



Add Value to Your Customers with Family Values.

“Spee-Dee® is a family business,” says Paul Navin, Operations Manager for Spee-Dee Packaging Machinery. “My dad’s family values have been instilled in my brothers and me, and we try to never waver from that.” He says the main reason employees and customers stick with Spee-Dee is because they treat their people and their customers as extended family. “We want people to be treated fairly; like they’re family members.”

Paul says the key to building a long lasting relationship with a lifetime customer comes down to three words: Never Give Up. “We want our customers to be successful and we want to meet their big expectations. As they get bigger, they buy equipment, and we get bigger!”

He says he sees a lot of other packaging companies use canned designs, and they try to make people fit into their stock model. “Spee-Dee takes the opposite approach.” He says you have to be flexible and that it’s all about customization. Building to what your customer really needs is what builds a true partnership.

Introducing new technology and adapting to meet the pace of change is crucial to remaining flexible and responsive. When Paul first started, Spee-Dee was producing 120-130 machines per year controlled by clutch breaks. Now they do 2 or 3 a year, as most have been changed over to servo technology. Servo innovation has helped tremendously. All of the interfaces on Spee-Dee products make them more user-friendly; from electronic standby to touch-screen controls. Paul says it’s easier, now, to adjust, change and save recipes for a customer.

In house services have also been amplified. “Back when I first started, we didn’t really have a machine shop. Now we have a huge machine shop running two shifts. We’re now doing 80-85% of our machining in house.” Paul says Spee-Dee is also beefing up its engineering capabilities. They are working on a new Quick Response Manufacturing (QRM) process with the University of Wisconsin, Madison. “This will help us improve our turnaround time and provide even better customer service.” Whether it’s embracing a new technology or enhancing their in-house capabilities, Spee-Dee always goes the extra mile to keep their customers up and running.

Meet Your Spee-Dee® Support Team:

Paul Navin, Operations Manager

- **Years with Spee-Dee:** 25
- **What is your role at Spee-Dee:** Once a product is engineered, I take it through the manufacturing/purchasing process; making sure it get’s manufactured to the customer’s spec.
- **Favorite “going above & beyond” customer service story:** We had a system down in Illinois that was having difficulty on a weekend. We called one of our vendors and they opened up their machine shop. They machined some parts on a Saturday and my dad called one of his nephews who had a small plane and we actually flew to Illinois to install the parts.

Are you looking for a partner who is willing to go “above and beyond” what’s in their catalog? Spee-Dee will always go the extra mile to get you what you need and keep you running at peak performance.

**Call Spee-Dee® today
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