



How can one measure the success through hard work and innovation

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Success through hard work - a simple and pretty obvious equation, but the reality is not so easy. Nonetheless, Wolfgang Blessing, founder, owner and CEO of CS Instruments GmbH & Co. KG, a specialist in compressed air and gas meters, attributes the impressive growth of his company to not a small part of his own appreciation for hard work and dedication of his employees.

„The love of work is one of the key factors for our success,“ says Wolfgang Blessing. „To make this happen, you really have to like what you do and dedicate yourself to it. It’s like making a hobby a job. My relationship with my team is very much about openness and trust; everyone is able to work autonomously and independently.“ CS Instruments was founded in 2002 by Wolfgang Blessing and Christian Schuldt.



Wolfgang Blessing
Founder, owner and CEO of
CS Instruments GmbH & Co. KG

When the latter died, Wolfgang Blessing became the sole owner and managing director. Both had extensive experience in the field of measurement technology and the company soon developed a broad portfolio of compressed air and gas measuring instruments that can provide usage statistics or monitor a compressed air system, for example.



LD 500
Intelligent Leak Detection Device
Available Q1/2018

Developed for industrial use, the instruments enable energy savings and ensure safety in production. The latest addition to the portfolio is the new LD 500 Leak Detector, available from the 1st quarter of 2018. Not only is it able to find leaks and determine their extent, but thanks to its built-in camera, it can also take photos of the leak environment and create computer-based reports.

„All our products are developed, produced and calibrated at our location in Tannheim,“ emphasizes Wolfgang Blessing. Our products are 100% German - we also work with German suppliers. The predicate ‚Made in Germany‘ is very important to us.

The export accounts for about 50% of the annual turnover of 15 million EUR generated by CS Instruments. The company operates worldwide with offices in Switzerland, Austria, South Africa, Italy, Spain and France, and with trading partners in many other countries. It supplies manufacturers in a variety of industries, including the automotive, food and chemical industries.

Besides hard work, a number of other factors contributed to the success of CS Instruments. „Innovation comes first in everything we do,“ emphasizes Wolfgang Blessing. „Everything we offer is designed and developed by us, which means that some of our products are truly unique. We respond quickly to customer inquiries and treat customers as friends. We go the extra mile to make sure they feel well cared for with us - we live that philosophy every day. We make decisions quickly; not lectures and meetings are our goal, but products. „ After initially concentrating on the portfolio, in 2006 the company established its headquarters in Tannheim. This was expanded first in 2011 and then again in 2016. As far as the future of CS Instruments is concerned, Wolfgang Blessing is very optimistic.

„The topic of energy saving is very important for companies from many industries, and we can deliver exactly the right solution - in any case,“ he sums up. „We are in a niche market, and our goal is to become the market leader in this niche. The combination of hard work and innovative products is our secret of success. If politics puts no obstacles in our way and does not hinder free trade, I foresee a very positive future.“ It seems that the hard work and the joy of it will continue.

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