

MADE IN FLORIDA

FL-ATE and the Manufacturer's Association of Florida present . . . *Made in Florida.*

Everyday, you enjoy things you may not realize were made in Florida. Behind every product and technology you use, there is a world of manufacturing. Today, more than 16,000 different companies and 400,000 Floridians work in the manufacturing field. This means that not just jobs, but manufacturing careers are being "Made in Florida," by people like you, right now. If you get satisfaction by making something, get excited about using new technology, or you work well with teams of people, then the manufacturing industry may be the place for you, with a challenging job, great pay, and excellent benefits. Now we're going to show you that more than just fruit and fun is "Made in Florida."

First, let's take a look at what manufacturing in Florida is. Depending on the type of process being used, or the type of product that is being made, Florida's diverse manufacturing industry can be grouped into many smaller sectors. Today we're going to take a closer look at Florida companies that manufacture products in the following sectors: medical devices and instruments; food, beverages and pharmaceuticals; electronics and technical instruments; and metals and plastics fabrication. Now, let's go inside the facilities and meet the real people that wear the safety and personal protective gear, and make the products that we use everyday.

Sector #1: Food, Beverages, and Pharmaceuticals

When you think of the food industry in Florida, you may think of cows and orange trees; but, behind these natural resources is a huge industry of companies and people throughout Florida utilizing state-of-the art equipment to produce, package, and distribute food and beverages enjoyed around the world. Did you ever wonder when you're at your local coffee shop enjoying a large soy latte, just where does all that soy milk come from?

In Jacksonville, **Dean Foods** produces the best selling soy milk in the United States at its White Wave Foods Division. A food, beverage or pharmaceutical facility like this one can offer several types of careers.

27 My basic position here is to control all manufacturing as far as the shipping of the
28 different products that we produce here, such as mainly soy milk and some white milk
29 products. Actually, it gives me a sense of pride to know that I produced something that is
30 in the store that others are able to see. You know, I actually go to the stores now, and I
31 may see my product, and just out of habit, I may straighten up a shelf or something, just
32 because it was something that came from my plant. (*Donnell, Shipping Supervisor –*
33 *Dean Foods, White Wave Foods Division*)

34 In addition to soy milk, Florida manufacturers are responsible for all kinds of foods, beverages,
35 and pharmaceutical products. **Signature Brands** in Ocala makes dessert sprinkles, gels, and cake
36 decorations. **Nature's Products** in South Florida manufactures vitamins and nutritional
37 supplements. **Florida's Natural Growers** is a juice processing co-op in Lake Wales.

38 We probably hire about 100 people a year and those with range in skills from an entry-
39 level operator all the way up to a very highly skilled mechanic or electrician or electronics
40 technician. (*Steve, Senior Operations Manager – Florida's Natural Growers*)

41 I had always been interested in industrial chemistry because my father is actually an
42 industrial chemist with a degree in chemical engineering, so right from high school and
43 when I am home for summer vacation, my summer vacation job would be working in a
44 manufacturing environment so that I would be working in a cement factory. (*Nana,*
45 *Quality Control Specialist – Florida's Natural Growers*)

46 Running and maintaining equipment at a food, beverage, or pharmaceutical manufacturer can
47 equip you with marketable skills like using programmable logic controllers, also known as PLCs.

48 Anytime we want to do a modification or a line change, we have to go in and, maybe,
49 adjust the PLC program or the operator interface, the HMI, to reflect those changes or
50 for them to control the line. It's basically a software package that operates hardware that
51 takes the place of a lot of relays, timers. (*Brad, Team Leader – Signature Brands*)

52 So next time you're enjoying your favorite food, beverage or health product, remember that it's
 53 not just these great products that are "Made in Florida;" there are some terrific careers being
 54 launched here, as well.

55 *Slideshow #1*

56 Those are just a few of the many products coming out of Florida's fertile manufacturing
 57 industry. Here are some others . . .

58 *Slide Show #2*

59 *Sector #2: Medical Devices and Instruments*

60 A hospital emergency...

61 Critical surgery...

62 State-of-the-art medical devices and instruments...

63 Everyday, throughout Florida, there are people hard at work making products that save lives
 64 and enhance the public's health. These manufacturing facilities make medical devices and
 65 instruments that are used by hospitals, health professionals, and patients themselves. The people
 66 at **Walter Lorenz Surgical** manufacture metal plates and titanium screws that are used in critical
 67 surgeries.

68 Seeing a product go from quarter inch bar stock to a finished screw and then being able
 69 to go in there and getting that part perfect so when a doctor gets it, it works and maybe
 70 helps some little kid's life. (*Justin Rackley, Machinist – Walter Lorenz Surgical*)

71 Over here we make our plating, and what we do with our plates, primarily, is they're
 72 used for the skull, sometimes the jaw. It starts out as a raw piece of material; load it into
 73 the machine; with the program it comes out as this. (*James Dixon, Manufacturing
 74 Supervisor – Walter Lorenz Surgical*)

75 Actually I got started in this through a temp-service. I came in and I deburred the screws
 76 and I had a large interest in wanting to run the machine; I really didn't want to do
 77 anything but run the machine. (*Missy, Machinist – Lorenz Surgical*)

78 In Deland, **Dot Decimal** makes filters for radiation treatment of cancer.

79 *Sound-bite: Richard Sweat, Dot Decimal*

80 ...and then you'll notice when I hit the GO button here, it's going to grab this touch probe
81 and it's going to come over and measure the part...

82 These high school students are touring **Dot Decimal's** manufacturing facility. Here are titanium
83 dental implants and the material they were made from, at the manufacturing company **3i** in Palm
84 Beach Gardens.

85 Each day we learn more and more and more. It's a world inside this company. (*Marisa,*
86 *Machinist – 3i*)

87 Hundreds of medical manufacturers are making devices and instruments that are improving
88 millions of people's lives everyday.

89 So you've started thinking about working in manufacturing. But how do you get there from
90 here? There are several different pathways for entering the manufacturing industry.

91 In high school, focus on math, science, and drafting. Go to technical school and learn a skill
92 like welding, mechanical drawing or metal working. Enroll in community college to study computer
93 integrated manufacturing, automation and controls, quality or advanced manufacturing. Or go
94 beyond – there are also opportunities for people with a Bachelor's or advanced degrees.

95 *Sector #3: Metals and Plastics Fabrication*

96 Well, Florida may not be the home of rock and roll, but Sarasota is the home of the metal guitar
97 string. **Black Diamond Strings** has been manufacturing guitar strings since 1898. Metal strings are
98 precision manufactured by employees using different types of fine wire. One of the owners of **Black**
99 **Diamond**, Jim Cavanaugh, describes how guitar strings are made.

100 The process is a winding process. We start with a core, it could be a synthetic core, it
101 could be a metal core – what we call high-carbon steel core – and then it's wrapped with
102 different alloys; and the different alloys could be nickel – nickel would be great for
103 electric guitars; phosphor-bronze-wound guitar string would be great for acoustic guitars,
104 and so forth like that. People have used our strings from way back: B.B King has used

105 our strings in the past, Jimi Hendrix has used our strings in the past, too, things of that
106 nature. *(Jim Cavanaugh, Company President – Black Diamond)*

107 Just like precision is needed to make guitar strings, precision skills are required in most metals
108 and plastics fabrication. Employees at metals and plastics fabrication firms can learn skills they can
109 apply anywhere in the country.

110 There's a lot of job opportunities if you have laser experience. These things are
111 becoming a big commodity. *(David, Production Supervisor – Tampa Armature Works)*

112 **Tampa Armature Works** invests in plasma cutters and robotic welders.

113 It's a faster weld; it's obviously a more uniform weld; it's a better looking weld. The
114 welding industry just hit a home run with robotics. You can't beat it. *(David, Production
115 Supervisor – Tampa Armature Works)*

116 At **Metal Essence** in Sanford competing with global manufacturers is an everyday reality. They
117 design, produce and supply precision metal and plastic parts for other manufacturers in many
118 different industries. Here Al Stimac describes one of the company's manufacturing processes to a
119 touring high school group.

120 *Sound-bite: Al Stimac, Metal Essence*

121 ...what we do is called a clean-cut. We run liquid nitrogen at minus-260-degrees right
122 next to the beam, so as the beam melts the metal, we cool the bottom of this (holding
123 piece of metal). It comes out so nice and clean...

124 In addition to the state's many custom machine shops, Florida also has large metal fabricators.
125 At **Dura Automotive** in Jacksonville, employees make door and brake systems for the global
126 automotive manufacturing sector.

127 We make every part that goes into every assembled part. We run big 500 ton, 300 ton,
128 400 ton coil presses. It's challenging and it's very satisfying. *(Mike, Manufacturing
129 Supervisor – Dura Automotive)*

130 Whether it's small intricate parts, or large components, high skills and high precision enable
131 these parts to be made in Florida.

132 *Sector #4: Electronics and Technical Instruments*

133 When a Category 5 hurricane strikes, devastation is inevitable and a huge recovery effort is
134 required. From the electronics and technical instruments sector, Florida firms are prepared to do
135 their part. After Hurricane Katrina hit the Gulf Coast, **CrossMatch Technologies** from Palm Beach
136 Gardens contributed their biometric identification products to help identify victims, residents, and
137 workers. And **CrossMatch** is only one of hundreds of electronics and instruments companies in
138 Florida. **Universal Microwave** in Odessa makes electronic components for the communications
139 industry. Your digital and wireless world wouldn't be possible without manufacturers like this.

140 At Universal Microwave, we manufacture voltage controlled oscillators for the wireless
141 communications industry. *(George, Manufacturing Supervisor – Universal Microwave)*

142 Like many manufacturers in Florida, **Universal Microwave** doesn't make the finished product
143 that you may recognize, but it does manufacture critical parts and components. In St. Cloud,
144 **Mercury Marine** follows this model by manufacturing components for their line of high performance
145 outboard motors. They are now making critical parts in Florida to solve problems caused from faulty
146 parts that had been previously manufactured overseas.

147 *Sound-bite: Mercury Marine (male)*

148 ...We get these switches; they're being built off-shore and we're having failures and the
149 switches they were using weren't to spec – weren't to print. They weren't made right so
150 we won't have that problem now. We got good switches; we got a design driver making
151 them here...

152 **Datamax** in Orlando designs, manufactures, and markets bar code printing products used
153 worldwide.

154 Rather than just designing them and seeing them on the computer, seeing a 3-D model
155 on the computer monitor, you actually then very quickly will see those models turned into
156 a real product. *(Dean, Director of Manufacturing – Datamax)*

157 Florida companies are using cutting edge technology to make the electronic devices and
158 components that make much of our modern society possible.

159

Slide Show #3

160

Although we've only looked at four different product sectors, remember that Florida companies offer many jobs in many different sectors of manufacturing. Here are a few more companies.

162

Hunter Douglas in Pinellas Park developed the first lightweight aluminum window blind in 1946. Today, they manufacture all types of high quality custom window coverings. **Merrilat** in Ocala is a leading designer and manufacturer of kitchen cabinetry. Also in Ocala, **Conimar** makes all types of decorative household items and is the largest US manufacturer of printed plastic placemats.

167

Conimar makes their own plastics. They do the printing here and we actually – die cutting is me cutting the shape of this out. If I were to take a square placemat I can cut it into a rectangle, a triangle, or whatever I wanted to cut it into. *(Keethon, Die Cutter – Conimar)*

171

Hunter Douglas prides itself on its clean manufacturing environment.

172

We've got to change the perception that manufacturing is a dirty job, is a dead-end job, because it's not and it's a clean environment it's not the old days where it's a foundry – a steel foundry. *(John, HR Manager – Hunter Douglas)*

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174

175

What I like best about my job is the challenges. Merrilat is growing; everything is always changing and we are always challenging the system – looking for ways to improve everything. *(Tommy, Manufacturing Supervisor – Merrilat)*

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We've taken a look at a sampling of the different manufacturing facilities throughout Florida. Look around, you'll find that there are many opportunities in manufacturing available right now for all different types of people at all skill levels right here in your community.

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180

181

Various sound-bites

182

- We actually have 240 opportunities available currently and then we are going to expand our facility. (female)

183

184

- You're not only helping yourself because you have a job, but you are also helping other people increase their quality of life. (male)

185

- 186 ▪ Working here is – this is my second time around here – I left and I had to come back
187 because it is such a good place to work. (male)
- 188 ▪ I really like being on the edge of my seat. (female)
- 189 ▪ The average manufacturing job in the state of Florida makes about \$42,000. (male)
- 190 ▪ It makes you feel good about yourself helping somebody out that is in pretty bad
191 shape. (male)
- 192 ▪ ...and I am very young and I am making a whole lot of money! (male)
- 193 ▪ We're expanding – we have new positions that are opening up daily so we are
194 definitely looking for qualified people. (male)
- 195 ▪ I'm just proud – a very, very high sense of pride – to know that I did something that
196 others get to see. (male)

197 If you want the pride of seeing your product in the store, or get excited about working with new
198 technology, or think you may excel within a team environment, then Florida's manufacturing
199 industry may be the right place for you.

200 *Various sound-bites*

- 201 ▪ ...not like there's something wrong with working at a fast-food joint, but it pays a whole
202 lot more than a fast-food joint. (male)
- 203 ▪ It's a good feeling that you could make a lot of money doing this – a lot of money.
204 (male)
- 205 ▪ Best thing I've done – I love it! I love it! (female)

206

207

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