



M

Manufacturing
on the
Road

Careers for the **Future**

Careers in Manufacturing

Presented By:



Precision machining is Talon's heritage and core strength. Innovation with Precision is our motto. Our proven and trusted abilities deliver components with the most complex geometries, extreme tolerances and superior surface finishes at unsurpassed quality levels.

www.taloninnovations.com



Park Industries began providing full-service solutions to the stone industry in 1953. Today, we've grown to become North America's largest stoneworking equipment manufacturer. What differentiates us from other machine manufacturers is that we focus on Precision, Performance, and Peace of Mind.

www.parkindustries.com



MPG is a leader in the metal-forming industry. One source for advanced forging, casting, power metallurgy, and machining solutions.

www.mpgdriven.com



The McDowall family's legacy in construction has continued for five generations, spanning a 110-year period. At McDowall Company, we live by these words every day: Honesty, Caring, Safety, Quality Work. The McDowall name is behind many of the area's largest and most impressive commercial building projects.

www.mcdowallco.com



We develop and manufacture high performance, engineered products and solutions for the aerospace, industrial gas turbine, commercial transportation and oil and gas markets. We offer unique, comprehensive capabilities, from advanced alloy and 3D printing powder development to advanced manufacturing and qualification expertise.

www.arconic.com



Liberty Paper, Inc's principles are simple. Our day to day activities rely either directly or indirectly on our environment and natural resources. Therefore, it is our privilege to do business in the communities we operate in and to responsibly, scientifically, environmentally, socially and economically engage sustainable practices that meet the needs of the present without compromising the ability of future generations to meet their needs.

www.libertypaper.com





DCI is proud to be a world leader in the manufacturing and servicing of both shop and field-fabricated storage and processing tanks, vessels, agitators and integrated systems. We serve a variety of important industries across the globe,

www.dciinc.com



DCI-Biolafitte leads the biotechnology equipment industry in the design and production of top-quality bioreactors and fermentors. From benchtop units to industrial-scale systems, DCI-Biolafitte benefits from the design and engineering expertise that comes from decades of being a trusted biotech solutions provider. We feature a wide variety of bioreactors, fermentors, retrofit, and custom-built biotech solutions.

www.dci-bio.com



COLDSRING®

From all types of natural stone and bronze to industrial and diamond tooling products, Coldspring® has been serving the architectural, memorial, residential and industrial markets since 1898. In house services and support such as drafting, design, project and construction management, BIM, etc., all contribute to creating unique customer solutions.

www.coldspringusa.com



NAHAN PRINTING is an independent, family-owned operation of Commercial Print, Direct Mail, and Digital Solutions since 1962. We pride ourselves on being an employee-focused company, and know that, in our ever-changing industry, the prime stabilizing force is people.

www.nahan.com



coating solutions

Dreamworks Coating Solutions offers a wide range of coated papers, ranging from bright whites and colors to functional coatings such as grease and oil barriers and release paper

www.dreamworkcoating.com



RESPONSIBLE BY NATURE®

We provide safe, reliable, affordable energy that you need and expect. We're recognized as an industry leader in delivering renewable energy and reducing carbon and other emissions.

www.xcelenergy.com



Metal Craft has specialized in providing exacting quality, unparalleled service, and innovation in machining.

www.metal-craft.com



Since 1964 Country Lumber has been providing the best customer service and highest quality material to home owners and contractors in Central Minnesota. We are here for all your lumber, trusses, millwork, decking, windows, siding and roofing needs.

countrylumber.us

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| UMC | Engel Metallurgical |
| Xcel Energy | New Flyer |
| Minnesota Department of Employment and Economic Opportunity (DEED) | |



Becker Public Schools

Preparing self-directed learners to thrive in a changing global community

Pathways to Success

Basic Skills

- Good Work Ethic
- Strong Interpersonal Skills
- Basic Math Skills
- Attention to Detail
- Blueprint Reading
- Mechanical Aptitude

WORK SAFELY

- Like to work "hands on"
- Creative Problem-Solving

Technical Skills

- Welding
- Manual or CNC Machining
- Metal Finishing
- Non-Destructive Testing

Basic Skills

- Good Work Ethic
- Strong Interpersonal Skills
- Advanced Math Skills
- Attention to Detail
- Juggle Multiple Priorities
- Blueprint Reading
- Mechanical Aptitude
- Creative Problem Solving

Technical Skills

- Computer Aided Design
- Design or Mechanical Engineering
- Business Management

Basic Skills

- Good Work Ethic
- Strong Interpersonal Skills
- Strong Math Skills
- Attention to Detail
- Juggle Multiple Priorities
- Blueprint Reading
- Mechanical Aptitude
- Creative Problem Solving

Technical Skills

- Business Management
- Basic Accounting Skills

Product Oriented



Pathways to Success

Basic Skills

- Good Work Ethic
- Exceptionally Strong Interpersonal Skills
- Basic Math Skills
- Attention to Detail
- Juggle Multiple Priorities
- Blueprint Reading
- Mechanical Aptitude
- Creative Problem Solving

Technical Skills

- Business Management

Basic Skills

- Good Work Ethic
- Strong Interpersonal Skills
- Strong Math Skills
- Attention to Detail
- Juggle Multiple Priorities
- Blueprint Reading
- Mechanical Aptitude
- Creative Problem Solving

Technical Skills

- Business Management
- Strong Accounting Skills

Basic Skills

- Good Work Ethic
- Strong Interpersonal Skills
- Strong Math Skills
- Attention to Detail
- Juggle Multiple Priorities
- Blueprint Reading
- Mechanical Aptitude
- Creative Problem Solving

Technical Skills

- Business Management
- Basic Accounting Skills

Service Oriented

Customer Service

Management & Finance

Sales & Marketing

Fabrication: Welding, Machining & More



Welder at DCI, Inc. welding a heat transfer jacket on a vessel.



ST. CLOUD
TECHNICAL & COMMUNITY
COLLEGE

WELDING/ FABRICATION



GRADUATE DATA

Overall PLACEMENT RATE

2015	3-Year
100%	96%

Central Minnesota SALARY RANGE

\$14.04 -
\$25.40 per hour*

SELECTED GRADUATE JOBS WITH STARTING PAY†

JOB TITLE	LOCATION	PAY RATE PER HOUR
Welder	St. Cloud, MN	\$15.00
Fitter Welder	St. Cloud, MN	\$55,000/year
Welder	Litchfield, MN	\$15.05
Welder Apprentice	St. Cloud, MN	\$14.50

*Source: Minnesota Salary Survey, Minnesota Department of Economic Development. †This data is available in the brochure for graduates of St. Cloud Technical and Community College is accredited by the Higher Learning Commission and is a member of Minnesota State, MCA Association, Public Administration Institute, Council on Education and Employment.

Employers with Welding & Fabrication Positions



RESPONSIBLE BY NATURE®





Fabrication: Welding,
Machining & More

1. You like working with your hands.
2. You enjoy creative problem solving.
3. You pay attention to details.
4. Great job security -- empl
5. Opportunity to work in a wide variety of industries.
6. Travel -- field service opportunities exist for many companies -- even international travel.
7. A flexible, long career path -- work for a established company, work for a start-up company, start your own company. Opportunities abound.
8. Good pay and benefits for you and your family.
9. Career Advancement -- skilled labor make great leaders -- foremen, leads, etc.
10. Everyday can be different -- rarely are you doing the same job over and over again.



Career Opportunities in Welding/Fabrication and Skilled Labor

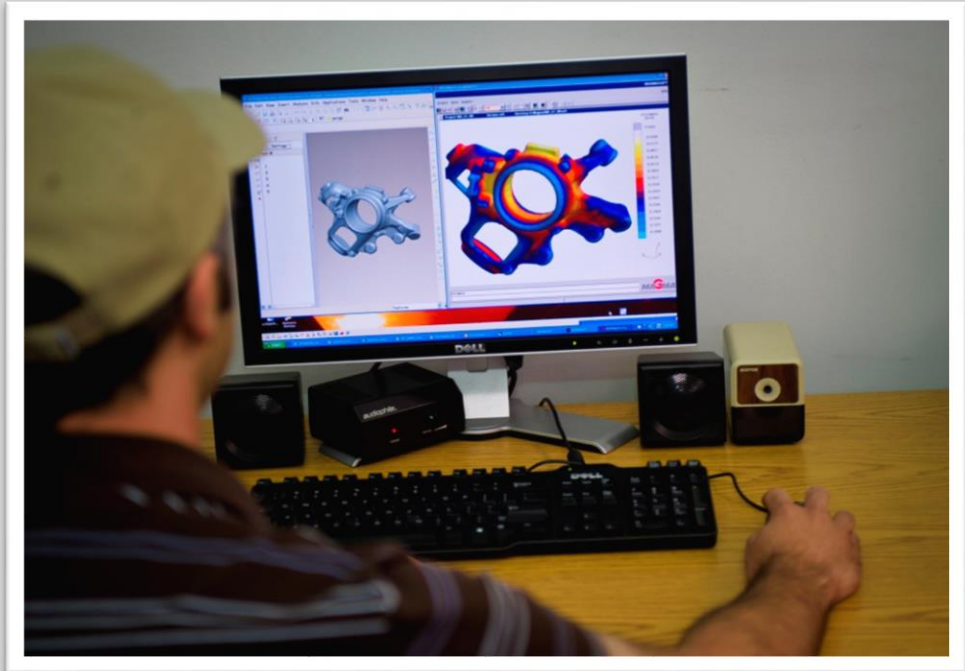
Welding is only one of the many exciting careers available for people interested in skilled labor careers.

- | | |
|---------------------------------|---------------------------------|
| CNC Machinist | Press Operator |
| Finisher/Deburrer | Robot Techs |
| Certified Weld Inspector | Pipefitter |
| Welder/Fabricator | Commercial HVAC |
| Maintenance/Repairer | Electrical Linemen |
| Finisher/Grinder | Instrument Technicians |
| Machine Operator | Water Treatment Operator |



Deburrer at MPG finishing a piece of equipment.

Drafting and Engineering



Mechanical Designer/Drafter at work at MPG.



MECHANICAL DESIGN



GRADUATE DATA

Overall PLACEMENT RATE

2015	3-Year
100%	100%

Central Minnesota SALARY RANGE

\$16.15 - \$32.91 per hour*

SELECTED GRADUATE JOBS WITH STARTING PAY†

JOB TITLE	LOCATION	PAY RATE PER HOUR
Drafter	St. Cloud, MN	\$15.50
Mechanical Drafter/Designer	Bagley, MN	\$16.35
Drafter	St. Cloud, MN	\$15.50
Manufacturing Engineer	Sartell, MN	\$55,000/year

*Source: Minnesota Salary Survey, Minnesota Department of Employment and Economic Development. †This data is unaudited and is provided by the graduate. St. Cloud Technical and Community College is accredited by the Higher Learning Commission and is a member of Minnesota State. ADA Accessible Facility. Affirmative Action/Equal Opportunity Education and Employer.

Employers with Drafter/Designer



Top 10 Reasons

Drafting & Engineering

1. You like working with your hands.
2. You enjoy creative problem solving.
3. You pay attention to details.
4. Lots of job opportunities and room for career advancement.
5. You like knowing how things work.
6. Careers in these fields pay well.
7. You like change -- these careers are always evolving.
8. There are a wide variety of careers in the design and engineering fields in manufacturing.
9. You can make a difference on how things are made.
10. It's not easy, but it is sure interesting!



Other Career Opportunities in Design and Engineering

There are a wide array of jobs in the Drafting & Engineering

Mechanical Engineer

Electrical Engineer

Manufacturing Engineer

Biomedical Engineering

Quality Control

Commissioning Technician

Engineering Project Manager

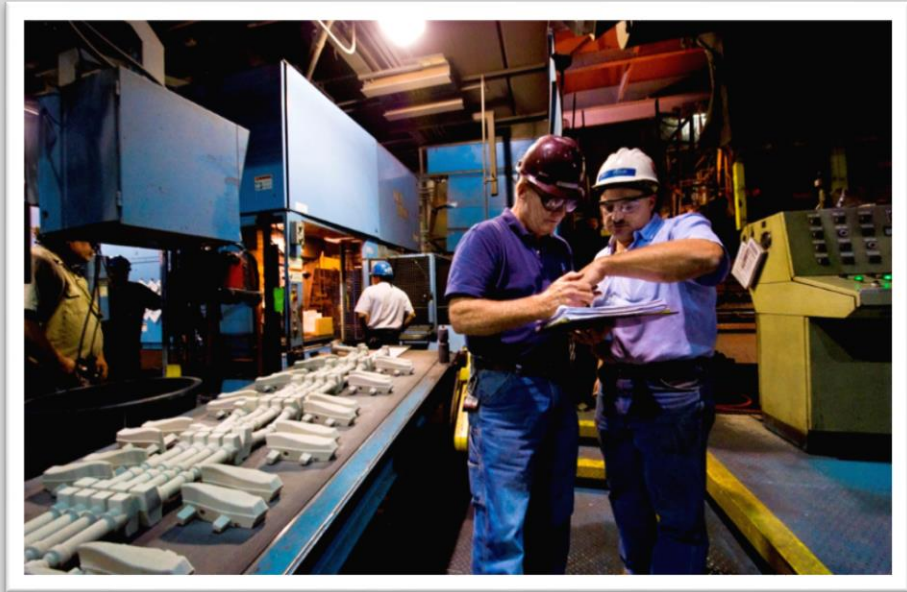
Systems Engineer

"The creativity, interaction and team work between the shop and drafting team is what makes manufacturing enjoyable. Exploring and learning how things are built and used is an extraordinary experience." Emily O. 2015 SCTCC Grad Design Drafter



Logistics and Distribution

Tracking products and materials at MPG/Grede.



Career Opportunities in Logistics and Distribution

- Dispatch
- Truck Driver
- Shipping & Receiving
- Purchasing
- Inventory Control
- Estimating
- Tool Crib
- Warehouse Technicians
- Yard Employee

Employers with Logistics and Distribution Positions



Top 10 Reasons

Logistics and Distribution

1. You like working with all sorts of people.
2. You enjoy negotiating.
3. You pay attention to details.
4. Lots of varied job opportunities and room for career advancement.
5. You like being involved in a project from start to finish.
6. Careers in these fields pay well.
7. You like change -- these careers are always evolving.
8. It's a growing industry.
9. Opportunities for all education levels.
10. You never know what is going to happen next.



The best thing about working for a manufacturing company is to be able to see the materials coming in the back door as raw, un-processed items (sheet, plate, round bar, etc.) and seeing it transformed into usable products. In our case, we convert those raw materials into stainless steel processing vessels that affect our everyday lives. The companies that purchase our tanks in turn manufacture/produce everything from beer, wine and food to life saving drugs that people depend on every day.

Vic P.
SCTCC Grad in Accounting
Director of Materials

Customer Service



Salespeople, Fabricators, and Customer Service working together with a customer at DCI, Inc. to ensure the customer's needs are met. This vessel is for the brewing industry.

Career Opportunities in Customer Service

Project Manager

Customer Service Representative

Order Processor

Customer Relations

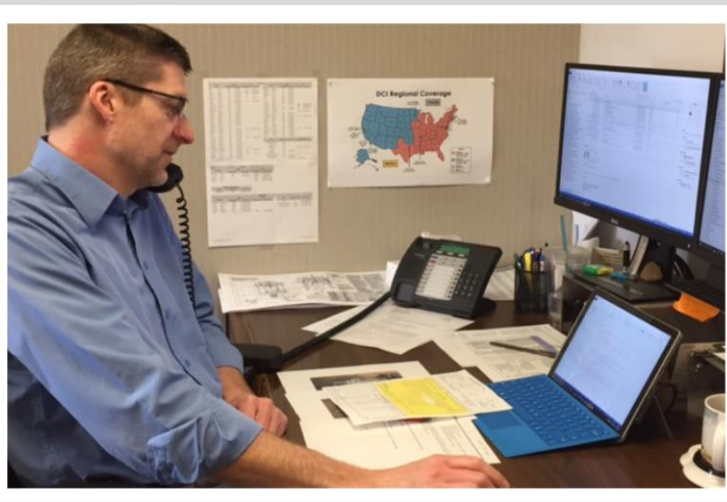
Dispatch/City Desk





Customer Service

1. You REALLY like working with all sorts of people.
2. You enjoy problem solving.
3. You have EXCELLENT written and spoken communications skills.
4. Even though you are focused on the customer - you still must have mechanical aptitude.
5. You like being involved in a project from start to finish.
6. Good wages and often good incentive pay.
7. You have superior listening skills.
8. You will never be bored -- you're always busy.
9. Job stability - employers are always focused on their customers.
10. You'll learn to prioritize -- not everything is an emergency!



Duane C. Project Manager
SCTCC Graduate
Mechanical Design &
Technology and
Machine Shop Technology

"I have worked in manufacturing for my entire career. Working with customers to ensure that their needs are met is fun and satisfying. It is very interesting working with all areas of the company from sales to engineering to fabrication to accounting. I get to impact a project every step of the way."

Management & Finance



Accountants don't spend all their time working on spreadsheets. They meet to discuss critical issues facing the business.



FINANCE & CREDIT



GRADUATE DATA

Overall PLACEMENT RATE

2015	3-Year
75%	87%

Central Minnesota SALARY RANGE

\$19.32 - \$56.84 per hour*

SELECTED GRADUATE JOBS WITH STARTING PAY†

JOB TITLE	LOCATION	PAY RATE PER HOUR
Sales Coach	St. Cloud, MN	\$18.89
Accounting Clerk	Medina, MN	\$16.00
Support Assistant	St. Cloud, MN	\$12.78
Leasing Coordinator	St. Cloud, MN	\$14.00

*Source: Minnesota Salary Survey, Minnesota Department of Employment and Economic Development. †This data is unclassified and is provided by the graduate. St. Cloud Technical and Community College is accredited by the Higher Learning Commission and is a member of Minnesota State. ADA Accessible Facility. Affirmative Action/Equal Opportunity Education and Employer.

Employers with Finance/Management





Management & Finance

1. You'll be a trusted expert that people look to for advice.
2. You'll have lots of responsibility.
3. You'll get involved with all aspects of manufacturing from operations to sales.
4. There is lots of demand for these jobs.
5. Lots of room for advancement in many different areas.
6. You'll never be bored.
7. This is a very stable profession - job security.
8. You meet lots of interesting people and learn what they do.
9. You'll be constantly learning -- this area grows and changes.
10. These jobs pay good wages and have good benefits.



Career Opportunities in Finance/Management

Accounts Payable

Accounts Receivable

Payroll

Operations

Controller

Inventory Control

Purchasing

Project Management



I love working with the entire company and getting involved with a wide range of projects from our wellness Program to special events to our manufacturing computer program (ERP system). As an accountant I get to work with every aspect of our business.

*Janice K. Accounting Manager
SCTCC graduate - Accounting*



Sales & Marketing

DCI and DCI-Biolafitte at a Pharmaceutical trade show -- called InterPhex. The biggest pharmaceutical trade show in the US.



SALES & MANAGEMENT



GRADUATE DATA

Overall
PLACEMENT RATE

2015	3-Year
91%	96%

SELECTED GRADUATE JOBS WITH STARTING PAY†

JOB TITLE	LOCATION	PAY RATE PER HOUR
Sales Trainee	St. Cloud, MN	\$40,000/year
Regional Account Representative	St. Cloud, MN	\$40,000/year
Retail Sales	St. Cloud, MN	\$11.75 + commission
Sales Associate	Minneapolis, MN	\$55,000/year

†Source: Minnesota Salary Survey, Minnesota Department of Employment and Economic Development. †This data is unaudited and is provided by the graduate. St. Cloud Technical and Community College is accredited by the Higher Learning Commission and is a member of Minnesota State. ADA Accessible Facility. Affirmative Action/Equal Opportunity Education and Employer.

Employers with Sales and Marketing Positions.



Top 10 Reasons

Sales & Marketing

1. People, people, people - you love working with people.
2. You like technical/mechanical subjects, but don't want to work with your hands.
3. You like creative problem-solving. You want to find the perfect solution for your customers.
4. You have great communications skills.
5. You are fascinated by cutting edge developments in manufacturing. .
6. You like being the expert in the room.
7. You like the idea of getting paid based on what you sell.
8. You are very organized.
9. You like working on your own and having control of your schedule.
10. These careers can be very lucrative.



Career Opportunities in Sales & Marketing

Regional Sales Manager

Sale Engineer

Parts and Component Sales

Floor Sales

Technical Sales

Sales Coordinator

Inside Sales

Field Service Sales



Gary N. -- Inside Sales Coordinator
SCTCC Graduate
Water & Wastewater Treatment
Technology

I enjoy working for the sales team because every day is a new challenge and never the same. The enjoyment comes from listening to the customer's request of how they would like/need their capital equipment to operate. After the equipment is designed for a proposal and then purchased by the customer, the rewarding part is seeing the finished product on the shop floor from our first rate fabricators.

Did you know?



THE
MANUFACTURING INDUSTRY
SUPPORTS NEARLY
17.2 MILLION JOBS
IN THE UNITED STATES

Manufacturing Careers are:

Challenging
Exciting

Ever-changing
Cutting Edge

Manufacturing impacts a wide range of industries:

Food

Chemical

Nutraceutical

Paper

Automotive

Beverage

Engery


Cosmetic

Construction

HealthCare

Dairy

Pharmaceutical



Special Thanks to Sandy Logrono, Alex Jurek, Jeff Zimmer, Matt Eigen, and everyone at Becker High School who helped support this event.
Extra special thanks to Tonya Fuller from Park Industries for coordinating the event.

**Best of Luck
Students
in finding a
career that
meets all your
dreams &
expectations.**