

Hirschmann MCS Finds a Balance Between Technical Progress and Long-Lived Products

(NL/2147277024) New, long-lived products that are compatible with or can even replace older ones are only one of the many answers that Hirschmann Mobile Machine Control Solutions (MCS) is providing to deal with an awkward situation in the crane market. The relatively short lives of sophisticated electronic components contrasts sharply with cranes themselves, which can remain in operation for some 15 years.

As the most successful producer of electronic controllers, Hirschmann MCS strives to make its products available to customers for as long as possibleÂ?for example, for cranes that are 10 or more years old. However, as technical advances leave legacy technologies behind, it can get increasingly difficult to procure many older electronic components.

To master these challenges, Hirschmann is active on three fronts:

- First, it endeavors to introduce new products that are compatible with older models and can therefore replace them and eventually be replaced in turn by even newer products. This ensures that cranes can continue to be used for many years.

- Second, the companyÂ?s R & D department is working to extend productsÂ? lives, while the company practices strategic purchasing in close cooperation with suppliers to actively ensure the long-term availability of products.

- Third, as soon as a required product ceases to be available, Hirschmann MCS notifies affected customers and discusses possible solutions and planning scenarios with them.

Company Profile

Hirschmann Mobile Machine Control Solutions (MCS) is a business unit of Hirschmann Automation and Control GmbH, a company of the U.S.-based Belden Inc. Group.

Hirschmann MCS is the world market leader in safe load indication systems for telescopic and lattice-boom cranes and the system provider of innovative mobile automation platforms for all applications involving rough environmental conditions. The company is setting new standards in meeting safety requirements and in the product categories of sensors, controllers, consoles, and software for mobile machines and applications Â? across all industries. Hirschmann MCS produces and sells product and system solutions for manufacturers of mobile machines and equipment. It has 130 employees in Ettlingen, Germany and another 20 in Chambersburg, Pennsylvania (in the United States), and 300 staff work at a joint venture in Xuzhou, China and a sales office in Shanghai.

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