A company’s research into the history of woodworking machinery

Follow the technical development

from the early beginnings in 1802 to the presence in 2006. The cover photograph shows a combined machine back from 1906, build by the Esslinger Maschinenfabrik Kölle.

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» From the beginnings in 1802... «
introduction

When Richard Bahma invented his "Trying up machine" in 1802 ushering in the era of large industrial woodworking companies, these words had not yet been spoken. However even for such an apolitical branch that used machinery dealers are, knowledge of the development of machine technology plays an important role.

Be it the insignificant things such as obtaining spare parts or technical consultation, knowing about the technical specification or the model range of the manufacturer when a product was made – as well as being well informed about major upheavals in the industry, acquiring this knowledge and competence often provides a competitive edge. Understanding interrelation and development can help to better assess the market, aid decision-making thereby improving your position in the market.

Höchsmann has been able to this steadily over the years, due to a complex, sometimes even meticulous data management. Important events in the history of manufacturers, important information to products and ranges have been documented as well as an ever increasing archive of company brochures.

We always address one particular topic in our ‘Annual Review’ which appears every Christmas. This year we are focusing on the history of woodworking machinery. Even the older experts in our branch will find something interesting or new. As in world history, the view of the beholder plays an important role. Höchsmann GmbH’s priorities lie in the field of furniture production as well as window production and joinery. In the following history the innovations and trends will always be viewed from this perspective. The important inventions and developments of sawmill and the lumber industry will not be addressed. Our research was carried out thoroughly and very meticulously. As a result it was very difficult to find the inventor of the wide belt sander, as all the firms which could come in to question "declined" to confirm being the first. The answer can be found in our history.

Nevertheless this history is neither exhaustive nor infallible. On the contrary, we are grateful for any important tips and corrections the reader may have. We wish to thank all the companies that have supported us with pictures and information. Please excuse us, where we couldn't include all available information in our history. However as dealers, not bound to any one manufacturer, we can lay claim to be neutral. It was our goal to include all technical innovations as well as developments, which set off new trends on the market.

We have been unable to ascertain who invented or first used one important innovation of yesteryear. The scorer, found in nearly all sliding table saws today, must have been introduced in the 1920’s or earlier, but by whom remains unknown. We hope you will learn something new from reading this short history of woodworking machines.

Norbert Zeller
Sales

foreword

“He who does not know **history** cannot understand the **presence** nor shape the **future**” (R. von Weizsäcker)


**The history from 1802 till 1949:**

**Patents and transmission for large factories**

- **1802** Joseph Bramah (in England) invents the “Trying up machine”, a type of automatic joiner. This commences a wave of inventions leading to industrialisation of woodworking, which till this time had been a handicraft.

- **1827** A planer and moulder machine is patented, as a forerunner of today’s four-sided planer and moulder.

- **1866** H.B. Smith constructed the first double end tenoner.

- **Ca. 1900** Ca. 1900 Weber constructed a drum sanding machine with feeder.

- **1906** Wilhelm Altendorf designed for his own joinery the first sliding table saw.

- **1907** Wadkin’s “DC Patern Miller” ushers in the triumphal procession of machines powered by electric motors, each with its own motor.

- **1906** Wadkin presents the first double end profiler with chain feed, at this time still designed for solid wood.

- **1920** Armin Börner constructed a planer. After joining Gubisch, its further development is introduced as the first genuine four-sider (with surfacing spindle).

- **1928** The last larger factories convert to individual electrical single motor drives. This marks the end of one era in the woodworking industry.

- **1934** B Routers with a frequency converter up to 18 000 rpm. make brand new product shapes possible.

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- **1936** First export-fair in Hanover after the war.

- **1947** Black Thursday ushers in the Great Depression.

- **1949** GDR and FRG were founded.

### Wars and economic crisis

- **1813** Battle of Nations by Leipzig
- **1832** Hambacher Fest
- **1871** German Empire founded
- **1914-1918** First World War
- **1919-1933** Weimar Republic
- **1929** Second World War
- **1949** GDR and FRG were founded.

### current supplies

**SCM beam saw SIGMA 90C**

Built in 2002, cutting length 3,200 mm, saw blade projection 90 mm, saw blade diameter 350mm, groove cutting, scoring aggregate

Price: 23,000 EUR

**BÜTFERING wide belt sander CLASSIC 413QRCE**

Built in 2001, sanding width 1,350mm, 4 sanding belts: cross belt/roller/pad/comb. electronic segmented sanding pad brushing aggregate, intermediate lacquer sanding. Ex price aprx. 110,000 EUR

Price: 49,000 EUR
The Fifties: New concepts for new materials

»1951«
Veneers are replaced in the furniture industry with paper web and hardboard printed with a wood pattern.

»1951«
Böttcher and Gessner produced the first wide belt sander as per patent of Sherill, USA.

»1952«
SCM commences production of woodworking machines with L’invincibile.

»1953«
Viet introduced a machine, which can sand even warp sheets due to electrically regulated pressure elements similar to today’s segmented pressure bar.

»1953«
Böttcher and Gessner for the first time used a segmented pressure bar with pneumatic pressure regulator on a long belt sander in order to sand.

»1953«
Viet introduced a machine, which can sand even warp sheets due to electrically regulated pressure elements similar to today’s segmented pressure bar.

»1953«
With the model AVM ("Submarine") IMA introduced a through feed edge bander with a post-processing function.

»1954«
Weber built the first top sanding wide belt sander FKA with its typical egg shape.

On Offer
VIET wide belt sander VALERIA 4CTTT-EL
built in 1995, sanding width 1,300mm, 4 sanding belts total: 1x rollers/3x pads, brushing aggregate, segmented sanding pad

price: 29,500 EUR

Selection, price and performance!

More information about currently 713 machines:
Höchsmann GmbH
D-01665 Klipphausen
Schwabacher Str. 4
Tel. 0049 (0)35204 651-0
Fax 0049 (0)35204 651-90
www.hoechsmann.com
**General history**

**Television, cars and satellites**

- **1950** NWDR in Hamburg transmitted the first television pictures after the war.
- **1951** The first German Automotive Exhibition was held in Frankfurt.
- **1954** A. Bulleri experimented with a router having the first NC-controller worldwide in a woodworking machine.
- **1955** Occupation West Germany ended.
- **1956** Torwegge introduced the “Multi-purpose machine” H88, the first which could drill, rout and saw in throughfeed.
- **1957** Max Himmelberger applied for several patents, which enabled chipboard to be produced economically giving this alternative to solid wood, invented twenty years previously, its breakthrough.
- **1957** The Cartel Act passed to protect open competition.
- **1958** Weinig was granted a patent for a multi moulder with adjustable moulding spindles.
- **1958** The USA put its first Satellite “Explorer” into space.
- **1958** The D-Mark can be exchanged freely with the US Dollar.
- **1958** Martin produced the first sliding table saw with a 45° tiltable saw blade.
- **1958** Holzher presents the vertical panel saw.
- **1959** Martin produced the first horizontal panel saw with moving saw blade.
- **1959** Giben was granted a patent for a horizontal pressure beam saw, the forerunner of today’s’ panel sizing plants.
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**On Offer**

**WEEKE**

**CNC-machining centre BP 12**

Built in 1998, working range X 2.750/Y 900/Z 90, 1 routing spindle, 18 borers vertical/per 2 horizontal X/Y, 6 tool changing positions

Price: 28.000 EUR
The Sixties: First electronics for a growing market

»1960«
Harbs were the first in the world to offer moulders with a continuous feed.

»1962«
Homag presented on Ligna the first continuous edge bander with hot melt glue application as per the hot-cold method.

»1963«
Hemag built “Fräsrotor” (milling rotor), the first machine designed specifically for window production, a spindle moulder with a tool changer.

»1963«
Fravol developed the first edge bander for curved panels.

»1964«
Celaschi introduced “TSA 360 C” double end profiler with electronic position controller.

»1963«
Heesemann introduced the first crossbelt sander.

History of Höchsmann GmbH

»1960«
Cellar sharpening service for Rhine-Main.

»1962«
After some years working as a joiner Leopold Höchsmann made his master in the age of 29.

»1963«
Leopold Höchsmann became representative for ‘Leitz’.

»1968«
Started up sharpening service with his wife Brunhilde in the cellar of their house.

»1969«
Already in the very beginning Leopold Höchsmann experimented a lot, in order to create solutions for his customers demands. The first development was a edge trimmer, with pre-cutters, which was later sold to many countries in the cast iron version.
Crisis, wall and VAT

1961 Berlin Wall built.
1961 First man in space: Juri Gagarin.
1963 Chancellor Konrad Adenauer resigns.
1963 Maiden flight of Boeing 727.
1966 First crisis in the West German economy, signalling the end to the economic miracle.
1967 The metal- and woodworking industry lowered the working week to 40 hours.
1967 European Community, EC founded.
1968 Value-added tax is introduced in Germany at the initial rate of 10% and 5% respectively.
1968 The Hong Kong flu kills nearly 1 million people.

»1968«
Funk (Okoma) were given the patent for the first angular plant for window production in the world.

»1968«
Schelling and Teutomatic introduced simultaneously the first automatic positioning panel sizing plants. Teutomatic can position in two directions.

»1968«
Shoda introduced the router NC-111A the first CNC-controlled woodworking machine in the world.

»1968«
Homag introduced a combined format processing – and edge banding machine.

»1969«
Biesse founded from a former parts supplier for the industry.

»1969«
Brandt developed the hot-air reactive method and introduced the first edge bander for pre-coated edging material.

»1969«
Biesse founded from a former parts supplier for the industry.

»1968«
Shortly after Shoda’s launch Bulleri introduced the first European CNC-router.

Whether single machine or complete manufacturing line, we are always looking for purchase. Take advantage of our experience and world-wide sales-options.

Fax 0049 (0)35204 651-90
Tel. 0049 (0)35204 651-16
The Seventies:

**Automation and lines for mass production**

- **1970**
  IMA introduced an automatic magazine for edgebanders.

- **1971**
  Holzma was given the patent for program controlled pushers on panel sizing saws.

- **1971**
  Gubisch introduced the GN14 moulder, where a full cardanic feed and individually driven milling spindles as well as an left to right changeable spindle were used for the first time.

- **1970**
  Holzma developed a panel sizing saw with electronic controller for the width stop as well as an externally adjustable, horizontally and vertically, scoring unit.

- **1971**
  DMC developed an electronic time controller for the first clock-controlled aggregate on wide belt sanders.

- **1971**
  Heesemann was given the patent for program controlled pushers on panel sizing saws.

- **1972**
  Reichenbacher and CMS simultaneously launched RANC AM and AP TRIA (the first AP TRIA is still in use today!) CNC-machines with several units and set off a trend which later led to the introduction of machining centres.

- **1972**
  Heesemann is first to use an electronically controlled segmented pressure bar for sanders.

- **1973**
  IMA introduced the "Manufacturing plant", the first to combine format processing, edge banding and complete finishing process. Later the plant was slightly modified and sold under the name of “Combima”.

- **1974**
  Homag built the first double end profiler with NC-punch card control.

- **1973**
  MDF-boards were introduced in Europe.

- **1974**
  New building built on industrial estate in Langen.

**History of Höchsmann GmbH**

- **1972**
  First exhibition at a fair for woodworking in Karlsruhe: presentation of the edge trimmer.

- **1972**
  First exhibit at a tradesman’s exhibition in Munich: presentation of guide system.

- **1975**
  New building built on industrial estate in Langen.

Like a specialist tool for Hessen, Höchsmann concentrated in particular on the sale of woodworking tools and on his sharpening customers. The business flourished and worked together with partners like AKE, Stehle and JSO. Started trading in woodworking machinery.
Oil crisis, mars and smog warning

1971 Walter Ulbricht resigned as First Secretary of the SED party in the GDR. Erich Honecker succeeded him.

1972 The space probe Mariner 9 sent pictures from Mars.

1972 First global Environment and Development conference in Stockholm, at which the report of the Club of Rome “The Limits to growth”: the state of humanity” was introduced, clearly warning against environmental destruction.

1973 First Oil crisis: Saudi Arabia stopped oil deliveries to Israel’s allies, a year later OPEC increased prices drastically.

1974 The ÖTV union striked, forcing a pay rise of 11%.

1975 First G7 Summit conference.

1975 In FRG law is passed reducing official coming of age from 21 to 18 years.

1975 The newly developed Weinig tool-clamping system entered production and was used in the Uniplan and Hydromat models.

1976 Homag bought the majority of shares in Brandt, laying the foundation of the “Homag-Group”, which is the world leader in industrial furniture production machinery today.

1976 The Federal German Railways decommissioned their last steam engines.

1976 The US company Apple launched Apple II, the first computer with keyboard and VDU.

1976 IMA developed the post-forming technology. Busellato launched a “numerically controlled machine for drilling and routing” and therefore the first machining centre.

1977 Homag and Brandt together presented the Softforming technology based on PVAc.

1977 “Year of three Popes after death of Paul V, John Paul I died after 33 days. His successor was Pope John Paul II.

1977 The first CNC-controlled cut-off-saw was introduced by Paul.

1978 Leopld Höchsmann discovered windsurfing. The effects this passion had on business should not be underestimated. The inspiration behind several inventions, such as the flow coating system or the overlap seals was only possible because of this.

1978 L. Höchsmann sells his first Funk Okoma window production line.

1978 Stefan Höchsmann (second son) commenced his apprenticeship as a wholesale trader.

1979 European Monetary System started.

1979 Metalworkers strike for a 35-hour week.

1979 Smog alarm is sounded for the first time in Germany in the Ruhr region.

1979 The mitre-cutting pliers. To the best of our knowledge these were the first pliers that did not transect the window seal, thereby enabling a weld-free method.
Hemag developed a method to separate the glassing bead from the window profile during profiling.

IMA introduced the first router for woodworking with a tool changer – Model ANC.

Reichenbacher introduced the first 5-axle-CNC-router for woodworking.

Homag and Brandt introduced the "Quick melt"-method.

Gubisch built first complete interlinked window production, only one user is required for machining.

The BIMA machining centre realised automatic drilling and installing fittings and was thereby the first to combine chipping and non-chipping processes on one CNC-machine.

Holzher developed the cartridge system for edge banders.

Martin introduced the TERSA-System for the first centrifugal clamping of the planer blade.

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History of Höchsmann GmbH

»1980« Höchsmann Limited was founded - shareholders were Leopold, Martin and Stefan Höchsmann.

»1980« After several inventions in the field of small tools in the 70ties, the 80ties brought innovations like the seal profiles and flow coating lines, raising the company’s profile nationwide.

»1981« Stefan Höchsmann became sales representative for the company.

»1983« The electric edger: a handy router for rounding edges. This original idea from L. Höchsmann was taken up by many leading power tools manufacturers and sold throughout the world at the end of the 1990’s. Today this machine can be bought f. e. in India, known there as a “Radius Trimmer”.

»1985«
Computers, Tschernobyl and fall of stock values

1980 Ronald Reagan voted president in USA.
1980 The political party The Greens was founded.
1981 IBM introduced the Personal Computer.
1982 The first German test-tube baby born in Erlangen.
1983 BTX started in Germany.
1983 Microsoft presented Windows 1.0.
1984 Start of private television.
1984 Apple introduced the Macintosh.
1985 Nearly 2.5 mill. Unemployed in West Germany.
1985 Commodore introduced the Amiga.
1985 “Tetris” programmed.
1986 Reactor catastrophe in Chernobyl.
1987 First mobile phone.
1987 Quality Standard ISO 9000 agreed upon.
1989 Berlin Wall fell.

»General history«

1983 Window frame overlap seal invented. The launch of own APTK seal profile in 1979 with the innovative double lip for wooden windows, was followed by the overlap seal. This invention was taken on by most tool manufacturers in the industry and became known as “H” – as in Höchsmann seal in the Stehle catalogue.
1983 Exhibition hall finished. Martin Höchsmann started dealing with machines for joinery production.
1985 Stefan Höchsmann placed in charge of tool department.
1985 Invention of flow coating line by Leopold Höchsmann. Plant construction department opened. In response to an inquiry from a window manufacturer in Bavaria the first Flutanlage was developed. At virtually the same time a company in Denmark independently produced a similar unit. To the best of our knowledge these were the forerunners of flow coating lines, which are in use to today.
1986 Reactor catastrophe in Chernobyl.
1987 Homag and Brandt launched the first through-feed machine for format processing and edgebanding of moulded parts.
1987 First presentation of Z-Laser Systems to position work pieces on CNC-centres.
1989 Bütfering launches the AWS-E, the first machine with electronically controlled segmented pressure pad for smaller industries, creating a foundation for this technology to come into widespread use.

»General history«

1985 Brandt took over a South African patent for stationary postforming. This first allowed postforming technology for handicraft.
1986 Schelling first made possible a complete user interface with graphic pictures.
1987 Heesemann introduced the CSD System, which via electromagnetism allowed pressure adjustment of each sanding segment.
1987 IMA presented the first stationary CNC-machining centre with edgebanding.
The Nineties:

PC and CNC for individual products

90's  With the rapid development of data transfer and computer power at the start of the 90’s remote diagnosis systems for CNC-machines became the norm. The interlinking of the office workplace and the machine became an important production factor. New innovations played a large role such as the ability to load dxf-files without new programming into CNC centres and being able to convert them into machine programmes.

1990

The angle plant Multiflex from SCM with electronic programming of spindle height and tilting stop system for tenoning was introduced.

1991

Schelling launched “FW Unique”, the first model with turntable table. Head cuts became possible for small industry and joineries.

1991

Homag introduced a comprehensive group solution for machines with the Homatic-controller system.

1991

Biesse launched the Rover-series, one of the most successful CNC-stationary machines and ushers in a new era in machine design.

Early – mid 90’s  The demand for new solutions in the field of window technology and the search for new markets led to stationary CNC-Centres being used for wooden window production. This development was introduced by several companies, for example by IMA as one of the first.

1990

Ima introduced a new concept with the edge bander Quadromat, for individual single user production.

1992

First Exhibition “Holz-Handwerk” in Nuremberg.

1993

A. Costa launched a wooden window production plant with fully CNC-controlled Spindles.

1993

The Höchsmann Clip press made it possible to lacquer glas-sing beads in the frames without needing to be individually handled.

1995

The new Subsidiary in Eastern Germany has grown to about 20 employees and moved into new premises in Klipphausen/Saxony. New facilities allow a permanent machinery exhibition. Flow coating line production transferred from headquarters in Langen to Klipphausen.
GDR, GER and World Wide Web

1990 The former GDR after reunification acceded to the Federal Republic of Germany.

1990 The commercial phase of the internet began.

1991 Warsaw Pact dissolved and Endo Soviet Union after 69 Years marks the end of a centrally planned economy and communism.

1992 The EG became the European Union (EU).

1993 The European internal market came into being.

1993 The triumph of the WWW commenced with drastic growth rates in available websites.

1994 Yahoo along with Amazon.com was one of the first large companies of the New Economy.

1996 Three employees decided to leave to set up Homatec, working in same branch with focus on sharpening and tool sales in nearby Freital.

1997 The two Höchsmann limited companies Langen and Klipphausen were split. Leopold Höchsmann left the company and founded his own company in Haunetal near Bad Hersfeld. Martin Höchsmann now held 100 % of the shares of the Langen GmbH. Stefan Höchsmann now held 100 % of the shares in Klipphausen.

1993 Ima launched “Bima – Cut” to process board materials in one process; the first manufacturing cell for “Batch sizes of one”.

1993 Celaschi first presented with the range “Kompakt – 2” a double end profiler with two movable sides.

1993 Weinig introduced Unicontrol 6 as the first angular plant with fully automatic work piece processing and -feed in pairs.

1993 SCM launched its model Superset with the “Set up” system of adjustment, which electronically adjusted all important parameters automatically after the diameter of the tool had been entered.

1993 Weinig launched the automatic adjustment systems CAS LogoPac and CNC-Logopac.
The Nineties: PC and CNC for individual products

»1995«
Martin first introduced with the T25 CNC, a spindle moulder with 5 controlled axes.

»1995«
Moridaelli introduced the 4th axle (C-axis/B-axis) called Vector in 57 models of the Author-Series.

»1996«
Ima’s “Wieseltechnik” first allowed an automatic feeding of shaped panel material on a stationary machine, a big step which enabled the popular nesting process to be used efficiently in the future.

»1997«
Homag presented the “Powerline” machine concept for high performance plants and was the first to use a closed loop control system rather than a control system in the whole production process.

»1998«
The first Höchsmann used machinery list 05/98 was published.

»1998«
Economic climate in the sharpening trade and the new opportunities in trading used machinery led Stefan Höchsmann to close down the sharpening section. The manager of the tool department Mr Tempel transferred to the machinery department.

Mr Uhlemann became head of production line construction; this enjoyed its heyday due to the sale of various production lines.

»1998«
www.hoechsmann.com started in the internet.

History of Höchsmann GmbH
### ISO 14000, stock market and hybrid drive

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1995</td>
<td>The Online auction eBay founded.</td>
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<td>1996</td>
<td>The environmental standard ISO 14000 was passed.</td>
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<tr>
<td>1997</td>
<td>Crisis in Asia, Thai currency collapsed.</td>
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<td>1997</td>
<td>Unemployment rate in Europe reached record heights (4.3 mill. in G)</td>
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<td>1998</td>
<td>ATTAC the organisation of globalisation critics founded.</td>
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<td>1998</td>
<td>First vehicle with hybrid drive (combination of electric- and internal combustion engine).</td>
</tr>
<tr>
<td>1998</td>
<td>boom of Start-up companies began. Stock exchange &quot;fever&quot; broke out in Germany.</td>
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<tr>
<td>1999</td>
<td>Leopold Höchsmann developed a new flow coating line with moving jet technology, helping to increase market share in the flow coating line field.</td>
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<tr>
<td>1999</td>
<td>First Polish employee, rise in importance of export.</td>
</tr>
<tr>
<td>1999</td>
<td>Homag took over the IMA Group, which led 2000 to the launch of Lignum AG.</td>
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<tr>
<td>1999</td>
<td>Ernst introduced a new machine generation with Touch-Screen-monitors and intuitive user interface working in Windows. This type of controller became very popular in other machines and manufacturers in the years that followed.</td>
</tr>
<tr>
<td>1999</td>
<td>Weinig introduced &quot;Power Lock&quot; toolholders based on HSK-cones.</td>
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<tr>
<td>1999</td>
<td>The HOMAG-Group and Reichenbacher introduced clamping systems with freely positionable tubeless cups for holding work pieces in stationary CNC-Centres.</td>
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</tbody>
</table>
The new millennium: High-Tech and flexible manufacturing cells for globalised markets

»2000« Giben introduces the “PM-System”, the first to enable a free-positioning of different strips when cutting boards.


»2002« With Introduction to the new range “Euro 2000” Hebrock presented a system that automatically cleaned hotmelt adhesive tank via the heating rod.

»2001« In USA, under the name of Nesting, a complete processing of carcase parts was realised in one manufacturing cell on a Centre of the Cabmaxx range launched by Anderson.

»2001« Reichenbacher explored new avenue in CNC processing: with Pegasus, a machine with parallel kinematic system, speed of up to 120m/min. were possible.

»2001« SCM introduced with the new Version of the edgebander “K 203” an innovative system for switching from thick to thin edges.

»2000« Agreement reached over company philosophy, “First Integrity, then success”.

»2000« Trading in used machinery has expanded gradually.

»2001« Sale of new machinery discontinued in favour of used machinery department.

»2002« Meanwhile in 4. year appearing used machine list contributes considerably to the expansion of the used machine business.

History of Höchsmann GmbH

»2000« The outdoor sales team (in peak times 6 men) is completely stopped. Instead the salesmen work from the office and wait for the used machinery clients to come.
»General history«

**Dotcom, Euro and terror**

2000  The dot.com bubble bursts, as a result many IT-companies go bust.


2002  Introduction of Euro in twelve EU-states.

2003  Iraq war started.

2004  Ten states join the European Union.

2005  Introduction of unemployment benefit II (Hartz Concept)

2006  Moslem demonstrations against controversial Mohammed caricatures in a Danish newspaper.

2006  The world population reaches the mark of 6.5 billion people.

2002 «

After 10 years living in Eastern Germany S. Höchsmann decided to move back to the west. He and his family with 2 children took their residence in the town of Bad Hersfeld, the home of Kupfermühle machines. This central location enable him to put more ambition into travelling. From now on he visited the company in Klipphausen only once a month.

Mr. Tempel took ove the plant management. In the following years it became obvious, that this decision did not hinder the economic development, but stimulated growth.

2003 «

Schelling’s “Evolution” concept was the first to achieve a combination of high cutting speeds and large depth of cut with only one saw blade.

2003 «

HolzHer introduced an adhesive applicator, which could change from cartridge to granulate without re-adjustment.

2003 «

Homag and Nordson introduced in co-operation edge tempering with a duroplastic tempering compound. This enabled a direct edge coating, without an adhesive joint on chipboard as well. This technology is used especially in the soft-forming-process.

2003 «

Ott introduced the edging centre Shark. Several innovations at once: “CombiMelt”, a variable system with exchangeable adhesive tanks and electronically dispensed adhesive applicator as well as a pressure point with segmented pressure pads.

2003 «

Holzma introduced “Speed concept - an innovative system, which essentially (without changeover time) could cut different board materials, patterns and thicknesses to a batch size of one.

2004 «

Lignum AG liquidated and merged into the Homag-Group, IMA/Meinnert separated and became an independent company.

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The new millennium: High-Tech and flexible manufacturing cells for globalised markets

»2003«
An innovative Database Marketing of used machines – the Höchsmann Infosystem – commenced and marketed all interesting offers and purchases to end customers and dealers.

»2003«
The annual review "Christmas Post" was published first.

»2004«
A new 1,600 sq.m machinery warehouse built in Klipphausen.

»2005«
Re-orientation: CNC-technology now the most important product group.

»2005«
Mission statement “Arriving history

High-Tech and flexible manufacturing cells for globalised markets

2005

HOMAG introduced several new concepts for feeder systems, amongst others a "Magnet hover" System. Undreamed of feeder speeds at constant minimal wear levels became possible.

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Weinig introduced the throughput-feed- and profiling centre Conturex” with the innovative "Power Grip" clamping system.

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History of Höchsmann GmbH
»2005«
IMA introduced 4 methods to directly apply edges to lightweight building boards. Frames were now no longer required.

»2005«
Morbildelli introduced the X5 EVO, the first combination of 3-axes-machining centre and 5-axes-router.

»2006«
Homag first exhibited on Xylexpo a combination of five axes processing and edging in one machine (Venture range, developed with Weeke).

SCM took over DELMAC-Group. This has created a new potential for market share redistribution.

»2005«
Butterfield first introduced a thickness measuring technology with wireless data transfer independent of the machine.

»2005«
Bütfering first introduced a thickness measuring technology with wireless data transfer independent of the machine.

»2005«
The HOMAG-Group introduced the “Lean Factory” concept, with new optimised total solutions based on the Nesting-technology.

»2006«
With T92 Martin presented the first moulder with direct drive spindles such as those in CNC-Centres.

»2006«
Mr. Tempel granted sole general commercial power of attorney.

»2005«
With the introduction of Polypan 47, Panhans first introduced a combination of vertical panel saw, drilling-, and routing centre.

Hard-working research

We express our gratitude to our student Mrs. Rößler, who has worked very hard alongside Mr. Zeller in advancing the project of the history of woodworking machinery.

If you have any further infos please contact us:
info@hoechsmann.com
A trustworthy used machinery dealer?

Whilst I was writing this article we took delivery of a ‘fully functioning machine’ we had purchased, only to discover that the main motor was missing. Unfortunately many value profit maximisation higher than honesty. Can we, as second-hand machinery company, really point the finger at others? How honest are we? Ever since starting at Höchsmann 11 years ago, honesty has been written with a capital “H”. In 2000 we even incorpo-rated this officially into our company philosophy. Under the heading “First integrity, then success” we defined, amongst others, our “honesty” goals as follows:

a ...is law-abiding and actively stands against twisting the truth
b ...without exception only expresses the truth both verbally and in writing
c ...sticks to the truth even if this should prove disadvantageous.

This initiative for sound values has proven itself over the years, and the resolve of the employees to make this stand has grown noticeably. It is becoming ever clearer to all of us, what an advantage in “trust” we through these values have, and what difficulties we avoid.

For us it is a taboo, to consciously deceive our customers, e.g. trying to hide a fault on a machine. As soon as a fault is discovered, it is communicated openly. Our customers also benefit from the fact that our employees are permanently developing their experience and expertise. Only with such a solid foundation are we actually in the position of being able to locate harder to find hidden faults. Mr Polei for example, (photo page 31) is responsible for the visual inspection at the machinery arrival. During this inspection, the machine is not fully tested, assembled or even attached to the electricity supply. It is rather a rough assessment of condition, ascertaining if parts are missing, and damage in transit, and transferring data in our EDP. This invaluable information is then available to the sales department when communicating with customers. A highly effective team of excellent Höchsmann-technicians, in addition to this, is also able to test in detail a wide spectrum of woodworking processes and repair them. Recently one of our technicians noticed a rip in the carpet of a valuable wide belt sander. Unfortunately the problem was only noticeable when the machine was switched on, because the rip was still inside the machine at the delivery. Since this fault was discovered, we have displayed this sander in such a way, so that our customers will be spared the same disappointment.

Human failure is natural, but the point is, whether we admit our failures. In 2006 I sold a vertical panel saw, without any indication of the year of manufacture. When taken into stock we initially assumed the year 1990. I had also included this non-binding estimation of the year in the sales contract. We subsequently ordered a few spare parts for the machine from the manufacturer. He pointed out that the machine must have most probably been made in 1975. The slight differences between these models were barely recognisable. I informed my customer about the incorrect estimate and offered him the option of reconsidering this purchase. However we were able to agree upon an appropriate reduction in price.

Whether a used machinery dealer is trustworthy or not is dependant upon his competence and character. We are convinced that we are trustworthy partners for our customers.

Norman Schmidt
Purchases

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Norman Schmidt
Purchases
It is a good custom of ours, that once a year the whole workforce does something special together. This time it was really something else. Nearly everyone made it to the company outing in hot air balloons, as suggested by Mr Höchsmann. 6 balloons were reserved and 30 Höchsmann’s went on the flight early in the morning on June 9th, accompanied by perfect weather as we set off for the unknown. It was a great act of trust for us, to climb into a cramped basket together, rely completely on the pilot and his equipment whilst hovering up and down about 500m above the ground, to hang in there together, and all this without knowing where we were actually going to land. This kind of being together reminds us of our company mission statement »Arriving together«. The “together” stands for a focus on people, which is hallmarked by sound values. The “arriving” stands for a target focus, pursuing success and economic stability. We view both as one, a unity within the company, in the field in which we operate and the society in which we live and work.

During the balloon flight we succeeded in being together as well as arriving. Just as in our normal day to day business life there is always an element of uncertainty, whether the decisions taken were sufficiently long term or even right. Either way, many employees invested themselves in the company and have not been disappointed. By the way, one colleague, who didn’t like to join the flight, remained on the ground. His job was to prepare a tasty breakfast for all of us! It was an unforgettable experience.

Mathias Tempel
Plant Manager
Within the framework of our annual motto we have started to develop a quality lexicon. By lexicon we mean a collection of quality guidelines which have been developed together with the employees designed to serve as a standard for our daily work. The main focus is not that from now on we want to do everything perfectly – definitely not. On the contrary, we wanted to change the way we think, as well as provide available resources to everybody, committing one another to quality.

How did all this come about? When mistakes were recognised the most we did was talk with the person concerned. Nobody could eliminate the possibility of a similar mistake from happening again. Rules were made – an unmanageable number of rules.

Internal memoranda were written which sometimes contradicted each other or only dealt with part of the problem, were then forgotten or simply not fully applied. Additionally most of the improvements came from the managers or the boss himself. The opinion and experience of the entire workforce affected was often not requested.

Today we do things differently. A typical example from the sales department:

We daily receive requests to reserve different machines. Even until the start of 2006 we placed these machines on reservation without asking too many questions or arranging any conditions. Without a written order or deposit we blocked the sales of machines for several weeks sometimes. Our sales staff ultimately hindered each other by not selling on, always having to ask and await a reply, whether the potential customer had made a decision. Valuable time was lost.

Now we do things better; our sales force agreed upon the following guidelines:

- Machines are only to be reserved if there is a very definite interest to buy.
- The reservation period is to be kept as short as possible. (Target 2-4 days).
- We include a short note stating the actual status quo of the reservation and keep each other informed.
- A written order (where appropriate with opt-out clause) and respectively a down payment must be present, if we are to extend this period or machines are to be comprehensively tested.
- Quality for us is when our sales personnel stick to these guidelines and explain them to the interested parties. Incidentally, our sale have not fallen as a result – however we have much less internal consultation such as: “Has your customer decided yet?”, “When are you going to call him again?” and “When does the reservation end?”

Many guidelines have developed in this way. Tested before being entered into our quality lexicon, then optimised and eventually also applied. However we have also noticed that not everything can or even does need to be regulated. Often
good common sense is more than sufficient to decide a matter correctly, one way or the other. We will not forget the standards agreed upon in the coming year 2007, but will continue to consistently optimise procedures and the decision making process.

Another example of a quality standard: **Verifying tax registration numbers**

We sell many machines abroad; the majority of machines in EU countries, without charging value-added tax. We never used to check the tax numbers that customers gave us; we simply accepted them. Problems with such a casual approach appeared months afterwards, when the Federal Tax Office in Saarlouis sent us the required supplier’s declaration covering internal EU trade and were informed that some of the tax numbers of our customers we had listed did not have an EU registration.

Try convincing a foreign customer several months later that he now needs to pay 16% German VAT because he had not bothered to get his tax number registered for trading in the EU— not a chance!

This sometimes entailed us taking heavy losses. We therefore introduced a quality guideline which we have adhered to strictly since then:

**Tax numbers must be verified by the sales person in every case, before an order is confirmed to the customer or an invoice issued.**

I would like to expand upon this quality standard a little with a very annoying case in point. We sometimes do not get the “yellow forms” of the export declaration back if the customer has personally collected the goods. We are then unable to prove to the tax office, that the machine has left the EU. Unfortunately, it seems common practice for invoices to be issued without VAT. And as long as this is the case, we will continue to insist upon return of the documents to the point of charging a 16% loss because of the non-returned export declaration. How do you handle this?

**Mathias Tempel**

Plant Manager

m.tempel@hoechsmann.com

**MITEK Nail truss facility GREIM-Mortise-Automat**
built in 1998, working range 350 mm, 2 sawing aggregates, 6 saw blades, workpiece height max. 400 mm, 2 vertical tenoning aggregates, automatic feed, incl. 8 m roller feeder in front and ahead of machine, price: 49,000 EUR

**SCM OLIMPIC S212**
built 2001, edgeband thickness max. 15/ edgeband height max 55 mm, aggregate: premilling, trimming saw, 2 flush/radius/chamfer milling station, contour copy milling, scraper, buffing unit, price: 29,000 EUR

**WEINIG wooden windows production line**
built 1995, transversal conveyor, loading, moulder WEINIG Profimat 23, fine finish planer WEINIG Uniplan, double sided tenoning automat KOCH, lengthwise moulder WEINIG Univar 26, transversal conveyor price: 85,000 EUR

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**Höchsmann GmbH**

Technology for wood

Machines not in use?

We buy from stock at short notice. We pay before collection.

If you need an evaluation, do not hesitate to call us.

Purchase Department

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**On Offer**

**MITEK Nail truss facility GREIM-Mortise-Automat**
built in 1998, working range 350 mm, 2 sawing aggregates, 6 saw blades, workpiece height max. 400 mm, 2 vertical tenoning aggregates, automatic feed, incl. 8 m roller feeder in front and ahead of machine, price: 49,000 EUR

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**“Our early 70ties”**

([f.l.t.r.)

Norman Schmidt (Purchases)
Robert Janas (Sales)
Norbert Zeller (Sales)
Nataliya Ulbricht (Sales)
Silke Szameitat (Sales)
Buying a machine is a matter of trust

Creditreform

– this is true when buying a new machine, and especially so with used equipment. Every used machine has its own particular history; some were well serviced, others abused. Its history, and therefore the condition that determines its value, is not always externally visible. If a customer recognises the poor condition of a machine he will insist on a better price, or leave it. It is therefore a question of conscience for the salesman when selling machines with hidden faults whether he points out the faults he is aware of to the customer or not. There are enough players in the used machinery market who value personal advantage and profit higher than a good conscience. This might be the reason, why in parts of the Anglo-Saxon world the word “used car dealer” has sometimes a strange flavour and calls for associations with “cheater”. Of cause such a generalisation is not representative of the facts, as we work together with many valued machinery dealers which have proven to be highly trustworthy over the years. If however we deal for the first time with a new company, we are rather careful. So we inquire about their creditworthiness at the credit agency Creditreform. This gives us at least a provisional assessment, which is often sufficient in order to reach a decision about continuing a project. Here is an extract of our assessment in 2006. You can see by our solvency grading of 180 (in 2005 we had 210 on a scale of 100 – 600) that in terms of credit we at Höchsmann are trustworthy. That we also provide honest information about our wide range of used machines, is something we would very much like to prove to you in an honest and mutually beneficial long term business relationship.

Stefan Höchsmann
General Manager

Creditreform lights

1. excellent creditworthiness (100 – 149 risky points)
2. very good creditworthiness (150 – 200 risky points)
3. good creditworthiness (201 – 250 risky points)
4. average creditworthiness (251 – 300 risky points)
5. poor creditworthiness (301 – 350 risky points)
6. insufficient creditworthiness (351 – 499 risky points)
7. dilatory payment (500 risky points)
8. business connection is rejected (600 risky points)

We are constantly looking for purchases!
Individual machines and complete plants.
Tel. 0049 (0)35204 651-0
Fax 0049 (0)35204 651-90
info@hoechsmann.com
www.hoechsmann.com

»The Höchsmann team«

“Our late 70ties”
(f.l.t.r.)
Rafal Idczak (Administration)
Heiko Lesch (Service)
Titus Polei (Purchases)
Susanne Staub (Purchases)
Norman Barth (Service)
Thorsten Schulz
married, 2 children 6, 10 years old

In 1995 we moved from Dresden to Klipphausen, where we renovated an old mill, and the new industrial estate offered many career options. Armed with a list of the companies I called everybody I could get hold of. In the end I landed at Höchsmann. Before I officially started I was already at the exhibition stand in Leipzig. A lot of people, a flow coating line, a Hofmann router milling cutter and a profil grinding CAD-Station filled a large exhibition stand. Here I was supposed to get acquainted with the special profile knife business.

My dream job was actually construction in the production section, but at this point in time there was no vacancy. Therefore I worked in many different departments within the company. I have experienced several ups and downs, as well as played my role in helping the company to survive, re-orientate and develop. The following functions were, or are still part of my remit: organising deliveries, installation / repairs, planning dust extraction units, CAD-specified profile cutter grinding, replacing colleagues on holiday in the sharpening department at a universal grinding machine. Here we ground milling cutters, drills and specialist tools. Further I worked in cleaning machinery, selling in the warehouse, helping to disassemble plants, preparing projects, and the construction of facilities in our flow-coating production. Helping to assemble a flow coating line on site, attending exhibitions, disassembling exhibition stands and return transport. Inspecting machines on site and at the warehouse. Then again in the machinery purchasing department and now again 120% in the production section.

I have had the pleasure of experiencing many different things through the years. For example:

- anyone who wants to really belong to Höchsmann, should at some point or other drive at least once with a lorry to Lange (associated company), and on the journey both there and back stop make detours to visit the odd customer.

- The largest extraction unit I have supervised and helped with the installation, where there were 4 installation teams working in tandem, installing 2 filters, 7 ventilators (largest ventilator 75kW with 800mm piping, for a window production line for Weinig. All measured values within range first time round.

- I have also despatched technicians in appalling weather to install a filter, as deadlines should be kept.

I’m sure that other employees have had some diversity, too.

Thorsten Schulz
Production Manager

Project team CNC-technology started up

Mr. Olaf Tietz has been with the company since August 2006. He is responsible for increasing our competence in the field of CNC technology. His operational area is the accurate diagnosis of machines, the expansion of our knowledge in CNC technology and the up-building of our knowledge-database in this area.

There is always more than enough to do, and according to Mr Höchsmann’s basic principle “If you’re not moving forwards you’re going backwards”, we are all on the move.

I hope there are a lot more challenging tasks for me, and that we can continue to lead our production section alongside others, through new ideas and innovation. With sufficient time we can maintain our development. I now work in the same room where I was once interviewed 10 years ago and am head of the production section. A dream really was fulfilled, albeit a little later than expected.

Thorsten Schulz
Production Manager

10th Anniversary 2006 from Thorsten Schulz

»The Höchsmann team«

“Our 80ties”
(f.l.t.r.)
Marco Melzer (Service)
Denise Wittig (Administration)
Stefan Wittig (Administration)

»MARTIN T25 CNC spindle moulder«
When my English teacher back in the 1970’s encouraged me to work harder, I responded in front of the whole class, “forget it - I’ll never need it!” Upon leaving school with a miserable average of C- and being unable to find a job, my parents mercifully offered me a commercial apprenticeship in the family business in Langen. I found woodworking tools and machinery just as boring as school, but at least I could now enjoy success without needing to learn much. I was soon placed in charge of the tools department because of my sales skills, but when the first computer appeared in the 1980’s, I made no changes in my section. The only thing that I knew about these things was that they were complicated, and that I would never understand them anyway. I was equally convinced that I would never be able to sell machinery due to my lack of a technical education. I was still unable to differentiate between a Surface Planer and a combined Surface Thickness Planer at my sharpening customers after 10 years’ sales experience. As a 25 year old I still had a big mental blockage to learning.

Today I know how valuable quick learners are; in expanding enterprises ambitious learners are highly desirable and often earn astronomical wages. On the other hand, the difficult learners aren’t sought after and must occasionally fear losing their jobs. When we consider that nobody can choose the talents with which they are born, such differences seem unfair. However, the real problem does not rest in our genes but in other factors, which we certainly can influence. When our Minister for Education states, “If we wish to maintain our standard of living and the convenient comforts, we need more education and innovative energy”, what she really means is this; each one of us must tap into the potential that most definitely lies in our genes, and not waste it. This article wishes to address what can hinder the release and development of these talents.

Learning when viewed from the word root has something to do with “following a lead”. Initially therefore we need to expend energy to follow a lead, in order to experience the satisfaction of achieving the goal. Perhaps a good definition is, that ‘learning initially requires effort, in order to reap a future benefit’. Neither the type of school nor the cancelled classes were the reason why my potential lay unexplored in my youth. I just couldn’t be bothered to learn. My mother didn’t like my attitude towards learning, she called it laziness; my school mates were impressed by my raging drive for more article

When **vice** becomes **virtue**

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7 different flavours after a vice: bright idea to name each of the sumers? Someone had the appeal most to today’s con-
tional vices as virtues. It is sug-
estricted the only one effort is
brings such negative side effects of each of
the one hand spend much energy creating a culture which very often promotes anti-educa-
tional vices as virtues. It is sug-
ggested that only one effort is
required — the effort of buying. Perhaps my criticism of vice sounds old fashioned. After all, vice has once again been “in”
for a few years now. Surprisingly, it was an ice cream company that revitalised these, but not as something negative, but as something pleasurable: Marke-
ning strategists brooded over what to call their new products. Which names or phrases would appear the most to today’s con-
sumers? Someone had the bright idea to name each of the 7 different flavours after a vice: Laziness, Greed, Vanity, Jealou-
sy, Gluttony, Revenge, and Lust. However there are risks and side effects for those who in addition to the ice cream also “consume” these pleasure-packaged vices, in particular when it comes to
their learning potential. It would be easy to prove such negative side effects of each of
these seven vices, but I will
dress only three — laziness, greed and vanity.
The effect of laziness upon our learning potential is obvious. Laziness avoids the effort of fol-
lowing leads, desiring benefit
without any strain. However just as a sportsman can never attain any results without training,
laziness without any effort will result in poor education. It hin-
ders innovation, along with its cousins, lethargy, comfort, self satisfac-
tion and pleasure see-
king. Greed also hinders learn-
ing because it is thoughtless.
It is driven by the stomach,
anxious only to satisfy all desi-
res irrespective of the conse-
quences of any actions taken.
Thoughtful consideration and reflec-
tion are just as foreign to it as
are self-discipline and perse-
vance, both essential building blocks in the learning process. Greed perhaps due to its speed might produce some innovation,
but these are neither sound nor fully thought out. Vanity hinders learning in a barely visible, yet
no less real way. Self criticism is taboo. You don’t learn from your mistakes; instead much effort is expended to cover up weaknes-
es. It looks down upon humili-
ty, which presents itself just as
it is, willing to learn from others. Vanity loses much of its learning potential through its perfectio-
nist demands. Rather than mak-
ing faults and show weakness,
e.g. when learning a foreign
language, it remains quiet and misses a chance to learn. A fix reference point outside oneself is ideal for building up knowled-
ge, which can always be used as
a benchmark when examining the truth. A compass can only function when it can orientate itself via the North Pole. All
three vices affect learning nega-
tively, because each contains
only a movable reference point
in itself. Laziness has comfort,
greed has satisfaction, and vani-
ty its appearance. Overexposure to these vices causes a loss of orientation. As our society is
essentially orientating on the reference point money, these vices are very popular despite the side effects, because they
‘consume’ far better than their counterparts— diligence, self-
control, and modesty. Laziness buys in order to avoid effort;
greed spends money hastily and thoughtlessly, whilst vanity fol-
lows every new trend in order to
find recognition. The vices por-
trayed by the ice cream compa-
nny are hypocritically effective and dangerous.

We are interested in machines
not everybody is interested in:

Rover 342 built approx. 1990
Wadkin mortiser Types DM/DMV built between 1970 – 1985
Wadkin ECA and EKA tenoning machine built bet-
ween 1970 – 1985
Festo tenoning machine ZA built bet-
ween 1980 – 1990
Holz-Edgebander Type 1401 built
between 1980 – 1990

Hochmann TECHNOLOGY FOR WOOD

Changing machines
We will take over your used machine directly from your premises, before high trans-
fer costs to the seller’s ware-
house are incurred.
Contact us as early as possi-
ble so that valuable marke-
ting time can be gained and
we can achieve the best pos-
sible prices for you.

Purchase Department
One could argue that such product names should not be taken too seriously. Nothing wrong with irony and cheerfulness, but if masses of people in our country are deliberately made stupid, instead of developing their learning potential, then this is cause for concern. The issue with the confusing ice cream flavours is not the only one. On the contrary, catching customers with vices has become accepted practice in the 21st century.

Listening to the radio in America 2 years ago whilst on business confirmed this. Initially they ran an ad encouraging us to indulge ourselves to the seductive pleasure of a particular chocolate. Immediately afterwards followed a commercial for the overweight, how consuming different products would make them healthy again. Some time later I read that several US states are considering taxing fast-food in order to offset soaring health costs. A few creative fast-food companies responded instantly by distributing free tickets to fitness studios. Now consumers can purchase a rather time consuming fitness programme along with their high fat meals. Laziness calls us from every corner. ‘Treat yourself to our product!’ - ‘Enjoy yourself at long last!’ - ‘Let yourself to our product!’ - ‘Buy now, pay later!’ - ‘Enjoy yourself to our product!’ Greed suggests daily, ‘Buy now, pay later!’ - ‘Treat yourself to our product!’ - ‘Enjoy yourself to our product!’ - ‘Enjoy yourself at long last!’ - ‘Let yourself to our product!’ - ‘Buy now, pay later!’ - ‘Enjoy yourself to our product!’ - ‘Enjoy yourself at long last!’ - ‘Let yourself to our product!’ - ‘Buy now, pay later!’

Stimulating people to common sense instead of irrational consumer, would be – admittedly - a challenging task, if you consider the expected short-term results on business turnover and jobs. Anyway, as business people we should realise that to embark on a new course in learning virtues would actually be beneficial to our long term interests. If we took our special responsibilities to steer society seriously, we could expect to see a more innovative youth coming forth. We should therefore take the risk and stop selling bubble phrases anymore.

True innovation and quality speak for themselves and do not require any twisted words designed to deceive. We should stop promoting these bad vices and begin to build a new learning environment.

Stefan Höchsmann
Tel. 0049 (0)171 3111226

Evaluation of special machines

I do not always offer maximum prices, but always sincere advice.

GUBISCH Moulder GD 4U
built in 1994
planing width 230/planing height 125 mm,
table length 2,500 mm,
5 spindles b-r-i-t-uni,
glazing bead separation.
price: 18.000 EUR

RIEDEL-TECHNIK Dust extractor
ECO MODUL RTF-FH-229
built 2002, 229 sq.m filter surface,
3 ventilators, with recirculated air tubing, screw conveyor RTZ 25, automatic switching (winter- and summer mode),
20 automatic slide gates.
price: 27.000 EUR

A few leftovers of French linge-red from my youth. Even if I was convinced at the time that I would never learn it, I suddenly found myself with a totally different approach. Lo and behold, after 4 months of self-study I understand more than I did after 4 years at school. When I think back to my former learning blockage, much has changed due to my striving after virtues.

Why have I expressed my personal opinions in such detail? The answer is obvious; I want my employees and readers to tap into their learning potential with the greatest of success. Here are a few practical tips. How can we prevail in our daily lives against these anti-learning vices? Time management is essential, in order to free up a few channels so that we can act rather than react. It is helpful to examine all time-consuming activities, including our sales-drive. I have consciously spent less time selling, without taking any harm. If you overdo selling, you may well become a specialist, but will then have insufficient time to develop other important skills,
which are just as necessary in order to sell successfully. Another of my time wasters was listening to unnecessary radio news programmes in my car on business trips. I used to listen to the same news about seven times a day; this may have satisfied my curiosity, but I had no time left for French CDs. Another key is ‘doing without’—not gratification. If you can’t abstain, you can never truly enjoy. It shouldn’t be a problem to miss a meal occasionally, in this way you instantly gain 1 hour to learn, or just to relax. Mind the TV; it encourages inactivity, greed and vanity on most channels. We have banished our TV from the living room and use it rarely, to watch a few selected DVDs. This is probably the reason why our 9 year old daughter - with a curious and hyperactive temperament, taking after her dad - has nevertheless developed into a strong reader. Buy the way, there are still some books available, which encourage learning virtues. I recently read Uncle Tom’s Hut with my children. What a thrilling and virtuous book! It’s a shame that most bookshops have only the uniformed fantasy stuff; which always bears the risk that their consumption leads to a loss of contact with reality.

The time has come to take a stand against those vices camouflaged as virtues, for a new learning culture highlighted through virtues such as diligence, self-control and modesty. Perhaps this leaves the impression that learning is my greatest passion – on the contrary. All the knowledge of this world is only noise and junk compared with what I actually desire. I have learnt that knowledge is not essential. What I desire is a peace of heart, which carries me through all struggles and difficulties. But this is something we cannot learn, we receive it as a gift and there is only one person I know can give it – Jesus Christ. However, after establishing peace of heart He gives us ideal conditions for learning; He is an unchanging point of reference for building up knowledge; He guides us to a realistic and discerning self-perception, which allows us to learn from our mistakes; He surrounds us with His love and accepts our weaknesses, so that we do not collapse through them and can freely learn from His strengths; He sends us His Spirit, so that we can mature in self-control, that we can achieve our goals. He deals with laziness, vanity, greed and all other vices that hinder. It may surprise some people when I attribute my learning achievements to Jesus Christ. However when we are quite well versed of our Western World history - and we should, if we want to understand the present – one thing becomes clear: We once had a religion from which we derived our definitions of virtue and vice. The followers of this faith called themselves Christians, and when we take the biblical word ‘disciple’, translated out of the Greek, we are left with the English term ‘one who learns’.

Stefan Höchsmann
General Manager & “Apprentice”

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VITAP Dowel-hole and line-boring line SIGMA 2TA
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Höchsmann GmbH - Technology for wood
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Providing work instead of handouts

The 2006 Nobel Peace Prize was awarded to Muhammad Yunus, whose microcredits are a very efficient method of development aid. The www.oid.org foundation functions in the same manner, which we have been supporting for a few years.
OID helps the poor, but nevertheless economically active people who would otherwise have no access to capital, via microcredits. The principle is simple: no handouts, but rather helping others to help themselves; the borrowers are viewed as serious business partners, not as passive beggars. They are integrated into a Trustbank-Group, where members act as guarantors for one another and support each others’ business ideas.
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I recommend the work of OID. I consider it appropriate to allocate a part of our profits as a donation for microfinancing tiny businesses in developing countries.

Stefan Höchsmann
General Manager

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In addition to increasing competence, continuing the work begun in 2006 to develop, agree upon, and apply quality standards is still very important. It should be pursued with the goal in mind, of seeking out shortcomings in our daily work routine, looking for optimum solutions with the people concerned, and to then agree upon these as quality standards and apply them permanently.

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Coming together is a beginning.
Keeping together is a progress.
Working together is success.

(Henry Ford I.)

We express our gratitude for your partnership in business. We want to learn with our business-partners the ability of working together successfully in the long-term. In this sense, may we all contribute shaping a positive future of the history of woodworking machinery.
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