



Canadian Metals Outlook '10

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PRACTICAL APPLICATION OF EDUCATION



- Co-op Placements
- Internships
- Research Projects

CO-OP PLACEMENTS



CO-OP PLACEMENTS

- Usually 4 to 8 months in duration
- Usually paid
- Might involve project work, new positions, job shadowing
- Student returns to school to complete academic requirements for graduation



CO-OP PLACEMENTS



A SUCCESSFUL CO-OP PLACEMENT:

Student worked for a custom automotive tooling company
Due to customer cutbacks, needed to branch out into
custom parts

Student designed website, search engine optimization,
cost analysis (including indirect costs), pricing, and
initiated international transaction options.

*Employer: This student “gets it”, and continues
to work part-time during the school year.*



INTERNSHIPS



INTERNSHIPS

- Usually 2 weeks to 2 months in duration
- May be paid or unpaid
- Might involve special projects, job shadowing
- Student typically does not return to school after the internship



INTERNSHIPS



A SUCCESSFUL INTERNSHIP

Importer of Scandinavian furniture

Total of 20 working days compiling lists of potential retail outlets, by individual product

Attended Interior Design Show to help with floor contacts

Expanding role in 2009 to supplier evaluation



RESEARCH PROJECTS



RESEARCH PROJECTS

- Undefined duration
- Usually unpaid
- Typically confined to special projects
- Student often completes research project while still attending school



RESEARCH PROJECTS



A SUCCESSFUL RESEARCH PROJECT:

Multinational Mississauga-based food ingredient manufacturer looking to gauge consumer response to new products.

Team of business and culinary students organized 450 participants for 3 studies



PROGRAMS



Some typical program areas for the Metals Industry:

- Business
 - International Business, Accounting, Human Resources, Marketing, Operations, Sales
- Computer Engineering, Programming, Technician
- Skilled Trades
 - Electronics, Machinist, Mechanical Engineering, Metal Fabricating, Welding
- Office Administration



PROGRAM LEVELS



Levels

- Bachelor (4 yrs)
- Advanced Diploma (3 yrs)
- Diploma (2 yrs)
- Graduate Certificate (1 yr post degree or diploma)
- Certificates



PREPARATION



Typical Business Skills Developed Include:

Accounting	Logistics	Marketing
Market Research	Finance	Market Entry
Business Planning	Ethics	Communications
Trade Legal	Consumer Behaviour	
Entrepreneurship	Health and Safety	
Economics	Labour Relations	
Transportation	Supply Management	

As well as fundamental skills developed in:

Mathematics	English
Computer Skills	



TYPICAL TASKS



SOME TYPICAL TASKS IN WHICH STUDENTS ENGAGE INCLUDE:

- Writing training manuals
- Collect data for cost-accounting
- Form customer / supplier / competitor database
- Populate pricing tables
- Prepare for trade shows and special events
- Evaluate prospective suppliers
- Assist with quality audits
- Develop inventory systems



HOW DOES NIAGARA HELP THE METALS DISTRIBUTION INDUSTRY?



HOW NIAGARA CAN HELP YOU?

- Use Niagara recruiting and hiring tools
- Facilitate with tax credits and wage assistance
- Supply market entry candidates
- Use co-ops / internships / research projects to pre-screen prior to hiring commitments
- Promote the industry / your company
- Provide customized training
- Train in appropriate subject matter



HOW DOES THE METALS DISTRIBUTION INDUSTRY HELP NIAGARA?



HOW YOU CAN HELP NIAGARA?

- Expose students to the industry (on-campus networking events, invite students to society meetings, training sessions, or plant tours)
- Develop and distribute industry promotion information
- Volunteer for PAC
- Source of work placements and research projects
- Donate used reference books and equipment
- Recruit through the schools



THE BOTTOM LINE?



WHAT DOES A CO-OP, INTERNSHIP, OR RESEARCH PROJECT DO FOR ME?

- Completion of the project or task
- Advance screening of potential employees
- Injects diversity
- Develops an interest in the industry
- Feel Good Factor



THE NEXT STEP?



CALL ME

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