From raw material to product.

It does not work without weight - no other physical quantity is so crucial for the successful production of and trade in goods and so for the entire processing industry with all its economic consequences. The weight of the individual components plays a decisive role in the entire production chain, from the raw material to the product: on one hand for the production process itself, for the quality of the finished product and on the other hand for the economic efficiency of manufacturing and trade. "Nowadays, it is no longer enough to weigh products alone with individual instruments - individual total solutions for the respective production chain are required," explains Michael Zimmermann, Regional Sales Manager at Penko Engineering. "The economic landscape in the Federal Republic is diverse, but the industry continues to set the pace of the economy. That's why we are looking forward to individual projects and challenges that match with our introduction to the German market."

Throw it on the scale

By nature, the weight constitutes a continuously usable magnitude, regardless of the consistency, mass density, type or temperature of the material - it does not matter whether it is a liquid, a solid, a granulate, a powder or a gas. Weighing therefore forms the basis for the sustainable generation of products and the observance of quality for every industry. Because this data has consequences for the quality of semi-finished and finished products, the storage of materials, the consumption of materials and ultimately also the profitability of companies. Every year, figuratively, huge amounts are invoiced based on measured values, determined by scales. For this reason, the reliability and accuracy of weighing technology are indispensable conditions for a functioning economy and fair trade. "Weight and the accompanying optimal dosage can prove to be a real game changer for companies.

The alpha and omega for efficient production are systems tailored to their respective needs," Zimmermann emphasizes. Weighing and dosing systems ensure optimal process control. The trend is leading to central online monitoring and control of production installations in combination with powerful and easy to integrate weighing systems. In this area, even small optimizations lead to increase of performance and cost reductions. Users demand increasingly precise and faster weighing systems as well as user-friendly software. "These properties are becoming increasingly important, especially in connection with the sometimes very extensive, strict production rules," explains Zimmermann.

Individuality is central

A wide range of needs requires special solutions: from weighing of raw materials, components during dosing, additives for mixing or static weighing of containers and silos to weighing in motion of train wagons or trucks, tailor-made systems are desired

The demand for so-called "single units" for industrial production is decreasing, the focus is increasingly on intelligent integration in the entire process. In this context, the measurement data must be integrated into process automation via strong communication channels. Michael Zimmermann emphasizes: "We need weighing technology providers without blind spots with a total perspective and attention to the vision and strategy of the company concerned.

Weighing technology experts must thoroughly examine each project for the most efficient solution. This is the only way to optimize business models and achieve new growth opportunities. "Meeting the constantly increasing demands of the processing industry requires innovative and competitive tools. Essential for this: a thorough knowledge of the process, in particular of the interfaces to the above and below program sequences.