carl Wolfgang Finck and Lynn Küppers. Besides the sporting challenge, it was also in aid of a good cause: for years, the event organiser has



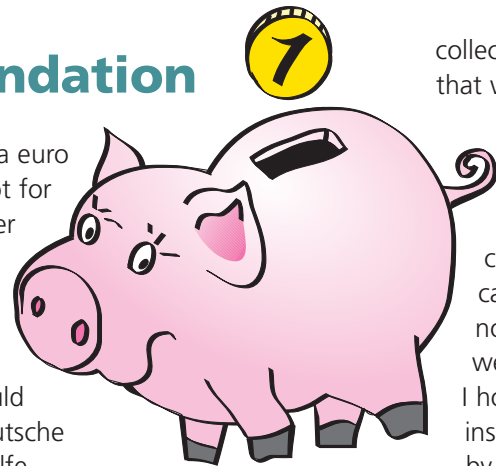
Oschatz employees donate

600 euros to cancer foundation

Much to the delight of the Deutsche Kinderkrebshilfe (German Cancer Aid), Oschatz employee Peter Haja came up with a funny yet helpful idea. It all started in autumn 2009, when Haja began supervising the construction of the gas power plant in Stade, which has recently been handed over. He and his colleagues decided to set up a very special piggy bank on the building site. All those who were late for the morning or evening meeting or whose mobile rang during a meeting were

asked to put a euro in the pig. Not for coffee or other nice things, but for a good cause: all the money collected would go to the Deutsche Kinderkrebshilfe.

By 24 March 2011, when the pig was finally opened, Oschatz employees had fed it an impressive 600 euros. "I am proud of the sum



collected and pleased that we decided to do it", enthused Haja, after reckoning up. "As all colleagues knew that we were collecting for a good cause, there were no objections – they were happy to donate! I hope this campaign inspires others to help by doing something so simple." Peter Haja plans to repeat the successful campaign on the next building site – that's if his colleagues agree to play along.

Hans Otto says bon appétit as he celebrates 25 years in the company

Invitation to the anniversary celebrations

*25 years in this job I've spent
God only knows where the time went
There's been both excitement and stress
Of the latter, I've made sure there was less*

*My colleagues, I hold them quite dear
As much as good work atmosphere
So to express my thanks most hearty
I invite you to my party*



It's not often you see him in a tie: Hans Otto dressed up for his anniversary.

On 9 June 2011, Hans Otto was in a celebratory mood: the long-time Oschatz employee and Chairman of the Works Council celebrated 25 years of working for the company. In doing so, he pulled out all the stops: a champagne reception and tasty canapés led guests to the canteen, where things really heated up. There was something for everyone with perfectly pink roast beef, pork

fillet in chanterelle cream sauce and scampi in curry sauce with various sides, followed by a selection of delicious deserts. Finally, the Oschatz workers were full – and overwhelmed, having never before experienced such an anniversary celebration!

Hans Otto has been a member of the "Oschatz family" since June 1986. He started out as a driver before taking on his current role on the technical team in Dispatch in 1994. He became involved in the Works Council in 1998, and has been Chairman since 2000. Not only his extensive knowledge of computers and weakness for the latest mobile phones, but above all his uncomplicated and generally helpful manner make him an esteemed Oschatz employee.

Dear Hans Otto, thank you so much for the wonderful party. We look forward to many more years of working with you at Oschatz!

On a personal note

New at Oschatz

Welcome to the team

We welcome six new employees at Oschatz Essen and wish them a great deal of pleasure and success in their new positions.

	on	Department
Uwe Potschka	15 February 2011	Commissioning
Chris David	1 March 2011	Assembly
Helmut Matthäus	1 May 2011	Assembly
Viola Hoffmann	1 June 2011	Warehouse/Dispatch
Frank Mekschat	1 June 2011	Purchasing
Sandra Berndt	1 July 2011	Sales Assistant

Offspring for the "Oschatz-Family"



Suhaib El Badaoui
Date of birth: 5 May 2011
Size: 55 cm
Weight: 4100 g



Jana Steinhoff
Date of birth: 22 June 2011
Size: 54 cm
Weight: 3840 g

Exam passed!

We congratulate Benjamin Hüning on successfully finishing his apprenticeship! Since 1 September 2007 the 22-year-old got to know Oschatz and especially the assembly department intensively, worked in the assembly office from time to time and took classes in engineering drawing. Since 27 January 2011 he now may call himself systems mechanic.



What he likes best about his job: to see how complex Oschatz components originate from many single elements and to actively take part in this development process. We cordially thank Benjamin Hüning for the work he has done so far and wish him an ongoing good time at Oschatz.



Best wishes to their wedding...

... go to Oschatz employee Peter Bolzen and his wife Christine who said „I do“ in the beginning of July 2011 (left picture). Maik and Stefanie Fintzel, neé Beeckerwerth, got married as well. The civil wedding ceremony took place on 17 June 2011 in Löbejün. We wish both couples all the best for their way through life together!

Retirement

With effect from 28 February 2011 we took leave of Jochen Strieder, who went into his well-earned retirement after 39 years at Oschatz. We cordially thank him for his long lasting and active commitment.

Deceased

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

	Born	Deceased
Wilhelm Johannes Jäger	6 May 1929	30 June 2011
Dieter Cieslik	1 July 1942	2 July 2011

„Round“ birthdays in the second half of 2011

Special birthdays

60 years old	Birthday
Doris Mangartz	3 September 1951
Herbert Hüning	3 December 1951
50 years old	
Michael Marcius	26 July 1961
Heinz-Josef Trippen	2 August 1961
Thomas Schwanemeier	5 October 1961
40 years old	
Martin Ayao Amouzou	29 July 1971
Reiko Ellenbeck	14 October 1971

Oschatz anniversaries in the second half of 2011

We congratulate!

25 years	Anniversary on
Stephan Triebe	1 September 2011
10 years	
Joachim Feller	1 August 2011
Hartmut Dix	1 October 2011



Photo: Pavel Rychtecký

Easily recognisable from up above: the square marketplace in the city centre



Photo: Abubiju (modified by Hake)



Photo: Docsj

The town hall appears very picturesque in the medieval centre of Budweis. A very special atmosphere prevails in the city, especially in the evenings.

Our subsidiaries in Budweis, the Czech Republic

Almost a metropolis

With nearly 100,000 inhabitants, Budweis (or „České Budějovice“, as the Czechs say) is the largest city in the South Bohemian Region and thus its economic, cultural and tourist centre. In a picturesque setting where the Vltava meets the Malše river, the city is surrounded by many small areas of the Bohemian Forest – making it feel almost like a metropolis.

The city of Budweis is not only known for its famous Budweiser beer: the “heart of the city” is the Přemysl Ottokar II. Square, named after the city’s founder. Almost perfectly square, it is one of the biggest marketplaces in Central Europe. In the centre of this Mediterranean-

like square is the baroque Samson Fountain, a symbol of the city. Surrounded by magnificent Renaissance and baroque buildings with arcades – the most impressive being the baroque Town Hall with its tower bell chimes – the square invites you to stroll and linger for a while. At

72 metres high, the Black Tower offers a wonderful view of the marketplace and the city.

Also economically, Budweis presents itself as a modern, up-and-coming location. The city has been an important railway and traffic hub for many years now and has recently become important for the aviation industry, too: by the end of 2011, the former military airport in the region will be converted into České Budějovice International Airport, where around 600,000 passengers a year are expected to take off and land.



Peter Baláz, authorised representative at the new subsidiary in Budweis

Oschatz Services & Solutions k.s.

This younger Oschatz subsidiary represents first-class service worldwide. Established in 2009, the company is mainly responsible for processing assembly orders for the entire Oschatz Group and rapidly expanding spare parts delivery. Oschatz Services & Solutions (OSS) currently employs more than 30 members of staff. The Oschatz subsidiary is based in Budweis, in the building of Oschatz Bohemia, who also carries out all administrative and accounting duties. Spare parts are produced and repaired in the new OSS production hall in Zlíchov, Prague.



Petr Jindra, Managing Director of Oschatz Bohemia, and authorised representative Marek Matejka

Oschatz Bohemia s.r.o.

The Oschatz Bohemia subsidiary was established in 1994, making it the second-oldest Oschatz subsidiary. The original four employees who started out in Budweis as technical draughtsmen have now grown into a 90-strong team with the know-how required to cover all technical areas of the Oschatz product portfolio. Today, all detail engineering and construction for customers all over the world takes place in Budweis. Oschatz Bohemia and Oschatz Essen share very close ties and have a collegial and effective working relationship. For the past few years, both locations have even shared the same landline number.