



JOEST®

NEWS

December 2011

Dear clients, suppliers, dear employees and friends of the house,

The last edition of the JOEST news was published in May 2009. Shortly thereafter the German and European business activities of JOEST and DIETERLE (with respect to customer orders), were hit by a significant recession because of the worldwide finance and economic crises. It was only our substantial customer order backlog that kept turnover on a higher level than the order income. The loyalty of our long-standing clients, and the trust of our banks combined with the governmental measures in the frame of short-time work enabled us to get through this difficult time without major cuts. Our overseas daughters also maintained positive results during this time - which confirms the right strategy for



Dr. jur. Hans Moormann and Christian Fuchs, MBA

the group. Since then we have registered stable growth in order income for all parts of the company. Thus we see the future developing in a positive light. That's why we have made another capital extensive investment into our headquarters and facilities in Germany. In addition we have increased the number of employees in our technical

departments. The ongoing improvement of our internal operations as well as the continuing training of our employees are part of our daily work - as confirmed by the recent SCC-audit.

China and India are still our main focus in the international markets. But we also look into South America. Our highly qualified employees go along

this way with us to support our customers' national and international projects. On the next pages we would like to inform you about the major developments of our company.

The managing partners

JOEST Australia wins major contract for vibrating screens & feeders



One of seven Rio Tinto vibrating screens

Currently in manufacture, JOEST Australia is building 7 large feeders & screens for a major iron ore producer in the Pilbara region of Western Australia. The screens will be used at the Cape Lambert Port B (CLB) facility to sort lump & fines prior to ship loading.

The new port facility will add 53 million tonnes per annum iron ore capacity in phase 1, with a second phase proposed to double capacity to 100 million tonnes per annum.

Rio Tinto's decision to expand iron ore capacity in the Pilbara is a significant step in ensuring its ability to meet the needs of its customers and the strong growth in

demand for iron ore in China.

Each double deck screen fully assembled and tested at JOEST's Welshpool facility is about 8m long and more than 4 m wide.

The screens will be fed using diverging feeders to spread the ore over the full width of the screen, thereby using the maximum available surface area.

The screen design was developed 'in-house' using FEA to ensure the high performance and size requirements.

MORE SPACE FOR SUCCESS

There were plenty of reasons why JOEST Germany decided to extend their premises at the headquarters in Duellen: (1) more space for the assembling, (2) optimising production flow, and (3) the continuing success in growing the company has increased business to where the additional space is sorely needed.

Three new halls, inter-connected and integrated into the existing plant, will be erected. These new buildings will add more than 2,000 squaremeters of production space. 900 squaremeters of additional office space will comprise on two floors of the addi-



Situation in early 2011 before...



...and after demolishing of the halls.



Building progress in November 2011

tions. On the ground floor below the office space will be the new offices of the electrical and software engineering department.

One of the new halls will double the existing production space of the JOEST daughter company DIET-ERLE located at the same place. Assembling of big screens will be located in the third hall, where two overhead cranes will be installed, each with a lifting capacity of 30 tons. Also in this hall will be three inside-slewing cranes (1 t each) and a 6 x 10 meter isolated vibration basement for testing purposes.

OPENING OF SECOND PLANT IN INDIA



View at the inside and outside of the new Pandor factory

In December 2009, our joint venture ELEKTROMAG-JOEST VIBRATION PVT. LTD. (EJV) began operations in India. EJV currently operates from two locations: Vapi and Pandor. In Vapi, one of the most industrially advanced areas in the state of Gujarat, EJV produces the precision cut

and machined parts for its vibrating machines. At its second location in Pandor (7 km from Vapi), EJV's factory has two sheds comprising a production area of about 4,000 squaremeters, which includes engineering and design offices. The Pandor facility also has machine and welding

facilities, a shot blasting and a painting booth.

Both the Vapi and Pandor facilities are easily accessed by the National Highway as well as the projected Express Highway.

JOEST SCC RE-CERTIFIED

In October 2011, the Work-Safety Recertification inspection was conducted. DEKRA's auditor, Markus Becker supervised the inspection. After the audit was completed, he personally handed over the certificate to Manfred Sadowski, JOEST's head of Quality Management. Mr. Becker complimented JOEST for its Tool & Equipment Inspection and Maintenance Program, and noted as "commendable" our in-house designed test-bench for hoisting devices.



Hand-over of certificate

Own service centre in China

The Chinese JOEST Vibration Technology (Beijing) – JCVT – recently opened its own service centre north of Beijing City, which was already in the planning stages shortly after JCVT began operations in 2008. In its new service centre, JCVT performs qualified repairs for vibrating drives and exciters. The new centre also has space enough to support the Chinese after-sale market: they stock coil springs, rubber buffers, exciters and exciter components. The site was chosen for its beneficial proximity both to Beijing International Airport and the seaport of Tianjin and Tianjin Customs Administration.



JCVT service centre north of Beijing



Employee repairing an excitor

INDUSTRY SEEKS PROXIMITY TO PEOPLE

The reason for beginning a public relations program on behalf of the North-Rhine-Westfalian Industry is the growing skepticism and disrespect of people against industrial production "in the neighborhood." Such a program should be educational in nature, and seek to counteract the current alienation that many people have against industry. As shown by a recent survey general population's knowledge of local industry is only slight. The JOEST Group supports the idea of aggressively promoting business and industry while at the same time educating the populace about its benefits to the community through providing jobs and a higher standard of living. JOEST will turn its attention primarily to young people, to pique

their interest in industry early in their schooling, and before they choose a career path, in hopes of inspiring them to apply for internships or get working experience while they are still at school or university. A highly productive industry requires competitive conditions and broad support. Dr. Hans Moormann said it well: "We need clients who use and value our products, and qualified employees who are working in our companies or are linked economically to them. But above we need young professionals looking for innovative and attractive jobs."

JOEST SOLUTIONS AT THE GIFA 2011

A JOEST mass-compensated resonance conveyor demonstrated two things in Dusseldorf when transporting castings and champagne glasses: smooth and quiet transport of FSMG type casting coolers and FSM-type sorting conveyors, both of which can handle very heavy loads.



JOEST fluidised bed vibrating sand cooler

GIFA was well attended, and our JOEST representatives held many interesting conversations with visitors, clients and potential buyers. Many negotiations took place around our exhibited machines, which generated much interest from those who were there. Many employees from our international daughter companies were present, and they took special care of those guests from the partner countries of the GIFA 2011.



ENTHUSIASM FOR TECHNICAL CAREERS

Demonstrating its commitment to the "Proximity to the People" initiative, JOEST invited 24 young women and men from a nearby high school to visit the international trade fair for foundry, foundry technology and melting furnaces (GIFA) in Düsseldorf, Germany. At GIFA, the students got their first impression of the variety available within metallurgy and the foundry industry. The school's visit to the trade fair began with a presentation at the JOEST booth. The company awarded one of the 50

German sponsorships available for high schools, as well as offering information and tips for becoming an engineer. During the current school year there will be a practical, "hands-on" type class for those students who are interested in natural science. Sessions will be held both at the school as well as on the JOEST premises. Christian Fuchs: "We would like to start early to open the world of production to the students as well as inspire those young people for technical careers."



Students at the JOEST booth

10 YEARS JOEST AUSTRALIA



Ambassador Peter Tesch (middle) with Dr. Hans Moormann (right) and Christian Fuchs

This year JOEST celebrated the 10th anniversary of its Australian daughter in Perth, led by Managing Partner Ian Laws. National and international guests, customers, business partners and friends of the company attended. Guest of honor, Ambassador Peter Tesch, the highest diplomatic representative of Australia in Germany, highly praised JOEST's involvement and support. Dr. Hans Moormann briefly reviewed the history of the subsidiary,

emphasizing its continual and steady growth. Now numbering 30 employees, JOEST Australia is one of the leading suppliers to the Australian mining industry.

After the party Dr. Hans Moormann and Christian Fuchs held the international management meeting with the Managers of the affiliated companies and the licensees of the JOEST group from the U.S., China, Australia, India, France and South Africa.

BULK HANDLING IN ACTION AT THE POWTECH 2011

The POWTECH trade fair in Nuremburg was a great opportunity for the JOEST group to present several machines and their associated uses in the field of bulk material handling. The demonstration centered on potential applications for thermal processing technology. Thanks to many interesting talks and constructive discussions the POWTECH was a success for the JOEST group.



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