AGEN 115  
Agricultural Engineering Industry Overview  
1 Credit (1.5 Lecture hours for ten weeks)  

Instructor  
Mr. Cross  

Lecture  
102 Marshall Hall  
Tuesday 6:00 – 7:30 P.M  (August 25th – November 10th)  

Office Hours:  
Monday:  11:00-11:50  
Tuesday:  11:00-11:50  
Thursday:  11:00-11:50 & 4:00-3:50  

Office:  
136 Marshall Hall  
Office phone:  684-6728  
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Web page:  http://people.morrisville.edu/~crossrr

TEXT AND MATERIALS: There will be no required text for the course, but reference materials listed in the bibliography are available in the library. The course will rely heavily on the use of the laptop computer for course management.

COURSE DESCRIPTION: The course will expose the student to the many and varied opportunities that exist for graduates in Agricultural Engineering Technology and Agricultural Mechanics. The course will present a broad spectrum of speakers who will describe their careers and the linkages that exist to their educational background. Topics related to standard practices for safety, effective communication, and computer use in the industry will be discussed.

MEANS OF EVALUATION: Students will electronically submit weekly summaries of the speaker’s presentation. Each summary will be graded and the simple average of the grades will be used to determine the final grade. No student will be allowed to submit a report for a presentation for which they were not present.

ATTENDANCE – Students are expected to attend all scheduled classes and laboratories. If special circumstances such as illness, religious holidays, travel difficulties, family emergencies or active participation in college-sponsored events make absence unavoidable you must see me to make up the work. No student will be allowed to complete graded work after that work has been returned to others in the class. If absences place you in academic jeopardy of not passing the course, the dean of your school will be notified.

While in class please keep cell phones turned off.
**Detailed Topical Outline:**

I. Introductory lecture (Aug 25th) – Introduction to the course. – Speaker: Rob Cross

II. Discussion of Career Opportunities as Product Sales and Service Representative (PSSR) (September 1st) – Speaker: Ben Atkinson of Milton Caterpillar.

III. Discussion of Environmental Health and Safety Regulations (Sept. 8th) – Speaker: Bob Fletcher of SUNY Morrisville

IV. Discussion of Career Opportunities in Agricultural Equipment Sales (Sept 15th) – Speaker: Tim Murray of Meyer Manufacturing.

V. Discussion of Career Opportunities in Ag Machinery Service (Sept 22nd) – Speaker: John Schoeck of Tracey Road Equipment

VI. Discussion of Career Opportunities in Education/Higher Education (September 29th) – Speaker: Travis Park of Cornell University, Department of Agricultural Education

VII. Discussion of Career Opportunity in New and Used Equipment Sales (October 6th) – Speaker: James McFadden of McFadden and Sons

VIII. Discussion of Career Opportunities in Agricultural Technical Communications (October 27th) – Speaker: Jim Norstrad of Milton Caterpillar

IV. Discussion of Career Opportunities in Small Power/Recreational Power Equipment (November 3rd) – Speaker: Jeff Hull of Don Hull and Sons

X. Discussion of Career Opportunities in Custom Harvesting (November 10th) – Scott Potter from Dairy Support Services Corporation.

**Attendance Policy:** No student will be allowed to submit a report for which they were not present