

AIS Construction Equipment
AIS Summer Technician Entrance
Program (STEP)
AIS Heavy Equipment Technical
Institute (HETI)

Anthony Wieber

AIS Corporate Training Director

AIS Construction Equipment

AIS Construction Equipment

- Heavy Equipment Sales, Service, Rental
- Dealership for Construction Equipment, Forestry Equipment, Milling and Paving Equipment, aggregate equipment, and more!
- 6 Branches, Michigan based family owned and operated company.
- [AIS Overview Video](#)

AIS Overview

Family of Companies

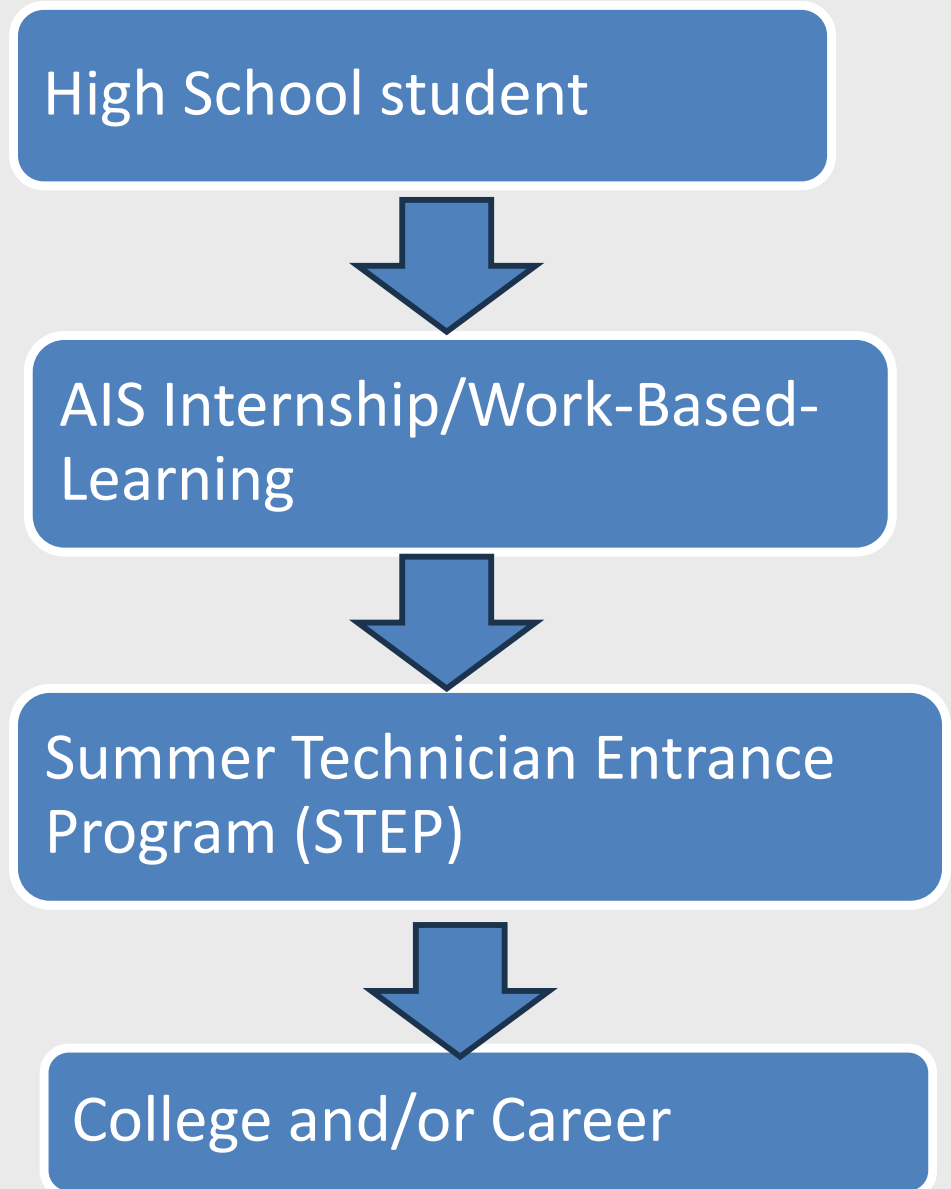
- AIS
- CRC
- AIS Engines
- AIS Welding and Line Boring
- Behrenwald Trucking
- AIS Sales
- AIS Government Sales
- Parts
- UPD
- AIS Paint
- Milling and Paving
- GPS division
- Aggregate
- Recon

OEMs

- John Deere
- Komatsu
- JCB
- Wirtgen
- Vogeles
- Hamm
- Kleeman
- NPK
- Atlas Copco
- Shuttlewagon
- And more!
- All Makes, All Models, All the time!

High School Pathway

- The AIS High School Pathway is intended to enhance your learning, skill, and experience, and prepare you for a life-long career in the heavy equipment industry.



Summer Technician Entrance Program

- STEP 7-week summer training program for AIS technicians entering the industry
- Application and interview process for students
- Hired on as AIS employees
- To be completed the summer after graduation
- Placed in a department nearest your location after completion.
- [STEP video](#)

Purpose of STEP

- To find high school students who are passionate about working in our industry.
- Provide them with more knowledge, experience, and expertise than our competitors, quicker!
- Provide industry leading pay and benefits
- Provide **industry leading training!**
- Give **options** for **tools**, **scholarships** to further **education**, OEM training, and schedules.
- Providing opportunity for an enjoyable, rewarding, and successful career!

STEP Breakdown

- 2-days per week classroom and hands-on training
 - Learning programs and curriculum to be a successful AIS technician
 - Issued a laptop and access to OEM software, manuals, and diagnostics
- 3-days per week shop work
 - On-the-job hands-on training as an AIS technician working with a mentor.
 - Real-life jobs, not pre-designed labs

STEP Classroom Details

- Classroom and hands-on training:
 - First Aid/CPR training
 - OEM software access and training
 - Warehouse and Rough-Terrain forklift certifications
 - Basic Machine operation training
 - AIS Time system, work order, and parts training
 - AIS Service Technician training
 - HCET 100 Introduction to Shop and Equipment – FREE college credit during STEP
 - Much more!

Shop work details

- Working in AIS shop, as AIS technician
 - Work under mentor
 - Actual real-life jobs – not pre-designed labs
 - Machine inspections
 - Diagnostics and repair
 - Meet and work with the managers, technicians, and staff that you will continue with after STEP
 - Become part of the AIS Family
 - Start your career in STEP!

STEP Details

- STEP costs \$0. ITS FREE! (company funded)
- Housing is available, for FREE!
- Laptop, OEM software, and uniforms are supplied
- Tools are provided to use during STEP
- All STEP students are eligible for:
 - AIS Tool program (\$28,000 worth of tools and box)
 - AIS Scholarships (up to 100% books and tuition)
 - AIS Fast-track OEM training programs
 - Start your career now, at an accelerated pace!

STEP Application

- STEP application Period: Now-Feb. 27th, 2026
 - General Application
 - 2 letters of recommendation
 - Copy of your high school transcript
 - Resume with Cover Letter
 - Essay on why we should choose you! Min of 1-page
 - Work-based-learning/ Internship at AIS
- Interviews will be conducted during March, of after WBL/internship.
- Notification will be provided in April
- STEP orientation Friday June 5th
- 2026 STEP: June 8th- July 31st

What about the Juniors?

- Interested juniors are now highly encouraged to apply.
- Attend 2026 STEP Preparation Camp:
 - 1-week summer camp to further your knowledge and understanding, and begin increasing skills
- Apply for AIS Internship/WBL
 - Summer internship
 - Year-long internship/WBL
 - Part-time and full-time internship options
- Work-Based-Learning / Co-op while attending school your senior year.

What happens after STEP?

- Successful students can earn:
- AIS Tool Program: \$28,000 worth of tools and toolbox, and.....
- AIS Scholarship – AIS Difference: School of choice:
- Heavy Equipment Technical Institute (HETI): AIS Certificate program – Trade school outline.
- Lansing Community College: Cert. or AAS
- Ferris State University: AAS, Bachelor's degree
- Work full-time and be enrolled in AIS fast-track OEM training program

AIS Heavy Equipment Technical Institute (HETI)

- AED accredited post-secondary institute
- 100% graduation rate
- 90+% hire rate amongst graduates
- HETI offers two programs:
- Heavy Construction Equipment Technician (HCET)
 - Heavy Equipment Repair program
- Heavy Construction Equipment Operator (HCEO)
 - Heavy Equipment Operator program

HCET Technician Program

- Certificate program
- Can be completed in 1-2 years
- 9 courses
 - Heavy Equipment Introduction
 - Equipment Electrical 1
 - Equipment Electrical 2
 - Equipment Hydraulics 1
 - Equipment Hydraulics 2
 - Diesel Engines 1
 - Diesel Engines 2
 - Equipment Powertrain
 - Equipment HVAC

HCET Overview

- Offers opportunities for Classroom training, hands-on training, and OTJ experience
- 7-Week semesters, 2-days per week
- 5-week breaks between semesters
- Basics to advanced
- OEM training included (John Deere, Komatsu, JCB)
- AED Industry Certification Exam and 609 Certification Exam included in the cost!
- Instructed by AIS technicians, not professors!
- Goes above and beyond other similar programs!
- Housing available!

HCEO Operator Program

- Six and Ten-week pre-designed programs
- Offers custom training programs!
- NCCER certifications and NCCER certified instructors
- Discounts for Michigan CTE high school students!
- Many more hours of hands-on operation than any other operator program in Michigan!
- Assistance with resumes and job applications
- Housing available

HCEO Overview

- Training includes:
 - OSHA 10 hr. Certification
 - Pre-work machine inspections
 - Machine general maintenance procedures
 - Machine operation on several machine types:
 - Backhoe, Bulldozer, Excavator, Wheel loader, Skidsteer, utility tractor, compaction roller, off-road dump truck, and more!

Questions?

www.aistraining.com

Thank you for your time!