Our ETEBA 15th annual Business Opportunities Conference is right around the corner, and you definitely want to take advantage of this year’s exciting event! Our program will feature an outstanding slate of speakers across a range of agencies and markets, three topical workshops, an industry/government roundtable discussion on federal contracting policies, a redesigned exhibit hall and great networking opportunities.

Our speakers on Wednesday (November 19) morning will bring you up to date on innovations in the U.S. energy sector and developments in the DOE Environmental Management program. Right after lunch, we will offer three concurrent workshops: Doing Business with USACE; Getting the Most from Your GSA Schedules; and Growth--what is it and how does my business achieve it? After the workshops, we will feature a series of briefings by top business managers on upcoming opportunities across a range of federal and commercial markets.

The Thursday (November 20) morning session will take a look at current developments in the National Nuclear Security Administration, including an update on the Uranium Processing Facility. The morning session will wrap up with a roundtable discussion between ETEBA member company representatives and DOE procurement and small business officials regarding federal contracting practices and policies. On Thursday afternoon, we will offer an expanded vendor forum as well as matchmaking sessions with government and commercial procurement representatives.

We’ve built in many opportunities for networking as well. Our annual Scholarship Golf Tournament will take place on Tuesday (November 18) at a new location, the Willow Creek Golf Course in Knoxville, followed by our ribbon cutting ceremony and reception at the Knoxville Convention Center that evening. Our special 25th anniversary reception on Wednesday evening in the Exhibit Hall will give you the chance to “trip down memory lane” and network with past ETEBA directors, conference attendees, exhibitors and invited guests.

Our exhibit hall is filling up fast, so please act quickly to secure your spot. We also have sponsorship opportunities available that can fit into any budget. ETEBA’s conference is an unbeatable value, and you can save even more if you take advantage of our early registration discount available through October 22. Join up today and help us spread the word about our great conference. See you in November!

Sherry Peske
AGENDA

TUESDAY, NOVEMBER 18

   Golf Tournament at Willow Creek Golf Club 7:30 AM – 3:30 PM
   Ribbon cutting ceremony and Opening reception 6:00 PM – 7:30 PM

WEDNESDAY, NOVEMBER 19

MORNING SESSIONS  8:30 AM - 12:30 PM

   Climate Change and its Impact on the Energy Sector
      Keynote Address:  Dr. Thom Mason, Director, Oak Ridge National Laboratory

      Innovative Energy Concepts
         • Ted Wampler Jr., President and Chief Operating Officer, Wampler’s Farm Sausage Company
         • Robert C. Evans, National Market Director, 3M Government Markets

      Current Developments in DOE EM
         Keynote Address:  Mark Whitney,  Principal Deputy Assistant Secretary-EM, DOE
         • Sue Cange, Acting Manager, Oak Ridge Office of Environmental Management, DOE
         • Christine Gelles, , Associate Deputy Assistant Secretary for Waste Management, DOE EM
         • Speaker TBD, DOE EM Portsmouth/Paducah Office
         • Ken Rueter, President and Project Manager, UCOR

   CONCURRENT SESSIONS  1:30 – 2:30 PM

      Managing GSA Schedules
         Janice Zeigler, Customer Service Director, GSA

      Growth — What is it and how do I achieve it in my business?
         Dr. David Eyler, Deputy Director, Savannah River National Laboratory and
         Dr. David Elrod, Regional VP for Business Development, Jacobs Technology

      Doing Business with USACE
         Camille Krolikowski, Owner, K2A

Continued on next page.
**Afternoon Sessions 2:30 – 5:00 PM**

*Business Opportunities 1*

- Greg Gonzales, Small Business Program Manager, National Nuclear Security Administration, Albuquerque Complex
- Chris Fresquez, Small Business Program Manager, Los Alamos National Laboratory
- David Hess, Assistant Director, Office of Contracting, DOE EM Consolidated Business Center

*Business Opportunities 2*

- David Brock, Small Business Specialist, Marshall Space Flight Center, NASA
- Jeffrey Pope, Manager, Facility Decommissioning, Burns & McDonnell
- Steve Reed, President, Go to Market Solutions, Huntsville

**Silver Anniversary Celebration 5:00- 6:30 PM**

An evening of networking and reminiscence in the Exhibit Hall with conference attendees, exhibitors, and invited guests.

**Thursday, November 20**

**Morning Sessions 8:30 AM – Noon**

*Keynote Address: Robert Raines, Associate Administrator for Acquisition and Project Management, NNSA (invited)*

*Current Developments in NNSA*

- Jim Haynes, President and Chief Executive Officer, CNS (invited)
- Brian Reilly, UPF Project Director, CNS

**Roundtable: Current Issues in DOE Contracting**

- Jack Surash, Deputy Assistant Secretary for Acquisition and Project Management, DOE EM HQ
- John Hale, Director, Office of Small and Disadvantaged Business Utilization - DOE
- Tiki Dixon, TetraTech
- Susana Navarro, Navarro Research & Engineering
- Andy Kelsey, Bechtel

**Afternoon Sessions 12:30 - 4:00 PM**

**Vendor Forum: 12:30 - 1:30 PM**

*Business Opportunity Match Making Sessions 1:30 - 4:00 PM*

Featuring representatives from company sponsors and federal government agencies.
GEL Laboratories, LLC and RADēCO Inc. have entered into a distribution agreement whereby RADēCO Inc. has agreed to manufacture and distribute a Carbon-14 cartridge using GELsorb C-14. The nuclear industry needed a modern and cost effective way to accurately monitor C-14 (as CO$_2$) in the atmosphere. Clients will use the cartridge in support of environmental monitoring and to determine dose to members of the public. The cartridge has a detection sensitivity of approximately $1E^{-3}$ pCi/L ($3.7E^{-5}$ Bq/L) when used as an environmental sampling tool and can assess for an annual dose of 11 mR/yr (0.11 mSV/yr).

**Member Highlights**

**New Member**

**M&M Productions**

The Telly Awards has selected M&M Productions USA, a full-service event planning and production company, as a Bronze winner in the 35th Annual Telly Awards for its production of “The Stars of Texas DECA” promotional video. With nearly 12,000 entries from all 50 states and numerous countries, this recognition establishes M&M Productions as an industry leader in video production.

The Stars of Texas DECA video features the story of five DECA alumni who credit their success to their experience in DECA. The video motivates Texas students to participate in the organization, which prepares high school and college students for careers in marketing, finance, hospitality and management.

“The original business plan for M&M Productions was borne out of my involvement with DECA in high school,” said Mike Brown, M&M Productions president and CEO. “Winning a Telly on this project highlighting success stories in Texas brings our story full circle.”

The Telly Awards, founded in 1979, represents the premier honors for local, regional and cable TV commercials and programs; video and film productions; and online commercials, video and films. Winners are selected worldwide from the most respected advertising agencies, production companies, television stations, cable operators and corporate video departments.

“The Telly Awards has a mission to honor the very best in film and video,” said Linda Day, executive director of the Telly Awards. “M&M Production’s accomplishment illustrates their creativity, skill and dedication to their craft and serves as a testament to great film and video production.”

To find out more about the Telly Awards, visit the website at [www.tellyawards.com](http://www.tellyawards.com).
**Member Highlights**

Millennium Services, Inc. is pleased to announce it is now part of Radiation Safety & Control Services, Inc. (RSCS). We are quite excited about this new venture as it brings together two quality organizations united by a common business culture who place a premium on client oriented solutions, value and high ethics. Our joint resources, experience and technologies allows us to offer an even more comprehensive suite of services, and ensures that our existing and new customers will be provided with the finest radiological support available in the industry. We remain based in our office in Woodstock, GA, and will continue our support of ETEBA. To learn more about RSCS please visit www.radsafety.com.


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Dade Moeller & Associates, Inc. (“Dade Moeller”), a national leader in radiation safety, industrial hygiene, environmental protection, and training services celebrates its twentieth anniversary of operations this month. Over these two decades, Dade Moeller has supported hundreds of clients, including government agencies, academic institutions, and private companies, in their efforts to protect people and the environment. Additionally, Dade Moeller’s leadership in national and international professional organizations, such as the Health Physics Society, National Council on Radiation Protection and Measurements, and International Radiation Protection Association, has furthered global advancement and understanding of the practice of occupational and environmental sciences.

The company was named to honor the late Dr. Dade W. Moeller, a distinguished scientist and educator, and to further his passion for applying environment, safety, and health-related disciplines to protect the public, workers, and the environment. On Aug. 1, 1994, son Matt Moeller, a certified health physicist, and Matt’s Pacific Northwest National Laboratory colleague and fellow certified health physicist Steve Merwin, began operations in Richland. In February 1995, William E. Kennedy, Jr., a nationally-recognized expert in developing clearance criteria for radioactively contaminated materials and conducting pathway analyses, joined the company. Their first contract was to provide radiation protection consulting to the U.S. Department of Energy at the Hanford Site.

Since its founding, Dade Moeller has grown to about 180 employees at 5 primary locations with some 140 active contracts. Notable current work includes supporting the National Institute for Occupational Safety and Health radiation dose reconstruction project since September 2002 as part of the ORAU Team, supporting the National Oceanic and Atmospheric Administration in its ongoing efforts to assess damage from the Deep Water Horizon oil spill, providing industrial hygiene and radiological site services at the Hanford nuclear site, and conducting professional safety training for those working with radiation and in high-hazard environments.
McMaster University, located in Hamilton, Ontario, Canada, is in the middle of constructing a new hot cell suite, designed by Merrick’s Nuclear Services and Technology team, for the post irradiation examination of materials. See this article for more details: http://dailynews.mcmaster.ca/article/too-hot-to-handle-construction-well-underway-at-centre-for-advanced-nuclear-systems/

With the move of Mike Wade to another firm, Merrick’s business development team is being reconfigured to match our strategic objectives. Bob Trout will now be responsible for all of Merrick’s nuclear pursuits with government, international, R&D, and isotope production clients. Neal McCraw will be responsible all of Merrick’s nuclear, fossil, hydro, and renewable power generation pursuits as well as commercial fuel cycle projects. A new position has been created in Chattanooga, TN for a Strategic Account Manager (Senior Project/Office Manager) to increase our footprint in Tennessee and manage Merrick’s task orders under a recently awarded contract with the Tennessee Valley Authority (TVA). Details on the new position can be found at: http://goo.gl/4qn2lS The Chattanooga office will support TVA and other power clients, while our Oak Ridge Office will continue to focus on ORNL and Y-12 with support to the power market.

Merrick’s surveying team has been awarded a multi-year contract with Georgia Transmission Corporation (GTC) to provide surveying, geographic information systems (GIS) support and aerial mapping services. Merrick will provide GTC with a staff of GIS professionals to support their enterprise GIS, which is critical to its daily operations. The GIS team will primarily be maintaining GTC’s Integrated Transmission System (ITS) facility data, as well as supporting all new construction projects with an innovative routing and siting process. Merrick will also provide land survey and airborne mapping support services for all new and existing transmission / substation construction projects.

Meet Up with Merrick’s nuclear team at upcoming conferences in 2014! Weapons Complex Monitor Decision Makers Conference (October 20-23) Amelia Island, FL; ETEBA Business Opportunities Conference (November 18-20) Knoxville, TN.

Scientific Sales, Inc. (SS) is proud to announce the opening of our Instrument Service Center, located in Oak Ridge, TN. Starting July 1, 2014, SSI has manufacturer trained technicians available to calibrate instruments, change sensors, and evaluate instruments when repairs may be needed. SSI also offers single gas monitors, mulitgas monitors, PID’s and many other instruments available for purchase from manufacturers like BW Technologies, Draeger, GFG, and MSA. Bump gas, calibration gas and accessories are also available, and SSI offers local pick-up and delivery service for instruments.

For more information, please contact SSI at 865-483-9332 or 800-229-7252 and ask for the Instrument Service Center or email servicecenter@scisale.com.
AVANTech, Inc. just announced their award to provide a radioactive waste water treatment system to the Laguna Verde Nuclear Station in Mexico. The AtrexTM system will treat high conductivity liquid waste streams. AtrexTM uses proprietary colloidal particle chemistry manipulation, filtration, ion exchange and adsorption technologies to remove radionuclides and contaminants of concern, while minimizing secondary waste generation and worker radiation exposure.

“The addition of Mexico to our list of US and International sites with AtrexTM systems follows our long range growth plans. We have been providing equipment, liners and services to Mexico for three years through our exclusive representative Dragons de Veracruz S.A. de C.V. so this is a natural extension,” stated Jim Braun, President of AVANTech, Inc. “In addition to water processing systems at US nuclear power and US DOE facilities, we now have radioactive liquid waste processing systems in Japan and China and are seeking to expand in Brazil, Canada, Korea and the UK.”

Synergy Solutions, Inc. (Synergy), an 8(a) small disadvantaged woman-owned business based in Oak Ridge, TN, was recently awarded a contract from the U.S. Department of Energy (DOE) Environmental Management Consolidated Business Center (EMCBC) to perform Technical and Administrative Support Services for Operations and Maintenance of Building 55 at the Denver Federal Center. Synergy’s teaming partner/subcontractor for this project is The SM Stoller Corporation, a wholly-owned subsidiary of Huntington Ingalls Industries, Inc.

The EMCBC Technical and Administrative Support Services contract for Building 55 includes providing security services, document and records management, document classification and declassification, information resource management, and facility management support.

Synergy Solutions, Inc was also recently awarded a contract to support the Department of Energy (DOE), Office of the Chief Information Officer (OCIO). This contract involves providing professional Information Technology (IT) support services in the area of management advisory and consulting support.

The OCIO has primary responsibility to ensure that IT is acquired and managed in a manner consistent with statutory, regulatory, and Departmental requirements and priorities. The OCIO is charged with ensuring that DOE’s investment in IT improves program effectiveness and service delivery.

“The DOE is our most important client and Synergy is very pleased to have this opportunity to support the OCIO mission”, said Thu-Anh Nelson, owner and President. “This new contract strengthens our IT and cyber security capabilities and complements our current portfolio of safeguards and security services.”
Member Highlights

Zia won an indefinite-delivery indefinite-quantity contract award to perform cultural resources surveys for the U.S. Forest Service across New Mexico. Zia President and CEO Edward Martinez said the award expands Zia’s federal environmental services client list and that the company is a perfect match for the tasks anticipated to come out of this contract. “This award increases our federal client base in environmental services and I look forward to providing the Forest Service with solutions to their cultural resources issues,” said Martinez. “We have a top-notch cultural resources staff here at Zia and decades of practical experience in the Land of Enchantment doing this type of work.” The award was made to Zia on August 1st, and has options that extend through 2018.

Zia hired Mark A. Matranga on September 22 as the company’s Vice President of Environmental Services. Matranga brings 25 years of experience in environmental, engineering and construction. Matranga comes to Zia from Tetra Tech’s Houston office where he served in various roles since 1995 including program manager, operations manager and most recently as the New Markets and Government Group Manager.

Matranga looks forward to expanding Zia’s operations in the energy sector. “I am looking forward to opening up new markets and client opportunities as we take Zia to the next level,” said Matranga. “I have worked with Zia on quite a few occasions in the past and always found them to operate quickly and efficiently. These, along with the massive potential for growth I see in Zia, are a couple of the reasons I accepted this opportunity to join Zia.”

Aerostar SES LLC (ASL) has been awarded a $15,863,255 contract by the U.S. Corps of Engineers, Fort Worth District, to create three wetland cells surrounded by grassland areas as part of the Dallas Floodway extension, Trinity River Project’s Upper Chain of Wetlands project in Dallas, Texas.

The project will commence in the fall of 2014 and, when complete in September 2016, will serve as a swale providing flood risk reduction for the city of Dallas as well as an ecosystem composed of 57 acres of water/wetlands and 33 acres of surrounding grasslands for native species. The wetlands will be supplied with water from the effluent of the Dallas Central Wastewater Treatment Plant. The water will flow northwards between the cells and then discharge into Cedar Creek in Dallas County. The water flow will be managed by a pump at the Central Wastewater Treatment Plant effluent pond and weir gates between the wetland cells. The grasslands will be seeded in multiple zones with a variety of native seeds.

The award comes on the heels of an ongoing $20M IDIQ contract from Fort Worth District to provide environmental and construction services for the Three Rivers Region Project in Texas—ASL has worked with SES Group companies based in Oak Ridge, Tennessee, on 39 task orders under this contract to provide miscellaneous construction tasks at recreational facilities and dam safety projects within the Three Rivers Region.

ASL’s General Manager, Mr. Roy Hoekstra, is heading up this latest effort with support from SES Group President and CEO, Basil Skelton. Mr. Hoekstra sees this work as “an important opportunity for ASL to make further positive contributions to the environment in the region and to establish the company as a reputable small business participant creating improvements to the area’s ecosystem.”
DAHER-TLI opened a new, state-of-the-art fabrication facility last week in a ribbon-cutting ceremony that counted local, state and federal officials from the Commonwealth of Virginia among the 80 people in attendance.

Speakers included Phillip McCall, chairman of the board of supervisors for Washington County, where the shop is now located, and representatives for Senator Mark Warner, Senator Tim Kaine, Congressman Morgan Griffith and Delegate Israel O’Quinn.

The multi-million dollar investment in the new facility is part of parent company DAHER’s strategy for expanding its North American operations, which generated $200 million in revenue last year.

"DAHER wants its business here to be as big as it is in Europe," said DAHER Group general manager Didier Kayat, who traveled from company headquarters in Paris to attend the ceremony. In 2013, revenue from the group’s operations totaled $1.3 billion.

"The fabrication plant is only the beginning of the story," Kayat continued. "DAHER’s ambitions for North America are big."

The 90,000 square foot plant makes 7A Type A Containers, a full line of industrial packages, overpacks, liners, storage systems, machined components, and many other containers used in the nuclear industry.

The products are being made by 33 plant employees using the most up-to-date equipment and software: 20 welding machines for GMAW, GTAW, SMAW, SAW and FCAW processes; three horizontal and vertical band saws; one 70-ton Scotchman Ironworker; and a Yama-Seki gantry mill.

DAHER-TLI will also install additional equipment, including rolls, plasma cutting tools and a new paint facility. All DAHER-TLI products are manufactured in compliance with 10 CFR Part 71 and NQA-1 approved quality assurance programs.

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**The Way to their Heart—Hospitality Sponsorships!**

Whether through a piping hot cup of coffee or a celebratory glass of champagne, ETEBA offers a wide range of hospitality sponsorships. Priced to fit into your budget, sponsorships start as low as $500. Click [here](#) to view the available choices.
MHF Services (MHF), a leading provider of packaging, transportation and logistics services, recently welcomed Paul Hickman and Thomas Best to its business development team.

Paul Hickman will serve as Senior Business Development Manager with a focus on radioactive waste removal projects for remedial and construction contractors, primary responsible parties, prime contractors, property developers, nuclear utilities, universities and government entities. He has 24 years of experience in technical sales and marketing for the environmental waste industry. He has strong expertise in the packaging, transportation and treatment of hazardous, low-level and mixed low level wastes including RCRA, TSCA, CERCLA and/or NRC-regulated.

Thomas Best will serve as a Junior Business Development Manager with a focus on the marketing and sale of MHF’s extensive line of standard and custom metal and flexible packaging systems for environmentally sensitive materials. MHF manufactures its proprietary packaging products at its facilities in Clinton, TN and Sweetwater, TN.

MHF Services Vice President and Director of Sales and Marketing Scott Dempsey said, “We are delighted to have these two highly regarded professionals join our team. I am confident that Paul and Tom will be key team players who will help MHF build upon our success.”

Corporate Quarters, Inc., a furnished housing and realty service, is celebrating 20 years of business success this fall in Knoxville, TN. A woman owned small business, its company motto is “Making Your Comfort Our Business.” Founded by Sherry Williams in October 1994, Corporate Quarters has been growing steadily while earning a reputation for stellar customer service. Kim Taylor purchased the business in 2008, and has strived to continue the distinction of providing top notch customer care. The team is trained to be pro-active vs. reactive because after all, Corporate Quarters has only one chance to make a good first impression.

Corporate housing is a niche in the hospitality industry that concentrates on meeting the needs of travelers or relocating employees who desire a furnished apartment on a temporary basis as an alternative to an extended stay hotel. Furnished apartments include 1, 2 or 3 bedrooms for business travelers, government agencies, vacationers, families between real estate transactions, and those displaced from their homes due to fire, flood, or home remodeling. Whatever the reason, it is Corporate Quarters’ job to insure the comfort of their guests.

All of the Corporate Quarters apartment homes in the Knoxville and Tri-Cities area offer complete furniture and house-ware packages, pet friendly accommodations, washer/dryer within the apartment, all utilities, cable, wireless internet and telephone service, all in a residential environment, some with rental options as short as two days. For those traveling throughout the U.S., CQ offers the same top notch accommodations and services for a 30 days or longer rental term.
Los Alamos Technical Associates, Inc. (LATA) in partnership with Fluor Federal Services, was recently awarded the Paducah Deactivation Project in Paducah, KY. This contract focuses on deactivating the Paducah Gaseous Diffusion Plant (GDP) to prepare the facilities for future demolition. Fluor Paducah is the prime contractor for assisting with the transfer and acceptance of the Paducah GDP facilities from the United States Enrichment Corporation (USEC) to DOE. In addition, responsibilities include facility and infrastructure stabilization and deactivation, surveillance and maintenance of the shutdown production and associated support facilities, and remediation and waste management activities at the Paducah GDP site following the shutdown of production. LSRS, a wholly-owned subsidiary of LATA responsible for executing all field operations support, is providing key management personnel as well as technical and engineering expertise to support deactivation, decommissioning and soil and groundwater remediation. LATA brings its expertise and detailed site knowledge from our on-going prime contract to DOE for the Paducah Remediation Project in which our scope is to remediate and disposition specific areas on the site (land sites, groundwater, and surface water), perform facility D&D, and operate the site waste storage facilities to include waste disposition.

North Wind Group is pleased to announce that Jason Winkler has joined the company as the Western Region Business Development Manager. In his new role at North Wind Winkler will support each of the corporation’s six subsidiaries and be responsible for marketing and business development across the western United States.

Winkler has had a pioneering career in engineering, construction, technology and environmental consulting, working with numerous federal agencies including the U.S. Department of the Air Force, Army Corps of Engineers, Department of Energy, Environmental Protection Agency, Department of the Navy, General Service Administration and Federal Energy Regulatory Commission. Since 1994 he has worked closely with clients and stakeholders managing engineering programs and projects in eight countries and foreign territories including the United States, Commonwealth of the Northern Mariana Islands, American Samoa, Japan, Malaysia, Brunei, Indonesia and Oman.

Prior to coming to work at North Wind, Winkler held engineering, management and executive positions at Stone & Webster Engineering, Montgomery Watson, AECOM and Sullivan International Group. Winkler has worked in positions supporting all aspects of execution from business development to operations and provided technical and senior leadership on a broad range of engineering and construction projects including environmental remediation, emergency and rapid response, horizontal construction, demolition, munitions response, environmental compliance, environmental management systems and air quality.

Most recently Winkler was Vice President of Federal Programs for the Western Region at Sullivan International Group where he increased project backlog by $60M in four years and led program execution of high risk projects within the corporate portfolio. In this role Winkler served on the Board for three separate Joint Ventures including working closely with Weston Solutions within the Small Business Administration’s 8(a) Mentor Protégée program.
LYNX Supply, Inc. (LYNX) is very excited about expanding our Executive Team. Stephanie Long Neu joined LYNX in May of this year as the Vice President of Business Development. More recently, Jan Long was hired as the Vice President of Sales and Marketing. “These key hires are essential to the successful growth of LYNX Supply, and we are extremely excited to have Stephanie and Jan join our team” said Ginny Stiltner, President and CEO of LYNX.

Stephanie Long Neu brings nearly 18-years of industry experience to LYNX. Stephanie previously worked at Safety and Ecology Corporation (SEC) as the Marketing Manager and EnergX, LLC as the Business Development Specialist. Stephanie has been very active with ETEBA through the years and currently serves as the President of the Executive Board of Directors.

Jan Long brings more than 30-years of industry experience to LYNX. Jan’s most recent experience was with Unitech Services Group (formerly INS Corp) where he spent more over 27-years working in sales and marketing. Jan also supported operations where he provided project management oversight while managing up to 130 decon and rad protection technicians. During his 30-year nuclear career, Jan has managed more than 25 projects and generated as much as $30 million in annual revenues.

LYNX Supply, Inc. is a certified woman-owned, small business. LYNX provides safety products to commercial, industrial, and government nuclear facilities throughout the United States. LYNX was founded in 1989 and currently operates facilities in Oak Ridge, TN and Piketon, OH.

American Crane & Equipment Corporation, an Eastern Pennsylvania based manufacturer of overhead electric cranes and hoists, invited a group of 35 Exeter High School students to tour their facility in honor of Manufacturing Day, Friday, October 3rd. Exeter High School, located in Reading, PA, has implemented a Science, Technology, Engineering and Math (or S.T.E.M.) based program into their curriculum and has asked American Crane, along with other local businesses to partner with them to support this innovative initiative.

After learning more about overhead cranes, hoists and their applications, the students took a tour of American Crane’s six manufacturing bays. They walked through areas where activities such as material preparation, machining, welding, electrical assembly, shipping/receiving and engineering occur daily. In addition, the students learned about manufacturing job titles like machinists, fitters, electricians, mechanics, as well as electrical, mechanical, welding and structural engineers and designers.

American Crane will continue to be a resource for this invaluable educational program, offered for the first time this year by Exeter School District. For more information about careers in manufacturing visit [http://www.mfgday.com](http://www.mfgday.com) or to learn more about American Crane and Equipment Corporation’s products and services visit [http://www.americancrane.com](http://www.americancrane.com).

Visit us on the web at www.eteba.org
ETEBA TN Celebrates New UTK Scholarship Awards

Keeping with ETEBA's continuing mission to give back to the community while fostering the next workforce generation, ETEBA TN celebrated one of the three new scholarships that were setup this year. On October 2, 2014, the University of Tennessee, Knoxville College of Engineering hosted the 2014 Student and Donor Appreciation Luncheon. ETEBA Executive Board President, Stephanie Long Neu and Angela Shilling-Smith, Communication Specialist, were in attendance to celebrate ETEBA's inaugural year of the Freshman Scholarship.

Prior to the luncheon, Leadership Annual Giving Coordinator Whitney Lee gave a tour of the Engineering buildings and an overview of the very dynamic UTK College of Engineering. Having moved up an unprecedented 4 spots to number 32 in the country for engineering programs, the school is also home to a number of research centers, including the Center for Ultra-wide-area Resilient Electric Energy Transmission Network (CURENT) funded by the NSF and US DOE.

Helping freshman find their place in the campus engineering community, UTK has adopted the Jerry E. Stoneking Engage Engineering Fundamentals Program. The Engage program encourages students to learn by interacting with others to create solutions to engineering problems. From creating a "learning community" in Estrabrook Hall that not only features large open spaces for hands-on activities, student project areas, and computer classrooms, but also locating Engage instructors offices in Estrabrook to always be available to support students.

All qualified first-year engineering students also have the option of living in the Engage Community, a residence hall floor dedicated to the Engage program.

This allows students easy access to one another for collaborative work, as well as the opportunity for shared extracurricular activities.

The ETEBA TN Scholarship fund, which is funded solely by the November ETEBA Golf Tournament, made it possible for the College of Engineering to award two scholarships; one was to incoming freshman Jared Shaffer of Franklin, TN who will be pursuing a major in Mechanical Engineering. The second was to incoming freshman Brad Bennett of Nashville, TN who will be pursuing a degree in Biomedical Engineering. Brad’s letter of thanks is below.

Hello, my name is Brad Bennett. I am an incoming freshman this fall at the University of Tennessee in the College of Engineering as a biomedical engineer. I have generously been awarded a scholarship through the UT College of Engineering that has helped make it possible for me to attend school here in Knoxville. I would like to express my gratitude to the Energy Technology and Environmental Business Association for making this scholarship possible.

Throughout my time in high school, I developed a passion for math, science, and technology. I have chosen to enter the specific major of Biomedical Engineering this fall due to my thorough enjoyment of research as well as my fascination with medical tools, equipment, and treatment procedures. I am excited about the many possibilities that this field holds for discovery and cannot wait to begin getting involved in undergraduate research here at the University. The scholarship that I have been awarded by the Engineering Department has provided me with the opportunity to expand my knowledge of the sciences that have fascinated throughout my academic career as well as introduce me to new avenues of study within various fields of engineering. An additional reason that I am thrilled to be a part of the Engineering Department at Tennessee is the numerous opportunities to participate in an internship or co-op program. Experience in a real working environment is extremely beneficial as a student. I have become captivated with the prospect of being able to effectively apply the information and skills that I have learned in the classroom to a wide variety of real world problems. Following the completion of my undergraduate degree, I have plans of proceeding on to graduate school in biomedical engineering.

I am extremely thankful for the numerous opportunities that I have been given here at the University of Tennessee. It is an honor to have been selected to receive one of these scholarships made possible by the Energy Technology and Environmental Business Association. It has helped me to explore the numerous possibilities that this University has to offer, and for that, I cannot say thank you enough.

Thank you again,

Brad Bennett
University of Tennessee
Class of 2018

Visit us on the web at www.eteba.org
Safety Fest TN 2014—Making Milestones

Safety Fest TN, hosted by the Oak Ridge Business Safety Partnership, of which ETEBA is a founding member, was held September 8-11 at the New Hope Center. We accomplished new milestones this year: roughly 1,000 seats occupied in 40-plus safety courses, safety seminars, and a community safety forum; outreach into the Hispanic community; partnering with the City of Oak Ridge to co-host the Secret City Fire Officers Conference; a CNS-sponsored community brunch; and a bustling Safety Expo with 36 sponsoring companies. The Oak Ridge community has learned that Safety Fest TN is an effective and efficient way to take advantage of free safety training, and the planning committee is already in full swing to add to and grow next year’s event. The dates of Safety Fest TN 2015 are September 14-18 at the New Hope Center. We also plan to offer more classes in Spanish and small power tool safety were received with enthusiasm by the attendees, for whom Spanish is their first language. The planning committee wants to thank all our great ETEBA sponsoring companies and the companies that provided resources to help plan and promote Safety Fest TN. And we could not have held Safety Fest TN without the tremendous support of DOE, UCOR, CNS, and ORAU. One final thank you goes to the ETEBA organization whose commitment to the efforts of the ORBSP over the years has been unwavering. If anyone has suggestions about how to improve and grow Safety Fest TN, or if you would like to see a particular safety course added to the agenda, please contact Jenny Freeman at jfreeman@stratag.org.

Visit us on the web at www.eteba.org
Small Group Sessions Helping you Make Wise Business Choices—
BOC Workshop Offerings for 2014

The 2014 ETEBA Business opportunities conference is offering three workshops on Wednesday afternoon, November 19, to help businesses position themselves for potential contract opportunities—one to assist companies with making the most of GSA schedules, one to help you do business with USACE, and one to help smaller businesses see how larger businesses plan for growth.

Getting the Most from Your GSA Schedules: This workshop will describe helpful techniques and resources that can help you manage and maximize the value of your GSA Schedules. Topics will include strategic sourcing; blanket purchase agreements; contractor teaming arrangements; Etools for Industry Partners; and the Interact Program for Vendors. You will also be able to discuss common implementation issues including schedule rates, audits, reporting and developing subcontracting plans. Our workshop leader is Jan Zeigler, GSA Customer Service Director.

Doing Business with USACE: Topics will include where to find Corps offices; how to approach a USACE District; why knowing and understanding a USACE district mission is so important; what are expected future workloads; and how does a firm really get its foot in the Corps door. This session will be of particular interest to smaller firms in discovering the advantages of doing work for USACE. Our workshop leader is Camille Krolikowski, Owner of K2A Consulting and retired Deputy Chief of Engineering, Savannah District.

Growth—what is it and how does my business achieve it? This workshop will help small and mid-sized companies get a glimpse into how larger organizations conduct their planning processes for strategic growth, including how to examine growth potential, establish an organized methodology for pursuing growth, and set goals, objectives and resource and action plans to achieve it. The workshop will feature examples and lessons learned from the experience of two organizations—a national laboratory and a large corporation—as they developed and implemented their growth plans. Our workshop leaders are Dr. David Eyler, Deputy Director, Savannah River National Laboratory, and David Elrod, Regional Vice President for Business Development, Jacobs Technology.

IF THIS IS YOU, YOU NEED TO BE AT THE 2014 BUSINESS OPPORTUNITIES CONFERENCE!

- Companies seeking to identify near, mid and longer-term business opportunities with government or commercial entities in the energy, technology, environmental, engineering, construction and technical service sectors.
- Companies interested in doing business with government agencies or prime contractors, either as a prime contractor, teaming partner, subcontractor or supplier.
- Businesses interested in providing services and supplies to other businesses, or looking for ways to leverage their capabilities and experience to expand into new markets or gain new customers.

STILL HAVEN’T REGISTERED? CLICK HERE NOW!
ETEBA Celebrates Silver

In 1989, Ronald Reagan was president, a gallon of gas cost 91 cents, and Lotus 123 was the spreadsheet of choice; it was also when ETEBA was founded. In the 25 years since, ETEBA has grown to represent more than 200 companies, acting as a collective voice for the subcontracting community that serves DOE, NNSA and many other agencies. ETEBA provides members with a source of advocacy as well as a center of networking opportunities, and further grown its mission to support local communities with educational and safety programs. We are proud to celebrate 25 years of service!

This year, we will host our 15th annual conference. Begun as a much smaller event called the Model Conference ten years ago, it is now known as the Business Opportunities Conference and has grown out of its original smaller venues to now be housed in the Knoxville Convention Center. Boasting a first rate program of nationally recognized speakers and a vibrant exhibit hall, the conference has also expanded to include specialty workshops, vendor forums and matchmaking session This year, ETEBA is taking time to celebrate these milestones during the second evening of the 2014 Business Opportunities Conference. Join us November 19th, 2014 from 5 to 6:30 pm to celebrate the organization and all of those who have been a part of it. Special guests from throughout our history will be on hand to help us celebrate.

A big thank you to our past presidents listed below!

ETEBA Past Presidents


Many thanks to our Conference Sponsors!

Platinum: ORNL; UCOR; Newport News Nuclear/Stoller

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Bronze: MHF Services; Enercon; Strategic Consulting Solutions; Uni Tech; Joseph Oat Construction

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