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Kicking off the year!

By Kevin Line

What a year we are going to have. Well, let me back up for a second. Over the last couple board meetings we have challenged ourselves to determine what are some very relevant and meaningful things we can do for the members of SAE. We considered our events from the last couple years and the upcoming opportunities. Two major endeavors rose to the top of the list as both great ways to have a meaningful and exciting year.

As you will see from our schedule, we are going to kick off a monthly meeting series with Dr. Wilson from Tennessee Tech as the Keynote speaker. These meetings will allow people from Middle Tennessee to meet at an informal venue to socialize and we'll cap off each meeting with a speaker.

The second, and much more challenging endeavor is to support the Eastern United State competition for the Baja SAE competition. This competition will be held next May right in our back yard in Cookeville,

Please see *Kicking off the year!* on page 2

Chairman's Comments

By Doug Fleenor

We had an amazing last year thanks to Carlton Kinslow and everyone who made events happen last year. Thanks for your support of last years events. This year we have a vision to build the SAE community, and fellowship more with members. I know it is not practical for everyone to travel to Nashville for social meetings, so I would like to have some volunteers who live near the major cities in our area to contact me if you are interested in putting together a meeting place to offer members in your area a local place to hang out with fellow members. We also have plenty of opportunities for anyone who would like to get involved with SAE especially with Mini Baja, AWIM, or with sponsorships. I wish everyone the best with work this year. Feel free to let us know if there is a tour or technical presentation that you would like to see or if you would like to get involved with. Thanks again for your support.

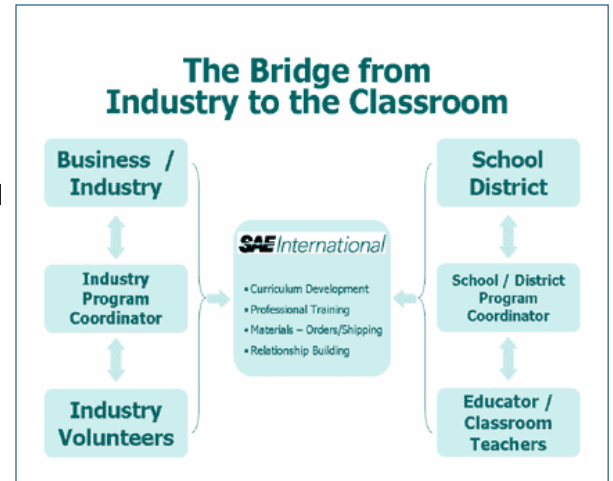
Please see *Chairman's Comments* on page 2

*"Plans are only good intentions unless they immediately degenerate into hard work."
– Peter Drucker*

Volunteers and teachers needed

By Chad Ice

The SAE Foundation's *A World in Motion*® program introduces fun and stimulating engineering-based projects into classrooms at grade levels from 3rd through 10th. Interested teachers and volunteers from industry are needed to promote and grow the AWIM curriculum, with the ultimate goal of increased science and math exposure and the development of technical skills and interests. Please spend some time exploring the AWIM website (<http://www.awim.org/>), where you can learn more as a parent or register as a teacher or industry volunteer. Please contact Chad Ice at chadice@hotmail.com with any additional questions.



Kicking off the year (continued from page 1)

TN. The competition gives the professional chapter a place to give back to the students and the community though helping with the race preparation, working with universities to build better cars and promoting the event at your own companies.

Through these events Mid-South SAE is creating a community and network of engineers in this community. Come on out and be a part of it this year!

October Tour – Smyrna Air Center

By Ron Childers

The first meeting of the section year will be a tour the Smyrna Air Center Avionics and Maintenance departments on October 4th at 2:30 PM. The Smyrna Air Center is located at the Smyrna airport just 10 miles southeast of Nashville. Smyrna Air Center a one-stop aviation support facility and has been in operation for over 23 years. The Air Center operates premier avionics and maintenance departments with capability to handle services ranging from complete avionic system upgrades to Cessna single engine and multi-engine repair. They can assist with the selection of state of the art avionics for your aircraft, as well as perform the routine annual and 100 hour inspections. They have worked on a variety of different aircraft ranging from the C-152 to the King Air 90 Series aircraft. Please make plans to join us on Oct 4th.



Please contact Ron Childers at (615)860-5669 or ron.childers@paccar.com

Directions from I-24:



1: Merge onto SAM RIDLEY 3.6 miles
PKWY W / TN-266 E via
EXIT 66B toward
SMYRNA.



2: Turn LEFT onto THREET 0.5 miles
INDUSTRIAL RD.



3: Turn RIGHT onto DOUG 0.1 miles
WARPOOLE RD.



4: End at **300 Doug Warpoole Rd**
Smyrna, TN 37167-5679, US

Date: Thursday, October 4th, 2007
2:30 P.M.

Pricing:
Plant tour: no charge

Place: Smyrna Air Center, Smyrna, TN
300 Doug Warpoole Road
Smyrna, TN 37167-2040

RSVP: By October 3
Contact Ron Childers 615-860-5669 or
Ron.Childers@paccar.com

October Meeting – Dr. Dale Wilson

By Carlton Kinslow and Dale Wilson

We are pleased to have Dr. Wilson speak at this year’s first Mid-South SAE Meeting. This meeting will be held at the Sportman’s Lodge in Cool Springs. Social time for the meeting is from 7:00 to 7:30 with snacks and drinks provided. The meeting will start at 7:30 with Dr. Wilson taking the stage a short time later.

The Baja program started in the 70’s and is a hands on collegiate design competition designed to combine intellectual ability and creativity with practical problem solving skills associated with team building principles. In this program, a group of students accept the challenge of designing, building, and racing an off road vehicle capable of maneuvering through rugged terrain including lakes and streams.

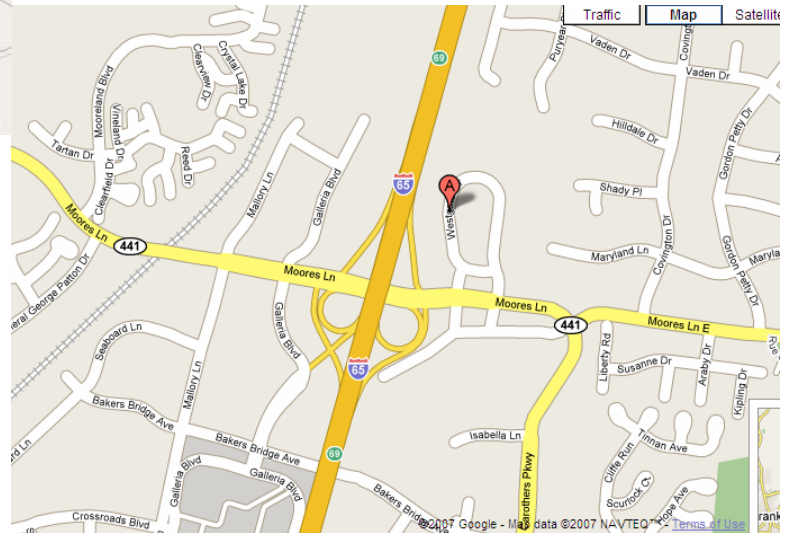
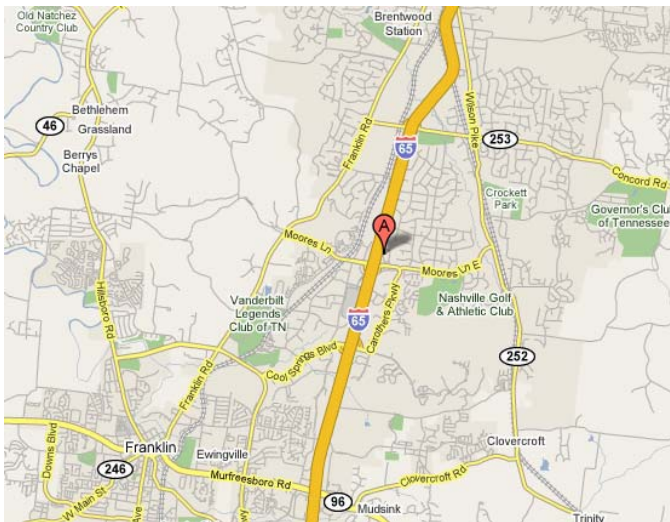
Dr. Wilson is a professor of mechanical Engineering and Faculty Advisor for the Baja SAE Team at Tennessee Tech. He has been involved with the Baja team since 1986. In a field of 140 schools, competing against schools like Georgia Tech, Virginia Tech, Auburn University, Rochester Institute of Technology, and Queens College from Canada, TTU Baja has brought home the 1st place trophy eleven times (almost twice as many times as any other school).



Continued from page 3

On May 1 - 3 of 2008, Tennessee Tech will host the Baja competition for the 4th time. The race will take place on the university campus. A planning committee has been working hard in preparation for this event and hopes to showcase Tennessee at this competition. We will require 75 - 100 volunteers make this event successful. Mark your calendar and plan to be a part of this competition. Please contact Carlton Kinslow at carlton@midsouthsae.org if you are interested in working this event.

Directions: Basically, this is off of exit 69 from interstate 65. Go east on Moore's Lane and turn left at the first light onto Westgate. Go around Westgate and turn in at Shogun. Sportman's Lodge is the closest restaurant to the highway.



Date: Tuesday, October 9th, 2007
7:00 P.M.

Place: Sportman's Lodge – Cool Springs
1640 Westgate Cir
Brentwood, TN

Pricing: \$2 Student, \$5 Mem, \$10 Non-mem
Pay at the door. Snacks and sodas provided.

RSVP: By October 5th
Contact Kevin Line
kevinline@yahoo.com

Book Review – The Effective Executive

By Patricia Stansbury

I have recently finished reading Peter Drucker's classic, "The Effective Executive." Before you wonder why I'm reading this book when I'm not even an executive, let me explain. Drucker's definition of an "executive" is any knowledge worker, manager, or professional who is expected by virtue of their position or knowledge to make decisions of significance and often irreversible impact. Given this definition, you are probably an executive too. Executive work is not defined by quantity or by its costs, but by its results. So I ask, "Are you getting the results you desire?" If not, Drucker posits that anyone can learn to be a more effective executive; we just have to practice and learn to control the realities that push us into futility.

One reality I cope with each day is not having enough time to get everything done. Time is a totally irreplaceable commodity. As an industrial engineer I'm trained in how to effectively manage the time of manual laborers. I conduct time studies, measure value with value stream maps, and eliminate the seven wastes all in the name of better managing time. To do otherwise means increased cost and decreased efficiency. But the difference between time-use and time-waste for me, a knowledge worker, is effectiveness and results. So I began my own personal time study; I measured the time I spent on various tasks throughout the day. Once I got three weeks of data in 15 minute increments, I looked at what I was spending my time on. Why was I spending 15% of my time in meetings that were just FYI? Couldn't I conference in from my desk and be on mute while working on other tasks. Only once I realized what I was spending my time on could I know where and how to cut the waste.

So with the time I've now carved out Drucker asks, "What can you contribute?" Regularly asking myself this question lets me re-focus and assess my value to the organization. And since I don't produce a "thing," but rather ideas, information and concepts, it is important to evaluate the usefulness of my product. Asking my customer, "What contribution from me do you require? When do you need it, how do you need it, and in what form?" quickly gives me an evaluation of my contribution. I then get to be responsible for my own professional competence and work standards.

The next topic Drucker addresses is the executive's ability to use all available strengths—those of associates, superiors, and one's own. An effective executive ascertains strengths and exploits them instead of trying to avoid weaknesses. For example, when staffing an organization he fills positions and promotes based on what a man can do, not on minimizing their exposure to areas of weakness. Similarly, making the strength of your boss productive is key to one's own effectiveness. It enables your boss to focus her own contribution in such a way that it finds receptivity upstairs and will be put to use. To do so requires putting the message in a form which is accessible to the superior. For instance, ask: What can my boss do really well? What has she done really well? What does he need to know to use his strength? What does he need to get from me to perform?

If there is one "secret" to effectiveness, Drucker states that it is concentration. Doing first things first and one thing at a time is the executive's only hope of becoming the master of time and events. That means setting priorities. Ironically, most everybody can set priorities, but the difficulty lies in setting posteriorities—deciding what projects not to tackle—because often what gets postponed, actually gets abandoned. It is an unpleasant task because every posteriority is somebody else's top priority. It is easier to draw up a nice list of top priorities and then hedge by trying to do just a little bit of everything so that everyone is happy. The drawback though is that nothing whatsoever gets done. So it takes courage to impose on time and events one's own decision as to what matters and comes first. But doing so is critical to becoming effective.

Finally, since executives are decision-makers, according to Drucker's definition, they have to know how, when and why to make decisions. He lists five elements of the decision-making process, as summed up in the following questions: 1) Is this a generic situation or an exception? If generic, the situation can be answered with a rule but the exceptional can only be handled as such and as it comes. 2) What are the objectives the decision has to reach? A decision must be adequate to its purpose. 3) Because decisions always end in compromise, what is the right compromise versus the wrong compromise? In other words, what is the solution that will fully satisfy the specifications before compromises, adaptations, and concessions take place to make the decision acceptable? 4) How do we enact this decision? Who has to know of this decision to bring it to fruition? What does the action have to be so that the people who have to do it can do it? 5) How will we know whether we made the right decision? How will we measure the results of our decision to make sure we achieved the desired results? The decision itself, however, is a judgment. It becomes a choice between alternatives. To make a good decision requires knowing what those alternatives are. The best way to explore alternatives is through dissension and disagreement because only then are risks and gains of each alternative thoroughly explored. Once the right decision is agreed upon, the decision is now ready to be made.

Ultimately, the executive is paid for being effective. She owes effectiveness to the organization for which she works though it is also to her benefit to want to be effective too. The knowledge worker often satisfies her psychological needs and personal values in and through her work. It is her position in the organization that often provides function, fulfillment, opportunity and value. So self-development toward effectiveness not only satisfies the needs of the organization to obtain the contribution it needs, but also provides for personal achievement and the accomplishment of purpose.

CALENDAR OF EVENTS

OCTOBER 4TH SMYRNA AIR CENTER TOUR

OCTOBER 9TH FIRST MONTHLY MEETING
 LOC: SPORTSMAN'S LODGE
 KEYNOTE: DR. DALE WILSON
 TN TECH BAJA SAE SPONSOR

NOVEMBER 13TH MONTHLY MEETING
 LOC: ADVENTURE SCIENCE CENTER
 KEYNOTE: DAVID MCLELLAN,
 FORMER CORVETTE CHIEF ENGINEER

Advertise with us!

For SAE's monthly meeting and speaker series, we are looking for sponsors to help offset some of the meeting costs. These meeting will include several notable speakers from around the community and from SAE International. We expect to have anywhere from 30 to 90 engineers from local universities and industry. We are looking for corporate sponsors for these events by offering companies a chance to present and discuss their products and services during the meeting. If interested, please contact SAE Vice-Chair, Kevin Line at 615-838-9217 or handykev@gmail.com for more details. SAE is also offering advertising space in the monthly newsletter.



Mid-South Board Members

SECTION CHAIR

Doug Fleenor, Electrolux

VICE CHAIR

Kevin Line, VexTec

TREASURER

Ron Childers, Peterbilt

SECRETARY

Dan Parker, Peterbilt

PAST CHAIR, WEBSITE ADMINISTRATOR, BAJA COORDINATOR

Carlton Kinslow, Hennessy Industries

STUDENT INVOLVEMENT

Chris Lehman, GS&P

PUBLICATIONS

Open

AWIM COORDINATOR

Chad Ice, Schrader Electronics

FUNDRAISING

Open

MID-SOUTH VISION STATEMENT

The Mid-South Section will be the local leader to industry in promoting the advancement of the mobility community and will fulfill a mentorship role with the student members to develop future leaders.
