



Member of the Month

Ted Gilfert

Ted Gilfert is a member of the Sustaining Section, having joined IMSA in 1988. He is also Executive Vice President and CEO of Athens Technical Specialists, Inc. (ATSI) in Athens, Ohio. He is currently IMSA certified up through Traffic Signal Field Technician Level II, as well as Traffic Signal Inspection, Educational Methodology, and Interior Fire Alarm Level I. He actively promotes IMSA membership and training to members of the industry, and is currently serving on the IMSA Educational Foundation Board of Directors. ATSI is a manufacturer of electronic test equipment that is specifically designed to work with traffic signal control equipment and improve the productivity of traffic signal technicians. Outside of traffic signals, ATSI also manufactures a surveillance camera system, vehicle counter testers, and provides engineering consulting services.

To the members of IMSA:

The IMSA staff and members have helped me and helped our family business, ATSI, learn and grow over the past 20 years or so. I made the big decision to leave behind a career in mechanical engineering consulting in 1992 to enter the Traffic Signal industry as a near-rookie. My dad, Jim Gilfert, started (1986) his little one-product company in his garage, and had moved it out to a small office space by this time. When I joined the team, I was the 6th employee. He wanted to go back to designing equipment, and so almost everything else was up to me. Fortunately, we had a great team of employees in place. A company is nothing but a big idea without good employees, and we have been extremely fortunate in this regard over the years. They are responsible for providing everything the customer experiences, and they are the reason we are respected by our customers.

There are hundreds of people I could name that have helped me and ATSI over the years, but for this allotted space, I will limit myself to the first ten years of our business: Bob Duemmel, Nick Ryjkoff, Harlan Baxter, Ron Goodin, Floyd Kline, Bob Llewellyn, Darrold and May Cherry, Mike Klinge, Harold Glerum, Gordon Dale, Andy Keel, Scott Evans, and Jon Muilenberg are some of the key people I could turn to for help with everything from knotty problems to stupid questions. Thanks to all of you that are still with us, and my tribute to those who have passed on.

The members of IMSA are our customers, and their respect for and trust in ATSI are the core reasons for our success. Our company is all about providing cost-effective tools to keep you productive on the job. Today's economic pressures demand that we continue to improve in productivity. This is accomplished primarily through training and effective tools. IMSA is your source for training, and ATSI is your source for the tools of the trade.

Personal Notes:

After obtaining a Bachelor's degree in Mechanical Engineering from The Ohio State University, I spent 14 years as an engineer designing machine tools, packaging equipment, and tire manufacturing equipment in Northeast Ohio. I made the move to ATSI in 1992 as General Manager and worked mainly in the areas of management, marketing, and product development.

When I am not toiling away in the business, I like spending time with my friends and family. With 3 kids, all now in high school, there is a lot going on around the house: Cross Country, Track, Tae Kwon Do, Piano lessons, Dance lessons, Off-road Motorcycling, etc. With the second teen-age driver getting his learner's permit, I feel like a fleet manager at home. We have 5 cars and trucks, 3 off-road bikes, a tractor, and an antique military jeep. I am a (newly) certified SCUBA diver and have raced off-road motorcycles



for 30+ years. Next year is going to be fun, because I will be able to race in Super-Senior class, instead of against all those 30-year old guys. I try to get away once per year for each of these two hobbies. As the kids move up and out, my wife and I want to spend more time travelling. We both love the desert Southwest (NM, AZ, UT, SoCal) and Europe. Alaska and Australia are on the list!