



# **Transportation/ Logistics/ Distribution**

Straight Ahead to  
a Career Pathway in New Jersey



Prepared by  
The Industry-Business Institute  
Union County College

with support from  
North Jersey WIRED

*October, 2009*

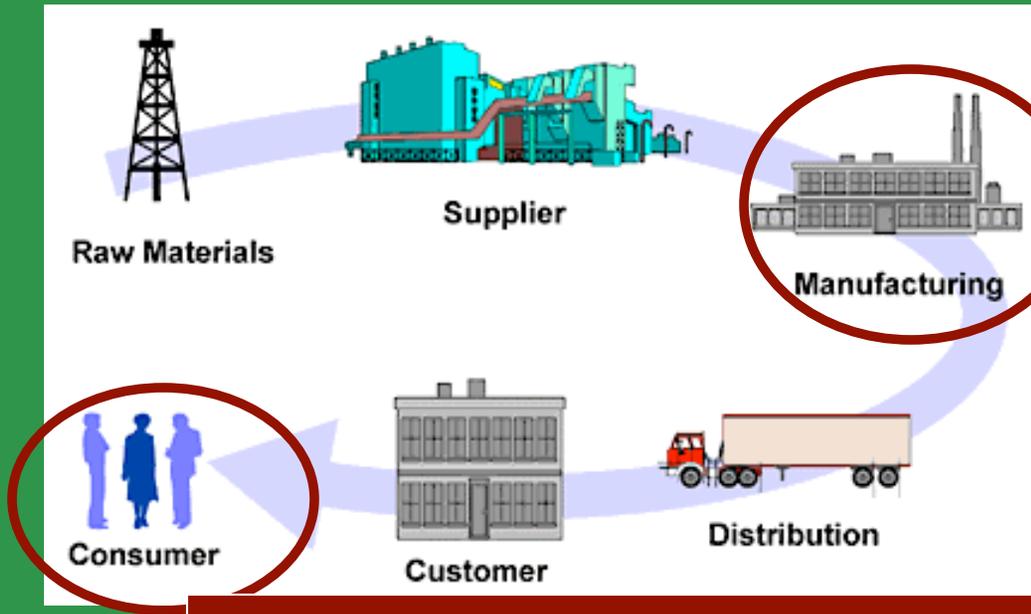
# Discussion Questions

1. What is the "TLD Industry"?
2. Why is TLD important?
3. How many are employed in TLD?
4. Where are the TLD jobs in NJ?
5. What jobs are available in TLD?
6. What skills and credentials are required?
7. How can a job seeker learn about, prepare for, and connect to TLD jobs?

# What do YOU think?

- » What kinds of companies are involved in the TLD industry?
- » What are some examples of TLD jobs?

## Question #1: What is the “TLD Industry”?



Plans and manages the transportation of raw materials goods from source to users

- Uses air, rail, water, and truck vehicles to transport materials and goods in safe, efficient way.
- Stores and adds value to goods along the way.

(cont'd):

## Question #1

What is the "TLD Industry"?

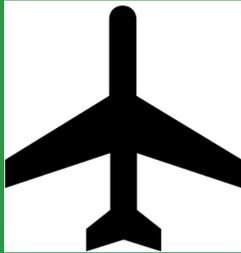
**Related industries include:**

- » Vehicle manufacturing, sales, and repair;
- » Retail and wholesale trade;
- » Goods manufacturing.

## Question #2: Why is TLD important?

- » Provides employment to more than 170,000 people in 6470 companies.
- » Is key to NJ economy, which:
  - » is at center of major consumer market;
  - » has highly developed infrastructure of port, roads, railroads, warehouses.

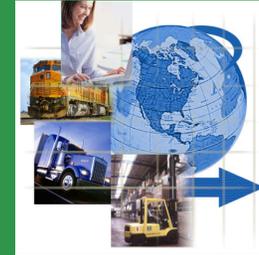
# Question #3: How many are employed in TLD?



Air transportation:  
**17,192**



Water transportation:  
**2124**



Transportation support:  
**27,622**

Core TLD industries:  
**161,000 + jobs**



Transit & Passenger:  
**36,584**



Truck transportation:  
**37,419**



Couriers & messengers:  
**23,866**



Warehousing & storage:  
**29,244**

(cont'd.)

### Question #3

**How many are employed in TLD?**

Related industries: 1,035,904 jobs

» Wholesale trade: 238,646

» Retail trade: 464,685

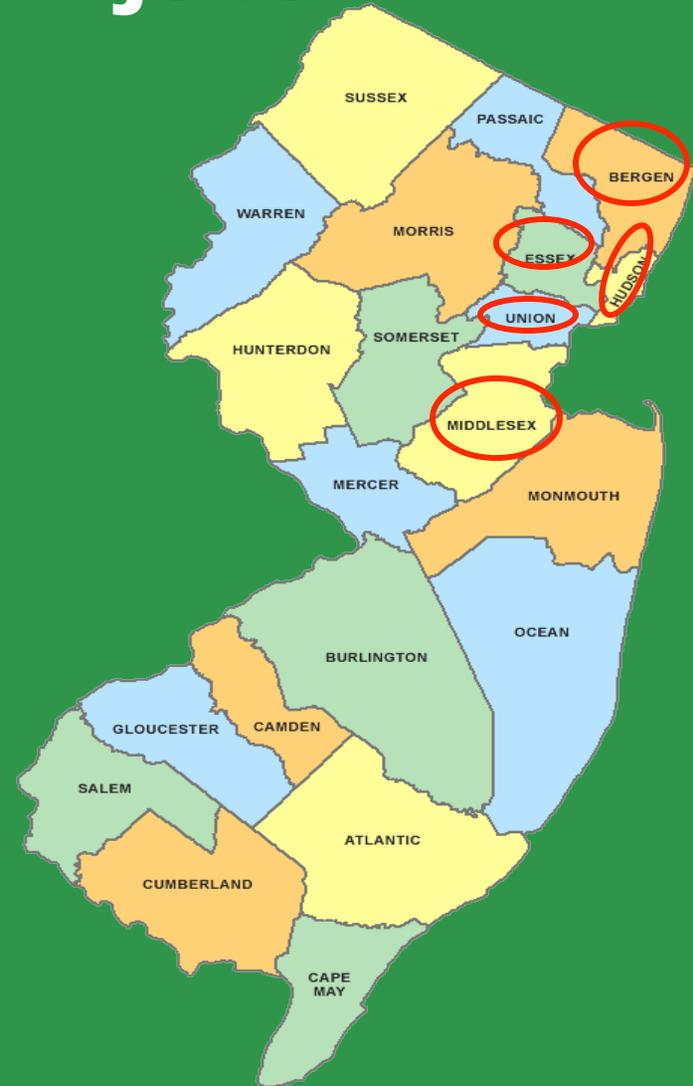
» Manufacturing: 332,573

# Question #4

## Where are the TLD jobs in NJ?

### *Top 5 counties:*

- » Essex
- » Middlesex
- » Union
- » Hudson
- » Bergen



**Question #5:**  
**What jobs are available in TLD?**

**Four job families:**

1. Logistics planning and management
2. Warehousing and distribution
3. Transportation
4. Support positions across job families:
  - Health, safety, environmental management;
  - Communications and record keeping;
  - Sales and service;
  - Maintenance and repair.

## Some in-demand TLD jobs

- » Truck Drivers (Heavy & Tractor Trailers)
- » Shipping, Receiving, & Traffic Clerks
- » Transportation Managers
- » Dispatchers
- » Packers & Packagers
- » Truck Mechanics
- » Truck Drivers (Light or Delivery Services)
- » Cargo & Freight Agents
- » Sales Representatives, Wholesale and Retail)
- » Automotive Master Mechanics

(cont...)

## Some more in-demand TLD jobs

- » Storage & Distribution Managers
- » Taxi Drivers & Chauffeurs
- » Bus Drivers, (Transit and Intercity)
- » Material Movers
- » Customer Services Representatives
- » Warehouse Clerks
- » Automotive Body Repairers
- » Billing & Posting Clerks

**cont'd.**

**Question #6: What skills and credentials are required?**

**Three categories:**

1. Basic job readiness;
2. Specific basic skills and occupational skills;
3. Relevant credentials.

(cont'd)

Question #6: cont'd.

**1. Basic job readiness**

- » Understanding of job responsibilities;
- » Good work habits;
- » Required physical abilities;
- » Good communication and problem-solving skills.

(cont'd)

Question #6: cont'd.

**2. Specific basic skills and occupational skills**

including:

- » Understanding of required tasks, tools, procedures;
- » Ability to apply this knowledge and basic skills to particular job tasks.

(cont'd)

Question #6: cont'd.

**3. Relevant credentials**

- » Required educational background;
- » License to operate equipment;
- » Legal status (e.g., immigration, criminal).

**Question #7:**

**How can a job seeker learn about, prepare for, & connect to TLD jobs?**

Go to . . .

- » TLD Talent Network web site ([www.njtltdtn.org](http://www.njtltdtn.org))
- » O\*NET ([www.online.onetcenter.org](http://www.online.onetcenter.org))
- » [www.jobsinlogistics.com](http://www.jobsinlogistics.com)
- » [www.transportation.jobs.topusajobs.com](http://www.transportation.jobs.topusajobs.com)
- » [www.transportationcrossing.com](http://www.transportationcrossing.com)
- » [www.logisticsjobsite.com](http://www.logisticsjobsite.com)

(cont'd)

## Question #7: cont'd.

Use:

- » Educational institutions (community colleges, universities, vo-tech & trade schools, etc.)
- » On-line training;
- » Computer software;
- » Publications, articles (both print and on-line);
- » Videos.

## Question #7: cont'd.

To connect to TLD jobs, use:

- » TLD Talent Network web site;
- » One Stop Career Centers;
- » On-line employment services;
- » Job fairs;
- » Direct contacts with employers.

The background of the slide is a repeating grid of 20 identical images. Each image shows four business professionals—two men and two women—dressed in dark business suits. They are all smiling and have their arms raised in a celebratory gesture, with their hands clasped together at the top. The images are arranged in a 4x5 grid. A dark green horizontal bar is superimposed over the middle of the grid, containing the text 'Profiles of Sample TLD Jobs' in white, bold, sans-serif font.

# Profiles of Sample TLD Jobs

# Truck Driver



## Heavy and Trailers

- Drives truck/trailer up to 26,000 GVW
- Transports goods, livestock, and materials
- Commercial Driver's License required



## Light/ Delivery Service Drivers

- Drives a van or truck under 26,000 GVW
- Delivers and picks up merchandise and packages



## Packers and Packagers

Packs by hand a wide variety of products and materials.



## Stock Clerks & Order Fillers



- Receives, stores, and issues items from warehouse, storage or stockroom
- May mark prices on merchandise and set up sales display



## Mechanics

- Diagnoses, adjusts, repairs, or overhauls trucks, buses, and all types of engines



## Shipping & Receiving Clerks



- Verifies & keeps records on shipments
- Assembles, addresses, prepares, and ships merchandise

## Some Details about TLD occupations...

•Occupation	Knowledge	Skills	Salary/wages
Truck Driver (Heavy, Trailer and Tractor)	<ul style="list-style-type: none"> <li>•Transportation</li> <li>•Public Safety and security</li> <li>•English Language</li> </ul>	<ul style="list-style-type: none"> <li>•Equipment maintenance</li> <li>•Active listening</li> <li>•Time Management</li> <li>•Coordination</li> <li>•Judgment and Decision making</li> <li>•Reading Comprehension</li> </ul>	<ul style="list-style-type: none"> <li>•Hourly: \$13.80- \$27.44</li> <li>•Yearly: \$28,700- \$57,100</li> </ul>
Packers and Packagers	<ul style="list-style-type: none"> <li>•Production and processing</li> <li>•Customer and Personal Service</li> <li>•English Language</li> </ul>	<ul style="list-style-type: none"> <li>•Active Listening</li> <li>•Coordination</li> <li>•Speaking</li> <li>•Reading Comprehension</li> </ul>	<ul style="list-style-type: none"> <li>•Hourly: \$7.26- \$14.38</li> <li>•Yearly: \$15,100- \$29,100</li> </ul>
Shipping, Receiving and Traffic Clerks	<ul style="list-style-type: none"> <li>•English Language</li> <li>•Transportation</li> <li>•Clerical</li> <li>•Customer and Personal Service</li> <li>•Production and Processing</li> </ul>	<ul style="list-style-type: none"> <li>•Active Listening</li> <li>•Reading Comprehension</li> <li>•Speaking</li> <li>•Time Management</li> <li>•Writing</li> </ul>	<ul style="list-style-type: none"> <li>•Hourly: \$8.36- \$20.17</li> <li>•Yearly: \$18,500- \$46,700</li> </ul>

## Some Details about TLD Occupations

Occupation	Knowledge	Skills	Salary/wages
Truck Drivers (Light or Delivery services)	<ul style="list-style-type: none"> <li>•Transportation</li> <li>•Customer &amp; Personal Service</li> <li>•Administration &amp; Management</li> <li>•Production &amp; Processing</li> </ul>	<ul style="list-style-type: none"> <li>•Equipment maintenance</li> <li>•Active listening</li> <li>•Time Management</li> <li>•Reading Comprehension</li> <li>•Social norms</li> </ul>	<ul style="list-style-type: none"> <li>•Hourly: \$14.57-\$24.29</li> <li>•Yearly: \$17,000-\$39,500</li> </ul>
Bus & Truck Mechanics	<ul style="list-style-type: none"> <li>•Mechanical</li> <li>•Transportation</li> <li>•Public Safety &amp; Security</li> <li>•Engineering &amp; Technology</li> <li>•Basic English Language</li> </ul>	<ul style="list-style-type: none"> <li>•Equipment Maintenance</li> <li>•Troubleshooting</li> <li>•Repairing</li> <li>•Installation</li> <li>•Reading Comprehension</li> </ul>	<ul style="list-style-type: none"> <li>•Hourly: \$ 14.45-\$30.26</li> <li>•Yearly: \$30,100-\$62,900</li> </ul>
Stock Clerks & Order Fillers	<ul style="list-style-type: none"> <li>•Sales &amp; Marketing</li> <li>•Production &amp; Processing</li> <li>•Public Safety &amp; Security</li> <li>•Basic English Language</li> <li>•Customer &amp; Personal Service</li> <li>•Administration &amp; Management</li> </ul>	<ul style="list-style-type: none"> <li>•Active Listening</li> <li>•Speaking</li> <li>•Reading Comprehension</li> <li>•Instructing</li> <li>•Coordination</li> <li>•Social Norms</li> </ul>	<ul style="list-style-type: none"> <li>•Hourly: \$8.25-\$18.77</li> <li>•Yearly: \$15,700-\$39,000</li> </ul>

Questions??



A large green highway sign with a white border, mounted on a metal post. The sign is set against a clear blue sky with a few wispy clouds. The sign contains the text "Thank you!" and "And all the best to you on your journey!".

**Thank you!**

And all the best to you  
on your journey!