

WEST VIRGINIA VENDING MACHINE MANUFACTURER SEES BIG VALUE FROM WVMEP'S SAFETY AND HEALTH SERVICES

ABOUT AUTOMATED MERCHANDISING SYSTEMS. Automated Merchandising Systems (AMS), located in Kearneysville, West Virginia, was founded in 1997 by Roy Steeley, a veteran in the vending industry. With a focus on innovative technologies, Automated Merchandising Systems transformed the vending industry in the form of a glass-front snack machine with a novel vend verification feature, "Sensit," and ground-breaking cabinet design that uses insulating foam as a structural element.

THE CHALLENGE. AMS is committed to keeping their employees safe and maintaining compliance with health and safety regulations. More now than ever, finding talent is a challenge and hiring someone with specific skill sets is not always feasible. Without on-site support, AMS needed an expert to provide proper safety training and maintain documented programs to ensure they can provide a happy and healthy working environment for their team.

MEP CENTER'S ROLE. WVU Industrial Extension (WVUIE), part of the MEP National Network™, has the expertise AMS needed and provided a plan to support on-site training and customized safety programs. Through a retainer project for the entire year, WVUIE was able to serve on a regular basis providing on-going training and creating and/or reviewing safety programs to ensure OSHA requirements were met. WVUIE trainers provided site specific guidance on regulatory questions, interacted on the shop floor with the employees to solve safety challenges, and provided AMS leadership with the tools needed to demonstrate a site specific safety program.

"The WV Industrial Extension team is a great group to work with. This team can bring a lot to any organization, and they were a pleasure to work with."

-Greg Mason, Director of Operations

RESULTS



1 created or retained job



\$120,000 in increased or retained sales



\$55,000 in cost savings



\$15,000 in new investment



\$1,080 in training

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