

DECEMBER NEWSLETTER

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On The Horizon



Australia building a “thinking and fighting” Navy for the 21st century

Located amid an increasingly dynamic and complex Indo-Pacific region and responsible for critical maritime trade routes, the Royal Australian Navy (RAN) faces unique naval challenges. And now it has a new strategic vision to meet its needs for the 21st century.

According to an article in [Defence Connect](#) an Australian defense force news site, the country has launched a Navy Industry Engagement Strategy to support the development of a long-term, sustainable and globally competitive naval shipbuilding industry within Australia.

This initiative, named “Plan Pelorus 2022” by Chief of Navy Vice Admiral Michael Noonan, represents the Navy’s vision for developing a “thinking, fighting, Australian Navy” supported by uniquely Australian capabilities within industry and academia. Warwick Lorenz, President of [Australian Pump Industries](#), says his company is well-positioned to meet the RAN’s need. “Aussie Pumps partners with shipbuilders, and with Navy directly, to support the existing fleet and the fleet of the future. We are proud of our work which keeps RAN’s ships operational and the people who man those vessels safe.” The end goal is to build a maritime capability that underpins the long-term security and prosperity of Australia — one that is:

- Fully staffed: at sea and on shore
- Lethal: able to deny, deter and defeat all adversaries
- Integrated: operating effectively with the rest of the Defence Force and with global allies
- Battleworthy: providing sea, air and cyber-worthy platforms
- Sustained: meeting current and future commitments, near-region and beyond

Dante Valve is proud to partner with Aussie Pumps as they meet these challenges.

Read more about how Australia is marshalling its national industrial and intellectual resources for this unique naval endeavor. View the full article in [Defence Connect](#).

[VIEW MORE DETAILS](#)

Trade Talk



Using IIoT and smarter maintenance to avoid costly downtime

More manufacturers are embracing IIoT (the Industrial Internet of Things) solutions and “smart manufacturing” techniques to reduce the costs and delays that come with unplanned downtime. (See this issue’s “Lisa’s Letter” for Dante Valve’s initiatives in this area.)

IIoT includes, among other capabilities, the monitoring of equipment and process parameters via sensors connected to networks. According to an article in [Valve Magazine](#), innovative companies are using these solutions to advance from “reactive” and “preventive” (scheduled) maintenance to “predictive” and even “prescriptive” maintenance approaches that optimize uptime and reliability like never before.

Predictive maintenance involves monitoring the condition of equipment using strategically placed sensors, and then collecting system data through an IIoT solution. This approach includes:

- Analyzing data trends and providing alerts when equipment approaches the limits of its “normal” ranges — e.g., excessive vibrations or noise
- Flagging a technician to inspect and/or repair equipment
- Allowing equipment to safely run as long as possible before replacement, repair or unplanned downtime occur

Prescriptive maintenance not only detects when equipment or processes are heading out of range, but also suggests or even implements solutions. Such a system can be designed and automated to:

- Order needed parts and schedule service
- Log when the service has been completed
- Tabulate parts, labor and downtime costs
- Make actual adjustments via software — such as slowing down an equipment line to prevent failure until the next scheduled shutdown

The possibilities are amazing, and the cost reductions and efficiency improvements are attractive, too. Read more about these game-changing IIoT solutions by viewing the full article in [Valve Magazine](#).

[VIEW MORE DETAILS](#)

Lisa's Letter

Innovating and automating with a human touch



Last month, I attended the FABTECH 2019 Conference where much of the focus was on “Industry 4.0” — the “4th Industrial Revolution” and movement toward IIoT, smart manufacturing and automation. It’s a phenomenon driven in part by the looming skilled worker shortage and, of course, the ongoing demand for efficiency and profitability.

This movement dovetails nicely with what we’re doing at Dante Valve. Our theme for 2020 is: **Innovate and Automate**. The topic of innovation was recently the subject of an article in the [Harvard Business Review](#). Research shows that most innovative organizations exhibit five key behaviors. They are:

1. Always assuming there’s a better way to do things
2. Focusing on understanding customers’ stated and unstated needs
3. Collaborating and cross-pollinating ideas throughout and beyond the organization
4. Believing that success requires experimentation and frequent failure
5. Empowering people to take risks, voice opinions and seek resources

We’ve been inspired by other companies like Spotify, which has a “Fail Wall” — a whiteboard filled with Post-it® notes where the company publicly celebrates project failures. The point is to eliminate the fear of failure and learn from mistakes so they can better engineer products and processes the next time.

Our cross-functional **Innovation Team** will incorporate this risk-taking mindset as it spearheads our drive to optimize products and processes, and identify opportunities where we can better serve customer needs.

We are also working toward automating internal processes and systems. Currently, we are evaluating several technology projects to uncover efficiency gains, as well as ways to enhance our customers’ experience. We will use technology and automation as solutions for increasing capacity, not for replacing people. Our goal is to eliminate repetitive tasks and free up worker time for value-added tasks that are “uniquely human.” You will, I’m sure, see the benefits of these initiatives as they unfold.

If you have questions about any of the topics in this email, or just want to say hi, contact me at lpapini@dantevalve.com. And as always, thank you for your support of Dante Valve!

Lisa Dante Papini
President

Industry Happenings

Military

[SIBC Submarines Supplier Day](#)

March 3-4, 2020 | Washington, DC

[ACIBC Action Days](#)

March 18-19, 2020 | Washington, DC

[National Ship Repair Industry Conference](#)

March 23-25, 2020 | Crystal City, VA

Commercial

[Valve Repair Meeting and Exposition](#)

June 3-4, 2020 | Houston, TX

What A Relief!



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Shipboard air compressor back pressure relief valve in full conformance with Mil-V-22549. Connections are 3/4” MS thread per MS16142 on both the inlet and outlet. Stainless steel construction, top guided with a metal-to-metal seating surface. Rated to 3000 PSIG.



Kunkle Bronze Safety Valve

[Models 189, 189C, 189P, 363, 363C, 363P, 369C, 369P](#)

Certified for air, gas and cryogenic applications, these bronze valves with stainless steel trim are made with a unique three-piece disc assembly which offers superior leak-free performance over pressure/temperature operating range. Used with cryogenic (cold) and liquefied air, liquefied oxygen and liquefied gas services, multi-stage air compressors, intercoolers, aftercoolers and receivers, air, gas and liquefied gas lines and systems.

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