



Improving Efficiency Generates Elegant Refinement

Achieving the highest degree of efficiency isn't something that just happens. It's the result of a "never *good enough*" approach. Tony Stefanelli, VP of Business Development, focuses on overall operations and looks for places where we can be more efficient in our operations. This includes tightening up processes by adding new tools, or eliminating inefficiencies from them. He helps streamline Spee-Dee's business operations by providing the correct communications tools and improving their tracking functions.

"We ask our customers more questions upfront to better understand what they are trying to accomplish. We help find the best strategy to accomplish their goals, while remaining cognizant of the least expensive approach to achieve that goal." This often leads to custom solutions, a service Spee-Dee gladly provides. This requires more involvement with clients and demands input from the sales team and engineering in order for an installation to be as efficient as possible.

In Tony's experience, achieving this can only be done by maximizing the efficiencies of a process until there's nothing left to do—until you find the next way to improve it. He believes that this pursuit of "elegant refinement" should be the goal of every company.

Tony explained that by getting *very involved* with a customer's precise needs, the more likely Spee-Dee can make the customer's filler do whatever he or she wants. "This is one of the many reasons Spee-Dee customers keep coming back to us; we take a personal interest in each project. We're more willing to design machines that are specific to their applications. We do our best to save them money while making sure that our machines can meet or exceed their performance requirements."

Tony's efforts help make sure our clients are delighted with Spee-Dee's solutions. "When our customer's look at their new machine and think, 'that's a nice looking machine,' and the people servicing them think, 'this machine is easy to work on,' and when our assembler's think, 'that was really easy to put together' — well, that's how we know we've done our job right. And for Tony, that's the whole point.

Meet Your Spee-Dee Support Team:

Tony Stefanelli, VP of Business Development

- **Years with Spee-Dee:** 2 years
- **Favorite Spee-Dee Moment:** A customer wanted to order a new machine using their existing tooling. They asked for a machine that used "X," but we knew they had "Y" in their drawers. Our knowledge of their inventory ended up saving them tens of thousands of dollars.

Tony's Key to Achieving Elegant Refinement:

The fewer parts on a machine the better. Fewer parts mean less parts to clean, less parts to inventory, less parts to move or have to touch during service. A part that's not on a machine is never out of stock, never made wrong and never designed wrong. Also, parts should be easy to make, easy to assemble, and do more than one job. That's always our goal.

Spee-Dee strives to find the most efficient solutions so you don't have to. Spee-Dee fillers are always easy to put together and easy to service.

**Call Spee-Dee today
1-877-375-2121
www.spee-dee.com**