

Application: 5792

Amy Kling

<b>Page: General Information</b>
Provide information about the company to be considered for the award. If you will be nominating an individual, specify the nominee's employer.
<b>Name of Organization/Company</b> Turner Industries
<b>Mobile Phone Number</b> +1 717-448-2769
<b>Additional Contacts</b> I do not wish to list additional contacts
<b>Page: Entry Information</b>
<b>Entry Title</b> Amy Kling
<b>Category</b> H10. Executive of the Year - Business Technology
<b>Executive Nominee Submission Format</b> Written Answers

**a. Briefly describe the nominated executive's employer: the organization's history and past performance (up to 200 words). Required**

For over 60 years, Turner Industries has provided turnkey industrial services and solutions to companies producing fuel, energy, and materials essential to modern life. From its inception by its late founder, Bert Turner, the company has embraced an innovative spirit, consistently leveraging technology to address the complex challenges faced by its clients in the field. This commitment to "Industrial Innovation Since Day One" is deeply ingrained in Turner's approach to every project. Recognizing the power of data, the company made a strategic shift in the 2010s to digitize the wealth of information generated by its workforce and jobsites. This led to the development of the DECIDE WITH DATA® portfolio, a suite of software and services designed to enhance client productivity, reliability, and safety through data-driven insights. Building on this foundation, the period from 2020 onward has seen an intensified focus on digitizing and automating paper-based processes. Since 2023, Turner's development of new Turner Tablet Applications™ has aimed at boosting efficiency, adaptability, collaboration, and productivity across jobsites nationwide. Turner's approach to innovation extends beyond screens to encompass entire project methodologies. This holistic innovation strategy has positioned Turner as a technology leader in industrial services.

**b. Outline the nominated executive's achievements since the beginning of 2023 that you wish to bring to the judges' attention (up to 250 words). Required**

Since 2023, Amy Kling has transformed Turner Industries through strategic technological leadership, continuing to help lead the company as a digital-first industrial contractor. As CIO, Kling spearheaded the implementation of Google Workspace across the organization, transforming communication and collaboration while delivering remarkable business outcomes: \$8 million reduction in licensing costs over five years, 17,000 hours reclaimed in employee productivity annually, and 50% reduction in operational planning time from redundant paperwork.

Kling has excelled at aligning IT with operations, establishing a system where IT provides expertise while enabling operations to drive innovation. Her team regularly visits jobsites, working hand-in-hand with field personnel to understand challenges firsthand. This collaborative approach has led to operations-led workshops where frontline teams participate directly in roadmapping new technologies.

Under Kling's guidance, Turner Industries earned recognition on Forbes' America's Most Cybersecure Companies list in 2023. Her leadership in field technology deployment resulted in expanding the company's proprietary tablet applications program by over 800 devices in 2024, bringing the total to more than 2,000 devices on jobsites.

With 27 years of company experience and deep operational knowledge, Kling has positioned Turner Industries at the technological forefront of industrial services, embodying the company's "DECIDE WITH DATA®" philosophy while maintaining a steady focus on safety, security, and operational excellence.

**c. Explain why the achievements you have highlighted are unique or significant. If possible compare the achievements to the performance of other executives in your industry and/or to the nominee's past performance (up to 250 words). Required**

Amy Kling's achievements stand out in the industrial services sector, where digital transformation traditionally lags behind other industries. While many industrial contractors still rely on paper-based processes and fragmented systems, Kling has helped position Turner Industries as a true "digital-first contractor" – a revolutionary approach in this field.

What makes Kling's leadership particularly significant is her ability to bridge the traditional gap between IT and operations. Unlike standard technology implementations that often fail to address actual field needs, Kling has pioneered an operations-driven innovation model. By establishing a system where operations personnel lead discussions about technological requirements and future roadmaps, she ensures solutions directly address real-world challenges rather than imposing technology for technology's sake.

Her team's regular presence at jobsites represents a significant departure from the industry norm, where IT departments typically are outsourced or remain isolated from field operations. This hands-on approach allows technology to be tailored to specific operational contexts, driving both adoption and effectiveness across the organization.

Kling's background – rising through various IT roles over 27 years at Turner – has given her uncommon insight into both technological possibilities and operational realities. This rare combination enables her to speak the language of both worlds, creating a uniquely collaborative ecosystem that has accelerated Turner's digital transformation well beyond industry peers.

**d. Reference any attachments of supporting materials throughout this nomination and how they provide evidence of the claims you have made in this nomination (up to 250 words). Optional**

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**Supporting Document**

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