

A TURNKEY SOLUTION: SOURCING EQUIPMENT AND EMPOWERING OPERATORS

→ ADAM COVITT, FEDERAL EQUIPMENT COMPANY

At Federal Equipment Company, we understand the dilemma that organizations face when selecting an equipment supplier. After over 60 years supplying not just the pharmaceutical, but also the chemical, plastics, packaging, utility and food processing industries with equipment, we have added services and partnerships to enhance our offerings and capabilities. Clients that partner with us access more than just reliable equipment suppliers; we offer an opportunity for our customers to take advantage of comprehensive turnkey solutions.

CONSIDERING ALL VARIABLES IN OUTSOURCING

One of the most critical decisions for a pharmaceutical company is the choice to outsource operations, which leads to determining the optimal supplier with which to partner. For those lacking in-house capability, there is often little choice but to work with an external contract manufacturing organization (CMO) that can meet production needs effectively and efficiently. However, when choosing an organization, a company must prioritize risk minimization and choose a dependable supplier with a strong track record. The CMO will be relied on for production – which means that the company's market reputation is in the hands of its supplier. In addition, any delay in manufacturing could result in failure to deliver drugs on time. Although there are many different operations that can be outsourced, the core of all production is the equipment. A facility is only as strong as the equipment





that it runs, and production is only as effective as the equipment operators.

RELYING ON A THIRD PARTY FOR A STRATEGIC ACQUISITION

Working with a used equipment dealer like Federal Equipment Company offers customers more options for finding the equipment needed to furnish their facility, at a reduced price. Our extensive inventory is key to supporting our clients, and we provide guidance, counsel and resources for them to make strategic equipment acquisitions easier. We understand the factors that go into equipment selection, as we witness them firsthand every day. Working with a third-party organization such as Federal Equipment Company can bring relief to organizations that are operating under tight timelines and budgets, with a major equipment purchase looming. We are able to source equipment and recommend the best machinery at the lowest price and within the shortest time frame

possible. Our deep inventory allows us to offer whatever equipment is necessary to keep production up and running, which is paramount for organizations looking to scale up or replace outdated or broken machinery. We offer a turnkey solution from the start by sourcing a range of equipment that can meet specific production line requirements.

CUTTING TIMELINES AND REDUCING COSTS WITH USED EQUIPMENT

Used equipment is a tremendous money-saver. This has become increasingly important as budgets are further constrained by a host of factors, including rapid innovation or capacity demands. These innovations in the industry have the potential to render equipment obsolete in certain facilities but still crucial in others. We offer redeployment programs for companies like Pfizer and BASF, allowing them to redeploy assets internally or sell to our broad customer base. As the industry de-

velops, the availability of secondhand equipment has increased. As a result, our inventory has steadily grown more robust. This immediate accessibility of equipment cuts down on the timeline for everything from procurement to installation.

The timeline related to equipment implementation is another bottleneck. Delivery does not mark the end of the process when it comes to equipment acquisition. With used equipment, a machine has already proven it can meet its target, whereas new equipment has to be tested. With used equipment, purchase lead times are reduced, as it is already determined (with the help of a supplier like Federal Equipment Company) that the used machines procured are in correct working order. We also have machines available within an average of about a week following payment; this is a significant benefit compared with the traditional waiting period of six weeks to 24 months, during which time nearly anything can happen

Strategic Relationships with Federal Equipment Company

➡ We maintain strategic relationships with prominent firms, such as BASF and Pfizer, that ensure our inventory of process and packaging equipment. Our clients save millions of dollars by purchasing reliable surplus equipment from manufacturing leaders.

We occupy more than 900,000 square feet of warehouse space on more than 30 acres in Cleveland, Ohio, making us one of the largest suppliers of used manufacturing equipment in the world; several of these warehouses are dedicated to pharmaceutical/nutraceutical equipment.

– unbelievably, this delay has become an industry norm.

Companies that stock their facilities with used equipment save an average of 55–70% on cost – this additional capital is crucial for other areas and can be spent in a number of ways that can increase returns. A viable option would be to purchase additional equipment using this freed-up budget, revamping operations and keeping all expenditures relatively low while generating more profits.

Although Federal Equipment Company does not install equipment directly, we have strong relationships with original equipment manufacturers (OEMs) and third-party vendors, and we are able to recommend a number of organizations with proven results that do. One of the most common ways that equipment breaks is through improper handling during shipping. Having shipped thousands of items over many decades, our team is well-equipped to ensure that equipment is packaged correctly and makes it to your facility in the condition it left our warehouse.

COMPREHENSIVE TRAINING AND GUIDANCE

When your equipment performs at its best, we have effectively reached our goal. To that end, we have partnered with Michael Tousey, CEO and Director of Techceuticals, the leader in solid dosage training and troubleshooting. Techceuticals has offered a training program for tablet and capsule manufacturing and packaging companies since 1989. The training that

operators receive from Techceuticals not only equips them for routine operation of their machinery, it empowers them to operate, clean and maintain all equipment for as long as it is needed in production. As downtime and gaps in operations are directly related to efficiency and cost, untrained or misinformed operators present a risk to outputs that no company can afford to take on.

Operators must not only be trained on machinery but on all production variables so that each product batch is made under optimal conditions; ultimately, quality drives operations, not quantity. Techceuticals focuses on the “why” of learning how to handle machinery, and it is this approach to equipment training that makes our program so successful; there is no such thing as mimicking a task, as situations can arise throughout production that may not necessarily resemble each other. Instead, Techceuticals arms operators with the means to troubleshoot on their own by teaching them the ins and outs of their machines. This approach has proven successful throughout training, as operators must demonstrate that they are able to perform a procedure before tackling a task on their own. It is this hands-on learning that is a key differentiator for us, and one that makes us a comprehensive turnkey solution provider.

One of the most popular Techceuticals training programs is “The Manufacturing Process,” which emphasizes understanding solid dose operations and is appropriate for all skill levels. Topics covered include formulation, blending, milling, granulation, drying, final blending, tabletting, tablet press tooling, coating and encapsulation. The manner in which training is conducted is also dependent on the

client; classes can occur at the Techceuticals training lab, located within one of our warehouses in Cleveland, Ohio, or at a client site.

OPTING FOR A TURNKEY SOLUTION PROVIDER

Our commitment to customer service is so entrenched in who we are as a brand that partnering with Federal Equipment Company is the equivalent of opting for a comprehensive turnkey solution when it comes to equipment sourcing, servicing and training. Our goal is to maximize production so that all of our partners run their machinery at optimal capacity, correctly and efficiently. There is nothing greater than having total peace of mind and trust in your equipment partner. Working with Federal Equipment Company can bring confidence to any organization, as there is nothing more empowering than knowing your partner has you covered when it comes to all areas of your machinery. **P**

PARTNERING WITH FEDERAL EQUIPMENT COMPANY IS THE EQUIVALENT OF OPTING FOR A COMPREHENSIVE TURNKEY SOLUTION WHEN IT COMES TO EQUIPMENT SOURCING, SERVICING AND TRAINING.

ABOUT THE AUTHOR



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Adam Covitt is Vice President, Federal Equipment Company. He has over 20 years of experience in the pharmaceutical and chemical process and packaging industry, with a focus on Investment Recovery and the purchase and sale of high-end equipment to major pharmaceutical sites and contract manufacturers with a global footprint. Mr. Covitt earned a bachelor's degree from Ohio University, Athens, Ohio.

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When you
think equipment,
think **Federal Equipment**

THINK TURNKEY PARTNER



PHARMA



CHEMICAL



PLASTICS/
RUBBER



PACKAGING



FOOD &
BEVERAGE



TRAINING



UTILITIES

Federal Equipment Company offers 60 years of experience buying and selling pharmaceutical processing and packaging equipment. When you need to sell surplus equipment, we optimize the value you recoup, while making the whole process headache-free. For buyers, we enable faster procurement of exactly the right equipment when you tap our expertise and source from our broad, on-hand inventory of reliable used machines. As your complete turnkey provider, we also offer expert training on equipment for your operators.

Register for upcoming training sessions from **Techceuticals**:

- ▶ **Tablet Pro II Troubleshooting and Defects Resolution**
November 13-15, 2018
- ▶ **The Manufacturing Process and Troubleshooting**
December 4-6, 2018

For more information, go to: fedequip.com/training