



**We will continue
to develop**

In Spring 2021, the Senior Managing Director of the HIMMEL® Group from Gescher, Paul Lütkenhaus, passed away unexpectedly. In the interview, his daughters Nina Lütkenhaus and Petra Böing discuss the sudden, but nevertheless not ill-prepared, take-over. They take a look at the past months, current projects and a variety of potentials.

Ms Lütkenhaus, Ms Böing, due to the sudden death of your father last spring, the structure of your company has inevitably changed. After all, your father was a pillar of your corporate group for more than 50 years. How have your roles in the company changed since then?

Nina Lütkenhaus: I have been managing director since 2018 but since my father's death, decisions I make are – in my opinion – even more conclusive. In the past, my father was always there to answer questions and to coordinate things with us.

Petra Böing: Our father excelled in finding solutions even in difficult situations. We compensate for this by exchanging ideas among ourselves, and especially with the experienced employees in our great team, much more intensively. And I have the impression that we are doing a good job so far.

Despite this huge loss, the operational business has continued practically without disruption. How did you manage that?

Nina Lütkenhaus: It was very important to my father that everything ran smoothly even when he was not there. One result of this strategy is that we have competent employees in key positions in the company who are capable of making decisions. It is the same in management: My sister and I already knew exactly what to expect and how to deal with it.

Petra Böing: An important point is the heart and soul that the whole team puts into their work. Everyone was hit hard by the death of our father. He was an influential mentor for many employees and most of them have

known my sister and I since we were young children. The desire to support us was therefore equally great. That is a nice feeling that has helped carry us through the past months.

One indication that the operational business continued seamlessly is the acquisition of a competitor last May. What was behind this?

Nina Lütkenhaus: As part of an asset deal, we took over parts of the insolvent Bockwoldt gear motor factory in Bad Oldesloe. This gives us a much broader position as a niche supplier in the field of gear motor production.

How has the business unit developed since then?

Petra Böing: Very well! Of course, integration was and is a feat of strength. Thanks to our excellently coordinated team, the first transmissions from the new series have already been delivered.

From your point of view, what are the next development steps in the short term?

Nina Lütkenhaus: We want to develop consistently in the niche markets we serve. We currently see considerable potential in the area of flat motors, for example, which we want to explore through new developments and the use of new technologies. We have also recently initiated a few new developments in our other fields of business, such as drive technology and plant engineering. I am thinking, for example, of the wet disintegrator field, which has been extremely successful for us. We are always looking for and finding new areas of application here. The potentials are considerable in any case.

Your corporate group is turning 75 years old in 2022. Reason enough to take stock. Where is HIMMEL® technologies today?

Petra Böing: As already indicated, we have developed several niches in the fields of drive technology, plant engineering, materials handling, mechanical engineering, pumps and pump technology. Recognising the development potential of products has always been our strength. Over the years, we have therefore taken over many product areas and companies with which we have had direct or indirect involvement and developed them in such a way that one or two salespeople must surely be annoyed now.

Nina Lütkenhaus: The best example is the flat motor, which was originally only intended to drive circular saws. But we saw much more in it from the very beginning, and successfully so: These motors are used in many other fields today – for example, 5-axis robots that produce finished components for log cabin construction in a single operation. Without such visions, such a broad area of application would have been unthinkable, which is why the topic of research and development will always have a high priority. In the future, we also want to continue to expand our product portfolio with new and further developments together with our employees.