

# KANSAS CITY ASSOCIATED EQUIPMENT DISTRIBUTORS

P.O. Box 419264 Kansas City, MO 64141-6264

Phone: 816-561-5323 FAX: 816-561-1249

December 2015

Dear Counselor:

In our continuing effort to increase interest in the areas of Heavy Equipment and Diesel Engine Repair as a career, the Kansas City Associated Equipment Distributors (KCAED) has developed a scholarship for students with an interest in pursuing a post-secondary education in either of these fields. Included in this packet is a scholarship application, as well as, general information about the Associated Equipment Distributors (AED). Please note the student needs to return the scholarship application to us by March 1, 2016.

Information provided:

- A brochure providing information about a future in the field of construction equipment repair;
- A detailed job description for a service technician position;
- A listing of all post-secondary schools offering a program in Heavy Equipment Repair or Diesel Mechanics. Both AED-accredited and non-accredited schools within a 300-mile radius of the Kansas City area are included and the list also provides information about the program(s) offered at the schools and contact information for each program;
- A listing of the members of KCAED (recommended companies);
- KCAED scholarship application (deadline is March 1, 2016).

If you have questions, or would like any of this information in an electronic format, please feel free to contact me by email ([lstock@westerneda.com](mailto:lstock@westerneda.com)) or by phone at 816-561-5323.

Thank you for your time and your assistance in the promotion of this field of study.

Sincerely,



Lisa Stock  
Kansas City Associated Equipment Distributors

*Serving Construction and Industrial Dealers/Distributors*

# Service Technician Position Description

## Position Summary

Construction equipment service technicians maintain and repair the heavy equipment used in all forms of construction, agriculture, mining, logging, materials handling and related industries. This equipment can range from gasoline-powered light construction vehicles to giant, diesel-powered earthmovers, mining trucks, cranes and pavers. These machines can carry price tags in the hundreds of thousands or millions of dollars.

Construction equipment today is very high-tech and sophisticated. Working on this equipment requires a sound knowledge of math, science, computer and language skills; as well as advanced knowledge in engines and fuel systems, electrical and electronics, hydraulics and hydrostatics, power trains, air conditioning and climate control, and safety practices. Efficient and accurate work, done right the first time, is essential. Construction equipment dealers must meet customers' needs for proper repair and minimal downtime. Machine downtime, and any associated project delays, can cost an equipment owner many thousands of dollars.

The service technician is a front-line employee with direct customer contact; and is a valued, essential element of dealer success. In addition to technical skills, people skills are vital for effective customer relationship management and decision-making. Training for this job doesn't stop with the conclusion of formal education. Employers invest in continuous learning for their technicians, who require the latest knowledge in new product technology, management, and other job-related skills.

The position offers a career path that provides interesting high-tech work responsibilities, high employer demand for qualified technicians, job and income stability, and advancement potential. Many technicians have the opportunity to advance into sales positions, product support, parts management, service management, branch management and corporate management.

## Responsibilities

- Ensures that all service to customer or company-owned equipment is completed efficiently, on time, and correctly according to specifications. Repairs are commonly completed either at the dealer's service facility or in the field at a customer site.
- Responsible for diagnosing problems, estimating repair costs, ordering parts, minimizing re-work, proper use and care of tools and equipment, on-the-job safety practices, and proper job documentation including technical report writing.
- Completes repairs within performance standards guidelines as set by the dealer: repair time, quality of repairs / amount of rework, quantity of repairs / labor efficiency and other measures.
- Contributes to building excellent company/customer relationships.
- Stays up-to-date with current heavy equipment technology.

## Educational and Other Requirements

- Strong interest in equipment technology as well as mechanical ability.
- Strong high school academic record in science, advanced mathematics, computers and English.
- High school diploma and/or technical school program in: diesel engines and fuel systems, hydraulics and hydrostatics, power trains, electrical and electronics, air conditioning and climate control systems, and proper safety and environmental practices.
- Highly recommended is a two-year or four-year degree in heavy equipment technology from a well-qualified technical school, such as a college that has achieved AED accreditation.
- The ability and desire to approach technical education as a life-long process in order to stay current in the field and maintain a high level of job performance.
- The people skills to work effectively with company personnel and customers, and promote excellent customer relationships at all times.

***The AED Foundation***  
An affiliate of Associated Equipment Distributors

600 Hunter Drive, Suite 220, Oak Brook, IL 60523 • Phone: 630.574.0650 • Fax: 630.574.0132  
[www.aedfoundation.org](http://www.aedfoundation.org) • [www.aedcareers.com](http://www.aedcareers.com)

**AED Accredited**  
**Post Secondary Schools**  
(offering Diesel Mechanics or Heavy Equipment Repair)

<p><b>Des Moines Area Community College</b></p> <p>2006 South Ankeny Blvd., Building 14 Ankeny, IA 50023 P: (515) 964-6239 <a href="http://www.dmacc.edu/programs/diesel">www.dmacc.edu/programs/diesel</a></p>	<p><b>Illinois Central College</b></p> <p>One College Drive East Peoria, IL 61635 P: (309) 694-8445 <a href="http://www.icc.edu">www.icc.edu</a></p>
<p><b>Linn State Technical College</b></p> <p>One Technology Drive Linn, MO 65051 P: (573) 897-5229 <a href="http://www.linnstate.com">www.linnstate.com</a></p>	<p><b>Oklahoma State University-- Okmulgee</b></p> <p>1801 East 4th Street Okmulgee, OK 74447 P: (918) 293-4724 <a href="http://www.osuit.edu">www.osuit.edu</a></p>
<p><b>Parkland College</b></p> <p>2400 West Bradley Ave Champaign, IL 61821 P: (217) 373-3768 <a href="http://www.parkland.edu">www.parkland.edu</a></p>	

**Non-AED Accredited  
Post Secondary Schools**  
(offering Diesel Mechanics or Heavy Equipment Repair)

<p><b>Fort Scott Community College</b></p> <p>1029 N Hwy 69 Frontenac, KS 66763 P: (620) 231-3839 www.fortscott.edu</p>	<p><b>Grand River Technical School</b></p> <p>1200 Fair Chillicothe, MO 64601 P: (660) 646-3414 www.grts.org</p>	<p><b>Indian Hills Community College</b></p> <p>525 Grandview Avenue Ottumwa, IA 52501 P: (641) 683-5242 www.ihcc.cc.ia.us</p>
<p><b>Iowa Western Community College</b></p> <p>2700 College Road , Council Bluffs, IA 51503 P: (712) 325-3369 cmeyer@iwcc.edu www.iwcc.edu</p>	<p><b>Kaw Area Technical School</b></p> <p>5724 SW Huntoon Topeka, KS 66604 P: (785) 273-7140 www.kats.tech.ks.us</p>	<p><b>Metropolitan Community College – South Omaha</b></p> <p>10407 State Street Omaha, NE 68122 P: (402) 763-5817 www.mccneb.edu</p>
<p><b>North Central Kansas Technical College</b></p> <p>P.O. Box 507; 3033 US Hwy 24 Beloit, KS 647420 P: (785) 738-9046 www.ncktc.edu</p>	<p><b>Northeast Kansas Area Technical School</b></p> <p>1501 W Riley Atchison, KS 66002 P: (913) 367-6204 x 139 www.nekatech.net</p>	<p><b>Northland Career Center</b></p> <p>1801 Branch Street Platte City, MO 64079 P: (816) 858-5505 www.northlandcareercenter.com</p>
<p><b>Ozark Technical Community College</b></p> <p>1001 E. Chestnut Expressway Springfield, MO 65802 P: (417) 447-8138 www.otc.edu</p>	<p><b>Pittsburg State University</b></p> <p>1701 S Broadway Pittsburg, KS 66762 P: (620) 231-7000 www.pittstate.edu</p>	<p><b>Pratt Community College</b></p> <p>348 NE SR 61 Pratt, KS 67124 P: (620) 450-2175 Www.prattcc.edu</p>
<p><b>St. Louis Community College– Forest Park</b></p> <p>5600 Oakland Ave St. Louis, MO 63110 P: (314) 644-9100 www.stlcc.edu</p>	<p><b>Salina Area Vocational-Technical School</b></p> <p>2562 Centennial Road Salina, KS 67401 P: (785) 309-3100 www.salinatech.com</p>	<p><b>Southeast Community College</b></p> <p>600 State Street Milford, NE 68520 P: (402) 761-8281 www.southeast.edu</p>
<p><b>Southwest Area Career Center</b></p> <p>2 David Sippy Drive Monett, MO 65708 P: (417) 235-7022 www.swacc.monett.k12.mo.us</p>	<p><b>Western Iowa Community College</b></p> <p>4647 Stone Avenue P.O. Box 5199 Sioux City, IA 51102 P: (712) 274-6409 www.witcc.edu</p>	

## KCAED Members

*(Recommended Dealers, but not required.)*

### Kansas

Coleman Equipment Inc.  
Bruce Coleman  
913-422-3040  
PO Box 456  
Bonner Springs KS 66012

Foley Equipment Company  
Sean Buchanan  
316-943-4211  
1550 S West St  
Wichita KS 67213-1668

Roadbuilders Machinery & Supply Co. Inc.  
Nicole Argard  
913-371-3822  
PO Box 5125  
Kansas City KS 66119

The GW Van Keppel Company  
Bill Walker  
913-281-4949  
PO Box 2923  
Kansas City KS 66110

Vermeer Great Plains Inc.  
Scott Ryals  
913-782-3655  
15505 S Highway 169  
Olathe KS 66062

### Missouri

Central Power Systems & Services Inc.  
Russ Redburn  
9200 Liberty Dr  
Liberty MO 64068

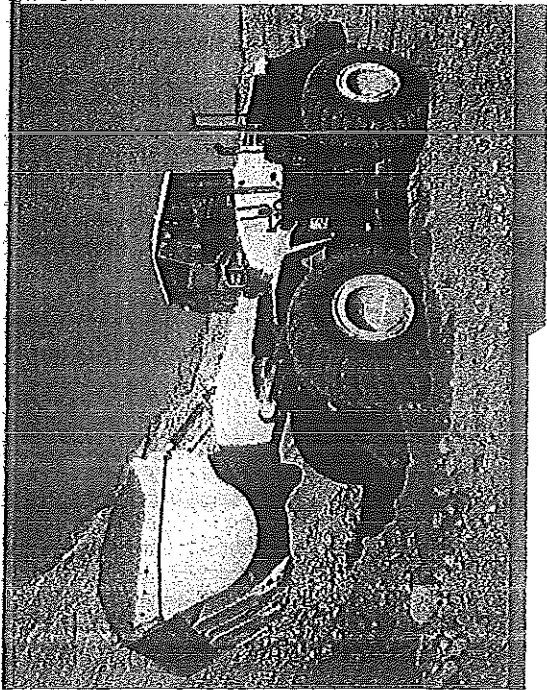
Cummins Central Power  
Fred Venhoff  
816-414-8400  
8201 NE Parvin Rd  
Kansas City MO 64161

KC Bobcat Inc.  
Tim O'Bryan  
816-229-4006  
2209 SW US Highway 40  
Blue Springs MO 64015

Murphy Tractor & Equipment Company  
Greg Knipp  
816-483-5000  
8600 NE Parvin Rd  
Kansas City MO 64161

The Victor L. Phillips Company  
Bill Schoenfelder  
816-241-9290  
4100 Gardner Ave  
Kansas City MO 64120-1832

**YOUR FUTURE STARTS HERE**

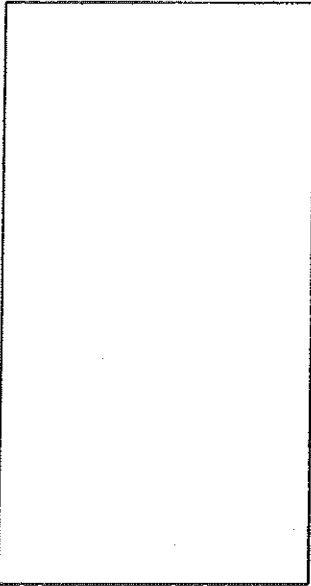


**SOME FACTS ABOUT THE CONSTRUCTION INDUSTRY**

1. More than 2.5 million construction vehicles operate in the United States.
2. Construction equipment technology is highly sophisticated and complex, and continues to advance rapidly.
3. More than 400,000 technicians repair construction equipment, diesel engines, farm equipment, buses and trucks in the United States.
4. Right now, there is a critical need in the industry for construction equipment technicians. From 2010 to 2020, the number of technicians in the industries shown in #2 above is expected to grow by 50,000.

Sources: U.S. Department of Labor, U.S. Department of Commerce, AED Foundation Research

FOR MORE INFO ABOUT A CAREER AS AN EQUIPMENT TECHNICIAN, CONTACT YOUR LOCAL AED DEALER OR AED ACCREDITED COLLEGE AT:



For more information on why you should consider a career as a construction equipment technician, call, write or email:

**The AED Foundation**

600 West 22nd Street, Suite 220, Oak Brook, IL 60523  
630-574-0650 [www.aedfoundation.org](http://www.aedfoundation.org)

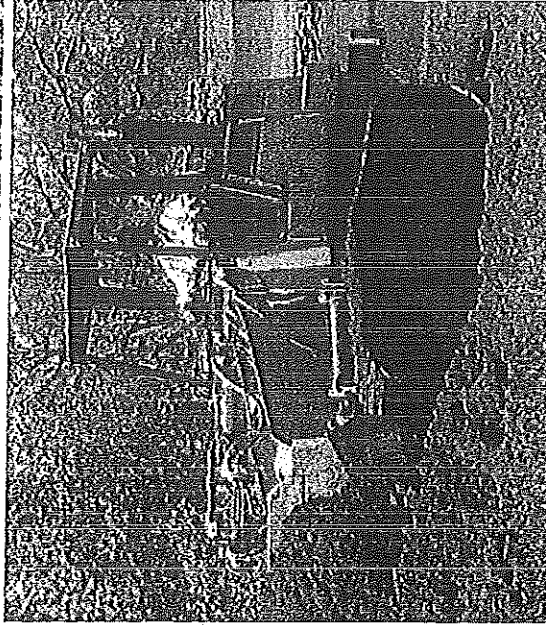
**WWW.AEDWORKFORCE.COM**

*Are you graduating from a technical school construction equipment program?*

*AEDWorkforce.com is the technician recruitment website of The AED Foundation developed to link technician applicants with AED dealers. You can list your qualifications on the website at no charge. AED dealers who are looking for technicians will have immediate access to your listing.*



**YOUR FUTURE AS A  
CONSTRUCTION  
EQUIPMENT  
TECHNICIAN**



*Real Career Opportunities with  
Construction Equipment Dealers*

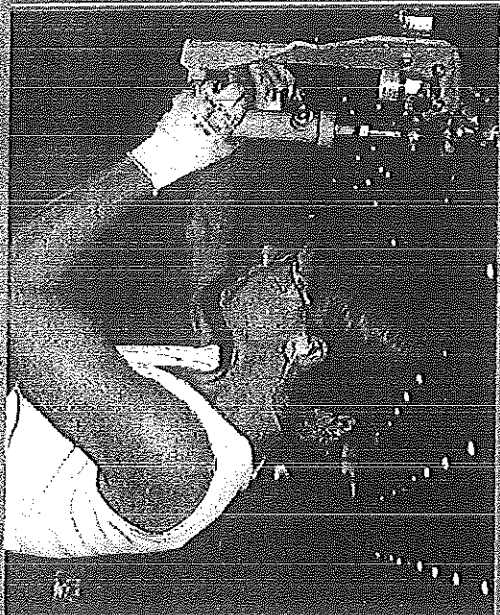
*Visit [AEDCareers.com](http://AEDCareers.com)*

***The AED Foundation***

# BUILD A REWARDING CAREER

Visit [AEDCareers.com](http://AEDCareers.com)

Learn how to explore the AED Dealer Technician career opportunity!



*There is a great demand in the construction equipment industry for career professionals with the high level of technical education, skills and expertise required to service and maintain this valuable equipment!*



JOB TITLE	ANNUAL MEDIAN COMPENSATION*
Starting Shop Technician	\$31,000
Top Shop Technician	\$44,000
Field Service Technician	\$45,000
Parts Manager	\$52,000
Product Support Salesperson	\$52,000
Service Manager	\$56,000
Product Support Sales Manager	\$74,000

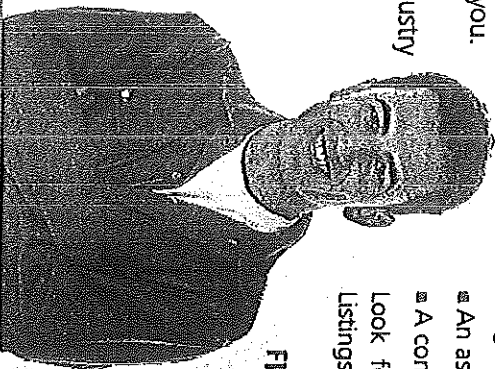
\*Median total compensation (salary and bonus) for AED member dealers; includes all dealership sizes. These numbers do not include benefits. Source: AED Employee Compensation Survey.

## Have you considered a career maintaining and repairing construction equipment?

Construction equipment is one of the world's most technologically advanced industries, and construction equipment dealers need knowledgeable, skilled technicians to test equipment, diagnose problems, and make repairs – talented young men and women just like you.

The construction equipment industry provides:

- Interesting work
- A chance to grow personally and professionally
- Excellent compensation
- High demand for technicians



**YOUR CAREER AS A CONSTRUCTION EQUIPMENT TECHNICIAN** will provide challenges, responsibility, and financial opportunities. Some of the areas you will learn about include:

- Hydraulics/Hydrostatic Systems
- On-Board Diagnostics
- Electrical and Electronic Systems
- Computer Controlled Systems
- Diesel Engine Technology with Computer Diagnostics and Systems
- Power Trains with On-Board Computers
- Air Conditioning and Climate Control

**EDUCATIONAL REQUIREMENTS** necessary to succeed in the high-tech world of construction equipment are:

- High academic performance in high school; an interest in and aptitude for technical subjects
- An associates or four-year degree in construction equipment technology
- A commitment to life-long learning

Look for colleges with construction equipment technology programs, especially those accredited by AED. Listings are available at [www.aedfoundation.org](http://www.aedfoundation.org).

### FIRST STEPS TO A GREAT CAREER

- as an equipment technician:
- Call an AED dealer in your area and make an appointment to talk with service technicians and the people that do the hiring; a dealer locator is available at [www.aedfoundation.org](http://www.aedfoundation.org).
- Visit AED-accredited colleges or other schools with programs in construction equipment technology to learn what they have to offer.

- Ask the dealerships and colleges about their student opportunities, and how to apply for admission and financial aid.
- Visit [AEDCareers.com](http://AEDCareers.com) to learn how to explore the AED Dealer Technician career opportunity.

For more information on a career as a construction equipment technician, call or email The AED Foundation at 630-574-0650 or [www.aedfoundation.org](http://www.aedfoundation.org)