

Waagen Pauli – a New Balance



Diversity in the showroom: Andreas Pauli (l.) offers weighing systems, by renowned manufacturers, for a variety of requirements



As a service provider this family enterprise undertakes maintenance, repairs and calibration of weighing scales

From feather weight to heavy weight – Weighing tolerances can cost a company a lot of money. The service technicians of Waagen Pauli GmbH know this only too well. The family-run business from Velbert, Germany is now offering its expertise to British clients.

What is weighed? In industry large and small items can be weighed on counting scales; or the smallest amount can be measured using a moisture analyser or an analytical laboratory balance. Medical Scales show the weight of a new born, or Train and Rail Scales show the accurate weight of entire goods trains. Weighing systems are as different from each other as the companies which use them. Whether measurements are required in milligrams or in tonnes any large or small business will find knowledgeable help from Waagen Pauli GmbH.

Tailored to Service and Quality

Waagen Pauli's 12 man team specialises in sales, maintenance, planning and the adaptation of bespoke customer systems, new and used scale hire, as well as calibration and commissioning prior to inspection of mechanical and electronic scales. For the duration of the repair work replacement scales will be provided free of charge. Waagen Pauli has a long standing relationship with Rhewa-Waagen in Mettmann. Among our other suppliers are Kern, Sartorius, EHP, Dohmen, Systec, Ravas, Precisa and Adam Equipment. Customers with seasonal requirements, possibly for inventory purposes, can choose from our range of 450 weighing scales. Waagen Pauli is certified by the Eichamt Düsseldorf (Trading Standards Institute for weights and measu-

res) to undertake repair work and testing using calibrated weights to Standard DIN ISO 9001. "Scales can often be re-adjusted but in a worst case scenario the load cells need replacing," says General Manager Andreas Pauli. These customers can then choose a service contract of either, six monthly, yearly or two yearly intervals. We also provide an ad-hoc service for urgent cases.

The family enterprise was founded in 1990 by weights and measures expert Hans-Bruno Pauli. His son Andreas took over 4 years ago. This change-over also resulted in the relocation of the Head Office to Velbert. Waagen Pauli now operates from an 800 square metre site containing the factory and office building. Waagen Pauli has invested in large scale weighing equipment for trucks and rail cars, opened a branch in Düsseldorf and is building up its export business which is becoming more and more important.

Venturing into Great Britain

With customers in Luxembourg and the Netherlands Waagen Pauli has experience in dealing with customers outside its home market which will be beneficial to UK customers. "I think our know-how and the label 'Made in Germany' will help to make an impact" Andreas Pauli proclaims confidently. Having graduated in economics and international trade he lived in London with his wife for 13 years, has worked there in several international organisations and has a special affection for Britain. The success achieved in his home country should be a good indicator of the dedication Waagen Pauli will give to their British clients. ■

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