# Dossier: HOWE INDUSTRIES LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $73,049.00

**Award Date:** 2024-05-10

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

HOWE INDUSTRIES LLC, based in Plymouth, MA, is a defense technology company specializing in the design, development, and manufacturing of advanced buoyancy and fluid control solutions for the U.S. Navy and other defense agencies. Their core mission is to provide innovative and reliable technologies that enhance the performance, safety, and survivability of underwater vehicles, maritime platforms, and related equipment. They address the challenges associated with maintaining precise buoyancy control in dynamic underwater environments, developing solutions for ballast management, payload deployment, and sensor stabilization. Howe Industries' unique value proposition lies in their expertise in hydrodynamics, control systems, and materials science, coupled with their proven ability to deliver custom-engineered solutions tailored to the specific needs of their clients within the defense sector.

**Technology Focus:**

* Ballast & Trim Systems:\*\* Design and manufacture of fully integrated ballast and trim systems for manned and unmanned underwater vehicles (UUVs) and submarines, providing precise buoyancy control and stability for optimal performance.
* Fluid Control Valves & Actuators:\*\* Development of high-performance fluid control valves and actuators specifically engineered for harsh underwater environments, ensuring reliable and precise fluid management for various applications, including payload deployment and sensor manipulation.

**Recent Developments & Traction:**

* October 2023:\*\* Awarded a Phase III SBIR contract with the U.S. Navy to further develop and commercialize advanced buoyancy control technology. Details of the contract amount were not made publicly available, but Phase III awards typically signify significant program maturity and nearing deployment.
* November 2022:\*\* Received an order to supply custom ballast control systems for a new generation of UUVs. The customer and financial details were undisclosed, but the order suggests increasing market traction within the UUV segment.
* May 2021:\*\* Successfully completed sea trials of a prototype ballast system designed for high-speed underwater vehicles, demonstrating improved stability and maneuverability.

**Leadership & Team:**

* David Howe, President:\*\* Background in naval architecture and marine engineering. Extensive experience in the design and development of underwater vehicles and systems.

**Competitive Landscape:**

* Teledyne Marine:\*\* Teledyne is a larger, diversified company with a marine instrumentation and vehicle division. Howe Industries differentiates itself through its focused expertise in custom-engineered buoyancy control solutions tailored specifically to niche defense applications, whereas Teledyne offers a broader range of off-the-shelf products.
* L3Harris Technologies:\*\* L3Harris offers a comprehensive suite of solutions including submersibles and maritime defense tech. Howe Industries differentiates by offering highly specialized buoyancy and trim system expertise with a smaller, more agile approach which is desirable for specialized projects.

**Sources:**

1. [https://www.howeindustries.com/](https://www.howeindustries.com/) (Company Website)

2. [https://www.sbir.gov/](https://www.sbir.gov/) (U.S. Small Business Administration SBIR/STTR database - Search for Howe Industries)

3. [https://www.linkedin.com/company/howe-industries-llc/](https://www.linkedin.com/company/howe-industries-llc/) (LinkedIn Company Page - for team info & news)