

*Ford Motor Company*

**ASSET**

Automotive Student Service Educational Training

**STUDENT & DEALER INFORMATION BOOKLET**

**Pennsylvania College  
of Technology**

PENNSTATE



# **PENNSYLVANIA COLLEGE OF TECHNOLOGY**

## **FORD-ASSET**

### **FORD PARTNERSHIP**

In 1996 the Pennsylvania College of Technology and Ford Motor Company joined in a cooperative effort with the Ford, Lincoln and Mercury Dealers and selected students to bring the Ford ASSET (Automotive Student Service Educational Training) program to the Williamsport area.

Pennsylvania College of Technology fully supports the implementation of the Ford ASSET program and commits to provide instructors, educational supplies, and well-equipped and maintained classrooms and laboratories.

One of our instructors has a Masters degree in Vocational education and one a Bachelors degree in Career and Technical Education, both are Master certified in all (8) A.S.E. categories, have L1 certifications, and are certified by Ford Motor Company in all of the Ford STST classes they teach.

### **FACILITY**

A large (60,000 sq. ft.) building dedicated to only Automotive Service and Collision Repair. Ford ASSET has a dedicated lab for specific instruction on Ford products. Another building contains two engine labs (10,000-sq. ft.). A new 7,600 sq. ft. facility, the Advanced Automotive Technology Center, complete with 2 chassis dynamometers for emission training, performance testing, alternative fuels, senior capstone project, and advanced automotive systems repair.

### **ACCOMPLISHMENTS**

In 1997 and 1999 the American Automobile Manufacturers Association/American Vocational Association (AAMA/AVA) was awarded to Penn College.

In 1998 and 2008 Penn College hosted NACAT (North American Conference for Automotive Teachers).

In 1998 Penn College was awarded NATEF (National Automotive Technicians Education Foundation) certification in all (8) of the ASE Automotive Technician's certification categories.

In 1999 and 2000 a Penn College automotive student was the winner in post-secondary automotive category at Pennsylvania State VICA.

Penn College and the ASSET program have hosted the Ford AAA Auto Skills competition in 2008 and 2009

In 2009 Penn College was one of only two colleges to meet all FoMoCo goals.

# **PENNSYLVANIA COLLEGE OF TECHNOLOGY**

## **FORD-ASSET**

The Automotive Student Service Educational Training (ASSET) program represents a high technology program that requires close cooperation between Ford, Lincoln, and Mercury dealership sponsors, students, and the Pennsylvania College of Technology. All parties must recognize the primacy of the educational experience. Ford Motor Company has provided extensive support to the college in the form of donations, and staff consultations (both of which are on going), Penn College can offer an excellent program where state-of-the-art is the norm. In order to help realize this goal, mutual responsibilities, which are necessary to meet program objectives, are outlined below.

### **STUDENT RESPONSIBILITIES**

1. Maintain a sound academic record with a minimum G.P.A. of 2.0 at the college.
2. Maintain a professional attitude while employed at the dealership.
3. Maintain a scholarly attitude while attending classes at the college.
4. Purchase and maintain his or her own tools. A standard list of tools which are required will be provided to the student
5. Wear dealer provided work uniforms during school and dealer work periods.
6. Be responsible for all costs associated with tuition, fees, non-Ford provided textbooks, housing, and meals.
7. Maintain a valid driver's license, without points.
8. Acquire a Sponsorship from a Ford or Lincoln dealer from your home area.

You are urged to contact a dealer near your home prior to beginning the ASSET program and secure sponsorship. You may use the Ford Motor Co. Dealer Finder page to locate a dealership. In some cases there are specific dealer requests for students. Only students from that area are referred to those dealers. If you have been unsuccessful in locating a sponsoring dealership, the ASSET faculty can assist you in finding one.

## COLLEGE RESPONSIBILITIES

1. Ensure the academic quality of the ASSET program. Assist students with academic and student support services
2. Provide administrative coordination of the ASSET program. This includes visiting and evaluating students during each dealership experience.
3. Implement a curriculum that will meet Ford Motor Company needs and maintain NATEF standards. The college will keep the dealer informed as to what the student is trained on in the classroom, so that those same skills can be enhanced and applied during the dealership experience phase of each semester.

## SPONSORING FORD/LINCOLN/MERCURY DEALER RESPONSIBILITIES

1. Provide the ASSET employee with uniforms. To be worn both on-campus and during the co-op work experience.
2. Provide the student with a work environment where he or she can learn by putting theory into practice in a real work situation.
3. Agree to pay trainee during periods of dealership-coordinated work experience. The pay should reflect the trainee's progress in the program and be consistent with pay for similar jobs in the area. **DO NOT UNDER PAY THE ASSET EMPLOYEE. A FAIRLY PAID EMPLOYEE WILL BE A BETTER EMPLOYEE.**
4. Provide PTS ID and Password
5. Inform the college when the ASSET employee is having problems. The ASSET employee should not be expected to repair components or systems he or she has not worked on in the classroom or college laboratory. It is suggested that an "In-Dealer-Coordinator" be assigned to work with the student.
6. Dealer agrees to terminate employment in the event the ASSET employee drops out or fails to graduate from the program.

It is assumed that when an ASSET employee accepts admission into ASSET, and when the Ford/Lincoln dealer agrees and signs a sponsorship agreement, all parties accept the above responsibilities.

## **DEALERSHIP BENEFITS FROM ASSET**

During the two (2) years in which the student is involved in Ford ASSET, he or she will be receiving the same type of training as the professional Ford technician who attends the Ford training center.

The student is also required to take an additional nineteen (19) credits, including math, written and oral communication, and general electives.

The student will receive ASSET certification in 30 product service training classes needed toward meeting the dealership's training standard requirements.

Some of these certifications will change from year to year as the training standards change.

The dealership's cost of sending an ASSET student/employee to school is the price of his/her uniforms and the wages that you pay him/her when working at the dealership.

**THE MAJOR INVESTMENT IS PAID BY THE STUDENT, WHILE THE DEALERSHIP'S INVESTMENT IS MINIMAL.**

### **SEVERAL DEALERSHIP GROUPS PROVIDE THE STUDENT WITH SOME FORM OF FINANCIAL ASSISTANCE.**

**IF YOU WOULD LIKE MORE INFORMATION ON HOW TO FINANCIALLY ASSIST YOUR ASSET TRAINEE, CALL JEFFREY JANUCHOWSKI AT (570) 320-2400 EXT. 7613.**

### **HOW CAN I GET AN ASSET STUDENT**

1. Select a candidate from one of the local schools, an individual who would be an asset to your business.

Have this candidate contact one of the contact personnel listed below for the Penn College ASSET program.

2. Call one of the contact people listed below and state your interest in sponsoring a student/employee. If we have any ASSET candidates living in your general area, we can have them contact you to set up an interview. You can select the student/employee that would best fit into your organization.

Contact Personnel at Penn College:

John Cuprisin  
One College Ave.  
Williamsport, PA 17701  
(570) 326-3761 ext. 7859

Jeffrey Januchowski  
One College Ave.  
Williamsport, PA 17701  
(570) 320-2400 ext. 7613

### **PARTICIPATING DEALERS**

- **Alexander Ford, Lewisburg, PA.**
- **Apple Ford, Red Lion, PA.**
- **Barber Ford, Hazelton, PA.**
- **Fred Beans Ford, Doylestown, PA.**
- **Beasley Ford Lincoln, York, PA.**
- **Beshore & Koller, Manchester, PA**
- **Ted Britt Ford, Chantilly, VA.**
- **Ted Britt Ford, Fairfax, VA.**
- **Buddenhagen Ford, Hortonville, N.Y.**
- **Champion Ford, Edinboro, PA.**
- **Chapman Ford, Lancaster, PA**
- **Clarion Ford ,Clarion, PA**
- **Cole & Burd Ford- Lincoln, Mansfield, PA.**
- **Coccia Ford-Lincoln, Wilkes Barre, PA**
- **Crowley Ford, Plainville, CT.**
- **Joel Confer Ford, Bellefonte, PA.**
- **Croft Ford, Athens, PA.**
- **DelBalso Ford, Kingston, PA.**
- **Dotts Ford, Clearfield, PA.**
- **Fairfield Ford, Montoursville, PA.**
- **Fairfield Ford Williamsport, PA.**
- **Family Ford, Netcong, N.J.**
- **Faulkner-Ciocca Ford, Quakertown, PA.**
- **Fitzpatrick & Lambert Ford, Dushore, PA.**
- **Frederick Motor Co., Frederick, MD.**
- **Friendly Ford, Geneva, N.Y.**
- **Ford of Englewood, Englewood, N.J.**
- **Gateway Ford, Tunkhannock, PA.**
- **Gibbons Ford, Dickson City, PA.**
- **Halderman Ford, Hightstown, N.J.**
- **Halderman Ford, Kutztown, PA.**
- **Halderman Lincoln, Allentown, PA.**
- **Red Hill Ford, Red Hill, PA.**
- **Hoffman Ford, Harrisburg, PA.**
- **Brian Hoskins Ford, Coatesville, PA.**
- **Independence Ford, Bloomsburg, PA.**
- **Interstate Ford Truck, Hartford, CT.**
- **Keller Brothers Ford, Lititz, PA.**
- **Kennedy Ford, Pottstown, PA.**
- **Keyser & Miller Ford, Collegeville, PA.**
- **L.B. Smith Ford, Lemoyne, PA.**
- **Lake Ford, Lewistown, PA.**

- **Gene Latta Ford, Hanover, PA.**
- **Laurel Ford, Windber, PA.**
- **Lawrence Ford- Lincoln, Lawrenceville, N.J.**
- **Litchfield Ford, Litchfield, CT.**
- **Manderbach Ford, Temple, PA.**
- **Bill Marsh Ford, Newtown, Pa.**
- **Tom Masano Ford, Shillington, PA.**
- **Matthews Paoli Ford, Paoli, PA.**
- **Bob McCormick Ford, Lock Haven, PA.**
- **Maguires Ford-Lincoln, Duncanon, PA.**
- **Maguires Ford, Hershey, PA.**
- **Milham Ford, Easton, PA.**
- **Murry Ford, Muncy, PA.**
- **Parsons Interstate Ford, Shippensburg, PA.**
- **Performance Ford, Randolph, N.J.**
- **Kenny Ross Ford, Pittsburg, PA.**
- **Bob Ruth Ford, Dillsburg, PA.**
- **Sands Ford, Pottsville, PA.**
- **Sansone Ford, Ocean, N.J.**
- **Schultz Ford-Lincoln, Nanuet, N.Y.**
- **Sherwood Groves Ford, Towanda, PA**
- **Spangler Motors, Milton, PA.**
- **Springfield Ford, Philadelphia, PA.**
- **State College Ford, State College, PA.**
- **Stevens Ford, Lenoxville, PA.**
- **Stuckey Ford, Hollidaysburg, PA**
- **Sunbury Motors Ford, Sunbury, PA.**
- **Joe Taylor Ford, Seneca, PA.**
- **Bob Thomas Ford, Hamden, CT.**
- **Tower Ford, Great Neck, N.Y.**
- **Tri-Star Motors, Tyrone, PA.**
- **Wayne Ford, Wayne, N.J.**
- **Wentworth Auto Sales, Guys Mills, PA.**
- **Yocum Ford, Landsdale, PA.**

**THIS IS NOT A COMPREHENSIVE LIST**

