



Eagle Update

Eagle Consulting & Development • 135 Kinnelon Road • Suite 204 • Kinnelon, NJ 07405 • USA • 1-973-838-5006

Eagle Consulting & Development is the leading provider of online, real-time automated data collection and bar coding solutions to users of QAD MFG/PRO enterprise applications worldwide. Eagle provides "plug-and-go" bar coding and automated data collection capability to 800 QAD MFG/PRO customers at 3,000 sites worldwide. For more information, visit www.eaglecondev.com or contact Bill Paone at 1-973-838-5006 ext. 119.

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"Real" Data in "Real" Time

Rod Rego, Director of Finance and Special Projects at Furlani's Food Corporation wanted an automated data collection (ADC) solution that would operate in what he calls "REAL real time." In other words, data that is based on actual transaction occurrence rather than time of data entry which can lag anywhere from 20 minutes to 24 hours behind the transaction.

Using "real" in yet another sense, the approach Furlani's chose – Eagle's RF Express™ for MFG/PRO – ensures accurate data since its seamless integration with MFG/PRO makes it possible to preserve QAD's own data validations and error proofing.

Accurate and timely data was of great interest to Canada-based food producer Furlani's. Furlani's produces high-quality bakery products including garlic toast, garlic loaves and breadsticks for customers throughout Canada and the United States. That means the company faces not only Canadian requirements but FDA compliance requirements, not to mention existing and anticipated requirements as the US Customs and Border Protection tightens security on imports.

In addition to the external challenges, Furlani's also had some critical internal challenges: (1) limited physical warehouse

space coupled with too few system locations and (2) the lack of an automated system to track the movement of inventory from one location to another.

Mr. Rego observed, "With congested physical spaces and a manual system, inventory must be shuffled between a small number of locations, significantly increasing the number of movements required to complete a shipment. With an ADC tool, literally hundreds of physical locations could be set up and mapped to system locations in MFG/PRO. Tracking the movements manually across many locations was not realistic: it was cumbersome, time consuming and unreliable, creating uncertainty and distrust of inventory data."

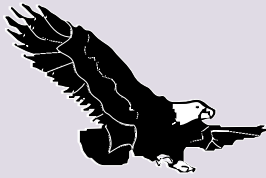
The implementation of Eagle's ADC solution enabled Furlani's to leverage QAD MFG/PRO capabilities, allowing more narrowly defined physical locations and to capture inventory movements in the plant, within the system.

With this tracking process in place, intentional production overruns were no longer needed since the inventory data was now trustworthy. This in turn reduced carrying costs and inventory levels.

For more information about techniques utilized by Eagle and Furlani's to meet compliance requirements and leverage their MFG/PRO capabilities, don't miss the presentation at Explore 2005.

According to Rego, "I cannot say enough about how satisfied we are with the Eagle organization's people, implementation methodology, support, service and competence, as well as the product itself, which is a guaranteed successful fit with MFG/PRO and "best in breed" for the QAD application."





To learn more about the Eagle solution:

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1-973-838-5006

ASIA/PACIFIC

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+65-6827-9091

EUROPE

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Explore Announcements

Be sure to visit the **RFID demo** at Explore 2005. Representatives of Eagle, QAD and Intermec will be on hand to talk with you about ways you can further increase productivity with this leading-edge technology.

Eagle will also host two **Roundtable sessions**: one on RFID and the other on Lean Manufacturing.

In addition, Furlani's Food Corporation and Eagle will provide a joint **Presentation** that describes Eagle's approach to meeting Furlani's automated data collection requirements, including lot tracking, regulatory compliance and cross-border issues. Learn how you can make use of best-in-class data collection and leverage your MFG/PRO investment.

Partner Announcement

Partner of the Year Award

Bill Paone, Eagle's Executive VP of Sales and Marketing is pleased to announce that he will present Seabrook Research Ltd. with Eagle's Partner of the Year award at Explore 2005. Accepting the award on behalf of Seabrook will be Sean O'Sullivan (sos@seabrook.ie).

TOP TEN DIFFERENTIATORS

1. **Proven success**
2. **Consistent ability to execute**
3. **Industry experience**
4. **Integration with QAD MFG/PRO**
5. **Scalability**
6. **Functional breadth**
7. **Single source accountability**
8. **Viability**
9. **Worldwide presence**
10. **Availability of support**

LISTENING TO OUR CUSTOMERS

Through careful review and analysis of current contracts and projects, Eagle continues to learn about customer requirements. Here is how one of our customers is using RF Express for MFG/PRO to meet its needs.

GKN Automotive, Inc.
www.gkndriveline.com

GKN Automotive, Inc. is the world's leading supplier of automotive driveline components. The company manufactures constant velocity jointed seshfts (CVJs) and other driveline components and systems at its facilities in North Carolina and South Carolina.

GKN Automotive, Inc. is using the RF Express for MFG/PRO Inventory Management, Advanced Repetitive, Enhanced Shipping and Honda "Bolt-On" software modules at multiple sites.

In the raw material area, GKN uses the Eagle Purchase Order Receipt (POR) transaction to receive material from vendors while generating an Eagle pallet/reference number per skid or container. In addition, internal supplying plants ship components via the Eagle pallet distribution order ship transactions. A pallet/reference "license plate" provides for simplified shipping and receiving. Raw material handlers can locate purchased or internal components with a scan of the reference number and location. Once components are moved to the production area, the Pallet Unlink (PDL) transaction is used for the final transfer.

In production, the Eagle backflush and Kanban backflush transactions (BKF/BKN) are used to relieve component parts from the work center location and produce the finished good. The BKF/BKN integrated label routine automatically

produces the WIP/Internal or finished good label. Finished goods are moved to the shipping stage or warehouse locations using the Eagle Container Move (CMV) transaction.

In shipping, the 7.9.1 MFG/PRO Picklist/Pre-shipper Automatic is used to generate an electronic picklist. Shipping personnel scan the internal label which validates item and quantity against requirements via the Load Truck (LTR) transaction. Customer-specific labels with the necessary EDI elements are printed automatically. The Verify Load (VLD) transaction rechecks the containers attached to a shipper. The Honda "Bolt-On" provides the required Honda-specific labeling as well as EDI integration in a standard package. In an environment where large amounts of product are moving between the plants and to the customers, RF Express for MFG/PRO provides significant benefit via real-time inventory visibility and simplified data input.

Eagle Worldwide Hardware and Technology Partners

- CGI
- Hewlett-Packard
- IBM
- Intermec Technologies Corporation
- PICS
- Progress Software Corporation
- RCM Technologies
- Zebra Technologies



PROJECT UPDATE

NORTH AMERICA

Here's an update of recent successful RF Express for MFG/PRO implementations.

American Trim

www.amtrim.com

American Trim is a premier supplier of high-quality fabricated metal and plastic components and assemblies to the automotive, appliance, and heavy truck markets. The company has over 1,500 employees in facilities across the United States and Mexico. The first site in a multi-plant rollout of RF Express for MFG/PRO was the Sidney, Ohio plant.

This implementation includes the Inventory Management, Advanced Repetitive, and Enhanced Shipping modules, including real-time finished good label printing. American Trim achieved many of its requirements by means of Eagle's table of configurable switches ("rvalues"). This table features 1,700+ site-maintainable configuration switches. Modifications to the table can be loaded, tested, and implemented in a matter of minutes – without changing any code.

American Trim uses special backflush logic in RF Purchase Order Receipt to receive metals purchased by weight and stocked by the piece. RF Purchase Order Receipt also assigns license plate numbers for designated items. License plate numbers allow single-scan inventory record retrieval in subsequent RF Express for MFG/PRO transactions.

American Trim was able to develop all labels for the project on their existing printers with internal resources. Finished good labels printed in real-time through RF Backflush are scanned during RF Load Truck during the shipping process to create fully populated shippers in the MFG/PRO database. Phase 2 will roll out RF Express for MFG/PRO to other American Trim manufacturing facilities in Alabama, Ohio, and Pennsylvania.

AutoMeter

www.autometer.com

AutoMeter manufactures high-performance automotive meters and gauges including tachometers and speedometers.

The AutoMeter facility in Sycamore, Illinois successfully implemented the RF Express for MFG/PRO Advanced Repetitive and Warehouse Management modules. Streamlined transactions and real-time labeling are key elements of this implementation.

The RF Backflush transaction is used to perform all production in real-time as product moves to the warehouse. Additionally, RF Backflush triggers on-line, easy to read master pack labels. This new label replaces time-consuming hand written markings.

A simple cross reference in the MFG/PRO database allows AutoMeter to scan industry-compliant UPC labels when performing any RF Express for MFG/PRO transaction. UPC label scanning provides key validation during the RF Sales Order Pick process as inventory is pulled from warehouse shelves to fulfill customer orders. Finally, a number of simple inventory inquiries were tailored to meet AutoMeter's specific warehouse requirements.

PROJECT UPDATE

NORTH AMERICA

Insulet Corporation

www.insulet.com

Insulet Corporation designs and develops insulin management devices and dispensing systems that provide superior treatment options and lifelong health benefits for people with diabetes.

Located in Bedford, Massachusetts, the company must meet stringent requirements for FDA Data Accuracy and Data Traceability. That includes tracking lot numbers and serial numbers for FDA compliance. In addition, traceability of supplier lots, item revisions and finished goods serial numbers is critical to Insulet. QAD MFG/PRO and Eagle RF Express for MFG/PRO enable Insulet to meet all of those requirements. The process looks like this:

Receiving: When raw materials are received using an RF Terminal running RF Express for MFG/PRO, a bar-coded label containing an MFG/PRO auto-generated unique lot number is printed. Additionally the supplier "Vendor Lot" value and the "rev" value of the item are captured and stored within the MFG/PRO inventory record data.

Inspection: Insulet's QA Department uses the RF IDM Transaction to release raw materials from "Quarantine" and assign an expiration date. A green "Accepted" label is printed to be affixed on top of the raw material receiving label.

Manufacturing: Critical lot, rev and component serial number data are captured, using RF transactions, as each finished goods unit is produced.

Order Picking: Serial numbers of the Insulet System Units are captured and linked to the customer's order records.

EUROPE

Safety Components International

www.safetycomponents.com

Safety Components International (SCI) has selected RF Express for MFG/PRO at its sites in Hildesheim Germany; Jevicko, Czech Republic; and Sighisoara, Romania.

Safety Component International is a market leader in the European airbag cushion market. SCI provides driver, passenger and side-impact airbags to manufacturers around the world, including Mercedes, Porsche, Saab, Opel, Rover, BMW, Volkswagen and Audi.

The RF Express for MFG/PRO implementation included Inventory, Work Order, Advanced Repetitive and Enhanced Shipping. The implementation focused on the following goals:

- **Simplify recording of all inventory transactions:** To achieve simple and timely reporting of inventory transactions throughout the factory, SCI chose Eagle's Purchase Order Receipt, Unplanned Issues, Unplanned Receipts, Work Order Receipts, Repetitive Receipt & Backflush, Inventory Transfers, Cycle Counts and Shipments.
- **Improve Traceability:** All lot controlled items will be automatically tracked through MFG/PRO and reinforce quality procedures and customer audit results.
- **Provide Stock Accountability at all processes:** Cycle counts will be quick and effective, enabling production to continue while counting is carried out.
- **Reduce data entry costs:** The use of manual paper records and associated data entry of finished goods can be eliminated in most cases.

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(Europe continued from page 5)

- **Increase Data Accuracy:** The use of barcodes and scanning will remove typing and writing errors.
- **Maintain Accurate Information about Inventory Levels:** Real-time recording provides an accurate picture of inventory throughout all processes on all sites.
- **Market Leader.** RF transactions will allow easy movement of containers with shipment notice creation and the ability to produce customer-specific labels and the creation of data within MFG/PRO to allow output of EDI ASN messages.
- **Simplify Training:** The implementation of RF Express for MFG/PRO accelerated training elements of the MFG/PRO project, splitting off users who need only learn the automated data collection activities and not MFG/PRO itself.

Steripack Medical

www.steripack.ie

Steripack Medical, based in Co. Offaly, Ireland, has selected RF Express for MFG/PRO to replace an existing data collection system. Steripack specializes in medical packaging and contract packing. Employing around 100 full-time staff, the company generates a turnover in excess of €18m, representing a substantial growth in the past three years.

Eagle's Ireland-based partner, Seabrook Research, completed a very successful implementation of RF Express in just five weeks. The focus of the implementation was the simplification of existing processes and technology while removing the delays and locking problems of the previous system. Focusing initially on "warehouse transactions," Steripack has standardized the technology and methods used for Goods Receiving, Shipments, Inventory Transfers and Cycle Counting – including all associated label printing.

Secondary phases of implementation will address work order receipts / issues and unplanned receipts.

Whatman®

www.whatman.co.uk

Whatman is a global leader in separations technology and known throughout the scientific community for providing innovative products and solutions.

The company has successfully gone live on RF Express for MFG/PRO in their Tilbury warehouse facility. This facility receives products from other Whatman sites that are already using RF Express for MFG/PRO, then distributes them to their other sites and end customers using the Eagle transactions. As the roll-out of Eagle continues, further benefits will be derived as more products are labeled as part of the receiving processes.

Devices Supported by Eagle Consulting

- RF handheld networks
 - IEEE 802.11B/G Direct Sequence
 - Spread spectrum (2.4 GHz)
- Fixed shopfloor stations with wands and laser scanners
- RFID tags
- Fixed RF printers
- Portable RF printers
- Scales
- Industrial ink jet sprayers
- Thermal transfer printers
- Bumpy bar codes

AND THE TOOLS OF E-BUSINESS

- Handheld computing devices (PDA)
- Mobile phone
- Laptop

(New Contracts continued from page 8)

EUROPE

JSP International

www.jspi.com

A global company with unique expertise in expanded plastic foams, JSP has pioneered expanded plastic foam technologies such as EPP (Expanded Polypropylene) bead form among others, and is a leader in developing new applications based on these plastics.

JSP purchased RF Express for MFG/PRO's Inventory, Advanced Repetitive and Enhanced Shipping functionality for their manufacturing facility near Stuttgart, Germany.

Warehouse personnel will scan the physical products into the shipments and match internal container labels with customer container labels, eliminating the risk of delivering the wrong product to their customers.

Laerdal Medical

www.laerdal.com

Provider of products for CPR training, Airway Management, Advanced Life Support Training, Spinal Motion restriction, Trauma Training, Monitoring, Defibrillation, Patient Simulation made for using traditional basic, intermediate and advanced training techniques combined with micro simulation and virtual reality.

Laerdal is based in Stavanger Norway and will implement the RF Express for MFG/PRO Inventory, Work Order and Warehouse Management modules. Eagle's partner, Minerva Denmark A/S, will provide the services for the implementation.

Dedicated Resources for French-speaking countries

Eagle Europe Ltd. are pleased to welcome Eric Delacourt to the team.

A former Sales Manager for one of QAD's partners, Eric has many years' experience with QAD products and QAD customers in France. He has joined the Eagle team to work with French-speaking customers (both current and prospective) and to build on the successes of the existing French-speaking services team. RF Express for MFG/PRO is already in use at 15 sites in France, and Eric will be an outstanding resource in growing the RF Express for MFG/PRO user community in France.

You can reach Eric at eric.delacourt@eagle-europe.com or call the Eagle Europe office at +44(0)-1451-812266.

Eagle Marketing Assistance Partners

These organizations provide sales and support to RF Express for MFG/PRO users.

CGI

Ph: 1-416-862-0430
www.cgi.com

Minerva Holding A/S (Nordic)

Ph: +45-7025-4400
www.minerva-it.com

Minerva Industrial Systems (UK)

Ph: +44-1242-211211
www.minervapl.com

PICS*

Ph: 1-609-702-3900
www.pics.com

QAD South Africa

Ph: +27-11-807-6660
www.qad.com

RCM Technologies

Ph: 1-248-426-1200, ext. 200
www.rcmt.com

Seabrook Research Ltd.

Ph: +353 (0)21 4800 840
www.seabrook.ie/

SIG

Ph: 1-800-433-7174
www.strategic.com

SYS-TEC Corporation

Ph: 1-734-854-3000
www.sys-tec.com

* In addition to sales and support, PICS also provides implementation services for RF Express for MFG/PRO.



NEW CONTRACT AWARDS

NORTH AMERICA

AGS Automotive Systems

www.agsautomotive.com

Full-service provider of a variety of metal products, ranging from bumper products to general stampings including, but not limited to instrument panels, impact beam assemblies, frame assemblies, control arms, and pickup box assemblies.

AGS Automotive will deploy the RF Express for MFG/PRO Enhanced Shipping software module at multiple sites, including Scarborough, Ontario (corporate/manufacturing site) as well as other manufacturing sites in Ontario and Michigan. RF Express for MFG/PRO will provide customer-compliant labeling, EDI integration to QAD eCommerce for label elements and real-time shipping transaction update to MFG/PRO.

Essex Electrical Products

www.essexep.com

Leading manufacturer of building and industrial wire, offering a full line of copper and aluminum products.

Essex Electrical will implement the RF Express for MFG/PRO Enhanced Shipping modules to provide simplified component selection for MFG/PRO container build. The Enhanced Shipping module will also provide simplified shipper creation with those containers, as well as generate customer labels.

GITS Manufacturing

www.gitsmfg.com

Producer of engineered products, mechanical actuators, vents, and lubrication products.

GITS Manufacturing will roll out the RF Express for MFG/PRO Inventory Management, Advanced Repetitive and Enhanced Shipping modules. Streamlined transactions and industry-compliant labels will be key elements of this implementation.

Piedmont Labs

www.piedmontlabs.com

Provides outsourcing Packaging Services to the Consumer Goods Industry.

Piedmont Labs will use Eagle RF Express for MFG/PRO for lot traceability within the manufacturing and shipping process.

Be sure to visit Eagle at Explore! You will find Eagle representatives at our Booth (30 and 31) and at the RFID demo sponsored by QAD, Eagle and Intermec.

Check out the latest news about Eagle and its partners at the Eagle Newsroom: www.eaglecondev.com/newsroom.htm

West Liberty Foods, LLC

www.wlfoods.com

Private labels and co-manufactures ready-to-eat sliced meat, poultry and protein products.

West Liberty will use Eagle RF Express for MFG/PRO to achieve FDA lot traceability of raw materials and finished goods products.

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