

NEWSLETTER 1/2010

FOR MEASURABLE SUCCESS

SOEHNLE
PROFESSIONAL

**The Soehnle Professional Team wishes you a Happy New Year!
We look forward to continue our good cooperation in 2010.**

What's new?

* Approval Class – what is it?

Soehnle Professional's range of medical and industrial products includes approved scales such as our personal scales 7700 or our bench scales 7790. Now, since it is not always commonly known worldwide what approval means, we would like to take the chance to explain it in more detail and hopefully provide you with some helpful information

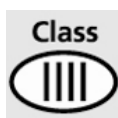
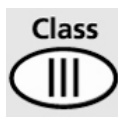
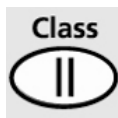
According to the EU Directive 90/384/EEC, scales must be approved by an official institution (or companies that has undergone certain tests with the result of a certification such as Soehnle Professional) **IF** they are used as follows:

- Trading, if the price of a good is determined by its weight
- Production of pharmaceuticals in pharmacies as well as for analyses in the medical and pharmaceutical laboratory
- For official use
- For production of finished products / convenience food

There is an approval seal; a green M. Together with the approval class (see below) they confirm the allowed approval tolerance. The scale that has been approved gets the seal with the M and is sealed with leads.

Approval classes are defined:

Class I	Analysis scales
Class II	Precision scales
Class III	Industrial and trading scales as well as medical scales
Class IIII	Baby scales



* Soehnle Professional reflects 2009

The year 2009 has been positive for the further development of Soehnle Professional despite a strong economic downturn worldwide. We struggled with the situation together with customers and business partners and were happy to remain successful.

We would like to thank our business partners for the great year 2009 and look forward to continuing and further developing our good relationships in 2010!

* Information about products presented at MEDICA 2009

Our latest innovations in the medical range that have been presented at MEDICA in 2009 have attracted a lot of interest worldwide.

Please find our MEDICA catalogue online [here](#) for download.

For any information on prices and delivery times, please request those from your sales contact.

Contact [us](#) for more details!



Please note that Class I is the most precise scale with the highest standard of measurement, and Class III the lower according to the directive. Practice shows that Baby scales usually also have Class III.

Consequently, accurate measurement of mass is vital in a wide range of applications from product design to ensuring compliance with health and safety requirements. National Institutions (see below) provide a calibration service for standard weights of all OIML classes and provides high accuracy, traceable precision mass measurements for all manner of artefacts.

In many countries a National Metrology Institute (NMI) will exist which will maintain primary standards of measurement (the main SI units plus a number of derived units) which will be used to provide traceability to customer's instruments by calibration. The NMI supports the metrological infrastructure in that country (and often others) by establishing an unbroken chain, from the top level of standards to an instrument used for measurement. Examples of National Metrology Institutes are NPL in the UK, NIST in the United States, PTB in Germany and many others.

If you have any further questions regarding approval, please contact us!

* **STRATEGY & SALES TRAININGS in 2010**

We have successfully completed our **STRATEGY & SALES TRAININGS in 2009** and were impressed by the positive results. This is a reason to continue in 2010. The trainings will slightly change by being split for technicians and sales people. We aim for a more focused session to gain the best benefit for both parties.

Details regarding the exact dates and contents will be published in the coming weeks. We hope that we will track your interest!

Curios?

Valid until 31st January 2010!

Please keep in mind our **special offer** in December 2009 / January 2010 for the selected industrial and medical products.



The Special offer is also available with more details [here](#).



Contact:

You missed a Newsletter?

Follow the link <http://www.soehnle-professional.com/en/company/news/> and find the archive of our Newsletters.

If you have any questions or require further information, please do not hesitate to contact [us](#)!

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