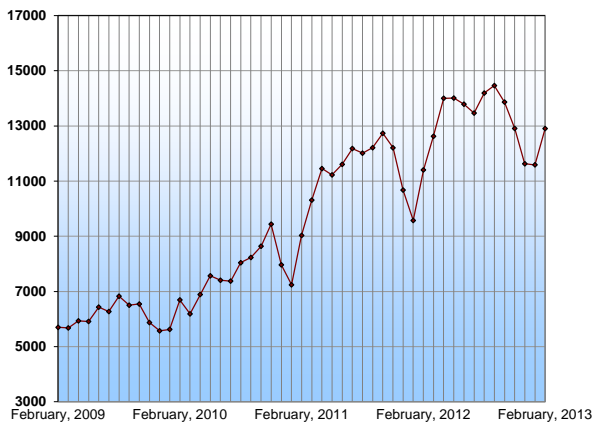


February Snapshot of Toledo-Northwest Ohio Area OnLine® Job Postings

More than 12,900 job openings were posted online from January 14, 2013, through February 13, 2013, for Allen, Crawford, Defiance, Fulton, Hancock, Hardin, Henry, Lucas, Ottawa, Paulding, Putnam, Sandusky, Seneca, Van Wert, Williams, Wood and Wyandot counties, according to data from The Conference Board, a global, not-for-profit independent business and research association. This was an increase of 1,314 ads from the previous reporting period.* Compared to the same time period a year ago, this reflects an increase of 1,499 ads.** This report, and reports for other Ohio regions, can be found [here](#) and at www.ohiomeansjobs.com.

Help Wanted OnLine® Job Ads in Area



Salary and Education Ranges for OnLine® Job Ads

As of February 13, 2013

Salary Range for All Available Ads	Total Ads
Entry Level Jobs (less than \$30K)	33.8%
Middle Income Jobs (\$30K-\$49K)	26.8%
Upper Middle Income Jobs (\$50K-\$79K)	25.9%
High Income Jobs (\$80K-\$99K)	7.1%
Six Figure Jobs (\$100K+)	6.4%
Education Range for All Available Ads	Total Ads
Experience only	62.1%
Less than 4 year Degree, but more than High School	15.0%
4 Year Degree	14.0%
More than 4 year Degree	8.8%

Certifications in Demand

RN-Cert Registered Nurse	744	ACLS-Adv Cardiac Life Support	159
CDL-Comm'l Driver's Lisc	734	BLS-Basic Life Support	143
CPR-Cert Cardiopulmonary Resuscitation	340	CPNL,LTC-Cert Prac Nurse, Long-term	123
LPN-Lisc Prac Nurse	233	BE-Board Eligible	117
CNA-Cert Nursing Admin	187	HHA-Home Health Aide	116

Employers with the Most Area Job Ads

From January 14, 2013, to February 13, 2013

Total Employer Ads	11,814
Promedica	385
Lowe's	117
Blanchard Valley Health System	86
Cooper Tire & Rubber Company	77
HCR ManorCare	72
Babies R Us Å	64
McDonald's	63
Bowling Green State University	62
Meijer	60
Fifth Third Bank	60
Chrysler	58
Barr-nunn	39
Owens Corning	35
North Shores Personnel	32
Home Depot	31
CrossMark	30
First Solar	30
Owens Illinois	30
Endevis	29
Huntington National Bank	27
Sears Holdings Corporation	27
Fresenius Medical Care	27
Mercy Healthcare	26
CVS Caremark	26
G4S	26
OfficeMax Corporate	25
AT&T	24
University of Toledo	24
Red Lobster	24
Rachel Wixey & Associates	23
Dick's Sporting Goods, Inc.	23
Edward Jones	23
Magruder Hospital	23
JCPenney	23
ADP, Inc.	23
Olive Garden	22
Verizon	21
DANA LIMITED	21

Top Occupations Found in Area Job Ads

From January 14, 2013, to February 13, 2013

Total Occupational Ads	11,814
Heavy and Tractor-Trailer Truck Drivers	874
Retail Salespersons	364
First-Line Supervisors of Retail Sales Workers	347
Registered Nurses	347
Customer Service Representatives	271
First-Line Supervisors of Food Preparation and Serving Workers	256
Industrial Engineers	253
First-Line Supervisors of Production and Operating Workers	231
Maintenance and Repair Workers, General	212
Sales Reps, Wholesale & Mfg, Exc Tech & Sci Prod	206
Combined Food Preparation and Serving Workers, Including Fast Food	182
Insurance Sales Agents	166
First-Line Supervisors of Office and Administrative Support Workers	163
Sales Agents, Financial Services	142
Medical and Health Services Managers	119
First-Line Supervisors of Mechanics, Installers, and Repairers	108
Demonstrators and Product Promoters	107
Light Truck or Delivery Services Drivers	103
Sales Representatives, Services, All Other	96
Tellers	95
Licensed Practical and Licensed Vocational Nurses	93
First-Line Supervisors of Non-Retail Sales Workers	89
Food Service Managers	88
Driver/Sales Workers	86
General and Operations Managers	85
Cashiers	82
Stock Clerks, Sales Floor	82
Laborers and Freight, Stock, and Material Movers, Hand	79
Mechanical Engineers	77
Accountants	77
Helpers--Production Workers	76
Sales Reps, Wholesale & Mfg, Tech & Sci Prod	74
Sales Managers	70
Physical Therapists	69
Office Clerks, General	68
Receptionists and Information Clerks	67
Welders, Cutters, and Welder Fitters	66
1st-Line Superv/Mgr of Transp & Material-Moving Mach & Veh Oper	63

EDITOR'S NOTE: The graphs and tables are from The Conference Board Help Wanted OnLine® (HWOL) data series, which are compiled with Wanted Analytics software. Third-party, staffing agencies and anonymous employers are not included.

This information is a snapshot in time and may not represent long-term trends. Any of this data, including historical reports, may vary slightly over time, as minor revisions are continually made to this live database. An ad may appear in two counties but may only be counted once at a higher geographic level. This information should be used in conjunction with local labor market information to analyze current occupational demand.

This data has not been seasonally adjusted. Seasonal adjustment is used to remove fluctuations in unemployment and labor force trends that normally occur with changes in the season. Seasonal variation in employment occurs for natural and institutional reasons, including less employment involving outdoor activities during winter, changes in labor force and unemployment levels with opening and closing of schools, and layoffs during the automobile model changeover period. Seasonal variations can also affect the number of online job ads, so over the year it will affect the data in this report.

The Conference Board is a global, not-for-profit independent business membership and research association working in the public interest. Wanted Analytics is a leading supplier of real-time sales and business intelligence solutions for the media, classified and recruitment industries. It aggregates real-time data from thousands of online job sites, real estate and newspaper sites, as well as corporate websites on a daily basis.

* This month's reports incorporate annual benchmark revisions, which bring them up-to-date with revisions to the composite Ohio economic index and incorporate other improvements in accuracy. These revisions do not affect long-term trends. However, they do result in changes to data reported during the previous six months.

** The Conference Board's leading economic indicators also are updated throughout the year, which also can result in minor changes to HWOL data for previously reported months. Therefore, this month's reports are not directly comparable to reports issued over the previous year.