

## 3300 square meters more space for used machines at Höchsmann



On 27.10.2008 we finally got over a problem we have had for years: lack of space. After a building period of 5 months, we now have a total storage space of 6800 square meters for used machines. The hall is ideally situated directly opposite our main entrance. We no longer need to store machines in a nearby hall, which proved very awkward. We are expecting to become more efficient thanks to the close proximity of the hall for technicians, salesmen and customers, as well as more attractive for our customers due to the vast increase in space. On top of a wider selection of stock machines, we are also planning a demonstration centre for used machines, whereby we intend having one model of each of the most popular kinds of machines for permanent demonstration purposes.

Surprisingly enough, I - as Managing Director - was hardly involved in the whole project at all. From the planning of the building right up to the inspection and approval, I was free to concentrate on my duties in purchasing and sales. I delegated the whole planning and surveillance of the project to Frau Staub, who gained a lot of experience and knowledge through our last building project in 2004. Consequently I was presented with finished suggestions regarding the design, building realization and solutions to problems, and did not need to spend much time looking into the matter myself. Throughout the building period I had just one appointment - at the lawyers. Everything else, such as bank matters and negotiating with the construction firms, was dealt with in a few telephone calls. As I live in Hessen and only spend time in the business every 1-2 months, I got to see the building-site for the first time after the summer break, once the pillars had been erected and the final stages of building were underway. It would certainly not be advisable to delegate in such a way if you are a building expert yourself or if your staff are not reliable. In my case it was a sensible step, because I can greatly rely on my staff and knew that they could plan and survey the project far better than I could. I am very happy with the result and would like to thank especially Frau Staub and Herr Tempel for their quick and professional organization.

Stefan Höchsmann