

With a Full Service Design, Prototyping, and Production Facility, Systematic Manufacturing Inc., is providing Systems Solutions, Manufacturing Related Products and Services that Keep the Assembly Line Up and Running



Ed Brabandt
President

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Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFO Magazine

CEOCFO: *Mr. Brabandt, what is the idea behind Systematic Manufacturing, Inc?*
Mr. Brabandt: Our goal is to be an industry leading, single source supplier for manufacturing related products and services.

“Ninety nine times out of a hundred our answer is YES and we run toward challenging situations to help our customers!” - Ed Brabandt

CEOCFO: *Would you give us an idea of the range of both products and services that you provide or would like to offer?*

Mr. Brabandt: We are in several different industries, but our primary focus is to solve major manufacturing inefficiencies and problems that our customers may have. For example, if they have a production line that is not operating at a capacity which can meet their customer’s need our job is to optimize that system through design. We have a full service machine shop in-house fulfilling, our niche as expeditors. Our timelines are generally very tight and we get things done very quickly for our customers. We go from concept, to prototype, to production very quickly.

CEOCFO: *What might you look at when you are evaluating a customer’s problem that less experienced or less thorough people might not recognize?*

Mr. Brabandt: We have an internal design process we utilize that helps us to identify problems from many different perspectives. I think the main challenge for our competition is receiving the voice of the customer. That customer might not always be the person that made the initial contact or the person explaining the need. To elaborate, we have to seek out the perspective of everyone that our new design or our system will affect. For example, many of our competitors or some of my past colleagues neglect the people that are going to be running the piece of equipment or system on a daily basis. They tend to hear the voice of management or engineering and they don’t go beyond that, whereas we take it to a whole new level. We like to start on the floor, because we get way more information from the people that use the tools every day, and then we work back toward the engineers or management. We also involve facility’s management and maintenance, so that we understand what issues they find important that need resolution.

CEOCFO: *Does it surprise you that so few people understand that throughout industry in general?*

Mr. Brabandt: Absolutely! We have grown into a situation where we are focused on ergonomics and the well being of people. A happier workforce is a more efficient workforce. Generally, the most expensive part of manufacturing is the labor; generally not the capital equipment.