

"Education is the key to unlock the golden door of freedom."

- George Washington Carver

## RFID Technology Center Now Based At M-TEC

Pilot projects, training, business applications and entrepreneurship opportunities linked to the evolving technology of RFID (radio frequency identification) are now based at the KVCC Michigan Technical Education Center (M-TEC). "RFID is the latest technology being applied to supply-chain management, inventory control, asset tracking, machine maintenance, and more," said Kathy Johnson, an M-TEC director whose duties will now include overseeing the RFID Technology Center. The center will serve as a resource for those companies being impacted by the technology for assistance with pilot projects and training assistance.

RFID use is accelerating due to U. S. Department of Defense and Wal-Mart mandates that top suppliers attach RFID chips to their pallets by January of 2005, as well as the smaller suppliers ordered to be compliant by January 2006.

"The RFID Technology Center has come to the M-TEC," Johnson said, "because we want to encourage the many parties affected to work together for the benefit of all. The center will bring together entities impacted by RFID and those impacting RFID, with the common goal of furthering Southwest Michigan's competitive position. "We want to promote Michigan as a research-and-development center for innovative ways of expanding the technology," Johnson said. "In that context, we are pursuing pilot projects that the center will manage, we are promoting entrepreneurship in this technology, and we are championing RFID training and education".

The RFID Technology Center's website lists its ongoing events and happenings. For more information about the RFID Technology Center, call Kathy Johnson at 269-353-1560 or visit <http://www.rfidtechnologycenter.com>

## Manufacturers Reach Out to Area Counselors for Future Workers

Manufacturers that need a qualified workforce and the high school counselors who have contact with their first line of supply – students -- interacted on Tuesday, April 19, at the KVCC Michigan Technical Education Center (M-TEC.)

"The demographics are telling the story," said Kathy Johnson, who coordinated the event for M-TEC in conjunction with the Kalamazoo Regional Educational Service Agency's Education for Employment consortium and Southwest Michigan First. "The skilled workforce is aging, and birth rates are showing fewer young people in line to take their place." That means a long-term labor shortage and a marketplace where manufacturing will have an even smaller pool of worker prospects from which to choose.

"There is an inaccurate and outdated image of manufacturing in the market," she said. "It is not the Dark Ages and sweat shops anymore. Manufacturing is innovative, high tech and highly skilled. It is an exciting, well-paying, reliable career to pursue." According to one participant in the conference, manufacturing isn't dying, it's evolving.

The idea for a dialogue surfaced from a series of meetings the M-TEC hosted for manufacturers. Participants were urged to list their ongoing concerns about the state's economic climate and their own business operations. Quality of workers, as well as quantity, rated at the top. "Students are most influenced by friends and parents," said Deb Miller, student services administrator at K-RESA. "But

"Never fear the want of business. A man who qualifies himself well for his calling, never fails of employment."

- Thomas Jefferson

right up there with them are counselors. So we decided to help the manufacturers get their message directly to the counselors." A panel of five manufacturers spoke about the state of their industries. They acknowledged that traditional, labor-intensive jobs are leaving the state but insisted that skilled trade jobs remain. Panelists were Bill Adams, Select Millwork Co., Gordy Peterson, Kalamazoo Fabricating, Linda Power, Mann+Hummel, Tom Black, Menasha Packaging, and Jim Weber, Weber Specialties.

In October 2005, manufacturers will invite both counselors and high school students to tour their plants and facilities, learn about job opportunities, and see for themselves the technical skills that are required to craft quality products. "We are hopeful that these students will be excited enough to become interested in machining or welding courses," Miller said, "and, just as important, to tell their friends." Later in 2005, the M-TEC will bring back the manufacturers and help them get better positioned for recruiting efforts. The strategy will culminate with a career fair tentatively planned for February of 2006. For more information, contact [Patricia Wallace](#) at 269/353-1253

## Pseudo Packaging Line adds to MTEC Training Tools

Pfizer Global Manufacturing continues to show support for the community as demonstrated by their most recent donation. Engineers and training team members built a pseudo packing line as a training tool. Named the Maximizer, this miniature line is fully operational. The equipment affords trainers the opportunity to demonstrate basic operations, test troubleshooting skills and instruct on any of the numerous components. The Maximizer has fully operational PLC (Allen Bradley SLC 500), photo eyes (sensors), fiber optics, human machine interface, and much more.

Space constraints forced Pfizer to relocate the equipment. M-TEC has set up the equipment in room C1640 making it available to Pfizer staff and any others in the community for training purposes. Please call [Cindy Buckley](#) at 269/353-1250 for a demonstration or to discuss how this equipment might fit into your training plan.

## Michigan High Throughput Screening Center Construction Update

The Michigan High Throughput Screening Center (MHTSC) remains on track to open in June 2005. Construction is moving along rapidly in the new five thousand square foot laboratory at the Michigan Technical Education Center (M-TEC) in the Groves. The laboratory will contain state-of-the-art robotic equipment for various assays that will aid biotechnology companies and university researchers. The MHTSC will be a non-profit, contract research lab, providing services in assay development and miniaturization to enable screening of the MHTSC chemical compound library. Robotic equipment and the chemical library have been ordered and everything is expected to be in place when the construction is completed in June.

"We're excited about getting into the lab," said Rob Kilkuskie, Senior Director of the MHTSC.

## M-TEC Acquires a COW?

You heard correctly! With the installation of wireless technology at M-TEC this year and the recent acquisition of a C.O.W. (Classroom on Wheels), customers of the M-TEC will now have computer access in any area of the building. The mobile computer classroom consists of a storage cart with thirty Gateway M460E wireless laptop computer units, including printer capability. The laptops are installed with the complete Microsoft Office XP® suite and provide full internet access capability. Customers may rent a single unit or the complete cart and different groups can use individual units simultaneously anywhere in the building. Rental information may be obtained from [Judy Rose](#) at 269-353-1285.

“Education is the best provision for the journey to old age.”

- Aristotle

## Advance Your Career- Become a Certified Bookkeeper (CB)

Most owners have no way of evaluating a bookkeeper - and they know it. That is why the Certified Bookkeeper designation has become so important. It assures the company or CPA firm that they are about to entrust their books to a bookkeeper with proven skills and knowledge, not simply someone with a resume of prior jobs. It is why CB has come to represent for bookkeepers what CPA represents for accountants: the profession's elite. M-TEC is offering a six-week course beginning September 10 focusing on preparation for the national Certified Bookkeeper exam by helping you master the skills and knowledge required for certification.

For more information, contact [Pat Wallace](mailto:Pat.Wallace@MTEC.com) 269/353-1253 or visit our website at [www.mteckvcc.com](http://www.mteckvcc.com).

## Customer Spotlight

**RPA Process Technologies** was formed in 2000 with the acquisition of Groupe Aoustin by Ronningen-Petter, Inc. Established in 1948, Ronningen-Petter pioneered self-cleaning technologies with a focus on the pulp & paper industry. Innovative development since that time has resulted in diversification into the food, beverage, pharmaceutical, chemical, petroleum, water and general manufacturing industries.

Groupe Aoustin, founded in 1927, also has a long history in the filtration, separation and mixing industries. Its acquisition filled key product gaps and opened new industrial markets, which now positions RPA Process Technologies as an innovation leader in all product categories and markets. Manufacturing facilities are located in Portage, MI with two additional locations in France.

RPA Process Technologies has conducted frequent trainings for their national and global sales representatives, as well as numerous strategic planning meetings at the M-TEC over the past four years. “RPA particularly appreciates the computer and product lab facilities offered by the M-TEC. Each time RPA Process Technologies holds an event at M-TEC, participants remark that they wish there was a similar facility near them.” says Jennifer Duff, Marketing Communications Specialist, RPA Process Technologies-Americas. Visit [www.rpaprocess.com](http://www.rpaprocess.com) to learn more.

## Safety Training Opportunities

M-TEC offers a variety of safety related training programs through our partnership with Eastern Michigan University's Center for Occupational Risk Reduction (CORR). The strength of this partnership is the capacity to deliver extremely well priced programs on-demand and on-site. Please call us to compare the next time you need effective safety training.

**FREE Asbestos Awareness** available for workers conducting housekeeping, maintenance and custodial activities during which ACM or presumed ACM is contacted but not disturbed; and clean up activities for dust, waste and debris resulting from asbestos abatement or operations and maintenance activities. The program will be held on Thursday, June 2<sup>nd</sup>, from 9:00 am to 11:00 am OR 1:00 pm to 3:00 pm.

**OSHA2264, Permit-Required Confined Space Entry** This course, held June 22 – 24, is designed to increase trainees' knowledge of hazards associated with confined space entry and their environment.

**Scaffold User Safety Course** OSHA scaffold safety standards require that employees who perform work while on a scaffold must be trained to recognize the hazards associated with the type of scaffold being used, and understand the procedures to control or minimize these hazards. This one-day training, being held June 23<sup>rd</sup>, has been specifically designed to satisfy the standard's training requirements.

**OSHA501, Trainer Course for the General Industry Standard** This course, being held July 19 – 22, is designed for participants in the private sector who are interested in teaching the 10- and 30-hour general industry safety and health outreach to their employees and other interested groups.

For more information, contact [Lesa Ward](mailto:Lesa.Ward@MTEC.com) 269/353-1265 or register online at [www.emuosh.org](http://www.emuosh.org)

"Education is for improving the lives of others and for leaving your community and world better than you found it"

- Marian Wright Edelman

## Driving Profitable Growth Sales Management Seminar & Workshop

**May 26, 2005** could be an extremely important date for your company. This Sales Management Seminar is one of three core programs essential for any organization's performance improvement efforts. Bill Guest has developed a crisp, clear, no nonsense approach to managing innovation and driving profitable growth. M-TEC is proud to sponsor these seminars making them accessible to all area businesses.

This program is a must for any sales manager who must meet the high demands placed upon them in this acutely competitive global environment. The *SEMINAR* provides the practical principles the *WORKSHOP* demonstrates how to apply. Plan to attend Sales Management Seminar and Workshop, facilitated by Bill Guest, and take back to your business the ability to:

- Develop the optimal sales process for your organization;
- Guide your team to the right opportunities;
- Improve closing ratios and selling effectiveness;
- Make an accurate sales forecast; and
- Know your organization's position relative to top competitors.

For more information call [Cindy Buckley](tel:2693531250) at 269/353-1250 or visit [www.billquest.com](http://www.billquest.com).

## Upcoming Training Programs

Employers have long recognized the development of workplace skills as essential for creating and maintaining a competitive advantage. Jobs become increasingly more complex, making training and retraining even more important. Following are some of the offerings currently provided at M-TEC.

[Dynamic Presentations Using PowerPoint – Showcase Your Leadership Skills](#) (May 10-11)

[Residential Builders License Exam Preparation](#) (May 10-19)

[Certified Pump Repair Technician Level I](#) (May 16-19)

[Essentials of Human Resource Management](#) (May 16-June 20)

[Pro-Active Maintenance \(Reliability Technology\)](#) (June 9)

[Project Management](#) (July 7)

[Certified Bookkeeper Program](#) (Sept. 10-Oct 29)

For complete program descriptions or to register, please visit our website at [www.mteckvcc.com](http://www.mteckvcc.com). We maintain a one-page Course Offering list which is easily downloaded from our website. Click [here](#) to be taken to the Course Offering List now.

We hope you have found the information contained in this newsletter to be useful. If you have comments about this issue or suggestions for future issues, [please let us know](#). We look forward to hearing from you! To unsubscribe please send an e-mail to [mtec@kvcc.edu](mailto:mtec@kvcc.edu) with the word UNSUBSCRIBE in the subject line and your email address in the body.

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[Send Us An Email](#)

# M-TEC Offerings

May - July 2005



*Giving Business a  
Competitive Edge*



## M-TEC AT THE GROVES

COMPLETE COURSE INFORMATION &  
REGISTRATION MATERIAL AVAILABLE ON  
LINE AT WWW.MTECKVCC.COM

Michigan Technical  
Education Center (M-TEC)  
7107 Elm Valley Drive  
PO Box 4070  
Kalamazoo, MI 49003-  
4070

Phone: 269-353-1253  
Fax: 269-353-1299  
E-mail: mtec@kvcc.edu  
Website: mteckvcc.com



Dated: 05/02/05

### May 2005

	<u>Date Offered</u>	<u>Price</u>
Dynamic Presentations Using PowerPoint (B.Skylis & H.Driver)	May 10-11	\$695
Residential Builder's License Exam Preparation	May 10-19	\$175
Certified Pump Repair Technician Level I (Flowserve)	May 16-19	\$1,295
Essentials of Human Resources Management	May 16-Jun 20	\$450
Nurse Refresher - theory/lab	May 24-Jun 9	\$432
Sales Management Seminar & Workshop (PM&I Consult./B.Guest)	May 26	\$495

### June 2005

Asbestos Awareness (Eastern Michigan Univ.)	Jun 2	<b>FREE</b>
Effective Performance Reviews (Performance Solutions/B.Willgling)	Jun 7	\$100
Pro-Active Maintenance Overview - Reliability Technology	Jun 9	\$125
Nurse Refresher - clinic only	Jun 9-23	\$216
Managing Teams (Performance Solutions/B.Willgling)	Jun 14	\$100
Essential Metrics Seminar & Workshop (PM&I Consult./B.Guest)	Jun 23	\$495
On-The-Job Training (Performance Solutions/B.Willgling)	Jun 23	\$100
Customer Service (Performance Solutions/B.Willgling)	Jun 30	\$100

### July 2005

Project Management (Performance Solutions/Bill Willgling)	Jul 7	\$200
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*Coming This Fall:*

### September 2005

Certified Bookkeeper Program (P.Weller)	Sep 10-Oct 29	\$1,120
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Travel costs too high? Ask us how Video Teleconferencing can help.