

Business expansion in North America

After serving the North American market for 15 years via a joint venture partner, the decision had been made in 2005 to strengthen and expand the local presence in North America by opening a new facility in Chicago, IL.

JOEST Inc. is now part of the worldwide operating JOEST Group. From this central location JOEST Inc. is serving North America with local engineering, service and support capabilities. Now the full JOEST product range of vibratory feeders, conveyors, screens, spirals, dosing and weighing equipment is offered. From single units to complete integrated systems JOEST Inc. can provide solutions and makes use of the worldwide experience and expertise JOEST gained over the last 90 years.

Specialized and certified subcontractors have been selected for



the metal fabrication. They enable a high degree of flexibility with the quality, customers associate with the JOEST name. Spare parts are now ordered and delivered from Chicago and customers are satisfied about the fast and qualified support.

With Dr. Marcus Wirtz as President, JOEST got a Managing

Partner on board, who is very experienced in running international businesses and has successfully managed a similar US company for many years.

As Dr. Hans Moormann, Chairman of the JOEST-board comments: "The key to our success is the close cooperation and proximity to our customers. Now we can

respond even more flexible and faster to our customers' needs and can offer leading technology and excellent engineering at very competitive prices. Our North American customers can now enjoy the same full service and manufacturing capabilities our customers in the rest of the world know from us for so many years and made us one of the leading suppliers worldwide."

The results and experiences gained over the last year support the decision for an overdue expansion in North America. Most of the projects realized last year were more complex systems and solutions. Customers awarded contracts to JOEST Inc., because only a few companies have the experience and capabilities to offer such complex and technically difficult solutions and still be very price competitive.

New charging unit for Affinage de Lorraine

Our affiliated French company JOEST Manutention par vibration (JOEST MPV) planned and built a new charging unit to feed furnaces for Affinage de Lorraine in Gorcy (France) a company belonging to the Oetinger-group. Due to an expansion of the aluminium foundry in Gorcy with an additional furnace Affinage decided to also install an additional charging unit next to the existing one constructed and build by JOEST 1989.

The new charging unit will feed four rotary furnaces installed side by side. The unit can be navigated length- and cross-wise on two frames one installed above the other. The tracks for the cross-run were installed in 1989 and are now used by the old and the new charging unit. This allows both units to feed each furnace. This redundancy ensures the reliability of the whole facility.

A special design emphasis was put on the operability, serviceability and ease of maintenance. The alignment and execution of the service platforms was defined in close coordination with the

customer especially considering the years of experience with this machine type on the side of Affinage.

The furnace unit was assembled

and tested on the premises of JOEST MPV in La Couronne and then delivered to the customer with a specialised oversize truck.

In Gorcy JOEST service technicians

assembled the unit in only one day and commissioned it cooperation with Affinage de Lorraine.



Employee Yann Fouché of JOEST MPV on the charging unit in La Couronne

Major order for JOEST South Africa

New facility will be attached – Seeking experts

JOEST (Pty.) Ltd., licensee in South Africa recently won a major contract to supply the Sishen Expansion project (SEP) with its vibrating screens. Sales director Malcolm Skeen reports that the company's contract with Kumba, which owns the Sishen mine, is constituted by two parts.

The first part is the upstream crushing and screening plant, and the second is the downstream processing plant. In the crushing and screening plant, JOEST has been contracted to supply and install a large 41t secondary scalping screen, which Skeen believes will be the heaviest piece of vibrating equipment in southern Africa, and will be capable of processing some 6.000t of iron-ore an hour. It is also supplying SEP (Sishen Expansion Project) with nine secondary and tertiary feeders, which weigh in at some 14,5t each. JOEST is supplying all the screens Kumba will be using in the processing plant, in total 54 machines. Skeen states that the first part of the contract will be delivered to SEP in August this year, and the process plant equipment will be delivered by October.

company has announced that construction of a new factory is scheduled to begin this year. The management decided to build a new factory site adjacent to the current facility to double the only eight year old factory area. However, with growth come challenges. One challenge the company is currently facing is the shortage of skilled and experienced people in the industry. "Because the industry is currently buoyant, it is suffering

a short supply of artisans, metallurgists, process engineers and other skilled workers," Skeen cites. "And, due to the growth that the company is experiencing, it is becoming increasingly difficult to source the necessary human capital." To address this problem JOEST conducts in-house training programs on an

employment equity basis, and also sends its employees on external training courses. Due to the growing market especially in the mining industry the chances to grow are very good for JOEST South Africa. The management hopes to use the Sishen project as a steppingstone to win more similar projects and strengthen its position as market leader in South Africa.



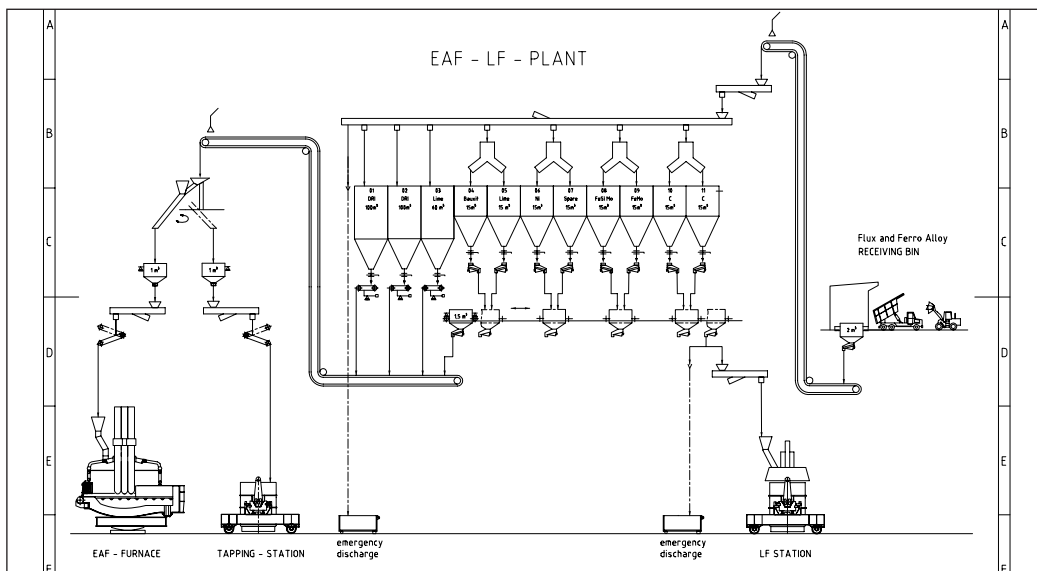
Vibrating screen for the South African order

Casting cooler for Spain meeting superlatives



In fall 2006 JÖST delivered a casting cooler fulfilling quite a few superlatives: with an overall length of 50 meters it is the longest casting cooler ever designed in Dülmen. When the cooler left the JÖST premises into the direction of Fagor Markulete in Spain on various special machine transports it was not only the biggest ever build cooler with 110 square meters but with 70 tons also one of the heaviest machines ever to have left the premises in Buldern.

As soon as the unit is finally installed in Spain it is supposed to cool up to 400 casting parts per hour from 650°C down to 90°C. The forms are predominantly brake parts that are conveyed slowly and gently thanks to the adjustable vibration parameters. The cooling takes place via convection heat exchange in the counter current flow. In the present case a straight conveying line is the ideal solution.



Typical flow chart of an alloy handling system

IPSCO Steel expanding Alloy Handling System

In October JOEST could welcome a visitor from the US. A gentleman from IPSCO Steel, one of the leading steel manufacturers in North America, came to check out their equipment for a major expansion of their LMF alloy handling system at their operations in Muscatine, Iowa.

The OEM that originally built the turnkey plant had chosen the JOEST technology for IPSCO's material handling systems. Now it was time to expand capacities and eliminate the remaining manual handling of the LMF alloys. The existing 6 day bins will be upgraded to 14 larger ones. JOEST supplies a completely new weighing system with 2 independently operating weighing hoppers on rails as well as special designed tube feeders to convey the material directly into the LMF ladles. Beside the upgrade of the existing JOEST vibratory feeders the complete new design increases the throughput significantly and enables to operate the two ladle stands independently. The tube feeders which are mounted on pivot frames in connection with special chute layouts are building an almost completely covered unit. This reduces dust significantly and avoids the spillage of some very expensive materials. The current belt conveyors cause significant maintenance problems and waste a lot of alloys. Russ Brooks, Facility Project Engineer, managing this project comments: "When we decided to do this expansion, we checked out several US suppliers. JOEST had the best complete technical solution and price/performance ratio and now with the expansion in the US, JOEST could offer the full solution

we were looking for with a reliability we can trust." he adds: "When it came to upgrading the material handling systems we wanted to install equipment that would provide the reliability to which we were accustomed. In 10 years we have never had any failure or maintenance on the JOEST drives. This equipment is so reliable that we know that this equipment will operate when required - that's what we need!"

Even though JOEST Inc. would have been able to manufacture the system home in Chicago, the decision had been made to manufacture it at the headquarters in Germany as the larger number of reused drives were decided to be refurbished and checked at the JVM-JOEST motor manufacturing plant to ensure that they continue to perform like new ones. As the HERWEG experts on the weighing technology are centrally located at the JOEST headquarters this was another reason to use the advantages of the worldwide operating JOEST Group.

Dr. Marcus Wirtz, President and Managing Partner of JOEST Inc. showed himself reaffirmed that the new set-up of JOEST in Chicago is the right answer to US customer requests: "I am happy that we can now offer JOEST's full product range also in North America. We have the necessary local capabilities with local manufacturing, engineering and services but also the high flexibility to react on special customer demands as we are pulling in the worldwide experience and expertise JOEST has gained over the last 90 years, as needed. Our customers can expect the same leading technolo-

gy and design in the US combined with experienced service which made JOEST a worldwide leader in material handling solutions." The complete alloy handling system has been checked and tested to the full satisfaction of IPSCO Steel and shipped to its final destination in the US.

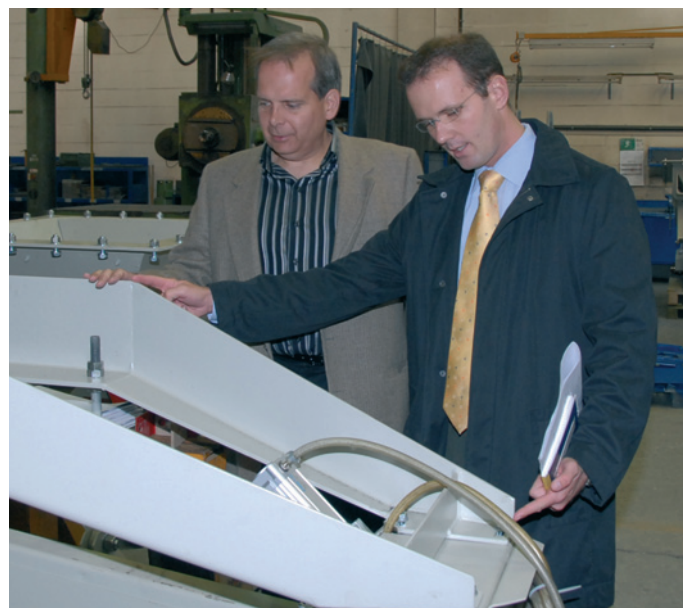
IPSCO took the advantage of being in Germany to visit installations at Thyssen and Solvay to learn more about some unique JOEST solutions to discharge large quantities of bulk materials from huge hoppers or bunkers with the JOEST ExtroVib system. IPSCO also visited different alloy handling systems which might be of future interest for similar projects.

Exhibition Notice

From October 18th until 20th JÖST presented itself together with its French daughter company JOEST Manutention par vibration on an international exhibition in France. The SIM in Toulouse is an exhibition in the mining and quarrying industry - not surprisingly the international visitors showed great interest in the JÖST screens and separators. JÖST was represented by Jocelyn Rosier and Andreas Kleimann who both commented that this exhibition was always worth a visit.

Now the planning for the german exhibitions in 2007 has started. Like in 2004 JÖST will also be guest on the bauma 2007 in Munich from April 23rd until 29th. We would be happy to welcome you in hall B2 stand 227.

From June 12th to 16th we will be exhibiting on the GIFA in Duesseldorf in hall 17, stand B25.



Russel J. Brooks (left) and Dr. Marcus Wirtz during factory acceptance of equipment for the alloy handling system.

DIETERLE-workshop for final assembly finished

It only took four months to build the new workshop for DIETERLE. At the end of October everybody was happy that the new building for DIETERLE on the JÖST premises was finished. The managing partners of the JÖST group Dr. Hans Moormann and Christian Fuchs met the needs of the quickly developing company that was integrated in the group in January 2006. This modern, light-flooded workshop with its 650 square meters provides enough space to assemble even the biggest 'MUCKI' lift-tippers. The building was designed to meet the needs of the DIETERLE manufacturing. Four 5-ton-crane with a heights for the crane-hook of 6,5 meters enable us now to assemble, test and prepare for transportation even systems with a great tipping heights. The group responsible for assembling and for the elec-



trical installations for DIETERLE charging systems also found enough space in the new workshop. We are now also able to provide more sophisticated control units for complex system solutions.

The JÖST assembly group was also happy to regain 'their space' back. Now both assembly workshops are spacious enough for their needs.

JÖST News

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Discussion in Kolkatta between Abraham Paulraj (left) technical director Electro Zavod, Lalit Mohanka (right), Managing Director Electro Zavod, and Christian Fuchs (middle)

JÖST established itself on the Indian market

Due to the increasing demand from the Indian market JÖST signed in 2005 a license agreement for screening machines with Electro Zavod. An experienced company located in Kolkatta. During their visit in November Dr. Hans Moormann

and Christian Fuchs observed an increasing project activity and new orders. Now the necessary steps for a sustainable growth of JÖST activities on the Indian market were discussed and launched.



"Hope" is the name for the above shown sculpture of a group of artists (A. Messing - left, M. Furkert - right and H. Streitenberger). The sculpture will be part of a meditation place at the cemetery of Buldern. As JÖST has already experience in doing artistic metall works in Buldern we were asked again for support.