

Höchsmann
TECHNOLOGY FOR WOOD

Industrial Report 2018

INNOVAUKTION



FESTOOL

As good as new articles
at extremely low
starting prices!



+ **NEW: ONLINE VALUATION** + + **WOOD TEC VALUE - (PAGE 4)** + + **NEW: ONLINE VALUATION**



HOLZMA HPP 380 /43/43/X
Year of construction 2013



FELDER F 38 - Year of construction 2012
Starting price: 1.000 EUR



BÜTFERING SWT 325 /CH - 2013
Starting price: 10.000 EUR

WOOD TEC FAMILY

Expertise for the woodworking industry

Are you aware that all the machines in your factory or production line are used machines? No? But it's absolutely true! Most machines will undergo at some stage a process of evaluation, marketing and a profitable change of ownership. And that is where we come in.

Welcome to the used machinery experts at Höchsmann

In this magazine we would like to present our WOOD TEC FAMILY to you – a closely knit community with a strong network on the one hand and an atmosphere of individuality and independency on the other hand, as can be expected from sovereign members of any family.

We have dedicated our magazine to our fastest growing and innovative line of business: "WOOD TEC AUCTION". We currently have several auctions running; the offers run like a thread throughout the magazine.

In this journal we wish to provide far more information than simply on auctions, which we still consider to be our additional business. In the section "WOOD TEC MACHINES" you can collect valuable information about the main thrust of our business – trading with young, second-hand, hi-tech machines.

In the last 18 months our company has seen more changes than ever before: 4800 m² new warehouse space, 22 new members of staff, 2 new subsidiary locations abroad and the publishing of a new book.

In addition you can read about the progress of our popular online lexicon WOOD TEC PEDIA.

As a special highlight we would like to introduce WOOD TEC VALUE for the first time. This automatic evaluation platform is an innovation open to all who are interested in objective price calculations for used machines. As of now, it is possible at the click of a mouse to obtain price information on many woodworking machines on our website.

Many other interesting members of WOOD TEC FAMILY, reports and background information are waiting to be discovered on the following pages. We hope that you, our valued business partners, have a varied and profitable time reading.

Kind regards,



Stefan Höchsmann
Managing Director



Mathias Tempel
Authorized Representative



+ + WOOD TEC AUCTION + + TIPS FOR AUCTION BUYERS - (PAGE 9) + + INNOVATIVE D



FELDER AD 741 - Year of construction 2004
Starting price: 1.000 EUR



ALTENDORF F90 - Year of construction 1994
Starting price: 1.000 EUR



SCHMALZ PVT-2-VARIANTE - 2003
Starting price: 50 EUR

INHALT

NEW!

Cover topic

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DAY PRICE AUCTION - (PAGE 11) + + WOOD TEC AUCTION + + TIPS FOR AUCTION BUYER



FESTOOL DOMINO DF 500 Q-Set - new
Starting price: 200 EUR



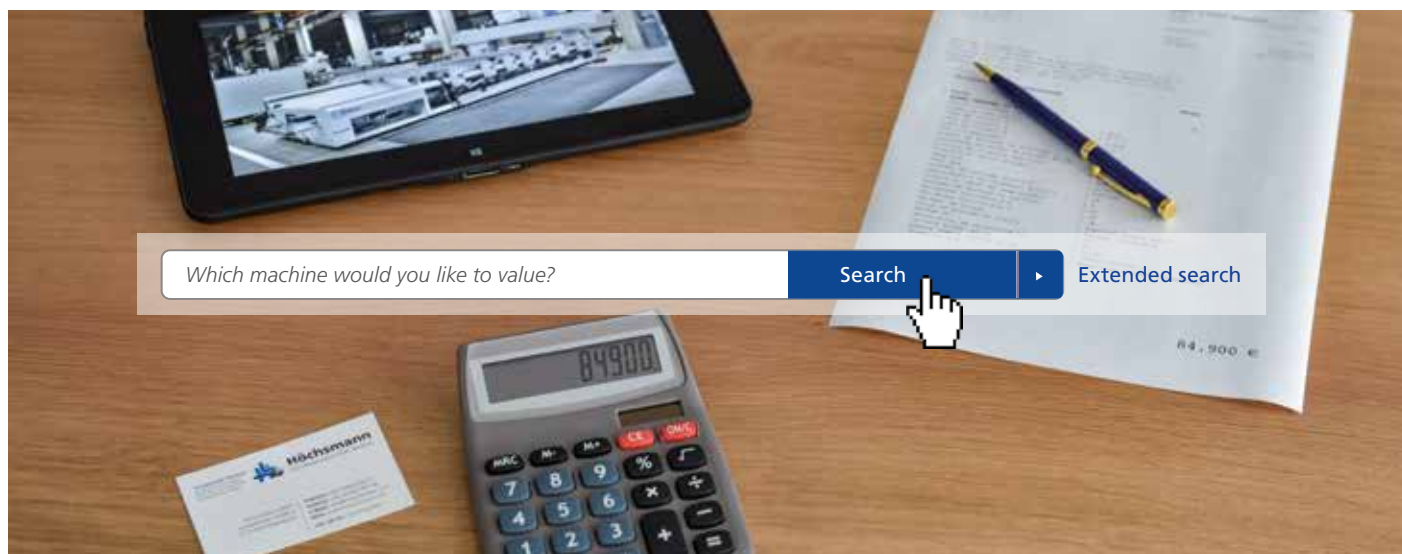
FELDER FD 921 - Year of construction 2011
Starting price: 1.000 EUR



FESTOOL OF 1010 EBQ, Neumaschine
Starting price: 100 EUR

WOOD TEC VALUE

Machine evaluations by mouse click



Homepage WOOD TEC VALUE

When I moved to the East of Germany in 1992 and started working with my first computer, it was a quantum leap. When the Höchsmann company invested in its first digital camera back in the mid 90s, it was a revolution. At that time, the internet was not inhabited by machine bidders and seekers. When we went online with our first website in 1998 and lots of market players followed, you could practically stand back and see how the entire second-hand market was catapulted into new spheres of development.

Even today we can register some pioneering innovations: since March 2018, WOOD TEC FAMILY on www.hoehsmann.com has grown by one family member. WOOD TEC VALUE is the name of an evaluating platform for used woodworking machinery. For me, this online price calculation is the most significant innovation for our industry in the last few years.

The innovation: transparent prices

Used machinery prices in the internet are actually nothing specta-

cular. But the findings are often difficult for the layman to interpret. Some machines are described insufficiently whilst others are in need of repair. The retailers' profit margins vary too much and the sellers' price expectations can differ considerably. It is not uncommon to discover two machines of identical kind and year of construction, but the prices are miles apart. What is the right market price?

Machine evaluation the easy way

The release of WOOD TEC VALUE marks a turning point in the topic of market prices and ensures a far greater price transparency in the sector. The platform has been built upon years of expertise in the field of woodworking technology. Calculations are drawn from our in-house machine database. Thanks to sophisticated algorithms and a user-friendly menu navigation, the system is already able to answer a high percentage of relevant inquiries with realistic market prices. The data pool is growing continually, which will allow even more precise and extensive evaluations to be carried out. The system learns by itself, so to speak.

+ + WOOD TEC MACHINES - (PAGE 6) + + EXPERTS FOR WOODWORKING MACHINES + +



IMA COMBIMA K/II/R75 /660/F/R1,5
Year of construction 1999



ABUS LS 250 kg - Year of construction 2000
Starting price: 500 EUR



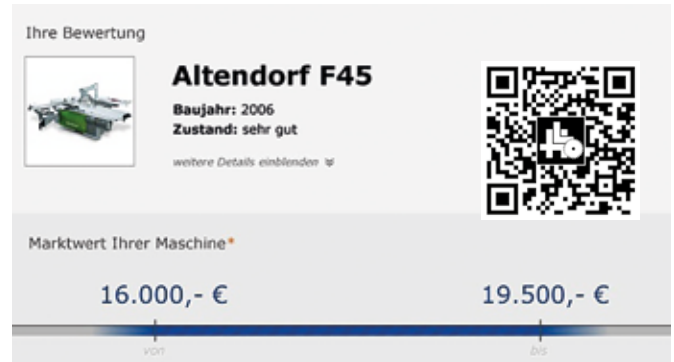
HOLZ-HER 1230 - Year of construction 2000
Starting price: 1.000 EUR

The motif: excellent website

The disclosure of our price competence in the internet was not an easy decision to make and is a risky venture without a doubt. After considering all the „risks and side-effects“, we have decided to take this step in order to make our website better known. Seven years ago we released WOOD TEC PEDIA and in doing so we revealed our technical know-how to the sector. Many have since asked „Why did you do it?“ and „What has it achieved for you?“. Today I can say: Through this publication we are certainly providing many a competitor with technical information. On the other hand we are especially profiting from the constant learning process of our staff and in addition we have moved forwards significantly in the search engine ranking. The release has considerably strengthened our good reputation as an expert company. We expect similar effects from WOOD TEC VALUE.

The challenges: What the system can achieve

What is the market value of this machine? As a large trading company, we constantly hear this question being asked in our sales and purchasing departments. We made a virtue out of necessity after our inaccurate price estimations; we started collecting information on equipment, year of construction, the condition etc. of wood technology and combined this information with the original price and the second-hand price. The result is a huge database which is able to quote realistic market prices within a range for thousands of machines which have been produced in the last 50 years. Obviously the



Example of a market price inquiry
For more, see <https://wtv.hoechsmann.com>

system can only be as good as the quality and the quantity of the information available. In order to offer realistic results, we have consciously installed several safeguard mechanisms, for example in the case of very young, high-quality, very old or inexpensive machines, where an individual estimation will be made by our market experts. Should the system realise that the evaluation result is too imprecise, either because of insufficient price information or because of a large price range for different machine features, then the user will be informed accordingly. The evaluation platform is basically available for anyone interested in a price; after registering just one time, it is possible to carry out a number of evaluations free of charge.

Stefan Höchsmann



Enter machine data
After registering just one time, the user selects his model from the thousands of machines in the database.

Calculate market price
At the press of a button, WOOD TEC VALUE calculates a market price range or passes on information about an individual evaluation.

Select marketing strategy
Do you only wish to evaluate your machine, or sell it quickly, or do you hope for maximum proceeds? The system suggests different marketing strategies.

Organize the selling
You can count on the expertise of used-machinery specialists and their many years of experience in trading with machines, both buying and selling. Individual and fair advice included.

11. 500 M² MASCHINE EXHIBITION - (PAGE 17) + + WOOD TEC TRUST - (PAGE 21) + +



ALTENDORF F45 - Year of construction 1992
Starting price: 200 EUR



Writing desk
Starting price: 50 EUR



KOCH BD 60B - Year of construction 1993

WOOD TEC MACHINES

Hi-tech with competence and service



Professional assessment and repairs

What do you expect from a used machinery dealer?

Old machines and good bargains? Or do you also expect expert knowledge, professionalism, technical advice, solid evaluations, hi-tech, sincerity and dependability in keeping deadlines? At Höchsmann you will find a combination of up-to-date, approved wood technology, possibilities for online marketing and universal competence - which other trading companies can hardly compete with.

A top-class team of experts

WOOD TEC MACHINES - our core business - offers professional advice from market and technology experts, if so desired. It is mainly our salesmen who give the specialist advice you are looking for, as they have already proven their competence as authors of our online lexicon WOOD TEC PEDIA. A first class team of expert consultants!

BIG AUCTION NIEBURG-KITCHENS - (PAGE 13) + + MACHINE AUCTION ON THE 15TH MAR



FORMAT 4 KAPPA V 60 - 2011
Starting price: 2.000 EUR



ERREGI COMPACT 250 /3R,
Year of construction 2002



Varnish drying wagon

A professional service team

At WOOD TEC MACHINES, customers can profit from our extensive service competence including technical inspections and repair work, which take place both on our premises and also off-site for dismantling and assembly work. We currently employ around 20 technicians, many of who are crafty mechatronic engineers and service technicians with years of experience in second-hand machinery. This experience, our versatility, flexibility, readiness to learn and our know-how all contribute to our professional achievements.

An extraordinary demonstration centre

At our auctions we frequently sell machines ex-location. The most attractive and high-valued machines are usually reserved for our showrooms. Our demonstration centre in Klipphausen offers an unusual sight: special machines from leading manufacturers all standing in a row, waiting to be demonstrated. At present we have amongst

other machines approx. 50 edgebanders and over 30 CNC machining centres in our exhibition rooms in Klipphausen, all ready to be sold and usually available at short notice. After arranging a date we will be glad to demonstrate machines upon request.

Interesting facts about our core business:

- 11.500 m² modern exhibition centre
- Record sales 2017: 207 edgebanders, 196 CNC machining centres and 77 panel sizing machines
- Percentage of goods exported: 78%
- 300 .. 400 machines permanently available on stock
- individual specialist advice on assembled machines
- Showroom demonstrations with appointment

CNC exhibition



AND 05TH JUNE + + OVER 200 POSITIONS FOR MINI-STARTING PRICES + + BIG



HEBROCK AKV 1000 V - 1995

Starting price: 200 EUR



HOLZMA HPV 11 /X/43/28/22

Year of construction 1996



JUNGHEINRICH Forklifts

Starting price: 1.000 EUR

WOOD TEC AUCTION

Auctions with fresh ideas



Top-offers - At one go

Very open: How we got to auctions

Auctions weren't always our passion

In the late 90's I, Stefan Höchsmann, used to be a passionate participant at auctions. I remember the special offer of a window manufacturer near Gotha with plenty of valuable machines. The offer had been badly advertised though. Everything had to go. There were only two bidders in the room. I was the essential one of them both. The machines were auctioned off for ridiculously cheap prices and we reached absurd trade margins. During this time I was looking for auctions no one had knowledge of and I usually found them. As time went by, auctions became more inefficient to me as the presence of an increasing number of foreign bidders led to rising prices. Since the turn of the millennium I've looked at auctions without

any passion and ignored them completely. I was looking for better possibilities for purchasing secondhand machines and didn't want to waste time travelling to auctions for a day.

Our competitors brought us to auctions

Since about 2010 we have observed a new trend: more and more used machines have been auctioned and a rapidly-increasing part of it via online-auctions. After a couple of years we recognized the potential in this field and decided to create an own online-platform. I was in the US for business and visited the local industry leader. He advised me the following: „Retailer and auctioneer? This has to go wrong as no one believes that a retailer would make a good deal at auctions.“ - But we thought: We'll go through with it. Because of our strong internet presence we should be able to do it.

+ + WOOD TEC PEDIA - (PAGE 14) - THE FAMOUS SOURCE OF KNOWLEDGE FOR WOOD TECH



FESTOOL CTM 36 E, New machine
Starting price: 200 EUR



ALTENDORF C45 COMPACT - 1998
Starting price: 1.000 EUR



ABUS LS 160 kg - Year of construction 2000
Starting price: 500 EUR

The auction business is our priority number two

In 2014 we went online with our first auction. When we were asked how it went, we merely answered: „It was a disaster!“ The next auction went the same way, without any offers. We were frustrated and thought about quitting. But then we thought of an ad campaign which was second-to-none to scurrility: „Let’s spread the word that our last auction was a complete flop and that chances are high the next one will be the same“. So we proclaimed a big flop campaign and scored. We made our breakthrough. Our auctioning platform WOOD TEC AUCTION has clearly developed into a second pillar of the company. Even though there has been significantly more growth in this field than in our sales, we still stick to WOOD TEC MACHINES as our main focus.

Flop of the year 2016



Weeke Venture 3 (built 2004), value 40.000 Euro. Machine checked and ready for demonstration, on the 16th May 2016 auctioned for only 28.750 EUR

Honest talk: Valuable tips for auction buyers

Noticing the background

Sometimes a good looking but badly functioning machine can be concealed in an auction veil like a cat in a bag in order to get a good price out of it. We resent this kind of trick by principle! Occasionally there are such short time frames during on-site sales that we don’t even have a chance to sell machines the standard way, so we have shifted these projects to the auction line. Mostly we’ll put up an excellent storage machine during an unattractive auction, just to adorn the „bride of the auction“. Sometimes it does hurt to sell nice storage machines for a fraction of their original selling price, but we dare such sales to boost the purchase of other machines in the auction. These initiatives often work out, but sometimes they fail. We often place older machines in our auctions, as they don’t run on WOOD TEC MACHINES where people are looking for high-tech.

Asking questions

How trustworthy is the auctioneer and how technically educated is the person performing the machine inspection? Is there information to be obtained? Can one get into contact with the machine user? What is the state of the machine? Have operating hours been recorded and are they plausible? Do video recordings of the running machines exist? How regularly have the machines been serviced? Will the machines definitely be sold or are they - just like with other auctioning offers - solely objects which are only then sold when higher revenues than the minimum price limit have been achieved?

Understanding prices

How do we calculate our starting prices? Quite frankly: by guess and by gosh. They are almost always considerably below our purchasing prices. Are we acting according to the motto „Nothing ventured, nothing gained“? In a way, yes. Surprisingly low starting

TECHNOLOGY IN THE NEW DESIGN + + EXPERT KNOWLEDGE ONLINE - (PAGE 4) + + WOOD



ALTENDORF DUPLEX
Starting price: 50 EUR



FELDER G 560 -1 - Year of construction 2011
Starting price: 2.000 EUR



ULMIA 1711 - Year of construction 1993
Starting price: 200 EUR

WOOD TEC AUCTION

prices are attractants for bargain seekers. Keen interest amongst bidders increases the prices - simultaneously the interest of some other bidders decreases. Little interest amongst bidders tickles the hunting instinct of the bargain-seeker, which essentially maximizes the risk of the bidder. So, „nothing ventured, nothing gained“ isn't always true.

In our auctions it's normal to sell machines below their value. We regularly take note of such cases, accept them and do not manipulate them. These disappointments (see examples of auction flops) are part and parcel of auctions and are not tragic at all, as the projects all in all pay off. We auction off many machines where we obtain excellent prices than the other way around.

Trap 1: Machine inspections without care

I know a machine dealer from overseas who performs on-site sales with a renowned auction platform. He told me that he was advised not to have a too thorough look at the machines during inspections so that one can „honestly“ claim one knew of no damages or faults. Last year I was checking a high-quality panel-sizing machine at a customer's who bought it via an online auction and paid much more money in fixing the machine than buying it. I explained to him that I knew of the machine as it had been offered to me by a foreign machine dealer years ago, where it had been standing in storage for very long. I hadn't bought the machine because I guessed that it might have technical problems, otherwise the dealer would have advertised it on his own platform. But when this machine dealer advertised his shelf warmer via the auctioning platform, as he often does, details about the machine's history were deleted as well. If a competent and honest machine inspector pre-

pare the auction, as is the case with WOOD TEC AUCTION, the risk of hidden defects will mostly be taken care of, even if we cannot absolutely exclude them.

Trap 2: Offers without bidders

Online auctions are under general suspicion of forcing up prices. And that's understandable as we could cheat well and properly without anyone noticing it. But for us it's a no-go. It's our duty and passion, as set out in our company culture, to be consistent at auctions too: „Stick with the truth even if it entails negative consequences.“

INNOVAUKTION



Trap 3: Bidders without the intention to purchase

We auction machines as commission sales for customers. The machine is the property of the seller until the end of the auction. Now in exceptional cases we also had sellers who bade on their own machines to pump up the prices. We treat these sellers like any other bidders and do not let them get away with their cheating and charge them the buyer's premium, as with all other bidders.

Our experience of online auctions is that a small fraction of customers do not pay at the end or they do not prove to be serious. In such cases we cancel the bids, as it is too difficult to go after cases with international clientele.

+ CREDITWORTHINESS: **VERY GOOD** + + VALUES CREATE GROWTH - (PAGE 20) - ECON



NILFISK ATTIX 791 -2M/B1
Starting price: 20 EUR



FESTOOL CXS Li 2,6 - New machine
Starting price: 50 EUR



FELDER K 975 - Year of construction 2003
Starting price: 1.000 EUR

Very different: what makes our auctions special

No extra charge!

If entrepreneurs are those kind of people who dare to risk, then call us typical entrepreneurs: from now on, we abolish the 15% auction charge! We drew the conclusion that these charges serve no reasonable purpose at our auctions and therefore we stop them. Auction charges may have their justification when an insolvency administrator has objects brought to auction through an auctioneer who receives 15% of the realized price. Most of the auctions offered on the internet are however not part of this format. But as far as we know, everyone includes these charges as they have the „advantage“ of making the prices seem more attractive than they are. We are doing away with this sham because we're in favour of clear words at the start and short ways to reach our goal. The exclusion of this charge doesn't mean of course that you can buy for far less, but we set an innovative example in the industry that it can become more transparent and clearer than before.

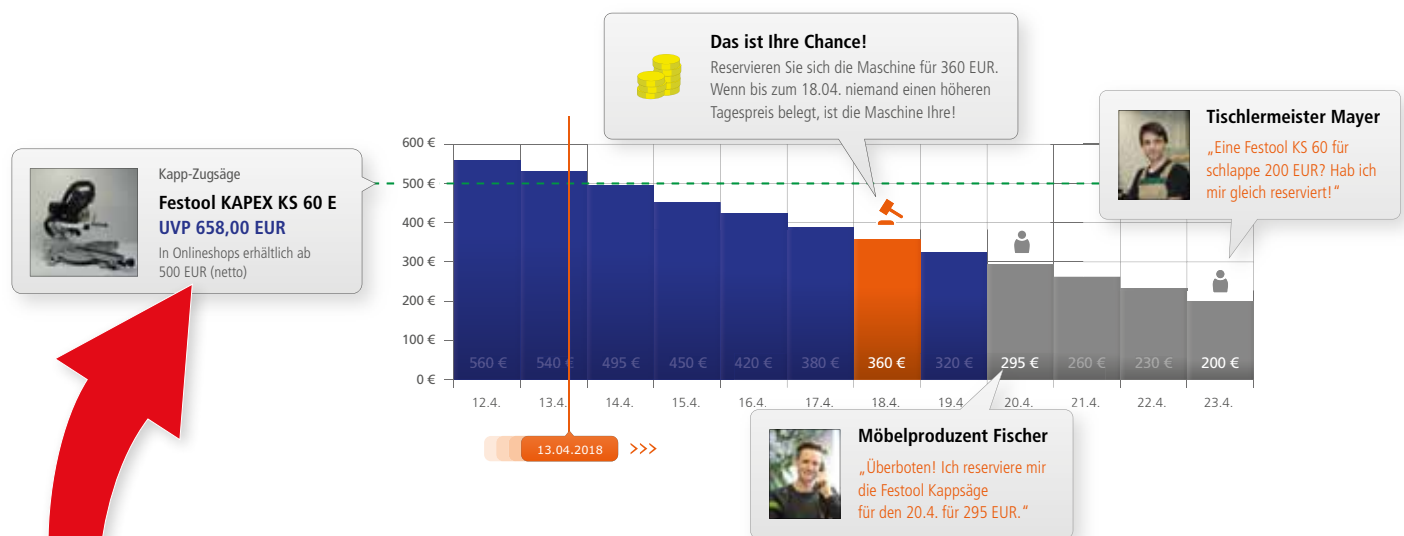
Innovative daily price auction!

So-called „backwards auctions“ are not new. They are, for example, known in Holland where they are used to sell off highly perishable vegetables, amongst other things. Woodworking machines don't

wear and tear after long times of storage; they suffer most of all if they do not receive sufficient care and service. But the concept of backwards auctions has one advantage which is also appreciated by woodworkers: an immediate purchase at self-determined offers. For all machine seekers who don't like sitting in front of the computer for too long, backwards auctions are an alternative. Here the offers aren't focused on the last minute of the auction. The bidder can comfortably determine the closing bid by his own offer. In other words, he can profit from an immediate purchase at any time. Höchsmann has introduced to the wood industry the concept of backwards auctions under the term „daily price auction“.

Minimum prices? Rarely!

An important and very attractive differentiating feature from many other auction platforms is that with WOOD TEC AUCTION, there is usually no minimum price limit. We have often been irritated after bidding at an auction and investing time, only to find out that it was all in vain: „We're sorry but the minimum price hasn't been reached; the object is currently not for sale“. Apart from the occasional exception, we want to give our bidders the clear message „We want to sell“, even if we haven't reached our desired price. We have had good experience with this and plan to maintain this idea in the



OMICAL STABILITY THROUGH SOLID VALUES + + CREDITWORTHINESS: **VERY GOOD** + +



FESTOOL KS 60 E-Set KAPEX, New machine
Starting price: 200 EUR



ALTENDORFTKR45 - Year of construction 1993
Starting price: 500 EUR



KLEIN&SÖHNE Planer
Starting price: 100 EUR

WOOD TEC AUCTION

future. The rule is that objects without minimum price limits have to be sold without fuss or quibble as soon as there are bidders - in emergency cases they'll be sold for the cheap starting price.

Refreshing transparency

Auctions are purchases with higher risks - that is well known, but what most people don't know, is that the risks can be limited pretty well. Especially if you work with a trustworthy entrepreneur like Höchsmann TECHNOLOGY FOR WOOD. Not only with WOOD TEC MACHINES but also with WOOD TEC AUCTION, we are ambitious to put the best, most extensive and honest details and object descriptions online. Most of our high-grade auction machines have online videos. Our auction platform, which is linked with WOOD TEC PEDIA, our net lexicon for wood technology, offers quick access to almost all important explanations and details of the machines offered. This is unique in the industry.

Reassuring competences!

WOOD TEC AUCTION differs from most other auction platforms in that we don't sell anything and everything, but focus only on woodworking machines. Auction buyers are looking for bargains and don't usually attach great importance to specialist advice or service competence, but there is still quite a difference if the auctioneer is competent in woodworking or not. It's reassuring to know that the object to be auctioned has been inspected by experts and will also be dismantled and loaded by our qualified staff. Höchsmann TECHNOLOGY FOR WOOD is no impersonal internet platform, but a company with many competent employees who you can call and ask questions to.

□ Stefan Höchsmann

...may I introduce:

Our current auction highlights.

Woodworking machines on stock

End of bidding on the 8th May 2018

We know what you are thinking: „This is where you find shelf warmers no one else wants.“ And we'd have to lie if we said that we didn't take advantage of offering less attractive machines - those we'd rather auction off for cheap than having them all piled up in the storage area. But that's not it. We frequently offer very attractive machines in high-risk fashion where some of our salesmen would simply shake their heads in disbelief, hoping everything will turn out all right. This stock auction will take a different turn - the machines are originally from two locations: the closure of a Bavarian interior manufacturer and a Norwegian massive wood furniture manufacturer. We would have rather auctioned off the positions from the sites but were forced to take everything on stock for schedule reasons.

Closure of the Nieburg Küchen GmbH

End of bidding on the 15th May 2018 and 5th June 2018

The renowned kitchen manufacturer „Nieburg Kitchen“ in Löhne near Bielefeld, which employed over 200 people in their peak times, had to cease production in 2018 due to economical reasons. We are auctioning off the machines and parts of the factory equipment directly from the site, still attached to the electricity supply. Whilst inspecting on site, the machines gave a very good impression - they were running in a single shift production and were regularly serviced. Because of the large quantity of positions, the auctioning will take place on two days.

We are offering a few large plants for a fixed price. On our website www.woodtec.com



+ + TREASURE TROVE FOR TECH FANS + + WOOD TEC HISTORY - (PAGE 16) + + OVER



FELDER F 700 Z/03 - Year of construction 2004
Starting price: 1.000 EUR



ULMIA 1711 - Year of construction 1980
Starting price: 200 EUR



BRANDT KDF 220 C - Year of construction 2010
Starting price: 2.000 EUR

hoechsmann.com you'll find a list of all positions and locations. Convince yourself and make an appointment on site.

Machines of the Felder Group from a joinery End of bidding on 22nd May 2018

This auction might be small but it is excellent. A Berlin manufacturer of exposition stands is closing production and selling off his machine park. The machines of the Felder Group are young, well cared for and have been running until recently.

Festool machines in an auction with day to day prices

After our day to day price auctions have had a longer break, we are daring a new attempt. Mainly brand new Festool Machines, with sensational starting prices, will be auctioned. Secure your desired price and define the final date. Lately only a few bidders took part in our new way of auctioning. This can be your chance for a real bargain!

▣ Sebastian Sauer and Bernhard Schwarze

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more under:

<https://www.hoechsmann.com/auktionen>



200 YEARS OF WOOD TECHNOLOGY AND TRENDS + + INTERESTING JOBS - (PAGE 19)



BECK BORA I - Year of construction 2013
Starting price: 500 EUR



MARK MSM 5.5 200AD 2000 - 2014
Starting price: 1.000 EUR



ALTENDORF F45 - Year of construction 1995
Starting price: 1.000 EUR

WOOD TEC PEDIA

Update on our woodworking lexicon



Homepage WOOD TEC PEDIA

New Design

Solid technology information, clearly laid out and connected with numerous images and brochures, like the Smart navigator and helpful links to similar technologies, alternative products, innovations, machine offers and much more.

New Search

Superfast, intelligent and adaptive - that's how searching for information works today. WOOD TEC PEDIA knows about 2000 different terms, series and machine types just related to CNC-machining - not even including CNC control and software solutions.

New diversity

Renowned manufacturers are constantly bringing new models and innovations to the market; some are truly innovative and change the production sustainably - others disappear after a short time unnoticed. WOOD TEC PEDIA knows and shows the traditional favourites but also some of the flops. Typical lexicon - no platforms for ads, just neutral information.

Did you know?

- Specialized in wood technology, an independent online lexicon.
- Focus on European manufacturers
- Focus: furniture making, interior design, solid woodworking
- Initial publication: 2011
- Languages: German, English, French, Spanish and soon Polish and Italian
- Technical texts: approx. 25.000
- Images, brochures, videos: approx. 30.000
- Series and machine types: approx. 16.000
- Constant updates and expansion through own editors

Everything just a copy? Nothing of the sort!

A team of up to 15 experienced Höchsmann editors has already spent years collecting facts from all over the world about wood technology.

HÖCHSMANN IS GROWING INTERNATIONAL - (PAGE 18) + + NEW LOCATIONS IN ITALY AND



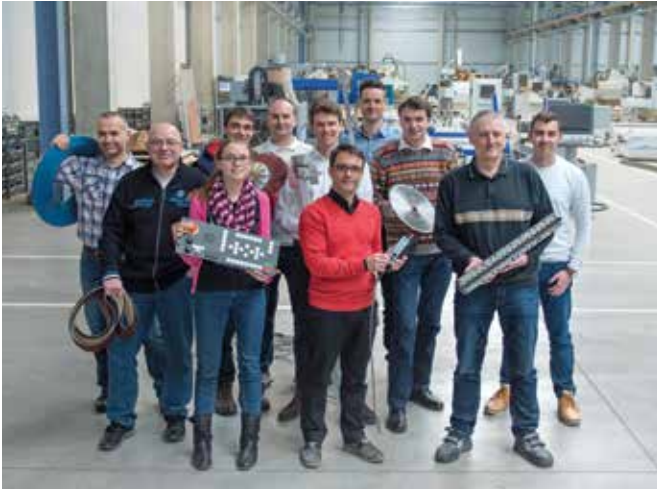
FELDER RL 200 - Year of construction 2011
Starting price: 1.000 EUR



OMGAT 55300 RR - Year of construction 2005
Starting price: 50 EUR



IMA COMBIMA K/II/R75 /845/F/R3
Year of construction 1999



The makers of WOOD TEC PEDIA

Together. With passion and enthusiasm we have created the largest ever, freely accessible and free of charge online data base of facts for woodworking technology - our WOOD TEC TPEDIA. Right from the start, the editors consist of wood technicians, master carpenters, engineers of different fields, forest scientists, programmers, translators, ...

From the collecting of brochures to the source of knowledge

When we started off with the lexicon in 2011, we had no idea that it would grow significantly. At a broad guess, the content has more than doubled in 5 years. In comparison: all of the machine brochures stacked on top of each other would have created an approx. 3,5 m high paper tower at the start. In 2018 this pile now overtowers a normal detached family house.

First of all we had the idea to make machine brochures accessible online to people interested in second-hand machines. But we quickly noticed that some employees have a gift for writing good and easily understandable technical texts. With meticulous care, our employees dealt with relevant wood-technology topics or referred to the special features of series, innovations or terminology. Significant side effect: We built up expert knowledge and began to compare the technology of the manufacturers. And because most of the editors

are employed in the sales and purchase departments, our staff also experienced a professional upturn through working on WOOD TEC PEDIA.

Wood technology lexicon - not an advertising platform

Manufacturers sometimes ask us to remove old models, pictures and brochures, as the machines are no longer being produced. Correct, but we don't want WOOD TEC PEDIA to become an advertising platform for new machines. We don't see older models and proven technology as flaws but as normality in our manufactures. It is our ambition to update the lexicon with the technology of today.

Mathias Tempel



Detail page:
WOOD TEC PEDIA

more under:

https://wtp.hoehsmann.com/lexikon/5477/baureihe_3



WOOD AUSTRIA + + FESTOOL-MACHINES - (PAGE 11) + + CHEAP VIA INNOVATIVE DAY PRICE



KOCH SPRINT PTP - Year of construction 2000
Starting price: 1.000 EUR



SCHNEIDER Table miller
Starting price: 200 EUR



HÜLLHORST AF 15 - Year of construction 1991
Starting price: 100 EUR

WOOD TEC HISTORY

Treasure trove for technology fans

Knowing the technology of the past

As a second-hand machine dealer, our experts are not as well up on latest technology as the experts from the machine manufacturers are. The reason is that our focus is rather on older machines, even though we do of course also try to purchase young machines. So one could say that our state of knowledge always lags behind a notch. This is not without benefits: we're not looking at old technology passively but with passion. For many years we have been collecting technical information and expert knowledge, and now we can pass it on to the industry.

Understanding the technology of the present

„Those who do not know the past cannot understand the present or shape the future.“

Helmut Kohl (01.06.1995)

This is also applicable to wood technology. The editors of our wood technology lexicon pursue very closely new technology concepts in order to publish them in WOOD TEC PEDIA. If they happen to encounter pioneering inventions which have created revolutionary changes in the market, such inventions will be taken on by WOOD TEC HISTORY. Through this research, an active learning culture has been established in the company which has led to broad general knowledge - and that most certainly has advantages over narrow, specialized knowledge.

One example for this is the invention of flow-coat technology for the spraying of frames by Leopold Höchsmann in 1985. After the prototype was successfully tested at a carpentry in Oberpfalz and subsequently went into production, this method spread throughout the industry and was taken on by other plant manufacturers. Even today, this flow-coat technology is the state-of-the-art technology for coating wooden windows.

□ Stefan Höchsmann

1950

1960

1970

1980

1990

2010

Die Sechziger Jahre

Erste Elektronik für wachsende Nachfrage

Die neuen Maschinentypen werden in vielen Details optimiert, um Qualität und Effizienz zu verbessern.

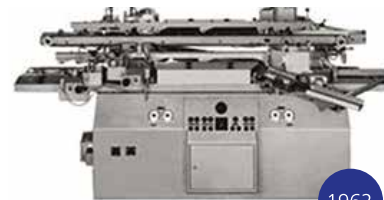


1960

Kehlmaschine mit durchgehendem Vorschub

Als weltweit erstes Unternehmen bringt Harbs Kehlmaschinen mit durchgehendem Vorschub auf den Markt.

» mehr lesen



1962

Schmelzkleberauftrag im Heiß-Kalt Verfahren

Homag präsentiert auf der Ligna die erste im Durchlauf arbeitende Kantenanleimmaschine mit Schmelzkleberauftrag nach dem Heiß-Kalt-Verfahren.

» mehr lesen



Mehrfachmagazin

IMA stellt ein automatisches Mel Kantenanleimmaschinen vor. Nur Eingriff des Bedieners ...

» mehr lesen

+ + VERY SHORT - „GOING AGAINST THE FLOW OF THE STRESSED“ - (PAGE 22) + + OP



PRIESS & HORSTMANN - 1995
Production lines for corpus items



BÜRKLE S 2 | 120
Starting price: 200 EUR



SIGNODE Stapping machine
Starting price: 100 EUR

WOOD TEC EXPO

Discover and experience approved technology for wood

Höchsmann on growth course

Within 10 years, the exhibition surface of Höchsmann has more than doubled to 11.500 m². Highly-modern, spacious, appealing machine halls meet all your expectations for storing and presenting machines. For years, our core competence has been, amongst other things, CNC machining centres and edge banding technology. Example for CNC-machining: No other type of machine is sold more often each year. In 2015: 131 centres, in 2016: 168 and in 2017 impressive 196 machining centres. That is roughly 4 CNC machines per week. A large number of tested and ready to demonstrate machines from all leading manufacturers await visitors to our site. Competent specialist's advice included, of course.

4700 m² machine exhibition under one roof

Two powerful crane systems make the handling of larger and heavier machines more efficient than ever before. From the thorough cleaning through to technical check-ups and competent repair work, up to the final acceptance by the customer - all these jobs are carried out by our experienced specialists to meet your demands and deadlines. The new halls now enable the use of larger plants for



Glance in the CNC exhibition

efficient serial production. It is our declared aim to stock industrial technology like multi-sided edge processing lines, high-performing cutting centres, planing, profiling and pressing technology and complete production lines in order to offer well-proven solutions in a quick and flexible way when required.

Mathias Tempel

Exhibition of industry plants, production lines, throughfeed technology



UNIONS TO THE BOOK + + STEFAN HÖCHSMANN + + „GOING AGAINST THE FLOW OF THE



FESTOOL CTL MIDI, New machine
Starting price: 100 EUR



JOFO Production lines for corpus items
Year of construction 2014



ABUS LS 350 kg - Year of construction 2003
Starting price: 1.000 EUR

WOOD TEC EXPANSION

New locations in Italy and Austria

Office Austria:

Werner Moosbrugger

I collected my first professional experiences as a technician in the Komptech company, a company which manufactures machines for wood chopping, amongst other things. Simultaneously I completed my extra-occupational studies. I chose „The purchase of used woodworking machines“ as the subject for my bachelor's thesis. Since August 2017 I am responsible alongside Herr Höchsmann for the purchase and sales in Austria - a highly interesting task for me! The potential of the Austrian market is high. Now we can act faster and make our presence felt more. Due to the good geographic location between Linz, Graz and Vienna we're going to be able to serve customers from countries like the Czech Republic, Slovakia, Hungary and Slovenia more quickly. I like travelling and I'm looking forward to these challenges.



□ Werner Moosbrugger

Höchsmann Italy:

Loris Novello and Emily Vilchez

When I started working for Höchsmann in Klipphausen in 2007, I was a single guy living in Dresden not far away from the company's headquarters. One year later I married my Peruvian „Mrs. Machinegun“, as Stefan Höchsmann calls her in his book. And as she wanted to get to know the big, wide world, our time as „working nomads“ had come. The number of times we moved house between 2009 and 2012 was a big challenge for the company, but it was well managed by both parties. Through the many changes of address, I was working rather from a globetrotter's office than from a home office. It took over 2 years until I came back to Germany. Although we didn't meet up during this time, we worked together daily in trust and success.

During this time we lived in Milano, Paris, Zürich, China and Peru before we returned to Klipphausen in 2012 and sort of settled down.

At the end of 2017 we said goodbye to our colleagues in Klipphausen and came back to Italy. We want to stay here. Like our boss, we will only be in Klipphausen every 3 months. We're thrilled with our new house close to Venice and the current development of the company. We now have the task of establishing a branch office with a hall for second-hand machines in our region.

Höchsmann in the heart of Europe



+ BIG AUCTION NIEBURG-KITCHENS - (PAGE 13) + + MACHINE AUCTION ON THE 15TH



METABO Circular table saw TK1685 - 1987
Starting price: 100 EUR



IMA QUADROMAT L12 - 1994
Starting price: 1.000 EUR



HEBROCK AKV 88 F - Year of construction 1998
Starting price: 200 EUR



Besides my wife Emily, we have also hired a young man as a sales representative, further recruitments will be made. We think that this way is a strategically clever decision; apart from Germany, the world's best woodworking machines are manufactured in Italy and this market is very important to us in the field of second-hand machines.

We express our gratitude to the company and the leaders in Klipphausen for all their support!

□ Loris Novello and Emily Vilchez

Höchsmann machine hall in Noventa di Piave (VE)



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Phone: +43 664 75028958
Mobile: +49 151 17138366
E-Mail: austria@hoechsmann.com

Sales office Höchsmann Italy

Region Venetien
Via Antonio Meucchi 34
IT-30020 Noventa di Piave (VE)
Phone: +39 0421 1832050
Mobile: +39 334 1045530
E-Mail: italia@hoechsmann.com

Job lists



Dissatisfied with your job?
No perspectives?
Eager for change?



Höchsmann is looking for:

- » Masters in organising & improvising
- » Eager beavers with team spirit
- » Role models in strength of character & reliability
- » Clear head in critical moments
- » Lateral entrants and autodidacts
- » Experts in languages & universal geniuses
- » Source code acrobats & technology freaks



FRIDAY AND 05TH JUNE + + OVER 200 POSITIONS FOR MINI-STARTING PRICES + + BIG AU



SYSTRAPLAN Feeding and destacking unit
Year of construction 1994



FESTOOL CTL 36 E AC HD CLEANTEC, New
Starting price: 200 EUR



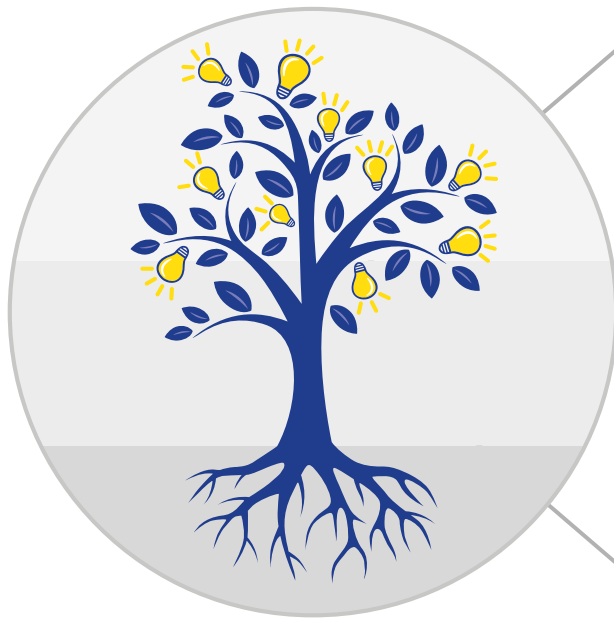
BIESSE ROVER 18 - Year of construction 1993
Starting price: 500 EUR

WOOD TEC CULTURE

Values create growth

In 2000 we worked on a memorable project with far-reaching consequences. We invested our time and energy not in commercial stuff, but ideals. We worked out a value chart, which we published under the name „Economical stability through solid values“.

and created the Höchsmann value tree, which graphically depicts our fundamental values from 2000:



Unfolding geniality

A solid trunk of employees, deeply rooted in moral values, embodies a healthy company tree. There is free space for unfolding potential, nutrients flow into the shoots, inspiration and creativity can develop and also exceptional fruits can flourish.

Experiencing solidity

We have attached more importance to values than to growth in the company and make every effort to apply them. Of course, we also fail often enough. However, a constant return to our roots of values will support and stabilize the company tree with its members of staff, so that it can even experience harmony and growth in difficult times.

Raising integrity

We nourish our company tree via roots which give us the moral framework for our work. Our work is mainly concerned with money but our foundation is grounded in solid values, such as charity and honesty. We are convinced that „value-companies“ which consistently stick with their principles will have advantages in competition.

Seventeen years later, we were amazed at how the vision has been fulfilled: The solid values which we proclaimed, which go beyond monetary value, have ensured us economical stability. In order to keep the future of our growing company solid in values and stable economically, the attitude of the right employees is of great importance to us. In all departments we are constantly on the lookout for new staff - preferably creative heads, unconventional doers, underchallenged specialists, responsible co-thinkers and trustworthy collaborators. As it is not easy for medium-sized businesses to find such outstanding personalities these days, we thought of something special in 2017

more under:

<https://www.hoechsmann.com/unternehmenskultur>



+ + VERY SHORT - „GOING AGAINST THE FLOW OF THE STRESSED“ - (PAGE 22) + + OP



GRAULE ZS 85N - Year of construction 2000
Starting price: 200 EUR



PRIESS & HORSTMANN BAT III -CNC
Year of construction 2004



IMA AVM K/I - Year of construction 1995
Starting price: 2.000 EUR

WOOD TEC TRUST

Trust through soundness and creditworthiness

Speaking numbers

As a company which was granted 1,33 points by the Credit Agency back in 2016 - the highest credit rating in the branch - we believe we have got something to say about trust. Of course, trust has more to do with people made of flesh and blood than it has with numbers composed of bits and bytes. Our employees are of far more value than rating points, account balances and sales records.

The creditworthiness of Höchsmann GmbH by Credit Reform compared to the German school marking system of 1 - 6, whereby 1 is the highest mark possible.

1,0 1,5 2,0 2,5 3,0 3,5 4 5 6



Höchsmann
TECHNOLOGY FOR WOOD

From 28.11.2017

Stable people

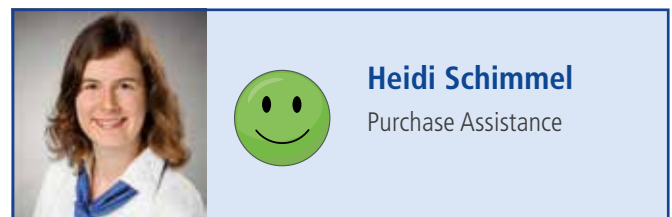
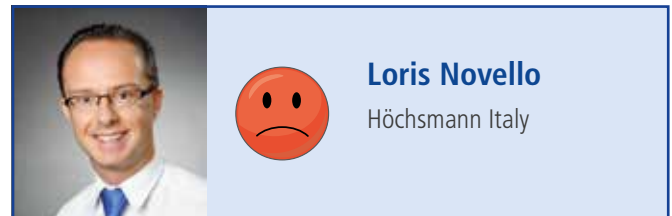
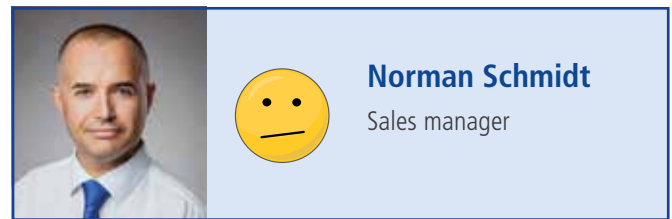
The Höchsmann team is a different one than 5 years ago and yet it has still remained almost the same. How come? Our long-term employees have almost all stayed with us and many more have joined us. We wondered how to remain an attractive employer in the future. A fast-growing company in a quickly-developing economy has its challenges. Persisting overload or even burnout is to be avoided at all costs. We found an innovative way how employees can show their daily workload.

Glowing lights




For years, Höchsmann employees have communicated their current workload via our „stress indicator lights“ so that everyone else in the company can see how the respective employee estimates their personal stress level. Our goal is to be on the green signal for two-

thirds of the entire company. But we are far away from that goal. Just because we've got these lights, we are not automatically protecting our employees from having a burnout. But this strategy has certainly proved itself useful. The fact that we get regular insight on each employee's stress level is valuable and of great benefit.

Stress indicator lights



Meaning:

-  Balanced workload
-  I've reached my overload limit
-  I need support

UNIONS TO THE BOOK + + STEFAN HÖCHSMANN + + „GOING AGAINST THE FLOW OF THE



TITAN UMREIFUNGSTECHNIK VK 10 - 1998
Starting price: 100 EUR



IMA MEINERT UBS4D/ST1 - 1999
Beschick- und Abstapelanlage



SCHMALZ Vakuumbegerät PSE140-SO
Starting price: 500 EUR

WOOD TEC READER

„Going against the flow of the stressed“

Many are looking for their dream job without any permanent stress, but more and more experience permanent stress without their dream job. They are pushed into the flow of the stressed. Stefan Höchsmann was also one of them. Hunting for reputation and success he spread hustle and bustle and chaos. But after unsuccessfully fighting against the stress-machine in himself, year after year, he decided to take on a radical cure. In his autobiography he describes his stroll to success and discloses which compass has directed him to his unusual job model „Business as unusual“

Very good ideas for imitation

When I considered the idea to become a freelancer, I also considered which responsibility I carry as an independent Christian for the company and for my environment. At some point Stefan Höchsmann's book came to my attention. „Gegen den Strom der Gestressten“ (Going against the flow of the stressed). I ordered this and absorbed every page like a sponge. The book contained a lot of good ideas inspiring to imitate and further pursuing. I found it very exciting how other entrepreneurs go through their daily life as Christians, which is why I like reading these books and stories. I will definitely read the book at least one more time.

Jakob Penner - C. S. Engineering GmbH
Development of seating furniture for the furniture industry

Very amusing

Compliments to the entrepreneur and salesman from the woodworking machine, who one would have expected to write such a book. Bypassed the poor weather period over Pentecost 2017 with that book and found it very entertaining.

Magnus Schöb - Managing Director
Schöb Fenster- u. Treppenbau GmbH & Co KG,
Winterrieden • Managing Director Fuchs-
Treppen, Herberlingen

GEGEN DEN STROM DER GESTRESSTEN

STEFAN HÖCHSMANN

Ein ungewöhnlicher Geschäftsmann.
Eine ungeschönte Geschichte.

BRUNNEN

Unusual management and exciting life story

The book is very well-written and I got through it in a few days. You can learn how to manage a company quite differently and live an exciting life at the same time.

Sepp Walcher
Manager
Schwab Walcher Carpentry
Schladming

+ + ONLINE-MACHINE VALUATION FOR FREE - (PAGE 4) + + WOOD TEC VALUE + + MAR



SCHNEIDER Table miller - 1985
Starting price: 200 EUR



JOFO Panel storage - Year of construction 2013



IMA HKA - Year of construction 2000
Starting price: 500 EUR

Humorous entertainment

Managers are trained quite differently today than the way Stefan Höchsmann practises management. This is where the chance lies for small and medium businesses in Germany. The most important thing is to meet the employees with respect and trust and to let them work creatively so that they have joy in their work and are able to draw strength on a daily basis.

An entrepreneur shouldn't over-control his employees. Stefan knows that very well and is able to keep his mind free and do his job in such a way that he also enjoys doing it. But it requires self-reflection, something he can do very well, which is also a strength of a good leader. [...]

Heinz Auer - Managing Director
Holzmanufaktur Auer

My brother has surprised me

[...] The book describes vividly that it all runs down to a positive entrepreneurship culture and the persistent realization of set goals. Stefan has special qualities which, together with his team who have worked exceptionally persistently in this field, led to this result. [...] Stefan has made it, thanks to his consistent way and thanks to his firm belief to see the world in a different light, as opposed to many others in his situation. Thus important decisions are made quickly, clearly and more farsightedly than one would think.

This makes the difference in our often indecisive world nowadays. But I know that he's an eager entrepreneur just like all of us in our family. He's pretty busy with his company, the responsibility and the risk and has his full attention directed towards it. The book gives a good glimpse into his life, especially his early years. I can highly recommend it because he's got a lot of adventures to relate. We also give his book to many friends and acquaintances and are happy about the positive reviews.

Martin Höchsmann
Managing Director - Höchsmann Maschinen

Very exciting life story

Whoever takes on responsibility in working life also chooses the fight of the stressed, I do believe. We are usually measured according to the goals we reach and the success we have. [...]

It's fascinating to me that Stefan Höchsmann was obviously successful in avoiding this battle. He has built up a thriving company on the side because he didn't only want to have more but because he was willing to let go. His life story is very exciting, because he has experienced a lot along life's paths, has been around the world in many different ways and has found a very special way which goes far beyond earthly goals.

Frank Busch
Managing Director
Schweikart Furniture Parts

A non-reader's comment: Not boring at all!

I'm almost a convinced non-reader. In other words: of impatient nature. Books usually bore me. If I start one I usually don't make it till the end. When Stefan Höchsmann gave me his copy of his autobiography in person, I was quite interested in the book because of my business connections with him. So I was surprised to reach the end of the book without being bored once, very unusual for me!

Manfred Kreidl
Salesman
IMA Klessmann

Devoured in a few days

Entrepreneurs are born with the strive for success and the drive to go forward - and also the stress mentality. Stefan Höchsmann is a typical example for this. In his interesting autobiography he describes how he almost drowned in a whirlpool of stress. But before it was too late he recognized that striving for success and money is not the most important thing in life. [...]

Edgar Paul
Owner of Paul Used
Wood-turning machines



Further information and more extensive reader's opinions can be found on our website: <https://www.hoechsmann.com/buchrezensionen>

KEY PRICES VIA MOUSE CLICK + + ONLINE-MACHINE VALUATION FOR FREE - (PAGE 4)



ULMIA Circular table saw
Starting price: 200 EUR



HOMAGNFL266/30-Yearofconstruction2002
Starting price: 5.000 EUR



FESTOOL TS 55 RQ Plus, Neumaschine
Starting price: 100 EUR

Auction dates

Woodworking machines on stock

Final bidding date 8th May 2018



The machines in this auction are mainly from two company closures in Bavaria and Norway. There's something for everyone: young and high-quality machines, as well as older, solid technology.

Auction with day to day prices

You determine the final date!



We auction off new and used Festool manual machines. Cover a price class in our day to day price auction and secure your desired price! But don't hesitate for too long or a new bidder will come up first. Bieter zuvor.

Closure of Nieburg Küchen GmbH

on 15th May and 5th June 2018



We are auctioning off over 200 positions of machines and factory equipment from the renowned kitchen manufacturer „Nieburg“ at the Löhne site near Bielefeld. The machines are still plugged in and ready to use. Convince yourself and make a viewing appointment on site!

Carpentry machines of a trade fair constructor

on the 22nd May 2018



Young and high-quality machines of the Felder Group are being auctioned off. A trade fair constructor from Berlin is resetting his production and selling his woodworking machines.

Höchsmann GmbH
TECHNOLOGY FOR WOOD

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