ATI Best for Vets 2015

Huntington Ingalls Visits ATI

Announcing the Instructor of the Year
Big Things Happening at ATI

Some great things have happened since our last newsletter. ATI was again selected as a Military Friendly school by GI Jobs. In the technical school category, we were also selected in the top 26 technical schools nationally by Military Times as “Best for Vets”. Selection to these categories is rigorous and we are proud to be selected as an education facility that is good for our veterans.

In September, three of our Heavy Vehicle students were selected to participate and compete in the technology and Maintenance council’s (TMC) National Technician Skills Competition called the “TMC Super Tech Competition”. This was the 10th anniversary of the annual competition which tests the skills of the country’s best diesel techs. This year was the first year that the competition was open to students who are attending post-secondary diesel training. Only 24 students nationwide were allowed to compete in this first competition and ATI had three students competing.

As part of the student competition, there were six work stations where students were provided tasks to solve/complete. A winner was selected from each work station and the top three overall. One of our students, Ken McDonald, an Army veteran, took first place for a work station and third place overall, while another ATI student, Jesse Bardin, took fourth place. Mike Hogan, our third ATI competitor is also an army veteran. All three ATI students placed in the top 25% of their competitors.

The award given to Ken McDonald was a Jaltest wireless diagnostic scan tool valued at $6,100. Ken also received a $500 gift card for himself, and a couple of tool sets.

Congratulations to these students who made a great showing for ATI. Their success also indicates that our training at ATI is right on track on what industry is looking for in entry level diesel techs.
The JalTest Diagnostics Tool - Not Just Another Power Tool

ATI’s Heavy Vehicle department attended a training session for their new JalTest Diagnostics tool in November. The training session was conducted by Greg Beck from WheelTime, and was attended by ATI’s Heavy Vehicle Instructors. Mr. Beck installed the JalTest software on two new laptop computers, and provided extensive hands-on training on the use of the new diagnostic tool.

The JalTest Multibrand and Multisystem Diagnostics tool features bi-directional control, so the user will have access to more than just reading codes, such as cylinder cutouts, cylinder balance, compression tests and solenoid value actuations. The Jal Test Information feature provides the most complete technical information database available on the market today. The feature helps techs locate a component through wiring diagrams, as well as troubleshooting the problem through available systematic guides.

Unlike other tools, which are usually specific to one line of products, the JalTest system has data on many makes and models of engines and components gathered from various sources, including their manufacturers.

The instructors were extremely impressed with the abilities of the JalTest, and are looking forward to implementing it into our training program at ATI.

Rob Metzger, Heavy Vehicle Program Coordinator

Ryder’s Looking For Technicians

Britt Abbott, Maintenance Manager with Ryder, stopped by ATI in November. Ryder is a multi-billion dollar operation with locations throughout the US, Canada, and Puerto Rico. Britt spoke about the opportunities for ATI grads to become diesel technicians with Ryder. He spoke of his 30 plus years of experience with the company, and explained to students that they could become technicians with Ryder but could also look forward to a Ryder career that would offer many opportunities for other type jobs within the company.

Kirk Clayton, Director of Career Services
Instructor of the Year

Victor Tsimpinos is an accomplished instructor who has repeatedly earned the respect and admiration of both students and fellow faculty members. He has been essential to the updating of curriculum and addition of technology to the classroom and lab. Most notably, he has introduced electronic controls into the Hydraulics Systems training. He has also readily adopted and implemented the computer-based training, Moodle classroom software, and Ipads into the programs he teaches. His ready acceptance and promotion of these technologies has made the transition easier for students and an overall positive experience.

Mr. Tsimpinos ensures that he is current on the latest trends and updates in the Heavy Vehicle field. With his positive attitude, genuine concern for all around him, and relatable way of speaking, he ensures that students are able and willing to learn the information presented and that they are eager to return to class.

He continually looks for ways to improve his classes and ensures that he has the resources needed to teach today's tech-savvy students. His professionalism and enthusiasm make him an excellent role model for students and fellow faculty. His commitment to ATI and his students make Mr. Tsimpinos an excellent choice for the Instructor of the Year.

Cenek Picka, Campus Director of Academic Affairs

Service Management’s Fundraiser

ATI’s Service Management II Business Plan class participated in a class project designed to teach students the basic knowledge of how entrepreneurs run a business. Students were required to open, manage, sell products, and liquidate an actual business during the 5 weeks of class. The following objectives were met:

* Stocks were sold to investors
* Investors were provided a Return On Investment (ROI) statement
* Inventory had to be purchased at economical prices and sold to gain profits from sales
* The right target market had to be identified
* The product/service had to be marketed to the determined target market
* A non-profit organization identified to determine what non-profit would benefit from company profits

Donations and profits (after returning investments and interest to investors) were donated to the family of
SVA Donated Microwave to Student Lounge

Mike Moore, former president of the Student Veterans Association, said they had a little petty cash and wanted to do something for the students. If you haven’t noticed it, there is a new red microwave in the snack bar room. Mike said, “There is sometimes a line to get to the microwave and people don’t always have time to wait to heat up their food. So, I thought this would be a great gift.”

Mr. Daniel Rogers, to help with costs. Mr. Rogers, ATI’s automotive instructor passed away this year in October. The total collected was $500.00.

This taught students the objective of giving back to the community.

Name of Business: 20 Minute Chow Time


Investor Report: 1st Quarter Numbers

- Initial investment by all investors - $362.25
- Interest to investors - (2% of investment) - $7.24
- Cost of supplies - $468.92

Marcia Downing, Service Management Instructor

Welding Students Tour Plasser American Corp

In September, Mr. Cramer and Mr. Beatty of the welding department, along with Mr. Clayton and Mr. O’Brien from Student Services had the opportunity to accompany over 20 current welding students on a tour of Plasser American Corp in Chesapeake. They saw firsthand opportunities to ply their welding craft upon graduation from ATI.

Plasser American was formed in 1961 and is still the leading manufacturer of equipment used to test and maintain the correct track positions for the Railway Industry.

It’s headquarters was moved to their Chesapeake location in 1970 due to the mild climate and close proximity to the Atlantic Seaport. Currently, the location serves to house over 150,000 square feet of manufacturing and repair facilities where the company builds their machines from scratch and repairs current machines to send them back into the field.

The tour was facilitated by Rob Buttram, the contract manager for the shop, who actually began his career as a welder for the organization and rose through the ranks. The tour offered a glimpse of the opportunity that Plasser has to offer.

The tour gave the students an opportunity to see many of the day to day activities the welders employed by Plasser participate in, including work on machines being built and those completed, but returned for repair. At each shop, the students were able to hear from the foreman of that particular area offering another view of the immense scope of Plasser’s work and where they might have a chance to fit in upon graduation from ATI.

Mike O’Brien, Career Services
Mr. Dave Philpott Promoted to HVAC Coordinator

After acting as interim coordinator for some time and being one of many to interview for the position, Mr. Philpott was chosen to take on the new title and responsibilities starting on November 13th. Mr. Philpott brings his 20+ years of HVAC experience, as well as some impressive computer and AV skills, to this position.

The genuine care that Mr. Philpott has for the HVAC program has been evident in his teaching, even leading to him earning the Instructor of the Year award. Much of his time is spent instructing students and creating learning tools for them. Using his skills in video editing and music recording, Mr. Philpott has created videos for the School’s YouTube channel, as well as instructional videos for a variety of HVAC equipment.

ATI looks forward to the great things to come with Mr. Philpott in charge of the HVAC program.

Cenek Picka, Campus Director of Education

Street Dreams Corvette Show

Street Dreams Corvette Club was established August 25, 2000, by John Davis. The name is a combination of the “Street” portion from this business name and the “Dream” portion from the American Dream Sports Car (The Corvette) which formed the current name Street Dreams Corvette Club (SDCC). John enlisted a few of his friends from the U.S. Navy, Darren and Gregory. The three would brainstorm for hours talking about cars, and Street Dreams quickly developed into one of the best clubs in the south eastern region of Virginia. Darren was also a graduate of ATI’s Auto and HVAC programs.

John is currently enrolled in the Automotive program at ATI. He is a retired veteran (22 years) from the US Navy, and retired from the Va. Beach Sheriffs office, (10 years) and 2 years were auxiliary. John is originally from New Jersey, and

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the military brought him to Virginia in 1984. He currently lives in Va. Beach with his wife and 3 children.

Street Dreams car show at the Lynnhaven Mall on August 30th was a huge success. It was well attended in spite of the forecast for rain. Mr. Daigle, ATI’s campus president, received an award on behalf of ATI for their participation through sponsorship for the show.

Street Dreams has won shows, participated in parades, charity events and gives back to the community. From the beginning, Street Dreams has been a premier and elite/exclusive club. Check out Street Dreams website: www.streetdreamscorvetteclub.com.

WheelTime Needs Techs

Mr. George Arrants, representing Wheel Time, came to ATI and spoke to all of the diesel students about nationwide opportunities in the diesel repair service.

WheelTime is a truck service network that does quality bumper to bumper repair and preventive maintenance service coast to coast. Mr. Arrants told students that WheelTime has over 200 locations across the US and also some in Canada. He indicated that because of the number of baby boomers leaving the industry for retirement there’s a huge need to hire replacement techs. The day that he spoke, they had an immediate need to hire 134 techs and that by the end of this decade, the need increases to the thousands.

Several students showed interest with their questions during the presentation and several more stayed after the presentation for more information on how to apply.

Mr. Arrants indicated that any ATI student who was interested in a job could pass their resume directly to him for personal attention. He stayed the entire day and spoke to all three sessions of diesel students.

Mr. Arrants stated that he likes ATI’s programs and that he would come back three to four times a year to speak to and recruit ATI students.
EMPLOYER SPOTLIGHT

Priority Chevrolet

A lot has changed since Mr. Dennis Ellmer began his automotive career in Hampton Roads in 1975. He had always dreamed of owning his own dealership and in 1999 he was able to realize his dream when he bought Chevrolet and Toyota dealerships in Chesapeake, Virginia. Those dealerships launched Priority Automotive Group. Priority Auto Group consists of Acura, Chevrolet, Honda, Hyundai, Nissan, Volkswagen, Toyota and Scion.

Today Priority has dealerships in Chesapeake, Colonial Heights, Richmond, Williamsburg, Chantilly, Hampton, and Newport News in Virginia and Huntersville, North Carolina.

Fixed Operations Director, Ray Mattox’s relationship with ATI started back around 2004. During that time Priority has hired 50 graduates of ATI. Of the graduates that are with Priority today, some have been developed and promoted to Class A Technicians.

“ATI trains a pretty well rounded student, that is why I’ve stayed with ATI. New hires start at an entry level position, Class C and after some time with us can work their way up to Class A by going through our GM online training.”

Presently their service building is under construction and expanding. They are expecting to have 45 technicians on board after they open the new center.

From the moment you walk into one of their showrooms, you’ll know their commitment to customer service is second to none. If you are in the market for a car, new or used, be sure to pay Priority a visit.
ATI Hosts Video Shoot

The Qualified Gas Contractors of Virginia, in conjunction with the Virginian-Pilot, filmed a series of instructional videos at ATI’s HVAC campus. The videos offer homeowners basic troubleshooting tips for common issues related to heating and air conditioning systems. Local HVAC contractors appear in these spots, allowing them to promote their respective businesses and identify themselves as members of the QGC.

Hosting the video shoot in the HVAC lab allows ATI to get some promotional exposure as well. More importantly, it brings members of the local HVAC industry to our school. Prominent companies such as C.L. Carter, Temperature Control, and Smith and Keene have had the opportunity to tour our facility and hear about our HVAC program. Not only does this allow some of these industry professionals to become involved with our school, such as becoming members of our academic advisory board, it also assures them of the quality of education our future HVAC technicians are receiving.

The QGC and the Virginian-Pilot plan to continue working with ATI throughout the year, filming educational videos for their YouTube channel debuting sometime in early 2015.

David Philpot, HVAC Coordinator

Student Success

Auto Technician to State Inspector

When Crystal Insalaco started the Automotive Program at ATI in 2009 she knew what she wanted as a career. As a little girl of 3 years old she was helping her dad work on cars. Of course, at that age the most her father let her do was push on the brakes when he was bleeding them, and that is where it all started. “My mother gave me a pair of overalls so I would look like dad, and she couldn’t keep me out of the garage when he was working on the car.” Crystal said.

Starting the auto program turned out to be a good move for Crystal. Her then boyfriend, Joseph started the program also, and she realized she loved him while they were studying a car engine. Joseph went on to ATI’s Commercial Driving program and drives a Tractor Trailer for a local company. Joseph and Crystal are married and have 3 daughters.

“I enjoyed ATI, and the instructors were very good. I was concerned about becoming a technician 20 years ago,” Crystal said, “because the male attitude toward women technicians wasn’t good. A lot has changed since then. You still have to earn your place,” she said, “like you would anywhere else, but it is not as difficult to get respect as a female then it use to be. But if you are a hard worker, you can find your place in a male dominated workplace.” Crystal graduated from ATI with a 4.0 GPA.

Crystal has been working for Priority Chevrolet for the past 4 years. She started as an entry level lube tech and within a year, got her license to become a state inspector. Crystal stated, “Guidelines for becoming a state inspector is that you worked as a technician for 2 years or that you graduated from an automotive program. So I went for it immediately.”

Crystal has a reputation for being one of the toughest inspectors around. “If it is not right, don’t bring it to me,” she said. “I just want to make sure that everyone is safe, and be thorough in my work. I don’t want anyone to come up injured because I missed something.”

For fun and quality time together, Crystal and Joseph are rebuilding a 1996 mustang.

Crystal with her boss Ray Mattox
Student Success

Jonathan Carden Awarded Adult Excellence Award

The Imagine America Foundation created the Adult Excellence Award to assist students who are attending participating Imagine America institutions through the Imagine America Adult Skills Education Program (ASEP). The Adult Excellence Award is essentially a continuation of the Foundation’s ASEP program.

Each scholarship provided $500 cash grants toward the student’s tuition balance. The award is competitive, and as a result not all applicants will receive the award.

In an article in the Career College Central magazine, Jonathan said, “I chose Advanced Technology Institute for a few reasons. I was attending a community college back home for welding, and once I learned that I would not receive a certificate, I quickly realized the credits earned at that school would not be as important to employers. So I decided to find a school where I could become qualified. Anyone who knows anything about welding knows what a big difference a couple of welding credits are versus becoming AWS qualified. The staff has always been helpful in answering any questions that I had about the school before I visited; that made my decision that much easier. As for welding, I’ve been interested in metalworking for years, but only recently made the decision to take it seriously and make it my new career path. The best thing about the Welding Department at ATI has got to be the years of knowledge that the instructors have. Their experience has taught me so much in such a short amount of time.”

Congratulations Jonathan!

Excerpt from “Career College Central Magazine”, November 2014 (No picture available)

Gary Tubbs $1,000 Winner

Recent ATI Heavy Vehicle graduate Gary Tubbs was presented this $1,000 check as the winner of the 2014 Bay Diesel Corporation Scholarship competition. Bay Diesel Corporation President Scott Wheeler offered Heavy Vehicle students the opportunity to win the $1,000. Gary Tubbs, 4.0 GPA graduate and near perfect attendance impressed the people at Bay Diesel enough to award him the scholarship.

Bay Diesel Corporation plans to give away another scholarship in 2015.

Kirk Clayton, Director of Career Services

From Left to right: Kirk Clayton, Director of Career Services, Gary Tubbs and Rob Robins, Vice President of Bay Diesel Corporation