



OPENING SHOT

Jack Champaigne | Editor | *The Shot Peener*

Survival of the Fittest

SURVIVAL OF THE FITTEST certainly applies to a global pandemic, supply chain disruption, and raging inflation. Some companies cut back on marketing and advertising to “save cash.” Other companies move ahead, marketing new products and services so they will have top-of-the-mind awareness and market share when the worldwide economy normalizes. (What is “normal” going to be?)

Engineered Abrasives® is a company that is moving ahead with their new FlexPeener™. “The Flex Peener™ is ideal for automotive manufacturers, including electric vehicle manufacturers, because they don’t need to buy a machine for each type of gear. The automated Flex Peener™ provides savings in money and time,” said Mike Wern, President of Engineered Abrasives. (Read more on page six.)

Electronics Inc. is also part of the second group. We are bringing to market two next-generation products that have price and usage benefits.

The 600 Series MagnaValve

This new air blast valve series is a Smart Valve with an embedded web page, a built-in sensor that measures flow rate, a built-in servo, and a flow rate jump-to feature that provides accurate and repeatable flow rates. One of the best innovations of the 600 series is it eliminates the need for the companion FC-24 Controller—a cost savings—because the servo is in the MagnaValve. Your PLC can command any number of MagnaValves.

New Low-Profile MagnaValves

The next generation VLPs and LPs will have a lower cost and an interesting advantage. The advantage is a common footprint for each valve, one for 1000 lb/minute and the other for 2000 lb/minute. Both valves have 5" flow path and 5" x 5" bolt hole pattern. The hidden benefit? If you chose the small valve but need more than 1000 lb/minute, the larger valve drops into place easily. No modifications needed. Both of these valves bring enhanced performance to the marketplace.

Survival Isn’t Easy

No matter how fit we try to be, we can’t control this computer chip shortage. A 2021 article at bloomberg.com stated that the chip shortage has forced carmakers to leave out high-end features to keep production going. Navigation systems and large displays are a few of the features that were deleted from some new cars.

We don’t have this kind of leeway as our smart valve is dependent on chips. However, we have a big enough inventory to put the new valve in beta testing at industry-leading OEMs and it’s giving excellent results.

Survival in a Global Marketplace

Kumar Balan brings up an excellent point in his article titled “Understanding Changes in Our Industry” (page eight). He questions if the supply chain crisis will end globalization. Don’t miss this article—he also address the impact of electric vehicles on our industry.

The Fitness of Our Industry

Despite the headwinds we are facing, we have every reason to be optimistic. Problems are opportunities and I salute all of you that keep this industry strong. ●

THE SHOT PEENER

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