



A More Hygienic, Accountable and Supportive 2017

President and CEO of Spee-Dee Packaging Machinery, Dave Navin, says 2017 will be a breakout year for sanitary designs, customer-centric manufacturing practices and after-sales service.

"We've always lead the industry in assessing and addressing sanitary applications," said Dave. He sees hygienic concerns ramping up with protein products like infant formula, pharmaceuticals, nutraceuticals and nuts. Dave said this is becoming a big focus for contract packagers working with CPGs, and he has good news for this group. "We're always finding new ways to simplify hygienic designs into all areas of our business," said Dave. "Spee-Dee offers different levels of hygienic design to accommodate the needs and budgets of every direct, contract and OEM customer.

In 2016, customers saw the benefits of Spee-Dee's new customer-centric manufacturing strategy; Listen, SET, Go. It found new and better ways to manage production time. While this has definitely improved Spee-Dee's workflow, Dave said the new system is also keeping Spee-Dee's three cellular manufacturing teams 100% accountable throughout the entire engineering, manufacturing and installation process. "The new system paints a better picture of where we need to go, and it tracks our progress and lets us share knowledge throughout the process."

Spee-Dee has developed NEST; a data-driven system that connects specific workers to every action item in real time. On the front end, it can be used to generate reminders to stay focused. On the back end, it can be used to track who performed a specific task and when they did it. "You're not just getting your machine faster," said Dave, "you're getting a machine that's directly connected to the professional reputations of every member of our team."

Dave saw another change that he expects will flow into 2017. "More and more, customers are using our after-sale services for installation and training," said Dave. A growing number of customers are relying on Spee-Dee's technical knowledge and mechanical expertise for product installations and on-site training. "If a customer doesn't have the manpower or the expertise to perform a proficient installation (or conduct thorough training for their operators) they can rely on us to perform a worry-free installation... and we back that up with the best training in the industry."

Meet Your Spee-Dee[®] Support Team:

Dave Navin, President and CEO

- **Years with Spee-Dee:** 18
- **Favorite Quote:** Winners never quit, and quitters never win.
—Vince Lombardi
- **Three Reasons Customers Always Win with Spee-Dee:**
 1. We have a unique focus on education and training. We work hard to foster reliable leadership in and out of the shop.
 2. We've become experts at system integration. We can rework intricate programming or clarify complex concepts to improve efficiency and simplify your operator interface.
 3. No one at Spee-Dee has ever said, "That's not my job."

Looking for a more hygienic filler? Need help with your next installation? Spee-Dee provides the options and services you need improve food safety and line efficiency.

**Call Spee-Dee[®] today
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