

ROSTA Performance Show 2011

In September 2011 it was again time for ROSTA AG to invite its international distribution partners to its product manager meeting which is held once every three years. 43 product managers from 23 countries attended. The event was split into two sections, one German-speaking and one English-speaking part, with an **international day** in between. New ROSTA products were presented at many work-places.

The meeting began for both language groups with a **sales psychology session** moderated by a Swiss radio and TV personality Dani Nieth, a versatile and humorous communicator who gave the sales experts in the audience a mirror image of how they come across when dealing with customers.



Some of the English-speaking group in front of a circular motion screen

for the Blue Ones. These are sometimes regarded as too complex by sales personnel and are therefore neglected.

The first "hot potato" to be solved was that of positioning a screen on a **counter-mass frame**. Must the counter-mass frame weigh 200, 100 or only 50 % of

the oscillating mass (screen box), so that the phase-shifted counter-movement does not swallow up a large part of the stroke? And how high is the degree of isolation on the base? A counter-weight of 50 % is perfectly adequate, and the measured efficiency of isolation was 99.4% – quod erat demonstrandum!



Dani Nieth, a versatile communicator of sales psychology

With the motto **"Don't be afraid of hot potatoes"** the ROSTA technicians presented new and realistic applications



Counter-mass frame (red) positioned on oscillating elements type AB-D 50

How can a ROSTA motorbase in a belt drive save **5-7% of drive energy?** This was another crux that made the sales technicians rack their brains. Using measuring technology (rotation sensors), the ROSTA specialists demonstrated the resulting slippage when the motor is rigidly positioned. As a result of slippage delay, the flywheel of the jaw crusher rotated >5% slower than the driver. This was clearly visible on the screen. Under pressure, during the crushing process, the elastic motorbase cushioned the torque peaks, thus reducing the wear and tear on the belt.

ROSTA laboratory engineering used dynamic measurements to show the insulation impact of ROSTA-screen suspensions type AB. Moreover the dynamic stiffness of these suspensions under varying load and frequencies was also determined.



Drive motor for a jaw crusher, elastically positioned on a MB 70x550



The "older and wiser heads" immediately understood the handling advantages of the new horizontal pre-tensioning device with trapezoidal screws on the MB 70



New CEO-to-be Marc Mollenkopf gave an impressive account of how the ROSTA oscillating elements type AB work





Although she is expecting a baby soon, mechanical engineer Iris Bolliger insisted on demonstrating the precision of the measuring process

It's no good making claims, you have to be able to prove it ...

that was the motto at the large measuring table for residual force transmission of ROSTA oscillating suspensions on the substructure. Power sensors that are **officially tested regularly** show the measurement results in minute detail.



Elliptical screen drive suspended on motorbase type MB 50 x 270-2, does the positioning correspond to the direction of drive rotation?

Participants were able to see practical applications in the **Aarekies AG** gravel plant, a new structure nearby. With expert explanations from Armin Urech and Marco Pelagatti, the working of the motorbases of type MB 50x270-2 was demonstrated with four **Ammann elliptical vibrating screens**. All four screens were suspended on combinations of the oscillating elements AB-HD 50 and AB-HD 50-2, which achieved outstanding insulation results for the building structure.

A **highlight** of the international conference on Wednesday 14 September was the guided company tour of **Compounds AG** in CH-8330 Pfäffikon, a sister company of ROSTA. This new factory, which was opened in 2010, produces rubber profiles and rubber sheets. Participants followed with great interest the secrets of the mixing, rubber extruding and vulcanisation of rubber. The hot steam/pressure vulcanisation of ROSTA cords in autoclaves proved to be particularly interesting to participants.



With the expert guide John Chapman, Compounds sales engineer, visitors learn about the vulcanisation process



Alexandra Sembinelli and Peter Schmid hand the proud winner his prize: a voucher for a week's holiday for two in the magnificent Grindelwald region

There was of course huge interest in the **prize award for the best ROSTA application**. 23 presentations were

received, and the jury had to choose the application with the highest marketing potential. The proud winner was **Mark Philpot** from Crushing & Mining Equipments, Perth, Australia. His entry with a new design for a **very large ROSTA motorbase** was greatly appreciated.

was to play yo-yo on a rubber cushion for 30 seconds. This is by no means easy!



Very sporting and fit, **Rich Kasprzyk** of Lovejoy Inc. mastered the tough challenge with elegance and skill – as a senior too!

On a more light-hearted note, the **best oscillating engineer** in the ROSTA organisation was also chosen. The task

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