

TRENDset

College grads getting jobs, study says

TORONTO — A recent study indicates the vast majority of college graduates are finding work within six months of graduation, despite the difficult economy.

Employment rates for graduates was among the Key Performance Indicators released last week for the province's colleges.

The survey found:

84.8%

- of 2008-2009 graduates entering the labour force found work within six months of graduating.

93%

- of employers indicated they were satisfied with the quality of educational preparation of college graduates.

79.8%

- of graduates said they were satisfied with the usefulness of their college education in achieving their goals after graduation.

76.3%

- of students said they were satisfied with the overall quality of the learning experience, knowledge and skills acquired, services, programming and resources available to them.

Note:

"The evidence is clear that higher education is essential to helping people fulfill their career goals," Ms. Sado said. "In the new knowledge economy, it is more important than ever to produce greater numbers of college graduates."

The KPI results are available at www.collegesontario.org.

ANNIVERSARY

Oshawa En-Pro celebrates



SABRINA BYRNES / METROLAND

OSHAWA — Senior energy advisor Deighton Jarrett and inside analytical support Trista Leech worked in Mr. Jarrett's office at En-Pro International Inc. on April 12. The company helps other companies negotiate prices for commodities including electricity and natural gas, and is celebrating its 25th anniversary.

Adaptability key to success, says vice-president

BY JENNIFER STONE
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OSHAWA — Things have changed at Oshawa's En-Pro International since it first opened its doors 25 years ago, and intentionally so, says the company's vice-president.

The company, which this year celebrates its silver anniversary of helping other large corporations secure the best possible deals on commodities such as petroleum, natural gas and electricity, has "had to adapt, mutate if you will" to the ever-changing marketplace, said John Kiemele.

And that's part of the secret of En-Pro's success, he said.

En-Pro's team has worked to "never stagnate, always change, continually examine what we're doing," Mr. Kiemele said. "People's needs are constantly changing, and we have to adapt."

Mr. Kiemele joined En-Pro as an energy

analyst when it was a fledgling business, about 22 years ago. There were about seven or eight employees working out of a downtown Oshawa office suite at that point, he recalled.

“It's so competitive out there for these retailers, and every dollar they can find is valuable.

John Kiemele”

"I quickly got inundated with work because we had quite aggressive salespeople," he said.

The company, which moved to its own digs on Simcoe Street North almost a decade ago, has grown to about 25 people strong over the years.

Staffing has also been key to the company's success, Mr. Kiemele said.

"We've been very successful at choosing the right people," he said, pointing out many staffers have been there the best part of two

decades. "We've created an environment where people can excel ... (by putting) people in positions we know they'll excel in."

En-Pro "helps people arrange the best prices and contracts for energy commodities they buy," explained Mr. Kiemele, noting clients are often "amazed" by how much they can save by working with his company.

In some cases, "it's conceivable we could come in and find 15 per cent" in savings on commodities, Mr. Kiemele said.

The slumping economy over the past few years has altered clients' focus somewhat.

"We're finding that when things were really going well with the economy, people were after the big savings," he said. "Now, they're looking at every hundred dollars."

En-Pro has found success working with major retailers, such as big box home improvement stores.

"Each single store may not consume a lot of energy but put together 1,500 stores across Canada and it's a massive spend," Mr. Kiemele pointed out.

"It's so competitive out there for these retailers, and every dollar they can find is valuable."