



Sahale Snacks Is on Track to Meet the Expected \$16,000 ROI Using Synergy 1000

Sahale Snacks, Inc. was founded in Seattle 2003 by two friends that set out to create a natural and healthy snack that tasted great. Sahale Snacks is dedicated to helping people "Snack Better™" by offering consumers convenient, delightful, healthy snacks.

Roth Gonzales, Quality Assurance Manager at Sahale Snacks, demonstrated that same passion in the production of their products when he joined Sahale Snacks. "Because I had used Synergy 1000 at a previous company, I recommended purchasing Synergy 1000 when I came on board," said Gonzales. "I could see where Synergy 1000 could assist us to increase our productivity and avoid being out of specification."

Prior to that time, all the data collection was performed by hand on paper by the machine operators. Depending upon the line, they could have anywhere from 2 to 4 checks an hour. This meant the operators had to go away from their machines, and hand enter the data. With 3 production lines, Gonzales found that machine operators were spending 1/3rd of their time dedicated to quality. The data then had to be entered into Excel to perform the statistics. "Now they stay at their machines and get real-time information. With that comes less waste and less machine downtime," said Gonzales. "Previously, if the machine was out of specifications, it wasn't being caught until after the fact. We would have to reweigh the product and repackage the product. Now it doesn't happen at all or it has decreased significantly." Also, Sahale had no real-time reporting or alerts.

Because Synergy 1000 is real-time, Sahale expected to see a reduction in line downtimes. They also estimated they could save 7 machine operators 1/3rd of their day, and 2 Quality assurance personnel about an hour a day. "Our expected Return On Investment (ROI), for purchasing Synergy was \$16,000," said Gonzales. "We are

Executive Summary

Customer

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Challenges

- Sahale wanted to increase production and reduce the out of specification time in their production lines

Solution

- Zontec's Synergy 1000™

Results

- Sahale is on track to receive a ROI of \$16,000 by implementing Synergy 1000
- Machine operators regained 1/3rd of their day
- Quality Assurance personnel regained an hour a day

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One of the ways that the Synergy 1000 helps Sahale save money is by reducing the amount of overpack. Overpack is when Sahale would put in more than what is printed on the pouch. “To overpack is to give away the product,” Gonzales explained. “Previously, we would review by the week. Now we can use real-time measurements and make immediate adjustments.”

Because they now have access to real-time information, Sahale is able to make justifications on how to improve their lines as well. Sahale used the data generated from Synergy 1000 to justify the purchase of a new, more sensitive scale. “Our ROI for the new scale is \$61,000,” said Gonzales. “While we have always collected data the frequency and accuracy has greatly improved. The software helped us clarify the need and justify the purchase.”

Synergy 1000 can also help with new product development. Sahale wanted to test out a new fruit and nut mix and see if their mixing machine was mixing the proper percentage of each of the four fruits. “We wanted to see how well the mixing equipment was working to create these new products. The data from Synergy 1000 justified that our mixing equipment was sufficient to mix this new product,” remarked Gonzales.

“Our expected Return On Investment, for purchasing Synergy was \$16,000. We are on track to meet our expectations.”

– Roth Gonzales, Quality Assurance Manager at Sahale Snacks

About Zontec

Zontec is a major world player in the statistical process control (SPC) software market, carrying on a longstanding tradition as one of the first companies to offer SPC software for personal computers in 1983. Today, Zontec is highly respected for its focus on innovation and applying new technologies that help businesses address quality issues, maximize profitability and strive for long-term continuous improvement. Zontec software has been adopted worldwide by more than 5,000 companies, spanning virtually every industrial category.

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