

GreenPOWER

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Manufacturers Greening Up With GreenPOWER

Manufacturers from across Minnesota have strengthened their bottom lines by using environmentally friendly manufacturing processes taught in the GreenPOWER program. One of the most recent of these is Olympic Steel — a national metals service center that has sixteen facilities nationally including two in Minnesota.

"It's exciting to have this unique opportunity to provide our employees new skills in waste and energy management," said Stephen Reyes, General Manager of Olympic Steel's Minnesota operations. "Through a collaborative effort with the BlueGreen Alliance Foundation and its partners we have developed a training program that will improve our business by giving our employees the training they need in sustainability techniques and other skills."

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**-Stephen Reyes
Olympic Steel**

All of Olympic Steel's Minnesota Supervisors, Quality Assurance staff and Maintenance Technicians will complete GreenPOWER's Green Specialist program.

Enrolling in GreenPOWER is part of Olympic Steel's continuing effort to maintain its ISO 14001

certification which it holds at fourteen of its sixteen national facilities. The certification requires companies to adopt and continually improve an environmental management system in order to reduce the impact its operations has on the environment.



"We have been doing a good job of trying to reduce our impact on the environment based on what we look at every day," said Doug Swanson, Safety Coordinator of Olympic Steel's Minnesota operations. "GreenPOWER training will make us look deeper into these areas and find new possibilities for improvement. These energy reduction opportunities and other items directly connect to our ISO 14001 program and its continuous improvement objective."

In addition to Olympic Steel, GreenPOWER has trained workers from a variety of manufacturing companies including Crysteel Manufacturing Inc., Juno Inc., Liberty Carton Co., Pentair, Silicon Energy and Viking Drill & Tool. Since the program began, more than 1,070 workers — both employed and unemployed — have enrolled in GreenPOWER's training and more than 167 workers (approximately 29 percent of unemployed participants) have found training-related employment.

Learn More About GreenPOWER's Efforts to Help Minnesota's Manufacturers

Manufacturers Talk about GreenPOWER in Our Video "GreenPOWER: Smarter, Leaner, Greener Manufacturing" (Click Here or on the Image Above to Watch on YouTube)
Viking Drill & Tool Cuts Costs with GreenPOWER (Page 5)

Participant Spotlights

Scott Noyes

"I think this is the direction of business: to go green. And if you don't go green and figure out how to make it profitable, I think you're going to be left behind."

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**- Scott Noyes
GreenPOWER Graduate**

This is one of the biggest things Scott Noyes of Blaine said he learned when he took GreenPOWER's classes while he was unemployed.

Noyes also says graduating from GreenPOWER helped him stand out from other

job seekers and find his new job as a Human Resource Manager for a food manufacturer in Edina.

"[The GreenPOWER classes and SME] certification weren't the key things that landed me the job, but it was like a feather in a cap that set me aside, I think," Noyes explained. "The more varied skill sets you have in addition to your core skill set are going to help you. If there is somebody that is equally qualified, and you're bidding for the same position, it helps to have something [else]."

Noyes says he now hopes to help the manufacturer he works for undertake more sustainability and green initiatives. He is also exploring having GreenPOWER training offered at his business in the future.

"[The GreenPOWER program] was an eye-opening experience... I think [going green is] the future."

New Schools Join GreenPOWER

Thanks to the addition of two new colleges to GreenPOWER's network, more Minnesota workers are able to enroll in GreenPOWER's green manufacturing training. With the addition of Ridgewater College and Riverland Community College, GreenPOWER has been offered at twelve MnSCU and private colleges — along with other locations — throughout Minnesota.

GreenPOWER By The Numbers

1,072 workers (current, unemployed or dislocated) have enrolled in GreenPOWER

618 workers have completed the Green Specialist Six-Module Series

75 graduates have passed the Society of Manufacturing Engineers Green Specialist Exam

29 percent of unemployed/dislocated participants have gone onto find training-related employment

GreenPOWER Unveils Job Search Strategies Class

After receiving requests from partners and class participants, the BlueGreen Alliance Foundation unveiled a Job Search Strategies workshop in May.

John Gannon — a GreenPOWER trainer who previously worked as a reemployment service representative at the Anoka WorkForce Center — developed the curriculum to help GreenPOWER students think of new ways to find job leads and how to leverage their GreenPOWER skills in interviews.

The four-hour class touches on many topics including:

- Expected employment trends;
- Developing a personal brand;
- Tools to look for jobs;
- Job search myths;
- The value of informational interviews;
- Vocabulary and keywords;
- Answering challenging interview questions; and
- Salary negotiations.

"All too often, it's easy for individuals to fall into a rut when searching for a job," said Gannon. "The Job Search Strategies workshop helps GreenPOWER participants find ways to maximize the job search experience and use it to find the job right for them."

GreenPOWER's Job Search Strategies course will be offered on an as-needed basis when GreenPOWER's schedule allows.

Grant Funds Anoka Green!

Program Developed With Local Manufacturers

In May, the BlueGreen Alliance Foundation received a Minnesota State Energy Sector Partnership (MSESP) grant to create the Anoka Green! program. This program — developed with the support of local manufacturers Pentair Technical Products, Dayton Rogers, E.J. Ajax and Juno Inc. — couples the BGAF's GreenPOWER program with Anoka Technical College's Precision Sheet Metal coursework.

"Anoka Green! is the ideal program to train our current and future employees for the advanced manufacturing work we do at Pentair," said Dennis Spiess, Director of Operations at Pentair Technical Products. "I am certain that graduates from Anoka Green! will have the skills in energy efficiency, environmental awareness and lean production techniques that we at Pentair and other manufacturers will be looking for now and in the future."

After completing Anoka Green!, trainees will have the knowledge needed to receive the Society of Manufacturing Engineers' Green Manufacturing Specialist certification along with other certifications from Occupational Safety and Health Administration (OSHA), National Incident Management System (NIMS) and Fabricators and Manufacturers Association (FMA).

Anoka Green! is an extension of the partnership the BGAF already has with Anoka Technical College. To date, 57 workers have graduated from GreenPOWER and Anoka Technical College's Precision Sheet Metal program, and 70 percent of unemployed graduates from the first two classes have found jobs.



Graduate Spotlight

Tom Daughenbaugh



After working in construction for 25 years, Tom Daughenbaugh of St. Louis Park lost his job five years ago due to the industry's collapse. While he supported himself and his family for the first three years by taking small home repair and remodeling jobs, he eventually was not able to compete with bids made by larger construction companies.

After doing research on growing industries and determining it was time for a career change, Daughenbaugh's employment counselor at RESOURCE Inc. told him about GreenPOWER's joint program with Anoka Technical College teaching green manufacturing and precision sheet metal skills. While Daughenbaugh had previously worked in the manufacturing industry starting when he was 22, he had been unsuccessful when seeking a new manufacturing job during his unemployment.

"I applied for jobs in manufacturing... and you never heard anything," Daughenbaugh said in a recent interview. "Your resume was lost in cyberspace because the keywords weren't there."

Daughenbaugh stated he understood how the industry had changed when he walked into Anoka Technical College's workshop. "When I was in [manufacturing], computers were just coming out... I had no idea until I saw the machines, how technologically advanced they had become. It was overwhelming at first, but I had made up my mind... that I was going to start a new career and that is what I did."

The day after Daughenbaugh graduated from the Anoka Technical College program, a Eden Prairie metal fabricator hired him to be a Laser Operator during the day shift.

More photos from the graduations
are on BGAF's Flickr Page
www.flickr.com/bgafoundation

GreenPOWER Success Brings U.S. Secretary of Labor to Minnesota

On Wednesday, April 13, U.S. Secretary of Labor Hilda Solis traveled to Minnesota to see GreenPOWER in action. While she was here, the BlueGreen Alliance Foundation was proud to bring her on tour of Viking Drill & Tool — a St. Paul manufacturer of high-quality cutting tools that was one of the first manufacturers to enroll in GreenPOWER's program. The Secretary also watched a demonstration of GreenPOWER's H2O Conservation module and participated in a roundtable discussion with GreenPOWER graduates, manufacturers and other program supporters.

Viking Drill & Tool Cuts Cost With GreenPOWER

As part of her tour, Secretary Solis saw first hand the sustainability improvements Viking Drill & Tool has undertaken in order to manufacture its tools in a more sustainable, efficient and profitable manner.

"The bottom line goes up when waste goes down."

**- Dennis Nyhus
Viking Drill & Tool**

Viking President Dennis Nyhus explained, "By taking part in the GreenPOWER program, and by investing in the 'green' skills of our workforce, we are saving money on energy consumption, reducing waste

and becoming more competitive in an increasingly competitive market. GreenPOWER is preparing our employees for a global economy in which environmental performance counts. The bottom line goes up when waste goes down."

One improvement Viking has made to reduce its waste was purchasing an oil press. While the company previously sold its steel sludge — a by-product of production — for a low cost, Viking now uses a steel press to reclaim its oil and reuse it in the next day's operations. This saves Viking approximately fifty gallons of oil a day and allows the company to resell its steel tailings for 60-70 percent more. Due to this, Viking estimates the \$60,000 steel press will pay for itself within a year.



Viking also purchased a shredder that creates packaging material from its used cardboard. This modification — which was suggested by a Viking employee — allows Viking to save approximately \$3,000 in packaging material costs.

"In order to win the future, we need to prepare U.S. workers and businesses to compete in the 21st century marketplace," said Secretary Solis. "Viking Drill & Tool is doing what it takes to improve their bottom line, become more energy efficient, and prepare its workers for a changing landscape of American manufacturing. That's what I call a triple win."

Viking Drill & Tool opened in 1951, and became an Employee Owned Company in 1998. Viking currently employs approximately 180 workers including 25 people that were hired in the last year.

"In order to win the future, we need to prepare U.S. workers and businesses to compete in the 21st century marketplace."

**- Secretary Hilda Solis
Department of Labor**

**See more of Sec. Solis's trip on
GreenPOWER's Facebook
and Youtube pages**

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