Transportation/Distribution/Logistics Industry Sector
In the Chicago Metropolitan Region

The Transportation/Distribution/Logistics sector includes industries providing transportation of cargo, warehousing and storage for goods, and support activities related to modes of transportation

The Transportation and Warehousing sector distinguishes three basic types of activities: subsectors for each mode of transportation, a subsector for warehousing and storage, and a subsector for establishments providing support activities for transportation.

JOBS = 189,340

13,069 Companies

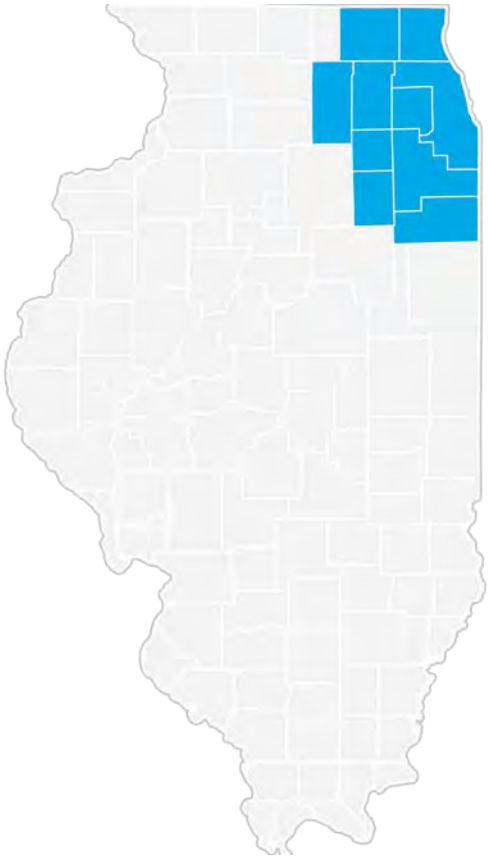
NAICS	Industries	2013 Jobs	2018 Jobs	2013 - 2018 Change	2013 - 2018 % Change
425120	Wholesale Trade Agents and Brokers	23,378	23,410	32	0.14%
481111	Scheduled Passenger Air Transportation	32,399	35,104	2,705	8.35%
481112	Scheduled Freight Air Transportation	406	564	158	38.92%
481211	Nonscheduled Chartered Passenger Air Transportation	328	1,081	753	229.57%
482110	Rail transportation	11,724	11,531	(193)	-1.65%
484110	General Freight Trucking, Local	13,421	14,693	1,272	9.48%
484121	General Freight Trucking, Long-Distance, Truckload	19,125	19,124	(1)	-0.01%
484122	General Freight Trucking, Long-Distance, Less Than Truckload	6,828	9,743	2,915	42.69%
484220	Specialized Freight (except Used Goods) Trucking, Local	3,634	4,613	979	26.94%
484230	Specialized Freight (except Used Goods) Trucking, Long-Distance	1,614	1,938	324	20.07%
485113	Bus and Other Motor Vehicle Transit Systems	793	1,078	285	35.94%
488119	Other Airport Operations	3,220	4,245	1,025	31.83%
488190	Other Support Activities for Air Transportation	754	837	83	11.01%
488210	Support Activities for Rail Transportation	1,977	1,656	(321)	-16.24%
488490	Other Support Activities for Road Transportation	1,229	1,311	82	6.67%
488510	Freight Transportation Arrangement	16,836	18,111	1,275	7.57%
488991	Packing and Crating	833	1,231	398	47.78%
488999	All Other Support Activities for Transportation	604	580	(24)	-3.97%
493110	General Warehousing and Storage	25,441	34,910	9,469	37.22%
493120	Refrigerated Warehousing and Storage	1,128	1,537	409	36.26%
493190	Other Warehousing and Storage	2,221	2,044	(177)	-7.97%
	TOTAL	167,894	189,340	21,446	12.77%

Occupations in this sector range from fairly low skilled Laborers and Material Movers to very high skilled Aircraft Mechanics. The range of occupational skill requirements is also reflected in the wage distribution of this industry from a low of $11.06 for Hand Packers to a high of $41.07 for Transportation, Storage, and Distribution Managers.

Top Occupations	2018 Employment	Median Hourly Wages
Heavy and Tractor-Trailer Truck Drivers	32,665	$22.51
Laborers and Freight, Stock, and Material Movers, Hand	23,783	$11.95
Sales Representatives, Wholesale and Manufacturing	7,000	$29.05
Packers and Packagers, Hand	5,641	$11.06
Stock Clerks and Order Fillers	5,408	$12.05
Industrial Truck and Tractor Operators (Forklift Operators)	5,381	$15.71
Reservation and Transportation Ticket Agents and Travel Clerks	5,065	$21.26
Office Clerks, General	4,226	$17.02
Cargo and Freight Agents	4,204	$18.83
Customer Service Representatives	3,964	$17.30
Light Truck or Delivery Services Drivers	3,624	$16.51
Shipping, Receiving, and Traffic Clerks	3,311	$15.74
Supervisors of Transportation/Material Moving Workers	3,216	$25.37
Aircraft Mechanics and Service Technicians	2,939	$31.49
Transportation, Storage, and Distribution Managers	2,531	$41.07
Sales Representatives, Services, All Other	2,419	$24.60
Dispatchers, Except Police, Fire, and Ambulance	1,948	$20.85

Occupation Report for
Aircraft Mechanics and Service Technicians

Metro Chicago



JOBSEQ

August 2, 2019

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Definition of Aircraft Mechanics and Service Technicians, SOC 49-3011

Diagnose, adjust, repair, or overhaul aircraft engines and assemblies, such as hydraulic and pneumatic systems. Includes helicopter and aircraft engine specialists. Excludes “Avionics Technician" (49-2091).

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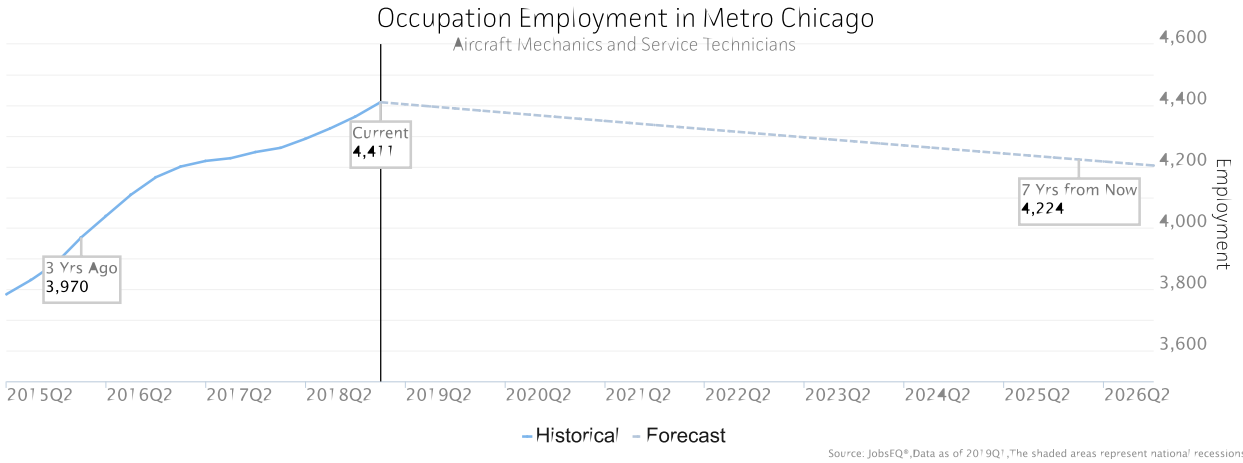
Occupation Snapshot

As of 2019Q1, total employment for Aircraft Mechanics and Service Technicians in the Metro Chicago was 4,411. Over the past three years, this occupation added 441 jobs in the region and is expected to decrease by 187 jobs over the next seven years, or at an annual average rate of -0.6%.

Occupation Snapshot of Aircraft Mechanics and Service Technicians in Metro Chicago, 2019q1

Current						3-Year History		7-Year Forecast				
Four Quarters Ending with 2019q1						Total Change	Avg Ann % Chg in Empl	--Separations--			---Growth---	
Empl	Avg Ann Wages[1]	LQ	Unempl	Unempl Rate	Online Job Ads[2]	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
4,411	$65,100	1.14	56	1.3%	36	441	3.6%	2,057	927	1,316	-187	-0.6%

Source: JobsEQ®
Data as of 2019Q1 unless noted otherwise
Note: Figures may not sum due to rounding.
1. Occupation wages are as of 2018 and should be taken as the average for all Covered Employment
2. Data represent found online ads active within the last thirty days in the selected region; data represents a sampling rather than the complete universe of postings. Ads lacking zip code information but designating a place (city, town, etc.) may be assigned to the zip code with greatest employment in that place for queries in this analytic. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list).



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Wages by occupation are as of 2018 provided by the BLS and imputed where necessary. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns. Occupation unemployment figures are imputed by Chmura.

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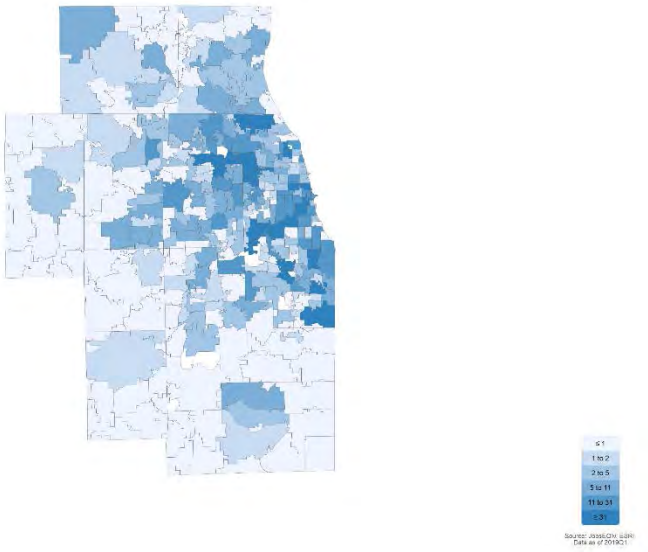
Geographic Distribution

The below maps illustrate the ZCTA-level distribution of employed Aircraft Mechanics and Service Technicians in the Metro Chicago. Employment is shown by place of work and by residence.

Occupation Concentration by Place of Work for Aircraft Mechanics and Service Technicians



Top ZCTAs by Place of Work for Aircraft Mechanics and Service Technicians, 2019Q1

Region	Employment
ZCTA 60018	812
ZCTA 60638	433
ZCTA 60480	334
ZCTA 60632	115
ZCTA 60614	102
ZCTA 60647	83
ZCTA 60803	81
ZCTA 60656	74
ZCTA 60131	72
ZCTA 60602	69

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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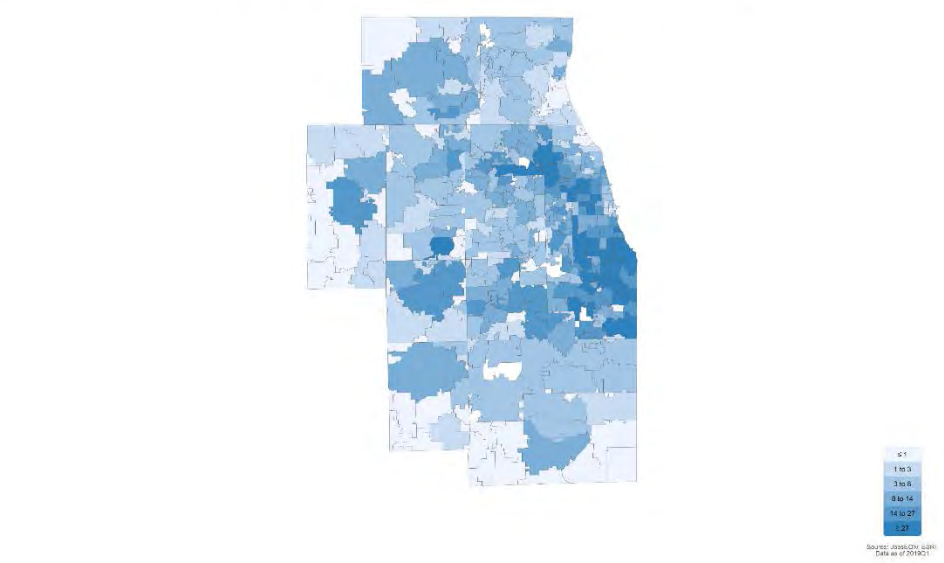
Occupation Concentration by Place of Residence for Aircraft Mechanics and Service Technicians



Top ZCTAs by Place of Residence for Aircraft Mechanics and Service Technicians, 2019Q1

Region	Employment
ZCTA 60628	121
ZCTA 60620	99
ZCTA 60617	83
ZCTA 60619	82
ZCTA 60411	74
ZCTA 60638	71
ZCTA 60649	68
ZCTA 60634	64
ZCTA 60643	59
ZCTA 60409	58

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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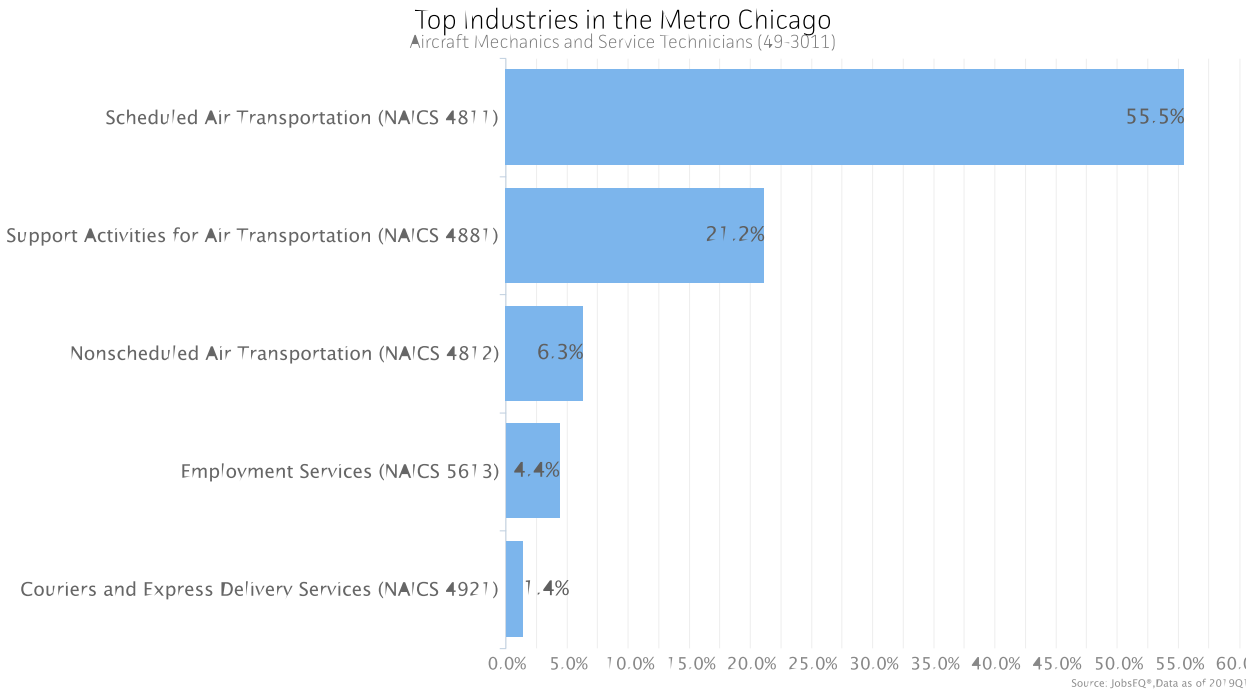
Employment by Industry

The following chart and table illustrate the industries in the Metro Chicago which most employ Aircraft Mechanics and Service Technicians. The single industry most employing this occupation in the region is Scheduled Air Transportation, NAICS 4811. This industry employs 2,448 Aircraft Mechanics and Service Technicians—employment which is expected to decrease by 319 jobs over the next ten years; furthermore, 1,713 additional new workers in this occupation will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1.

Top Industry Distribution for Aircraft Mechanics and Service Technicians (49-3011) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4811	Scheduled Air Transportation	2,448	1,713	-319	1,394
4881	Support Activities for Air Transportation	934	732	91	823
4812	Nonscheduled Air Transportation	278	191	-46	145
5613	Employment Services	194	149	10	159
4921	Couriers and Express Delivery Services	62	45	-4	41
6115	Technical and Trade Schools	39	29	-2	27
9231	Administration of Human Resource Programs	34	25	-2	23
3364	Aerospace Product and Parts Manufacturing	34	25	-2	23
5416	Management, Scientific, and Technical Consulting Services	33	27	6	33
6219	Other Ambulatory Health Care Services	33	27	7	33
9221	Justice, Public Order, and Safety Activities	31	22	-1	21
9261	Administration of Economic Program	30	22	-1	21
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	30	22	0	22

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Top Industry Distribution for Aircraft Mechanics and Service Technicians (49-3011) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
5413	Architectural, Engineering, and Related Services	29	22	2	24
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	28	20	-3	17
9211	Executive, Legislative, and Other General Government Support	23	17	0	17
	-All Others-	152	114	0	114

Source: JobsEQ®
Data as of 2019Q1 except wages which are as of 2018. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.
Note: Figures may not sum due to rounding.
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

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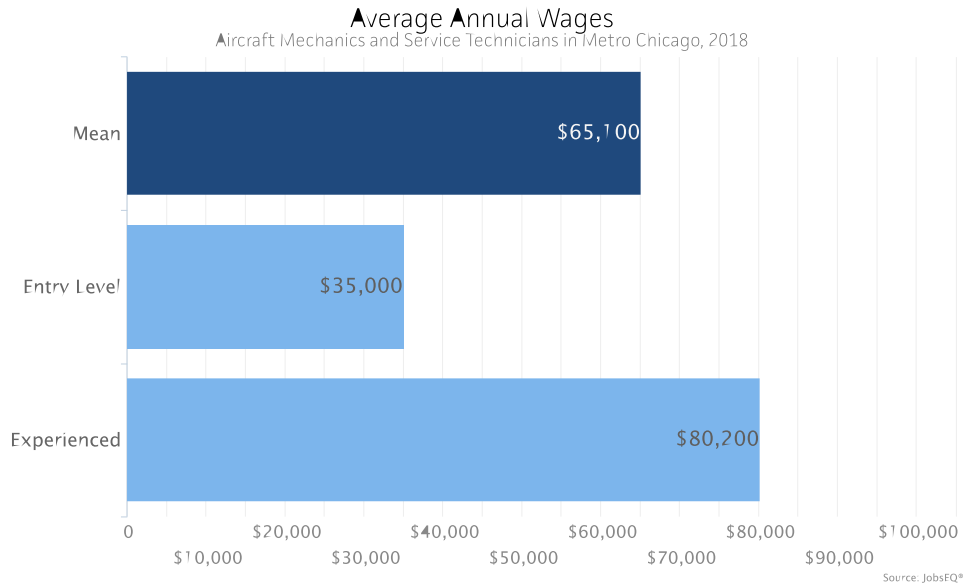
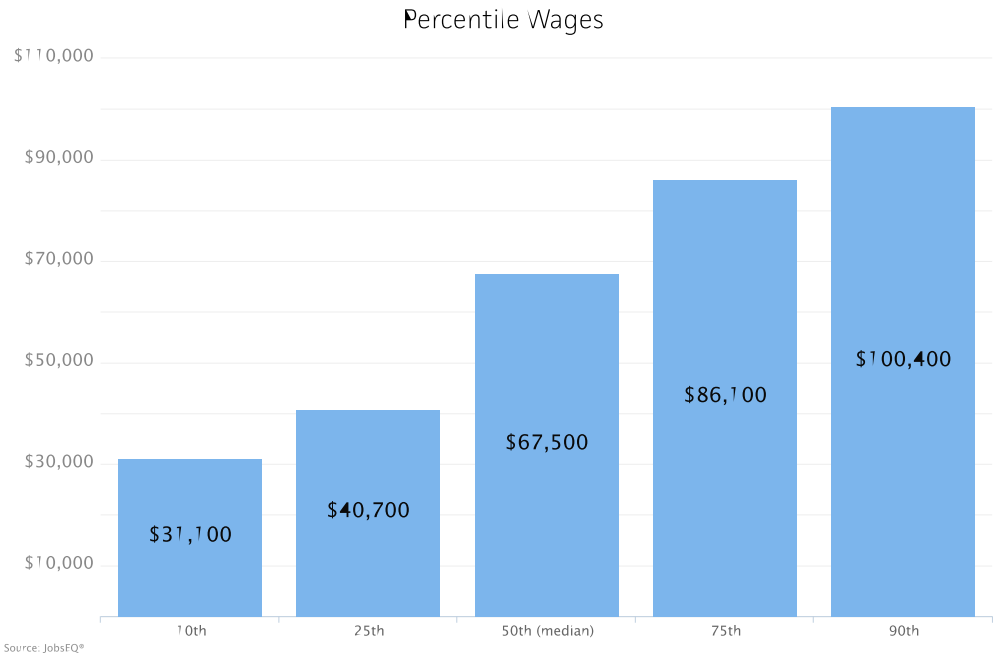
Wages

The average (mean) annual wage for Aircraft Mechanics and Service Technicians was $65,100 in the Metro Chicago as of 2018. For the same year, average entry level wages were approximately $35,000 compared to an average of $80,200 for experienced workers.





Occupation wages (mean, median, and percentiles) are as of 2018 provided by the BLS, modified and imputed by Chmura where necessary. Entry-level and experienced wages are derived from these source data, computed by Chmura.

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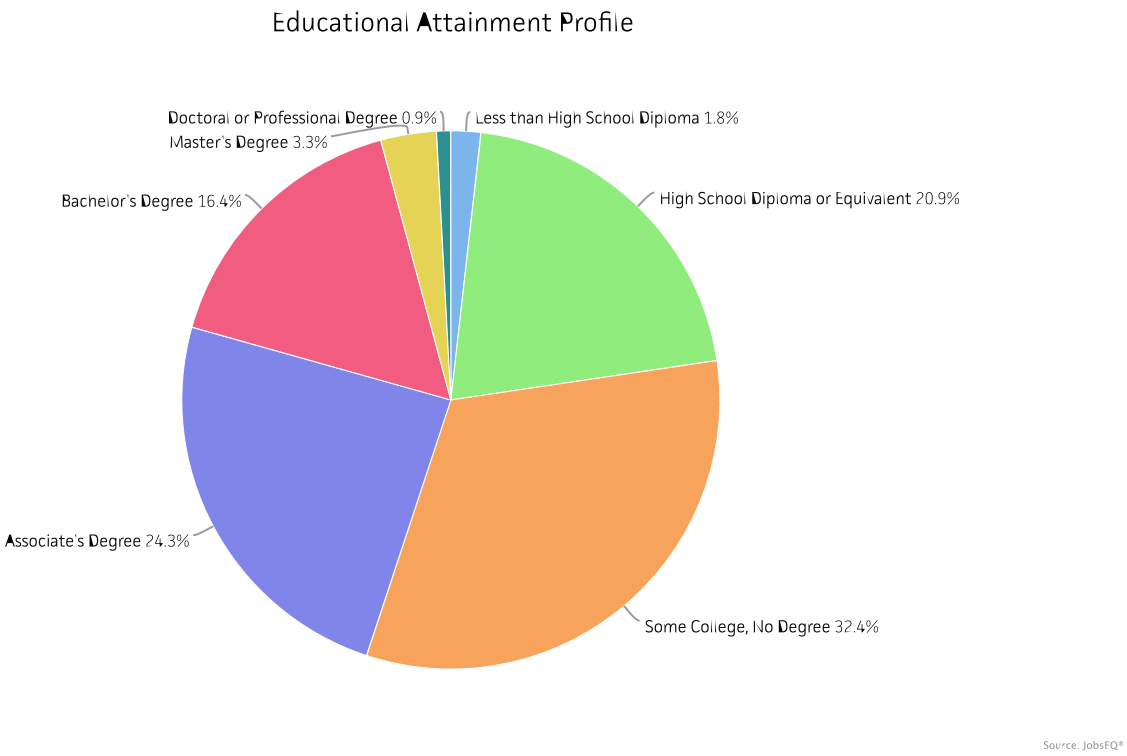
Education Profile

Typical education and training requirements for Aircraft Mechanics and Service Technicians are described below.

Education and Training Requirements	
Typical Entry-Level Education:	Postsecondary non-degree award
Previous Work Experience:	None
Typical On-the-Job Training:	None

Source: JobsEQ®



Education and training requirements are from the Bureau of Labor Statistics (BLS); educational attainment mix are regional data modeled by Chmura using Census educational attainment data projected to 2019Q1 along with source data from the BLS.

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Awards

The table below is a list of postsecondary program awards that were granted by postsecondary institutions located in the Metro Chicago in the 2017 academic year. These programs have been identified as providing training for Aircraft Mechanics and Service Technicians (for further details, see the source note).

	Annual Awards - Metro Chicago		
Title/School	Certificates and 2yr Degrees	4yr Degrees	Postgraduate Degrees
47.0607 Airframe Mechanics and Aircraft Maintenance Technology/Technician			
Lewis University	2	0	0
Moody Bible Institute	0	14	0
Total			
Total	2	14	0

Source: JobsEQ®
Data as of the 2017 academic year
Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2017 academic year. Any programs shown here have been identified as being linked with the occupation being analyzed. Other existing programs may also provide training in the region for this occupation but have not been so identified by the program-occupation crosswalk (see the FAQ section at the end of this report for more details). Furthermore, any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

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Apprenticeships

The apprenticeable specialties associated with this occupation are:

Rapids Code	Rapids Title
0005	Airframe-and-Power-Plant Mechanic
0425	Rocket-Engine-Component Mechanic
1044	Airframe Mechanic
1045	Powerplant Mechanic
1067CB	Aerospace Propulsion Jet Engine Mechanic
1107	Pneudraulic Systems Mechanic

Source: JobsEQ®
Apprenticeable occupations are identified through the Department of Labor's Registered Apprenticeship program.

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RTI (Job Postings)

Occupations

SOC	Title	Total Ads
49-3011.00	Aircraft Mechanics and Service Technicians	82

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Employers

Employer Name	Total Ads
Aerotek	11
AAR Corp	7
Gogo	5
Envoy	4
STS Technical Services	4
Aeortek	3
American Airlines	3
Jet Support Services, Inc. (JSSI)	3
United	3
ZENETEX	3

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Certifications

Certificate Name	Total Ads
Driver's License	9

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Hard Skills

Skill Name	Total Ads
Maintenance	16
Hydraulic Systems	11
Aviation	9
Microsoft Excel	9
Power Tools	9
Automotive Maintenance/Repair	8
English	8
Plumbing	7
Microsoft PowerPoint	6
Sheet Metal Brakes	6

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Soft Skills

Skill Name	Total Ads
Communication (Verbal and written skills)	32
Cooperative/Team Player	16
Troubleshooting	11
Organization	10
Self-Motivated/Ability to Work Independently/Self Leadership	10
Initiative	9
Interpersonal Relationships/Maintain Relationships	9
Problem Solving	9
Punctual	9
Adaptability/Flexibility/Tolerance of Change and Uncertainty	8

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Job Titles

Job Title	Total Ads
A&P Mechanic	5
Mechanic, Airframe & Powerplant (A&P)	4
Aircraft Maintenance Controller	3
A&P Licensed Mechanic Technician (Traveling) - ORD	2
A&P mechanics	2
AC Mechanic 1 (CH-46 & UH-60) Afghan - WASS	2
Aircraft Maintenance Technician	2
Aircraft Mechanic	2
Airframe Technical Advisor	2
Aviation Maintenance Technician Line	2

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Education Levels

Minimum Education Level	Total Ads
High school diploma or equivalent	35
Bachelor's degree	8
Associate's degree	3

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Programs

Program Name	Total Ads
Engineering	3
Aerospace Engineering	2
Aviation	2
Mechanical Engineering	2
Business Management	1
Technical	1

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Locations

Location	Total Ads
Chicago, Illinois	33
Wood Dale, Illinois	7
60604	3
60666	3
Chicago, IL 60290	3
Waukegan, Illinois	3
60016	2
Aurora, Illinois	2
Chicago, IL 60602	2
Wheeling, Illinois	2

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Region Definition

Metro Chicago is defined as the following counties:

Cook County, Illinois	Kankakee County, Illinois
DeKalb County, Illinois	Kendall County, Illinois
Du Page County, Illinois	Lake County, Illinois
Grundy County, Illinois	McHenry County, Illinois
Kane County, Illinois	Will County, Illinois

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FAQ

What is SOC?

The Standard Occupational Classification system (SOC) is used to classify workers into occupational categories. All workers are classified into one of over 840 occupations according to their occupational definition. To facilitate classification, occupations are combined to form 23 major groups, 97 minor groups, and 461 occupation groups. Each occupation group includes detailed occupations requiring similar job duties, skills, education, or experience.

What is a location quotient?

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an occupation (or industry) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is training concentration?

The training concentration analysis compares local postsecondary training output compared to the national norm. Let's consider registered nurses as an example. If in the nation, one RN award is granted for every ten RNs employed, that 1:10 ratio is the national norm. If in your region your schools also grant one RN award for every ten RNs employed, then your region will be right at the national norm, or we say at 100% of the national norm which is termed a 100% training concentration. If your region grants two RN awards for every ten employed, your region would be at twice the national norm or have a 200% training concentration. Similarly, if your region grants one RN award for every twenty employed, your region would be at half the national norm or have a 50% training concentration.

What is the program-to-occupation crosswalk?

Training programs are classified according to the Classification of Instructional Programs (CIP codes). For relating training programs, this report uses a modified version of the CIP to SOC crosswalk from the National Center for Education Statistics (NCES). While this is a very helpful crosswalk for estimating occupation production from training program awards data, the crosswalk is neither perfect nor comprehensive. Indeed, it is hard to imagine such a crosswalk being perfect since many training program graduates for one reason or another do not end up employed in occupations that are most related to the training program from which they graduated. Therefore, the education program analyses should be considered in this light.

As an example of the many scenarios that may unfold, consider a journalism degree that crosswalks into three occupations: editors, writers, and postsecondary communications teachers. Graduates with a journalism degree may get a job in one of these occupations—and that may be the most-likely scenario—but a good number of these graduates may get a job in a different occupation altogether (the job may be somewhat related, such as a reporter, or the job may be totally unrelated, such as a real estate agent). Furthermore, a graduate may stay in school or go back to school for a degree that will lead to other occupation possibilities. Still another possibility includes the graduate not entering the labor market (maybe being unemployed, being a non-participant, or moving to another region).

What is separation demand?

Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. The total projected demand for an occupation is the sum of the separation demand and the growth demand (which is the increase or decrease of jobs in an occupation expected due to expansion or contraction of the overall number of jobs in that occupation).

What is NAICS?

The North American Industry Classification System (NAICS) is used to classify business establishments according to the type of economic activity. The NAICS Code comprises six levels, from the "all industry" level to the 6-digit level. The first two digits define the top level category, known as the "sector," which is the level examined in this report.

About This Report

This report and all data herein were produced by JobsEQ®, a product of Chmura Economics & Analytics. The information contained herein was obtained from sources we believe to be reliable. However, we cannot guarantee its accuracy and completeness.

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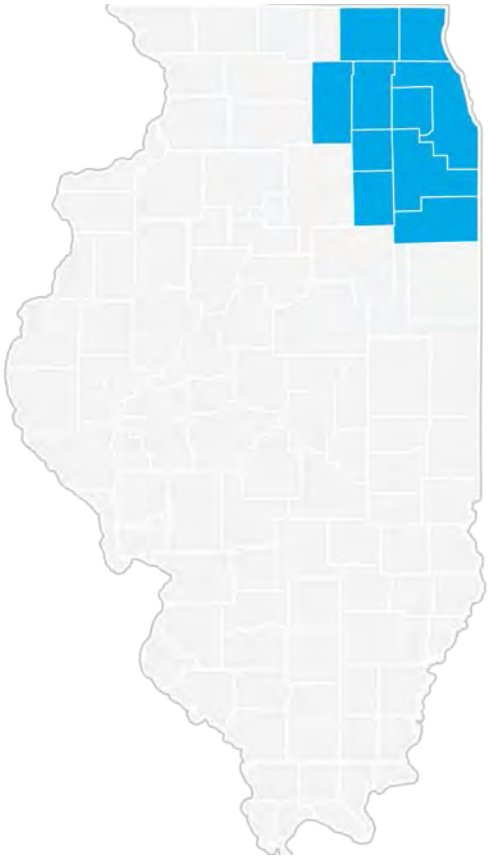
Occupation Report for Cargo and Freight Agents

Metro Chicago



JOBSEQ

August 2, 2019

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Definition of Cargo and Freight Agents, SOC 43-5011

Expedite and route movement of incoming and outgoing cargo and freight shipments in airline, train, and trucking terminals, and shipping docks. Take orders from customers and arrange pickup of freight and cargo for delivery to loading platform. Prepare and examine bills of lading to determine shipping charges and tariffs.

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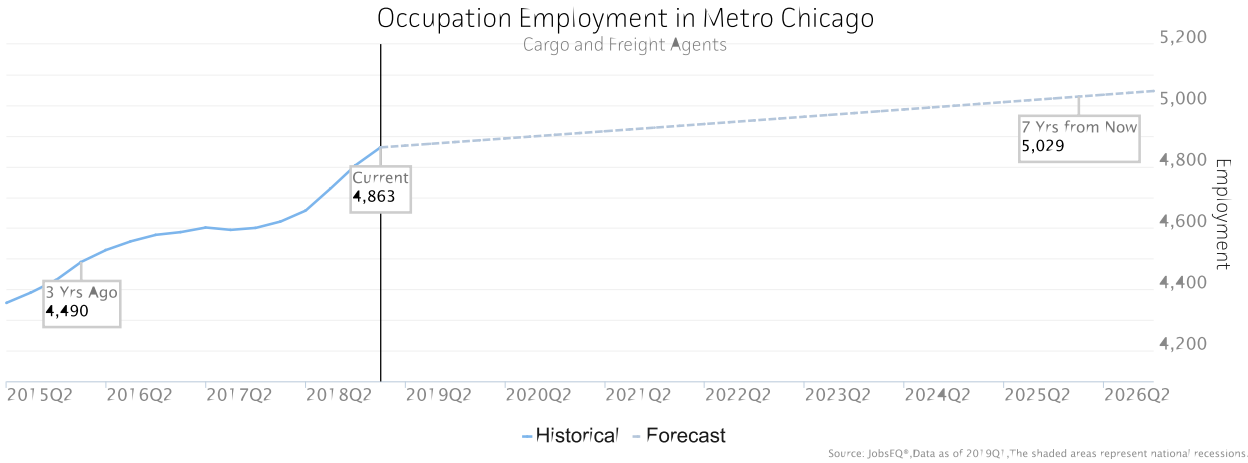
Occupation Snapshot

As of 2019Q1, total employment for Cargo and Freight Agents in the Metro Chicago was 4,863. Over the past three years, this occupation added 373 jobs in the region and is expected to increase by 166 jobs over the next seven years, or at an annual average rate of 0.5%.

Occupation Snapshot of Cargo and Freight Agents in Metro Chicago, 2019q1

Current						3-Year History		7-Year Forecast				
Four Quarters Ending with 2019q1						Total Change	Avg Ann % Chg in Empl	--Separations--			---Growth---	
Empl	Avg Ann Wages[1]	LQ	Unempl	Unempl Rate	Online Job Ads[2]	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
4,863	$45,000	1.76	200	4.1%	254	373	2.7%	2,977	1,076	1,736	166	0.5%

Source: JobsEQ®
Data as of 2019Q1 unless noted otherwise
Note: Figures may not sum due to rounding.
1. Occupation wages are as of 2018 and should be taken as the average for all Covered Employment
2. Data represent found online ads active within the last thirty days in the selected region; data represents a sampling rather than the complete universe of postings. Ads lacking zip code information but designating a place (city, town, etc.) may be assigned to the zip code with greatest employment in that place for queries in this analytic. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list).



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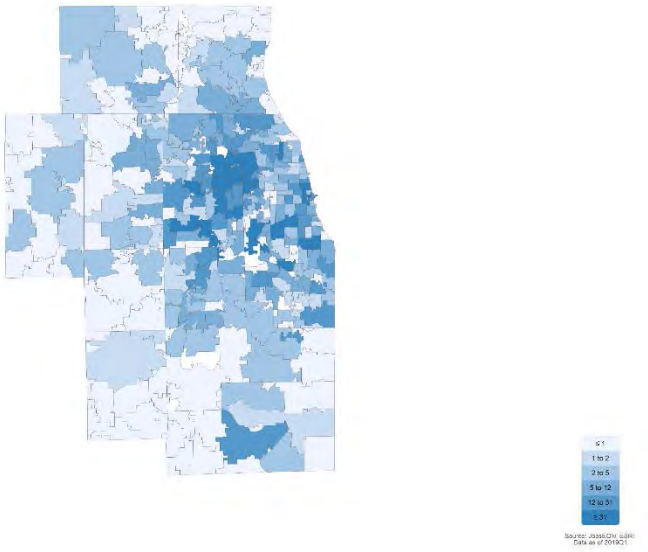
Geographic Distribution

The below maps illustrate the ZCTA-level distribution of employed Cargo and Freight Agents in the Metro Chicago. Employment is shown by place of work and by residence.

Occupation Concentration by Place of Work for Cargo and Freight Agents



Top ZCTAs by Place of Work for Cargo and Freight Agents, 2019Q1

Region	Employment
ZCTA 60007 (Cook County, IL portion)	548
ZCTA 60018	398
ZCTA 60106	265
ZCTA 60143	241
ZCTA 60191	191
ZCTA 60614	154
ZCTA 60638	121
ZCTA 60523	117
ZCTA 60131	112
ZCTA 60148	89

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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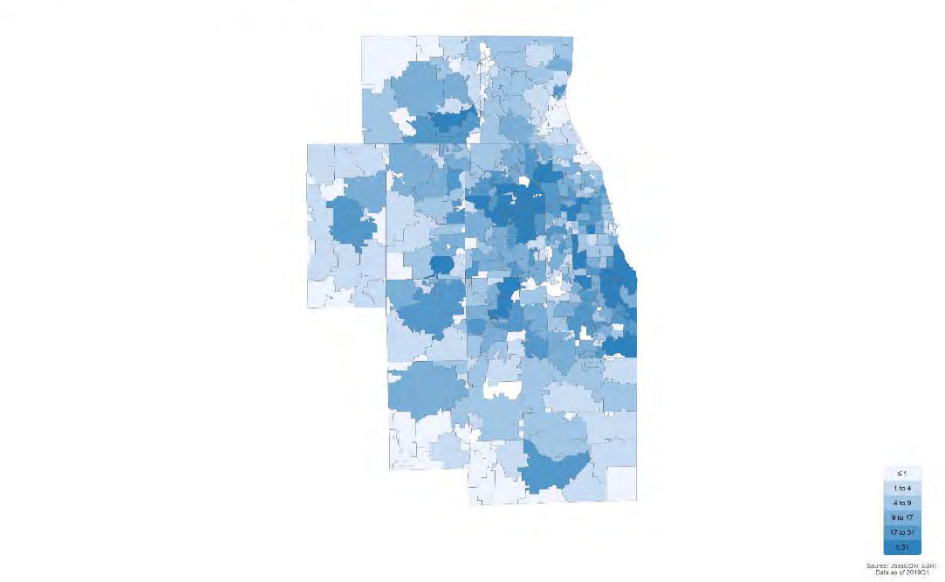
Occupation Concentration by Place of Residence for Cargo and Freight Agents



Top ZCTAs by Place of Residence for Cargo and Freight Agents, 2019Q1

Region	Employment
ZCTA 60628	82
ZCTA 60007 (Cook County, IL portion)	76
ZCTA 60617	75
ZCTA 60620	73
ZCTA 60637	64
ZCTA 60619	60
ZCTA 60634	59
ZCTA 60181	56
ZCTA 60411	55
ZCTA 60188	54

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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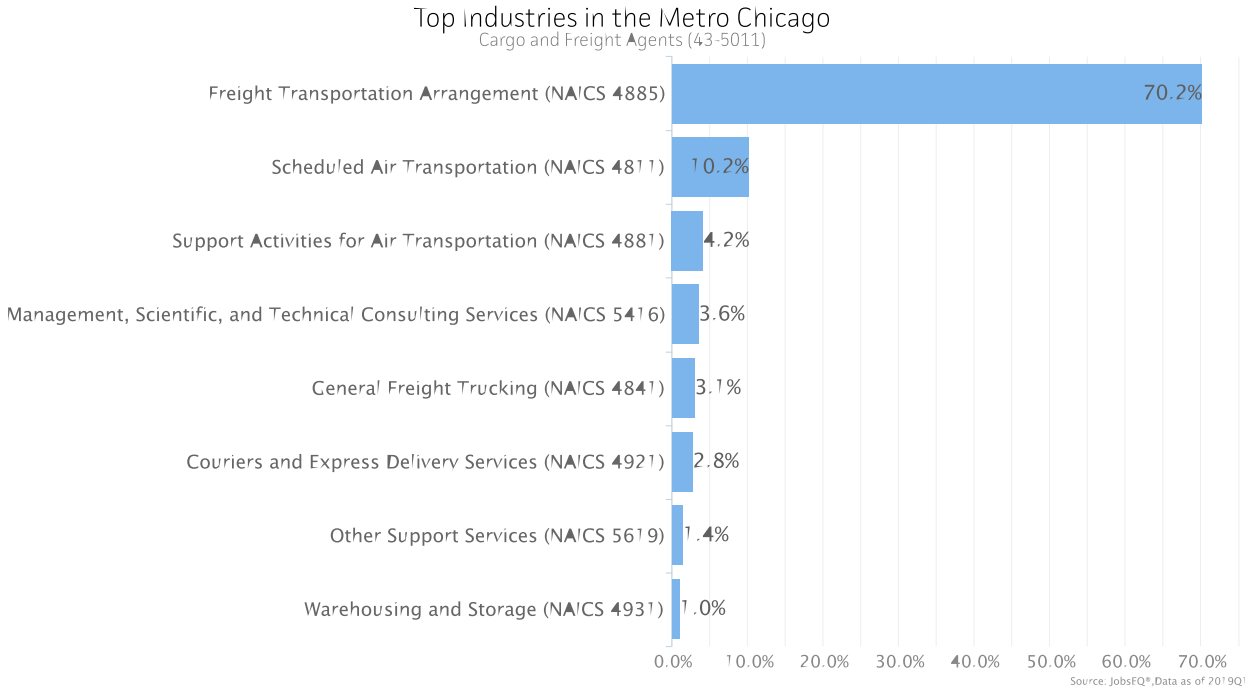
Employment by Industry

The following chart and table illustrate the industries in the Metro Chicago which most employ Cargo and Freight Agents. The single industry most employing this occupation in the region is Freight Transportation Arrangement, NAICS 4885. This industry employs 3,413 Cargo and Freight Agents—employment which is expected to increase by 203 jobs over the next ten years; furthermore, 2,833 additional new workers in this occupation will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1.

Top Industry Distribution for Cargo and Freight Agents (43-5011) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4885	Freight Transportation Arrangement	3,413	2,833	203	3,036
4811	Scheduled Air Transportation	496	393	-17	376
4881	Support Activities for Air Transportation	204	172	21	193
5416	Management, Scientific, and Technical Consulting Services	175	153	32	186
4841	General Freight Trucking	148	119	-2	117
4921	Couriers and Express Delivery Services	134	105	-8	98
5619	Other Support Services	70	57	2	59
4931	Warehousing and Storage	50	44	11	56
5511	Management of Companies and Enterprises	47	38	1	39
4842	Specialized Freight Trucking	34	27	-1	27
	-All Others-	93	74	-4	70

Source: JobsEQ®
Data as of 2019Q1 except wages which are as of 2018. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.

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Note: Figures may not sum due to rounding.
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

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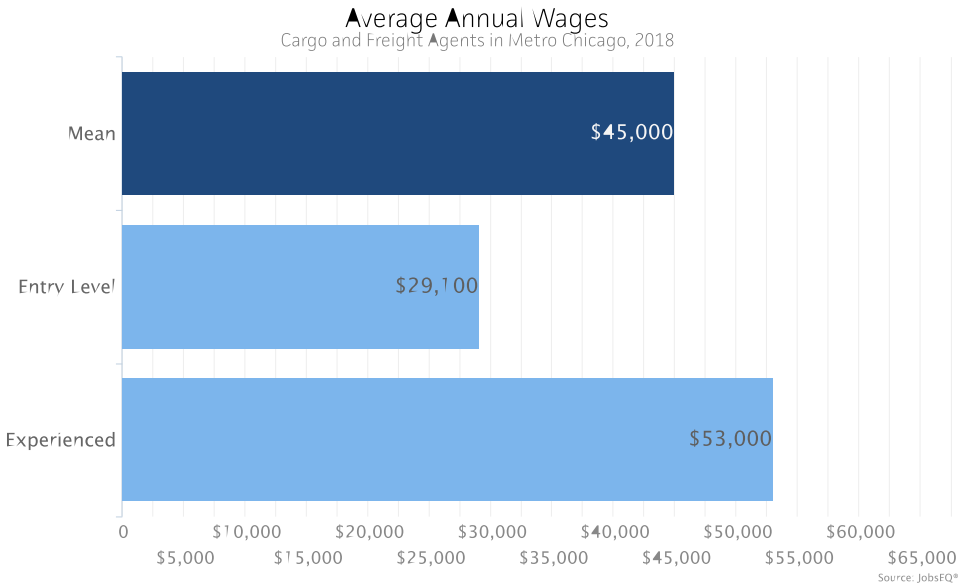
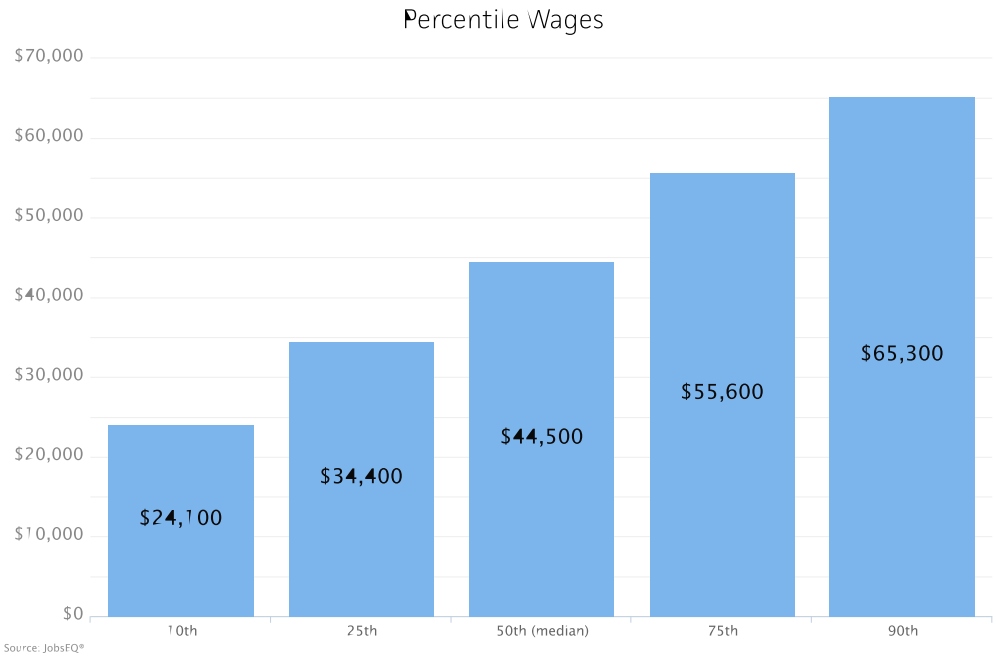
Wages

The average (mean) annual wage for Cargo and Freight Agents was $45,000 in the Metro Chicago as of 2018. For the same year, average entry level wages were approximately $29,100 compared to an average of $53,000 for experienced workers.





Occupation wages (mean, median, and percentiles) are as of 2018 provided by the BLS, modified and imputed by Chmura where necessary. Entry-level and experienced wages are derived from these source data, computed by Chmura.

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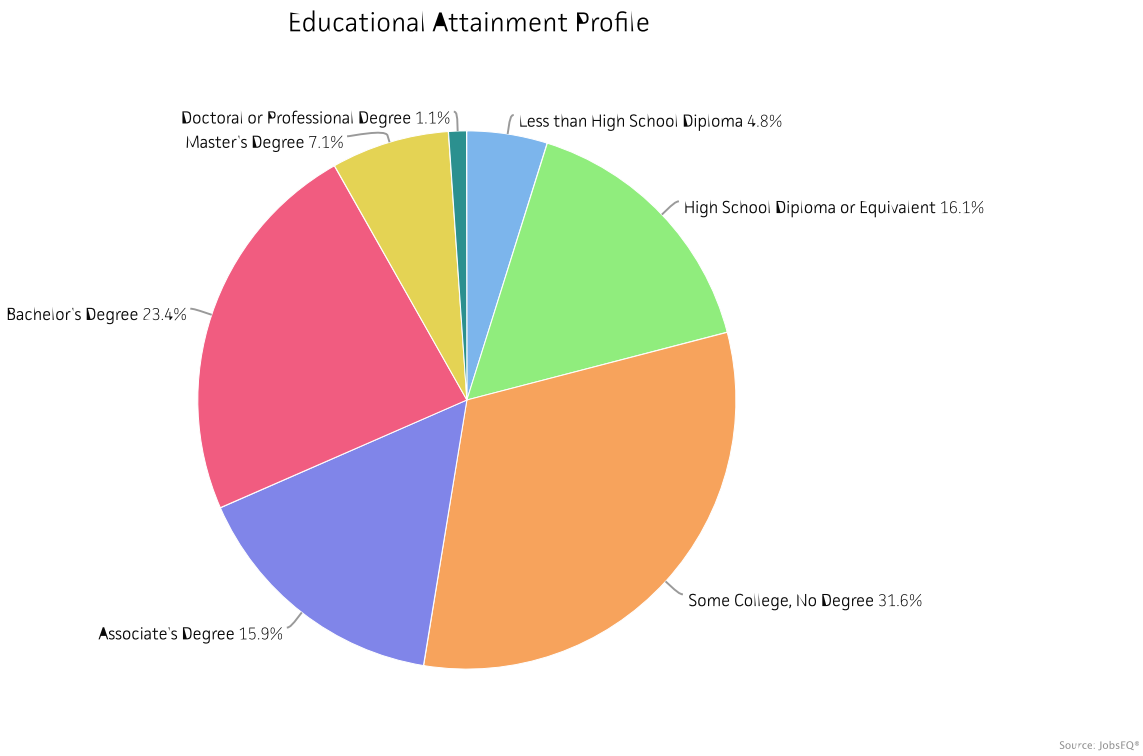
Education Profile

Typical education and training requirements for Cargo and Freight Agents are described below.

Education and Training Requirements	
Typical Entry-Level Education:	High school diploma or equivalent
Previous Work Experience:	None
Typical On-the-Job Training:	Short-term on-the-job training

Source: JobsEQ®



Education and training requirements are from the Bureau of Labor Statistics (BLS); educational attainment mix are regional data modeled by Chmura using Census educational attainment data projected to 2019Q1 along with source data from the BLS.

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Awards

The table below is a list of postsecondary program awards that were granted by postsecondary institutions located in the Metro Chicago in the 2017 academic year. These programs have been identified as providing training for Cargo and Freight Agents (for further details, see the source note).

	Annual Awards - Metro Chicago		
Title/School	Certificates and 2yr Degrees	4yr Degrees	Postgraduate Degrees
52.0203 Logistics, Materials, and Supply Chain Management			
DePaul University	0	0	0
Elmhurst College	0	16	15
Joliet Junior College	4	0	0
Kankakee Community College	6	0	0
Loyola University Chicago	0	14	14
Moraine Valley Community College	6	0	0
Morton College	1	0	0
Oakton Community College	0	0	0
University of St Francis	0	8	0
Waubonsee Community College	0	0	0
52.0408 General Office Occupations and Clerical Services			
Elgin Community College	1	0	0
Kishwaukee College	5	0	0
Morton College	0	0	0
South Suburban College	0	0	0
William Rainey Harper College	11	0	0
Total			
Total	34	38	29

Source: JobsEQ®
Data as of the 2017 academic year
Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2017 academic year. Any programs shown here have been identified as being linked with the occupation being analyzed. Other existing programs may also provide training in the region for this occupation but have not been so identified by the program-occupation crosswalk (see the FAQ section at the end of this report for more details). Furthermore, any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

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Apprenticeships

The apprenticeable specialties associated with this occupation are:

Rapids Code	Rapids Title
0655	Transportation Clerk

Source: JobsEQ®
Apprenticeable occupations are identified through the Department of Labor's Registered Apprenticeship program.

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RTI (Job Postings)

Occupations

SOC	Title	Total Ads
43-5011.00	Cargo and Freight Agents	865
43-5011.01	Freight Forwarders	19

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Employers

Employer Name	Total Ads
Ajilon	56
Buckle	26
Yusen Logistics Americas Inc.	16
C.H. Robinson	13
MIQ Logistics	13
Kuehne + Nagel	12
Randstad	12
Bond Consultants Group	11
Logistic Dynamics	10
Menzies Aviation	10

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
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Certifications

Certificate Name	Total Ads
Driver's License	8
HAZMAT	3
NCBFAA Certified Customs Specialist (NCBFAA CCS)	2

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Hard Skills

Skill Name	Total Ads
Microsoft Excel	234
Microsoft Office	208
Microsoft Outlook	88
Microsoft Word	77
Data Entry	37
Personal Computers (PC)	33
Ability to Lift 51-100 lbs.	22
Microsoft PowerPoint	22
Sales	19
English	17

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
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Soft Skills

Skill Name	Total Ads
Communication (Verbal and written skills)	563
Customer Service	367
Organization	257
Detail Oriented/Meticulous	199
Multi-Task	178
Cooperative/Team Player	169
Self-Motivated/Ability to Work Independently/Self Leadership	153
Ability to Work in a Fast Paced Environment	136
Negotiation	121
Problem Solving	115

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Job Titles

Job Title	Total Ads
Freight Coordinator	27
Freight Broker	15
Import Coordinator	15
Air Export Coordinator	12
Air Import Coordinator	12
Ocean Export Coordinator	12
Export Coordinator	11
Import Specialist	11
Freight broker agent experience required	10
Air Export Agent	8

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
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Education Levels

Minimum Education Level	Total Ads
High school diploma or equivalent	202
Bachelor's degree	137
Associate's degree	47
Master's degree	1

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Programs

Program Name	Total Ads
Business	38
Logistics	27
Transportation	15
Supply Chain	8
International Business	7
Supply Chain Management	7
Business Administration	5
Finance	5
Economics	4
Engineering	3

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
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Locations

Location	Total Ads
Chicago, Illinois	126
Elk Grove Village, Illinois	60
60629	24
Itasca, Illinois	23
60666	18
Itasca, IL 60143	18
Wood Dale, Illinois	18
60143	17
Chicago, IL 60601 (Loop area)	16
Franklin Park, Illinois	16

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
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Region Definition

Metro Chicago is defined as the following counties:

Cook County, Illinois	Kankakee County, Illinois
DeKalb County, Illinois	Kendall County, Illinois
Du Page County, Illinois	Lake County, Illinois
Grundy County, Illinois	McHenry County, Illinois
Kane County, Illinois	Will County, Illinois

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FAQ

What is SOC?

The Standard Occupational Classification system (SOC) is used to classify workers into occupational categories. All workers are classified into one of over 840 occupations according to their occupational definition. To facilitate classification, occupations are combined to form 23 major groups, 97 minor groups, and 461 occupation groups. Each occupation group includes detailed occupations requiring similar job duties, skills, education, or experience.

What is a location quotient?

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an occupation (or industry) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is training concentration?

The training concentration analysis compares local postsecondary training output compared to the national norm. Let's consider registered nurses as an example. If in the nation, one RN award is granted for every ten RNs employed, that 1:10 ratio is the national norm. If in your region your schools also grant one RN award for every ten RNs employed, then your region will be right at the national norm, or we say at 100% of the national norm which is termed a 100% training concentration. If your region grants two RN awards for every ten employed, your region would be at twice the national norm or have a 200% training concentration. Similarly, if your region grants one RN award for every twenty employed, your region would be at half the national norm or have a 50% training concentration.

What is the program-to-occupation crosswalk?

Training programs are classified according to the Classification of Instructional Programs (CIP codes). For relating training programs, this report uses a modified version of the CIP to SOC crosswalk from the National Center for Education Statistics (NCES). While this is a very helpful crosswalk for estimating occupation production from training program awards data, the crosswalk is neither perfect nor comprehensive. Indeed, it is hard to imagine such a crosswalk being perfect since many training program graduates for one reason or another do not end up employed in occupations that are most related to the training program from which they graduated. Therefore, the education program analyses should be considered in this light.

As an example of the many scenarios that may unfold, consider a journalism degree that crosswalks into three occupations: editors, writers, and postsecondary communications teachers. Graduates with a journalism degree may get a job in one of these occupations—and that may be the most-likely scenario—but a good number of these graduates may get a job in a different occupation altogether (the job may be somewhat related, such as a reporter, or the job may be totally unrelated, such as a real estate agent). Furthermore, a graduate may stay in school or go back to school for a degree that will lead to other occupation possibilities. Still another possibility includes the graduate not entering the labor market (maybe being unemployed, being a non-participant, or moving to another region).

What is separation demand?

Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. The total projected demand for an occupation is the sum of the separation demand and the growth demand (which is the increase or decrease of jobs in an occupation expected due to expansion or contraction of the overall number of jobs in that occupation).

What is NAICS?

The North American Industry Classification System (NAICS) is used to classify business establishments according to the type of economic activity. The NAICS Code comprises six levels, from the "all industry" level to the 6-digit level. The first two digits define the top level category, known as the "sector," which is the level examined in this report.

About This Report

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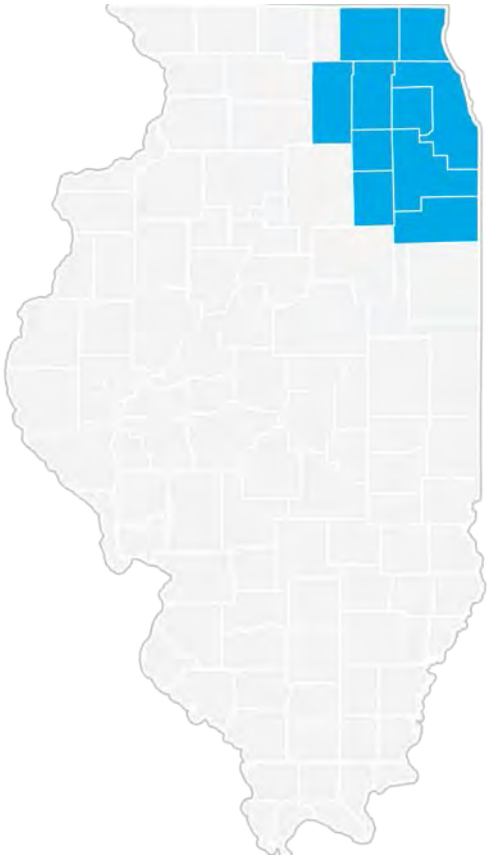
Occupation Report for
Customer Service Representatives

Metro Chicago



JOBSEQ

August 2, 2019

DEFINITION OF CUSTOMER SERVICE REPRESENTATIVES, SOC 43-4051 3
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Definition of Customer Service Representatives, SOC 43-4051

Interact with customers to provide information in response to inquiries about products and services and to handle and resolve complaints. Excludes individuals whose duties are primarily installation, sales, or repair.

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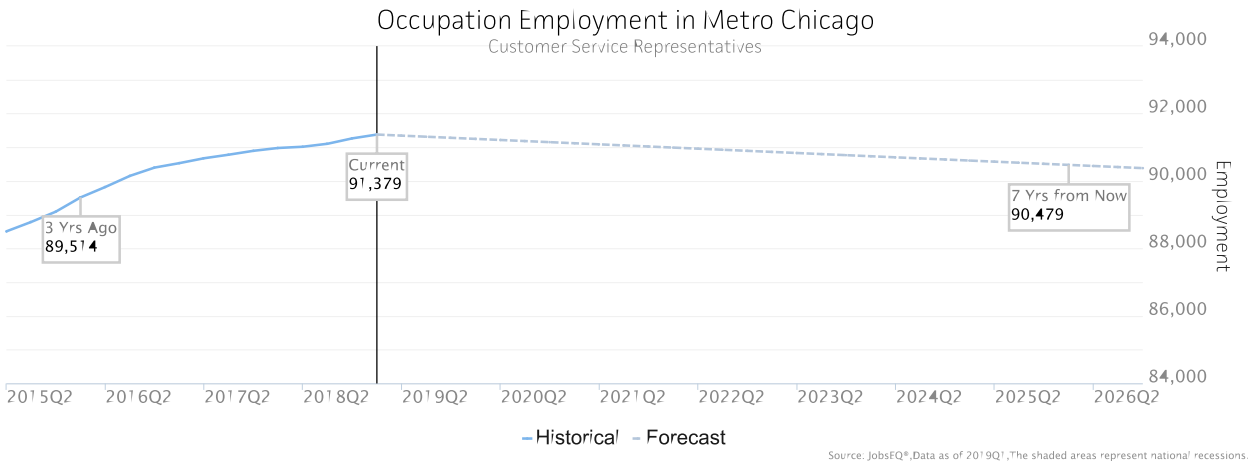
Occupation Snapshot

As of 2019Q1, total employment for Customer Service Representatives in the Metro Chicago was 91,379. Over the past three years, this occupation added 1,864 jobs in the region and is expected to decrease by 900 jobs over the next seven years, or at an annual average rate of -0.1%.

Occupation Snapshot of Customer Service Representatives in Metro Chicago, 2019q1

Current						3-Year History		7-Year Forecast				
Four Quarters Ending with 2019q1						Total Change	Avg Ann % Chg in Empl	--Separations--			---Growth---	
Empl	Avg Ann Wages[1]	LQ	Unempl	Unempl Rate	Online Job Ads[2]	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
91,379	$39,800	1.09	4,195	4.5%	5,702	1,864	0.7%	79,003	32,341	47,561	-900	-0.1%

Source: JobsEQ®
Data as of 2019Q1 unless noted otherwise
Note: Figures may not sum due to rounding.
1. Occupation wages are as of 2018 and should be taken as the average for all Covered Employment
2. Data represent found online ads active within the last thirty days in the selected region; data represents a sampling rather than the complete universe of postings. Ads lacking zip code information but designating a place (city, town, etc.) may be assigned to the zip code with greatest employment in that place for queries in this analytic. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list).



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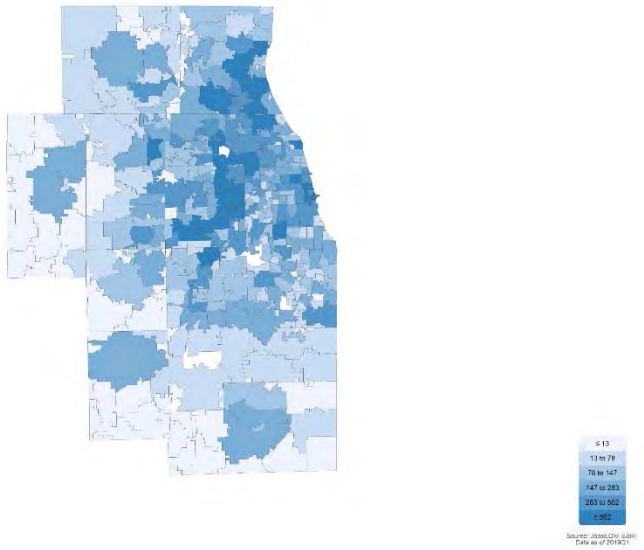
Geographic Distribution

The below maps illustrate the ZCTA-level distribution of employed Customer Service Representatives in the Metro Chicago. Employment is shown by place of work and by residence.

Occupation Concentration by Place of Work for Customer Service Representatives



Top ZCTAs by Place of Work for Customer Service Representatives, 2019Q1

Region	Employment
ZCTA 60606	4,852
ZCTA 60601	2,611
ZCTA 60603	2,223
ZCTA 60173	2,111
ZCTA 60661	1,965
ZCTA 60018	1,895
ZCTA 60654	1,653
ZCTA 60062	1,515
ZCTA 60563	1,461
ZCTA 60611	1,404

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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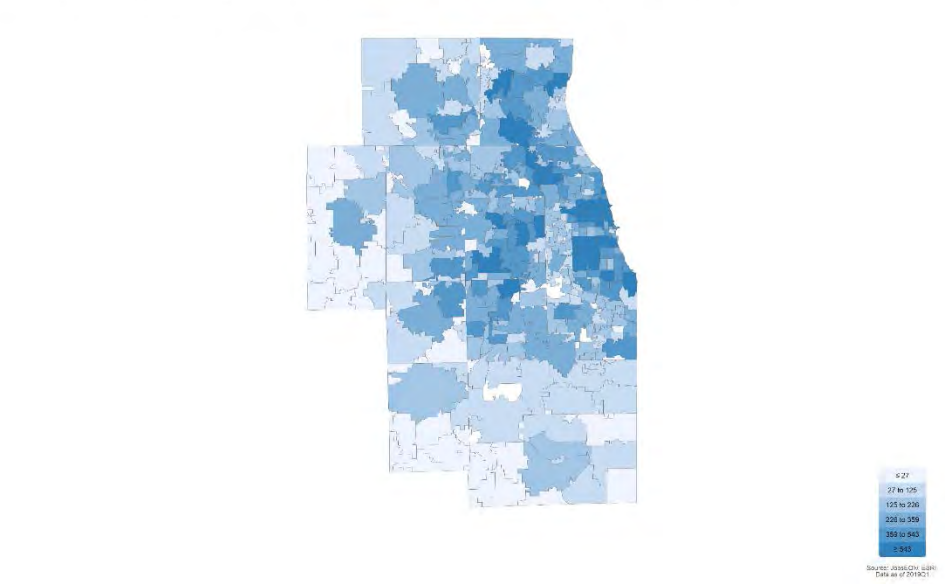
Occupation Concentration by Place of Residence for Customer Service Representatives



Top ZCTAs by Place of Residence for Customer Service Representatives, 2019Q1

Region	Employment
ZCTA 60657	1,133
ZCTA 60618	1,106
ZCTA 60647	1,068
ZCTA 60629	1,036
ZCTA 60614	1,024
ZCTA 60625	907
ZCTA 60640	878
ZCTA 60613	812
ZCTA 60622	811
ZCTA 60639	795

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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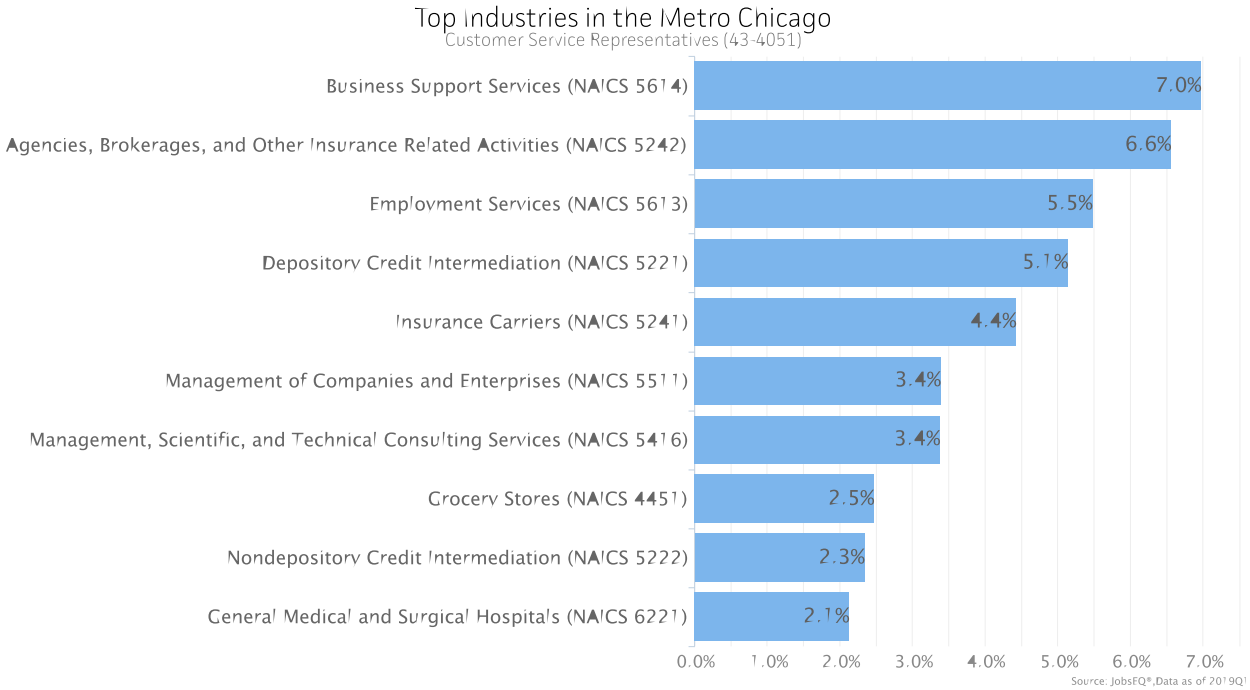
Employment by Industry

The following chart and table illustrate the industries in the Metro Chicago which most employ Customer Service Representatives. The single industry most employing this occupation in the region is Business Support Services, NAICS 5614. This industry employs 6,376 Customer Service Representatives—employment which is expected to increase by 1,313 jobs over the next ten years; furthermore, 8,798 additional new workers in this occupation will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.



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Top Industry Distribution for Customer Service Representatives (43-4051) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
5614	Business Support Services	6,376	8,798	1,313	10,112
5242	Agencies, Brokerages, and Other Insurance Related Activities	6,000	7,609	108	7,716
5613	Employment Services	5,012	6,138	-267	5,872
5221	Depository Credit Intermediation	4,709	5,500	-671	4,829
5241	Insurance Carriers	4,049	4,888	-321	4,567
5511	Management of Companies and Enterprises	3,094	3,727	-265	3,461
5416	Management, Scientific, and Technical Consulting Services	3,087	4,005	202	4,207
4451	Grocery Stores	2,267	2,845	-10	2,835
5222	Nondepository Credit Intermediation	2,137	2,675	-19	2,656
6221	General Medical and Surgical Hospitals	1,943	2,318	-202	2,116
5173	Wired and Wireless Telecommunications Carriers	1,812	1,984	-459	1,525
4441	Building Material and Supplies Dealers	1,790	2,243	-13	2,230
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	1,629	1,862	-294	1,568

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Top Industry Distribution for Customer Service Representatives (43-4051) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
5611	Office Administrative Services	1,459	1,917	135	2,052
4541	Electronic Shopping and Mail-Order Houses	1,452	1,909	136	2,045
7139	Other Amusement and Recreation Industries	1,444	1,851	58	1,909
5415	Computer Systems Design and Related Services	1,415	1,801	35	1,836
4811	Scheduled Air Transportation	1,184	1,464	-41	1,424
4522	Department Stores	1,136	1,309	-191	1,118
6211	Offices of Physicians	1,027	1,377	142	1,519
	-All Others-	38,355	47,733	-658	47,075

Source: JobsEQ®
Data as of 2019Q1 except wages which are as of 2018. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.
Note: Figures may not sum due to rounding.
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

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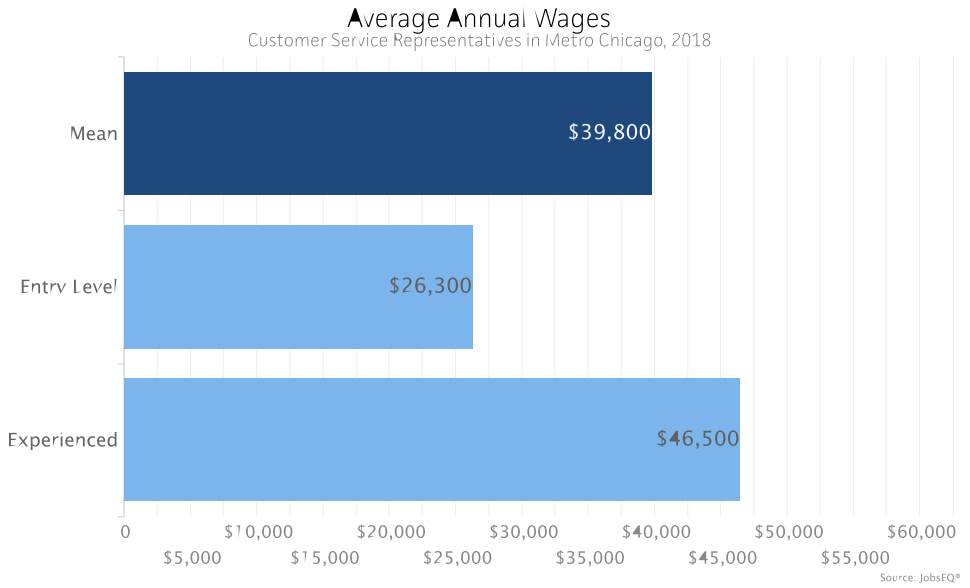
Wages

The average (mean) annual wage for Customer Service Representatives was $39,800 in the Metro Chicago as of 2018. For the same year, average entry level wages were approximately $26,300 compared to an average of $46,500 for experienced workers.



Occupation wages (mean, median, and percentiles) are as of 2018 provided by the BLS, modified and imputed by Chmura where necessary. Entry-level and experienced wages are derived from these source data, computed by Chmura.

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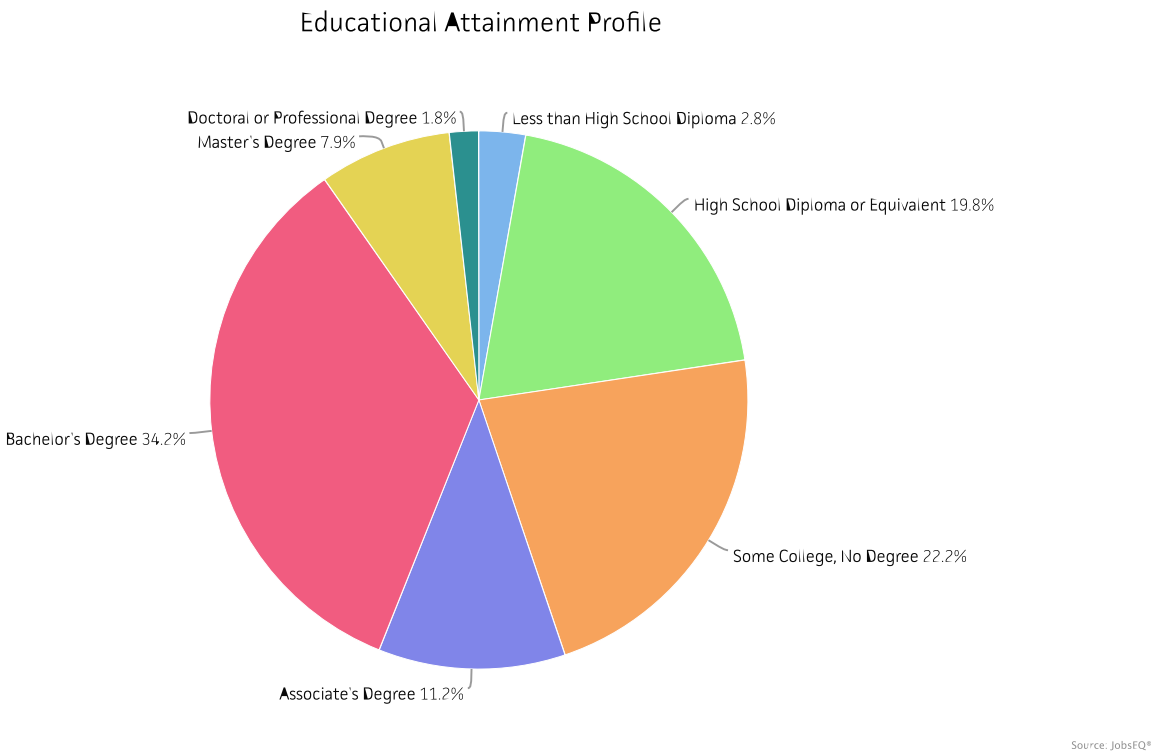
Education Profile

Typical education and training requirements for Customer Service Representatives are described below.

Education and Training Requirements	
Typical Entry-Level Education:	High school diploma or equivalent
Previous Work Experience:	None
Typical On-the-Job Training:	Short-term on-the-job training

Source: JobsEQ®



Education and training requirements are from the Bureau of Labor Statistics (BLS); educational attainment mix are regional data modeled by Chmura using Census educational attainment data projected to 2019Q1 along with source data from the BLS.

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Awards

No postsecondary program awards were granted by postsecondary institutions located in the Metro Chicago in the 2017 academic year in programs identified as providing training for Customer Service Representatives (for further details, see the source note).

Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2017 academic year. Any programs shown here have been identified as being linked with the occupation being analyzed. Other existing programs may also provide training in the region for this occupation but have not been so identified by the program-occupation crosswalk (see the FAQ section at the end of this report for more details). Furthermore, any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

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RTI (Job Postings)

Occupations

SOC	Title	Total Ads
43-4051.00	Customer Service Representatives	14,571
43-4051.03	Patient Representatives	617

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Employers

Employer Name	Total Ads
Speedway	348
Family Dollar	340
Ajilon	286
Planet Fitness	249
Advocate Health Care	223
Aerotek	205
OfficeTeam	172
UHaul	116
Best Buy	114
Advanced Resources	97

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Certifications

Certificate Name	Total Ads
Driver's License	242
Certification in Cardiopulmonary Resuscitation (CPR)	29
First Aid Certification	29
AED Essentials	17
Class B Commercial Driver's License (CDL-B)	13
Commercial Driver's License (CDL)	10
Secret Clearance	9
Fundamental Payroll Certification (FPC)	7
Health Care Collection Management (HCM)	7
Series 63	7

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Hard Skills

Skill Name	Total Ads
Microsoft Excel	2,921
Microsoft Office	2,547
Microsoft Outlook	1,370
Microsoft Word	1,310
Ability to Lift 41-50 lbs.	1,102
Spanish	1,010
Retail Sales	852
Customer Relationship Management (CRM)	712
Sales	711
Keyboarding/Typing	621

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Soft Skills

Skill Name	Total Ads
Customer Service	11,718
Communication (Verbal and written skills)	9,426
Cooperative/Team Player	3,534
Self-Motivated/Ability to Work Independently/Self Leadership	3,183
Organization	3,058
Problem Solving	3,024
Detail Oriented/Meticulous	2,985
Multi-Task	2,841
Ability to Work in a Fast Paced Environment	2,489
Adaptability/Flexibility/Tolerance of Change and Uncertainty	2,336

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Job Titles

Job Title	Total Ads
Customer Service Representative	1,648
Customer Service	235
Customer Service Specialist	225
Call Center Representative	216
Customer Service Rep	189
Customer Service Associate	163
IL Customer Service Representative	129
Customer Service Advisor	120
Customer Service Representative FT	120
Customer Service Representative PT	120

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
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Education Levels

Minimum Education Level	Total Ads
High school diploma or equivalent	5,759
Bachelor's degree	1,238
Associate's degree	561
Master's degree	14

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Programs

Program Name	Total Ads
Business	260
Business Administration	74
Marketing	68
Communications	62
Finance	39
Engineering	34
Technical	29
Business Management	26
Economics	23
Accounting	22

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Locations

Location	Total Ads
Chicago, Illinois	1,253
60629	520
Naperville, Illinois	211
Schaumburg, Illinois	162
Chicago, IL 60664	151
Aurora, Illinois	116
60601	112
60540	111
60193	103
Downers Grove, Illinois	99

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Region Definition

Metro Chicago is defined as the following counties:

Cook County, Illinois	Kankakee County, Illinois
DeKalb County, Illinois	Kendall County, Illinois
Du Page County, Illinois	Lake County, Illinois
Grundy County, Illinois	McHenry County, Illinois
Kane County, Illinois	Will County, Illinois

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FAQ

What is SOC?

The Standard Occupational Classification system (SOC) is used to classify workers into occupational categories. All workers are classified into one of over 840 occupations according to their occupational definition. To facilitate classification, occupations are combined to form 23 major groups, 97 minor groups, and 461 occupation groups. Each occupation group includes detailed occupations requiring similar job duties, skills, education, or experience.

What is a location quotient?

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an occupation (or industry) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is training concentration?

The training concentration analysis compares local postsecondary training output compared to the national norm. Let's consider registered nurses as an example. If in the nation, one RN award is granted for every ten RNs employed, that 1:10 ratio is the national norm. If in your region your schools also grant one RN award for every ten RNs employed, then your region will be right at the national norm, or we say at 100% of the national norm which is termed a 100% training concentration. If your region grants two RN awards for every ten employed, your region would be at twice the national norm or have a 200% training concentration. Similarly, if your region grants one RN award for every twenty employed, your region would be at half the national norm or have a 50% training concentration.

What is the program-to-occupation crosswalk?

Training programs are classified according to the Classification of Instructional Programs (CIP codes). For relating training programs, this report uses a modified version of the CIP to SOC crosswalk from the National Center for Education Statistics (NCES). While this is a very helpful crosswalk for estimating occupation production from training program awards data, the crosswalk is neither perfect nor comprehensive. Indeed, it is hard to imagine such a crosswalk being perfect since many training program graduates for one reason or another do not end up employed in occupations that are most related to the training program from which they graduated. Therefore, the education program analyses should be considered in this light.

As an example of the many scenarios that may unfold, consider a journalism degree that crosswalks into three occupations: editors, writers, and postsecondary communications teachers. Graduates with a journalism degree may get a job in one of these occupations—and that may be the most-likely scenario—but a good number of these graduates may get a job in a different occupation altogether (the job may be somewhat related, such as a reporter, or the job may be totally unrelated, such as a real estate agent). Furthermore, a graduate may stay in school or go back to school for a degree that will lead to other occupation possibilities. Still another possibility includes the graduate not entering the labor market (maybe being unemployed, being a non-participant, or moving to another region).

What is separation demand?

Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. The total projected demand for an occupation is the sum of the separation demand and the growth demand (which is the increase or decrease of jobs in an occupation expected due to expansion or contraction of the overall number of jobs in that occupation).

What is NAICS?

The North American Industry Classification System (NAICS) is used to classify business establishments according to the type of economic activity. The NAICS Code comprises six levels, from the "all industry" level to the 6-digit level. The first two digits define the top level category, known as the "sector," which is the level examined in this report.

About This Report

This report and all data herein were produced by JobsEQ®, a product of Chmura Economics & Analytics. The information contained herein was obtained from sources we believe to be reliable. However, we cannot guarantee its accuracy and completeness.

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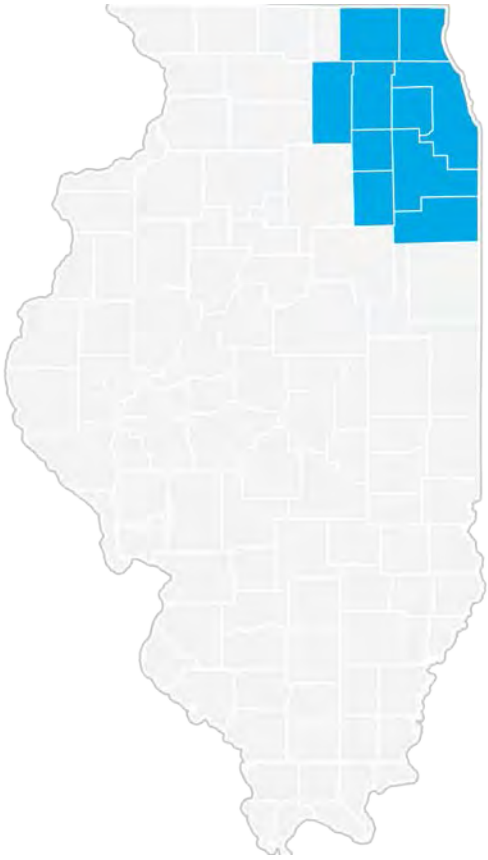
Occupation Report for
Dispatchers, Except Police, Fire, and Ambulance

Metro Chicago



JOBSEQ

August 2, 2019

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Definition of Dispatchers, Except Police, Fire, and Ambulance, SOC 43-5032

Schedule and dispatch workers, work crews, equipment, or service vehicles for conveyance of materials, freight, or passengers, or for normal installation, service, or emergency repairs rendered outside the place of business. Duties may include using radio, telephone, or computer to transmit assignments and compiling statistics and reports on work progress.

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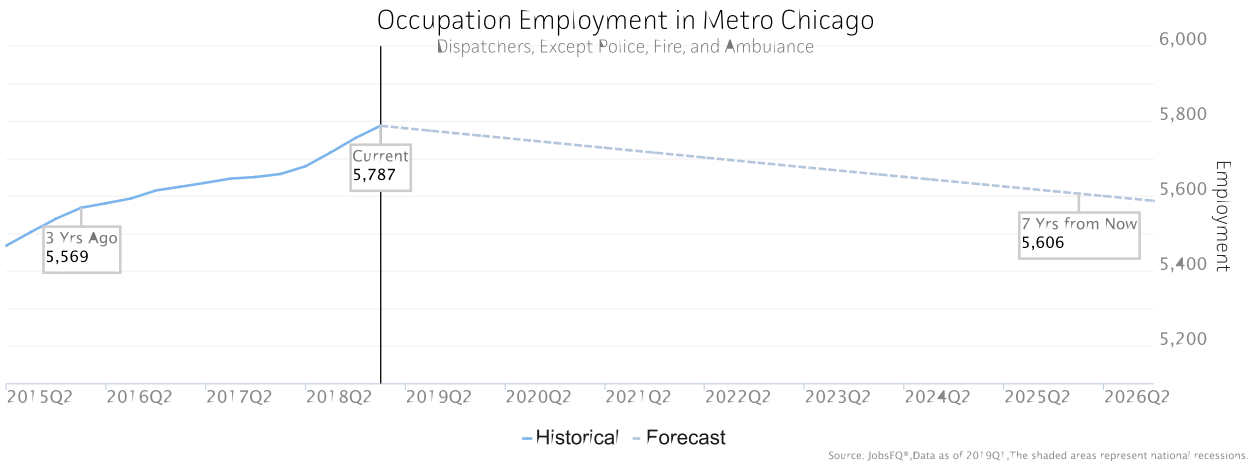
Occupation Snapshot

As of 2019Q1, total employment for Dispatchers, Except Police, Fire, and Ambulance in the Metro Chicago was 5,787. Over the past three years, this occupation added 219 jobs in the region and is expected to decrease by 181 jobs over the next seven years, or at an annual average rate of -0.5%.

Occupation Snapshot of Dispatchers, Except Police, Fire, and Ambulance in Metro Chicago, 2019q1

Current						3-Year History		7-Year Forecast				
Four Quarters Ending with 2019q1						Total Change	Avg Ann % Chg in Empl	--Separations--			---Growth---	
Empl	Avg Ann Wages[1]	LQ	Unempl	Unempl Rate	Online Job Ads[2]	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
5,787	$48,000	0.96	164	2.9%	253	219	1.3%	3,347	1,387	2,140	-181	-0.5%

Source: JobsEQ®
Data as of 2019Q1 unless noted otherwise
Note: Figures may not sum due to rounding.
1. Occupation wages are as of 2018 and should be taken as the average for all Covered Employment
2. Data represent found online ads active within the last thirty days in the selected region; data represents a sampling rather than the complete universe of postings. Ads lacking zip code information but designating a place (city, town, etc.) may be assigned to the zip code with greatest employment in that place for queries in this analytic. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list).



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Wages by occupation are as of 2018 provided by the BLS and imputed where necessary. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns. Occupation unemployment figures are imputed by Chmura.

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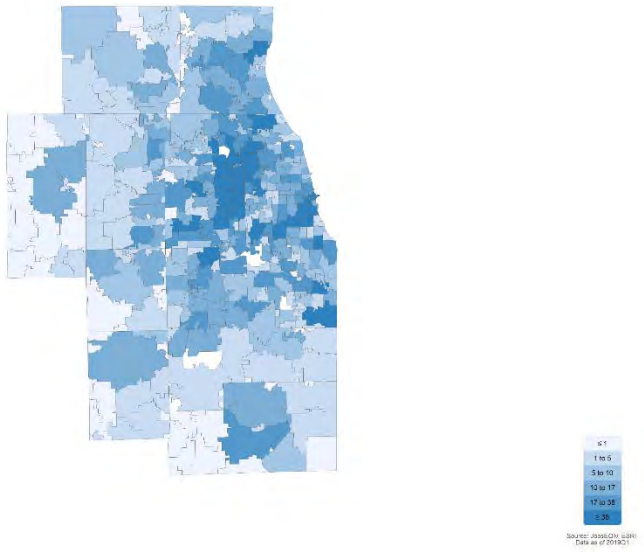
Geographic Distribution

The below maps illustrate the ZCTA-level distribution of employed Dispatchers, Except Police, Fire, and Ambulance in the Metro Chicago. Employment is shown by place of work and by residence.

Occupation Concentration by Place of Work for Dispatchers, Except Police, Fire, and Ambulance



Top ZCTAs by Place of Work for Dispatchers, Except Police, Fire, and Ambulance, 2019Q1

Region	Employment
ZCTA 60654	447
ZCTA 60018	202
ZCTA 60007 (Cook County, IL portion)	143
ZCTA 60638	104
ZCTA 60411	98
ZCTA 60606	89
ZCTA 60602	84
ZCTA 60632	84
ZCTA 60619	83
ZCTA 60607	82

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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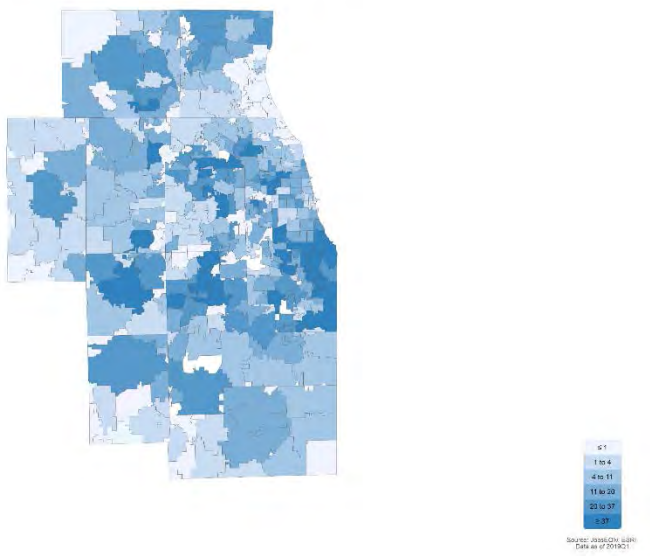
Occupation Concentration by Place of Residence for Dispatchers, Except Police, Fire, and Ambulance



Top ZCTAs by Place of Residence for Dispatchers, Except Police, Fire, and Ambulance, 2019Q1

Region	Employment
ZCTA 60620	119
ZCTA 60628	107
ZCTA 60619	99
ZCTA 60617	97
ZCTA 60634	96
ZCTA 60411	93
ZCTA 60649	79
ZCTA 60409	79
ZCTA 60638	73
ZCTA 60643	65

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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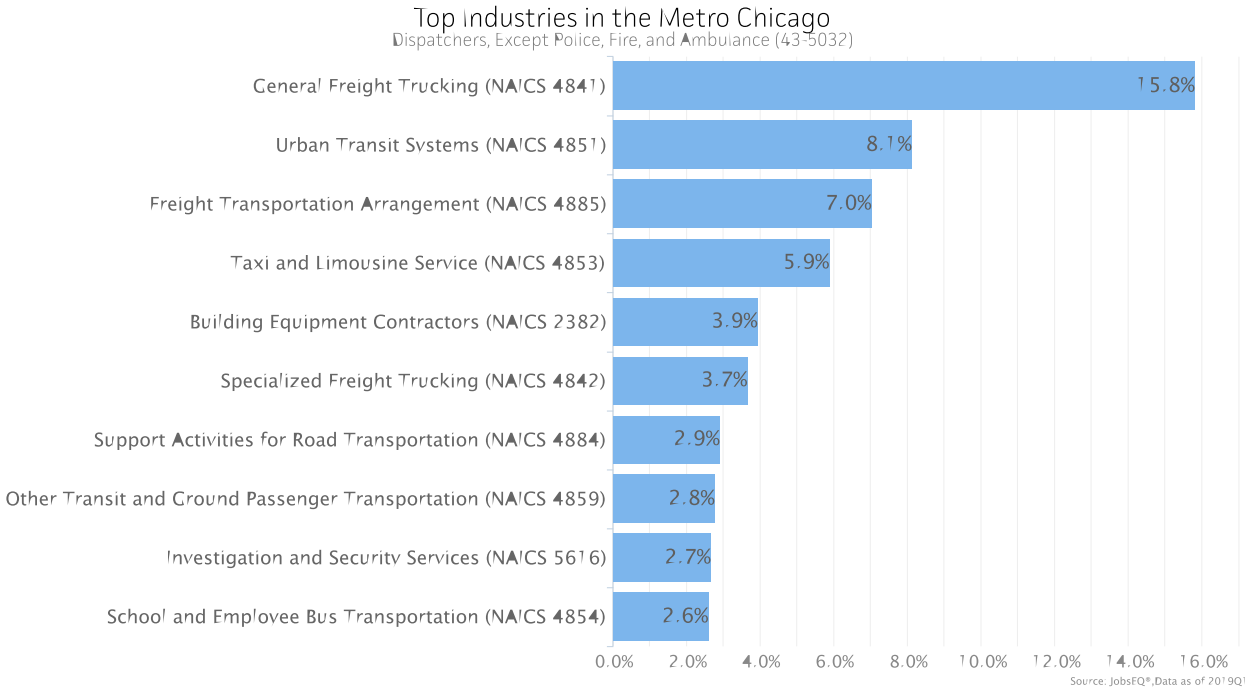
Employment by Industry

The following chart and table illustrate the industries in the Metro Chicago which most employ Dispatchers, Except Police, Fire, and Ambulance. The single industry most employing this occupation in the region is General Freight Trucking, NAICS 4841. This industry employs 916 Dispatchers, Except Police, Fire, and Ambulance—employment which is expected to decrease by 103 jobs over the next ten years; furthermore, 769 additional new workers in this occupation will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.



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Top Industry Distribution for Dispatchers, Except Police, Fire, and Ambulance (43-5032) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4841	General Freight Trucking	916	769	-103	666
4851	Urban Transit Systems	470	414	-11	403
4885	Freight Transportation Arrangement	407	363	2	366
4853	Taxi and Limousine Service	340	256	-103	153
2382	Building Equipment Contractors	228	209	15	224
4842	Specialized Freight Trucking	211	182	-14	168
4884	Support Activities for Road Transportation	169	156	14	170
4859	Other Transit and Ground Passenger Transportation	160	160	41	201
5616	Investigation and Security Services	155	139	3	142
4854	School and Employee Bus Transportation	150	129	-11	118
4821	Rail Transportation	135	112	-17	95
5613	Employment Services	129	112	-6	106
9211	Executive, Legislative, and Other General Government Support	125	109	-5	104

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Top Industry Distribution for Dispatchers, Except Police, Fire, and Ambulance (43-5032) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
5511	Management of Companies and Enterprises	113	99	-4	95
5241	Insurance Carriers	95	79	-11	68
5416	Management, Scientific, and Technical Consulting Services	93	88	12	100
4921	Couriers and Express Delivery Services	70	59	-7	52
5611	Office Administrative Services	69	65	10	76
5173	Wired and Wireless Telecommunications Carriers	68	54	-16	38
4931	Warehousing and Storage	65	63	11	73
	-All Others-	1,619	1,414	-57	1,357

Source: JobsEQ®
Data as of 2019Q1 except wages which are as of 2018. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.
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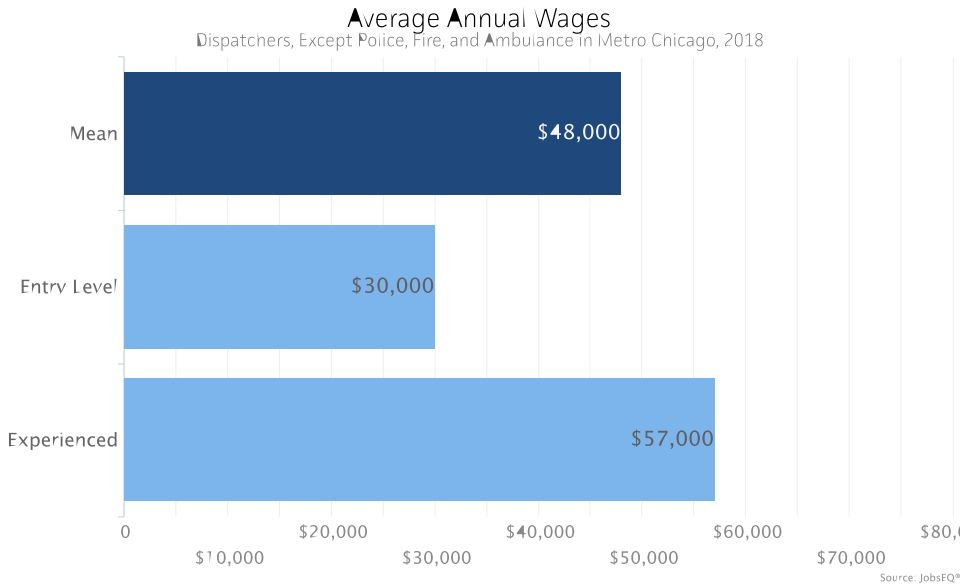
Wages

The average (mean) annual wage for Dispatchers, Except Police, Fire, and Ambulance was $48,000 in the Metro Chicago as of 2018. For the same year, average entry level wages were approximately $30,000 compared to an average of $57,000 for experienced workers.



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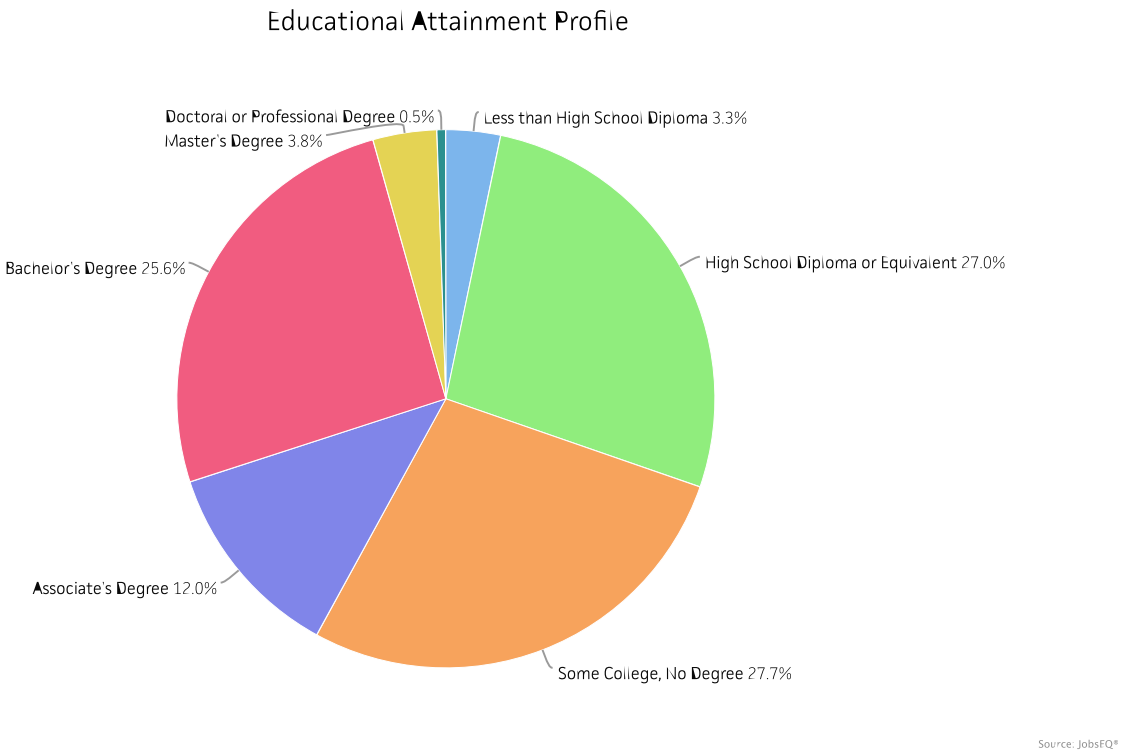
Education Profile

Typical education and training requirements for Dispatchers, Except Police, Fire, and Ambulance are described below.

Education and Training Requirements

Typical Entry-Level Education:	High school diploma or equivalent
Previous Work Experience:	None
Typical On-the-Job Training:	Moderate-term on-the-job training

Source: JobsEQ®



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Awards

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Apprenticeships

The apprenticeable specialties associated with this occupation are:

Rapids Code	Rapids Title
0681	Dispatcher, Service

Source: JobsEQ®
Apprenticeable occupations are identified through the Department of Labor's Registered Apprenticeship program.

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RTI (Job Postings)

Occupations

SOC	Title	Total Ads
43-5032.00	Dispatchers, Except Police, Fire, and Ambulance	749

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Employers

Employer Name	Total Ads
Ajilon	20
MV Transportation	20
Staffmark	15
First Transit	9
Sears Holdings	9
XPO Logistics	8
Advanced Disposal	7
Home Instead Senior Care	7
OfficeTeam	7
Waste Management	7

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Certifications

Certificate Name	Total Ads
Driver's License	16
Class A Commercial Driver's License (CDL-A)	5
Commercial Driver's License (CDL)	5
HAZMAT	3
Class B Commercial Driver's License (CDL-B)	1
Emergency Medical Dispatcher Certification (EMD)	1
Emergency Medical Technician (EMT)	1
Forklift Certified	1
OSHA 10	1

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Hard Skills

Skill Name	Total Ads
Microsoft Excel	201
Dispatching	198
Microsoft Office	162
Microsoft Outlook	95
Microsoft Word	65
Personal Computers (PC)	33
Spanish	33
Keyboarding/Typing	28
Bilingual	20
SAP	20

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Soft Skills

Skill Name	Total Ads
Communication (Verbal and written skills)	495
Customer Service	356
Multi-Task	229
Organization	205
Ability to Work in a Fast Paced Environment	202
Self-Motivated/Ability to Work Independently/Self Leadership	170
Detail Oriented/Meticulous	155
Problem Solving	142
Cooperative/Team Player	119
Prioritize	94

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
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Job Titles

Job Title	Total Ads
Dispatcher	208
Intermodal Dispatcher	19
Service Dispatcher	14
Dispatch Manager	13
Dispatch Coordinator	10
Dispatcher/Customer Service	9
Truck Dispatcher	9
24/7 Dispatcher	7
Dispatch Specialist	7
Dispatch Supervisor	7

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Education Levels

Minimum Education Level	Total Ads
High school diploma or equivalent	276
Bachelor's degree	28
Associate's degree	12

Source: JobsEQ®
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Programs

Program Name	Total Ads
Administrative	5
Business Management	5
Logistics	4
Business	3
Supply Chain	2
International Business	1
Safety	1
Technical	1
Transportation	1

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Locations

Location	Total Ads
Chicago, Illinois	53
Elk Grove Village, Illinois	20
60629	18
Naperville, Illinois	18
Joliet, Illinois	12
60601	11
Elgin, Illinois	11
60517	10
Lombard, IL 60148	10
Elk Grove Village, IL 60007	9

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What is a location quotient?

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an occupation (or industry) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is training concentration?

The training concentration analysis compares local postsecondary training output compared to the national norm. Let's consider registered nurses as an example. If in the nation, one RN award is granted for every ten RNs employed, that 1:10 ratio is the national norm. If in your region your schools also grant one RN award for every ten RNs employed, then your region will be right at the national norm, or we say at 100% of the national norm which is termed a 100% training concentration. If your region grants two RN awards for every ten employed, your region would be at twice the national norm or have a 200% training concentration. Similarly, if your region grants one RN award for every twenty employed, your region would be at half the national norm or have a 50% training concentration.

What is the program-to-occupation crosswalk?

Training programs are classified according to the Classification of Instructional Programs (CIP codes). For relating training programs, this report uses a modified version of the CIP to SOC crosswalk from the National Center for Education Statistics (NCES). While this is a very helpful crosswalk for estimating occupation production from training program awards data, the crosswalk is neither perfect nor comprehensive. Indeed, it is hard to imagine such a crosswalk being perfect since many training program graduates for one reason or another do not end up employed in occupations that are most related to the training program from which they graduated. Therefore, the education program analyses should be considered in this light.

As an example of the many scenarios that may unfold, consider a journalism degree that crosswalks into three occupations: editors, writers, and postsecondary communications teachers. Graduates with a journalism degree may get a job in one of these occupations—and that may be the most-likely scenario—but a good number of these graduates may get a job in a different occupation altogether (the job may be somewhat related, such as a reporter, or the job may be totally unrelated, such as a real estate agent). Furthermore, a graduate may stay in school or go back to school for a degree that will lead to other occupation possibilities. Still another possibility includes the graduate not entering the labor market (maybe being unemployed, being a non-participant, or moving to another region).

What is separation demand?

Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. The total projected demand for an occupation is the sum of the separation demand and the growth demand (which is the increase or decrease of jobs in an occupation expected due to expansion or contraction of the overall number of jobs in that occupation).

What is NAICS?

The North American Industry Classification System (NAICS) is used to classify business establishments according to the type of economic activity. The NAICS Code comprises six levels, from the "all industry" level to the 6-digit level. The first two digits define the top level category, known as the "sector," which is the level examined in this report.

About This Report

This report and all data herein were produced by JobsEQ®, a product of Chmura Economics & Analytics. The information contained herein was obtained from sources we believe to be reliable. However, we cannot guarantee its accuracy and completeness.

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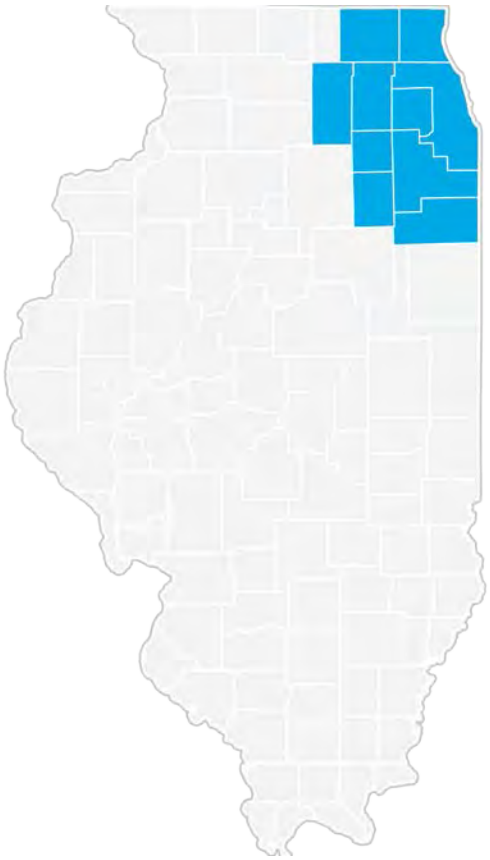
Occupation Report for First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators

Metro Chicago



JOBSEQ

August 2, 2019

DEFINITION OF FIRST-LINE SUPERVISORS OF TRANSPORTATION AND MATERIAL-MOVING MACHINE AND VEHICLE OPERATORS, SOC 53-1031 3

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Definition of First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators, SOC 53-1031

Directly supervise and coordinate activities of transportation and material-moving machine and vehicle operators and helpers.

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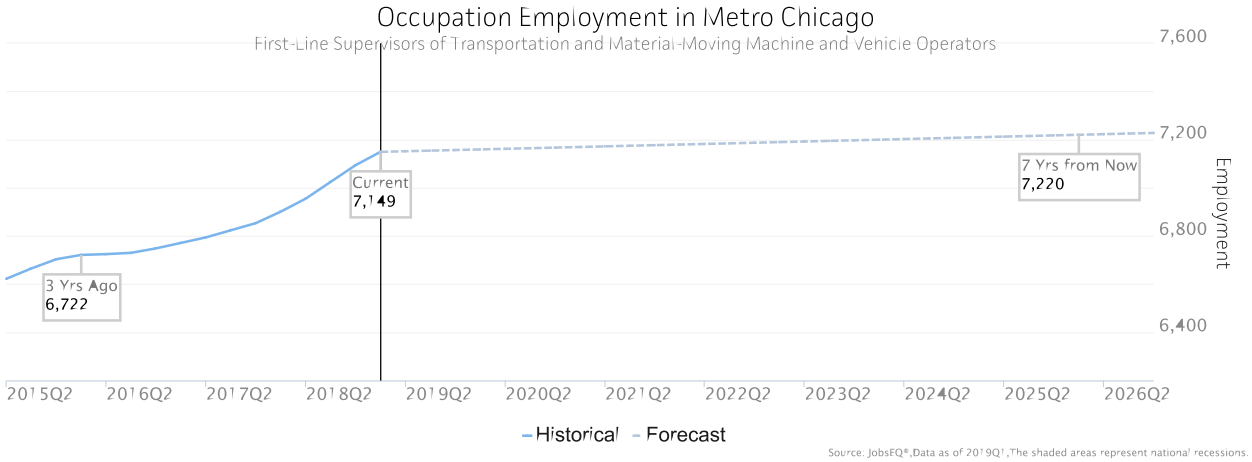
Occupation Snapshot

As of 2019Q1, total employment for First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators in the Metro Chicago was 7,149. Over the past three years, this occupation added 428 jobs in the region and is expected to increase by 71 jobs over the next seven years, or at an annual average rate of 0.1%.

Occupation Snapshot of First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators in Metro Chicago, 2019q1

Current						3-Year History		7-Year Forecast				
Four Quarters Ending with 2019q1						Total Change	Avg Ann % Chg in Empl	--Separations--			---Growth---	
Empl	Avg Ann Wages[1]	LQ	Unempl	Unempl Rate	Online Job Ads[2]	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
7,149	$60,400	1.11	101	1.5%	268	428	2.1%	5,147	1,608	3,468	71	0.1%

Source: JobsEQ®
Data as of 2019Q1 unless noted otherwise
Note: Figures may not sum due to rounding.
1. Occupation wages are as of 2018 and should be taken as the average for all Covered Employment
2. Data represent found online ads active within the last thirty days in the selected region; data represents a sampling rather than the complete universe of postings. Ads lacking zip code information but designating a place (city, town, etc.) may be assigned to the zip code with greatest employment in that place for queries in this analytic. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list).



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Wages by occupation are as of 2018 provided by the BLS and imputed where necessary. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns. Occupation unemployment figures are imputed by Chmura.

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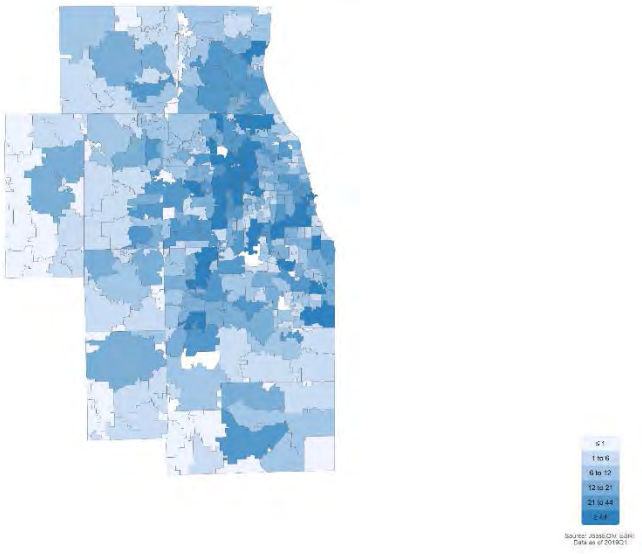
Geographic Distribution

The below maps illustrate the ZCTA-level distribution of employed First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators in the Metro Chicago. Employment is shown by place of work and by residence.

Occupation Concentration by Place of Work for First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators



Top ZCTAs by Place of Work for First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators, 2019Q1

Region	Employment
ZCTA 60654	520
ZCTA 60018	227
ZCTA 60638	172
ZCTA 60007 (Cook County, IL portion)	143
ZCTA 60607	116
ZCTA 60602	116
ZCTA 60411	113
ZCTA 60632	107
ZCTA 60525	104
ZCTA 60101	94

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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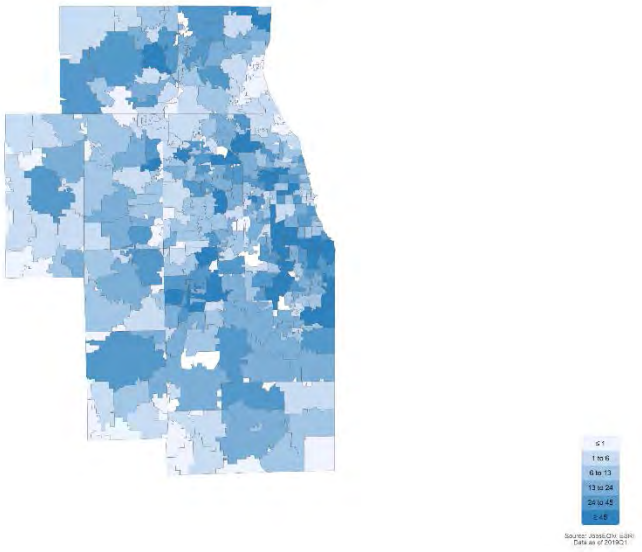
Occupation Concentration by Place of Residence for First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators



Top ZCTAs by Place of Residence for First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators, 2019Q1

Region	Employment
ZCTA 60634	147
ZCTA 60638	117
ZCTA 60620	95
ZCTA 60435	93
ZCTA 60630	87
ZCTA 60453	79
ZCTA 60619	79
ZCTA 60440 (Will County, IL portion)	73
ZCTA 60617	71
ZCTA 60441	68

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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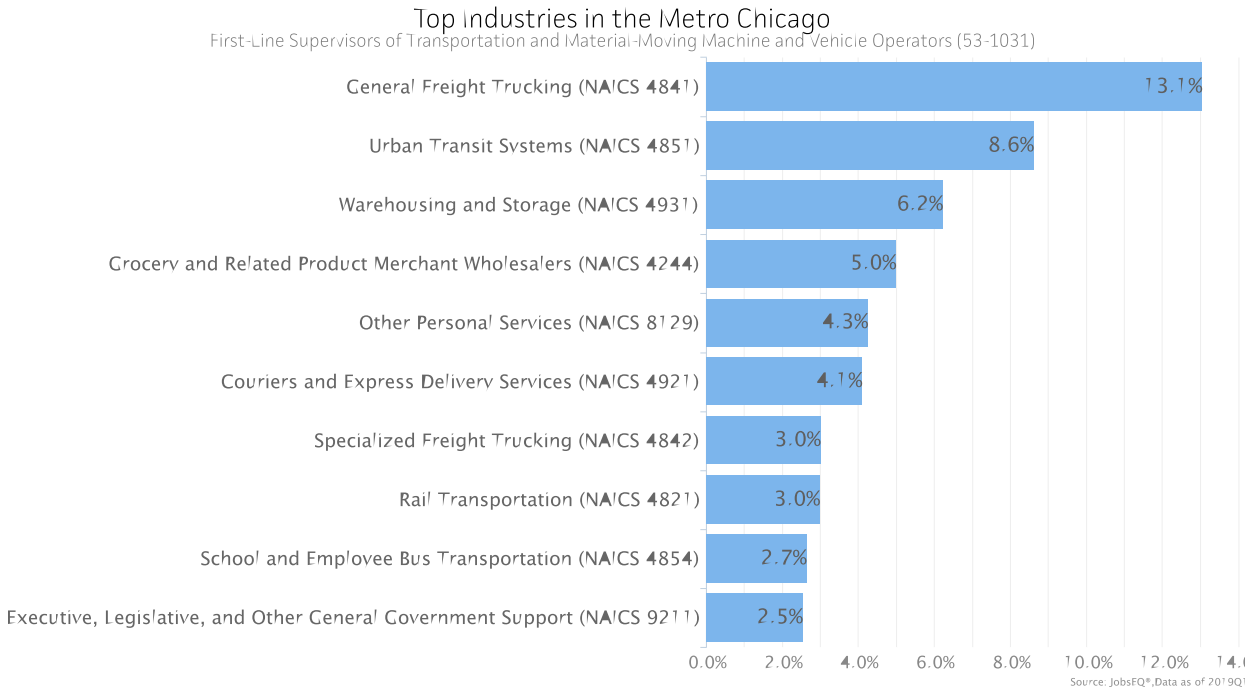
Employment by Industry

The following chart and table illustrate the industries in the Metro Chicago which most employ First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators. The single industry most employing this occupation in the region is General Freight Trucking, NAICS 4841. This industry employs 934 First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators—employment which is expected to decrease by 13 jobs over the next ten years; furthermore, 934 additional new workers in this occupation will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1.

Top Industry Distribution for First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators (53-1031) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4841	General Freight Trucking	934	934	-13	921
4851	Urban Transit Systems	617	630	17	647
4931	Warehousing and Storage	446	464	30	494
4244	Grocery and Related Product Merchant Wholesalers	357	368	17	385
8129	Other Personal Services	305	350	91	441
4921	Couriers and Express Delivery Services	294	288	-17	271
4842	Specialized Freight Trucking	216	215	-3	212
4821	Rail Transportation	214	207	-18	189
4854	School and Employee Bus Transportation	189	188	-5	184
9211	Executive, Legislative, and Other General Government Support	181	184	2	186
4885	Freight Transportation Arrangement	140	145	8	153

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Top Industry Distribution for First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators (53-1031) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
6111	Elementary and Secondary Schools	128	128	-1	126
4859	Other Transit and Ground Passenger Transportation	117	135	36	170
4911	Postal Service	113	104	-21	83
4811	Scheduled Air Transportation	91	90	-3	87
5622	Waste Treatment and Disposal	86	78	-17	61
5621	Waste Collection	83	91	17	109
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	79	74	-11	63
5511	Management of Companies and Enterprises	78	79	1	81
8111	Automotive Repair and Maintenance	74	77	5	82
	-All Others-	2,407	2,414	-14	2,400

Source: JobsEQ®
Data as of 2019Q1 except wages which are as of 2018. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.
Note: Figures may not sum due to rounding.
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

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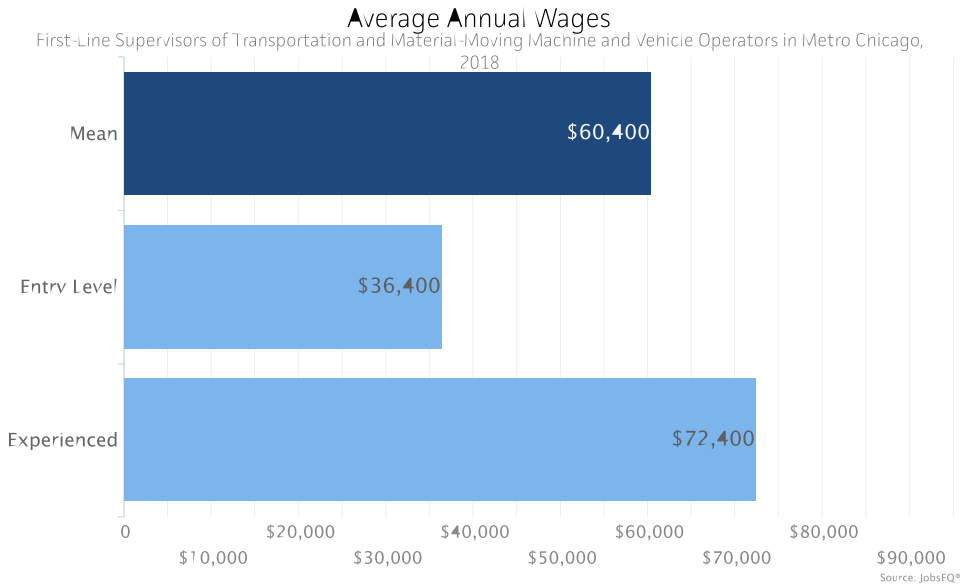
Wages

The average (mean) annual wage for First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators was $60,400 in the Metro Chicago as of 2018. For the same year, average entry level wages were approximately $36,400 compared to an average of $72,400 for experienced workers.



Occupation wages (mean, median, and percentiles) are as of 2018 provided by the BLS, modified and imputed by Chmura where necessary. Entry-level and experienced wages are derived from these source data, computed by Chmura.

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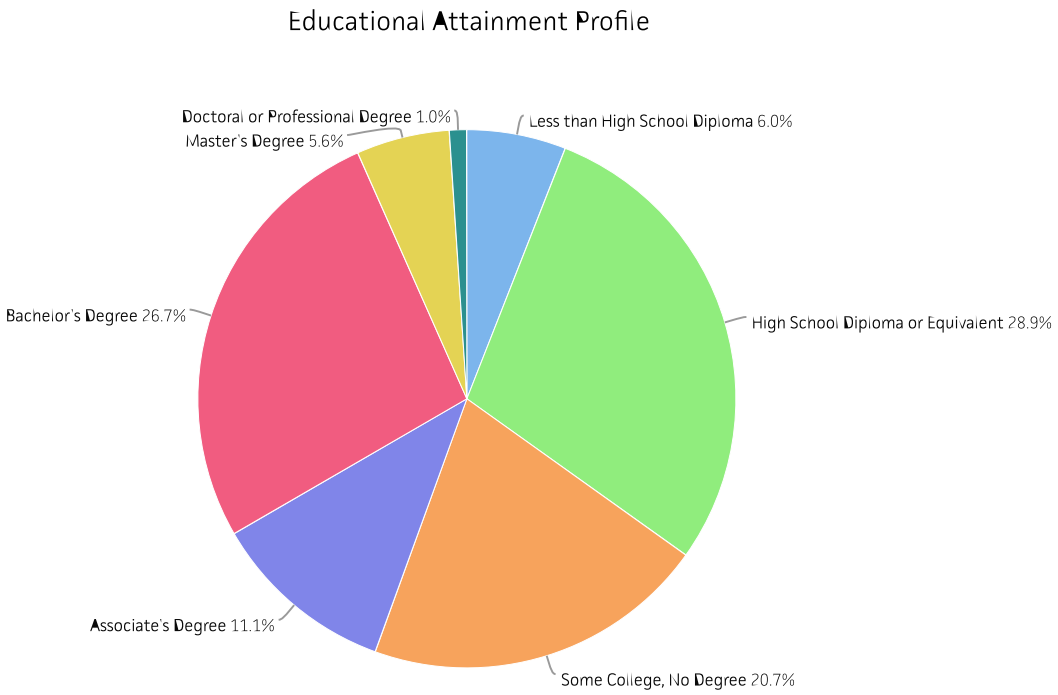
Education Profile

Typical education and training requirements for First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators are described below.

Education and Training Requirements	
Typical Entry-Level Education:	High school diploma or equivalent
Previous Work Experience:	Less than 5 years
Typical On-the-Job Training:	None

Source: JobsEQ®



Education and training requirements are from the Bureau of Labor Statistics (BLS); educational attainment mix are regional data modeled by Chmura using Census educational attainment data projected to 2019Q1 along with source data from the BLS.

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Awards

The table below is a list of postsecondary program awards that were granted by postsecondary institutions located in the Metro Chicago in the 2017 academic year. These programs have been identified as providing training for First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators (for further details, see the source note).

	Annual Awards - Metro Chicago		
Title/School	Certificates and 2yr Degrees	4yr Degrees	Postgraduate Degrees
52.0203 Logistics, Materials, and Supply Chain Management			
DePaul University	0	0	0
Elmhurst College	0	16	15
Joliet Junior College	4	0	0
Kankakee Community College	6	0	0
Loyola University Chicago	0	14	14
Moraine Valley Community College	6	0	0
Morton College	1	0	0
Oakton Community College	0	0	0
University of St Francis	0	8	0
Waubonsee Community College	0	0	0
52.0209 Transportation/Mobility Management			
City Colleges of Chicago-Olive-Harvey College	18	0	0
Northwestern University	0	0	0
Total			
Total	35	38	29

Source: JobsEQ®
Data as of the 2017 academic year
Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2017 academic year. Any programs shown here have been identified as being linked with the occupation being analyzed. Other existing programs may also provide training in the region for this occupation but have not been so identified by the program-occupation crosswalk (see the FAQ section at the end of this report for more details). Furthermore, any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

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RTI (Job Postings)

Occupations

SOC	Title	Total Ads
53-1031.00	First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators	749

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Data reflect online job postings for the 180 day period ending 8/1/2019
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Employers

Employer Name	Total Ads
Roehl Transport	41
Estes Express Lines	39
XPO Logistics	26
Reyes Holdings	16
USF Holland	14
FedEx	12
Waste Management	12
Ryder	10
UPS	10
PepsiCo	8

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Certifications

Certificate Name	Total Ads
Driver's License	22
Class A Commercial Driver's License (CDL-A)	13
Commercial Driver's License (CDL)	12
Forklift Certified	7
Certified Transportation Professional (CTP)	1
HAZMAT	1
Six Sigma Green Belt Certification (SSGB)	1

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Hard Skills

Skill Name	Total Ads
Microsoft Office	242
Microsoft Excel	193
Microsoft Outlook	79
Tractor-Trailer Trucks	56
Microsoft PowerPoint	53
Forklifts	52
Warehouse Management Systems (WMS)	50
SAP	46
Ability to Lift 51-100 lbs.	42
AS/400 Database	41

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Cooperative/Team Player	179
Organization	175
Problem Solving	141
Self-Motivated/Ability to Work Independently/Self Leadership	134
Multi-Task	107
Punctual	105
Adaptability/Flexibility/Tolerance of Change and Uncertainty	99

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Job Titles

Job Title	Total Ads
Warehouse Supervisor	86
Dedicated CTP Fleet	30
Transportation Supervisor	30
Dedicated CTP Fleet - Home Weekly	11
Dock Supervisor	11
Driver Trainee (Dock)	11
Terminal Manager	11
Dock to Driver Training Program: IL	10
Terminal Clerk I	9
Assistant Terminal Manager	8

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Education Levels

Minimum Education Level	Total Ads
High school diploma or equivalent	290
Bachelor's degree	166
Associate's degree	46
Master's degree	1

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Programs

Program Name	Total Ads
Business	50
Logistics	48
Supply Chain Management	20
Business Administration	16
Supply Chain	16
Management	9
Operations Management	9
Engineering	7
Logistics Management	6
Business Management	5

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Locations

Location	Total Ads
Chicago, Illinois	60
Joliet, Illinois	32
Bolingbrook, Illinois	14
Romeoville, Illinois	13
Aurora, Illinois	12
Aurora, IL 60505	11
Carol Stream, Illinois	8
Elk Grove Village, IL 60007	8
Elk Grove Village, Illinois	8
Rochelle, Illinois	8

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As an example of the many scenarios that may unfold, consider a journalism degree that crosswalks into three occupations: editors, writers, and postsecondary communications teachers. Graduates with a journalism degree may get a job in one of these occupations—and that may be the most-likely scenario—but a good number of these graduates may get a job in a different occupation altogether (the job may be somewhat related, such as a reporter, or the job may be totally unrelated, such as a real estate agent). Furthermore, a graduate may stay in school or go back to school for a degree that will lead to other occupation possibilities. Still another possibility includes the graduate not entering the labor market (maybe being unemployed, being a non-participant, or moving to another region).

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What is NAICS?

The North American Industry Classification System (NAICS) is used to classify business establishments according to the type of economic activity. The NAICS Code comprises six levels, from the "all industry" level to the 6-digit level. The first two digits define the top level category, known as the "sector," which is the level examined in this report.

About This Report

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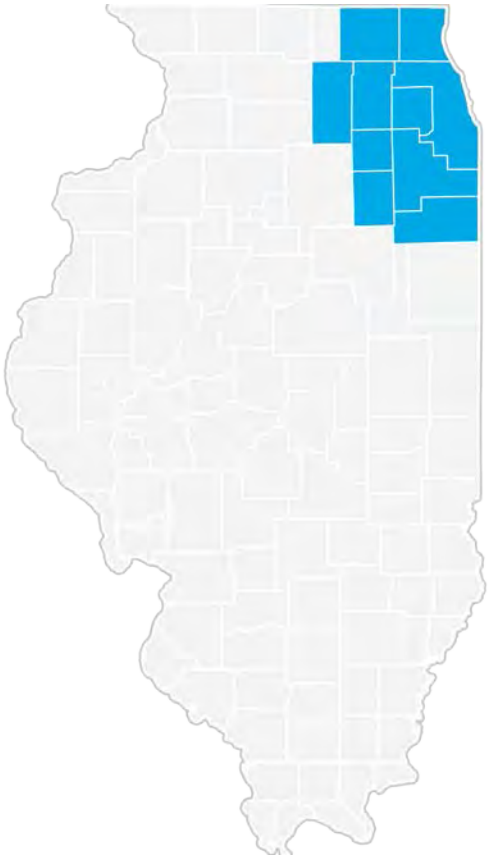
Occupation Report for
Heavy and Tractor-Trailer Truck Drivers

Metro Chicago



JOBSEQ

July 7, 2019

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Definition of Heavy and Tractor-Trailer Truck Drivers, SOC 53-3032

Drive a tractor-trailer combination or a truck with a capacity of at least 26,000 pounds Gross Vehicle Weight (GVW). May be required to unload truck. Requires commercial drivers' license.

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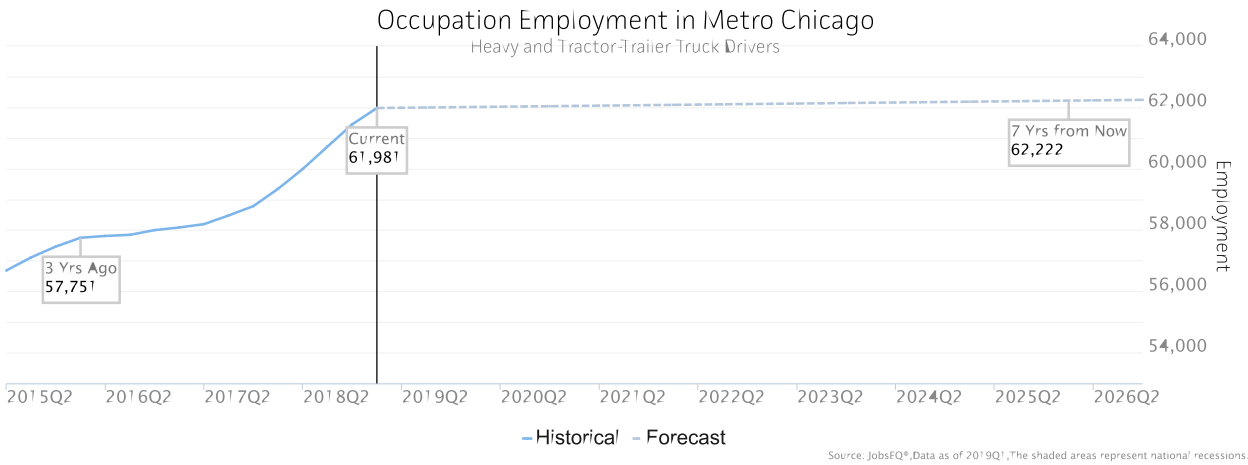
Occupation Snapshot

As of 2019Q1, total employment for Heavy and Tractor-Trailer Truck Drivers in the Metro Chicago was 61,981. Over the past three years, this occupation added 4,230 jobs in the region and is expected to increase by 241 jobs over the next seven years, or at an annual average rate of 0.1%.

Occupation Snapshot of Heavy and Tractor-Trailer Truck Drivers in Metro Chicago, 2019q1

Current						3-Year History		7-Year Forecast				
Four Quarters Ending with 2019q1			-----2019q1-----			Total Change	Avg Ann % Chg in Empl	--Separations--			---Growth---	
Empl	Avg Ann Wages[1]	LQ	Unempl	Unempl Rate	Online Job Ads[2]	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
61,981	$50,300	1.08	2,014	3.3%	2,396	4,230	2.4%	45,813	18,229	27,343	241	0.1%

Source: JobsEQ®
Data as of 2019Q1 unless noted otherwise
Note: Figures may not sum due to rounding.
1. Occupation wages are as of 2017 and should be taken as the average for all Covered Employment
2. Data represent found online ads active within the last thirty days in the selected region; data represents a sampling rather than the complete universe of postings. Ads lacking zip code information but designating a place (city, town, etc.) may be assigned to the zip code with greatest employment in that place for queries in this analytic. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list).



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Wages by occupation are as of 2017 provided by the BLS and imputed where necessary. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns. Occupation unemployment figures are imputed by Chmura.

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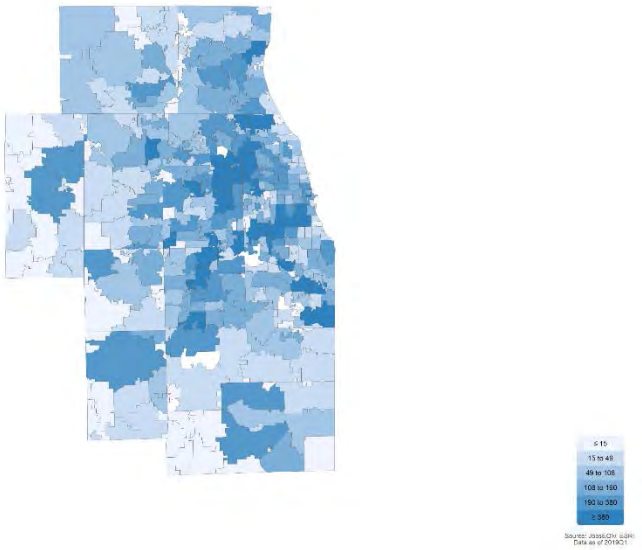
Geographic Distribution

The below maps illustrate the ZCTA-level distribution of employed Heavy and Tractor-Trailer Truck Drivers in the Metro Chicago. Employment is shown by place of work and by residence.

Occupation Concentration by Place of Work for Heavy and Tractor-Trailer Truck Drivers



Top ZCTAs by Place of Work for Heavy and Tractor-Trailer Truck Drivers, 2019Q1

Region	Employment
ZCTA 60411	2,806
ZCTA 60632	2,310
ZCTA 60007 (Cook County, IL portion)	1,891
ZCTA 60638	1,858
ZCTA 60018	1,376
ZCTA 60106	1,102
ZCTA 60440 (Will County, IL portion)	1,052
ZCTA 60525	1,017
ZCTA 60131	944
ZCTA 60473	897

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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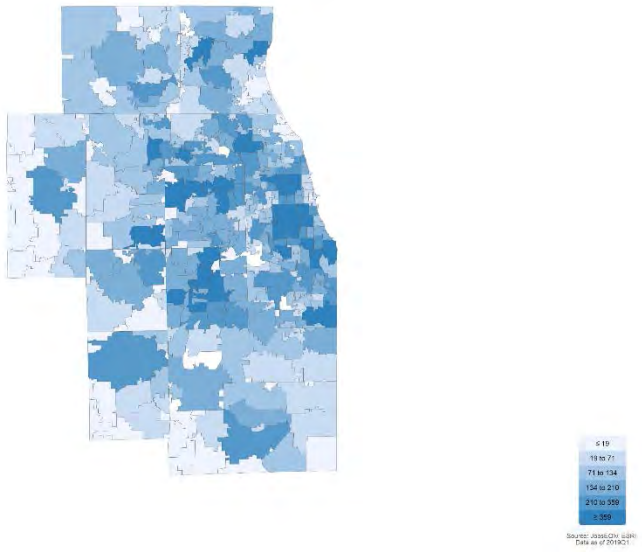
Occupation Concentration by Place of Residence for Heavy and Tractor-Trailer Truck Drivers



Top ZCTAs by Place of Residence for Heavy and Tractor-Trailer Truck Drivers, 2019Q1

Region	Employment
ZCTA 60629	1,504
ZCTA 60632	1,448
ZCTA 60804	1,119
ZCTA 60411	954
ZCTA 60639	869
ZCTA 60623	859
ZCTA 60505	773
ZCTA 60085	607
ZCTA 60617	607
ZCTA 60609	598

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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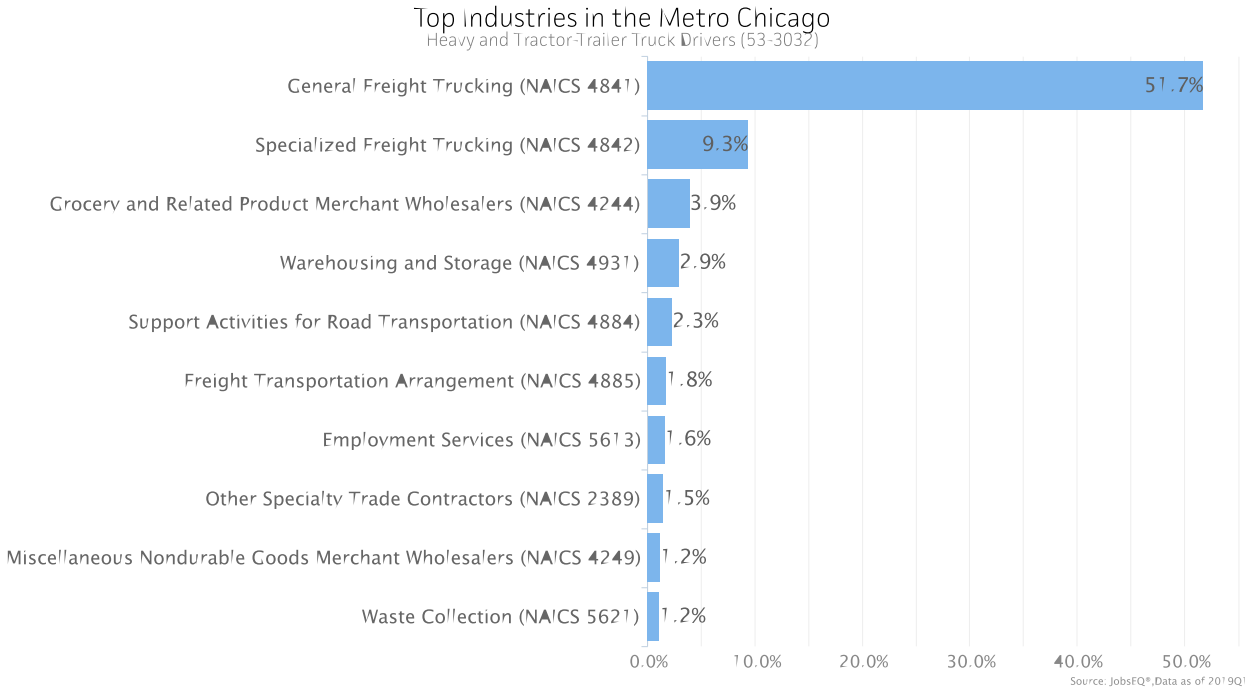
Employment by Industry

The following chart and table illustrate the industries in the Metro Chicago which most employ Heavy and Tractor-Trailer Truck Drivers. The single industry most employing this occupation in the region is General Freight Trucking, NAICS 4841. This industry employs 32,057 Heavy and Tractor-Trailer Truck Drivers—employment which is expected to decrease by 195 jobs over the next ten years; furthermore, 33,486 additional new workers in this occupation will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1.

Top Industry Distribution for Heavy and Tractor-Trailer Truck Drivers (53-3032) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4841	General Freight Trucking	32,057	33,486	-195	33,290
4842	Specialized Freight Trucking	5,789	6,021	-86	5,935
4244	Grocery and Related Product Merchant Wholesalers	2,436	2,613	120	2,734
4931	Warehousing and Storage	1,830	2,121	413	2,534
4884	Support Activities for Road Transportation	1,428	1,577	162	1,739
4885	Freight Transportation Arrangement	1,086	1,171	66	1,237
5613	Employment Services	1,005	1,062	18	1,080
2389	Other Specialty Trade Contractors	934	1,014	71	1,086
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	756	737	-104	633
5621	Waste Collection	718	826	150	977
3273	Cement and Concrete Product Manufacturing	625	638	-32	607
4241	Paper and Paper Product Merchant Wholesalers	605	565	-129	435
4921	Couriers and Express Delivery Services	597	608	-33	575

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Top Industry Distribution for Heavy and Tractor-Trailer Truck Drivers (53-3032) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
5622	Waste Treatment and Disposal	566	533	-113	420
2373	Highway, Street, and Bridge Construction	497	546	51	598
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	488	564	105	669
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	390	396	-25	370
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	355	369	-4	365
3279	Other Nonmetallic Mineral Product Manufacturing	330	330	-30	300
4239	Miscellaneous Durable Goods Merchant Wholesalers	328	365	43	408
	-All Others-	9,162	9,534	-103	9,430

Source: JobsEQ®
Data as of 2019Q1 except wages which are as of 2017. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.
Note: Figures may not sum due to rounding.
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

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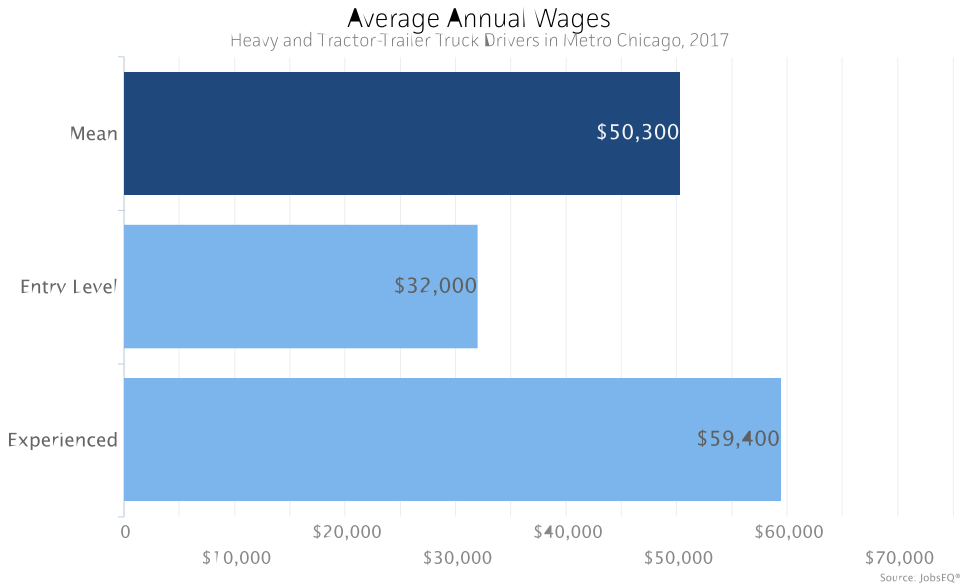
Wages

The average (mean) annual wage for Heavy and Tractor-Trailer Truck Drivers was $50,300 in the Metro Chicago as of 2017. For the same year, average entry level wages were approximately $32,000 compared to an average of $59,400 for experienced workers.



Occupation wages (mean, median, and percentiles) are as of 2017 provided by the BLS, modified and imputed by Chmura where necessary. Entry-level and experienced wages are derived from these source data, computed by Chmura.

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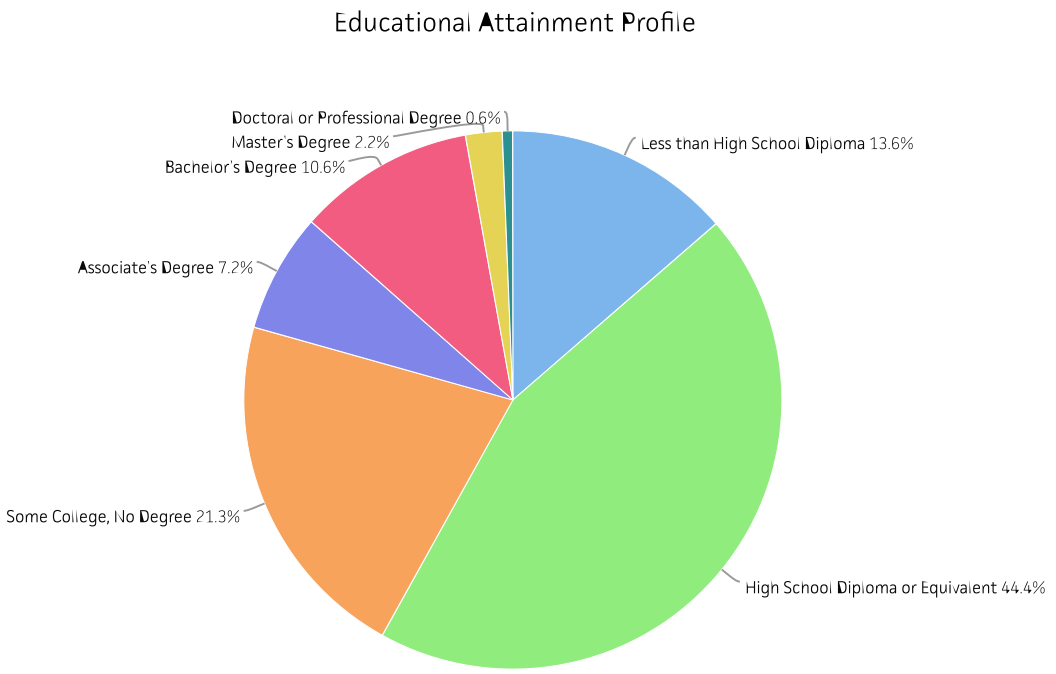
Education Profile

Typical education and training requirements for Heavy and Tractor-Trailer Truck Drivers are described below.

Education and Training Requirements	
Typical Entry-Level Education:	Postsecondary non-degree award
Previous Work Experience:	None
Typical On-the-Job Training:	Short-term on-the-job training

Source: JobsEQ®



Education and training requirements are from the Bureau of Labor Statistics (BLS); educational attainment mix are regional data modeled by Chmura using Census educational attainment data projected to 2019Q1 along with source data from the BLS.

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Awards

The table below is a list of postsecondary program awards that were granted by postsecondary institutions located in the Metro Chicago in the 2017 academic year. These programs have been identified as providing training for Heavy and Tractor-Trailer Truck Drivers (for further details, see the source note).

	Annual Awards - Metro Chicago		
Title/School	Certificates and 2yr Degrees	4yr Degrees	Postgraduate Degrees
49.0205 Truck and Bus Driver/Commercial Vehicle Operator and Instructor			
City Colleges of Chicago-Olive-Harvey College	547	0	0
Elgin Community College	30	0	0
Star Truck Driving School-Bensenville	305	0	0
Star Truck Driving School-Hickory Hills	317	0	0
Total			
Total	1,199	0	0

Source: JobsEQ®
Data as of the 2017 academic year
Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2017 academic year. Any programs shown here have been identified as being linked with the occupation being analyzed. Other existing programs may also provide training in the region for this occupation but have not been so identified by the program-occupation crosswalk (see the FAQ section at the end of this report for more details). Furthermore, any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

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Apprenticeships

The apprenticeable specialties associated with this occupation are:

Rapids Code	Rapids Title
0980	Truck Driver, Heavy
0980HY	Truck Driver, Heavy
1032	Construction Driver

Source: JobsEQ®
Apprenticeable occupations are identified through the Department of Labor's Registered Apprenticeship program.

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Job Posts (RTI)

Occupations

SOC	Title	Total Ads
53-3032.00	Heavy and Tractor-Trailer Truck Drivers	7,000

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 7/6/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Employers

Employer Name	Total Ads
C.R. England	679
Roehl Transport	611
YRC Freight	306
U.S. Xpress	285
Navajo	284
Total Transportation of Mississippi	281
Quality Carriers	246
CRST Expedited	212
Schneider	199
XPO Logistics	127

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Certifications

Certificate Name	Total Ads
Class A Commercial Driver's License (CDL-A)	1,097
HAZMAT	527
Commercial Driver's License (CDL)	388
Transportation Worker Identification Credential (TWIC)	94
Driver's License	75
Class B Commercial Driver's License (CDL-B)	56
DOT Medical Card	31
Forklift Certified	11
40 hour HAZWOPER	2
Class C Commercial Drivers License (CDL-C)	2

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 7/6/2019
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Hard Skills

Skill Name	Total Ads
Tractor-Trailer Trucks	1,474
Tankers	1,032
Ability to Lift 51-100 lbs.	651
Hand Trucks	403
Pallet Trucks	285
Forklifts	146
Ability to Lift 41-50 lbs.	127
Pallet Jacks	126
Flatbed Trailers	105
English	70

Source: JobsEQ®
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Soft Skills

Skill Name	Total Ads
Customer Service	485
Communication (Verbal and written skills)	422
Accountable/Responsible/Reliable/Dependable/Trustworthy	360
Self-Motivated/Ability to Work Independently/Self Leadership	232
Work Ethic/Hard Working	224
Adaptability/Flexibility/Tolerance of Change and Uncertainty	173
Cooperative/Team Player	149
Punctual	144
Ability to Work in a Fast Paced Environment	65
Integrity/Honesty	63

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 7/6/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Job Titles

Job Title	Total Ads
Entry Level Driver CDL Class A - We hire and train Recent Truck Driver Graduates	394
CDL Training	285
CDL Truck Driver	221
Start Your Class A CDL Truck Driving Career Today	211
CDL-A Company Tanker Truck Drivers - $10,000 SIGN-ON BONUS	183
CDL-A Drivers Wanted for Dedicated Route in Darien! Earn $225 Per Day	152
Team OTR Truck Driver - Great Pay Plus a $50,000 Bonus	140
OTR Truck Driver - Great Pay Plus an Extra $1,000 Per Month	114
Truck Drivers - Experienced CDL Class A Drivers - Dedicated Route	100
CDL Driver	87

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Education Levels

Minimum Education Level	Total Ads
High school diploma or equivalent	424
Associate's degree	2

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 7/6/2019
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Programs

Program Name	Total Ads
Human Services	2
Medical	1

Source: JobsEQ®
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Locations

Location	Total Ads
Chicago, Illinois	233
Joliet, Illinois	113
Dekalb, IL 60115	84
Aurora, Illinois	71
Elgin, Illinois	59
Bolingbrook, Illinois	49
Chicago, IL 60664	48
Carol Stream, IL 60188	46
Cicero, IL 60804	46
BOLINGBROOK, IL 60440	38

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Region Definition

Metro Chicago is defined as the following counties:

Cook County, Illinois	Kankakee County, Illinois
DeKalb County, Illinois	Kendall County, Illinois
Du Page County, Illinois	Lake County, Illinois
Grundy County, Illinois	McHenry County, Illinois
Kane County, Illinois	Will County, Illinois

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FAQ

What is SOC?

The Standard Occupational Classification system (SOC) is used to classify workers into occupational categories. All workers are classified into one of over 840 occupations according to their occupational definition. To facilitate classification, occupations are combined to form 23 major groups, 97 minor groups, and 461 occupation groups. Each occupation group includes detailed occupations requiring similar job duties, skills, education, or experience.

What is a location quotient?

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an occupation (or industry) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is training concentration?

The training concentration analysis compares local postsecondary training output compared to the national norm. Let's consider registered nurses as an example. If in the nation, one RN award is granted for every ten RNs employed, that 1:10 ratio is the national norm. If in your region your schools also grant one RN award for every ten RNs employed, then your region will be right at the national norm, or we say at 100% of the national norm which is termed a 100% training concentration. If your region grants two RN awards for every ten employed, your region would be at twice the national norm or have a 200% training concentration. Similarly, if your region grants one RN award for every twenty employed, your region would be at half the national norm or have a 50% training concentration.

What is the program-to-occupation crosswalk?

Training programs are classified according to the Classification of Instructional Programs (CIP codes). For relating training programs, this report uses a modified version of the CIP to SOC crosswalk from the National Center for Education Statistics (NCES). While this is a very helpful crosswalk for estimating occupation production from training program awards data, the crosswalk is neither perfect nor comprehensive. Indeed, it is hard to imagine such a crosswalk being perfect since many training program graduates for one reason or another do not end up employed in occupations that are most related to the training program from which they graduated. Therefore, the education program analyses should be considered in this light.

As an example of the many scenarios that may unfold, consider a journalism degree that crosswalks into three occupations: editors, writers, and postsecondary communications teachers. Graduates with a journalism degree may get a job in one of these occupations—and that may be the most-likely scenario—but a good number of these graduates may get a job in a different occupation altogether (the job may be somewhat related, such as a reporter, or the job may be totally unrelated, such as a real estate agent). Furthermore, a graduate may stay in school or go back to school for a degree that will lead to other occupation possibilities. Still another possibility includes the graduate not entering the labor market (maybe being unemployed, being a non-participant, or moving to another region).

What is separation demand?

Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. The total projected demand for an occupation is the sum of the separation demand and the growth demand (which is the increase or decrease of jobs in an occupation expected due to expansion or contraction of the overall number of jobs in that occupation).

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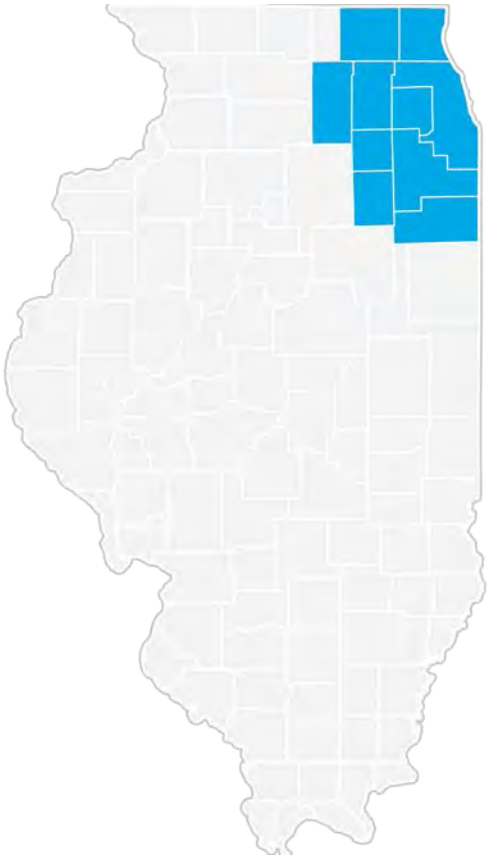
Occupation Report for
Industrial Truck and Tractor Operators

Metro Chicago



JOBSEQ

August 2, 2019

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Definition of Industrial Truck and Tractor Operators, SOC 53-7051

Operate industrial trucks or tractors equipped to move materials around a warehouse, storage yard, factory, construction site, or similar location. Excludes “Logging Equipment Operators" (45-4022).

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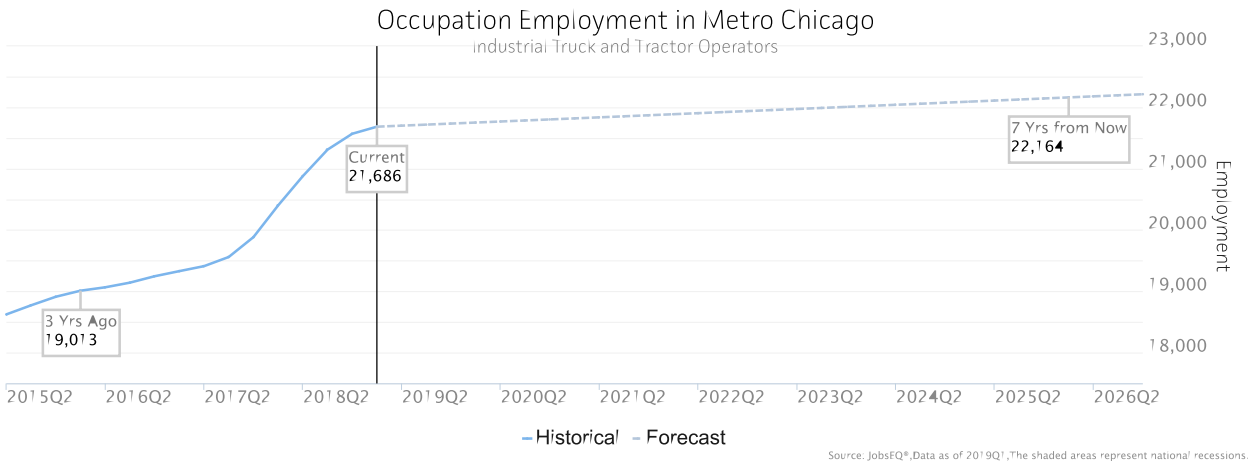
Occupation Snapshot

As of 2019Q1, total employment for Industrial Truck and Tractor Operators in the Metro Chicago was 21,686. Over the past three years, this occupation added 2,674 jobs in the region and is expected to increase by 477 jobs over the next seven years, or at an annual average rate of 0.3%.

Occupation Snapshot of Industrial Truck and Tractor Operators in Metro Chicago, 2019q1

Current						3-Year History		7-Year Forecast				
Four Quarters Ending with 2019q1						Total Change	Avg Ann % Chg in Empl	--Separations--			---Growth---	
Empl	Avg Ann Wages[1]	LQ	Unempl	Unempl Rate	Online Job Ads[2]	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
21,686	$37,100	1.20	1,176	5.4%	637	2,674	4.5%	17,385	5,380	11,528	477	0.3%

Source: JobsEQ®
Data as of 2019Q1 unless noted otherwise
Note: Figures may not sum due to rounding.
1. Occupation wages are as of 2018 and should be taken as the average for all Covered Employment
2. Data represent found online ads active within the last thirty days in the selected region; data represents a sampling rather than the complete universe of postings. Ads lacking zip code information but designating a place (city, town, etc.) may be assigned to the zip code with greatest employment in that place for queries in this analytic. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list).



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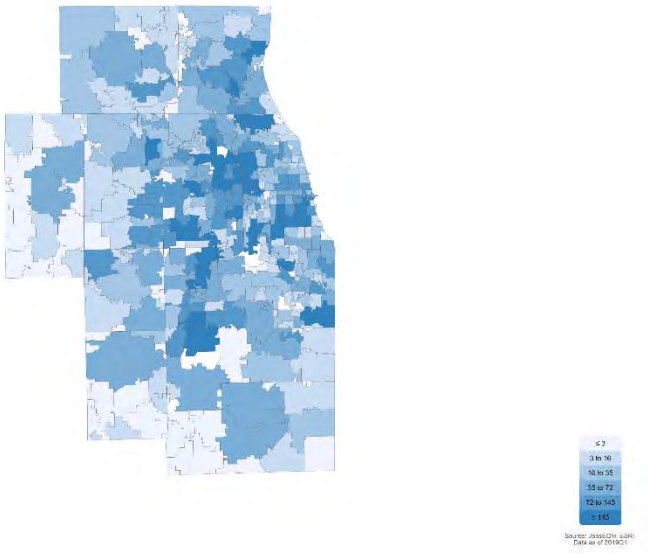
Geographic Distribution

The below maps illustrate the ZCTA-level distribution of employed Industrial Truck and Tractor Operators in the Metro Chicago. Employment is shown by place of work and by residence.

Occupation Concentration by Place of Work for Industrial Truck and Tractor Operators



Top ZCTAs by Place of Work for Industrial Truck and Tractor Operators, 2019Q1

Region	Employment
ZCTA 60160	621
ZCTA 60018	575
ZCTA 60007 (Cook County, IL portion)	523
ZCTA 60638	523
ZCTA 60436	478
ZCTA 60446	466
ZCTA 60440 (Will County, IL portion)	461
ZCTA 60480	434
ZCTA 60085	302
ZCTA 60632	281

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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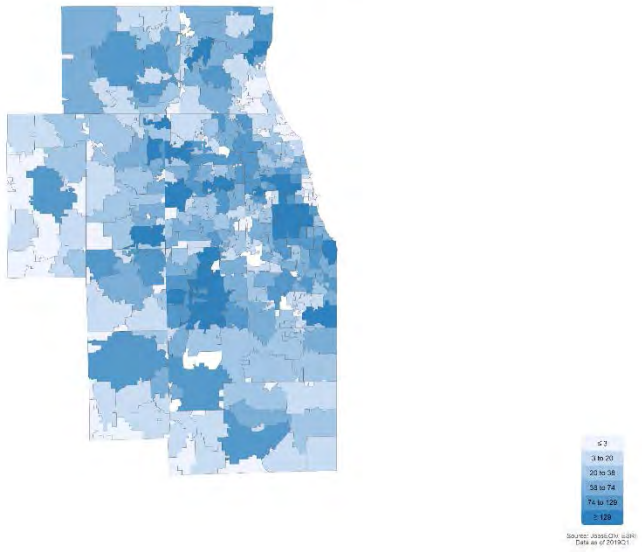
Occupation Concentration by Place of Residence for Industrial Truck and Tractor Operators



Top ZCTAs by Place of Residence for Industrial Truck and Tractor Operators, 2019Q1

Region	Employment
ZCTA 60629	588
ZCTA 60632	470
ZCTA 60639	428
ZCTA 60804	424
ZCTA 60505	421
ZCTA 60085	401
ZCTA 60623	349
ZCTA 60435	314
ZCTA 60440 (Will County, IL portion)	257
ZCTA 60609	252

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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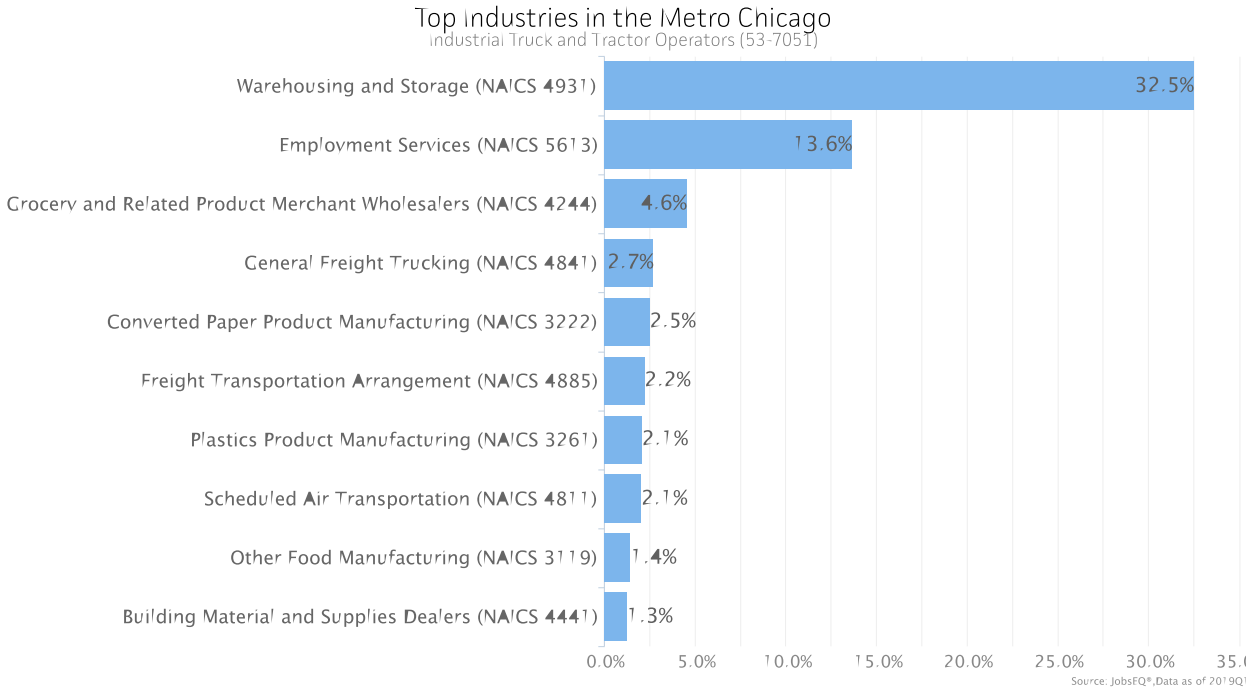
Employment by Industry

The following chart and table illustrate the industries in the Metro Chicago which most employ Industrial Truck and Tractor Operators. The single industry most employing this occupation in the region is Warehousing and Storage, NAICS 4931. This industry employs 7,045 Industrial Truck and Tractor Operators—employment which is expected to increase by 744 jobs over the next ten years; furthermore, 8,123 additional new workers in this occupation will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1.

Top Industry Distribution for Industrial Truck and Tractor Operators (53-7051) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4931	Warehousing and Storage	7,045	8,123	744	8,867
5613	Employment Services	2,957	3,335	171	3,506
4244	Grocery and Related Product Merchant Wholesalers	987	1,109	47	1,156
4841	General Freight Trucking	587	640	-8	631
3222	Converted Paper Product Manufacturing	543	561	-62	499
4885	Freight Transportation Arrangement	481	542	29	571
3261	Plastics Product Manufacturing	452	478	-33	445
4811	Scheduled Air Transportation	447	482	-15	467
3119	Other Food Manufacturing	311	342	1	343
4441	Building Material and Supplies Dealers	271	297	-2	295
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing	271	282	-29	253
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	262	286	-3	282

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Top Industry Distribution for Industrial Truck and Tractor Operators (53-7051) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	255	270	-17	254
5416	Management, Scientific, and Technical Consulting Services	246	294	45	339
4239	Miscellaneous Durable Goods Merchant Wholesalers	214	250	28	277
3116	Animal Slaughtering and Processing	212	227	-12	215
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	204	226	3	229
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	203	235	23	258
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	198	239	43	282
3121	Beverage Manufacturing	160	176	2	178
	-All Others-	5,380	5,752	-269	5,483

Source: JobsEQ®
Data as of 2019Q1 except wages which are as of 2018. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.
Note: Figures may not sum due to rounding.
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

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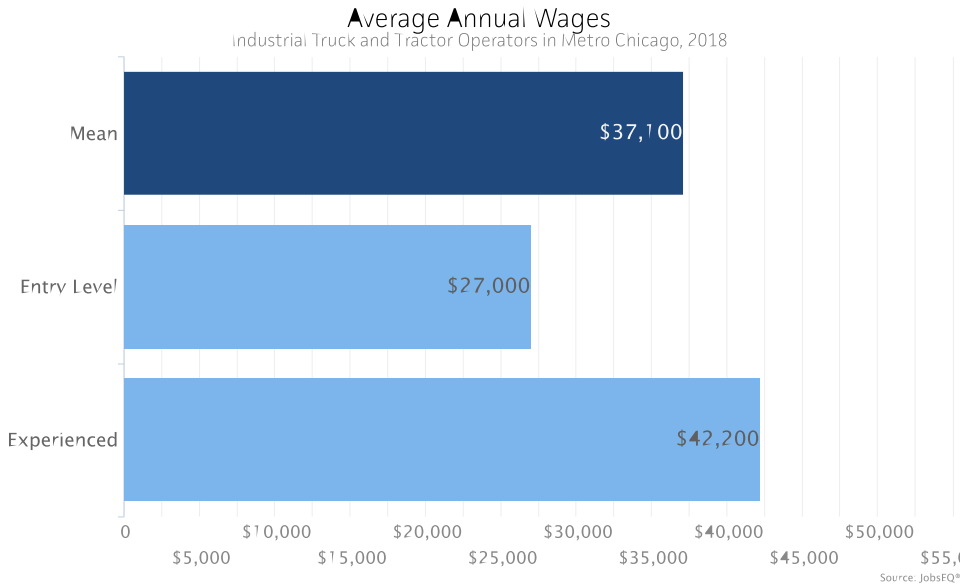
Wages

The average (mean) annual wage for Industrial Truck and Tractor Operators was $37,100 in the Metro Chicago as of 2018. For the same year, average entry level wages were approximately $27,000 compared to an average of $42,200 for experienced workers.



Occupation wages (mean, median, and percentiles) are as of 2018 provided by the BLS, modified and imputed by Chmura where necessary. Entry-level and experienced wages are derived from these source data, computed by Chmura.

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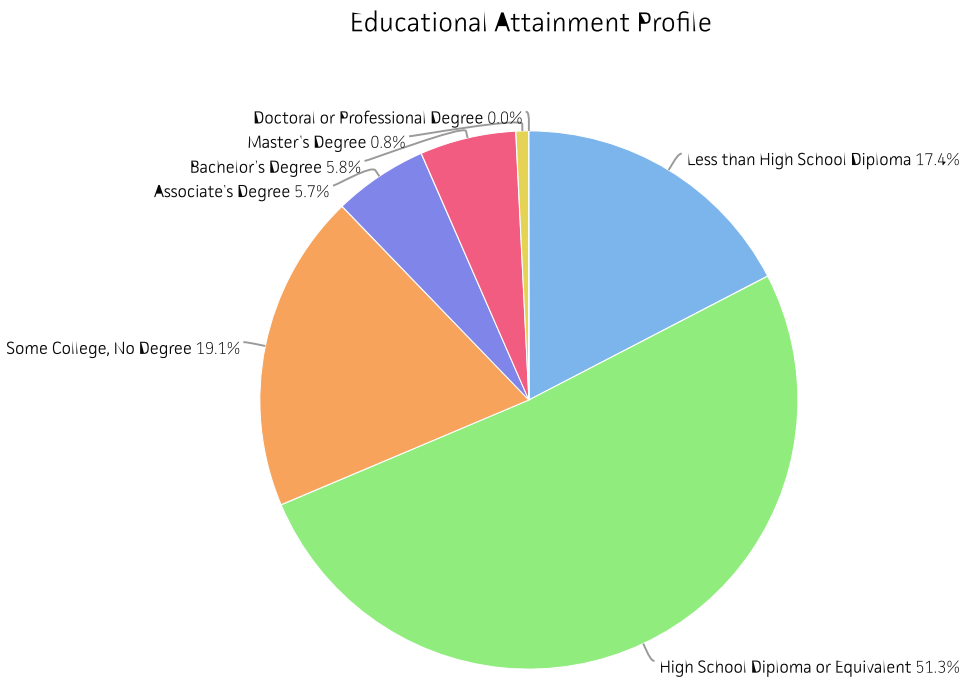
Education Profile

Typical education and training requirements for Industrial Truck and Tractor Operators are described below.

Education and Training Requirements

Typical Entry-Level Education:	None
Previous Work Experience:	None
Typical On-the-Job Training:	Short-term on-the-job training

Source: JobsEQ®



Education and training requirements are from the Bureau of Labor Statistics (BLS); educational attainment mix are regional data modeled by Chmura using Census educational attainment data projected to 2019Q1 along with source data from the BLS.

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Awards

No postsecondary program awards were granted by postsecondary institutions located in the Metro Chicago in the 2017 academic year in programs identified as providing training for Industrial Truck and Tractor Operators (for further details, see the source note).

Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2017 academic year. Any programs shown here have been identified as being linked with the occupation being analyzed. Other existing programs may also provide training in the region for this occupation but have not been so identified by the program-occupation crosswalk (see the FAQ section at the end of this report for more details). Furthermore, any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

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RTI (Job Postings)

Occupations

SOC	Title	Total Ads
53-7051.00	Industrial Truck and Tractor Operators	1,828

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Employers

Employer Name	Total Ads
Staffmark	219
ProLogistix	160
Aerotek	92
DHL	69
Kelly Services	68
Randstad	63
Express Employment Professionals	36
SourceOneHospitality	27
ResourceMFG	20
CoWorx Staffing Services	18

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Certifications

Certificate Name	Total Ads
Forklift Certified	149
Driver's License	18
Commercial Driver's License (CDL)	7
Transportation Worker Identification Credential (TWIC)	3

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Hard Skills

Skill Name	Total Ads
Forklifts	817
Ability to Lift 41-50 lbs.	380
Stand-up ForkLifts	335
Sit-down Forklifts	244
Reach Trucks	203
Barcode Scanners	184
Cherry Pickers	164
Ability to Lift 51-100 lbs.	131
Pallet Jacks	101
English	85

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Soft Skills

Skill Name	Total Ads
Detail Oriented/Meticulous	271
Communication (Verbal and written skills)	268
Ability to Work in a Fast Paced Environment	236
Cooperative/Team Player	235
Adaptability/Flexibility/Tolerance of Change and Uncertainty	145
Accountable/Responsible/Reliable/Dependable/Trustworthy	122
Self-Motivated/Ability to Work Independently/Self Leadership	117
Work Ethic/Hard Working	95
Organization	88
Customer Service	70

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Job Titles

Job Title	Total Ads
Forklift Operator	440
Forklift Driver	175
Forklift	42
forklift operator	38
Stand Up Reach Forklift Driver	26
Cherry Picker Operator	17
Forklift Operators	17
Stand Up Forklift Operator	15
Forklift Operator (US) - 1108 - Joliet IL MWRC (IL)	13
Forklift Operator/Warehouse	13

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Education Levels

Minimum Education Level	Total Ads
High school diploma or equivalent	426

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Locations

Location	Total Ads
Joliet, Illinois	100
Bolingbrook, Illinois	84
Aurora, Illinois	75
Romeoville, Illinois	67
Carol Stream, Illinois	55
Elwood, Illinois	38
Des Plaines, Illinois	36
Elk Grove Village, Illinois	35
Elgin, Illinois	34
Chicago, Illinois	22

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Region Definition

Metro Chicago is defined as the following counties:

Cook County, Illinois	Kankakee County, Illinois
DeKalb County, Illinois	Kendall County, Illinois
Du Page County, Illinois	Lake County, Illinois
Grundy County, Illinois	McHenry County, Illinois
Kane County, Illinois	Will County, Illinois

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FAQ

What is SOC?

The Standard Occupational Classification system (SOC) is used to classify workers into occupational categories. All workers are classified into one of over 840 occupations according to their occupational definition. To facilitate classification, occupations are combined to form 23 major groups, 97 minor groups, and 461 occupation groups. Each occupation group includes detailed occupations requiring similar job duties, skills, education, or experience.

What is a location quotient?

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an occupation (or industry) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is training concentration?

The training concentration analysis compares local postsecondary training output compared to the national norm. Let's consider registered nurses as an example. If in the nation, one RN award is granted for every ten RNs employed, that 1:10 ratio is the national norm. If in your region your schools also grant one RN award for every ten RNs employed, then your region will be right at the national norm, or we say at 100% of the national norm which is termed a 100% training concentration. If your region grants two RN awards for every ten employed, your region would be at twice the national norm or have a 200% training concentration. Similarly, if your region grants one RN award for every twenty employed, your region would be at half the national norm or have a 50% training concentration.

What is the program-to-occupation crosswalk?

Training programs are classified according to the Classification of Instructional Programs (CIP codes). For relating training programs, this report uses a modified version of the CIP to SOC crosswalk from the National Center for Education Statistics (NCES). While this is a very helpful crosswalk for estimating occupation production from training program awards data, the crosswalk is neither perfect nor comprehensive. Indeed, it is hard to imagine such a crosswalk being perfect since many training program graduates for one reason or another do not end up employed in occupations that are most related to the training program from which they graduated. Therefore, the education program analyses should be considered in this light.

As an example of the many scenarios that may unfold, consider a journalism degree that crosswalks into three occupations: editors, writers, and postsecondary communications teachers. Graduates with a journalism degree may get a job in one of these occupations—and that may be the most-likely scenario—but a good number of these graduates may get a job in a different occupation altogether (the job may be somewhat related, such as a reporter, or the job may be totally unrelated, such as a real estate agent). Furthermore, a graduate may stay in school or go back to school for a degree that will lead to other occupation possibilities. Still another possibility includes the graduate not entering the labor market (maybe being unemployed, being a non-participant, or moving to another region).

What is separation demand?

Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. The total projected demand for an occupation is the sum of the separation demand and the growth demand (which is the increase or decrease of jobs in an occupation expected due to expansion or contraction of the overall number of jobs in that occupation).

What is NAICS?

The North American Industry Classification System (NAICS) is used to classify business establishments according to the type of economic activity. The NAICS Code comprises six levels, from the "all industry" level to the 6-digit level. The first two digits define the top level category, known as the "sector," which is the level examined in this report.

About This Report

This report and all data herein were produced by JobsEQ®, a product of Chmura Economics & Analytics. The information contained herein was obtained from sources we believe to be reliable. However, we cannot guarantee its accuracy and completeness.

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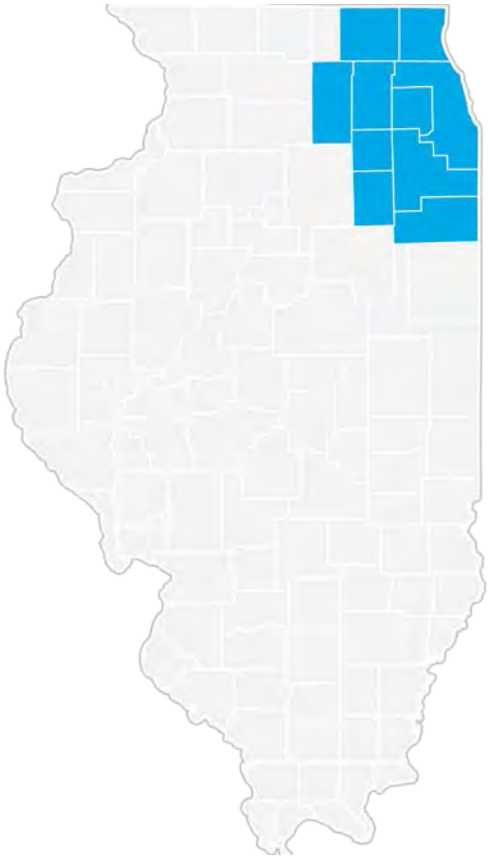
Occupation Report for
Laborers and Freight, Stock, and Material Movers, Hand

Metro Chicago



JOBSEQ

July 7, 2019

DEFINITION OF LABORERS AND FREIGHT, STOCK, AND MATERIAL MOVERS, HAND, SOC 53-7062 3
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Definition of Laborers and Freight, Stock, and Material Movers, Hand, SOC 53-7062

Manually move freight, stock, or other materials or perform other general labor. Includes all manual laborers not elsewhere classified. Excludes “Material Moving Workers" (53-7011 through 53-7199) who use power equipment. Excludes “Construction Laborers" (47-2061) and "Helpers, Construction Trades (47-3011 through 47-3019).

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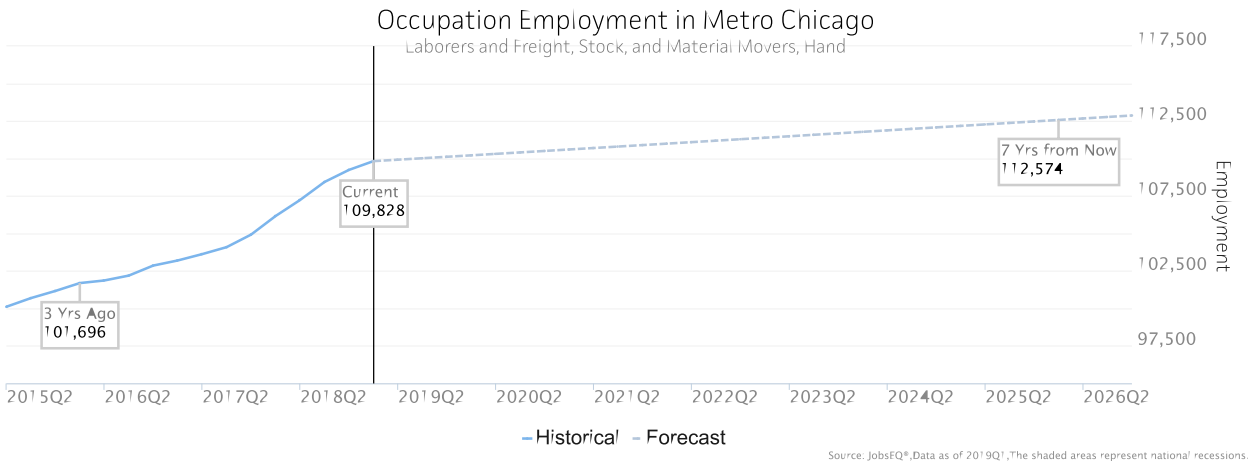
Occupation Snapshot

As of 2019Q1, total employment for Laborers and Freight, Stock, and Material Movers, Hand in the Metro Chicago was 109,828. Over the past three years, this occupation added 8,132 jobs in the region and is expected to increase by 2,747 jobs over the next seven years, or at an annual average rate of 0.4%.

Occupation Snapshot of Laborers and Freight, Stock, and Material Movers, Hand in Metro Chicago, 2019q1

Current						3-Year History		7-Year Forecast				
Four Quarters Ending with 2019q1			-----2019q1-----			Total Change	Avg Ann % Chg in Empl	--Separations--			---Growth---	
Empl	Avg Ann Wages[1]	LQ	Unempl	Unempl Rate	Online Job Ads[2]	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
109,828	$29,100	1.33	9,296	8.1%	2,589	8,132	2.6%	108,791	38,987	67,058	2,747	0.4%

Source: JobsEQ®
Data as of 2019Q1 unless noted otherwise
Note: Figures may not sum due to rounding.
1. Occupation wages are as of 2017 and should be taken as the average for all Covered Employment
2. Data represent found online ads active within the last thirty days in the selected region; data represents a sampling rather than the complete universe of postings. Ads lacking zip code information but designating a place (city, town, etc.) may be assigned to the zip code with greatest employment in that place for queries in this analytic. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list).



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Wages by occupation are as of 2017 provided by the BLS and imputed where necessary. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns. Occupation unemployment figures are imputed by Chmura.

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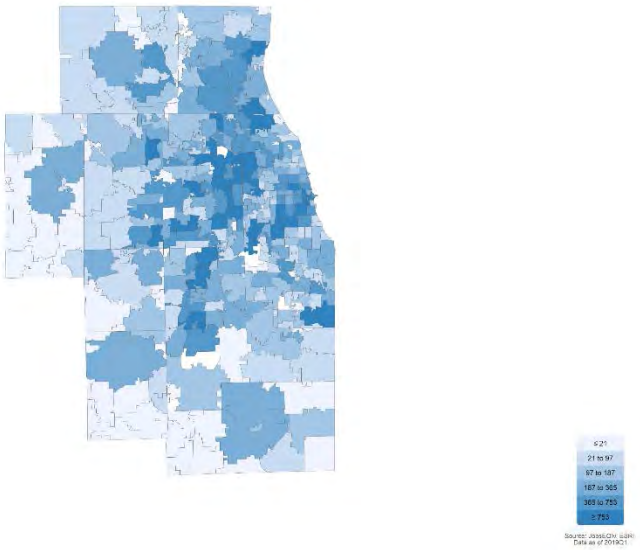
Geographic Distribution

The below maps illustrate the ZCTA-level distribution of employed Laborers and Freight, Stock, and Material Movers, Hand in the Metro Chicago. Employment is shown by place of work and by residence.

Occupation Concentration by Place of Work for Laborers and Freight, Stock, and Material Movers, Hand



Top ZCTAs by Place of Work for Laborers and Freight, Stock, and Material Movers, Hand, 2019Q1

Region	Employment
ZCTA 60018	2,942
ZCTA 60638	2,671
ZCTA 60007 (Cook County, IL portion)	2,270
ZCTA 60606	2,190
ZCTA 60440 (Will County, IL portion)	1,859
ZCTA 60173	1,839
ZCTA 60525	1,701
ZCTA 60101	1,693
ZCTA 60160	1,657
ZCTA 60607	1,638

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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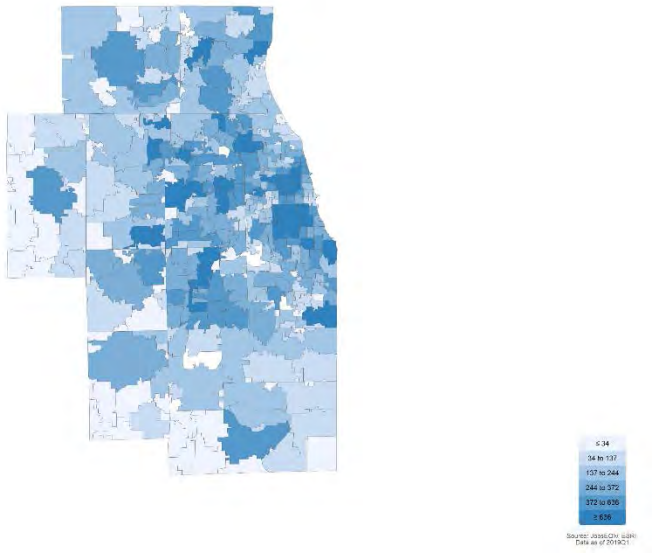
Occupation Concentration by Place of Residence for Laborers and Freight, Stock, and Material Movers, Hand



Top ZCTAs by Place of Residence for Laborers and Freight, Stock, and Material Movers, Hand, 2019Q1

Region	Employment
ZCTA 60505	2,316
ZCTA 60629	2,266
ZCTA 60804	2,125
ZCTA 60632	2,124
ZCTA 60639	1,864
ZCTA 60623	1,752
ZCTA 60085	1,524
ZCTA 60608	1,080
ZCTA 60647	1,059
ZCTA 60618	1,030

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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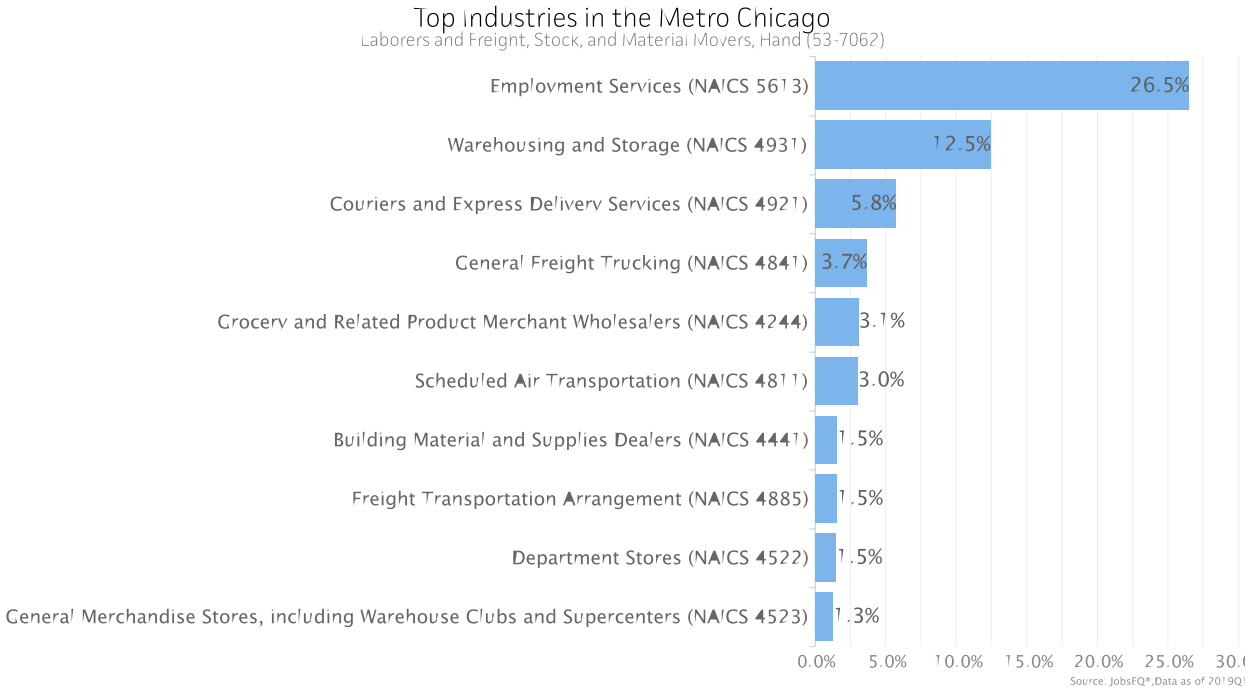
Employment by Industry

The following chart and table illustrate the industries in the Metro Chicago which most employ Laborers and Freight, Stock, and Material Movers, Hand. The single industry most employing this occupation in the region is Employment Services, NAICS 5613. This industry employs 29,106 Laborers and Freight, Stock, and Material Movers, Hand—employment which is expected to increase by 1,614 jobs over the next ten years; furthermore, 40,235 additional new workers in this occupation will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1.

Top Industry Distribution for Laborers and Freight, Stock, and Material Movers, Hand (53-7062) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
5613	Employment Services	29,106	40,235	1,614	41,850
4931	Warehousing and Storage	13,675	20,356	3,069	23,425
4921	Couriers and Express Delivery Services	6,336	8,434	-146	8,289
4841	General Freight Trucking	4,055	5,429	-47	5,381
4244	Grocery and Related Product Merchant Wholesalers	3,370	4,645	167	4,812
4811	Scheduled Air Transportation	3,313	4,382	-120	4,262
4441	Building Material and Supplies Dealers	1,689	2,267	-11	2,256
4885	Freight Transportation Arrangement	1,675	2,321	101	2,422
4522	Department Stores	1,665	2,049	-283	1,767
4523	General Merchandise Stores, including Warehouse Clubs and Supercenters	1,385	1,952	135	2,087
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	1,363	1,777	-89	1,688
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	1,259	1,686	-15	1,670

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Top Industry Distribution for Laborers and Freight, Stock, and Material Movers, Hand (53-7062) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4239	Miscellaneous Durable Goods Merchant Wholesalers	1,152	1,647	149	1,796
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	1,095	1,485	16	1,501
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	1,085	1,541	124	1,665
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	1,042	1,306	-143	1,164
3261	Plastics Product Manufacturing	1,029	1,334	-76	1,258
4541	Electronic Shopping and Mail-Order Houses	962	1,426	206	1,633
5619	Other Support Services	878	1,196	22	1,218
4842	Specialized Freight Trucking	869	1,161	-14	1,147
	-All Others-	32,823	43,655	-715	42,939

Source: JobsEQ®
Data as of 2019Q1 except wages which are as of 2017. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.
Note: Figures may not sum due to rounding.
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

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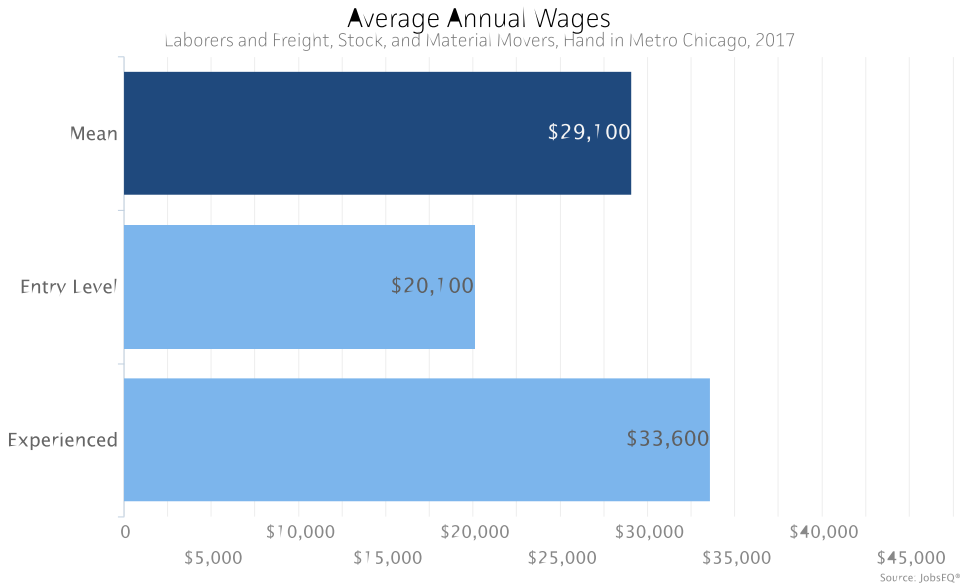
Wages

The average (mean) annual wage for Laborers and Freight, Stock, and Material Movers, Hand was $29,100 in the Metro Chicago as of 2017. For the same year, average entry level wages were approximately $20,100 compared to an average of $33,600 for experienced workers.



Occupation wages (mean, median, and percentiles) are as of 2017 provided by the BLS, modified and imputed by Chmura where necessary. Entry-level and experienced wages are derived from these source data, computed by Chmura.

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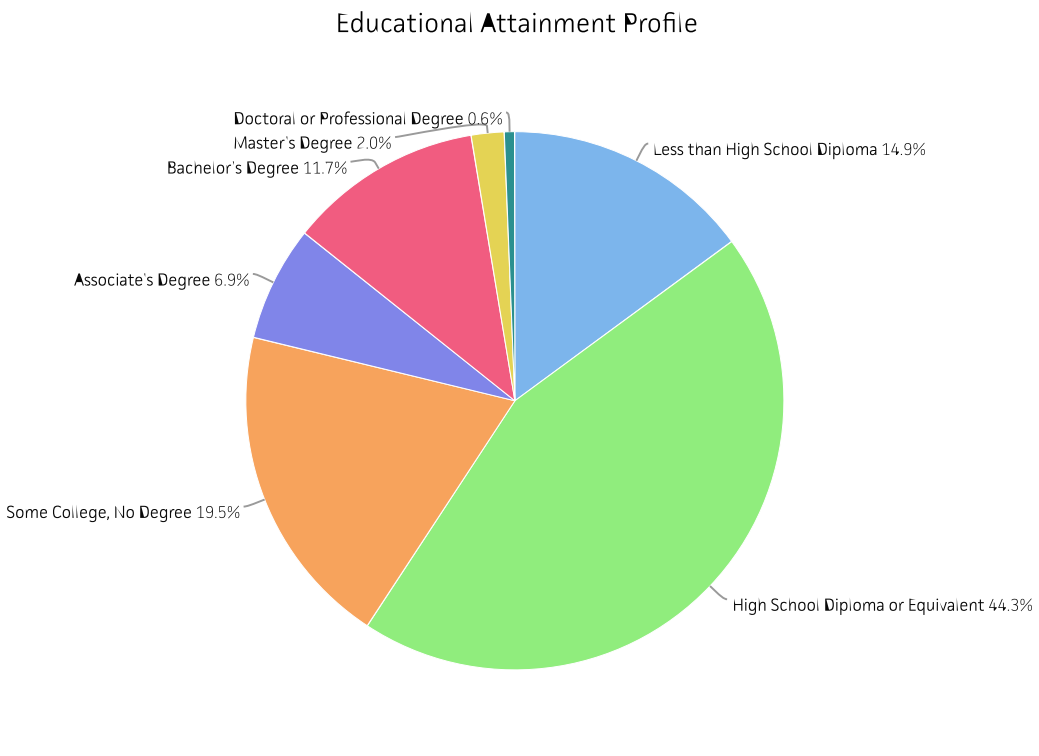
Education Profile

Typical education and training requirements for Laborers and Freight, Stock, and Material Movers, Hand are described below.

Education and Training Requirements	
Typical Entry-Level Education:	None
Previous Work Experience:	None
Typical On-the-Job Training:	Short-term on-the-job training

Source: JobsEQ®



Education and training requirements are from the Bureau of Labor Statistics (BLS); educational attainment mix are regional data modeled by Chmura using Census educational attainment data projected to 2019Q1 along with source data from the BLS.

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Awards

No postsecondary program awards were granted by postsecondary institutions located in the Metro Chicago in the 2017 academic year in programs identified as providing training for Laborers and Freight, Stock, and Material Movers, Hand (for further details, see the source note).

Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2017 academic year. Any programs shown here have been identified as being linked with the occupation being analyzed. Other existing programs may also provide training in the region for this occupation but have not been so identified by the program-occupation crosswalk (see the FAQ section at the end of this report for more details). Furthermore, any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

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Job Posts (RTI)

Occupations

SOC	Title	Total Ads
53-7062.00	Laborers and Freight, Stock, and Material Movers, Hand	7,809

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 7/6/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Employers

Employer Name	Total Ads
Staffmark	306
Aerotek	286
ProLogistix	231
Express Employment Professionals	148
ARYZTA	110
FedEx	101
UPS	91
Kelly Services	88
Randstad	83
Adecco USA	75

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 7/6/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Certifications

Certificate Name	Total Ads
Forklift Certified	207
Driver's License	187
Commercial Driver's License (CDL)	39
HAZMAT	37
Class B Commercial Driver's License (CDL-B)	13
Class A Commercial Driver's License (CDL-A)	11
Secret Clearance	4
Certification in Cardiopulmonary Resuscitation (CPR)	3
First Aid Certification	3
Class C Commercial Drivers License (CDL-C)	2

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 7/6/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Hard Skills

Skill Name	Total Ads
Forklifts	1,693
Ability to Lift 41-50 lbs.	1,598
Ability to Lift 51-100 lbs.	1,523
Pallet Jacks	602
English	410
Manufacturing	370
Hand Trucks	315
Barcode Scanners	269
Reach Trucks	234
Microsoft Office	229

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 7/6/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Soft Skills

Skill Name	Total Ads
Communication (Verbal and written skills)	1,920
Cooperative/Team Player	1,309
Detail Oriented/Meticulous	1,188
Self-Motivated/Ability to Work Independently/Self Leadership	990
Ability to Work in a Fast Paced Environment	973
Organization	845
Adaptability/Flexibility/Tolerance of Change and Uncertainty	796
Customer Service	782
Accountable/Responsible/Reliable/Dependable/Trustworthy	742
Work Ethic/Hard Working	736

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 7/6/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Job Titles

Job Title	Total Ads
Warehouse Associate	552
Material Handler	542
Warehouse Worker	414
General Labor	195
General Laborer	85
General Labor, Bakery	61
Warehouse Lead	46
Package Handler- Warehouse	39
Warehouse	35
Freight Handler Part-Time	30

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 7/6/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Education Levels

Minimum Education Level	Total Ads
High school diploma or equivalent	2,762
Bachelor's degree	23
Associate's degree	14

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 7/6/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Programs

Program Name	Total Ads
Business	4
Supply Chain	3
Business Management	2
Environmental	2
Logistics	2
Technical	2
Electrical	1
Finance	1
Industrial	1
Industrial Engineering	1

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 7/6/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Locations

Location	Total Ads
Chicago, Illinois	272
Elwood, Illinois	198
Bolingbrook, Illinois	187
Aurora, Illinois	176
Joliet, Illinois	163
Elgin, Illinois	116
Carol Stream, Illinois	101
Elk Grove Village, Illinois	87
Romeoville, Illinois	86
Buffalo Grove, Illinois	63

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 7/6/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Region Definition

Metro Chicago is defined as the following counties:

Cook County, Illinois	Kankakee County, Illinois
DeKalb County, Illinois	Kendall County, Illinois
Du Page County, Illinois	Lake County, Illinois
Grundy County, Illinois	McHenry County, Illinois
Kane County, Illinois	Will County, Illinois

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FAQ

What is SOC?

The Standard Occupational Classification system (SOC) is used to classify workers into occupational categories. All workers are classified into one of over 840 occupations according to their occupational definition. To facilitate classification, occupations are combined to form 23 major groups, 97 minor groups, and 461 occupation groups. Each occupation group includes detailed occupations requiring similar job duties, skills, education, or experience.

What is a location quotient?

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an occupation (or industry) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is training concentration?

The training concentration analysis compares local postsecondary training output compared to the national norm. Let's consider registered nurses as an example. If in the nation, one RN award is granted for every ten RNs employed, that 1:10 ratio is the national norm. If in your region your schools also grant one RN award for every ten RNs employed, then your region will be right at the national norm, or we say at 100% of the national norm which is termed a 100% training concentration. If your region grants two RN awards for every ten employed, your region would be at twice the national norm or have a 200% training concentration. Similarly, if your region grants one RN award for every twenty employed, your region would be at half the national norm or have a 50% training concentration.

What is the program-to-occupation crosswalk?

Training programs are classified according to the Classification of Instructional Programs (CIP codes). For relating training programs, this report uses a modified version of the CIP to SOC crosswalk from the National Center for Education Statistics (NCES). While this is a very helpful crosswalk for estimating occupation production from training program awards data, the crosswalk is neither perfect nor comprehensive. Indeed, it is hard to imagine such a crosswalk being perfect since many training program graduates for one reason or another do not end up employed in occupations that are most related to the training program from which they graduated. Therefore, the education program analyses should be considered in this light.

As an example of the many scenarios that may unfold, consider a journalism degree that crosswalks into three occupations: editors, writers, and postsecondary communications teachers. Graduates with a journalism degree may get a job in one of these occupations—and that may be the most-likely scenario—but a good number of these graduates may get a job in a different occupation altogether (the job may be somewhat related, such as a reporter, or the job may be totally unrelated, such as a real estate agent). Furthermore, a graduate may stay in school or go back to school for a degree that will lead to other occupation possibilities. Still another possibility includes the graduate not entering the labor market (maybe being unemployed, being a non-participant, or moving to another region).

What is separation demand?

Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. The total projected demand for an occupation is the sum of the separation demand and the growth demand (which is the increase or decrease of jobs in an occupation expected due to expansion or contraction of the overall number of jobs in that occupation).

What is NAICS?

The North American Industry Classification System (NAICS) is used to classify business establishments according to the type of economic activity. The NAICS Code comprises six levels, from the "all industry" level to the 6-digit level. The first two digits define the top level category, known as the "sector," which is the level examined in this report.

About This Report

This report and all data herein were produced by JobsEQ®, a product of Chmura Economics & Analytics. The information contained herein was obtained from sources we believe to be reliable. However, we cannot guarantee its accuracy and completeness.

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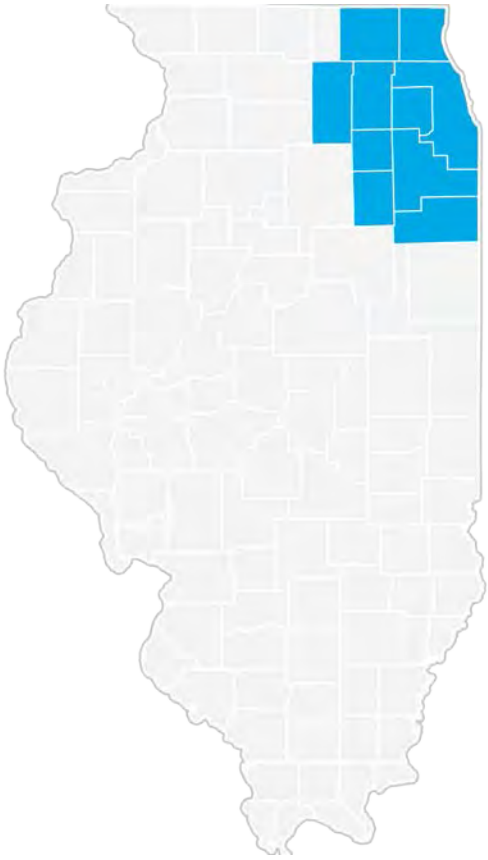
Occupation Report for
Light Truck or Delivery Services Drivers

Metro Chicago



JOBSEQ

August 2, 2019

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Definition of Light Truck or Delivery Services Drivers, SOC 53-3033

Drive a light vehicle, such as a truck or van, with a capacity of less than 26,000 pounds Gross Vehicle Weight (GVW), primarily to deliver or pick up merchandise or to deliver packages. May load and unload vehicle. Excludes “Couriers and Messengers" (43-5021) and “Driver/Sales Workers” (53-3031).

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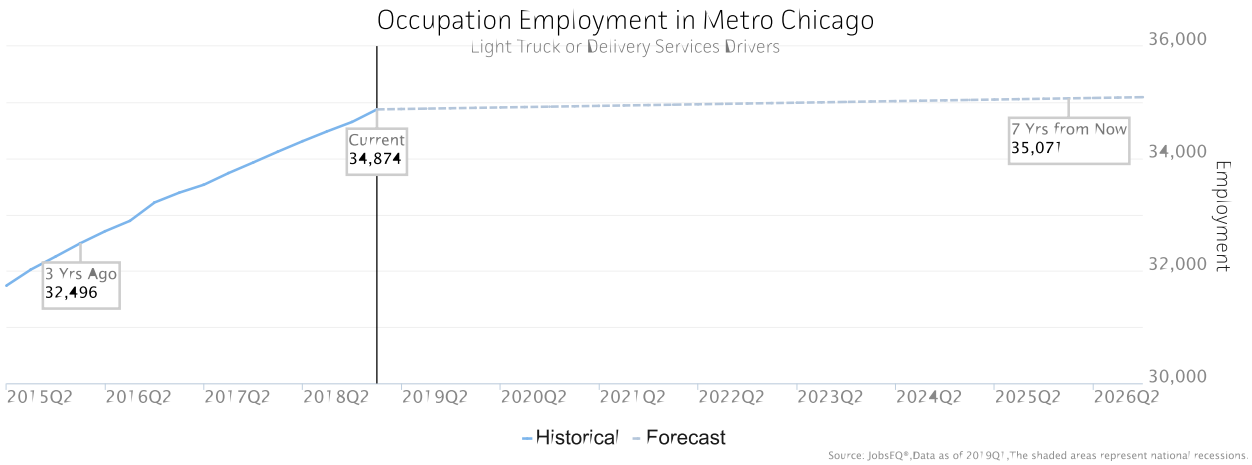
Occupation Snapshot

As of 2019Q1, total employment for Light Truck or Delivery Services Drivers in the Metro Chicago was 34,874. Over the past three years, this occupation added 2,378 jobs in the region and is expected to increase by 197 jobs over the next seven years, or at an annual average rate of 0.1%.

Occupation Snapshot of Light Truck or Delivery Services Drivers in Metro Chicago, 2019q1

Current						3-Year History		7-Year Forecast				
Four Quarters Ending with 2019q1						Total Change	Avg Ann % Chg in Empl	--Separations--			---Growth---	
Empl	Avg Ann Wages[1]	LQ	Unempl	Unempl Rate	Online Job Ads[2]	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
34,874	$41,400	1.20	1,198	3.5%	1,140	2,378	2.4%	25,863	10,267	15,400	197	0.1%

Source: JobsEQ®
Data as of 2019Q1 unless noted otherwise
Note: Figures may not sum due to rounding.
1. Occupation wages are as of 2018 and should be taken as the average for all Covered Employment
2. Data represent found online ads active within the last thirty days in the selected region; data represents a sampling rather than the complete universe of postings. Ads lacking zip code information but designating a place (city, town, etc.) may be assigned to the zip code with greatest employment in that place for queries in this analytic. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list).



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Wages by occupation are as of 2018 provided by the BLS and imputed where necessary. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns. Occupation unemployment figures are imputed by Chmura.

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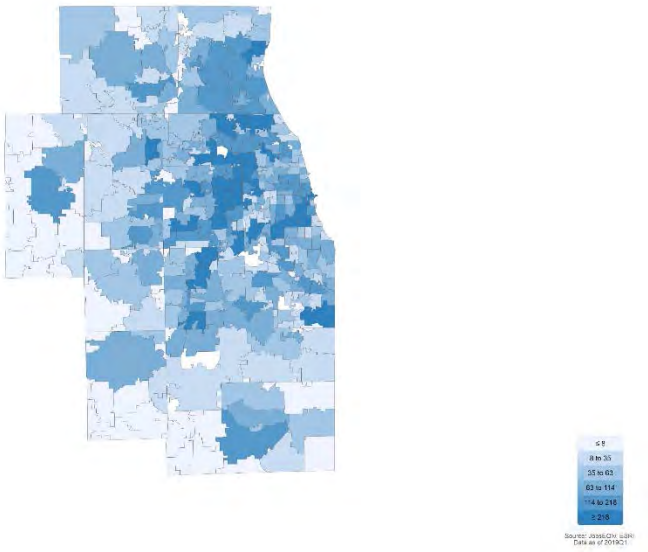
Geographic Distribution

The below maps illustrate the ZCTA-level distribution of employed Light Truck or Delivery Services Drivers in the Metro Chicago. Employment is shown by place of work and by residence.

Occupation Concentration by Place of Work for Light Truck or Delivery Services Drivers



Top ZCTAs by Place of Work for Light Truck or Delivery Services Drivers, 2019Q1

Region	Employment
ZCTA 60525	1,134
ZCTA 60638	1,101
ZCTA 60607	1,036
ZCTA 60101	852
ZCTA 60074 (Cook County, IL portion)	722
ZCTA 60007 (Cook County, IL portion)	693
ZCTA 60018	657
ZCTA 60062	585
ZCTA 60131	451
ZCTA 60173	427

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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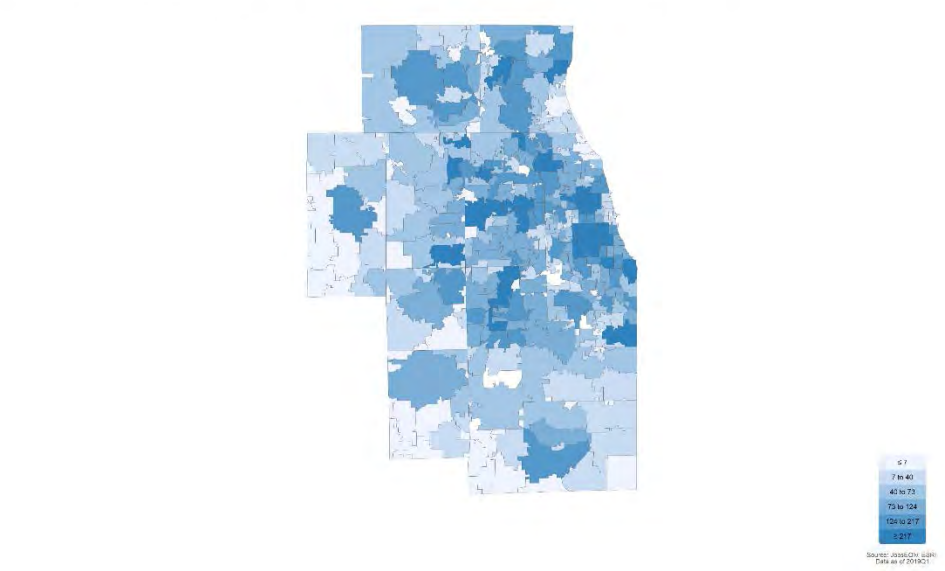
Occupation Concentration by Place of Residence for Light Truck or Delivery Services Drivers



Top ZCTAs by Place of Residence for Light Truck or Delivery Services Drivers, 2019Q1

Region	Employment
ZCTA 60629	754
ZCTA 60632	610
ZCTA 60804	524
ZCTA 60639	507
ZCTA 60623	434
ZCTA 60085	424
ZCTA 60505	398
ZCTA 60609	381
ZCTA 60101	360
ZCTA 60608	356

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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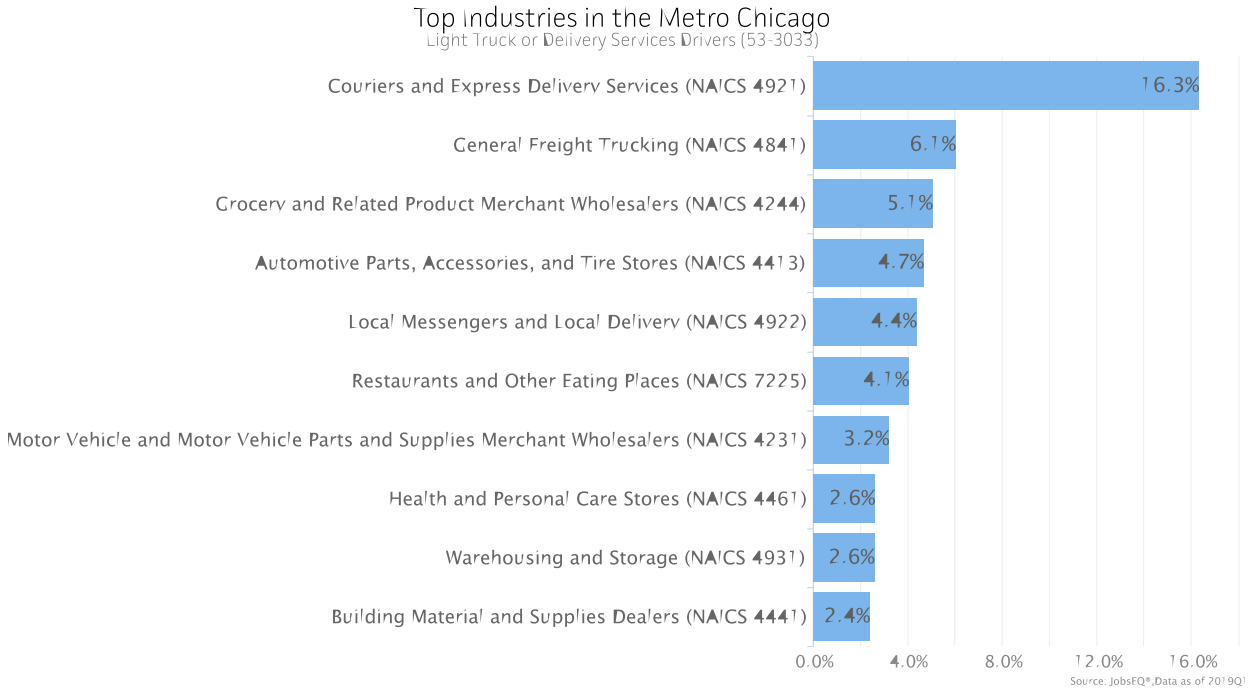
Employment by Industry

The following chart and table illustrate the industries in the Metro Chicago which most employ Light Truck or Delivery Services Drivers. The single industry most employing this occupation in the region is Couriers and Express Delivery Services, NAICS 4921. This industry employs 5,700 Light Truck or Delivery Services Drivers—employment which is expected to increase by 178 jobs over the next ten years; furthermore, 6,060 additional new workers in this occupation will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1.

Top Industry Distribution for Light Truck or Delivery Services Drivers (53-3033) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4921	Couriers and Express Delivery Services	5,700	6,060	178	6,239
4841	General Freight Trucking	2,109	2,200	-17	2,183
4244	Grocery and Related Product Merchant Wholesalers	1,771	1,898	85	1,982
4413	Automotive Parts, Accessories, and Tire Stores	1,637	1,653	-118	1,535
4922	Local Messengers and Local Delivery	1,530	1,660	114	1,774
7225	Restaurants and Other Eating Places	1,419	1,511	48	1,559
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	1,121	1,163	-23	1,140
4461	Health and Personal Care Stores	918	980	35	1,014
4931	Warehousing and Storage	911	1,056	208	1,265
4441	Building Material and Supplies Dealers	837	874	-6	868
5613	Employment Services	765	819	35	854
4411	Automobile Dealers	754	834	88	922
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	577	563	-78	486

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Top Industry Distribution for Light Truck or Delivery Services Drivers (53-3033) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	537	560	-6	553
4421	Furniture Stores	526	512	-74	438
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	512	559	45	605
4241	Paper and Paper Product Merchant Wholesalers	449	419	-96	324
4842	Specialized Freight Trucking	405	421	-6	415
4251	Wholesale Electronic Markets and Agents and Brokers	386	419	28	447
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	383	383	-34	349
	-All Others-	11,628	12,093	-126	11,967

Source: JobsEQ®
Data as of 2019Q1 except wages which are as of 2018. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.
Note: Figures may not sum due to rounding.
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

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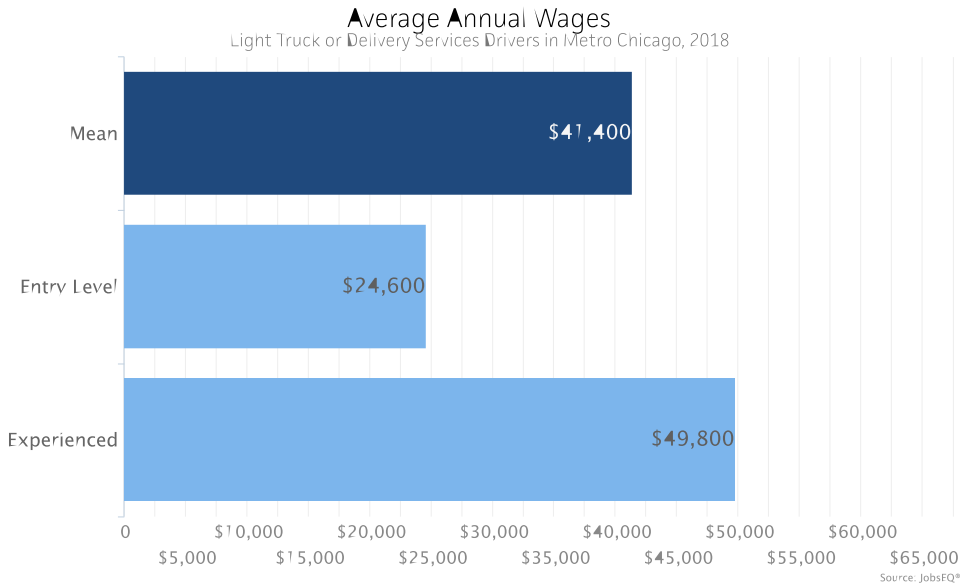
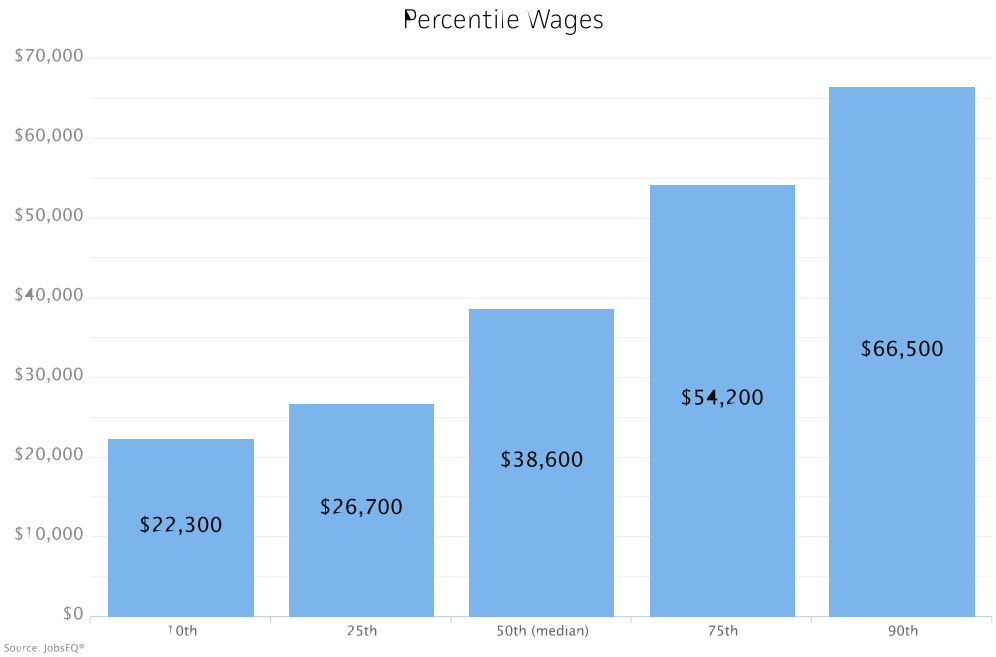
Wages

The average (mean) annual wage for Light Truck or Delivery Services Drivers was $41,400 in the Metro Chicago as of 2018. For the same year, average entry level wages were approximately $24,600 compared to an average of $49,800 for experienced workers.





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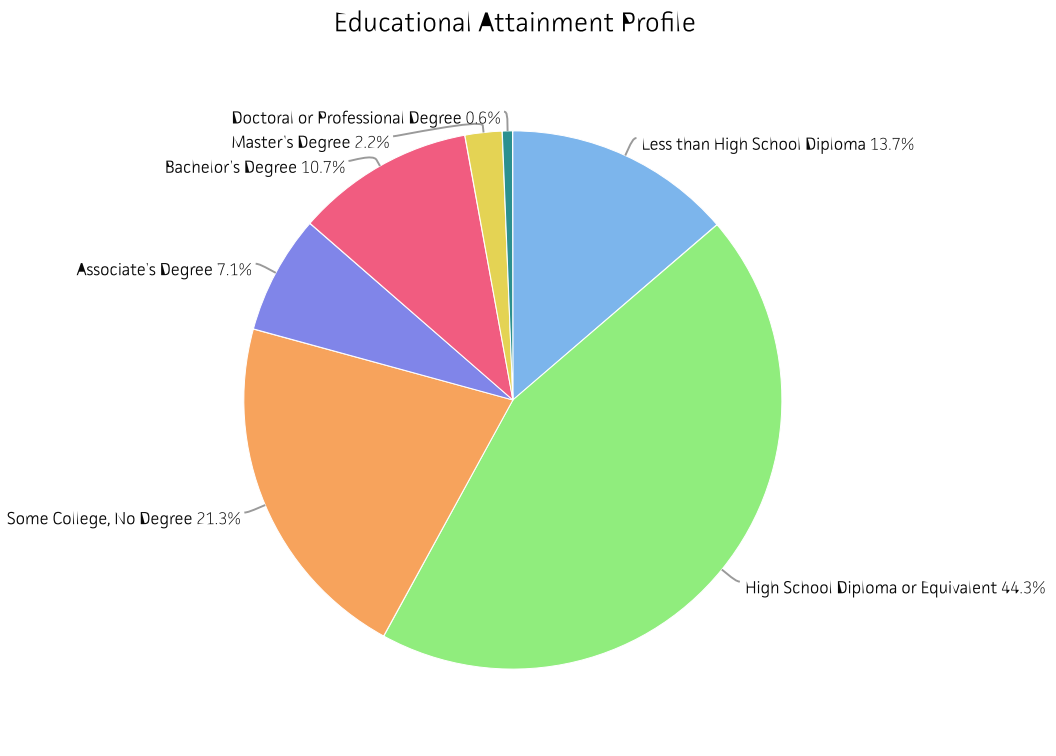
Education Profile

Typical education and training requirements for Light Truck or Delivery Services Drivers are described below.

Education and Training Requirements

Typical Entry-Level Education:	High school diploma or equivalent
Previous Work Experience:	None
Typical On-the-Job Training:	Short-term on-the-job training

Source: JobsEQ®



Education and training requirements are from the Bureau of Labor Statistics (BLS); educational attainment mix are regional data modeled by Chmura using Census educational attainment data projected to 2019Q1 along with source data from the BLS.

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Awards

The table below is a list of postsecondary program awards that were granted by postsecondary institutions located in the Metro Chicago in the 2017 academic year. These programs have been identified as providing training for Light Truck or Delivery Services Drivers (for further details, see the source note).

	Annual Awards - Metro Chicago		
Title/School	Certificates and 2yr Degrees	4yr Degrees	Postgraduate Degrees
49.0205 Truck and Bus Driver/Commercial Vehicle Operator and Instructor			
City Colleges of Chicago-Olive-Harvey College	547	0	0
Elgin Community College	30	0	0
Star Truck Driving School-Bensenville	305	0	0
Star Truck Driving School-Hickory Hills	317	0	0
Total			
Total	1,199	0	0

Source: JobsEQ®
Data as of the 2017 academic year
Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2017 academic year. Any programs shown here have been identified as being linked with the occupation being analyzed. Other existing programs may also provide training in the region for this occupation but have not been so identified by the program-occupation crosswalk (see the FAQ section at the end of this report for more details). Furthermore, any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

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RTI (Job Postings)

Occupations

SOC	Title	Total Ads
53-3033.00	Light Truck or Delivery Services Drivers	2,809

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Employers

Employer Name	Total Ads
Advance Auto Parts	347
Total Transportation of Mississippi	243
O'Reilly Auto Parts	113
FedEx	79
AutoZone	73
Roehl Transport	67
Clutter	38
TBC Corporation	38
UPS	38
U.S. Xpress	30

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Certifications

Certificate Name	Total Ads
Driver's License	261
Class A Commercial Driver's License (CDL-A)	113
Commercial Driver's License (CDL)	95
Class B Commercial Driver's License (CDL-B)	72
DOT Medical Card	58
HAZMAT	14
Class C Commercial Drivers License (CDL-C)	12
Forklift Certified	7
Certification in Cardiopulmonary Resuscitation (CPR)	1
Certified Driver Trainer (CDT)	1

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Hard Skills

Skill Name	Total Ads
Ability to Lift 51-100 lbs.	810
Ability to Lift 41-50 lbs.	336
Spanish	154
Forklifts	99
Cash Handling	89
Tractor-Trailer Trucks	82
Hand Trucks	54
Mathematics	51
Delivery Vans	49
Pallet Jacks	46

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Soft Skills

Skill Name	Total Ads
Communication (Verbal and written skills)	992
Customer Service	681
Adaptability/Flexibility/Tolerance of Change and Uncertainty	275
Ability to Work in a Fast Paced Environment	238
Self-Motivated/Ability to Work Independently/Self Leadership	203
Accountable/Responsible/Reliable/Dependable/Trustworthy	200
Punctual	188
Cooperative/Team Player	187
Detail Oriented/Meticulous	168
Organization	160

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
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Job Titles

Job Title	Total Ads
Store Driver	201
Delivery Driver	187
OTR Owner Operator Drivers	177
Driver	137
Auto Parts Delivery Driver (Full-Time)	72
Local CDL Drivers Needed! Home Daily	68
Delivery Specialist	61
Parts Delivery	46
Delivery Driver/Warehouse	37
Lead Driver	33

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Education Levels

Minimum Education Level	Total Ads
High school diploma or equivalent	886
Bachelor's degree	7
Associate's degree	2

Source: JobsEQ®
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Programs

Program Name	Total Ads
Business	2
Medical	2
Computer Science	1
Social Service	1

Source: JobsEQ®
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Locations

Location	Total Ads
Chicago, Illinois	136
Bolingbrook, Illinois	36
Joliet, Illinois	36
Carol Stream, Illinois	32
Aurora, Illinois	29
Elgin, Illinois	29
Elk Grove Village, IL 60007	27
Naperville, Illinois	23
Elk Grove Village, Illinois	21
Romeoville, Illinois	19

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Region Definition

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Cook County, Illinois	Kankakee County, Illinois
DeKalb County, Illinois	Kendall County, Illinois
Du Page County, Illinois	Lake County, Illinois
Grundy County, Illinois	McHenry County, Illinois
Kane County, Illinois	Will County, Illinois

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FAQ

What is SOC?

The Standard Occupational Classification system (SOC) is used to classify workers into occupational categories. All workers are classified into one of over 840 occupations according to their occupational definition. To facilitate classification, occupations are combined to form 23 major groups, 97 minor groups, and 461 occupation groups. Each occupation group includes detailed occupations requiring similar job duties, skills, education, or experience.

What is a location quotient?

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an occupation (or industry) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is training concentration?

The training concentration analysis compares local postsecondary training output compared to the national norm. Let's consider registered nurses as an example. If in the nation, one RN award is granted for every ten RNs employed, that 1:10 ratio is the national norm. If in your region your schools also grant one RN award for every ten RNs employed, then your region will be right at the national norm, or we say at 100% of the national norm which is termed a 100% training concentration. If your region grants two RN awards for every ten employed, your region would be at twice the national norm or have a 200% training concentration. Similarly, if your region grants one RN award for every twenty employed, your region would be at half the national norm or have a 50% training concentration.

What is the program-to-occupation crosswalk?

Training programs are classified according to the Classification of Instructional Programs (CIP codes). For relating training programs, this report uses a modified version of the CIP to SOC crosswalk from the National Center for Education Statistics (NCES). While this is a very helpful crosswalk for estimating occupation production from training program awards data, the crosswalk is neither perfect nor comprehensive. Indeed, it is hard to imagine such a crosswalk being perfect since many training program graduates for one reason or another do not end up employed in occupations that are most related to the training program from which they graduated. Therefore, the education program analyses should be considered in this light.

As an example of the many scenarios that may unfold, consider a journalism degree that crosswalks into three occupations: editors, writers, and postsecondary communications teachers. Graduates with a journalism degree may get a job in one of these occupations—and that may be the most-likely scenario—but a good number of these graduates may get a job in a different occupation altogether (the job may be somewhat related, such as a reporter, or the job may be totally unrelated, such as a real estate agent). Furthermore, a graduate may stay in school or go back to school for a degree that will lead to other occupation possibilities. Still another possibility includes the graduate not entering the labor market (maybe being unemployed, being a non-participant, or moving to another region).

What is separation demand?

Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. The total projected demand for an occupation is the sum of the separation demand and the growth demand (which is the increase or decrease of jobs in an occupation expected due to expansion or contraction of the overall number of jobs in that occupation).

What is NAICS?

The North American Industry Classification System (NAICS) is used to classify business establishments according to the type of economic activity. The NAICS Code comprises six levels, from the "all industry" level to the 6-digit level. The first two digits define the top level category, known as the "sector," which is the level examined in this report.

About This Report

This report and all data herein were produced by JobsEQ®, a product of Chmura Economics & Analytics. The information contained herein was obtained from sources we believe to be reliable. However, we cannot guarantee its accuracy and completeness.

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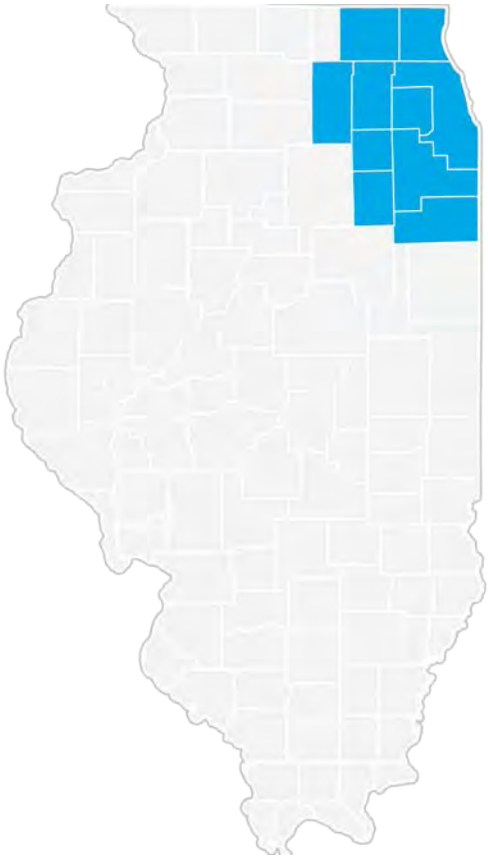
Occupation Report for Office Clerks, General

Metro Chicago



JOBSEQ

August 2, 2019

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Definition of Office Clerks, General, SOC 43-9061

Perform duties too varied and diverse to be classified in any specific office clerical occupation, requiring knowledge of office systems and procedures. Clerical duties may be assigned in accordance with the office procedures of individual establishments and may include a combination of answering telephones, bookkeeping, typing or word processing, stenography, office machine operation, and filing.

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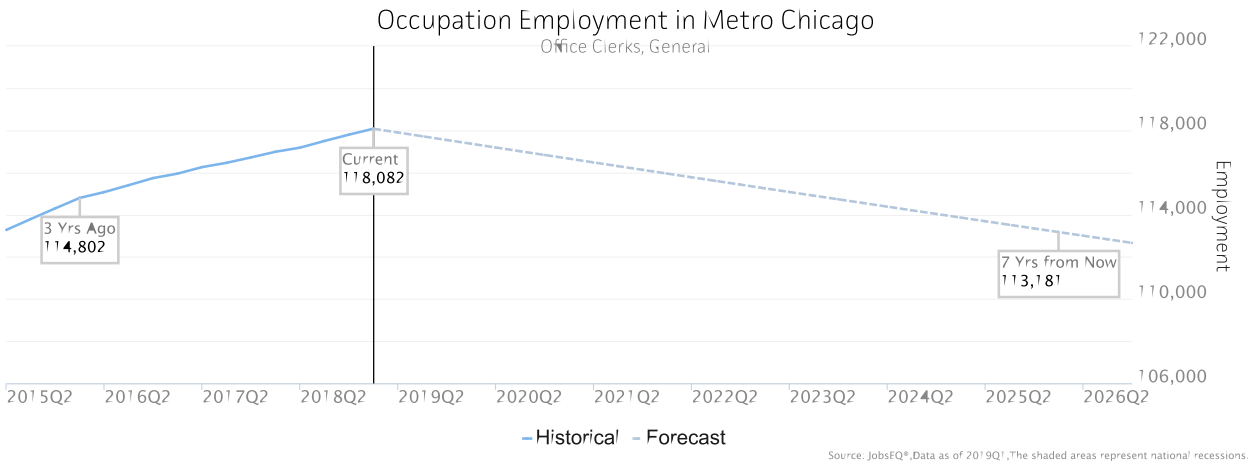
Occupation Snapshot

As of 2019Q1, total employment for Office Clerks, General in the Metro Chicago was 118,082. Over the past three years, this occupation added 3,280 jobs in the region and is expected to decrease by 4,901 jobs over the next seven years, or at an annual average rate of -0.6%.

Occupation Snapshot of Office Clerks, General in Metro Chicago, 2019q1

Current						3-Year History		7-Year Forecast				
Four Quarters Ending with 2019q1						Total Change	Avg Ann % Chg in Empl	--Separations--			---Growth---	
Empl	Avg Ann Wages[1]	LQ	Unempl	Unempl Rate	Online Job Ads[2]	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
118,082	$38,500	1.33	4,395	3.7%	1,063	3,280	0.9%	88,268	47,388	45,781	-4,901	-0.6%

Source: JobsEQ®
Data as of 2019Q1 unless noted otherwise
Note: Figures may not sum due to rounding.
1. Occupation wages are as of 2018 and should be taken as the average for all Covered Employment
2. Data represent found online ads active within the last thirty days in the selected region; data represents a sampling rather than the complete universe of postings. Ads lacking zip code information but designating a place (city, town, etc.) may be assigned to the zip code with greatest employment in that place for queries in this analytic. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list).



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Wages by occupation are as of 2018 provided by the BLS and imputed where necessary. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns. Occupation unemployment figures are imputed by Chmura.

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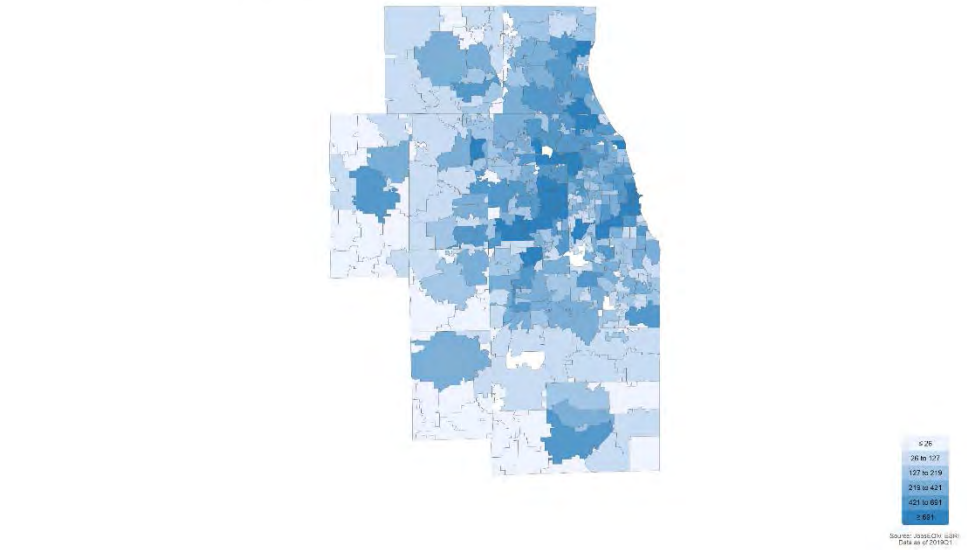
Geographic Distribution

The below maps illustrate the ZCTA-level distribution of employed Office Clerks, General in the Metro Chicago. Employment is shown by place of work and by residence.

Occupation Concentration by Place of Work for Office Clerks, General



Top ZCTAs by Place of Work for Office Clerks, General, 2019Q1

Region	Employment
ZCTA 60606	4,443
ZCTA 60601	2,912
ZCTA 60602	2,769
ZCTA 60611	2,263
ZCTA 60607	2,128
ZCTA 60603	2,046
ZCTA 60654	1,931
ZCTA 60173	1,851
ZCTA 60018	1,730
ZCTA 60007 (Cook County, IL portion)	1,524

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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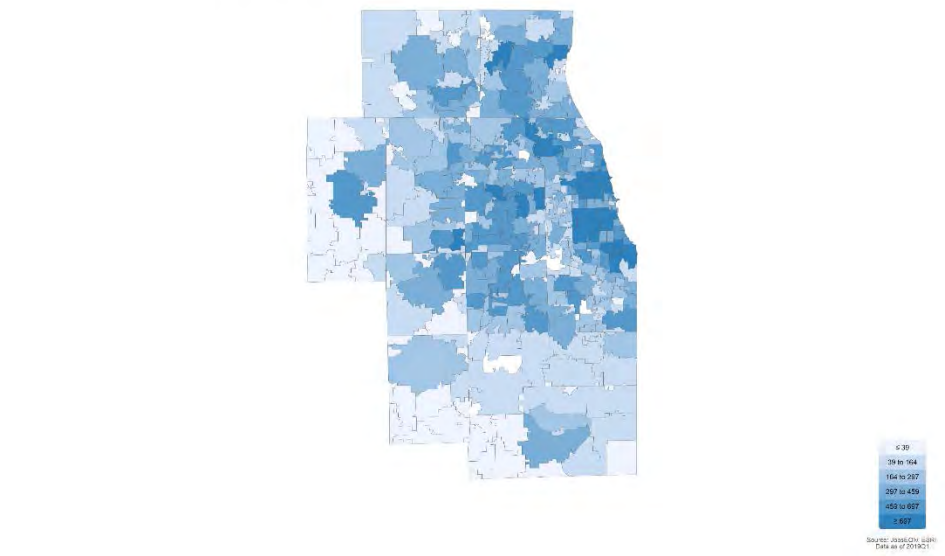
Occupation Concentration by Place of Residence for Office Clerks, General



Top ZCTAs by Place of Residence for Office Clerks, General, 2019Q1

Region	Employment
ZCTA 60629	1,477
ZCTA 60618	1,380
ZCTA 60647	1,324
ZCTA 60657	1,302
ZCTA 60625	1,205
ZCTA 60614	1,150
ZCTA 60632	1,146
ZCTA 60640	1,096
ZCTA 60639	1,092
ZCTA 60804	1,016

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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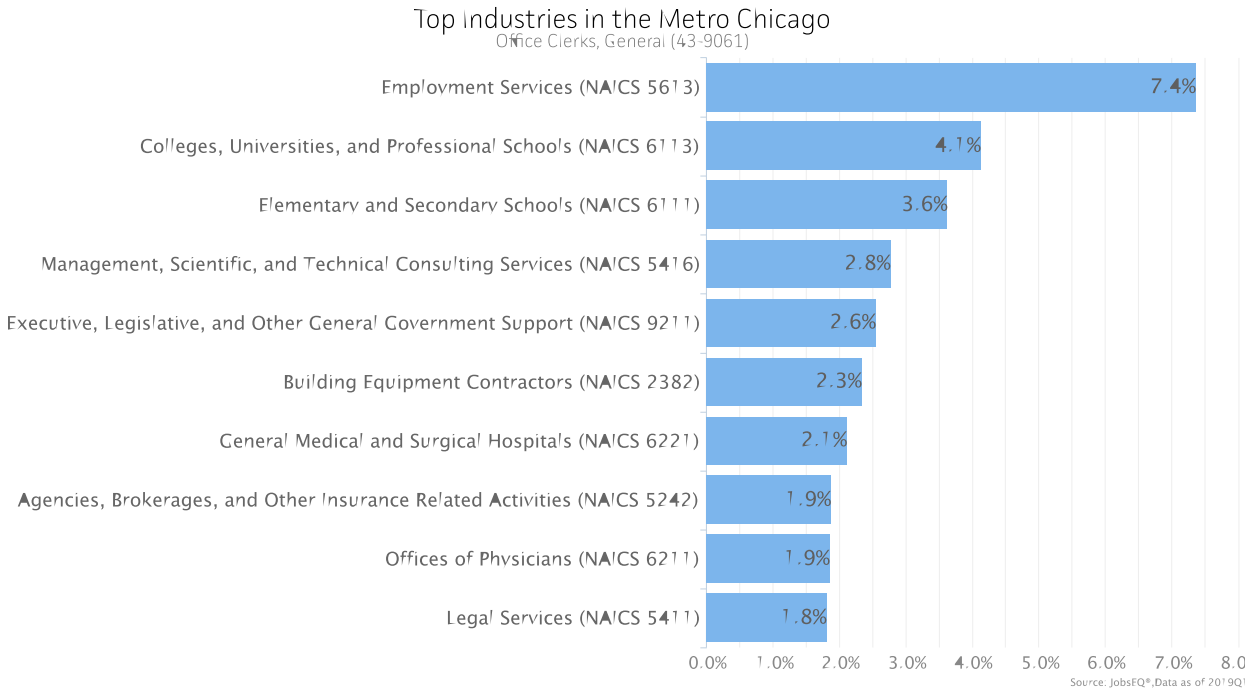
Employment by Industry

The following chart and table illustrate the industries in the Metro Chicago which most employ Office Clerks, General. The single industry most employing this occupation in the region is Employment Services, NAICS 5613. This industry employs 8,689 Office Clerks, General—employment which is expected to decrease by 465 jobs over the next ten years; furthermore, 9,817 additional new workers in this occupation will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.



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Top Industry Distribution for Office Clerks, General (43-9061) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
5613	Employment Services	8,689	9,817	-465	9,352
6113	Colleges, Universities, and Professional Schools	4,871	5,512	-247	5,265
6111	Elementary and Secondary Schools	4,289	4,727	-433	4,294
5416	Management, Scientific, and Technical Consulting Services	3,276	3,922	214	4,136
9211	Executive, Legislative, and Other General Government Support	3,005	3,329	-276	3,052
2382	Building Equipment Contractors	2,766	3,202	-12	3,191
6221	General Medical and Surgical Hospitals	2,505	2,753	-268	2,485
5242	Agencies, Brokerages, and Other Insurance Related Activities	2,221	2,591	27	2,618
6211	Offices of Physicians	2,197	2,579	52	2,631
5411	Legal Services	2,141	2,354	-226	2,128
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	2,114	2,381	-127	2,255
8131	Religious Organizations	1,966	2,174	-186	1,988
6213	Offices of Other Health Practitioners	1,923	2,358	232	2,589
8139	Business, Professional, Labor, Political, and Similar Organizations	1,914	2,013	-356	1,656

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Top Industry Distribution for Office Clerks, General (43-9061) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
5511	Management of Companies and Enterprises	1,895	2,106	-162	1,944
5313	Activities Related to Real Estate	1,857	2,251	172	2,422
6241	Individual and Family Services	1,750	2,203	313	2,516
5617	Services to Buildings and Dwellings	1,676	1,908	-64	1,845
4841	General Freight Trucking	1,648	1,806	-184	1,621
6212	Offices of Dentists	1,632	1,920	46	1,966
	-All Others-	63,746	70,987	-4,987	66,000

Source: JobsEQ®
Data as of 2019Q1 except wages which are as of 2018. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.
Note: Figures may not sum due to rounding.
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

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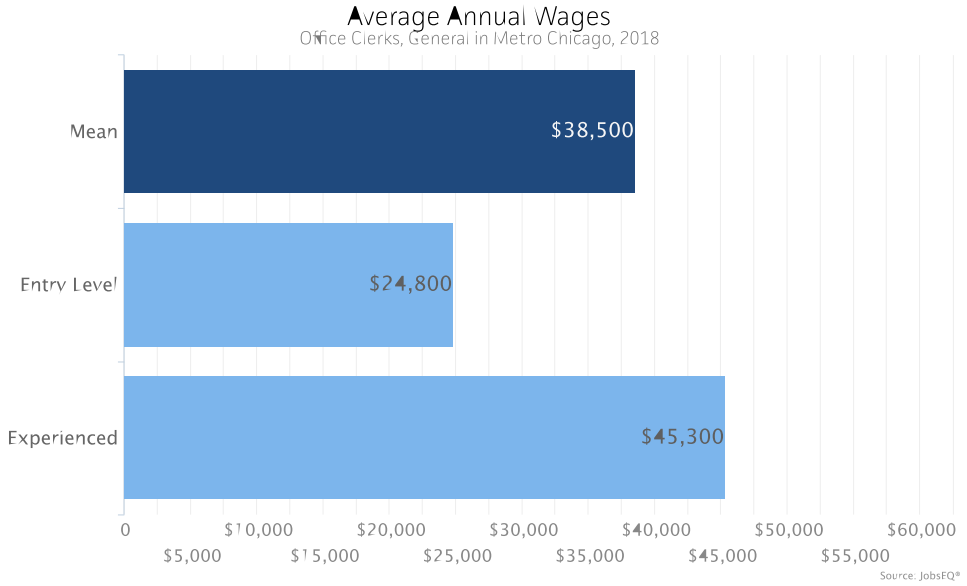
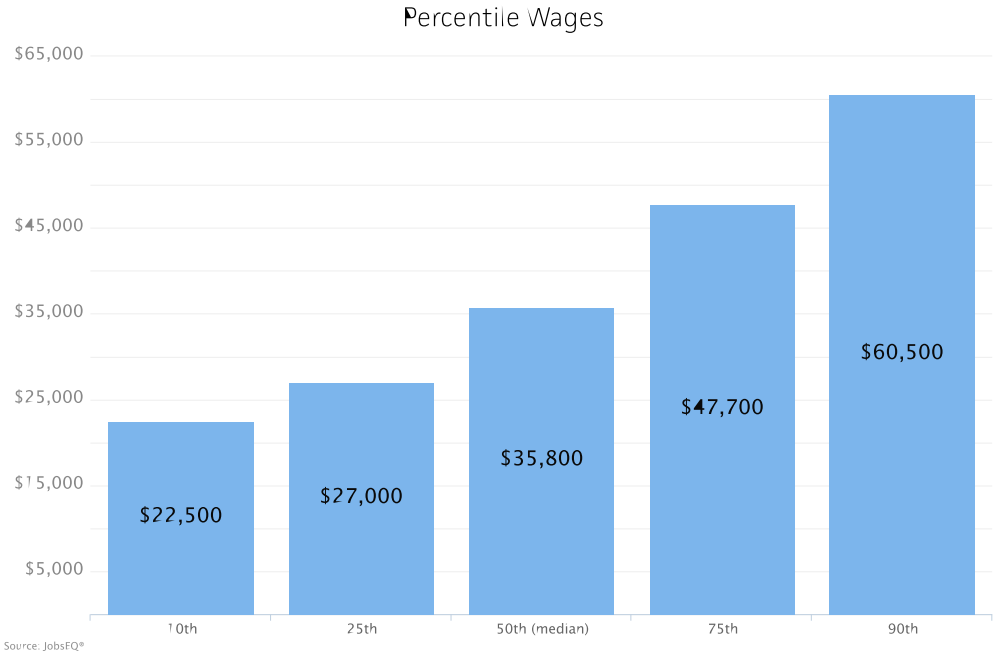
Wages

The average (mean) annual wage for Office Clerks, General was $38,500 in the Metro Chicago as of 2018. For the same year, average entry level wages were approximately $24,800 compared to an average of $45,300 for experienced workers.





Occupation wages (mean, median, and percentiles) are as of 2018 provided by the BLS, modified and imputed by Chmura where necessary. Entry-level and experienced wages are derived from these source data, computed by Chmura.

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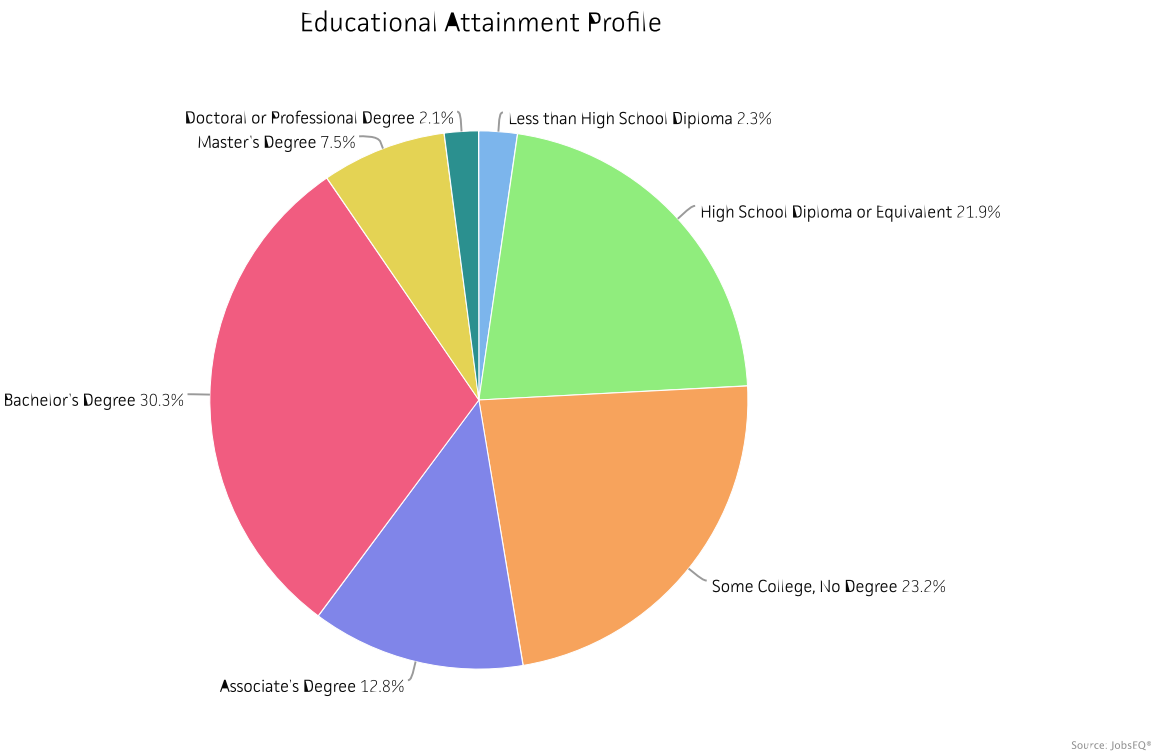
Education Profile

Typical education and training requirements for Office Clerks, General are described below.

Education and Training Requirements	
Typical Entry-Level Education:	High school diploma or equivalent
Previous Work Experience:	None
Typical On-the-Job Training:	Short-term on-the-job training

Source: JobsEQ®



Education and training requirements are from the Bureau of Labor Statistics (BLS); educational attainment mix are regional data modeled by Chmura using Census educational attainment data projected to 2019Q1 along with source data from the BLS.

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Awards

The table below is a list of postsecondary program awards that were granted by postsecondary institutions located in the Metro Chicago in the 2017 academic year. These programs have been identified as providing training for Office Clerks, General (for further details, see the source note).

	Annual Awards - Metro Chicago		
Title/School	Certificates and 2yr Degrees	4yr Degrees	Postgraduate Degrees
52.0408 General Office Occupations and Clerical Services			
Elgin Community College	1	0	0
Kishwaukee College	5	0	0
Morton College	0	0	0
South Suburban College	0	0	0
William Rainey Harper College	11	0	0
Total			
Total	17	0	0

Source: JobsEQ®
Data as of the 2017 academic year
Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2017 academic year. Any programs shown here have been identified as being linked with the occupation being analyzed. Other existing programs may also provide training in the region for this occupation but have not been so identified by the program-occupation crosswalk (see the FAQ section at the end of this report for more details). Furthermore, any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

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Apprenticeships

The apprenticeable specialties associated with this occupation are:

Rapids Code	Rapids Title
1084	Health Unit Coordinator

Source: JobsEQ®
Apprenticeable occupations are identified through the Department of Labor's Registered Apprenticeship program.

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RTI (Job Postings)

Occupations

SOC	Title	Total Ads
43-9061.00	Office Clerks, General	3,095

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Employers

Employer Name	Total Ads
Robert Half	138
College of Lake County	79
College of DuPage	78
Chicago Public Schools	77
Joliet Junior College	53
Harper College	38
FedEx	34
Northern Illinois University	32
Oakton Community College	29
Ajilon	26

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Certifications

Certificate Name	Total Ads
Driver's License	48
Certification in Cardiopulmonary Resuscitation (CPR)	9
Secret Clearance	7
AED Essentials	3
First Aid Certification	3
Forklift Certified	3
Certified Professional Public Buyer (CPPB)	2
Licensed Practical Nurse (LPN)	2
Associate in Insurance Services (AIS)	1
Certified Dental Assistant (CDA)	1

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Hard Skills

Skill Name	Total Ads
Microsoft Office	793
Microsoft Excel	780
Microsoft Word	430
Keyboarding/Typing	321
Microsoft Outlook	272
Word Processing	234
Personal Computers (PC)	197
Microsoft PowerPoint	174
Data Entry	166
Spanish	155

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Soft Skills

Skill Name	Total Ads
Communication (Verbal and written skills)	1,554
Customer Service	932
Clerical	854
Detail Oriented/Meticulous	761
Organization	728
Self-Motivated/Ability to Work Independently/Self Leadership	504
Cooperative/Team Player	433
Multi-Task	430
Ability to Work in a Fast Paced Environment	381
Adaptability/Flexibility/Tolerance of Change and Uncertainty	327

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Job Titles

Job Title	Total Ads
Check your email	95
Office Clerk	71
Clerical	33
Operations Admin I - III (Senior)	23
General Office Clerk	21
Non-Licensed Hearing Aid Attendant	21
Agent, Auto	19
Logistics Clerk	18
Clerical Assistant	17
Clerk	17

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Education Levels

Minimum Education Level	Total Ads
High school diploma or equivalent	1,293
Bachelor's degree	188
Associate's degree	87
Master's degree	6

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Programs

Program Name	Total Ads
Accounting	59
Business	39
Finance	28
Business Administration	15
Computer Science	10
Marketing	9
Social Science	9
Technical	7
Engineering	6
Public Administration	6

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Locations

Location	Total Ads
Chicago, Illinois	448
Glen Ellyn, IL 60137	74
60629	57
Joliet, IL 60431	52
Grayslake, IL 60030	50
Naperville, Illinois	45
Palatine, IL 60067	41
Des Plaines, Illinois	38
Chicago, IL 60601	35
Chicago, IL 60664	30

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What is the program-to-occupation crosswalk?

Training programs are classified according to the Classification of Instructional Programs (CIP codes). For relating training programs, this report uses a modified version of the CIP to SOC crosswalk from the National Center for Education Statistics (NCES). While this is a very helpful crosswalk for estimating occupation production from training program awards data, the crosswalk is neither perfect nor comprehensive. Indeed, it is hard to imagine such a crosswalk being perfect since many training program graduates for one reason or another do not end up employed in occupations that are most related to the training program from which they graduated. Therefore, the education program analyses should be considered in this light.

As an example of the many scenarios that may unfold, consider a journalism degree that crosswalks into three occupations: editors, writers, and postsecondary communications teachers. Graduates with a journalism degree may get a job in one of these occupations—and that may be the most-likely scenario—but a good number of these graduates may get a job in a different occupation altogether (the job may be somewhat related, such as a reporter, or the job may be totally unrelated, such as a real estate agent). Furthermore, a graduate may stay in school or go back to school for a degree that will lead to other occupation possibilities. Still another possibility includes the graduate not entering the labor market (maybe being unemployed, being a non-participant, or moving to another region).

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About This Report

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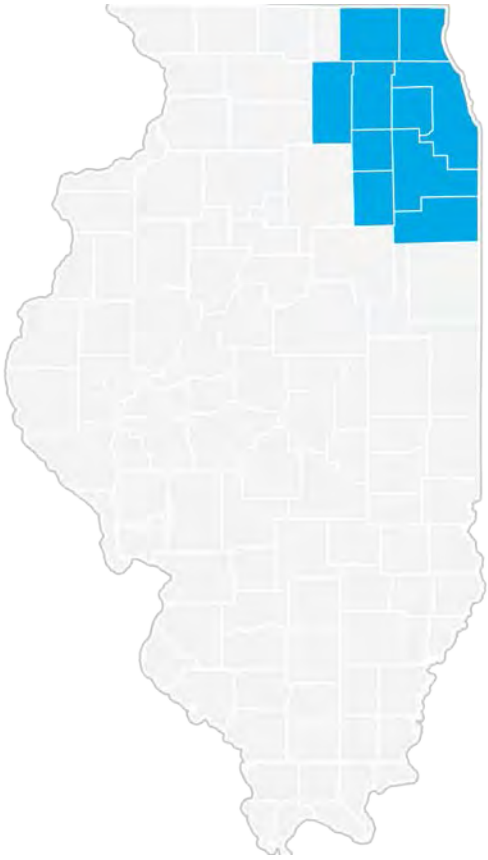
Occupation Report for
Packers and Packagers, Hand

Metro Chicago



JOBSEQ

August 2, 2019

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Definition of Packers and Packagers, Hand, SOC 53-7064

Pack or package by hand a wide variety of products and materials.

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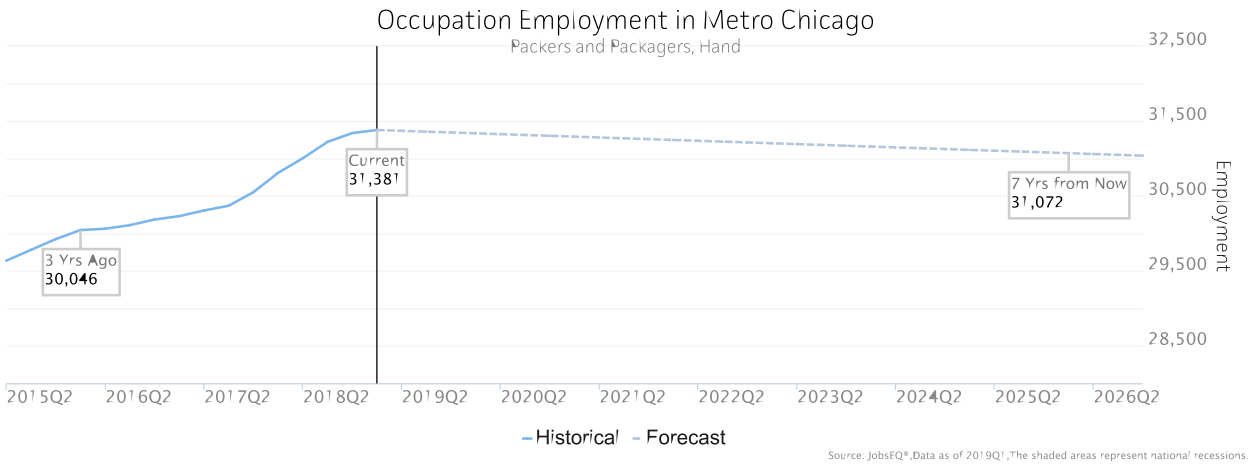
Occupation Snapshot

As of 2019Q1, total employment for Packers and Packagers, Hand in the Metro Chicago was 31,381. Over the past three years, this occupation added 1,335 jobs in the region and is expected to decrease by 309 jobs over the next seven years, or at an annual average rate of -0.1%.

Occupation Snapshot of Packers and Packagers, Hand in Metro Chicago, 2019q1

Current						3-Year History		7-Year Forecast				
Four Quarters Ending with 2019q1						Total Change	Avg Ann % Chg in Empl	--Separations--			---Growth---	
Empl	Avg Ann Wages[1]	LQ	Unempl	Unempl Rate	Online Job Ads[2]	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
31,381	$26,600	1.64	3,315	9.8%	314	1,335	1.5%	32,388	14,823	17,875	-309	-0.1%

Source: JobsEQ®
Data as of 2019Q1 unless noted otherwise
Note: Figures may not sum due to rounding.
1. Occupation wages are as of 2018 and should be taken as the average for all Covered Employment
2. Data represent found online ads active within the last thirty days in the selected region; data represents a sampling rather than the complete universe of postings. Ads lacking zip code information but designating a place (city, town, etc.) may be assigned to the zip code with greatest employment in that place for queries in this analytic. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list).



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Wages by occupation are as of 2018 provided by the BLS and imputed where necessary. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns. Occupation unemployment figures are imputed by Chmura.

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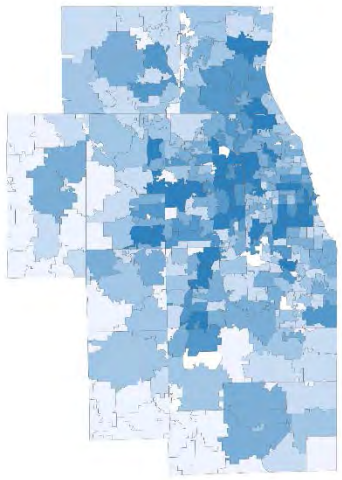
Geographic Distribution

The below maps illustrate the ZCTA-level distribution of employed Packers and Packagers, Hand in the Metro Chicago. Employment is shown by place of work and by residence.

Occupation Concentration by Place of Work for Packers and Packagers, Hand



Top ZCTAs by Place of Work for Packers and Packagers, Hand, 2019Q1

Region	Employment
ZCTA 60007 (Cook County, IL portion)	596
ZCTA 60606	551
ZCTA 60018	535
ZCTA 60440 (Will County, IL portion)	528
ZCTA 60173	484
ZCTA 60160	471
ZCTA 60638	461
ZCTA 60085	429
ZCTA 60632	424
ZCTA 60601	403

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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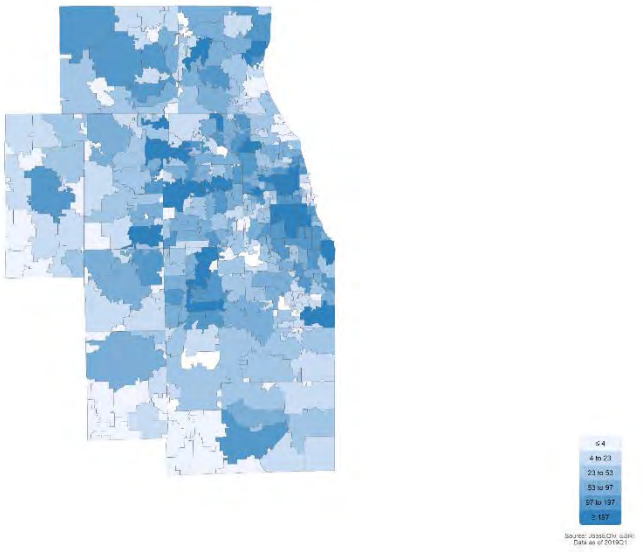
Occupation Concentration by Place of Residence for Packers and Packagers, Hand



Top ZCTAs by Place of Residence for Packers and Packagers, Hand, 2019Q1

Region	Employment
ZCTA 60505	1,301
ZCTA 60804	994
ZCTA 60632	887
ZCTA 60623	870
ZCTA 60639	862
ZCTA 60629	812
ZCTA 60085	678
ZCTA 60608	423
ZCTA 60641	348
ZCTA 60073	321

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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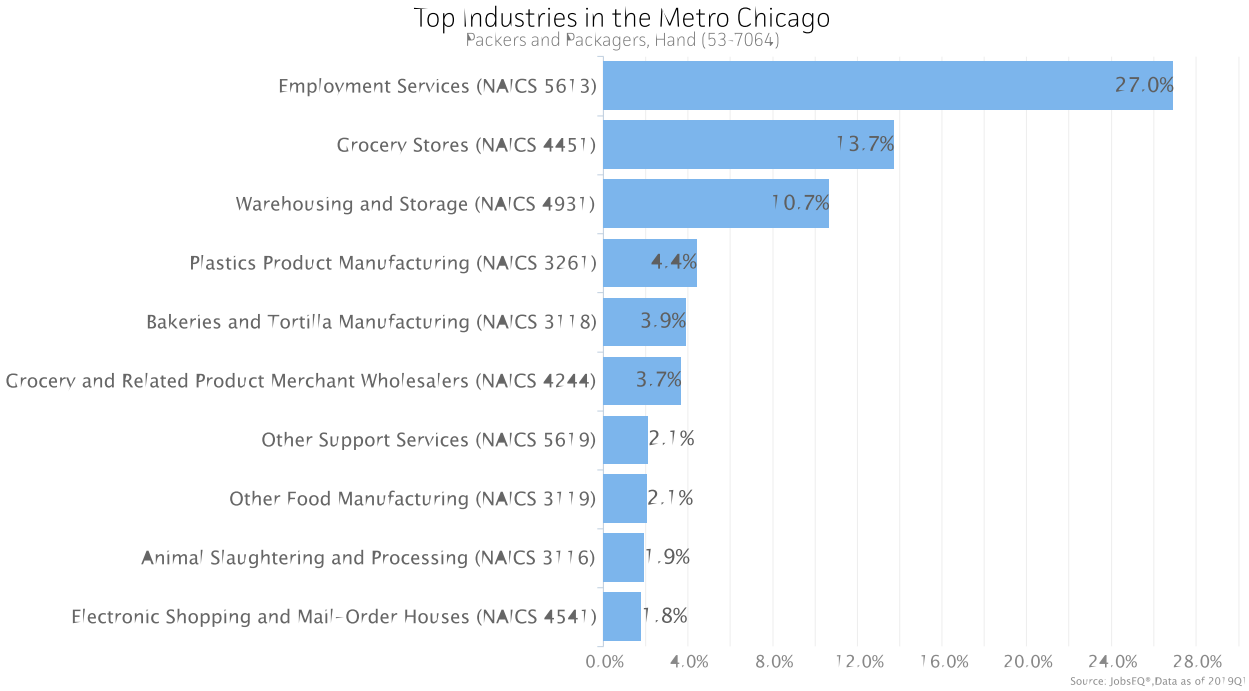
Employment by Industry

The following chart and table illustrate the industries in the Metro Chicago which most employ Packers and Packagers, Hand. The single industry most employing this occupation in the region is Employment Services, NAICS 5613. This industry employs 8,458 Packers and Packagers, Hand—employment which is expected to increase by 483 jobs over the next ten years; furthermore, 12,942 additional new workers in this occupation will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1.

Top Industry Distribution for Packers and Packagers, Hand (53-7064) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
5613	Employment Services	8,458	12,942	483	13,425
4451	Grocery Stores	4,309	5,586	-1,090	4,495
4931	Warehousing and Storage	3,354	5,531	767	6,298
3261	Plastics Product Manufacturing	1,389	1,994	-101	1,893
3118	Bakeries and Tortilla Manufacturing	1,228	1,773	-74	1,699
4244	Grocery and Related Product Merchant Wholesalers	1,153	1,757	55	1,812
5619	Other Support Services	667	1,004	16	1,021
3119	Other Food Manufacturing	648	966	3	969
3116	Animal Slaughtering and Processing	595	862	-33	828
4541	Electronic Shopping and Mail-Order Houses	558	915	121	1,036
3231	Printing and Related Support Activities	520	695	-106	589
3113	Sugar and Confectionery Product Manufacturing	514	720	-62	659
4452	Specialty Food Stores	488	710	-22	688

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Top Industry Distribution for Packers and Packagers, Hand (53-7064) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4889	Other Support Activities for Transportation	447	611	-74	537
3222	Converted Paper Product Manufacturing	419	588	-48	540
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	231	379	50	429
3399	Other Miscellaneous Manufacturing	217	306	-24	282
4522	Department Stores	209	284	-35	249
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	196	290	-4	285
4841	General Freight Trucking	184	272	-3	270
	-All Others-	5,595	8,131	-259	7,871

Source: JobsEQ®
Data as of 2019Q1 except wages which are as of 2018. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.
Note: Figures may not sum due to rounding.
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

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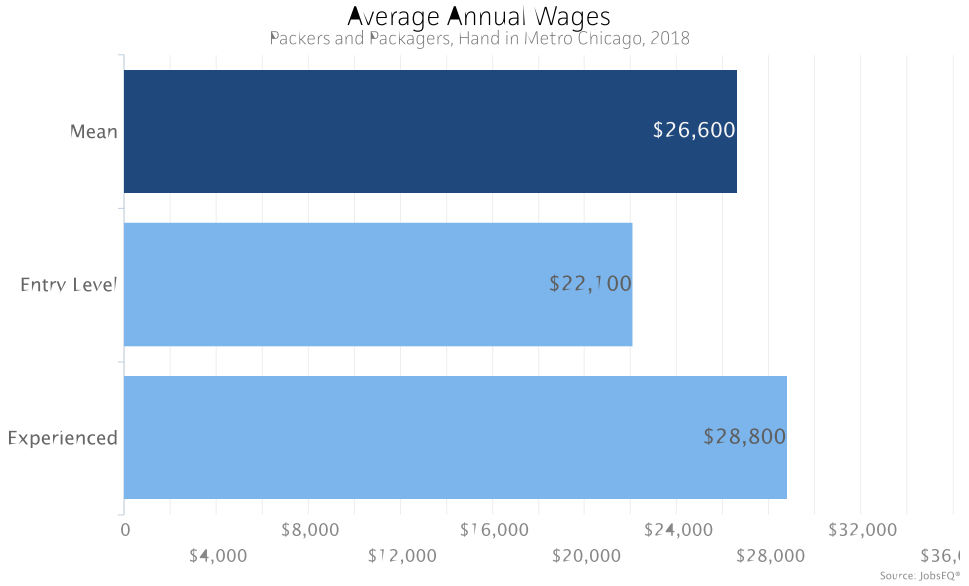
Wages

The average (mean) annual wage for Packers and Packagers, Hand was $26,600 in the Metro Chicago as of 2018. For the same year, average entry level wages were approximately $22,100 compared to an average of $28,800 for experienced workers.



Occupation wages (mean, median, and percentiles) are as of 2018 provided by the BLS, modified and imputed by Chmura where necessary. Entry-level and experienced wages are derived from these source data, computed by Chmura.

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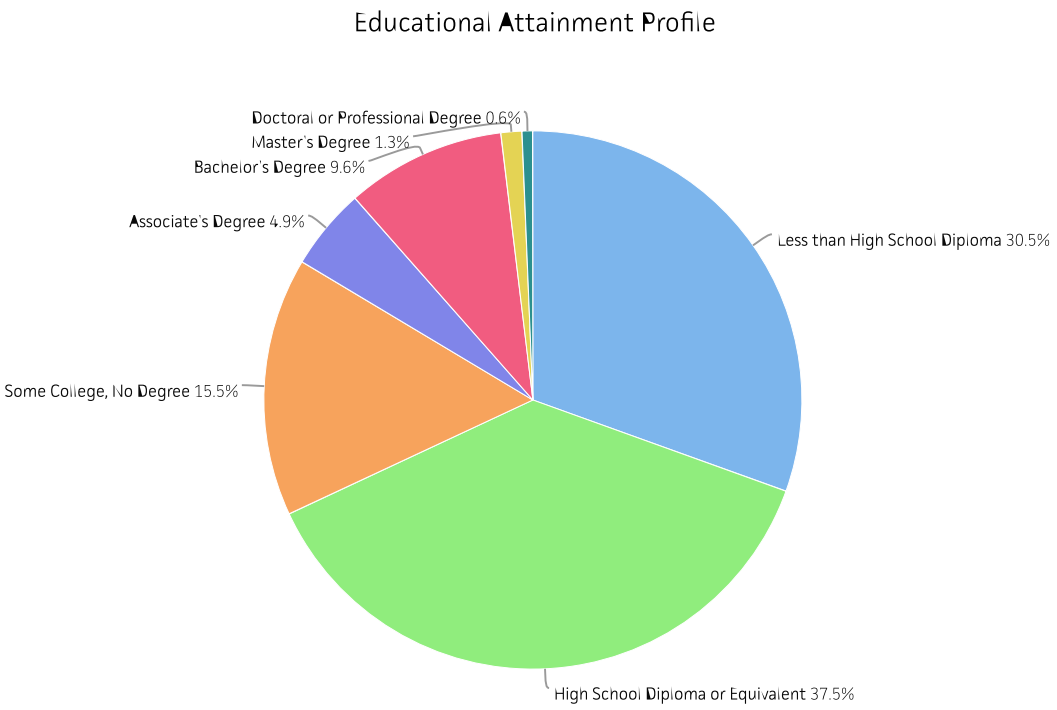
Education Profile

Typical education and training requirements for Packers and Packagers, Hand are described below.

Education and Training Requirements	
Typical Entry-Level Education:	None
Previous Work Experience:	None
Typical On-the-Job Training:	Short-term on-the-job training

Source: JobsEQ®



Education and training requirements are from the Bureau of Labor Statistics (BLS); educational attainment mix are regional data modeled by Chmura using Census educational attainment data projected to 2019Q1 along with source data from the BLS.

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Awards

No postsecondary program awards were granted by postsecondary institutions located in the Metro Chicago in the 2017 academic year in programs identified as providing training for Packers and Packagers, Hand (for further details, see the source note).

Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2017 academic year. Any programs shown here have been identified as being linked with the occupation being analyzed. Other existing programs may also provide training in the region for this occupation but have not been so identified by the program-occupation crosswalk (see the FAQ section at the end of this report for more details). Furthermore, any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

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RTI (Job Postings)

Occupations

SOC	Title	Total Ads
53-7064.00	Packers and Packagers, Hand	941

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Employers

Employer Name	Total Ads
Staffmark	65
Express Employment Professionals	64
ProLogistix	64
Randstad	63
Aerotek	62
Kelly Services	24
DHL	13
SourceOneHospitality	13
RR Donnelley	12
Follett Corporation	11

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Certifications

Certificate Name	Total Ads
Forklift Certified	8
Driver's License	7
National Career Readiness Certification - Bronze (NCRC-Bronze)	2

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Hard Skills

Skill Name	Total Ads
Ability to Lift 41-50 lbs.	167
Manufacturing	73
Ability to Lift 31-40 lbs.	70
Barcode Scanners	69
Ability to Lift 51-100 lbs.	53
English	38
Ability to Lift 21-30 lbs.	34
Forklifts	27
Packaging	25
Mechanical	18

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Soft Skills

Skill Name	Total Ads
Communication (Verbal and written skills)	159
Detail Oriented/Meticulous	155
Ability to Work in a Fast Paced Environment	149
Cooperative/Team Player	89
Adaptability/Flexibility/Tolerance of Change and Uncertainty	71
Work Ethic/Hard Working	65
Accountable/Responsible/Reliable/Dependable/Trustworthy	62
Punctual	60
Organization	53
Self-Motivated/Ability to Work Independently/Self Leadership	44

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Job Titles

Job Title	Total Ads
Packer	160
Picker/Packer	40
Picker Packer	22
Warehouse Packer	21
Packing Associate	17
picker/packer	13
Packers	12
We are looking for Packers - St. Charles ($13/HR)	12
Picker and Packer	11
Picker / Packer	10

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Education Levels

Minimum Education Level	Total Ads
High school diploma or equivalent	242
Associate's degree	1

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Locations

Location	Total Ads
Romeoville, Illinois	31
Chicago, Illinois	29
Lemont, Illinois	26
St Charles, Illinois	23
Elk Grove Village, Illinois	22
Aurora, Illinois	19
Bolingbrook, Illinois	17
Gurnee, Illinois	16
Melrose Park, Illinois	15
Mchenry, Illinois	13

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Region Definition

Metro Chicago is defined as the following counties:

Cook County, Illinois	Kankakee County, Illinois
DeKalb County, Illinois	Kendall County, Illinois
Du Page County, Illinois	Lake County, Illinois
Grundy County, Illinois	McHenry County, Illinois
Kane County, Illinois	Will County, Illinois

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FAQ

What is SOC?

The Standard Occupational Classification system (SOC) is used to classify workers into occupational categories. All workers are classified into one of over 840 occupations according to their occupational definition. To facilitate classification, occupations are combined to form 23 major groups, 97 minor groups, and 461 occupation groups. Each occupation group includes detailed occupations requiring similar job duties, skills, education, or experience.

What is a location quotient?

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an occupation (or industry) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is training concentration?

The training concentration analysis compares local postsecondary training output compared to the national norm. Let's consider registered nurses as an example. If in the nation, one RN award is granted for every ten RNs employed, that 1:10 ratio is the national norm. If in your region your schools also grant one RN award for every ten RNs employed, then your region will be right at the national norm, or we say at 100% of the national norm which is termed a 100% training concentration. If your region grants two RN awards for every ten employed, your region would be at twice the national norm or have a 200% training concentration. Similarly, if your region grants one RN award for every twenty employed, your region would be at half the national norm or have a 50% training concentration.

What is the program-to-occupation crosswalk?

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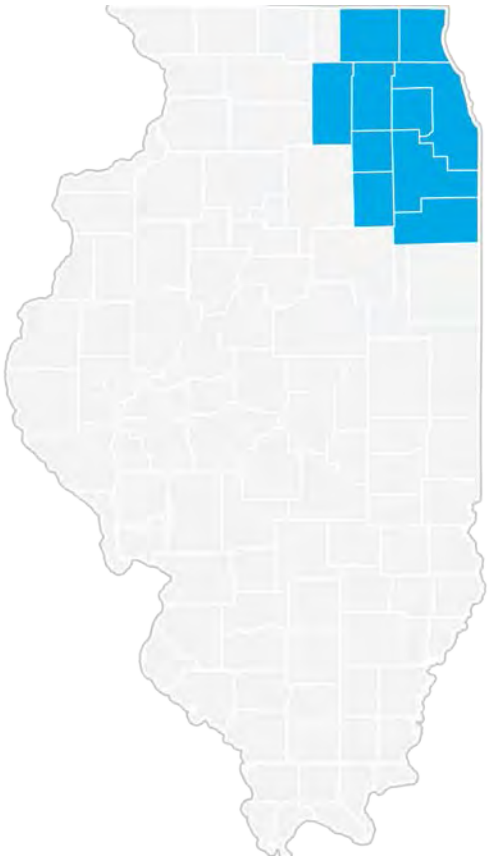
Occupation Report for Reservation and Transportation Ticket Agents and Travel Clerks

Metro Chicago



JOBSEQ

August 2, 2019

DEFINITION OF RESERVATION AND TRANSPORTATION TICKET AGENTS AND TRAVEL CLERKS, SOC 43-4181 3
OCCUPATION SNAPSHOT 4
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Definition of Reservation and Transportation Ticket Agents and Travel Clerks, SOC 43-4181

Make and confirm reservations for transportation or lodging, or sell transportation tickets. May check baggage and direct passengers to designated concourse, pier, or track; deliver tickets, contact individuals and groups to inform them of package tours; or provide tourists with travel or transportation information. Excludes "Travel Agents" (41-3041), "Hotel, Motel, and Resort Desk Clerks" (43-4081), and "Cashiers" (41-2011) who sell tickets for local transportation.

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Occupation Snapshot

As of 2019Q1, total employment for Reservation and Transportation Ticket Agents and Travel Clerks in the Metro Chicago was 6,392. Over the past three years, this occupation added 424 jobs in the region and is expected to decrease by 139 jobs over the next seven years, or at an annual average rate of -0.3%.

Occupation Snapshot of Reservation and Transportation Ticket Agents and Travel Clerks in Metro Chicago, 2019q1

Current						3-Year History		7-Year Forecast				
Four Quarters Ending with 2019q1						Total Change	Avg Ann % Chg in Empl	--Separations--			---Growth---	
Empl	Avg Ann Wages[1]	LQ	Unempl	Unempl Rate	Online Job Ads[2]	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
6,392	$47,100	1.65	203	3.3%	68	424	2.3%	4,394	1,893	2,641	-139	-0.3%

Source: JobsEQ®
Data as of 2019Q1 unless noted otherwise
Note: Figures may not sum due to rounding.
1. Occupation wages are as of 2018 and should be taken as the average for all Covered Employment
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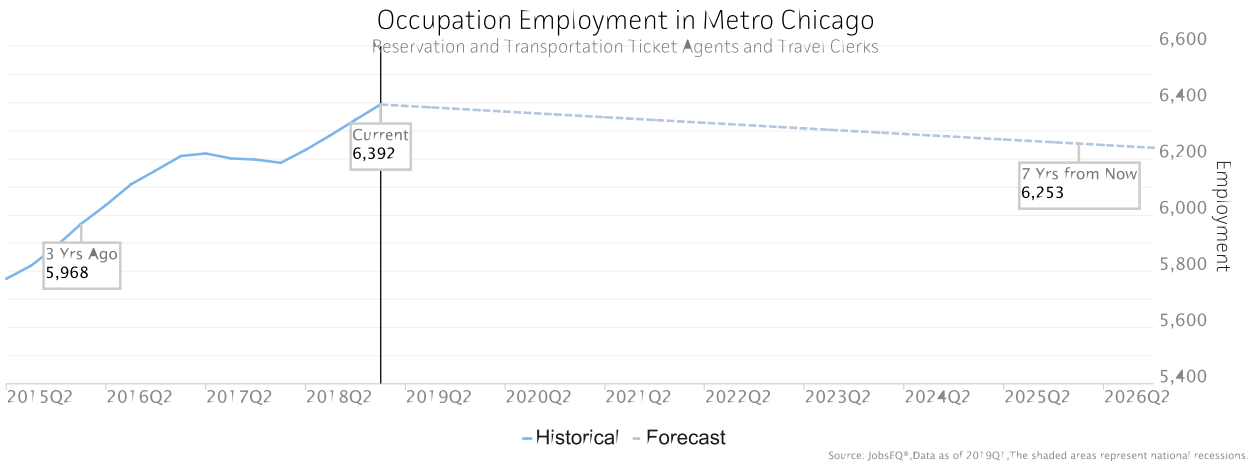

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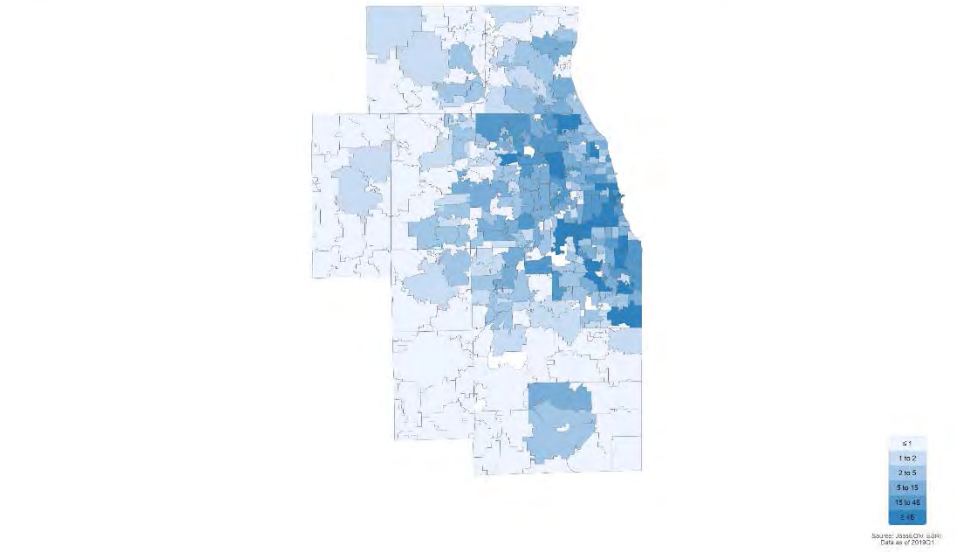
Geographic Distribution

The below maps illustrate the ZCTA-level distribution of employed Reservation and Transportation Ticket Agents and Travel Clerks in the Metro Chicago. Employment is shown by place of work and by residence.

Occupation Concentration by Place of Work for Reservation and Transportation Ticket Agents and Travel Clerks



Top ZCTAs by Place of Work for Reservation and Transportation Ticket Agents and Travel Clerks, 2019Q1

Region	Employment
ZCTA 60018	949
ZCTA 60638	666
ZCTA 60480	513
ZCTA 60614	200
ZCTA 60632	184
ZCTA 60647	128
ZCTA 60803	128
ZCTA 60607	123
ZCTA 60654	121
ZCTA 60661	113

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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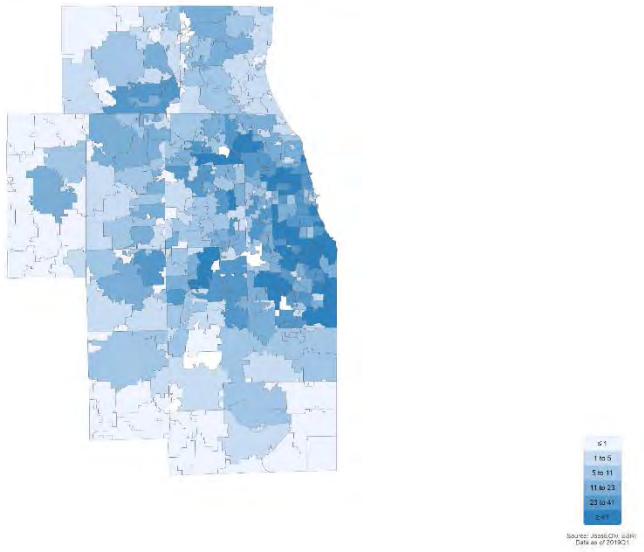
Occupation Concentration by Place of Residence for Reservation and Transportation Ticket Agents and Travel Clerks



Top ZCTAs by Place of Residence for Reservation and Transportation Ticket Agents and Travel Clerks, 2019Q1

Region	Employment
ZCTA 60620	109
ZCTA 60619	100
ZCTA 60638	99
ZCTA 60628	92
ZCTA 60453	85
ZCTA 60634	84
ZCTA 60643	82
ZCTA 60649	81
ZCTA 60647	76
ZCTA 60629	74

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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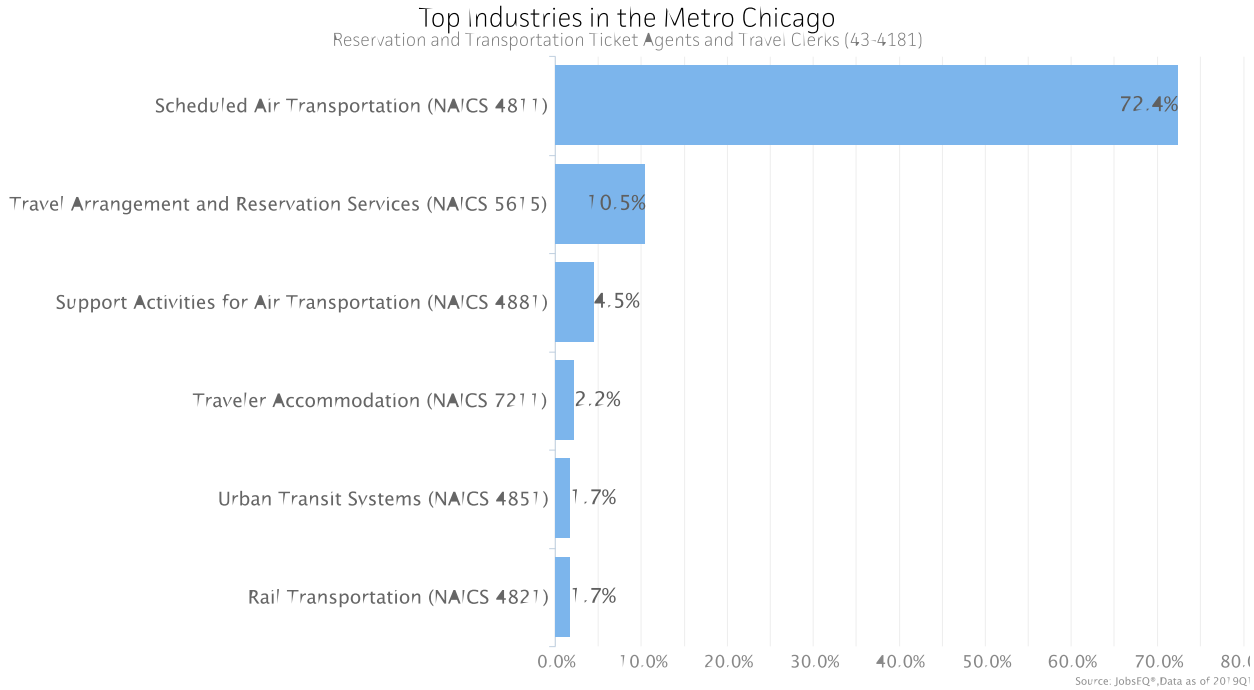
Employment by Industry

The following chart and table illustrate the industries in the Metro Chicago which most employ Reservation and Transportation Ticket Agents and Travel Clerks. The single industry most employing this occupation in the region is Scheduled Air Transportation, NAICS 4811. This industry employs 4,627 Reservation and Transportation Ticket Agents and Travel Clerks—employment which is expected to decrease by 159 jobs over the next ten years; furthermore, 4,679 additional new workers in this occupation will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1.

Top Industry Distribution for Reservation and Transportation Ticket Agents and Travel Clerks (43-4181) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4811	Scheduled Air Transportation	4,627	4,679	-159	4,521
5615	Travel Arrangement and Reservation Services	671	659	-61	597
4881	Support Activities for Air Transportation	288	310	29	340
7211	Traveler Accommodation	141	142	-5	137
4851	Urban Transit Systems	110	115	3	118
4821	Rail Transportation	110	108	-9	99
5511	Management of Companies and Enterprises	50	50	-4	46
5613	Employment Services	50	51	-1	50
4853	Taxi and Limousine Service	45	40	-12	27
4859	Other Transit and Ground Passenger Transportation	42	49	13	63
4852	Interurban and Rural Bus Transportation	36	36	-1	35
4872	Scenic and Sightseeing Transportation, Water	33	34	1	36
	-All Others-	190	199	8	206

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Source: JobsEQ®
Data as of 2019Q1 except wages which are as of 2018. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.
Note: Figures may not sum due to rounding.
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

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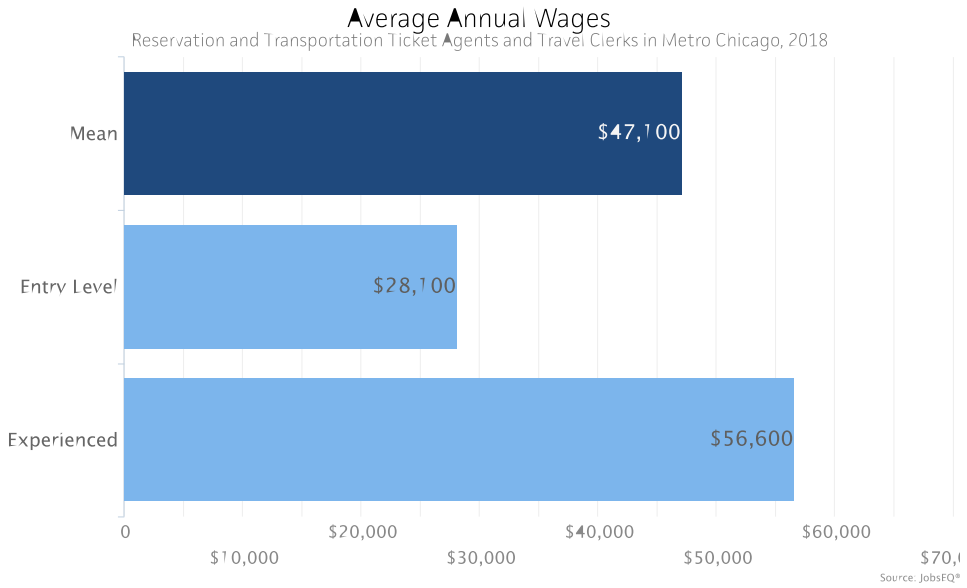
Wages

The average (mean) annual wage for Reservation and Transportation Ticket Agents and Travel Clerks was $47,100 in the Metro Chicago as of 2018. For the same year, average entry level wages were approximately $28,100 compared to an average of $56,600 for experienced workers.



Occupation wages (mean, median, and percentiles) are as of 2018 provided by the BLS, modified and imputed by Chmura where necessary. Entry-level and experienced wages are derived from these source data, computed by Chmura.

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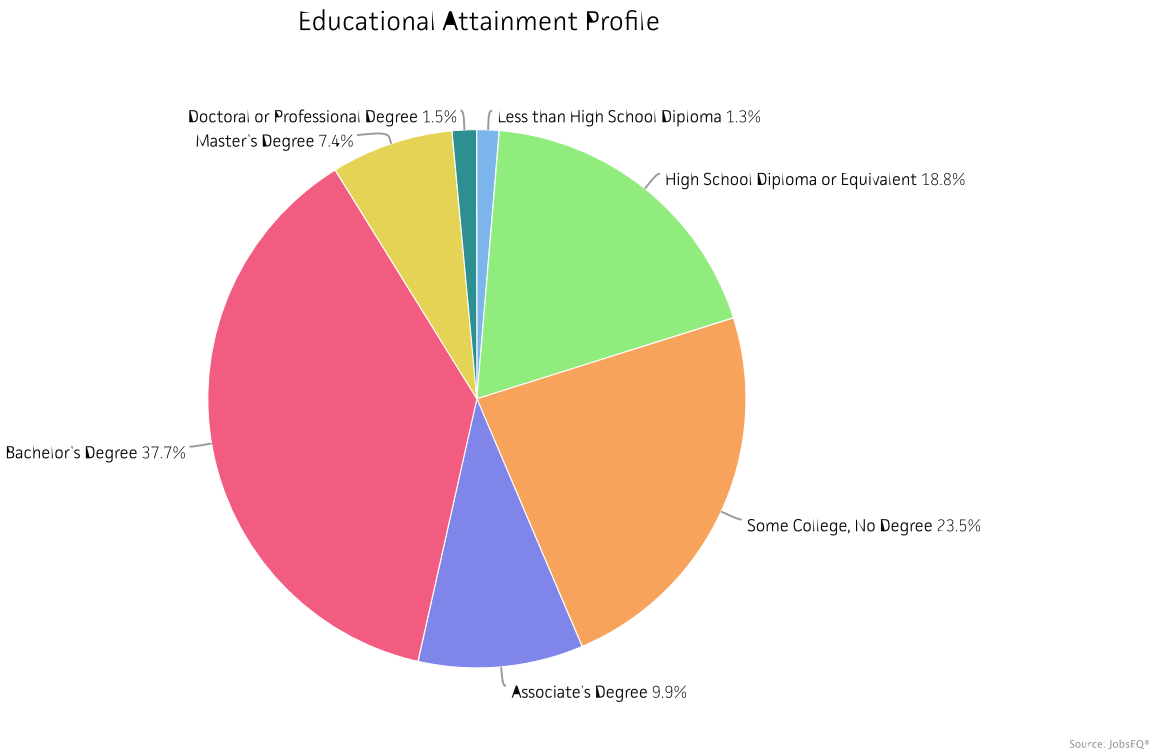
Education Profile

Typical education and training requirements for Reservation and Transportation Ticket Agents and Travel Clerks are described below.

Education and Training Requirements

Typical Entry-Level Education:	High school diploma or equivalent
Previous Work Experience:	None
Typical On-the-Job Training:	Short-term on-the-job training

Source: JobsEQ®



Education and training requirements are from the Bureau of Labor Statistics (BLS); educational attainment mix are regional data modeled by Chmura using Census educational attainment data projected to 2019Q1 along with source data from the BLS.

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Awards

No postsecondary program awards were granted by postsecondary institutions located in the Metro Chicago in the 2017 academic year in programs identified as providing training for Reservation and Transportation Ticket Agents and Travel Clerks (for further details, see the source note).

Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2017 academic year. Any programs shown here have been identified as being linked with the occupation being analyzed. Other existing programs may also provide training in the region for this occupation but have not been so identified by the program-occupation crosswalk (see the FAQ section at the end of this report for more details). Furthermore, any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

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RTI (Job Postings)

Occupations

SOC	Title	Total Ads
43-4181.00	Reservation and Transportation Ticket Agents and Travel Clerks	142

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Employers

Employer Name	Total Ads
Envoy	16
American Airlines	7
UHaul	6
Worldwide Flight Services	6
Total Airport Services, LLC	5
Menzies Aviation	4
Momotaro	4
Crown Cars	3
Delta Airlines	3
First Group	3

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
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Certifications

Certificate Name	Total Ads
Driver's License	19

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Hard Skills

Skill Name	Total Ads
Microsoft Excel	25
Ability to Lift 51-100 lbs.	24
Microsoft Outlook	15
Microsoft Word	13
Cash Handling	11
Hospitality	11
Bilingual	9
Data Entry	8
Faxing	8
Microsoft Office	8

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Soft Skills

Skill Name	Total Ads
Communication (Verbal and written skills)	75
Customer Service	74
Self-Motivated/Ability to Work Independently/Self Leadership	44
Detail Oriented/Meticulous	21
Ability to Work in a Fast Paced Environment	20
Adaptability/Flexibility/Tolerance of Change and Uncertainty	19
Cooperative/Team Player	17
Organization	16
Good Judgment	13
Initiative	12

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Job Titles

Job Title	Total Ads
Reservations Agent	15
Reservation Agent	10
Reservation Specialist	5
Agent - Operations Planning Agent	4
Reservation Manager	4
Reservations Assistant	4
Reservations Specialist	4
Star Service Agent	4
21475 LOT PAX Svc Agent	3
Agent - Expeditor	3

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
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Education Levels

Minimum Education Level	Total Ads
High school diploma or equivalent	65
Associate's degree	3
Bachelor's degree	2

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Programs

Program Name	Total Ads
Culinary Arts	1
Hospitality Management	1

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Locations

Location	Total Ads
Chicago, Illinois	45
60629	10
Chicago, IL 60666	8
60290	6
60666	4
Chicago, IL 60290	4
Saint Charles, IL 60174	4
IL - Rosemont - Loews Chicago O'Hare	3
5600 Mannheim Rd Chicago, IL 60666	2
60009	2

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
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Region Definition

Metro Chicago is defined as the following counties:

Cook County, Illinois	Kankakee County, Illinois
DeKalb County, Illinois	Kendall County, Illinois
Du Page County, Illinois	Lake County, Illinois
Grundy County, Illinois	McHenry County, Illinois
Kane County, Illinois	Will County, Illinois

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FAQ

What is SOC?

The Standard Occupational Classification system (SOC) is used to classify workers into occupational categories. All workers are classified into one of over 840 occupations according to their occupational definition. To facilitate classification, occupations are combined to form 23 major groups, 97 minor groups, and 461 occupation groups. Each occupation group includes detailed occupations requiring similar job duties, skills, education, or experience.

What is a location quotient?

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an occupation (or industry) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is training concentration?

The training concentration analysis compares local postsecondary training output compared to the national norm. Let's consider registered nurses as an example. If in the nation, one RN award is granted for every ten RNs employed, that 1:10 ratio is the national norm. If in your region your schools also grant one RN award for every ten RNs employed, then your region will be right at the national norm, or we say at 100% of the national norm which is termed a 100% training concentration. If your region grants two RN awards for every ten employed, your region would be at twice the national norm or have a 200% training concentration. Similarly, if your region grants one RN award for every twenty employed, your region would be at half the national norm or have a 50% training concentration.

What is the program-to-occupation crosswalk?

Training programs are classified according to the Classification of Instructional Programs (CIP codes). For relating training programs, this report uses a modified version of the CIP to SOC crosswalk from the National Center for Education Statistics (NCES). While this is a very helpful crosswalk for estimating occupation production from training program awards data, the crosswalk is neither perfect nor comprehensive. Indeed, it is hard to imagine such a crosswalk being perfect since many training program graduates for one reason or another do not end up employed in occupations that are most related to the training program from which they graduated. Therefore, the education program analyses should be considered in this light.

As an example of the many scenarios that may unfold, consider a journalism degree that crosswalks into three occupations: editors, writers, and postsecondary communications teachers. Graduates with a journalism degree may get a job in one of these occupations—and that may be the most-likely scenario—but a good number of these graduates may get a job in a different occupation altogether (the job may be somewhat related, such as a reporter, or the job may be totally unrelated, such as a real estate agent). Furthermore, a graduate may stay in school or go back to school for a degree that will lead to other occupation possibilities. Still another possibility includes the graduate not entering the labor market (maybe being unemployed, being a non-participant, or moving to another region).

What is separation demand?

Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. The total projected demand for an occupation is the sum of the separation demand and the growth demand (which is the increase or decrease of jobs in an occupation expected due to expansion or contraction of the overall number of jobs in that occupation).

What is NAICS?

The North American Industry Classification System (NAICS) is used to classify business establishments according to the type of economic activity. The NAICS Code comprises six levels, from the "all industry" level to the 6-digit level. The first two digits define the top level category, known as the "sector," which is the level examined in this report.

About This Report

This report and all data herein were produced by JobsEQ®, a product of Chmura Economics & Analytics. The information contained herein was obtained from sources we believe to be reliable. However, we cannot guarantee its accuracy and completeness.

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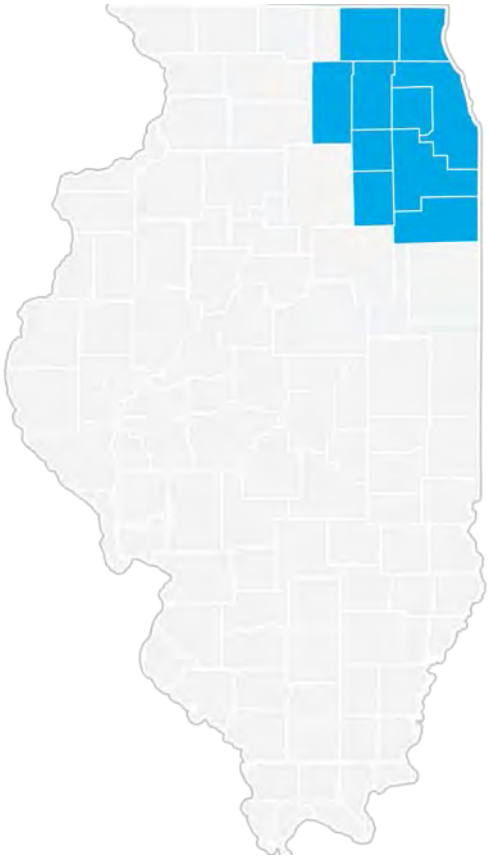
Occupation Report for
Sales Representatives, Services, All Other

Metro Chicago



JOBSEQ

August 2, 2019

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Definition of Sales Representatives, Services, All Other, SOC 41-3099

All services sales representatives not listed separately.

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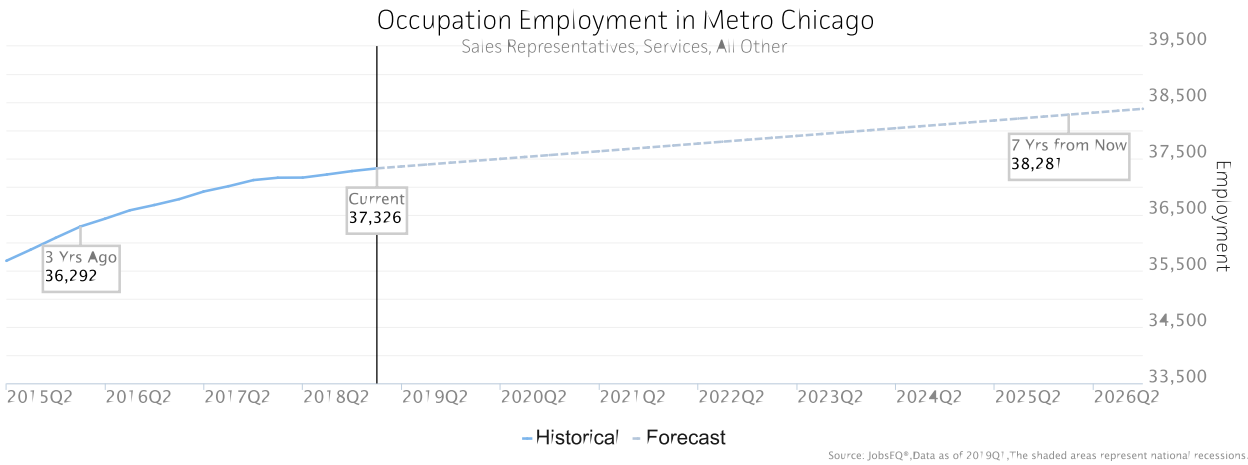
Occupation Snapshot

As of 2019Q1, total employment for Sales Representatives, Services, All Other in the Metro Chicago was 37,326. Over the past three years, this occupation added 1,034 jobs in the region and is expected to increase by 955 jobs over the next seven years, or at an annual average rate of 0.4%.

Occupation Snapshot of Sales Representatives, Services, All Other in Metro Chicago, 2019q1

Current						3-Year History		7-Year Forecast				
Four Quarters Ending with 2019q1						Total Change	Avg Ann % Chg in Empl	--Separations--			---Growth---	
Empl	Avg Ann Wages[1]	LQ	Unempl	Unempl Rate	Online Job Ads[2]	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
37,326	$65,700	1.21	1,111	2.9%	6,432	1,034	0.9%	32,220	8,479	22,786	955	0.4%

Source: JobsEQ®
Data as of 2019Q1 unless noted otherwise
Note: Figures may not sum due to rounding.
1. Occupation wages are as of 2018 and should be taken as the average for all Covered Employment
2. Data represent found online ads active within the last thirty days in the selected region; data represents a sampling rather than the complete universe of postings. Ads lacking zip code information but designating a place (city, town, etc.) may be assigned to the zip code with greatest employment in that place for queries in this analytic. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list).



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Wages by occupation are as of 2018 provided by the BLS and imputed where necessary. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns. Occupation unemployment figures are imputed by Chmura.

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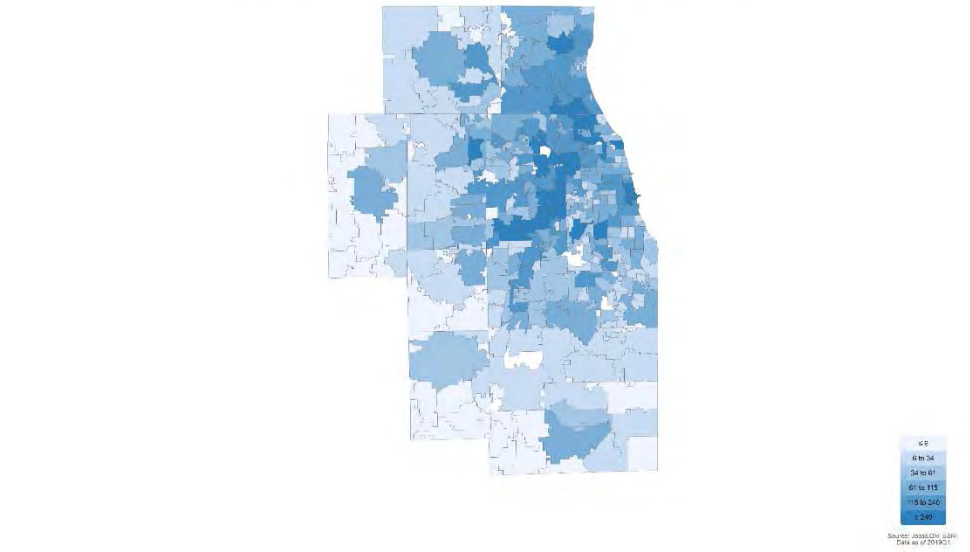
Geographic Distribution

The below maps illustrate the ZCTA-level distribution of employed Sales Representatives, Services, All Other in the Metro Chicago. Employment is shown by place of work and by residence.

Occupation Concentration by Place of Work for Sales Representatives, Services, All Other



Top ZCTAs by Place of Work for Sales Representatives, Services, All Other, 2019Q1

Region	Employment
ZCTA 60606	1,707
ZCTA 60601	1,220
ZCTA 60654	969
ZCTA 60611	856
ZCTA 60173	850
ZCTA 60018	736
ZCTA 60607	596
ZCTA 60523	595
ZCTA 60603	572
ZCTA 60007 (Cook County, IL portion)	560

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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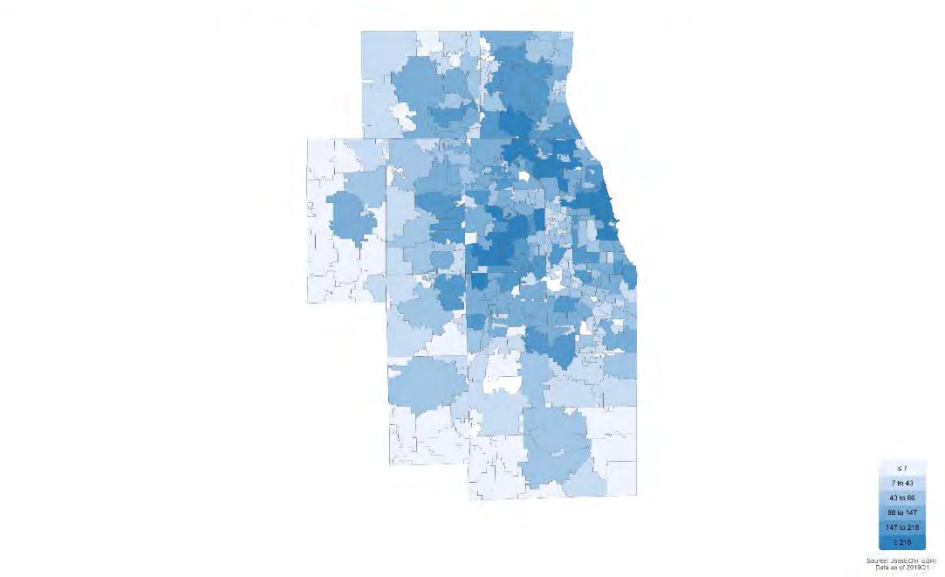
Occupation Concentration by Place of Residence for Sales Representatives, Services, All Other



Top ZCTAs by Place of Residence for Sales Representatives, Services, All Other, 2019Q1

Region	Employment
ZCTA 60657	716
ZCTA 60614	662
ZCTA 60647	579
ZCTA 60618	576
ZCTA 60622	565
ZCTA 60613	541
ZCTA 60640	518
ZCTA 60625	501
ZCTA 60610	368
ZCTA 60004	355

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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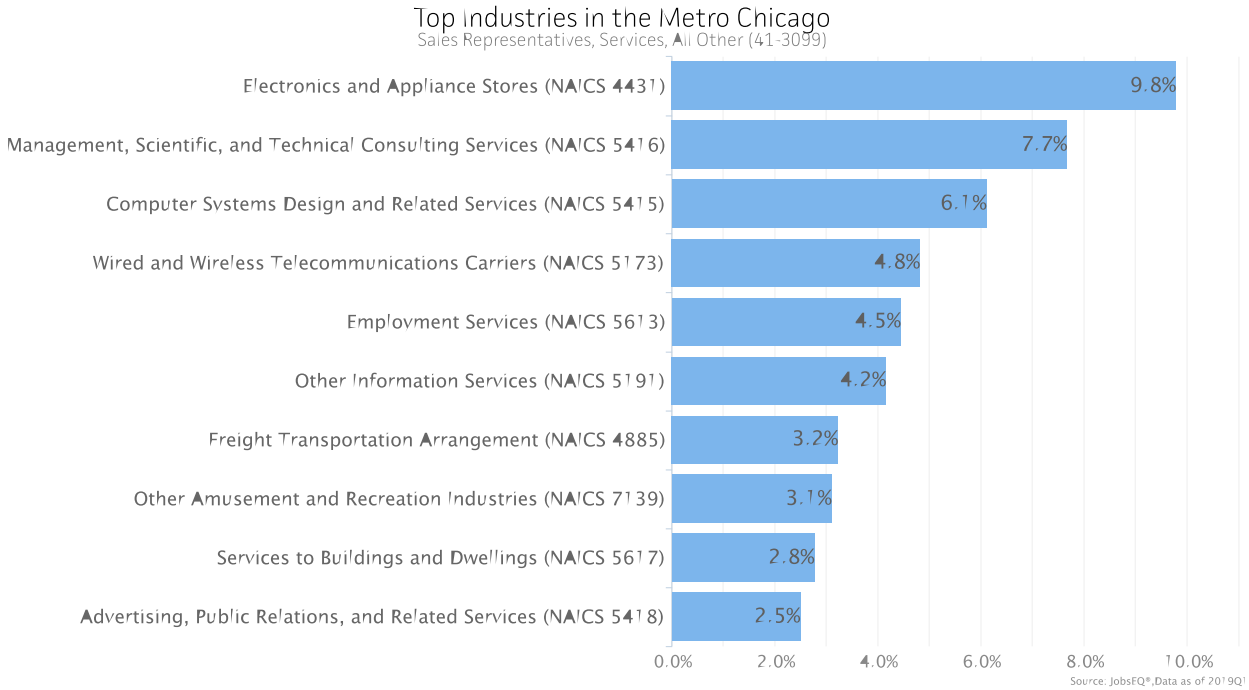
Employment by Industry

The following chart and table illustrate the industries in the Metro Chicago which most employ Sales Representatives, Services, All Other. The single industry most employing this occupation in the region is Electronics and Appliance Stores , NAICS 4431. This industry employs 3,657 Sales Representatives, Services, All Other—employment which is expected to decrease by 674 jobs over the next ten years; furthermore, 3,901 additional new workers in this occupation will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1.

Top Industry Distribution for Sales Representatives, Services, All Other (41-3099) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4431	Electronics and Appliance Stores	3,657	3,901	-674	3,227
5416	Management, Scientific, and Technical Consulting Services	2,868	3,665	527	4,192
5415	Computer Systems Design and Related Services	2,281	2,859	314	3,173
5173	Wired and Wireless Telecommunications Carriers	1,798	1,942	-290	1,652
5613	Employment Services	1,661	1,974	37	2,011
5191	Other Information Services	1,551	2,190	679	2,869
4885	Freight Transportation Arrangement	1,204	1,456	69	1,525
7139	Other Amusement and Recreation Industries	1,160	1,390	46	1,437
5617	Services to Buildings and Dwellings	1,035	1,257	70	1,327
5418	Advertising, Public Relations, and Related Services	934	1,085	-23	1,063
2382	Building Equipment Contractors	856	1,059	94	1,153
5614	Business Support Services	713	879	71	950
5511	Management of Companies and Enterprises	696	825	11	836

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Top Industry Distribution for Sales Representatives, Services, All Other (41-3099) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
7211	Traveler Accommodation	614	709	-23	687
5419	Other Professional, Scientific, and Technical Services	591	687	6	694
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	585	702	26	729
5616	Investigation and Security Services	520	638	47	685
2383	Building Finishing Contractors	514	601	-6	595
4841	General Freight Trucking	462	539	-6	533
5182	Data Processing, Hosting, and Related Services	455	558	41	599
	-All Others-	13,171	15,664	356	16,020

Source: JobsEQ®
Data as of 2019Q1 except wages which are as of 2018. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.
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Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

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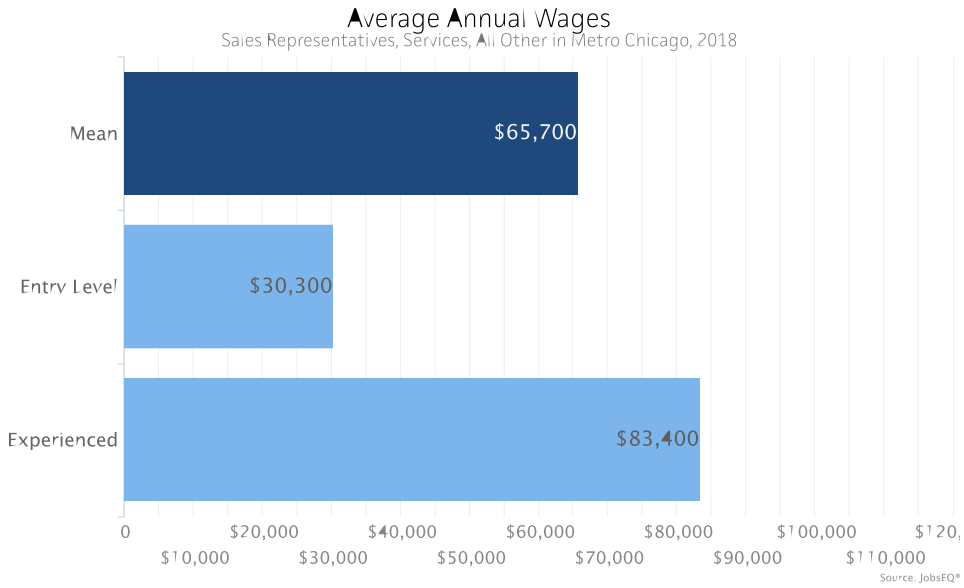
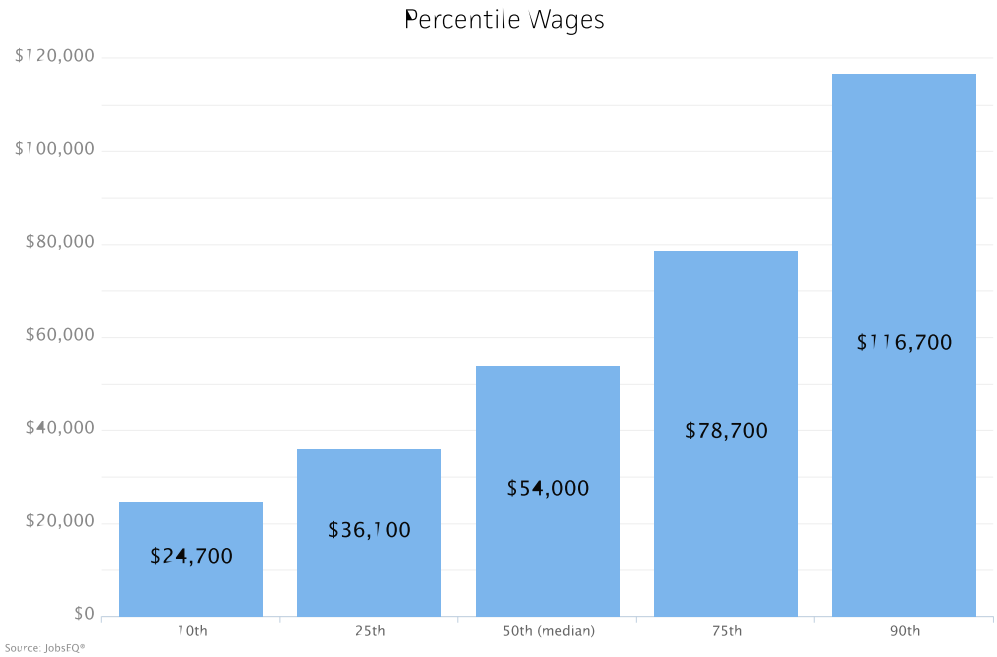
Wages

The average (mean) annual wage for Sales Representatives, Services, All Other was $65,700 in the Metro Chicago as of 2018. For the same year, average entry level wages were approximately $30,300 compared to an average of $83,400 for experienced workers.





Occupation wages (mean, median, and percentiles) are as of 2018 provided by the BLS, modified and imputed by Chmura where necessary. Entry-level and experienced wages are derived from these source data, computed by Chmura.

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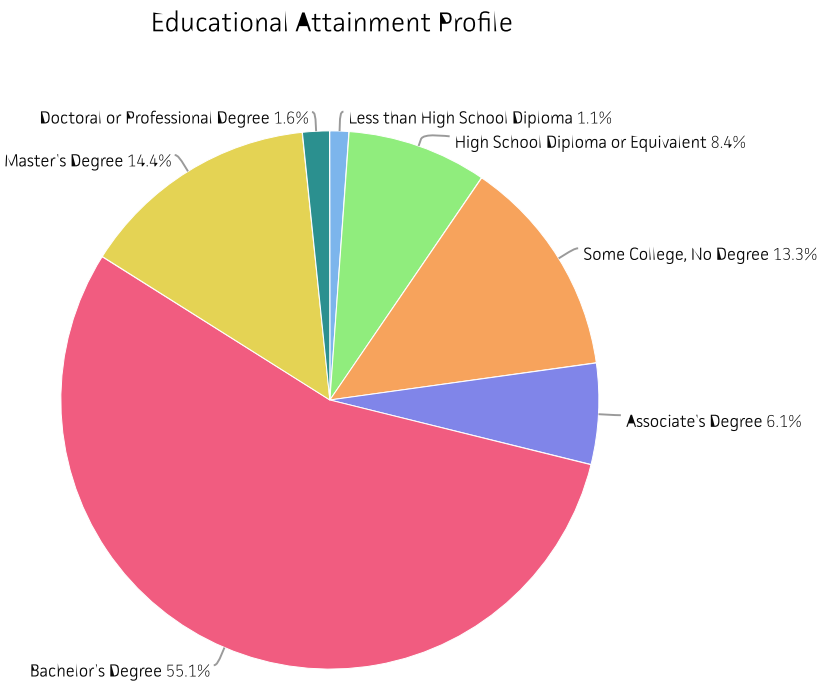
Education Profile

Typical education and training requirements for Sales Representatives, Services, All Other are described below.

Education and Training Requirements

Typical Entry-Level Education:	High school diploma or equivalent
Previous Work Experience:	None
Typical On-the-Job Training:	Moderate-term on-the-job training

Source: JobsEQ®



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Awards

The table below is a list of postsecondary program awards that were granted by postsecondary institutions located in the Metro Chicago in the 2017 academic year. These programs have been identified as providing training for Sales Representatives, Services, All Other (for further details, see the source note).

	Annual Awards - Metro Chicago		
Title/School	Certificates and 2yr Degrees	4yr Degrees	Postgraduate Degrees
52.1803 Retailing and Retail Operations			
Elgin Community College	1	0	0
Joliet Junior College	2	0	0
Kishwaukee College	0	0	0
Moraine Valley Community College	4	0	0
Waubonsee Community College	0	0	0
William Rainey Harper College	2	0	0
52.1804 Selling Skills and Sales Operations			
College of DuPage	21	0	0
College of Lake County	4	0	0
Joliet Junior College	0	0	0
McHenry County College	6	0	0
Oakton Community College	2	0	0
South Suburban College	0	0	0
Triton College	0	0	0
Total			
Total	42	0	0

Source: JobsEQ®
Data as of the 2017 academic year
Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2017 academic year. Any programs shown here have been identified as being linked with the occupation being analyzed. Other existing programs may also provide training in the region for this occupation but have not been so identified by the program-occupation crosswalk (see the FAQ section at the end of this report for more details). Furthermore, any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

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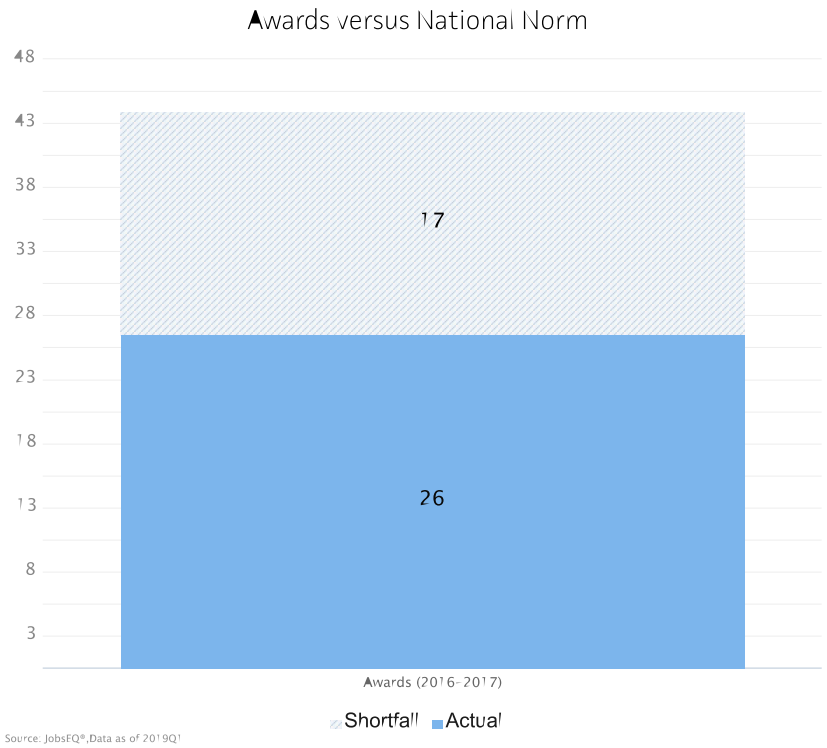
Training Concentration

In the 2016-2017 academic year, it is estimated that postsecondary schools in the Metro Chicago granted awards for a potential 26 new Sales Representatives, Services, All Other.[1] Given the size of this occupation in the region, this award output is below the national norm of 43 awards per year—put another way; it is at 60% of the national average.

Training concentrations above the national average can indicate that the region is an exporter of graduates for this occupation; in other words, some students may come from outside the region for this education and subsequently leave after the award to work outside the region. Training concentrations below the national average can indicate that the region is an importer of graduates for this occupation; in other words, some employers within the region who hire this occupation may need to hire workers who received this training outside of the region.



Awards data by occupation are estimates produced by JobsEQ and for the academic year 2016-2017.

[1] This figure may not match the total awards shown in the prior section since some of those awards may flow into more than one occupation.

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RTI (Job Postings)

Occupations

SOC	Title	Total Ads
41-3099.00	Sales Representatives, Services, All Other	16,696
41-3099.01	Energy Brokers	19

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Employers

Employer Name	Total Ads
Oracle	392
American Dream Home Improvement	179
Sentext Solutions	130
AT&T	127
Comcast	77
Defenders	61
CDW	49
Stericycle	48
Avenica	47
SAP	46

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Certifications

Certificate Name	Total Ads
Driver's License	582
Licensed Practical Nurse (LPN)	11
Associate in Commercial Underwriting (AU)	10
Series 63	10
Certified Retirement Services Professional (CRSP)	8
Certified in Exhibition Management (CEM)	8
Chartered Financial Analyst (CFA)	8
Chartered Property Casualty Underwriter (CPCU)	8
Commercial Driver's License (CDL)	8
Secret Clearance	8

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Hard Skills

Skill Name	Total Ads
Sales	5,588
Customer Relationship Management (CRM)	3,325
Microsoft Office	2,669
Microsoft Excel	2,662
Salesforce	2,086
Presentation	2,024
Business-to-Business (B2B) Sales	1,487
Microsoft PowerPoint	1,453
Marketing	1,324
Microsoft Outlook	1,189

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Soft Skills

Skill Name	Total Ads
Communication (Verbal and written skills)	10,611
Self-Motivated/Ability to Work Independently/Self Leadership	6,337
Cooperative/Team Player	5,694
Interpersonal Relationships/Maintain Relationships	4,128
Customer Service	4,039
Organization	3,456
Negotiation	3,384
Problem Solving	2,342
Detail Oriented/Meticulous	2,214
Ability to Work in a Fast Paced Environment	2,134

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Job Titles

Job Title	Total Ads
Sales Representative	593
Outside Sales Representative	406
Account Executive	384
Account Manager	372
Inside Sales Representative	317
Business Development Representative	131
Sales Executive	104
Outdoor Sales Representative	98
Sales Coordinator	88
Sales Professional	75

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Education Levels

Minimum Education Level	Total Ads
Bachelor's degree	6,980
High school diploma or equivalent	1,779
Associate's degree	456
Master's degree	78

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Programs

Program Name	Total Ads
Business	1,186
Marketing	892
Business Administration	584
Communications	238
Sales	230
Engineering	226
Finance	146
Computer Science	111
Technical	103
Advertising	89

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Locations

Location	Total Ads
Chicago, Illinois	4,770
Chicago, IL 60664	445
60629	285
Naperville, Illinois	247
Schaumburg, Illinois	223
Downers Grove, Illinois	129
Itasca, IL 60143	126
Oak Brook, Illinois	116
Lombard, IL 60148	110
Aurora, Illinois	98

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Region Definition

Metro Chicago is defined as the following counties:

Cook County, Illinois	Kankakee County, Illinois
DeKalb County, Illinois	Kendall County, Illinois
Du Page County, Illinois	Lake County, Illinois
Grundy County, Illinois	McHenry County, Illinois
Kane County, Illinois	Will County, Illinois

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FAQ

What is SOC?

The Standard Occupational Classification system (SOC) is used to classify workers into occupational categories. All workers are classified into one of over 840 occupations according to their occupational definition. To facilitate classification, occupations are combined to form 23 major groups, 97 minor groups, and 461 occupation groups. Each occupation group includes detailed occupations requiring similar job duties, skills, education, or experience.

What is a location quotient?

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an occupation (or industry) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is training concentration?

The training concentration analysis compares local postsecondary training output compared to the national norm. Let's consider registered nurses as an example. If in the nation, one RN award is granted for every ten RNs employed, that 1:10 ratio is the national norm. If in your region your schools also grant one RN award for every ten RNs employed, then your region will be right at the national norm, or we say at 100% of the national norm which is termed a 100% training concentration. If your region grants two RN awards for every ten employed, your region would be at twice the national norm or have a 200% training concentration. Similarly, if your region grants one RN award for every twenty employed, your region would be at half the national norm or have a 50% training concentration.

What is the program-to-occupation crosswalk?

Training programs are classified according to the Classification of Instructional Programs (CIP codes). For relating training programs, this report uses a modified version of the CIP to SOC crosswalk from the National Center for Education Statistics (NCES). While this is a very helpful crosswalk for estimating occupation production from training program awards data, the crosswalk is neither perfect nor comprehensive. Indeed, it is hard to imagine such a crosswalk being perfect since many training program graduates for one reason or another do not end up employed in occupations that are most related to the training program from which they graduated. Therefore, the education program analyses should be considered in this light.

As an example of the many scenarios that may unfold, consider a journalism degree that crosswalks into three occupations: editors, writers, and postsecondary communications teachers. Graduates with a journalism degree may get a job in one of these occupations—and that may be the most-likely scenario—but a good number of these graduates may get a job in a different occupation altogether (the job may be somewhat related, such as a reporter, or the job may be totally unrelated, such as a real estate agent). Furthermore, a graduate may stay in school or go back to school for a degree that will lead to other occupation possibilities. Still another possibility includes the graduate not entering the labor market (maybe being unemployed, being a non-participant, or moving to another region).

What is separation demand?

Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. The total projected demand for an occupation is the sum of the separation demand and the growth demand (which is the increase or decrease of jobs in an occupation expected due to expansion or contraction of the overall number of jobs in that occupation).

What is NAICS?

The North American Industry Classification System (NAICS) is used to classify business establishments according to the type of economic activity. The NAICS Code comprises six levels, from the "all industry" level to the 6-digit level. The first two digits define the top level category, known as the "sector," which is the level examined in this report.

About This Report

This report and all data herein were produced by JobsEQ®, a product of Chmura Economics & Analytics. The information contained herein was obtained from sources we believe to be reliable. However, we cannot guarantee its accuracy and completeness.

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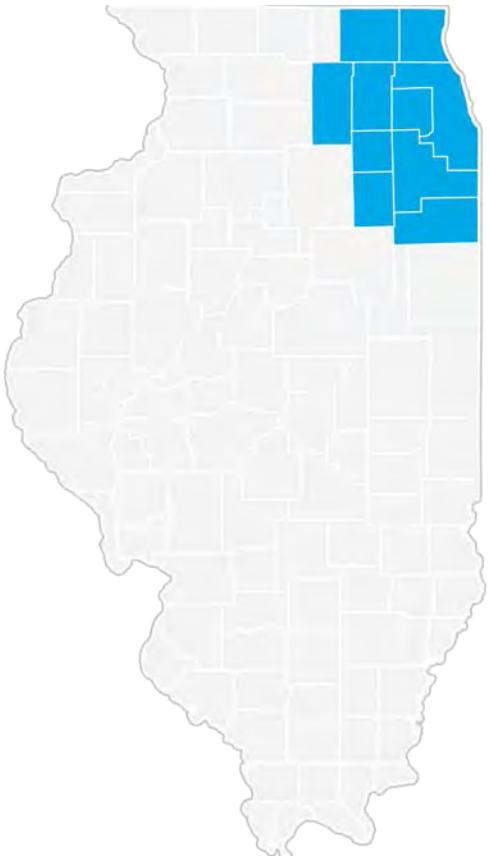
Occupation Report for
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products

Metro Chicago



JOBSEQ

August 2, 2019

DEFINITION OF SALES REPRESENTATIVES, WHOLESALE AND MANUFACTURING, EXCEPT TECHNICAL AND SCIENTIFIC PRODUCTS, SOC 41-4012 3
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Definition of Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products, SOC 41-4012

Sell goods for wholesalers or manufacturers to businesses or groups of individuals. Work requires substantial knowledge of items sold.

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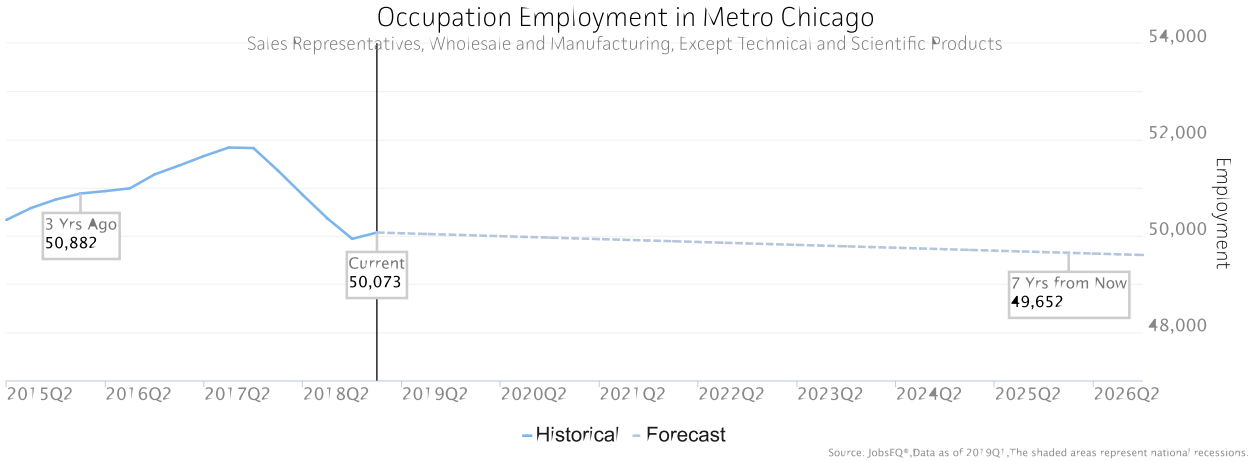
Occupation Snapshot

As of 2019Q1, total employment for Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products in the Metro Chicago was 50,073. Over the past three years, this occupation shed 809 jobs in the region and is expected to decrease by 421 jobs over the next seven years, or at an annual average rate of -0.1%.

Occupation Snapshot of Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products in Metro Chicago, 2019q1

Current						3-Year History		7-Year Forecast				
Four Quarters Ending with 2019q1						Total Change	Avg Ann % Chg in Empl	--Separations--			---Growth---	
Empl	Avg Ann Wages[1]	LQ	Unempl	Unempl Rate	Online Job Ads[2]	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
50,073	$71,500	1.23	1,216	2.4%	84	-809	-0.5%	34,354	11,476	23,299	-421	-0.1%

Source: JobsEQ®
Data as of 2019Q1 unless noted otherwise
Note: Figures may not sum due to rounding.
1. Occupation wages are as of 2018 and should be taken as the average for all Covered Employment
2. Data represent found online ads active within the last thirty days in the selected region; data represents a sampling rather than the complete universe of postings. Ads lacking zip code information but designating a place (city, town, etc.) may be assigned to the zip code with greatest employment in that place for queries in this analytic. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list).



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Wages by occupation are as of 2018 provided by the BLS and imputed where necessary. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns. Occupation unemployment figures are imputed by Chmura.

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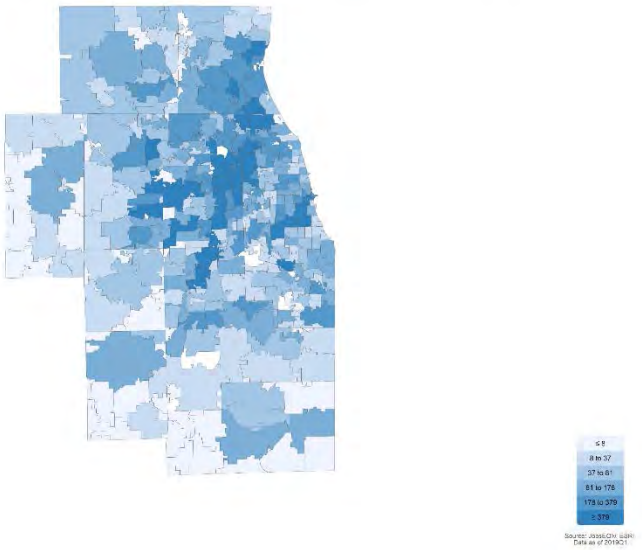
Geographic Distribution

The below maps illustrate the ZCTA-level distribution of employed Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products in the Metro Chicago. Employment is shown by place of work and by residence.

Occupation Concentration by Place of Work for Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products



Top ZCTAs by Place of Work for Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products, 2019Q1

Region	Employment
ZCTA 60007 (Cook County, IL portion)	1,477
ZCTA 60173	1,191
ZCTA 60638	966
ZCTA 60101	905
ZCTA 60018	833
ZCTA 60606	780
ZCTA 60062	773
ZCTA 60126 (Du Page County, IL portion)	770
ZCTA 60440 (Will County, IL portion)	768
ZCTA 60515	642

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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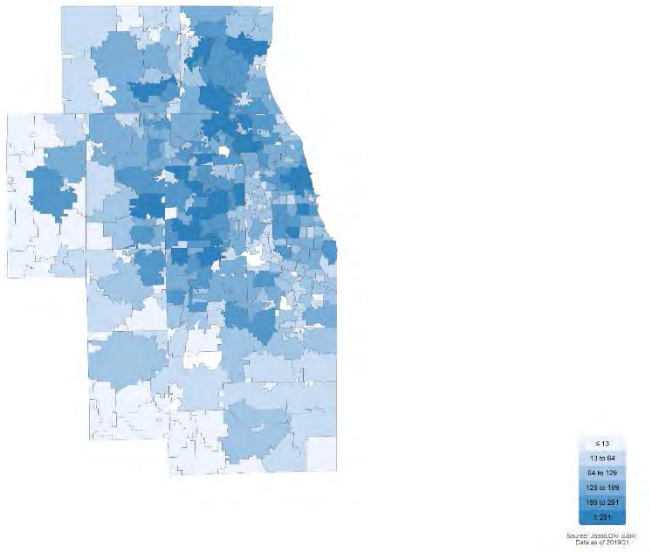
Occupation Concentration by Place of Residence for Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products



Top ZCTAs by Place of Residence for Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products, 2019Q1

Region	Employment
ZCTA 60647	594
ZCTA 60618	591
ZCTA 60126 (Du Page County, IL portion)	537
ZCTA 60625	508
ZCTA 60622	498
ZCTA 60004	488
ZCTA 60148	471
ZCTA 60657	459
ZCTA 60188	452
ZCTA 60640	448

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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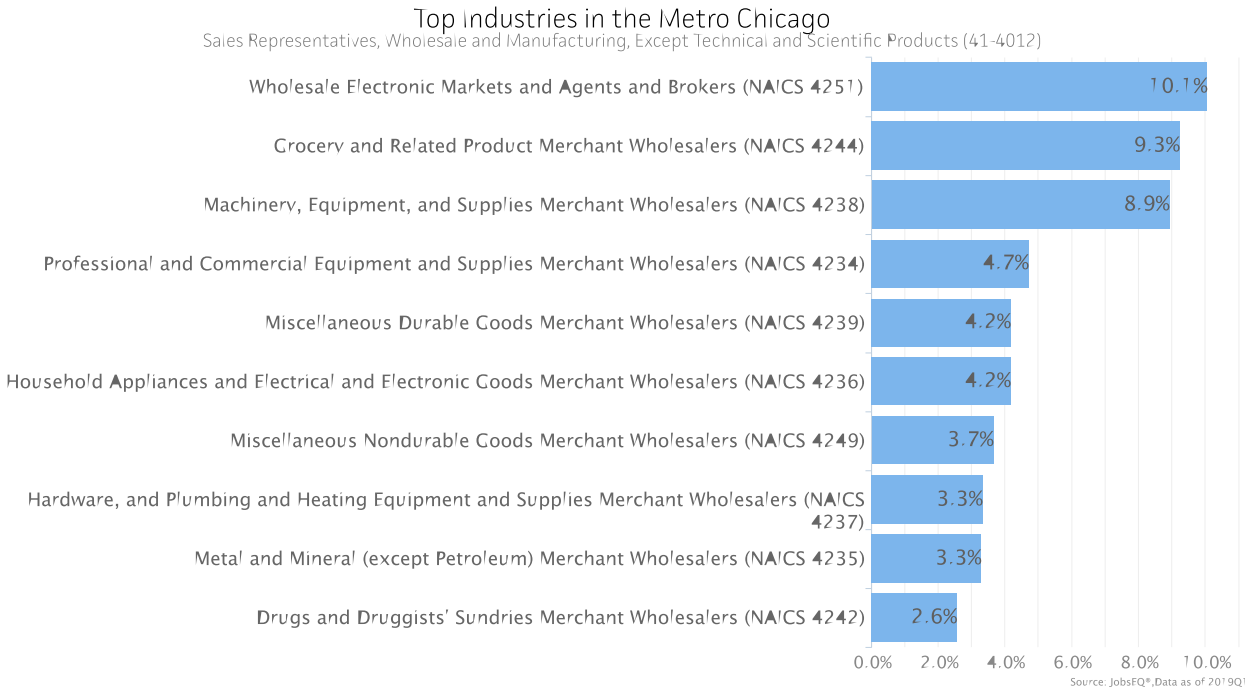
Employment by Industry

The following chart and table illustrate the industries in the Metro Chicago which most employ Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products. The single industry most employing this occupation in the region is Wholesale Electronic Markets and Agents and Brokers , NAICS 4251. This industry employs 5,040 Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products—employment which is expected to increase by 354 jobs over the next ten years; furthermore, 5,200 additional new workers in this occupation will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1.

Top Industry Distribution for Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4251	Wholesale Electronic Markets and Agents and Brokers	5,040	5,200	354	5,554
4244	Grocery and Related Product Merchant Wholesalers	4,633	4,730	220	4,950
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	4,475	4,441	-52	4,389
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	2,362	2,252	-212	2,041
4239	Miscellaneous Durable Goods Merchant Wholesalers	2,095	2,202	233	2,434
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	2,095	2,024	-134	1,890
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	1,831	1,726	-206	1,520
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	1,671	1,680	25	1,705
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	1,659	1,746	188	1,934

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Top Industry Distribution for Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4242	Drugs and Druggists' Sundries Merchant Wholesalers	1,294	1,193	-197	996
4241	Paper and Paper Product Merchant Wholesalers	1,253	1,119	-260	859
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	1,119	1,106	-22	1,083
4232	Furniture and Home Furnishing Merchant Wholesalers	982	895	-169	727
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	930	1,022	199	1,220
3231	Printing and Related Support Activities	914	819	-183	636
4233	Lumber and Other Construction Materials Merchant Wholesalers	877	869	-14	854
5511	Management of Companies and Enterprises	835	839	13	852
5613	Employment Services	774	788	32	820
4246	Chemical and Allied Products Merchant Wholesalers	734	727	-11	716
3399	Other Miscellaneous Manufacturing	578	549	-57	491
	-All Others-	13,922	13,701	-347	13,353

Source: JobsEQ®
Data as of 2019Q1 except wages which are as of 2018. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.
Note: Figures may not sum due to rounding.
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

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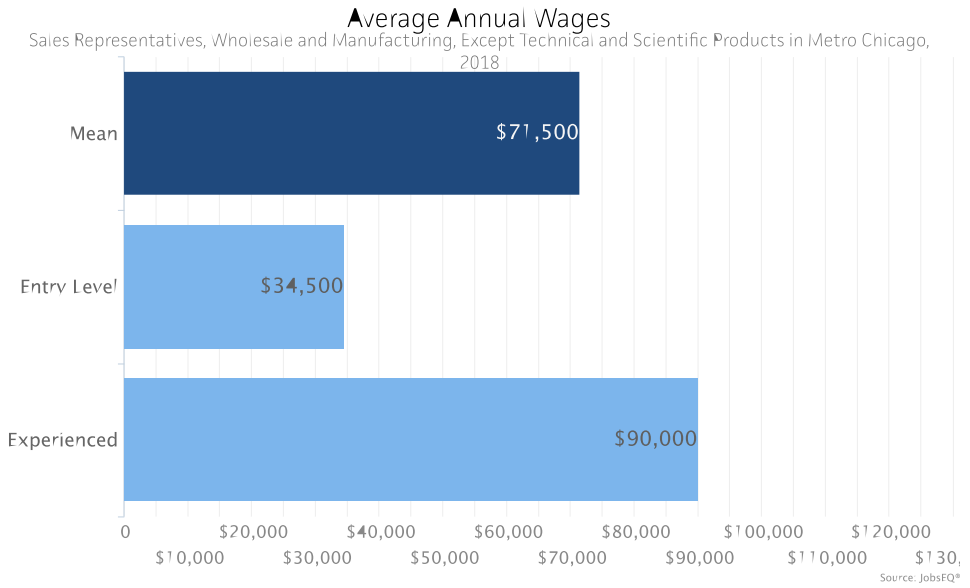
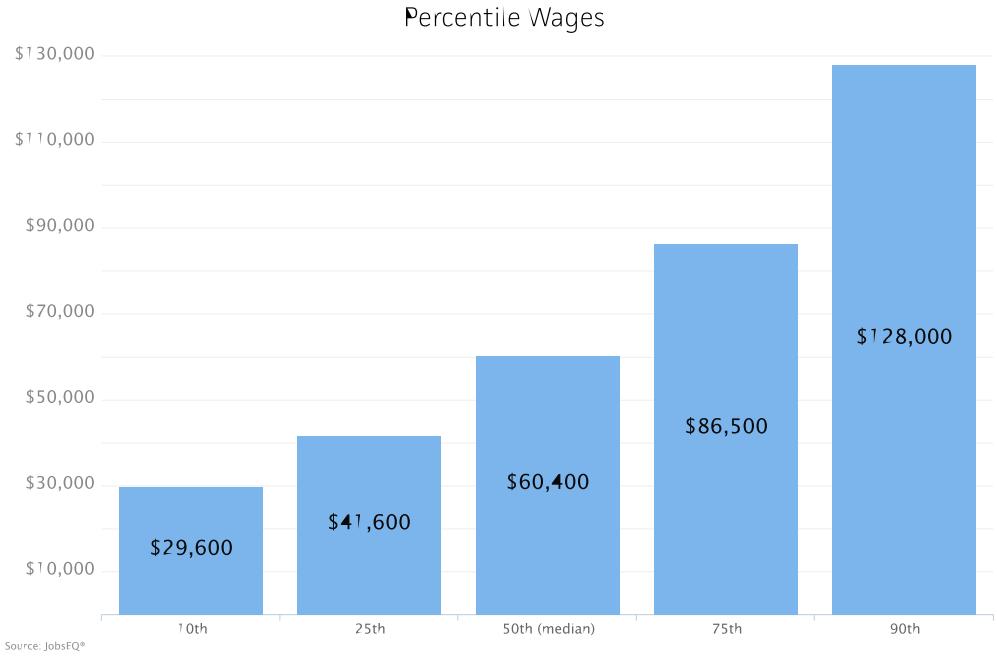
Wages

The average (mean) annual wage for Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products was $71,500 in the Metro Chicago as of 2018. For the same year, average entry level wages were approximately $34,500 compared to an average of $90,000 for experienced workers.





Occupation wages (mean, median, and percentiles) are as of 2018 provided by the BLS, modified and imputed by Chmura where necessary. Entry-level and experienced wages are derived from these source data, computed by Chmura.

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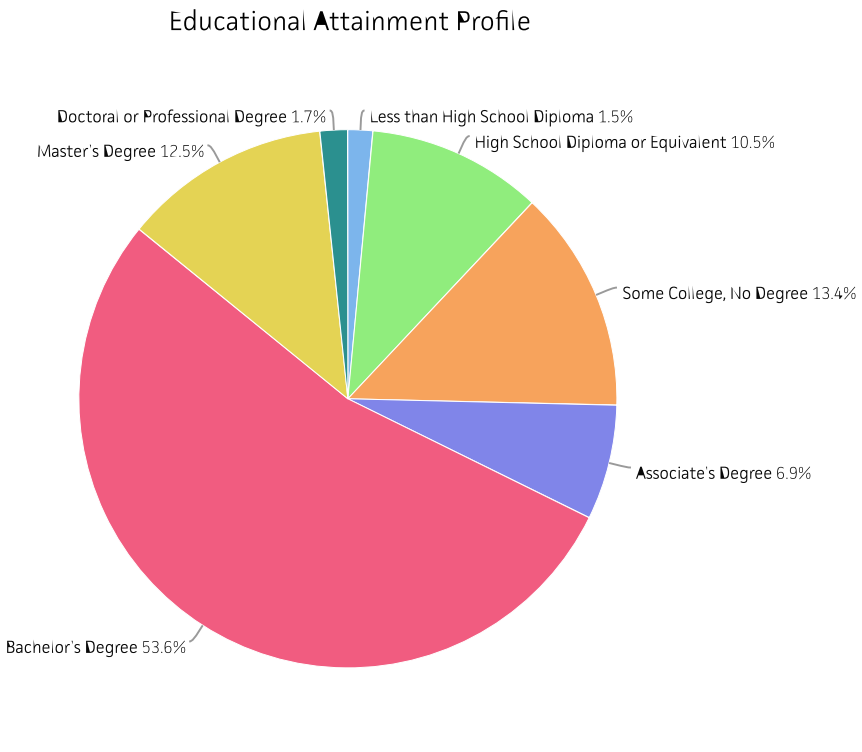
Education Profile

Typical education and training requirements for Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products are described below.

Education and Training Requirements

Typical Entry-Level Education:	High school diploma or equivalent
Previous Work Experience:	None
Typical On-the-Job Training:	Moderate-term on-the-job training

Source: JobsEQ®



Education and training requirements are from the Bureau of Labor Statistics (BLS); educational attainment mix are regional data modeled by Chmura using Census educational attainment data projected to 2019Q1 along with source data from the BLS.

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Awards

The table below is a list of postsecondary program awards that were granted by postsecondary institutions located in the Metro Chicago in the 2017 academic year. These programs have been identified as providing training for Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (for further details, see the source note).

	Annual Awards - Metro Chicago		
Title/School	Certificates and 2yr Degrees	4yr Degrees	Postgraduate Degrees
52.1801 Sales, Distribution, and Marketing Operations, General			
College of DuPage	38	0	0
Oakton Community College	3	0	0
Waubonsee Community College	1	0	0
52.1899 General Merchandising, Sales, and Related Marketing Operations, Other			
DePaul University	0	0	0
Illinois Institute of Technology	0	0	2
52.1902 Fashion Merchandising			
College of DuPage	22	0	0
Dominican University	0	20	0
Olivet Nazarene University	0	1	0
South Suburban College	2	0	0
The Illinois Institute of Art-Chicago	8	36	0
The Illinois Institute of Art-Schaumburg	3	16	0
Triton College	0	0	0
William Rainey Harper College	11	0	0
Total			
Total	88	73	2

Source: JobsEQ®
Data as of the 2017 academic year
Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2017 academic year. Any programs shown here have been identified as being linked with the occupation being analyzed. Other existing programs may also provide training in the region for this occupation but have not been so identified by the program-occupation crosswalk (see the FAQ section at the end of this report for more details). Furthermore, any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

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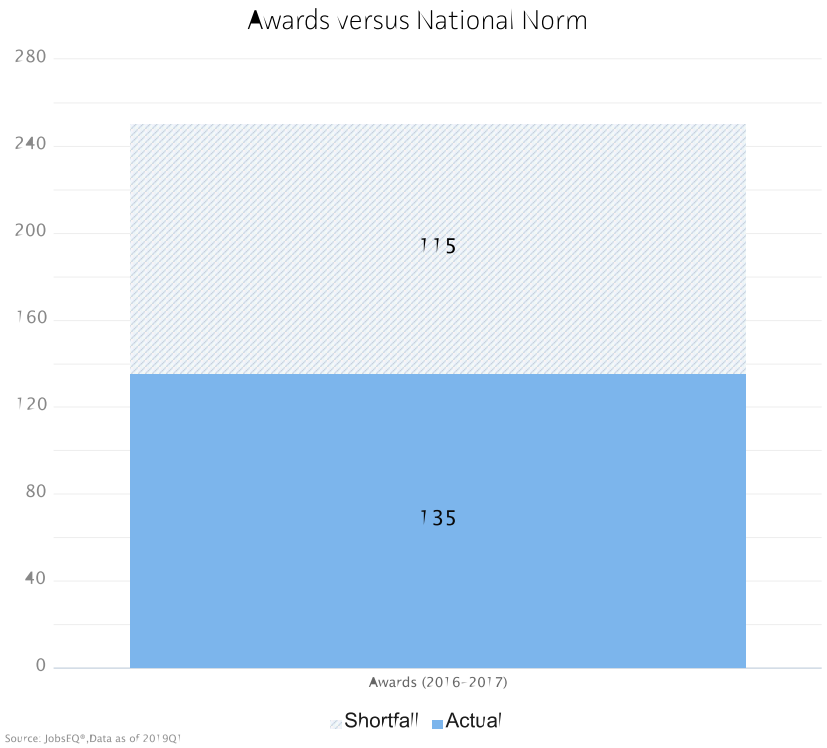
Training Concentration

In the 2016-2017 academic year, it is estimated that postsecondary schools in the Metro Chicago granted awards for a potential 135 new Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products.[1] Given the size of this occupation in the region, this award output is below the national norm of 250 awards per year—put another way; it is at 54% of the national average.

Training concentrations above the national average can indicate that the region is an exporter of graduates for this occupation; in other words, some students may come from outside the region for this education and subsequently leave after the award to work outside the region. Training concentrations below the national average can indicate that the region is an importer of graduates for this occupation; in other words, some employers within the region who hire this occupation may need to hire workers who received this training outside of the region.



Awards data by occupation are estimates produced by JobsEQ and for the academic year 2016-2017.

[1] This figure may not match the total awards shown in the prior section since some of those awards may flow into more than one occupation.

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RTI (Job Postings)

Occupations

SOC	Title	Total Ads
41-4012.00	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	219

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Employers

Employer Name	Total Ads
Sysco	35
Sysco Corp	25
PepsiCo	17
Beacon Roofing Supply	8
NPPS, Inc.	6
PepsiCo Inc.	5
U.S. LBM	4
National Building Materials Company	3
US Foods	3
Aira Fitness	2

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Certifications

Certificate Name	Total Ads
Driver's License	17

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
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Hard Skills

Skill Name	Total Ads
Sales	99
Microsoft Outlook	73
Marketing	63
Restaurant Management	63
Keyboarding/Typing	62
Hospitality	61
Personal Computers (PC)	61
Outside Sales	31
Handheld Computers	22
Merchandising	22

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Soft Skills

Skill Name	Total Ads
Communication (Verbal and written skills)	130
Interpersonal Relationships/Maintain Relationships	72
Adaptability/Flexibility/Tolerance of Change and Uncertainty	67
Work Ethic/Hard Working	67
Customer Service	40
Self-Motivated/Ability to Work Independently/Self Leadership	39
Problem Solving	23
Organization	21
Negotiation	19
Enthusiastic/Energetic	18

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
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Job Titles

Job Title	Total Ads
Outside Sales Representative	40
Inside Sales Representative	10
Sales Representative	9
Sales Rep - Relief Convenience/Gas - Full-Time/Days	8
Outside Sales Rep	6
Inside Sales Rep	5
Outside Sales Representative - IL and surrounding area	5
Outside Sales Representative - Uptown, and Edgewater area	5
Inside Sales	4
Outside Sales Representative - IL and surrounding areas	4

Source: JobsEQ®
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Education Levels

Minimum Education Level	Total Ads
High school diploma or equivalent	94
Bachelor's degree	7

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Programs

Program Name	Total Ads
Business	63
Culinary Arts	61
Hospitality Management	61
Marketing	61
Sales	61
Electrical Engineering	2
Industrial Management	2
Mechanical Engineering	2
Building Science	1
Business Management	1

Source: JobsEQ®
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Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Locations

Location	Total Ads
Chicago, Illinois	28
Des Plaines, Illinois, US, 60016	10
60604	9
Aurora, Illinois	6
Schaumburg, Illinois	4
60506	3
60660	3
Chicago, IL 60602	3
Chicago, IL 60609 (New City area)	3
Oswego, IL 60543	3

Source: JobsEQ®
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Region Definition

Metro Chicago is defined as the following counties:

Cook County, Illinois	Kankakee County, Illinois
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Grundy County, Illinois	McHenry County, Illinois
Kane County, Illinois	Will County, Illinois

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FAQ

What is SOC?

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What is a location quotient?

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an occupation (or industry) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is training concentration?

The training concentration analysis compares local postsecondary training output compared to the national norm. Let's consider registered nurses as an example. If in the nation, one RN award is granted for every ten RNs employed, that 1:10 ratio is the national norm. If in your region your schools also grant one RN award for every ten RNs employed, then your region will be right at the national norm, or we say at 100% of the national norm which is termed a 100% training concentration. If your region grants two RN awards for every ten employed, your region would be at twice the national norm or have a 200% training concentration. Similarly, if your region grants one RN award for every twenty employed, your region would be at half the national norm or have a 50% training concentration.

What is the program-to-occupation crosswalk?

Training programs are classified according to the Classification of Instructional Programs (CIP codes). For relating training programs, this report uses a modified version of the CIP to SOC crosswalk from the National Center for Education Statistics (NCES). While this is a very helpful crosswalk for estimating occupation production from training program awards data, the crosswalk is neither perfect nor comprehensive. Indeed, it is hard to imagine such a crosswalk being perfect since many training program graduates for one reason or another do not end up employed in occupations that are most related to the training program from which they graduated. Therefore, the education program analyses should be considered in this light.

As an example of the many scenarios that may unfold, consider a journalism degree that crosswalks into three occupations: editors, writers, and postsecondary communications teachers. Graduates with a journalism degree may get a job in one of these occupations—and that may be the most-likely scenario—but a good number of these graduates may get a job in a different occupation altogether (the job may be somewhat related, such as a reporter, or the job may be totally unrelated, such as a real estate agent). Furthermore, a graduate may stay in school or go back to school for a degree that will lead to other occupation possibilities. Still another possibility includes the graduate not entering the labor market (maybe being unemployed, being a non-participant, or moving to another region).

What is separation demand?

Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. The total projected demand for an occupation is the sum of the separation demand and the growth demand (which is the increase or decrease of jobs in an occupation expected due to expansion or contraction of the overall number of jobs in that occupation).

What is NAICS?

The North American Industry Classification System (NAICS) is used to classify business establishments according to the type of economic activity. The NAICS Code comprises six levels, from the "all industry" level to the 6-digit level. The first two digits define the top level category, known as the "sector," which is the level examined in this report.

About This Report

This report and all data herein were produced by JobsEQ®, a product of Chmura Economics & Analytics. The information contained herein was obtained from sources we believe to be reliable. However, we cannot guarantee its accuracy and completeness.

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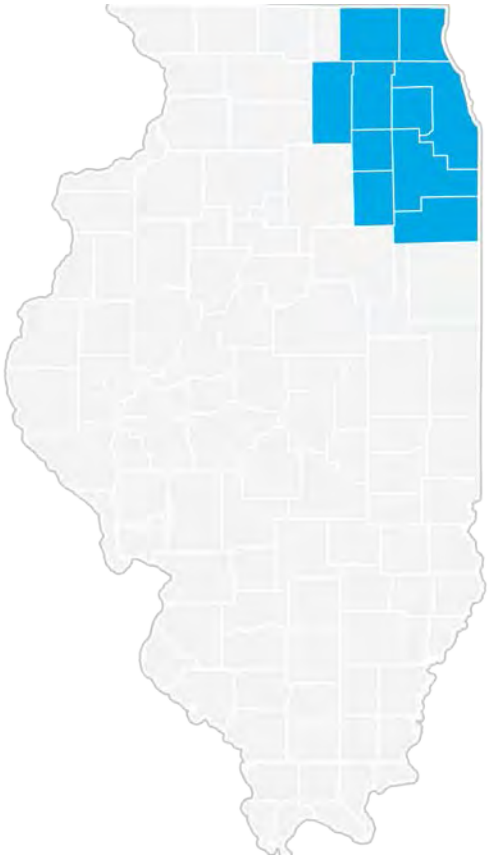
Occupation Report for
Shipping, Receiving, and Traffic Clerks

Metro Chicago



JOBSEQ

August 2, 2019

DEFINITION OF SHIPPING, RECEIVING, AND TRAFFIC CLERKS, SOC 43-5071 3
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Definition of Shipping, Receiving, and Traffic Clerks, SOC 43-5071

Verify and maintain records on incoming and outgoing shipments. Prepare items for shipment. Duties include assembling, addressing, stamping, and shipping merchandise or material; receiving, unpacking, verifying and recording incoming merchandise or material; and arranging for the transportation of products. Excludes "Stock Clerks and Order Fillers" (43-5081) and "Weighers, Measurers, Checkers, and Samplers, Recordkeeping" (43-5111).

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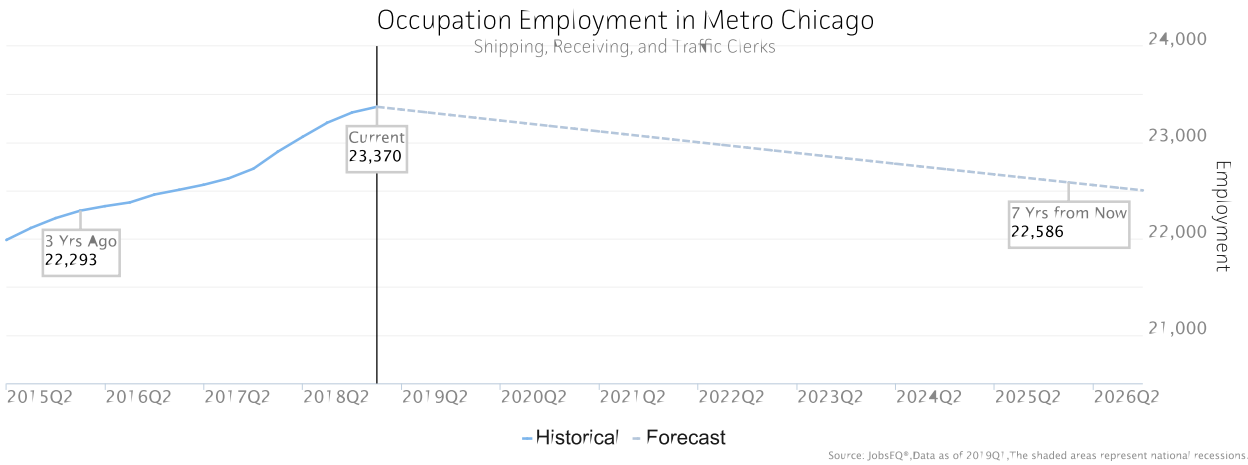
Occupation Snapshot

As of 2019Q1, total employment for Shipping, Receiving, and Traffic Clerks in the Metro Chicago was 23,370. Over the past three years, this occupation added 1,077 jobs in the region and is expected to decrease by 784 jobs over the next seven years, or at an annual average rate of -0.5%.

Occupation Snapshot of Shipping, Receiving, and Traffic Clerks in Metro Chicago, 2019q1

Current						3-Year History		7-Year Forecast				
Four Quarters Ending with 2019q1						Total Change	Avg Ann % Chg in Empl	--Separations--			---Growth---	
Empl	Avg Ann Wages[1]	LQ	Unempl	Unempl Rate	Online Job Ads[2]	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
23,370	$36,400	1.21	956	4.1%	566	1,077	1.6%	15,034	6,231	9,587	-784	-0.5%

Source: JobsEQ®
Data as of 2019Q1 unless noted otherwise
Note: Figures may not sum due to rounding.
1. Occupation wages are as of 2018 and should be taken as the average for all Covered Employment
2. Data represent found online ads active within the last thirty days in the selected region; data represents a sampling rather than the complete universe of postings. Ads lacking zip code information but designating a place (city, town, etc.) may be assigned to the zip code with greatest employment in that place for queries in this analytic. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list).



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Wages by occupation are as of 2018 provided by the BLS and imputed where necessary. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns. Occupation unemployment figures are imputed by Chmura.

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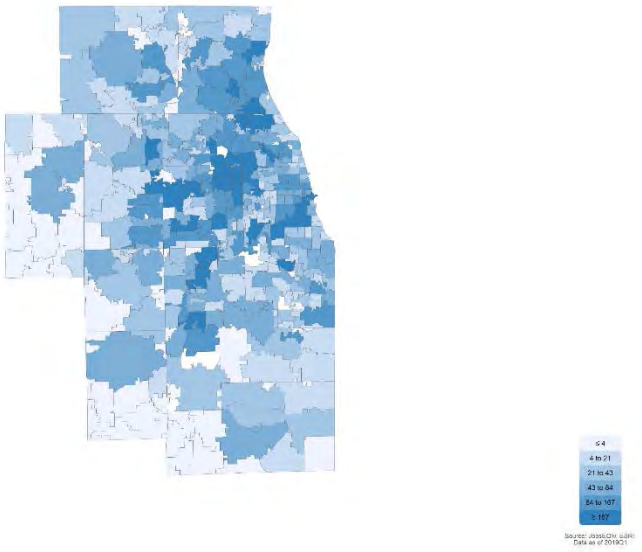
Geographic Distribution

The below maps illustrate the ZCTA-level distribution of employed Shipping, Receiving, and Traffic Clerks in the Metro Chicago. Employment is shown by place of work and by residence.

Occupation Concentration by Place of Work for Shipping, Receiving, and Traffic Clerks



Top ZCTAs by Place of Work for Shipping, Receiving, and Traffic Clerks, 2019Q1

Region	Employment
ZCTA 60007 (Cook County, IL portion)	636
ZCTA 60018	461
ZCTA 60638	434
ZCTA 60440 (Will County, IL portion)	355
ZCTA 60101	344
ZCTA 60160	332
ZCTA 60085	318
ZCTA 60173	317
ZCTA 60606	296
ZCTA 60062	283

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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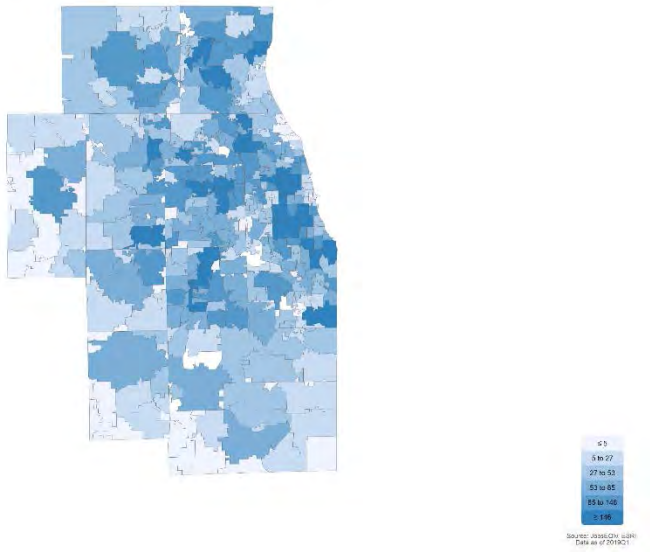
Occupation Concentration by Place of Residence for Shipping, Receiving, and Traffic Clerks



Top ZCTAs by Place of Residence for Shipping, Receiving, and Traffic Clerks, 2019Q1

Region	Employment
ZCTA 60629	428
ZCTA 60085	298
ZCTA 60073	241
ZCTA 60634	241
ZCTA 60609	234
ZCTA 60632	230
ZCTA 60641	227
ZCTA 60435	222
ZCTA 60440 (Will County, IL portion)	218
ZCTA 60651	210

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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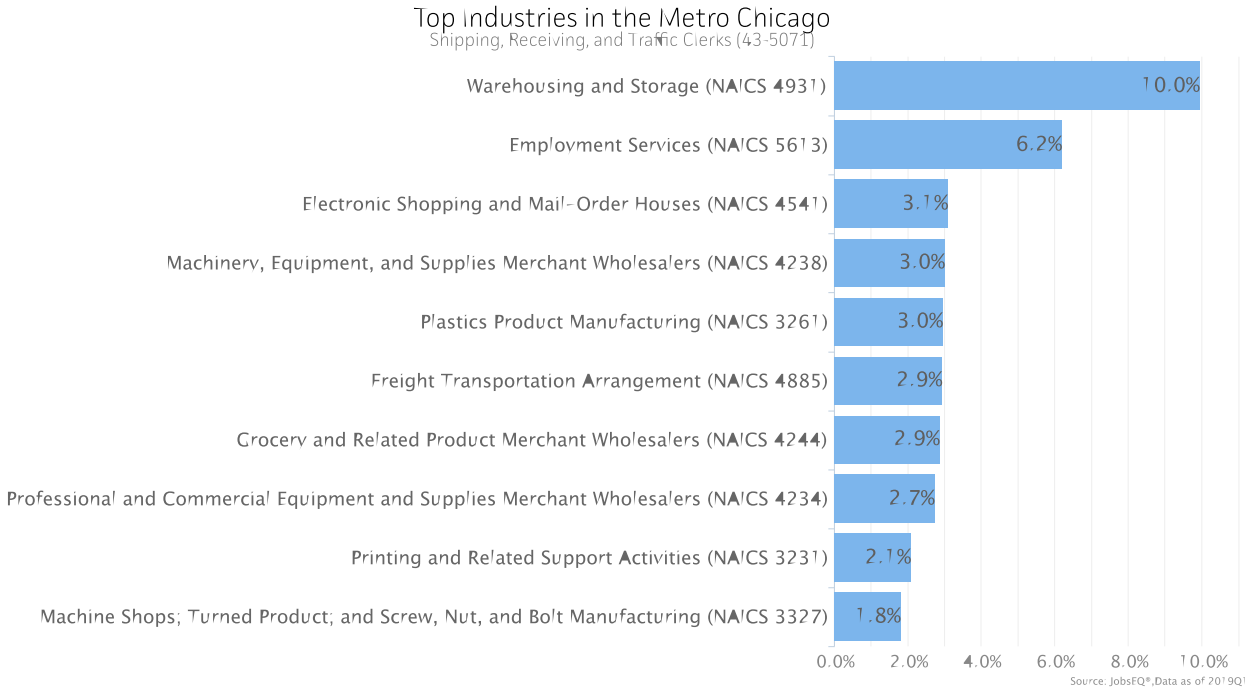
Employment by Industry

The following chart and table illustrate the industries in the Metro Chicago which most employ Shipping, Receiving, and Traffic Clerks. The single industry most employing this occupation in the region is Warehousing and Storage, NAICS 4931. This industry employs 2,325 Shipping, Receiving, and Traffic Clerks—employment which is expected to increase by 389 jobs over the next ten years; furthermore, 2,484 additional new workers in this occupation will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1.

Top Industry Distribution for Shipping, Receiving, and Traffic Clerks (43-5071) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4931	Warehousing and Storage	2,325	2,484	389	2,873
5613	Employment Services	1,450	1,438	5	1,443
4541	Electronic Shopping and Mail-Order Houses	726	771	111	882
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	705	677	-44	633
3261	Plastics Product Manufacturing	695	647	-83	564
4885	Freight Transportation Arrangement	687	682	4	686
4244	Grocery and Related Product Merchant Wholesalers	673	665	-3	662
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	639	590	-86	504
3231	Printing and Related Support Activities	490	425	-119	306
3327	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	422	403	-30	373
4522	Department Stores	405	358	-85	273
3222	Converted Paper Product Manufacturing	391	356	-62	293

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Top Industry Distribution for Shipping, Receiving, and Traffic Clerks (43-5071) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	390	365	-44	321
4451	Grocery Stores	388	373	-21	352
4523	General Merchandise Stores, including Warehouse Clubs and Supercenters	338	343	17	360
4239	Miscellaneous Durable Goods Merchant Wholesalers	328	337	24	361
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	313	305	-11	293
4242	Drugs and Druggists' Sundries Merchant Wholesalers	312	278	-61	217
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	311	316	18	334
4441	Building Material and Supplies Dealers	308	296	-18	279
	-All Others-	11,074	10,452	-1,013	9,438

Source: JobsEQ®
Data as of 2019Q1 except wages which are as of 2018. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.
Note: Figures may not sum due to rounding.
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

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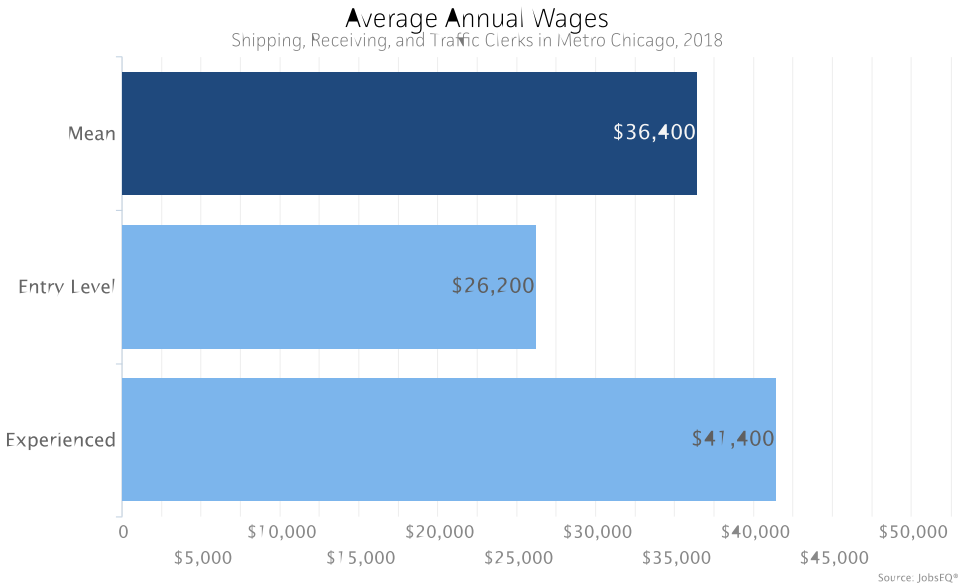
Wages

The average (mean) annual wage for Shipping, Receiving, and Traffic Clerks was $36,400 in the Metro Chicago as of 2018. For the same year, average entry level wages were approximately $26,200 compared to an average of $41,400 for experienced workers.



Occupation wages (mean, median, and percentiles) are as of 2018 provided by the BLS, modified and imputed by Chmura where necessary. Entry-level and experienced wages are derived from these source data, computed by Chmura.

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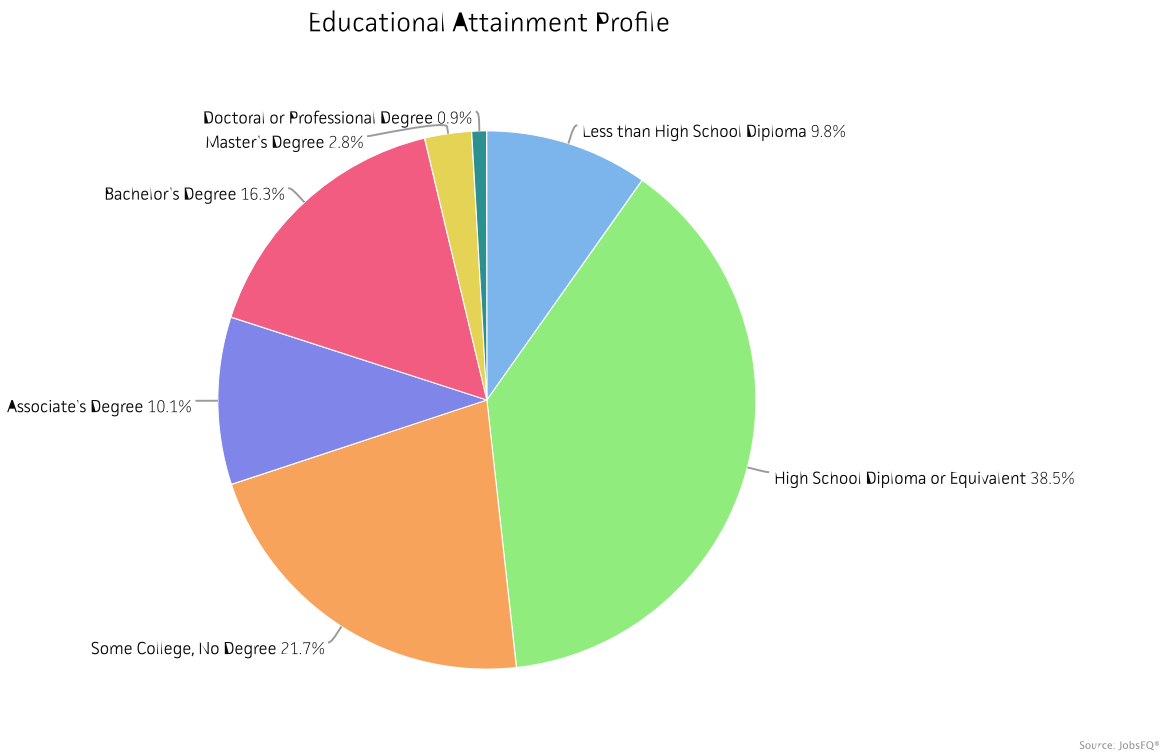
Education Profile

Typical education and training requirements for Shipping, Receiving, and Traffic Clerks are described below.

Education and Training Requirements

Typical Entry-Level Education:	High school diploma or equivalent
Previous Work Experience:	None
Typical On-the-Job Training:	Short-term on-the-job training

Source: JobsEQ®



Education and training requirements are from the Bureau of Labor Statistics (BLS); educational attainment mix are regional data modeled by Chmura using Census educational attainment data projected to 2019Q1 along with source data from the BLS.

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Awards

The table below is a list of postsecondary program awards that were granted by postsecondary institutions located in the Metro Chicago in the 2017 academic year. These programs have been identified as providing training for Shipping, Receiving, and Traffic Clerks (for further details, see the source note).

	Annual Awards - Metro Chicago		
Title/School	Certificates and 2yr Degrees	4yr Degrees	Postgraduate Degrees
52.0203 Logistics, Materials, and Supply Chain Management			
DePaul University	0	0	0
Elmhurst College	0	16	15
Joliet Junior College	4	0	0
Kankakee Community College	6	0	0
Loyola University Chicago	0	14	14
Moraine Valley Community College	6	0	0
Morton College	1	0	0
Oakton Community College	0	0	0
University of St Francis	0	8	0
Waubonsee Community College	0	0	0
Total			
Total	17	38	29

Source: JobsEQ®
Data as of the 2017 academic year
Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2017 academic year. Any programs shown here have been identified as being linked with the occupation being analyzed. Other existing programs may also provide training in the region for this occupation but have not been so identified by the program-occupation crosswalk (see the FAQ section at the end of this report for more details). Furthermore, any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

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RTI (Job Postings)

Occupations

SOC	Title	Total Ads
43-5071.00	Shipping, Receiving, and Traffic Clerks	1,694

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Data reflect online job postings for the 180 day period ending 8/1/2019
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Employers

Employer Name	Total Ads
Home Depot	74
Express Employment Professionals	58
Staffmark	42
The Home Depot	39
Aerotek	37
Kelly Services	26
RR Donnelley	20
Deluxe Corporation	19
Volt	19
Meijer	18

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Certifications

Certificate Name	Total Ads
Forklift Certified	22
Driver's License	14
HAZMAT	3
Class C Commercial Drivers License (CDL-C)	2
Commercial Driver's License (CDL)	1
ServSafe Food Protection Manager Certification	1

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Hard Skills

Skill Name	Total Ads
Forklifts	289
Microsoft Excel	238
Ability to Lift 41-50 lbs.	228
Microsoft Office	208
Ability to Lift 51-100 lbs.	155
Hand Trucks	93
Microsoft Outlook	88
Microsoft Word	88
Manufacturing	81
Warehouse Management Systems (WMS)	78

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Soft Skills

Skill Name	Total Ads
Communication (Verbal and written skills)	646
Detail Oriented/Meticulous	371
Organization	325
Customer Service	285
Ability to Work in a Fast Paced Environment	227
Cooperative/Team Player	207
Self-Motivated/Ability to Work Independently/Self Leadership	206
Multi-Task	181
Adaptability/Flexibility/Tolerance of Change and Uncertainty	137
Prioritize	120

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Job Titles

Job Title	Total Ads
Shipping and Receiving Clerk	139
Shipping Clerk	108
Freight/Receiving	63
Receiving Clerk	55
Shipping and Receiving	49
Receiver	44
Shipping & Receiving Clerk	41
Shipping/Receiving Clerk	38
Shipping Associate	25
Shipping and Receiving Associate	21

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Education Levels

Minimum Education Level	Total Ads
High school diploma or equivalent	654
Associate's degree	18
Bachelor's degree	11

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Programs

Program Name	Total Ads
Business	6
Engineering	4
Graphic Design	2
Accounting	1
Aerospace Engineering	1
Automotive	1
Education	1
Electronics	1
Logistics	1
Pharmaceutical Science	1

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Locations

Location	Total Ads
Chicago, Illinois	84
Buffalo Grove, Illinois	30
Bolingbrook, Illinois	29
60629	24
Schaumburg, Illinois	24
Joliet, Illinois	21
Elgin, Illinois	19
Elk Grove Village, IL 60007	19
Aurora, Illinois	16
Woodridge, Illinois	16

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About This Report

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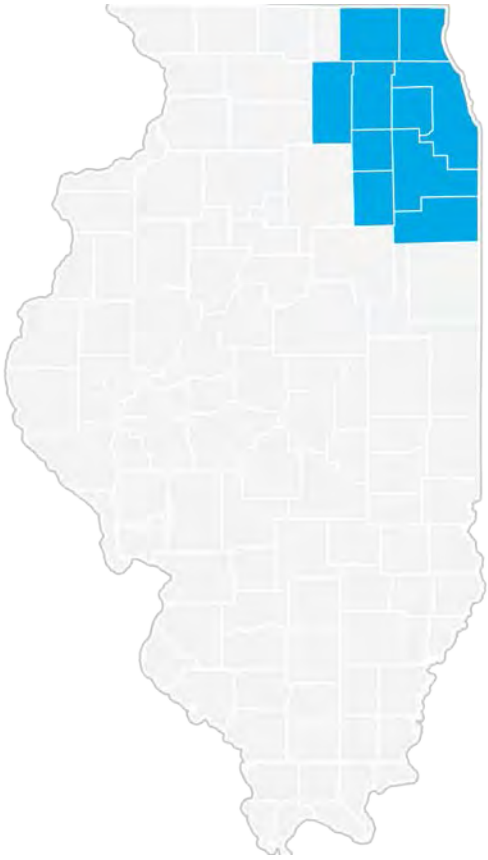
Occupation Report for
Stock Clerks and Order Fillers

Metro Chicago



JOBSEQ

August 2, 2019

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Definition of Stock Clerks and Order Fillers, SOC 43-5081

Receive, store, and issue sales floor merchandise, materials, equipment, and other items from stockroom, warehouse, or storage yard to fill shelves, racks, tables, or customers' orders. May mark prices on merchandise and set up sales displays. Excludes "Laborers and Freight, Stock, and Material Movers, Hand" (53-7062), and "Shipping, Receiving, and Traffic Clerks" (43-5071).

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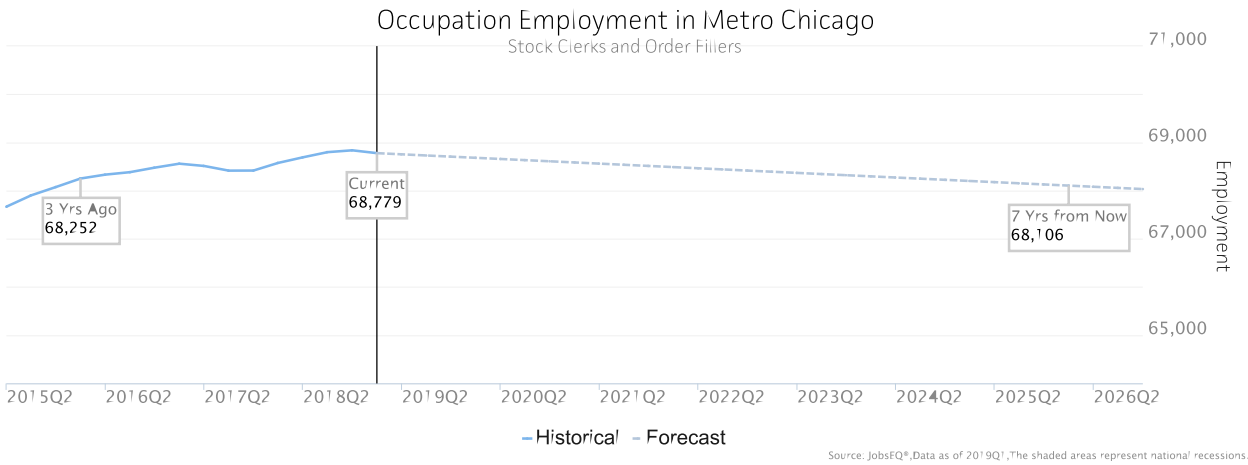
Occupation Snapshot

As of 2019Q1, total employment for Stock Clerks and Order Fillers in the Metro Chicago was 68,779. Over the past three years, this occupation added 527 jobs in the region and is expected to decrease by 673 jobs over the next seven years, or at an annual average rate of -0.1%.

Occupation Snapshot of Stock Clerks and Order Fillers in Metro Chicago, 2019q1

Current						3-Year History		7-Year Forecast				
Four Quarters Ending with 2019q1						Total Change	Avg Ann % Chg in Empl	--Separations--			---Growth---	
Empl	Avg Ann Wages[1]	LQ	Unempl	Unempl Rate	Online Job Ads[2]	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
68,779	$29,800	1.15	4,347	6.1%	4,142	527	0.3%	59,462	26,250	33,886	-673	-0.1%

Source: JobsEQ®
Data as of 2019Q1 unless noted otherwise
Note: Figures may not sum due to rounding.
1. Occupation wages are as of 2018 and should be taken as the average for all Covered Employment
2. Data represent found online ads active within the last thirty days in the selected region; data represents a sampling rather than the complete universe of postings. Ads lacking zip code information but designating a place (city, town, etc.) may be assigned to the zip code with greatest employment in that place for queries in this analytic. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list).



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Wages by occupation are as of 2018 provided by the BLS and imputed where necessary. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns. Occupation unemployment figures are imputed by Chmura.

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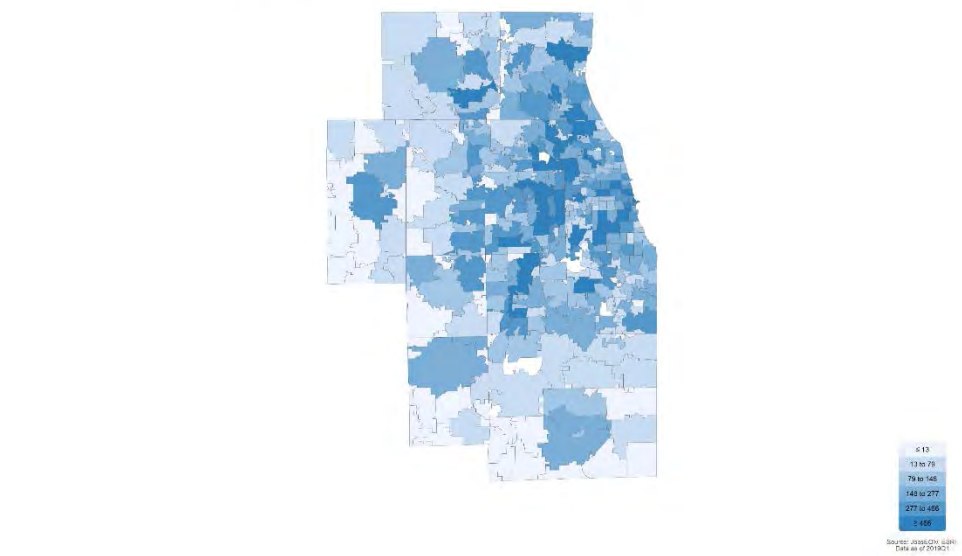
Geographic Distribution

The below maps illustrate the ZCTA-level distribution of employed Stock Clerks and Order Fillers in the Metro Chicago. Employment is shown by place of work and by residence.

Occupation Concentration by Place of Work for Stock Clerks and Order Fillers



Top ZCTAs by Place of Work for Stock Clerks and Order Fillers, 2019Q1

Region	Employment
ZCTA 60714	934
ZCTA 60611	916
ZCTA 60018	912
ZCTA 60440 (Will County, IL portion)	902
ZCTA 60173	880
ZCTA 60007 (Cook County, IL portion)	803
ZCTA 60462	729
ZCTA 60160	725
ZCTA 60638	715
ZCTA 60004	708

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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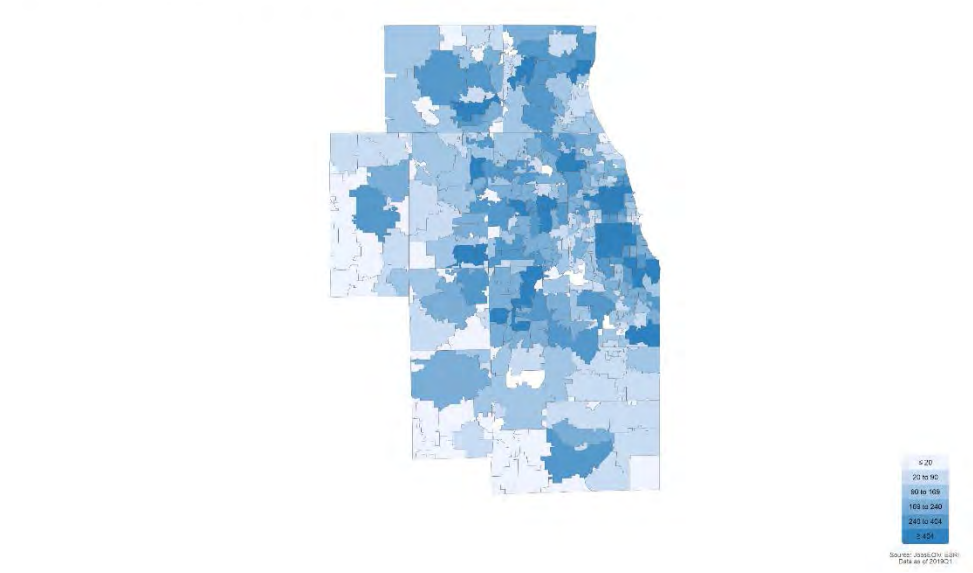
Occupation Concentration by Place of Residence for Stock Clerks and Order Fillers



Top ZCTAs by Place of Residence for Stock Clerks and Order Fillers, 2019Q1

Region	Employment
ZCTA 60629	1,243
ZCTA 60639	955
ZCTA 60632	946
ZCTA 60804	913
ZCTA 60505	899
ZCTA 60085	805
ZCTA 60623	757
ZCTA 60618	691
ZCTA 60647	663
ZCTA 60641	631

Source: JobsEQ®
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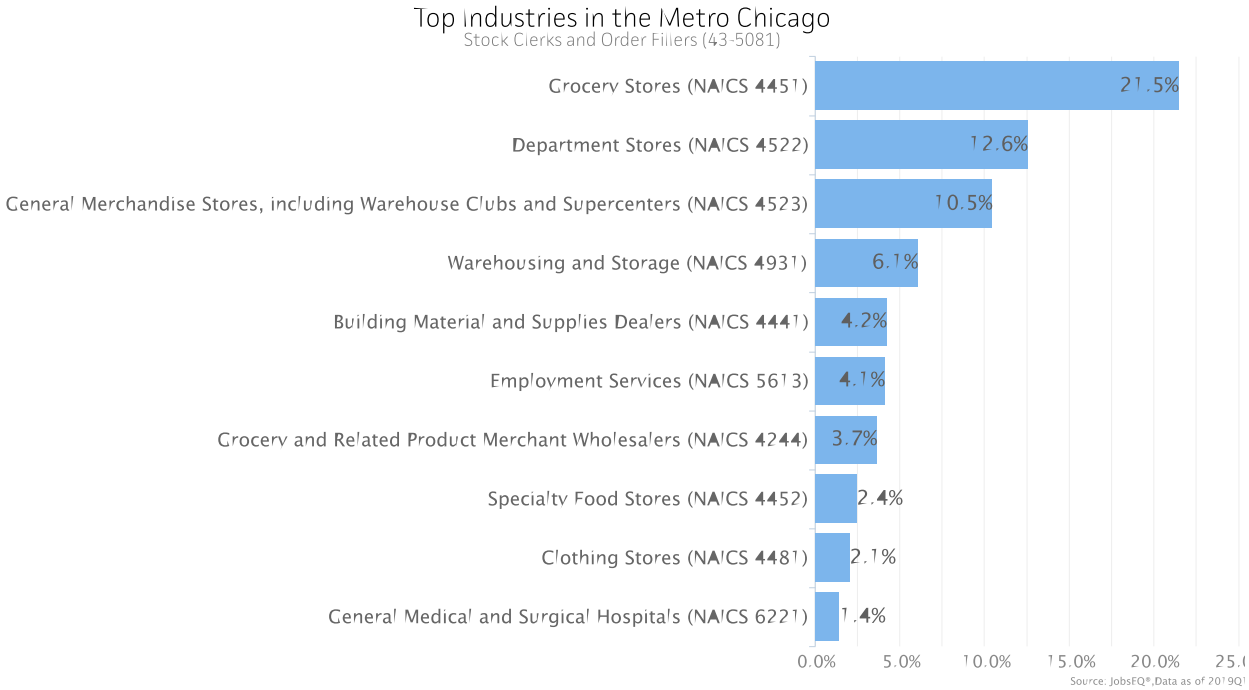
Employment by Industry

The following chart and table illustrate the industries in the Metro Chicago which most employ Stock Clerks and Order Fillers. The single industry most employing this occupation in the region is Grocery Stores , NAICS 4451. This industry employs 14,769 Stock Clerks and Order Fillers—employment which is expected to decrease by 64 jobs over the next ten years; furthermore, 18,535 additional new workers in this occupation will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.



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Top Industry Distribution for Stock Clerks and Order Fillers (43-5081) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4451	Grocery Stores	14,769	18,535	-64	18,470
4522	Department Stores	8,629	9,936	-1,450	8,486
4523	General Merchandise Stores, including Warehouse Clubs and Supercenters	7,207	9,539	789	10,327
4931	Warehousing and Storage	4,185	5,529	442	5,971
4441	Building Material and Supplies Dealers	2,901	3,636	-21	3,615
5613	Employment Services	2,827	3,650	157	3,807
4244	Grocery and Related Product Merchant Wholesalers	2,510	2,986	-273	2,713
4452	Specialty Food Stores	1,681	2,068	-75	1,993
4481	Clothing Stores	1,410	1,581	-301	1,281
6221	General Medical and Surgical Hospitals	977	1,225	-7	1,219
4431	Electronics and Appliance Stores	884	1,009	-163	846
4461	Health and Personal Care Stores	733	940	29	969
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	667	833	-8	825

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Top Industry Distribution for Stock Clerks and Order Fillers (43-5081) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
5619	Other Support Services	612	779	15	794
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	599	720	-54	667
4511	Sporting Goods, Hobby, and Musical Instrument Stores	558	766	109	876
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	534	626	-73	553
4422	Home Furnishings Stores	520	666	19	686
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	503	697	108	805
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	447	557	-9	547
	-All Others-	15,625	19,538	-129	19,409

Source: JobsEQ®
Data as of 2019Q1 except wages which are as of 2018. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.
Note: Figures may not sum due to rounding.
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

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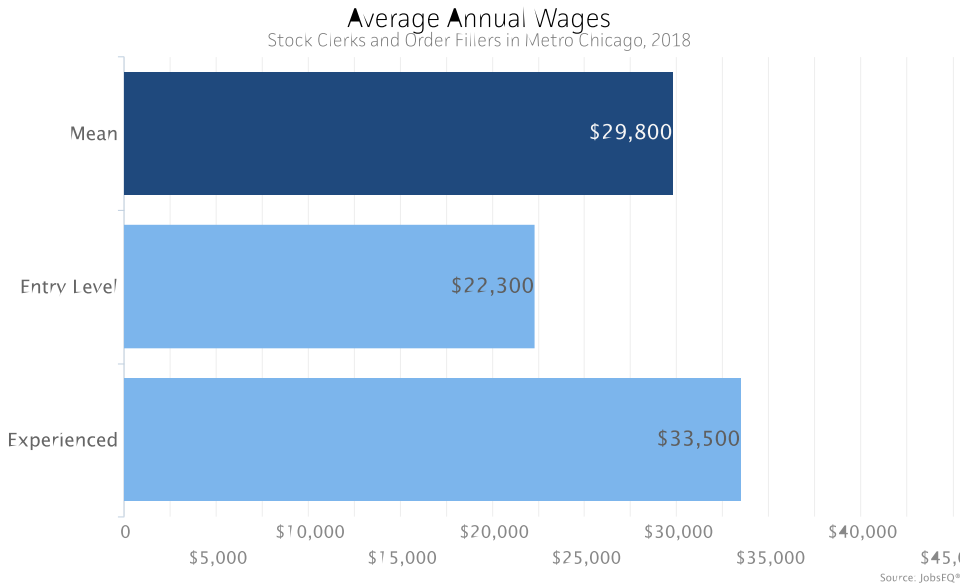
Wages

The average (mean) annual wage for Stock Clerks and Order Fillers was $29,800 in the Metro Chicago as of 2018. For the same year, average entry level wages were approximately $22,300 compared to an average of $33,500 for experienced workers.



Occupation wages (mean, median, and percentiles) are as of 2018 provided by the BLS, modified and imputed by Chmura where necessary. Entry-level and experienced wages are derived from these source data, computed by Chmura.

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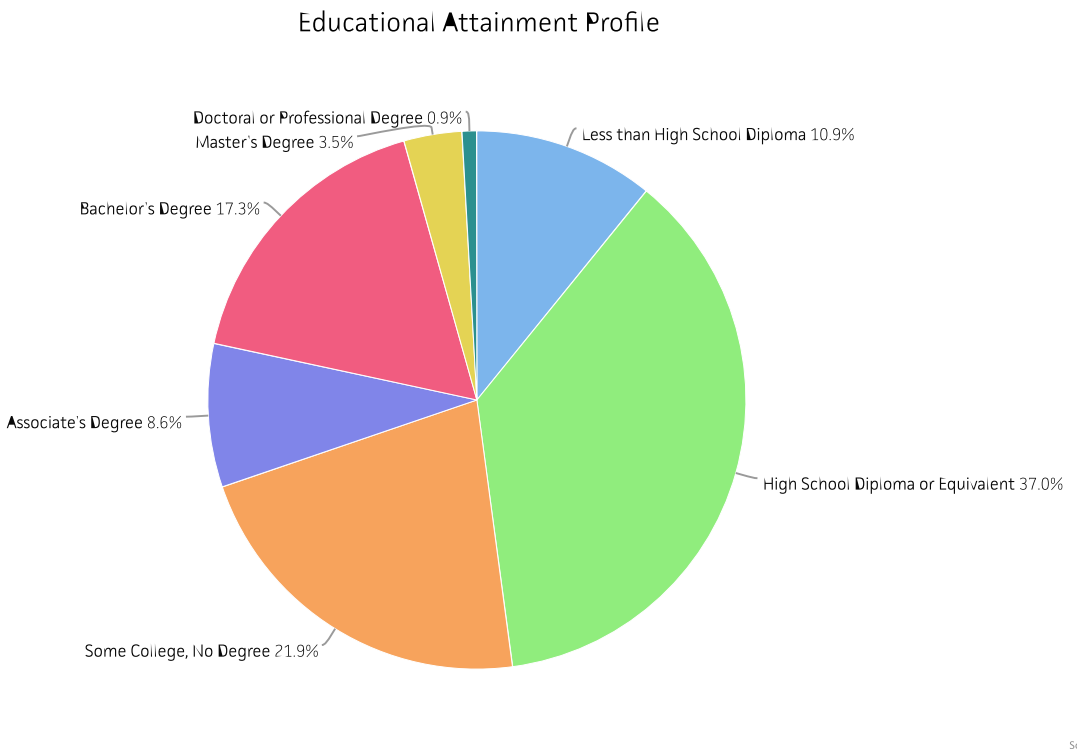
Education Profile

Typical education and training requirements for Stock Clerks and Order Fillers are described below.

Education and Training Requirements	
Typical Entry-Level Education:	High school diploma or equivalent
Previous Work Experience:	None
Typical On-the-Job Training:	Short-term on-the-job training

Source: JobsEQ®



Education and training requirements are from the Bureau of Labor Statistics (BLS); educational attainment mix are regional data modeled by Chmura using Census educational attainment data projected to 2019Q1 along with source data from the BLS.

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Awards

No postsecondary program awards were granted by postsecondary institutions located in the Metro Chicago in the 2017 academic year in programs identified as providing training for Stock Clerks and Order Fillers (for further details, see the source note).

Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2017 academic year. Any programs shown here have been identified as being linked with the occupation being analyzed. Other existing programs may also provide training in the region for this occupation but have not been so identified by the program-occupation crosswalk (see the FAQ section at the end of this report for more details). Furthermore, any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

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RTI (Job Postings)

Occupations

SOC	Title	Total Ads
43-5081.01	Stock Clerks, Sales Floor	5,348
43-5081.03	Stock Clerks- Stockroom, Warehouse, or Storage Yard	4,234
43-5081.04	Order Fillers, Wholesale and Retail Sales	951
43-5081.02	Marking Clerks	40

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Employers

Employer Name	Total Ads
Whole Foods	344
Best Buy	232
Target	204
Kroger	183
Shipt	180
Staffmark	124
Albertsons Companies	121
Lowes	116
Follett Corporation	112
Express Employment Professionals	95

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Certifications

Certificate Name	Total Ads
Driver's License	183
Forklift Certified	139
Commercial Driver's License (CDL)	12
First Aid Certification	7
HAZMAT	7
Global Remuneration Professional (GRP)	4
Certification in Cardiopulmonary Resuscitation (CPR)	3
DOT Medical Card	2
OSHA 10	2
AED Essentials	1

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Hard Skills

Skill Name	Total Ads
Ability to Lift 51-100 lbs.	1,420
Merchandising	1,417
Retail Sales	1,382
Ability to Lift 41-50 lbs.	1,316
Microsoft Excel	851
Forklifts	759
Microsoft Office	701
Ability to Lift 21-30 lbs.	603
Box Cutters	528
Inventory Control	512

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Soft Skills

Skill Name	Total Ads
Communication (Verbal and written skills)	4,324
Customer Service	3,090
Organization	2,471
Cooperative/Team Player	2,303
Adaptability/Flexibility/Tolerance of Change and Uncertainty	2,112
Detail Oriented/Meticulous	2,031
Ability to Work in a Fast Paced Environment	1,577
Self-Motivated/Ability to Work Independently/Self Leadership	1,412
Work Ethic/Hard Working	967
Accountable/Responsible/Reliable/Dependable/Trustworthy	888

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Job Titles

Job Title	Total Ads
Warehouse Associate	437
Inventory Specialist	154
Night Crew Team Member - 3rd Shift	106
Warehouse Clerk	106
Merchandiser	103
Shopper - Earn up to $22 an Hour to Grocery Shop	102
Merchandising Specialist	101
Stocker	101
Stock Associate	81
Merchandise Associate	68

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Education Levels

Minimum Education Level	Total Ads
High school diploma or equivalent	3,842
Associate's degree	77

Source: JobsEQ®
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Programs

Program Name	Total Ads
Business	64
Supply Chain	22
Accounting	19
Logistics	19
Engineering	14
Finance	11
Business Administration	10
Business Management	8
Supply Chain Management	7
Science	6

Source: JobsEQ®
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Locations

Location	Total Ads
Chicago, Illinois	631
Aurora, Illinois	151
60629	133
Joliet, Illinois	124
Bolingbrook, Illinois	118
Mchenry, Illinois	107
Naperville, Illinois	102
Schaumburg, Illinois	81
Romeoville, Illinois	75
Elk Grove Village, Illinois	68

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Region Definition

Metro Chicago is defined as the following counties:

Cook County, Illinois	Kankakee County, Illinois
DeKalb County, Illinois	Kendall County, Illinois
Du Page County, Illinois	Lake County, Illinois
Grundy County, Illinois	McHenry County, Illinois
Kane County, Illinois	Will County, Illinois

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FAQ

What is SOC?

The Standard Occupational Classification system (SOC) is used to classify workers into occupational categories. All workers are classified into one of over 840 occupations according to their occupational definition. To facilitate classification, occupations are combined to form 23 major groups, 97 minor groups, and 461 occupation groups. Each occupation group includes detailed occupations requiring similar job duties, skills, education, or experience.

What is a location quotient?

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an occupation (or industry) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

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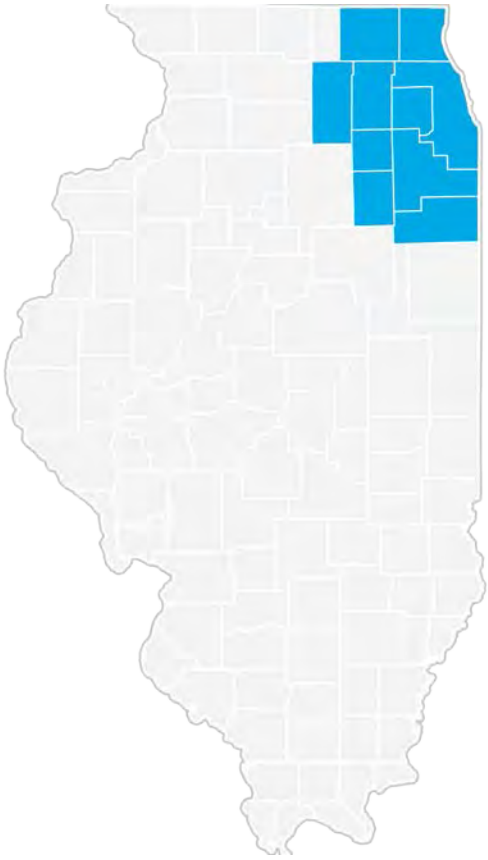
Occupation Report for
Transportation, Storage, and Distribution Managers

Metro Chicago



JOBSEQ

August 2, 2019

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Definition of Transportation, Storage, and Distribution Managers, SOC 11-3071

Plan, direct, or coordinate transportation, storage, or distribution activities in accordance with organizational policies and applicable government laws or regulations. Includes logistics managers.

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Occupation Snapshot

As of 2019Q1, total employment for Transportation, Storage, and Distribution Managers in the Metro Chicago was 6,532. Over the past three years, this occupation added 393 jobs in the region and is expected to increase by 100 jobs over the next seven years, or at an annual average rate of 0.2%.

Occupation Snapshot of Transportation, Storage, and Distribution Managers in Metro Chicago, 2019q1

Current						3-Year History		7-Year Forecast				
Four Quarters Ending with 2019q1						Total Change	Avg Ann % Chg in Empl	--Separations--			---Growth---	
Empl	Avg Ann Wages[1]	LQ	Unempl	Unempl Rate	Online Job Ads[2]	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
6,532	$101,400	1.78	288	4.4%	254	393	2.1%	3,557	1,060	2,397	100	0.2%

Source: JobsEQ®
Data as of 2019Q1 unless noted otherwise
Note: Figures may not sum due to rounding.
1. Occupation wages are as of 2018 and should be taken as the average for all Covered Employment
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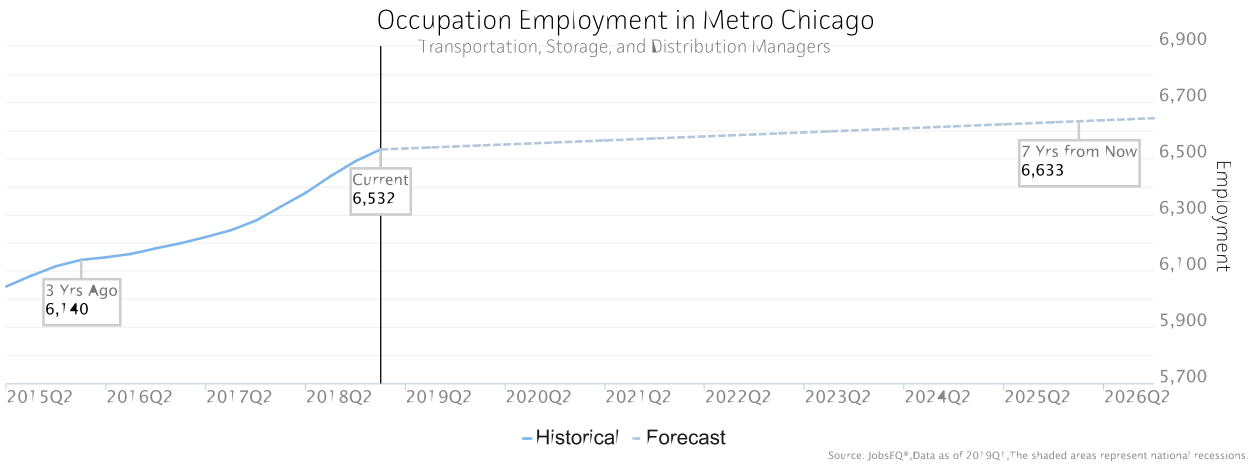

Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Wages by occupation are as of 2018 provided by the BLS and imputed where necessary. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns. Occupation unemployment figures are imputed by Chmura.

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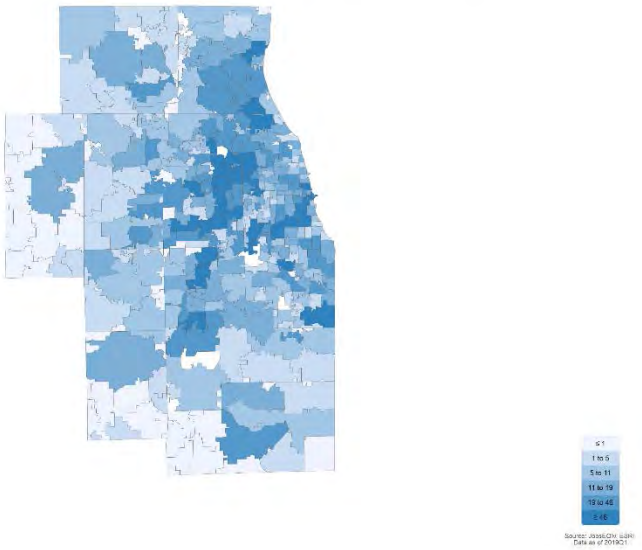
Geographic Distribution

The below maps illustrate the ZCTA-level distribution of employed Transportation, Storage, and Distribution Managers in the Metro Chicago. Employment is shown by place of work and by residence.

Occupation Concentration by Place of Work for Transportation, Storage, and Distribution Managers



Top ZCTAs by Place of Work for Transportation, Storage, and Distribution Managers, 2019Q1

Region	Employment
ZCTA 60018	241
ZCTA 60007 (Cook County, IL portion)	189
ZCTA 60654	186
ZCTA 60638	152
ZCTA 60606	130
ZCTA 60602	116
ZCTA 60106	89
ZCTA 60440 (Will County, IL portion)	85
ZCTA 60411	82
ZCTA 60632	82

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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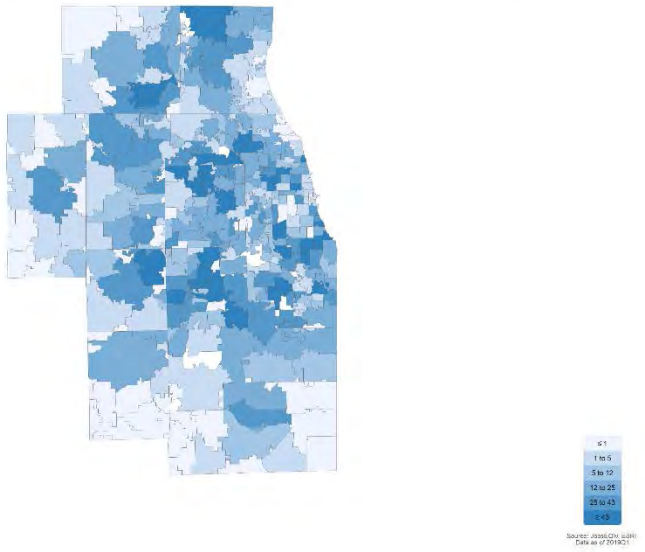
Occupation Concentration by Place of Residence for Transportation, Storage, and Distribution Managers



Top ZCTAs by Place of Residence for Transportation, Storage, and Distribution Managers, 2019Q1

Region	Employment
ZCTA 60440 (Will County, IL portion)	102
ZCTA 60634	92
ZCTA 60649	86
ZCTA 60620	82
ZCTA 60586 (Will County, IL portion)	79
ZCTA 60446	79
ZCTA 60453	78
ZCTA 60630	73
ZCTA 60007 (Cook County, IL portion)	72
ZCTA 60643	72

Source: JobsEQ®
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Occupation by residence data are derived from the same in addition to commuting pattern data.

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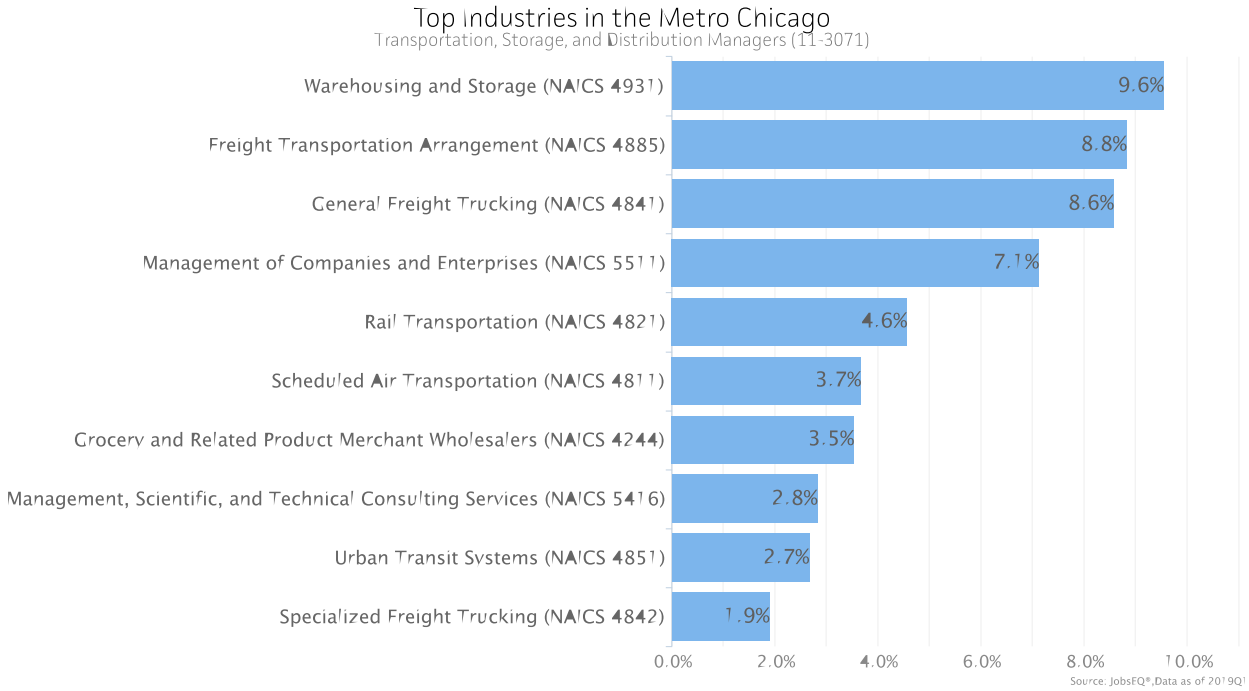
Employment by Industry

The following chart and table illustrate the industries in the Metro Chicago which most employ Transportation, Storage, and Distribution Managers. The single industry most employing this occupation in the region is Warehousing and Storage, NAICS 4931. This industry employs 625 Transportation, Storage, and Distribution Managers—employment which is expected to increase by 143 jobs over the next ten years; furthermore, 518 additional new workers in this occupation will be needed for this industry due to separation demand, that is, to replace workers in this occupation and industry that retire or move into a different occupation.



Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1.

Top Industry Distribution for Transportation, Storage, and Distribution Managers (11-3071) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4931	Warehousing and Storage	625	518	143	660
4885	Freight Transportation Arrangement	577	444	34	478
4841	General Freight Trucking	561	417	-7	410
5511	Management of Companies and Enterprises	467	352	7	359
4821	Rail Transportation	299	214	-25	189
4811	Scheduled Air Transportation	240	177	-8	168
4244	Grocery and Related Product Merchant Wholesalers	231	177	11	188
5416	Management, Scientific, and Technical Consulting Services	185	150	34	185
4851	Urban Transit Systems	175	132	5	137
4842	Specialized Freight Trucking	124	90	-8	82
9211	Executive, Legislative, and Other General Government Support	116	87	1	88
5321	Automotive Equipment Rental and Leasing	114	86	1	87
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	88	65	-1	64

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Top Industry Distribution for Transportation, Storage, and Distribution Managers (11-3071) in Metro Chicago

NAICS Code	Industry Title	Current Occupation Employment	10-Year Sep Demand	10-Year Growth Demand	10-Year Total Demand
4921	Couriers and Express Delivery Services	82	58	-9	50
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	82	58	-7	51
3254	Pharmaceutical and Medicine Manufacturing	68	49	-6	43
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	63	46	-4	42
6111	Elementary and Secondary Schools	61	46	-1	45
4242	Drugs and Druggists' Sundries Merchant Wholesalers	61	42	-9	33
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	59	41	-8	33
	-All Others-	2,253	1,684	2	1,686

Source: JobsEQ®
Data as of 2019Q1 except wages which are as of 2018. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.
Note: Figures may not sum due to rounding.
Occupation employment data are estimated via industry employment data and the industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q3, imputed where necessary with preliminary estimates updated to 2019Q1. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

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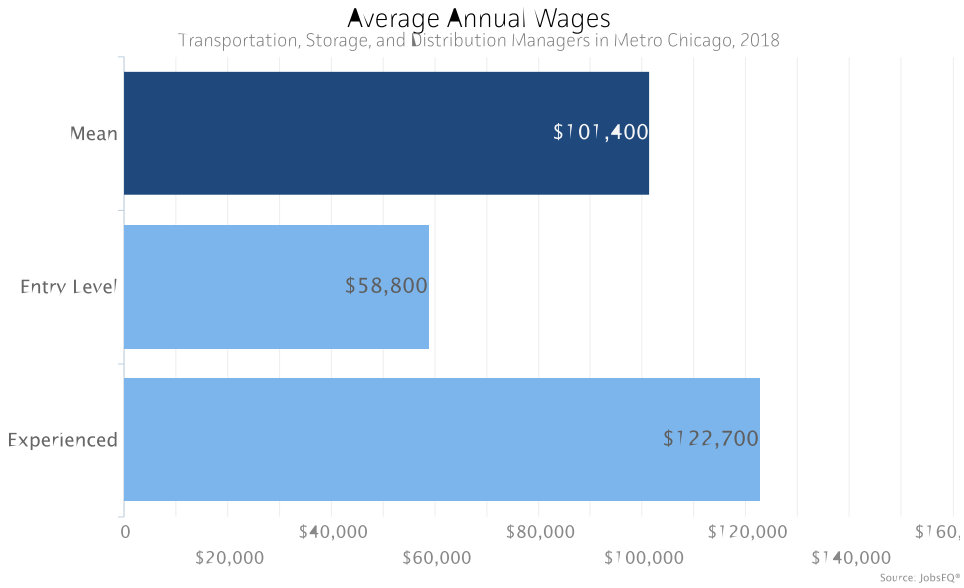
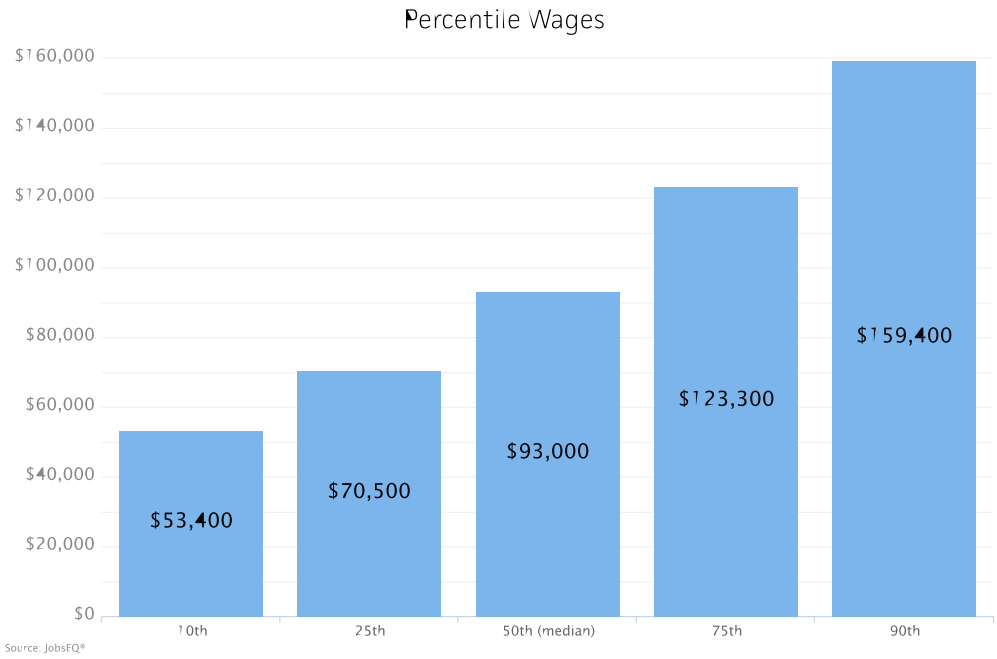
Wages

The average (mean) annual wage for Transportation, Storage, and Distribution Managers was $101,400 in the Metro Chicago as of 2018. For the same year, average entry level wages were approximately $58,800 compared to an average of $122,700 for experienced workers.





Occupation wages (mean, median, and percentiles) are as of 2018 provided by the BLS, modified and imputed by Chmura where necessary. Entry-level and experienced wages are derived from these source data, computed by Chmura.

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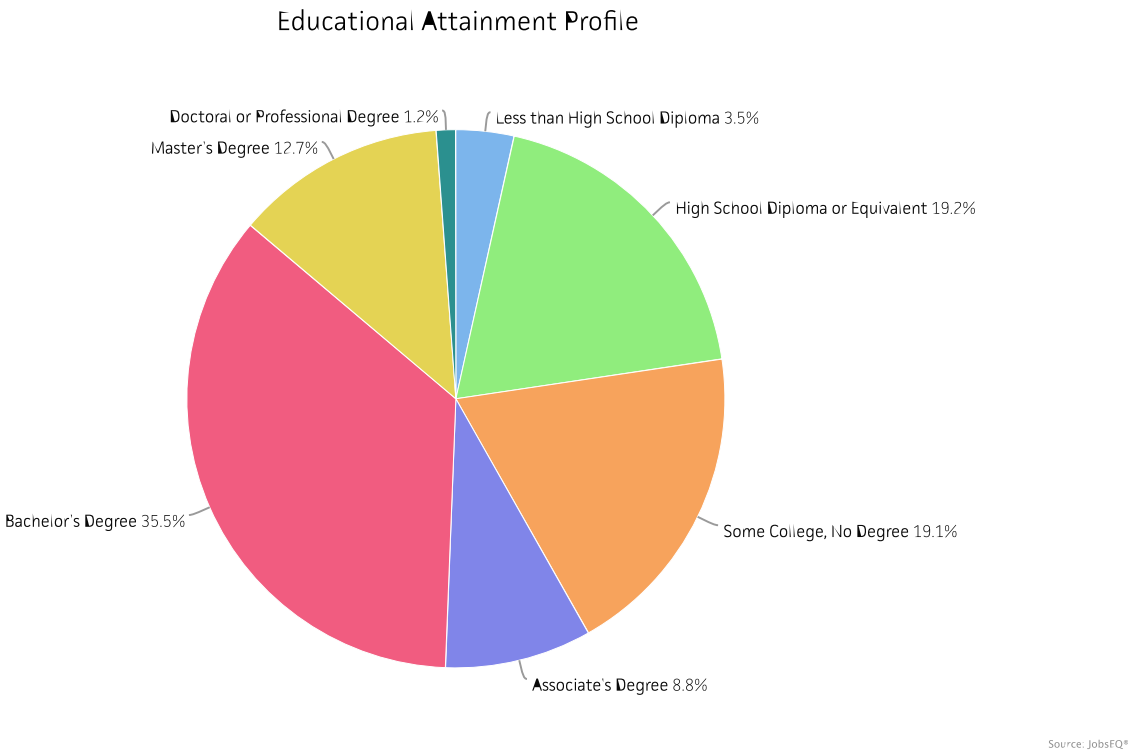
Education Profile

Typical education and training requirements for Transportation, Storage, and Distribution Managers are described below.

Education and Training Requirements	
Typical Entry-Level Education:	High school diploma or equivalent
Previous Work Experience:	5 years or more
Typical On-the-Job Training:	None

Source: JobsEQ®



Education and training requirements are from the Bureau of Labor Statistics (BLS); educational attainment mix are regional data modeled by Chmura using Census educational attainment data projected to 2019Q1 along with source data from the BLS.

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Awards

The table below is a list of postsecondary program awards that were granted by postsecondary institutions located in the Metro Chicago in the 2017 academic year. These programs have been identified as providing training for Transportation, Storage, and Distribution Managers (for further details, see the source note).

	Annual Awards - Metro Chicago		
Title/School	Certificates and 2yr Degrees	4yr Degrees	Postgraduate Degrees
44.0401 Public Administration			
DePaul University	0	0	65
Governors State University	0	0	15
Illinois Institute of Technology	0	0	66
Lewis University	0	1	0
Loyola University Chicago	0	0	0
Northern Illinois University	0	0	44
Northwestern University	0	0	84
Roosevelt University	0	3	12
University of Illinois at Chicago	0	0	80
44.9999 Public Administration and Social Service Professions, Other			
Concordia University-Chicago	0	0	2
National Louis University	0	34	0
Northeastern Illinois University	0	0	0
Spertus College	0	0	0
49.0101 Aeronautics/Aviation/Aerospace Science and Technology, General			
Lewis University	0	0	26
49.0104 Aviation/Airway Management and Operations			
Lewis University	0	69	0
52.0101 Business/Commerce, General			
Argosy University-Chicago	0	10	0
Argosy University-Schaumburg	0	5	0
Aurora University	0	0	0
DePaul University	0	0	39
DeVry University-Illinois	0	53	0
Hebrew Theological College	0	2	0
Kankakee Community College	0	0	0
Kendall College	0	35	0
Lake Forest College	0	41	0
Moraine Valley Community College	10	0	0
Northeastern Illinois University	0	38	0
Northwestern University	0	2	519
Prairie State College	3	0	0
Roosevelt University	0	3	0

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	Annual Awards - Metro Chicago		
Title/School	Certificates and 2yr Degrees	4yr Degrees	Postgraduate Degrees
Saint Xavier University	0	46	0
Trinity Christian College	0	22	0
Trinity International University-Illinois	0	29	0
University of Chicago	0	0	22
University of St Francis	0	0	0
52.0201 Business Administration and Management, General			
American InterContinental University	381	787	428
Argosy University-Chicago	0	0	30
Argosy University-Schaumburg	0	0	4
Aurora University	0	122	87
Benedictine University	18	1	434
Chicago State University	0	91	0
City Colleges of Chicago-Harold Washington College	14	0	0
City Colleges of Chicago-Harry S Truman College	20	0	0
City Colleges of Chicago-Kennedy-King College	4	0	0
City Colleges of Chicago-Olive-Harvey College	1	0	0
City Colleges of Chicago-Richard J Daley College	16	0	0
City Colleges of Chicago-Wilbur Wright College	6	0	0
College of DuPage	362	0	0
College of Lake County	7	0	0
Concordia University-Chicago	0	17	49
DePaul University	0	78	72
DeVry University-Illinois	0	481	931
Dominican University	0	71	69
East-West University	0	20	0
Elgin Community College	8	0	0
Elmhurst College	0	33	47
Governors State University	0	87	17
Illinois Institute of Technology	0	42	18
Joliet Junior College	8	0	0
Judson University	0	31	44
Kankakee Community College	53	0	0
Kishwaukee College	1	0	0
Lake Forest Graduate School of Management	0	0	222
Lewis University	0	74	102
Loyola University Chicago	0	0	201
MacCormac College	2	0	0
McHenry County College	45	0	0
Moraine Valley Community College	13	0	0
Morton College	26	0	0

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	Annual Awards - Metro Chicago		
Title/School	Certificates and 2yr Degrees	4yr Degrees	Postgraduate Degrees
National Louis University	0	10	77
North Central College	0	0	35
North Park University	0	110	70
Northeastern Illinois University	0	75	20
Northern Illinois University	0	64	215
Northwestern College-Chicago Campus	12	0	0
Northwestern College-Southwestern Campus	10	0	0
Northwestern University	0	0	408
Oakton Community College	8	0	0
Olivet Nazarene University	0	92	51
Prairie State College	0	0	0
Robert Morris University Illinois	180	386	113
Roosevelt University	0	0	143
Saint Augustine College	5	0	0
Saint Xavier University	0	0	43
South Suburban College	1	0	0
The Chicago School of Professional Psychology at Chicago	0	0	10
Trinity International University-Illinois	0	9	0
Triton College	16	0	0
University of Chicago	0	0	1,255
University of Illinois at Chicago	0	0	218
University of Phoenix-Illinois	0	43	20
University of St Francis	0	0	48
Waubonsee Community College	14	0	0
William Rainey Harper College	90	0	0
52.0203 Logistics, Materials, and Supply Chain Management			
DePaul University	0	0	0
Elmhurst College	0	16	15
Joliet Junior College	4	0	0
Kankakee Community College	6	0	0
Loyola University Chicago	0	14	14
Moraine Valley Community College	6	0	0
Morton College	1	0	0
Oakton Community College	0	0	0
University of St Francis	0	8	0
Waubonsee Community College	0	0	0
52.0209 Transportation/Mobility Management			
City Colleges of Chicago-Olive-Harvey College	18	0	0
Northwestern University	0	0	0
52.0409 Parts, Warehousing, and Inventory Management Operations			

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	Annual Awards - Metro Chicago		
Title/School	Certificates and 2yr Degrees	4yr Degrees	Postgraduate Degrees
McHenry County College	0	0	0
William Rainey Harper College	104	0	0
Total			
Total	1,473	3,155	6,484

Source: JobsEQ®
Data as of the 2017 academic year
Awards data are per the National Center for Education Statistics (NCES) and JobsEQ for the 2017 academic year. Any programs shown here have been identified as being linked with the occupation being analyzed. Other existing programs may also provide training in the region for this occupation but have not been so identified by the program-occupation crosswalk (see the FAQ section at the end of this report for more details). Furthermore, any programs shown here reflect only data reported to the NCES; reporting is required of all schools participating in any federal finance assistance program authorized by Title IV of the Higher Education Act of 1965, as amended—other training providers in the region that do not report data to the NCES are not reflected in the above.

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RTI (Job Postings)

Occupations

SOC	Title	Total Ads
11-3071.02	Storage and Distribution Managers	296
11-3071.01	Transportation Managers	250
11-3071.03	Logistics Managers	136

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Employers

Employer Name	Total Ads
Roehl Transport	40
Ryder	10
US Foods	8
Ajilon	7
Oracle	7
Schneider	7
HD Supply Support Services, Inc.	6
Aerotek	5
First Student	5
Kuehne + Nagel	5

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Certifications

Certificate Name	Total Ads
Driver's License	11
HAZMAT	5
Certified Supply Chain Professional (CSCP)	4
Forklift Certified	4
Class B Commercial Driver's License (CDL-B)	3
Commercial Driver's License (CDL)	3
Class A Commercial Driver's License (CDL-A)	2
Six Sigma Green Belt Certification (SSGB)	2
Associate Service Executive (ASE)	1
Certified Legal Manager (CLM)	1

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Hard Skills

Skill Name	Total Ads
Microsoft Office	180
Microsoft Excel	155
SAP	87
Microsoft Outlook	57
Warehouse Management Systems (WMS)	55
Microsoft PowerPoint	51
Supply Chain Management	50
Warehouse Operations	49
Inventory Management	46
Inventory Control	43

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Soft Skills

Skill Name	Total Ads
Communication (Verbal and written skills)	394
Supervision/Management	295
Cooperative/Team Player	188
Customer Service	170
Analytical	141
Organization	138
Problem Solving	135
Leadership	121
Self-Motivated/Ability to Work Independently/Self Leadership	99
Ability to Work in a Fast Paced Environment	96

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Job Titles

Job Title	Total Ads
Warehouse Manager	106
Logistics Manager	43
ctp fleet	35
Transportation Manager	28
Transportation Coordinator	15
Fleet Manager	10
Logistics Supervisor	9
Warehouse Operations Manager	9
Assistant Warehouse Manager	7
Cloud ERP - Transportation Management	7

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Education Levels

Minimum Education Level	Total Ads
Bachelor's degree	292
High school diploma or equivalent	96
Associate's degree	32
Master's degree	4

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

Programs

Program Name	Total Ads
Business	70
Logistics	60
Supply Chain	47
Business Administration	23
Transportation	17
Engineering	16
Supply Chain Management	15
Operations Management	8
Technical	7
Business Management	6

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Locations

Location	Total Ads
Chicago, Illinois	91
Bolingbrook, Illinois	18
Joliet, Illinois	16
Bolingbrook, IL 60440	13
Aurora, Illinois	8
Elk Grove Village, IL 60007	8
Lake Zurich, Illinois	7
Naperville, Illinois	7
Northlake, IL 60164	7
Bensenville, IL 60106	6

Source: JobsEQ®
Data reflect online job postings for the 180 day period ending 8/1/2019
Note: Data are subject to revision. Please do not use the volume of data for historical comparisons until such time that an adjusted historical series of these data are provided.

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Region Definition

Metro Chicago is defined as the following counties:

Cook County, Illinois	Kankakee County, Illinois
DeKalb County, Illinois	Kendall County, Illinois
Du Page County, Illinois	Lake County, Illinois
Grundy County, Illinois	McHenry County, Illinois
Kane County, Illinois	Will County, Illinois

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FAQ

What is SOC?

The Standard Occupational Classification system (SOC) is used to classify workers into occupational categories. All workers are classified into one of over 840 occupations according to their occupational definition. To facilitate classification, occupations are combined to form 23 major groups, 97 minor groups, and 461 occupation groups. Each occupation group includes detailed occupations requiring similar job duties, skills, education, or experience.

What is a location quotient?

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an occupation (or industry) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is training concentration?

The training concentration analysis compares local postsecondary training output compared to the national norm. Let's consider registered nurses as an example. If in the nation, one RN award is granted for every ten RNs employed, that 1:10 ratio is the national norm. If in your region your schools also grant one RN award for every ten RNs employed, then your region will be right at the national norm, or we say at 100% of the national norm which is termed a 100% training concentration. If your region grants two RN awards for every ten employed, your region would be at twice the national norm or have a 200% training concentration. Similarly, if your region grants one RN award for every twenty employed, your region would be at half the national norm or have a 50% training concentration.

What is the program-to-occupation crosswalk?

Training programs are classified according to the Classification of Instructional Programs (CIP codes). For relating training programs, this report uses a modified version of the CIP to SOC crosswalk from the National Center for Education Statistics (NCES). While this is a very helpful crosswalk for estimating occupation production from training program awards data, the crosswalk is neither perfect nor comprehensive. Indeed, it is hard to imagine such a crosswalk being perfect since many training program graduates for one reason or another do not end up employed in occupations that are most related to the training program from which they graduated. Therefore, the education program analyses should be considered in this light.

As an example of the many scenarios that may unfold, consider a journalism degree that crosswalks into three occupations: editors, writers, and postsecondary communications teachers. Graduates with a journalism degree may get a job in one of these occupations—and that may be the most-likely scenario—but a good number of these graduates may get a job in a different occupation altogether (the job may be somewhat related, such as a reporter, or the job may be totally unrelated, such as a real estate agent). Furthermore, a graduate may stay in school or go back to school for a degree that will lead to other occupation possibilities. Still another possibility includes the graduate not entering the labor market (maybe being unemployed, being a non-participant, or moving to another region).

What is separation demand?

Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. The total projected demand for an occupation is the sum of the separation demand and the growth demand (which is the increase or decrease of jobs in an occupation expected due to expansion or contraction of the overall number of jobs in that occupation).

What is NAICS?

The North American Industry Classification System (NAICS) is used to classify business establishments according to the type of economic activity. The NAICS Code comprises six levels, from the "all industry" level to the 6-digit level. The first two digits define the top level category, known as the "sector," which is the level examined in this report.

About This Report

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