ATI Partners With WheelTime
Announcing Instructor of the Year
Employers Seeking Diesel Techs
PRESIDENTS CORNER

WheelTime Network has begun its WheelTime Connection, a placement and development program for technical school graduates across the country. WheelTime is a leader in the Truck Repair Network industry with 200+ locations throughout North America. They are committed to hiring, retaining and developing the best technicians for their Truck Repair network. The WheelTime Connection Program will guarantee participating students tools, hands on learning opportunities, mentorships and employment after graduation.

Mr. George Arrants, the Director of Training and Recruitment for the WheelTime Network, which includes WheelTime University, recently visited the ATI campus, and signed a partnership agreement making ATI part of its National Connection Program.

Mr. Arrants and I completed the partnership agreement Wednesday, September 15. Currently, ATI is the only school in Virginia that is a member of the WheelTime Connection.

This is an incredible opportunity for our students and we are truly excited to be a part of the WheelTime Connection.

Dick

“Self-knowledge is best learned, not by contemplation, but by action. Strive to do your duty and you will soon discover of what stuff you are made.”

Johann Goethe
Many students dream of owning their own businesses in fields for which they have a passion and receive training. Their independence and entrepreneurial drive can only be satisfied by stepping outside of their comfort zone and taking carefully calculated risks. It is an adrenaline rush for these people. The AOS program has helped these students get off on the right foot in pursuit of those dreams.

For others, the Service Management classes reveal how much work and sacrifice is involved in owning a business. They leave with a unique and enhanced knowledge that allows them to become better employees for others. The special ability to understand the “why” things are done and see the “bigger picture” of business makes AOS graduates particularly attractive and more valuable to employers in their field.

Employers are looking for the best employees and those who can offer superior value. In the highly competitive world of business, it is important to find an edge and prove one’s value over other applicants for the same position. The AOS program provides that edge.

The AOS program at ATI has recently been enhanced with two additional courses. The new Accounting and Computer Applications classes not only increase useful knowledge, but also improve one’s appeal to employers. Service Management graduates can spring board ahead of the competition and begin to earn higher wages that much sooner.

Graduating with the AOS degree is a significant accomplishment. It provides a great sense of pride and satisfaction and there is no better investment than the one you make in yourself.

Joe Roth, Service Management Instructor
Retiring Baby Boomers Creating Career Opportunities

On September 15, George Arrants, Director of Training and Recruitment for the WheelTime Network, visited ATI. He spent the day talking to the Heavy Vehicle students about employment opportunities with the WheelTime Network which has over 200 heavy vehicle repair locations in North America.

He pointed out that the retiring baby boomer population is creating huge opportunities for our younger diesel technicians entering the industry. People are retiring in such large numbers that resulting vacancies cannot be filled, leaving thousands of openings across the country. Mr. Arrants stressed that the opportunities for technicians entering the industry today are endless at all levels of employment. He also shared that WheelTime has some criterion to meet before being considered for hire into this organization. Grades are important, but good attendance at school is paramount. Students who meet the criterion can look at job placement at graduation, guaranteed access to continuing education after hire and a free professional grade tool set (valued at approximately $6,000) with an employment commitment of 24 months. Several students have already indicated an interest in the WheelTime Network.

On the following day, Mr. Arrants was the guest speaker at the graduation ceremony held at the Virginia Beach Convention Center. Again, he highlighted the WheelTime Network and emphasized the unlimited opportunities in the industry. Mr. Arrants spent time talking about social media and how the careless use of this media can prevent individuals from even being considered for a job interview. He put the ball in the graduates’ hands and told them that the only obstruction in life was standing in their own shoes.

Mr. Arrants’ speech can be seen on the ATI website homepage at: www.auto.edu.
EMPLOYER SPOTLIGHT

NexGen

Heating, Ventilation and Air Conditioning (HVAC) can be a challenging industry which is exactly why David Stockburger found himself eager to enter the HVAC trade. He loved troubleshooting and the challenging aspects of the commercial service world, so HVAC just seemed to be a natural fit.

David took a big leap and opened his own business. In November 2015 NexGen, LLC was born. For over a decade David had exposure to many HVAC companies and manufacturers, so becoming a business owner was an easy transition. After being in business for only a year, he has commercial accounts as far as Richmond, Virginia.

David’s family helped out in his startup days. His father, Bill Stockburger, is his Operations Manager and his mother, Donna, is the company Accounts Manager.

“My vision for NexGen,” David said, “is to be one of the premier commercial service companies in Hampton Roads.”

David’s father in law, who has been in HVAC for 30 years, has worked with ATI and highly recommended ATI HVAC graduates to David. To date, David has hired 4 of ATI’s HVAC graduates.

David said, “ATI students are well rounded when they graduate and have a solid foundation base for the industry. And that base is well suited for us to build on. We build on their great knowledge and experience when they come on board with us. I am looking forward to bringing on future techs from ATI to become part of the team and grow with us. My dream and goal for this company is to grow to 20 to 30 technicians.”

As a young company, NexGen has grown quickly. They currently employ 9 techs, and David stated he is excited about watching the company’s continued growth.

NexGen is a commercial and industrial HVAC service company and you can find them at www.nexgenhvac.com.
What HVAC Customers Are Saying About ATI Graduates

ATI received an email from Mike Brabble, Ford Motorcraft Technical Trainer in the Northeast Market area, commenting on one of the graduates from the ATI HVAC program.

Mike said, “I wanted to give the HVAC department a kudos for one of their former students that graduated last March. My central Heat/AC unit went out and I contacted Comfort Systems USA to dispatch a repair technician. They sent out Marcus Dickerson and he was prompt in his response and diagnosed the problem within 10 minutes. He retrieved the part and installed it within 2 hours. Marcus was very courteous and professional. I believe it also speaks volumes as to the fact that after just a few months on the job, he has already been given his own work truck to make service calls. I was so impressed I contacted his employer and thanked them for his service. I am also purchasing a maintenance contract from Comfort Systems USA due to his quality service.”

ATI talked to Marcus and found that he had started as a helper with Comfort Systems USA, but was quickly promoted to a technician, after being there only a few months.

When asked what he thought of ATI’s HVAC program he said, “I thought they were easy and the instructors helped to make it that way. I would recommend ATI to anyone interested in learning HVAC.”

Kristopher Staton, Senior Welder

The instructors at ATI love to see a former graduate show up at an ATI Open House. Kristopher Staton graduated in 2013 and stopped by to see what’s new.

Kristopher is working for Cottrell Contracting Corp. as a senior welder and has been there for the past 3 years. He said that he is welding tug boats and other various equipment. His goal is to someday work his way into a supervisory position.

When asked what he liked best about attending ATI, Kristopher said, “The instructors made the whole experience very enjoyable and I got plenty of shop time. They were flexible with me and very understanding while I was trying to learn. I will always recommend attending ATI to other people.”

Photo from Left: Josh Nuzzo, Fundamentals Instructor and Kristopher Staton
Instructor of the Year for 2016

We are very pleased to announce that Mr. William Sipes, Automotive Instructor, has been chosen as the Instructor of the Year for 2016. The award was presented to Mr. Sipes during the Virginia Career College Association conference in Richmond on September 30.

Mr. Sipes truly cares about learning and is constantly researching and updating his lesson plans to reflect current technical advances. His students respect and admire him.

Congratulations, Mr. Sipes! The faculty of ATI appreciates your hard work and devotion.

Cenek Picka, Campus Director of Academics

ATI Hosts CarQuest Tech Training

In June, ATI was honored to host a two night training session held by CarQuest. The topic: Scan Tool Academy-Practical Application and Analysis taught by Mr. Peter Orlando. Sessions were held in the evenings at the main campus for automotive technicians. In appreciation for hosting the training, CarQuest made seats available to ATI instructors enabling Mr. Miller and Mr. Alspaugh to take advantage of this learning opportunity. ATI is proud to work with industry professionals and looks forward to future collaborations.

Steven Dotson Joins the ATI Family

ATI’s success is derived from not only the experience that instructors bring to the classroom, but also the desire to pass along their knowledge to the next generation of techs to carry the mantle. With that in mind, ATI is excited to welcome Mr. Steven Dotson to its instructor list in the Automotive Technology program.

Mr. Dotson comes to ATI possessing both real world skills and the passion to get others excited about fixing automobiles.

“It has always been in the back of my mind,” Mr. Dotson says. “Even when I was an automotive student, I knew that I wanted to be an instructor and share my skills with others.”

An honor grad at Wyotech, Mr. Dotson also attended the prestigious BMW step program. And while he applied his craft in the field, the opportunity to move forward in his career here at ATI was too good a chance to pass up.

“I grabbed the chance to teach at ATI as soon as the doors were open,” he said. “I love to teach students my passion for automobiles and when I see the light bulb turn on when they start to understand, and I get to see that spark, it is a great feeling that brings me right back to when I was a student like they are now.”

Cenek Picka, Campus Director of Academic Affairs
Two New Employers Visit ATI

Word continues to spread through the trade industries about the quality of students ATI sends into the workforce.

Richard Rueter, President of Power Mechanical, visited ATI’s main campus to speak to the welders and heavy vehicle classes about career placement within their organization.

Power Mechanical is a local Hampton Roads company with a national reach. They provide both steam and chilled water services to companies and have been doing it for over 25 years. Most of their work involves the building and maintaining of both boilers and chillers for large manufacturing companies and plants.

Following the presentation from Power Mechanical, ATI was visited by Jeremy Thompson, the Fleet Manager for I+ICON Southeast, a brand new division of national infrastructure contractor and construction company I+ICON.

I+ICON Southeast is fast putting its stamp on some of the major construction projects in the area, including the expansion of the George Washington Bridge in the City of Portsmouth.

I+ICON has a need for welders to work on bridge and infrastructure projects, auto techs to maintain their own personal fleet of vehicles and heavy vehicle/diesel techs to maintain their equipment. They even have a need for HVAC techs to work on the final stages of projects.

ATI’s growing reputation for developing highly skilled technicians will ensure its position in the spotlight for those employers seeking to reinforce their work staff.

Michael O’Brien, Career Services Advisor

---

*We make a living by what we get, but we make a life by what we give.*

—Winston Churchill