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*Alabama Technology Network* has the most extensive training and service offerings for business and industry, to ensure the best possible source for your business needs. These include continuous improvement, industrial maintenance & technology, environmental health & safety, and leadership & management development.

*Our Mission* is to provide industry and business the tools, training and resources to excel.

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## Study Details Impressive Economic Impact of ATN

A new study published in January by the W.E. Upjohn Institute for Employment Research found that the Alabama Technology Network (ATN) provides a sizable net positive economic impact to the Yellowhammer State.

ATN, an entity of the Alabama Community College System (ACCS), serves as Alabama's center for the Hollings Manufacturing Extension Partnership (MEP), which is part of the National Institute of Standards and Technology (NIST). ATN is well regarded for providing extensive training and service offerings for job creators across business and industry.

The W.E. Upjohn Institute was engaged by ATN to quantitatively analyze the overall effect of the organization's projects on the state of Alabama's economy. The findings were eye-catching.

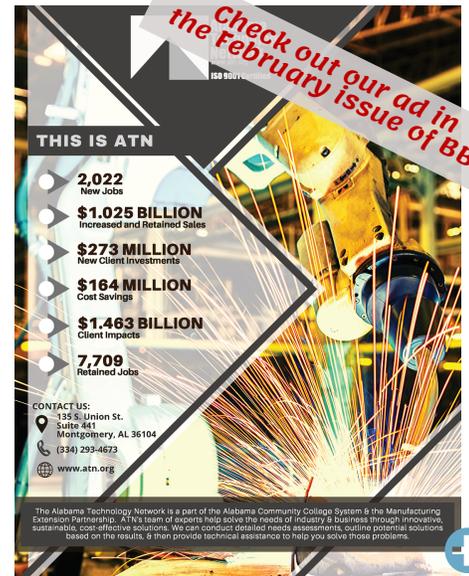
The study estimated that in 2018, total state employment was impacted by an additional 8,148 jobs because of ATN's work with manufacturers in the state. This estimate included direct, indirect and induced jobs generated by ATN client projects. These jobs also support additional manufacturing jobs critical to Alabama's and the nation's supply chains and jobs outside of manufacturing.

Additionally, the Upjohn study examined topline areas of ATN's projected economic impact to the state, including: a contribution to Alabama's GDP of \$893 million; additional personal income of \$437 million; and an effect on the state's gross output of \$2.26 billion. +



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**THIS IS ATN**

- 2,022 New Jobs
- \$1.025 BILLION Increased and Retained Sales
- \$273 MILLION New Client Investments
- \$164 MILLION Cost Savings
- \$1.463 BILLION Client Impacts
- 7,709 Retained Jobs

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The Alabama Technology Network is a part of the Alabama Community College System & the Manufacturing Extension Partnership. ATN's team of experts help solve the needs of industry & business through innovative, sustainable, cost-effective solutions. We can conduct detailed needs assessments, outline potential solutions based on the results, & then provide technical assistance to help you solve those problems.

## EH ENVIRONMENTAL, &S HEALTH, & SAFETY UPDATE

In 2019 a client asked ATN to deliver a course entitled Safety Intervention & Assertiveness. Using materials from conventional safety management training courses, we were able to develop a more contemporary training workshop for the client. ATN has since been able to offer & deliver this to other clients, & has been highly accepted. The approach to the 8-hour course is when supervisors & opinion leaders in organizations infrequently or inconsistently address unsafe behavior, it leads employees to believe that formal safety standards: 1) **ARE NOT HIGHLY VALUED** & employees 2) **ARE NOT GENUINELY EXPECTED TO ADHERE TO THEM.** In short, the low frequency of safety interventions in the workplace contributes to a culture in which employees are not positively influenced to work safely. In turn, unsafe operations are not stopped, & the safety culture is diminished.

To avoid a safety culture that is failing, the focus must be towards determining reasons people commit unsafe acts, including human error, motivation, & ability. The intervention process is vital, as is proper behavior for assertiveness. Proper communication & conversation are key elements to master. Every person needs proper tools to make necessary changes.

Safety Intervention & Assertiveness is about taking the next step to improve safety culture, mitigating hazards & managing risks, & working together to empower people to own safety & safe work practices.

**Contact:** Tim Croley (334) 689-9180

## CI CONTINUOUS IMPROVEMENT UPDATE

The CI Team will be attending AIAG training in February regarding the new AIAG/VDA Failure Mode & Effects Analysis manual. The CI team has already been helping companies with understanding how to use this tool to meet customer requirements & improve their company's ability to recognize potential quality issues & deal with them proactively.

Failure Mode and Effects Analysis (FMEA) FMEA is an analytical methodology used to ensure that potential problems have been considered & addressed throughout the product & process development process. Part of the evaluation & analysis is the assessment of risk. The important point is that a discussion is conducted regarding the design (product or process), review of the functions & any changes in application, & the resulting risk of potential failure.

After attending the training, members of the CI Team will be preparing updated training materials for use within ATN to assist client companies who need to transition to the new methodology, particularly those who are IATF 16949 registered. If the need for employees in your company to be trained is currently known, please communicate this to Sharon Ingle (single@atn.org) or Chris Anderson (canderson@atn.org), so that scheduling can be arranged in appropriate areas of the state.

**Contact:** Chris Anderson (256) 638-4418 ext. 2264  
or Sharon Ingle (256) 549-8185

## L&M LEADERSHIP & MD MANAGEMENT DEVELOPMENT UPDATE

ATN's Leadership & Management Development courses are modular 2 hour sessions that can be delivered on sight. The classes are interactive with activities and assessments that help supervisors and managers understand their strengths and possible areas of improvement. The typical class size is 12 to 20 participants. The interactive learning is key to understanding not only your own management skills but also those of your teammates and coworkers.

Some of the classes available are: Effective Communication, DISC Profile, Problem Solving, Conflict Resolution, Documentation, Harassment & Discrimination Avoidance, Motivation, and Supervising Former Peers.

**Contact:** Jeff Graham (256) 215-4306

## IM INDUSTRIAL &T MAINTENANCE & TECHNOLOGY UPDATE

ATN now has brand new Siemens SIMATIC S7-300 PLC trainers.

### **Introduction to Siemens Step 7 Programming:**

This 40-hour course introduces the Siemens SIMATIC S7-300 controller. It explains the different components of the system. It includes basic ladder logic instructions and how they are used and programmed. It shows how to configure the PG/PC Interface. It also teaches how to use the programming software to obtain information from the process and also from the PLC itself. It gives general guidelines on troubleshooting and maintaining a PLC system. The course emphasizes hands-on laboratory exercises using Siemens SIMATIC S7-300 controller and Step 7 Software.

**Contact:** Jeff Lankford (251) 549-8171 or Gina Webb (205) 387-0511 ext. 5914

## Retirement for Two Outstanding ATN Employees

Congratulations to **Michael Crews** & **Wayne Jackson** on retirement.

### Michael Crews

For over 20 years, Michael served ATN as a project engineer in Gadsden, AL. Over the years, Michael enjoyed working directly with client ownership & management to successfully improve business processes. He enjoyed watching the light bulb come on, & the company take the keys to their newfound knowledge & drive off. Michael believes ATN is the best answer for the needs of business & industry.

### Wayne Jackson

Wayne Jackson served ATN for over 12 years as a project engineer in Alex City, AL. When asked about his time with ATN, Wayne said, "My time with ATN has been the most rewarding of my 50 years in public employment. ATN continually challenged me to improve & develop my professional skills." Wayne believes ATN is headed in a direction for sustainability, growth, & forward movement.

We wish Michael and Wayne the absolute best moving forward, and we will miss the expertise they brought to ATN. 

## ATN Partners with Snead State to Promote Workforce Development

In January, the Alabama Technology Network (ATN), an entity of the Alabama Community College System (ACCS) and Snead State Community College, partnered together to provide an extensive workforce training program. The program will provide workforce training to employees of manufacturers at a discounted rate. The purpose of the program is to assist existing small and medium-sized manufacturers, including those in rural communities of the state. Each attendant of the program will receive a certificate from ATN and Snead State Community College, upon completion. "We are only a week into the program, and the feedback that we have received from Marshall county is outstanding," said Keith Phillips, ATN Executive Director. "This program is something that we would like to continue around the state in those rural areas." If you are outside of Marshall county and interested in ATN providing workforce training, technical assistance and/or engineering services, please contact 334.293.4671.

## ATN Assists Company in ISO 14001:2015 Certification

Greer Enterprises, LLC will soon be receiving their ISO 14001:2015 certification. ATN helped prepare & train Greer Enterprises, who went through their stage 2 audit last week & passed with zero nonconformities. Mark Baker, Controller with Greer Enterprises recently shared his appreciation for the ATN staff by stating "I just wanted to take a minute to thank you again for all you did to help us with our implementation. We definitely couldn't have done it without your guidance." Greer Enterprises assists clients in understanding & managing their compliance needs, applicable regulations & requirements.

ISO 14001:2015 specifies the requirements for an environmental management system that an organization can use to enhance its environmental performance. It is intended for use by an organization seeking to manage its environmental responsibilities in a systematic manner that contributes to the environmental pillar of sustainability. ISO 14001:2015 helps organizations achieve the intended outcomes of its environmental management system, which provides value for the environment, the organization itself & interested parties. The intended outcome of an environmental management system include enhancement of environmental performance, fulfillment of compliance obligations, & achievement of environmental objectives.



## INSIDE THE NETWORK

Click the map to learn more about each ATN location including staff and contact information.

### ATN is hiring for the following positions:

**NetSuite ERP System Administrator** Montgomery, AL

**Project Engineer - Environmental Health & Safety** Alabama

**Project Engineer - Industrial Maintenance & Technology** Alabama

**Project Engineer - Industrial Maintenance & Technology** Auburn/Opelika

**Project Engineer - Quality Engineering/Systems** Alabama

**Project Engineer - Food Safety** Alabama

Click on the job post for additional information & how to apply.