

AutoTeacher News & AIPC News

January 2006 Copyright ATech Training Inc.

You Teach, Why do Students not Learn? Part IV

I have included this email received from Stan Martineau in the series “You Teach, Why do Students not Learn” because it is a great example of what can happen when the concepts of Structured Skill Development are applied. Stan’s program at the College of Eastern Utah was also a National Runner Up in the AIPC Annual Awards of Excellence in Automotive Training. Congratulations to all of the National Winners, and Runners Up. Pictures are in the AIPC section of the Newsletter.



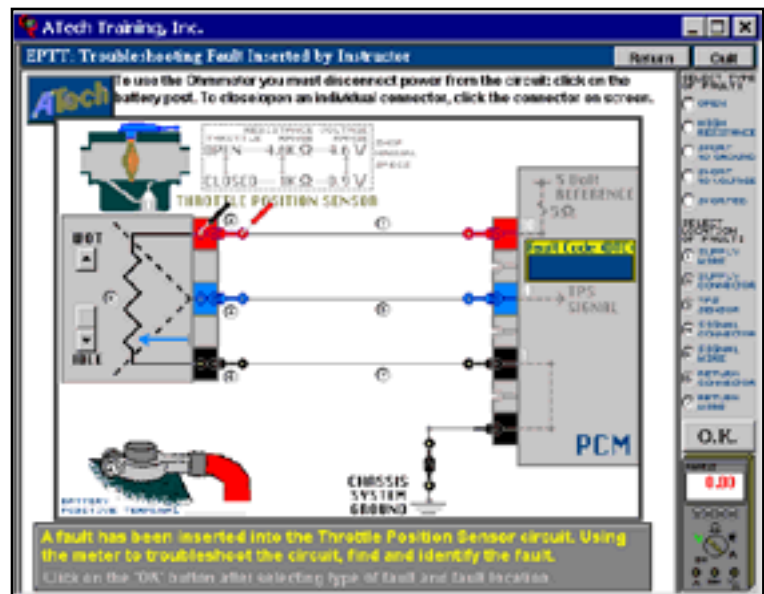
This year we purchased the ATech 3631 program to use as part of our electrical course. After basic electrical, meters and diagrams, we used the program to help teach a logical approach as part of the troubleshooting approach. Students were required to work on their own time and complete 12 random faults. That is where the “problems” with the program began - I would like to explain.

Mistake #1 -- I only purchased two programs. Students would get on the ATech program and would not quit! I finally had to limit students to 45 minutes during class time and 2 hours after class. It took three days before all the students had their turn.

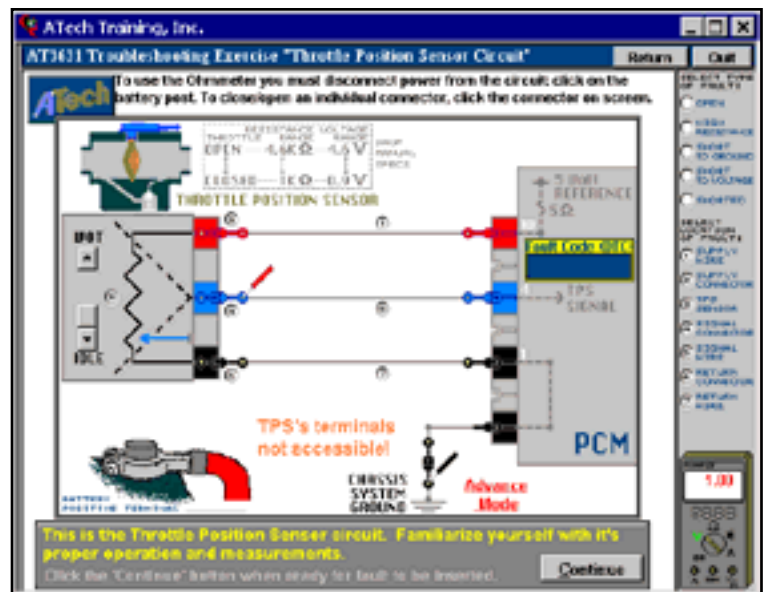
Mistake #2 -- I did not specify which diagnostic procedure to use, some used the ohmmeter function while others used the voltmeter function which sparked lively debates about the benefits of each ---- Actually that turned out to be a good thing.

Mistake #3 -- I used the ATech program as part of my hands on finals. Our advisory committee comes in to judge the lab portion, each judge knows the importance of telling each student the same information and to maintain consistency in scoring test results. As the day progressed I noticed a different judge at the ATech station, and later a third judge. I called a time out and asked the judges (local shop owners and technicians) if there was a problem --- It turns out that there was --- As one judge put it, “I have learned more about electrical troubleshooting procedures by watching students at this station than I have learned in the past several years” - The judges were so interested in the ATech station that they were trading stations just to watch the students and learn!

Mistake #4 -- At the end of our testing I offered to teach a night class on multimeter use and troubleshooting procedures -- if they could fill the class. Guess what! I am now working to find time to offer the night class, you guessed it! Without any advertising, our local shop owners and technicians have filled the class. I have offered this class in the past and had



ATech 3631 operating in “Training Mode”



ATech 3631 operating in “Advanced Mode”

a tough time recruiting enough students, what a change!

Mistake #5 -- Would be the biggest mistake of all. It would be a BIG mistake to not add more training equipment from ATech. That is a mistake that I do not plan to make! Rest assured my friends that training equipment from ATech will be at the top of my priority list for next year!

Thank You for a great product
Stan Martineau
College of Eastern Utah

ATech Training Inc.

A Veteran Owned and Operated American Company

North American Council of Automotive Teachers South Carolina

It was great to be back at the South Carolina's chapter of NACAT conference in early October. I had to miss last year's conference because of health concerns. The food was delicious and the people were extremely helpful as usual. Thanks to Wayne Goodman - Dean of Industrial Technology at Greenville Technical College for hosting the event. A special thank you has to be given to



Don Gaskin - President, SC NACAT

Chuck Ginther for all of his help with the event. The keynote speaker was Bill Haas from the Automotive Service Association.

ATech conducted two seminars on Electrical / Electronic Troubleshooting and Structured Skill Development. The seminars also allowed each participant an



Bill Haas - ASA Vice President of Education & Training

opportunity to practice for the troubleshooting contest that was held that evening at the ATech booth in the trade

show. Approximately one third of the conference attendees participated in the troubleshooting contest. The winner of the contest received a thousand dollar ATech equipment certificate. Second and third place received a copy of the ATech 3631 Troubleshooting Skill Development software program. The winner was Carson Conner from Midlands Tech, second place was Thomas Chandler from Laurens High, and third place was Grayson Jeffries from Piedmont Tech. The competition was hotly contested and some excellent times were turned in.

In addition to the thousand dollar equipment certificate and the troubleshooting software, ATech gave an AutoTap scan tool to each seminar attendee. These scan tools were for Ford products and included enhanced parameter readout. Total ATech and AutoTap donations were over \$8,500.00.



One of two Seminars



Gene Brown - ATech Vice President with the winners

ATech - AIPC October 2005 Workshop



Left to Right: Francis O'Hara - KY; Emery Sanstrum - SC; Forrest Stewardson - KY; Greg Jones - KY; John Bradley - KY; Michel Homsni - (Snap-on); Edgar Medina - (Snap-on); Douglas Andrew Jr. - FL; Mike Melendez - FL; Mike Godson - WA; Rick Mercado - CO; Ron Downing - KS; Jorge Hidalgo - (Snap-on); Terry Boettger - MI; Justin Rowley - CO; Warren Milks - KS; Wayne Gosa - GA; Hervey Forward - NY; Alan Rekowski - WI; Ira Siegel - IL; Tony Syrakis - MI; Howard French - KY; Jesus Velarde - CA

The ATech-AIPC October 2005 workshop was a truly International event. Snap-on sent three individuals from their International sales network; Michel Homsni, Edgar Medina, and Jorge Hildago. Their attendance added an International input into the workshop. Some of the discussions were very enlightening as to the education systems in other countries and also the politics involved in selling training equipment internationally.

The Troubleshooting competition was one of the highlights of the workshop. The winners were Ira Siegel from Moraine Valley Community College and Tony Syrakis from Huron Area Technical Center. They set a new world record of 3 minutes and 52 seconds. Most of

the teams finished in less than 10 minutes. The second place team was Douglas Andrew Jr. from Robert Morgan Educational Center and Jorge Hidalgo from Snap-on. The third place team was Mike Godson from Clark College and Michel Homsni from Snap-on.

The guest speaker at the Awards Dinner was Rod Boyes, President of Melior. He presented a very interesting topic - "What has and has not worked for e-learning".

The ATech - AIPC Workshops are a fantastic opportunity for instructors to exchange ideas with other instructors, consider new teaching techniques, explore new technical concepts, obtain donated materials for their programs, and, in general, have an enjoyable time. All



Ira Siegel, Tony Syrakis, Gene Brown



Ron Boyes - Melior President

Workshop cnt'd

of this with all expenses paid. All technical topics are presented in a “hands-on” approach rather than the typical “show and tell” method. When the relationship of fuel trim and oxygen sensors is studied, the attendee actually works with and adjusts short term and long term fuel trim. If you would like to be considered for attendance, send a request with school information and all contact info to workshops@atechtraining.com.



Fuel Trim Relationships



Drive Cycles with PDAs



The Graduation/Awards Dinner

NATEF Changes



Mary Hutchinson has been the Executive Director of NATEF for the past five years. In the middle of December 2005, she moved to a different job within ASE. Bill Kersten, previously a vice president of ASE, became the president of NATEF and Ron Weiner, previously the president of NATEF, became the CEO of NATEF.

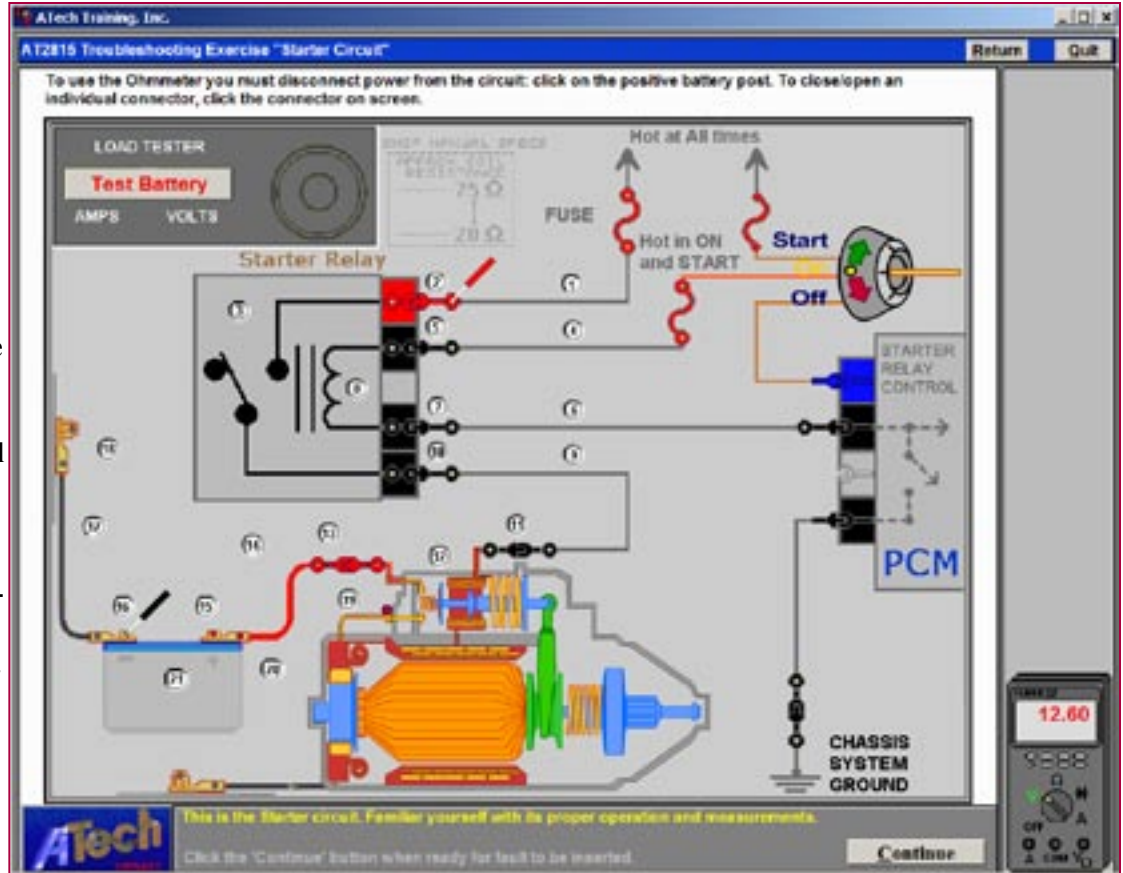
I and the other members of the Automotive Industry Planning Council (AIPC) wish to thank her for her tireless efforts on behalf of NATEF and the AIPC. The Council would probably have ceased to exist in the year 2000 without her efforts. We wish her the best in her new job.

If you would like to personally thank her, you can send an email to mhutchinson@asecert.org. Thanks Mary for all your guidance and help.

Instructor's Questions

We have the 3600 series trainer and the 3631 software. Students love them. What and when is the next product in the series?

It is ATech's policy to not publically discuss products until they are available. I am going to make an exception in this case because of the interest the 3600 series has generated. The picture to the right is the main screen of the ATech 2815 - Battery, Tester, and Starter Troubleshooting Skill Development Software. It has 47 faults including everyone's favorite; the rusty bolt high resistance chassis ground connection. The troubleshooting in the 2815 is realistic but very difficult. It is scheduled to be delivered to the Beta Site locations for testing within the next couple of weeks. Optimistically, product release will be in April 2006.



How soon after you receive the school's purchase order can I expect delivery?

"First let me say thank you to the many schools and instructors who have been so understanding for the last 18 months. Unlike others, ATech will never sacrifice product quality or mislead customers about delivery times. We have been overwhelmed with equipment orders, training requests, and collaboration offers from the domestic and international markets. As a result, our product delivery times have become the longest in ATech's history.

In response, we have dramatically increased our production staff and started a \$1,000,000 building expansion. ATech is determined to continue providing the innovative products, high quality equipment, and excellent training we are known for. Delivery times are starting to improve and will continue to improve as the new production staff training is completed.

There are also many new products in the final stages of development that will be introduced in the coming year."
- Laura Lyons, ATech CEO

In addition to Laura's response to the previous question, I would add that our intention is to finish the initial million dollar building expansion by June 2006. It is very likely, based on outstanding orders, pending International orders, and other collaborative efforts, that we will have to immediately start another. Many thanks to our customers.

What is the status of the ATech Donation program?

It has taken much more time than originally planned to implement the Donation/Trade-In program primarily due to my year and a half of cancer treatments. The application can now be downloaded from www.atechtraining.com/donationapplication.htm

ATech Training's "Top Gun" Award



You may see someone wearing one of the new ATech "Top Gun" hats in the near future. Congratulate them. They are one of the winners in the various ATech Troubleshooting Competitions. These competitions are held at all of the National ATech/AIPC Workshops, NACAT conferences both National and State, and ATech training center Workshops. Only 20 of these hats have been awarded Internationally to date.

Automotive Industry Planning Council (AIPC) Annual Awards

National Winner - Secondary Category

El Campo Career & Technology Center
El Campo, TX



Mary Hutchinson - ASE\NATEF Executive Director
Connie Smithson - ACTE President
Larry Kuretsch - El Campo Career & Technology Center
Gene Pierce - AIPC Education Chairman

National Winner - Post Sec. Generic Category

Southern Illinois University
Carbondale, IL



Mary Hutchinson - ASE\NATEF Executive Director
Connie Smithson - ACTE President
Jack Greer - Southern Illinois University
Gene Pierce - AIPC Education Chairman

National Winner - Post Sec. Mfg. Aff. Category

Kirkwood Community College
Toyota T-Ten
Cedar Rapids, IA



Mary Hutchinson - ASE\NATEF Executive Director
Connie Smithson - ACTE President
Todd Hesseltine - Kirkwood Community College
Gene Pierce - AIPC Education Chairman

Congratulations to all of the 2005 Winners. In spite of the terrible weather, we had good attendance at the Awards Presentation Dinner. Some people were so intent on attending that they walked several blocks when the traffic came to a dead stop. My thanks to Rick Jazwin for his hike through the snow to present the ATMC Awards of Training Program Excellence, and to Ernie Wagner from Strategic Solutions. Ernie was stuck in traffic for over two hours and then had to trudge the final blocks to receive his company's ATMC Award. Over two hours late, the great people at the Marriott still found some dinner for him.

The AIPC 2005 Awards in each category were:

State Winners

AIPC – Recognition Plaque
ASE - \$1,000 Snap-on Tool Certificate
ASA – Membership

National Runners-Up

AIPC – Loving Cup
ASE – \$3,500 (2nd place) or \$2,500 (3rd place) Snap-on Tool Certificate and Recognition Plaque
American Honda – Vehicle Donation
DaimlerChrysler – Vehicle Donation
NACAT – Membership
ASA – Membership

National Winners

AIPC – Loving Cup
ASE – \$6,000 Snap-on Tool Certificate and Recognition Plaque
American Honda – Vehicle Donation
DaimlerChrysler – Vehicle Donation
NACAT – Membership and Conference Registration
ASA - Membership

ACTE must be recognized for the job they did. The conference in Kansas City was excellent by any standard. But considering the short time available after hurricane Katrina destroyed New Orleans, the conference was amazing. Thanks to Jan Bray and all of the ACTE staff for an unbelievable job.

Aipc

www.autoipc.org

Automotive Industry Planning Council (AIPC) Annual Awards

AIPC National Winners



Front l-r: Larry Kruetsch, El Campo Career & Technology Center; Dan Hall, Kirkwood Community College; Gary Jorgenson, Kirkwood; Todd Hesseltine, Kirkwood
 Rear l-r: Mary Hutchinson, NATEF; Bill Thomas, Kirkwood; Rick Lester, Toyota; Gene Pierce, AIPC Educational Chairman
 Missing due to weather: Southern Illinois University

AIPC National Runners-Up



Front l-r: Steven Hiscox, Automotive Training Center (ATC); Bryan Jackson, Miami Valley Career Technology Center; Gary Weese, Caddo Career & Technology Center; Stan Martineau, College of Eastern Utah; Steve Conway, Gwinnett Technical College
 Rear l-r: Tammy Hiscox, ATC; Donald Vandemark, ATC; Gene Pierce, AIPC; Mary Hutchinson, NATEF; Brian Moore, American Honda



Automotive Training Managers Council (ATMC) Awards of Training Excellence

ATMC Category - eLearning



Ernest (Ernie) Wagner, Strategic Solutions Group
 John Hindman, Strategic Solutions Group
 Rick Jazwin, Automotive Industry Planning Council

ATMC Category - Traditional Leader-Led



Richard M. Kearns, Federal-Mogul Corporation
 Rick Jazwin, Automotive Industry Planning Council

Once again it was our honor to present the Automotive Training Managers Council's Awards of Training Program Excellence at the AIPC Awards Dinner. Rick Jazwin, a member of both organizations, made the presentations to the winners.

Among the Automotive Training Managers Council members are the best training developers in the world. When they select programs of training excellence, the programs are truly the best of the best. Congratulations to all of the ATMC Winners.



www.atmc.org



A Tech Training Inc.
 12290 Chandler Drive
 P.O. Box 297
 Walton, KY 41094
 (859) 485-7229
 www.atechtraining.com
 sales@atechtraining.com

PRSR STD
 U.S. POSTAGE PAID
 CINCINNATI, OH
 PERMIT NO. 6159



A Tech Training Inc.

A Tech Training is a member of:



Automotive Industry Planning Council



and Actively Supports:



In this Issue:

- **“You Teach, Why do Students not Learn Pt IV”** page 1
 The series continues with an example of the results of Structured Skill Development
- **A Tech Training at NACAT SC 2005** page 2
 A Tech gives away \$8,500 in equipment
- **A Tech/AIPC October 2005 Workshop** page 3-4
 Many International Attendees
- **NATEF Changes** page 4
 Mary Hutchinson’s departure and other changes
- **Instructors’ Questions** page 5
 Major Expansion, Donation Program
- **A Tech’s “Top Gun” Awards** page 5
- **AIPC 2005 Winners and Runners Up** page 6-7
- **ATMC Programs of Excellence Awards** page 7

A Tech Training Inc.
An ASE™ Certified Training Provider