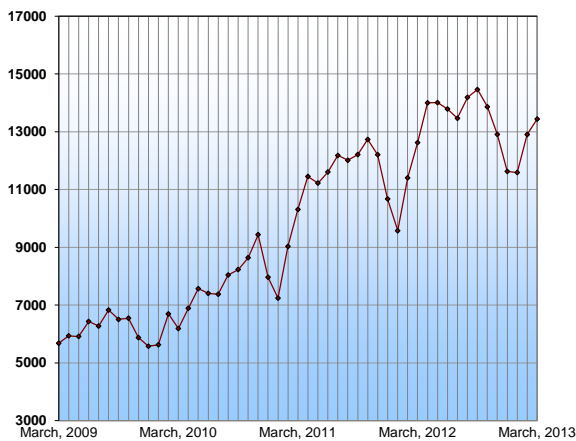


March Snapshot of Toledo-Northwest Ohio Area OnLine® Job Postings

More than 13,400 job openings were posted online from February 14, 2013, through March 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 536 ads from the previous reporting period. Compared to the same time period a year ago, this reflects an increase of 816 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 March 13, 2013

Salary Range for All Available Ads	Total Ads
Entry Level Jobs (less than \$30K)	35.2%
Middle Income Jobs (\$30K-\$49K)	25.4%
Upper Middle Income Jobs (\$50K-\$79K)	24.5%
High Income Jobs (\$80K-\$99K)	6.7%
Six Figure Jobs (\$100K+)	8.1%

Education Range for All Available Ads	Total Ads
Less than High School	18.8%
High School Diploma or equivalent	43.2%
Less than 4 year Degree, but more than High School	12.2%
4 Year Degree	15.9%
More than 4 year Degree	9.9%

Certifications in Demand

CDL-Comm'l Driver's Lisc	1,199	BE-Board Eligible	214
RN-Cert Registered Nurse	777	OSHA-Occu Sfty&Hlth Admin Cert	162
CPR-Cert Cardiopulmonary Resuscitation	275	FP/IM-Family Physician/Internal Medicine	156
LPN-Lisc Prac Nurse	261	HHA-Home Health Aide	155
CNA-Cert Nursing Admin	231	BLS-Basic Life Support	148

Employers with the Most Area Job Ads

From February 14, 2013, to March 13, 2013

Total Employer Ads	11,975
Promedica	299
Lowe's	105
Cooper Tire & Rubber Company	101
Blanchard Valley Health System	94
HCR ManorCare	72
Bowling Green State University	63
Meijer	51
Fresenius Medical Care	51
Fifth Third Bank	44
Chrysler	41
Barr-nunn	38
Home Depot	38
Endevis	36
Owens Illinois	30
Rent A Center	29
Dick's Sporting Goods, Inc.	29
First Solar	28
North Shores Personnel	26
Rachel Wixey & Associates	26
AT&T	26
Red Lobster	25
DANA LIMITED	25
Huntington National Bank	24
Sears Holdings Corporation	24
NSP, Inc	23
Verizon	23
Olive Garden	23
Mercy Healthcare	23
Toledo Public Schools	22
Whirlpool	22
Edward Jones	22
ADP, Inc.	21
G4S	21
Quality Carriers	20
Owens Corning	20
OfficeMax Corporate	19
PNC Financial Services	19
Extendicare	19

Top Occupations Found in Area Job Ads

From February 14, 2013, to March 13, 2013

Total Occupational Ads	11,975
Heavy and Tractor-Trailer Truck Drivers	922
Retail Salespersons	366
Registered Nurses	318
First-Line Supervisors of Retail Sales Workers	283
Industrial Engineers	282
Customer Service Representatives	261
First-Line Supervisors of Food Preparation and Serving Workers	242
First-Line Supervisors of Production and Operating Workers	236
Maintenance and Repair Workers, General	230
Sales Reps, Wholesale & Mfg, Exc Tech & Sci Prod	224
First-Line Supervisors of Office and Administrative Support Workers	163
Insurance Sales Agents	154
Combined Food Preparation and Serving Workers, Including Fast Food	134
First-Line Supervisors of Mechanics, Installers, and Repairers	127
Medical and Health Services Managers	122
Sales Agents, Financial Services	110
Laborers and Freight, Stock, and Material Movers, Hand	108
Sales Representatives, Services, All Other	99
Light Truck or Delivery Services Drivers	99
Computer User Support Specialists	99
Driver/Sales Workers	98
Mechanical Engineers	96
Office Clerks, General	92
General and Operations Managers	88
Sales Reps, Wholesale & Mfg, Tech & Sci Prod	87
Food Service Managers	83
Demonstrators and Product Promoters	80
Tellers	79
Licensed Practical and Licensed Vocational Nurses	79
Helpers--Production Workers	78
Stock Clerks, Sales Floor	75
Writers and Waitresses	74
Bus and Truck Mechanics and Diesel Engine Specialists	72
Sales Managers	70
1st-Line Superv/Mgr of Transp & Material-Moving Mach & Veh Oper	69
Human Resources Managers	69
Cashiers	68
Physical Therapists	65

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.