

# More integration, miniaturisation & intelligence

**Johann Salzberger**, Managing Director, Micro-Epsilon Messtechnik GmbH & Co KG, shares his views on the developments in the sensors technology, challenges faced in solving specific measurement and inspection issues, and strategic plans for his company. Excerpts from his interview with Shekhar Jitkar...

**You have been associated with Micro-Epsilon since 1976. Can you brief us on the developments in the sensors technology over the years till date?**

Over this time period of nearly 40 years, Micro-Epsilon has developed a wide range of physical measurement principles for sensing displacement, distance and position. This makes us a leading company in the special sensor business of geometrical sizes. The technology has changed from purely electrical transducers to modern mechatronic-based sensor systems. This means, today, sensors are more equipped with electronics and with more integrated intelligence, viz, micro-computers and software. Another successful story is the constantly increasing importance of optical and laser sensor systems and vision technology.

**How do you look at the technology trends in future vis-à-vis market requirements?**

In the future, the market will need more sensors in general and more sophisticated sensor solutions in particular. In the field of displacement measurement many sensor technologies will be required as there is no universal measuring principle which can solve the whole variety of measuring tasks. There will be a trend to more integration, more miniaturisation and more intelligence.

**What kind of challenges do you face while offering measurement solutions to customers for solving specific measurement and inspection issues, as well as new measurement applications?**

Our staff of engineers and technicians in R&D, production, sales and application engineering have to have a wide and deep engineering knowledge. They always must be very creative and innovative. For that we invest a lot in training and education of our engineers. Together with our customers we have to develop

new measurement solutions. Therefore, a close partnership with our customers is very important.

**It is very important to have sensors which are well-engineered and with high design quality to ensure a longer service life. How does Micro-Epsilon take care of these factors?**

We have a very well motivated team of design engineers in Germany and good qualified and trained engineers in sales and applications worldwide. Our business model and our success is based on a high degree of sustainability. Our employees have been working very long with our company and hence they have an extremely deep knowledge in our sensor business. Our investments in research and development projects are far beyond the average of the high-tech industries.



**How is the overall demand situation for your products today, globally and in Europe?**

There is a rising market potential for our products globally. Many industries have increasing demands, e.g. automotive, machine builders, semiconductor, aerospace,

factory automation, etc.

**How do you see the potential for your business in India? What are your strategic plans for India?**

India is a big growing economy with many types of industries which will need precise sensors for their machines and devices in the future. We are just training young engineers from India in our headquarters in Germany for application engineering and innovative use of our products. After this traineeship they will go back to India in order to support our sales team and our customers in India. □

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