

New Jersey's Transportation, Logistics & Distribution Industry Cluster

Prepared by:
New Jersey Department of Labor & Workforce Development
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STATE OF NEW JERSEY
DEPARTMENT OF LABOR AND
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THE GOAL OF THIS REPORT IS TO GET AN “IDEA” OF WHAT THE TLD INDUSTRY MEANS TO NEW JERSEY

Identify the types of industries and establishments that make up the TLD cluster based on a standard industry classification system

Describe any similarities and differences among its components with regard to such variables as employment, wage, occupation type, education, and demographic characteristics

Examine any present distinctions within the cluster and its components that give New Jersey a competitive advantage compared to neighboring states, regions or the nation, or show areas where New Jersey could improve to add to the state’s economy

Analyze the current state of the TLD cluster and provide an outlook for employment into the future

OVERVIEW

- Defining the Transportation, Logistics and Industry Cluster
- Industry Trends
- Detailed Industry Analysis
- Occupational Analysis
- TLD Worker Characteristics
- Outlook



THE TRANSPORTATION, LOGISTICS & DISTRIBUTION CLUSTER CONSISTS OF TWO MAJOR COMPONENTS

Transportation

- Air Transportation
- Rail Transportation
- Water Transportation
- Truck Transportation
- Transit and Ground Passenger Transportation
- Pipeline Transportation
- Scenic & Sightseeing Transportation
- Support Activities for Transportation
- Couriers & Messengers

Distribution/Logistics

- Durable Goods Merchant Wholesalers
- Nondurable Goods Merchant Wholesalers
- Agents, Brokers and Wholesale Electronic Markets
- Warehousing & Storage

The transportation, logistics and distribution industry cluster consists of industries within the **wholesale trade, transportation and warehousing sectors**. For the sake of analysis, these industries can be further grouped by those related to **transportation** and those related to **distribution and logistics**.



TRANSPORTATION AND DISTRIBUTION ARE IMPORTANT TO THE STATE'S ECONOMY

In 2014, transportation, logistics & distribution employed 360,618 workers in New Jersey. The cluster employed 11.0 percent of the state's private sector workers. Nationally, TLD accounts for just 8.8 percent of private sector employment.

The annual average private sector wage for TLD in 2014 was \$71,544. Total wages for the TLD cluster accounted for 13.1 percent of private sector wages statewide.

TLD contributed more than \$55.5 billion to the state's Real Gross Domestic Product (GDP - chained 2009 dollars) in 2014, the sixth highest dollar amount nationwide. New Jersey accounted for more than 4.0 percent of the nation's GDP generated from TLD.



INFRASTRUCTURE: SEA

According to 2013 figures (latest available) from the U.S. Army Corps of Engineers, Waterborne Commerce Statistics Center, New Jersey's shipping activity accounts for 6.5 percent of the nation's tonnage of total cargo volume.

Port of New York and New Jersey

- Managed by the Port Authority of New York and New Jersey, the Port includes the following facilities: Port Newark, the Elizabeth-Port Authority Marine Terminal, the Howland Hook Marine Terminal, the Brooklyn-Port Authority Marine Terminal, the Red Hook Container Terminal and the Port Jersey Port Authority Marine Terminal.
- Supports 296,000 jobs and \$18.3 billion in personal income in the New York-New Jersey region according to an economic impact study conducted for the New York Shipping Association
- Ranked third in the U.S. behind South Louisiana, LA and Houston, TX for total tonnage of trade (U.S. Army Corps of Engineers, Waterborne Commerce Statistics Center)
- Processed 14 percent or \$172.3 billion of U.S. global cargo trade revenue in 2013 (US Department of Commerce, Bureau of Census)
- The World Shipping Council ranks the Port of New York and New Jersey 25th worldwide for container volume in 2012 (latest data available)



INFRASTRUCTURE: SEA

Ports of Camden and Gloucester

- Cocoa is a major commodity for the Port. “The South Jersey Port Corporation terminals have for years been the epicenter of cocoa bean imports into the eastern United States, feeding the nation’s and many of the world’s largest chocolate processors and confectioners, all within 90 miles of the port.” Source: South Jersey Port Corporation
- In the last twenty years, the ports of Camden and Gloucester have become the #1 port handling import of wood products in the United States. Source: South Jersey Port Corporation

INFRASTRUCTURE: LAND

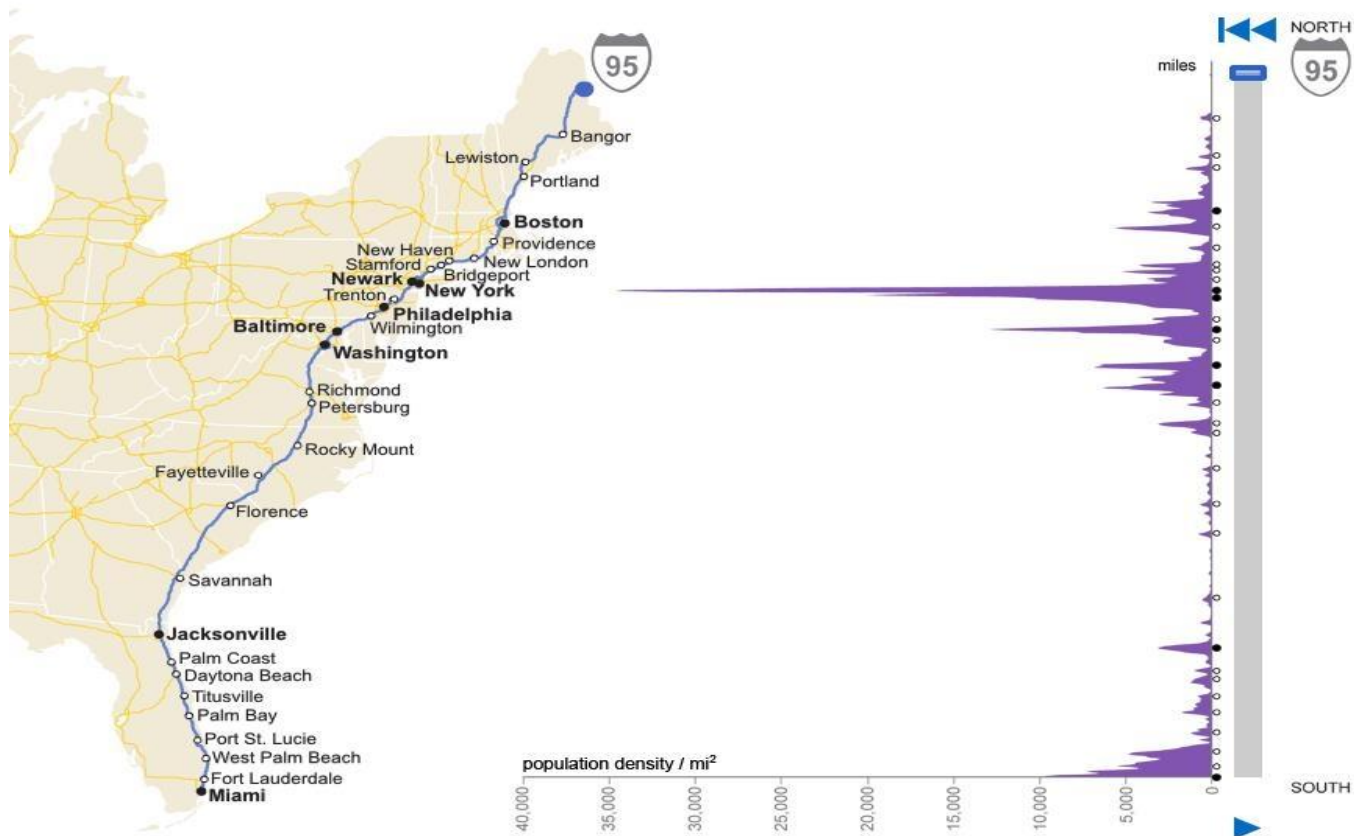
New Jersey has an excellent land transportation network, including 39,000 miles of public roadways which carry 500,000 truckloads of freight each day. In addition, the state offers access to the nationwide freight rail network. The state's passenger rail network carries over 830,000 passengers each weekday.

Located between New York City and Philadelphia, New Jersey is within a day's drive of 40 percent of the US population.

Industry experts state that roughly 80 percent of all trucking is estimated to be routes of 400 miles or less. A 400-mile radius of the Newark and Elizabeth waterfront area includes most of the northeastern U.S. and also the major Canadian metropolitan areas of Montreal, Ottawa and Toronto.



I-95 POPULATION DENSITY PROFILE, 2010



This snapshot of a population density tool produced by the U.S. Census Bureau shows the population within a 5-mile radius of Route I-95. New Jersey lies in the middle of the most densely populated portion.



INFRASTRUCTURE: AIR

Newark Liberty International Airport, managed by the Port Authority of New York and New Jersey, served more than 35.6 million total passengers in 2014 and contributes about \$22.9 billion in economic activity in the New Jersey-New York metropolitan region.

According to Airports Council International North America, Newark Liberty ranks as the 15th busiest airport in the U.S by commercial passenger traffic.

Newark Liberty is also a major cargo hub. In 2014, the airport handled 666,841 tons of air cargo and 36,366 tons of air mail.

Newark Liberty serves as a hub to United Airlines, a major employer in the industry.

INFRASTRUCTURE: AIR

Passenger volume at Atlantic City International Airport was approximately 1.2 million since during the year 2014. In the Summer of 2013, the Port Authority of New York-New Jersey began managing airport operations for the South Jersey Transportation Authority. This agreement was made in order to help the facility expand to its full potential. Source: Atlantic City International Airport

As home to the Federal Aviation Administration William J. Hughes Technical Center, the Atlantic City International Airport is a vital part of the nation's air transit system. The Technical Center, which is a premier aviation research, development, test and evaluation center, is at the forefront of development for NextGen, the Federal Aviation Administration's new National Airspace System.

DETAILED INDUSTRY ANALYSIS



2004 – 2014 EMPLOYMENT TREND BY TWO MAJOR COMPONENTS

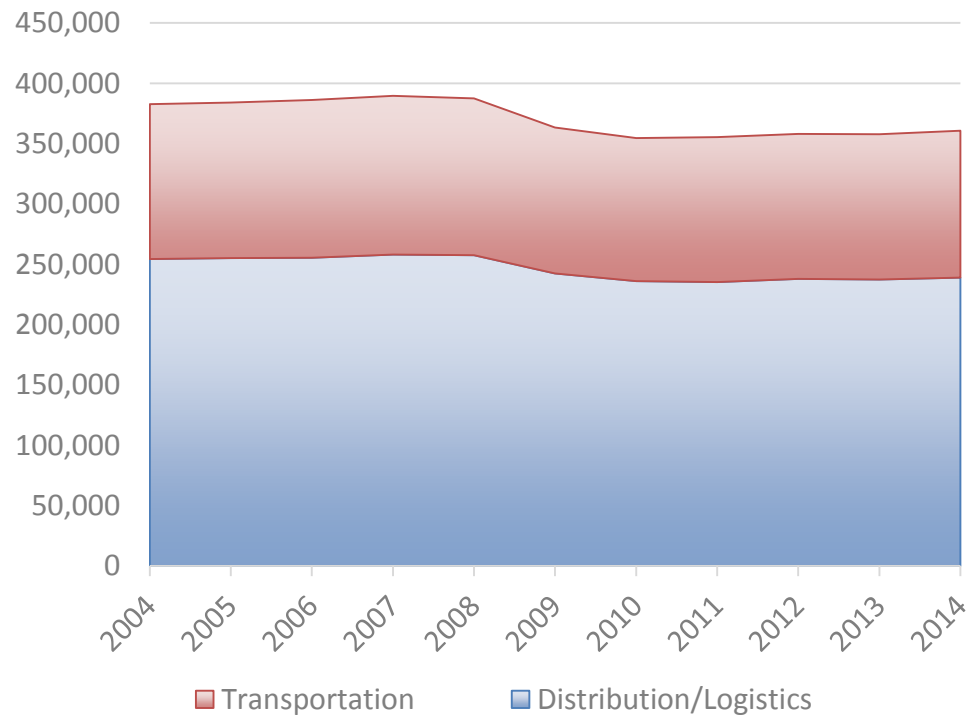
TLD Industry Divided into Two Major Components

The industry sector is composed of two thirds Distribution/Logistics employment and one third Transportation, and has remained that way consistently for many years.

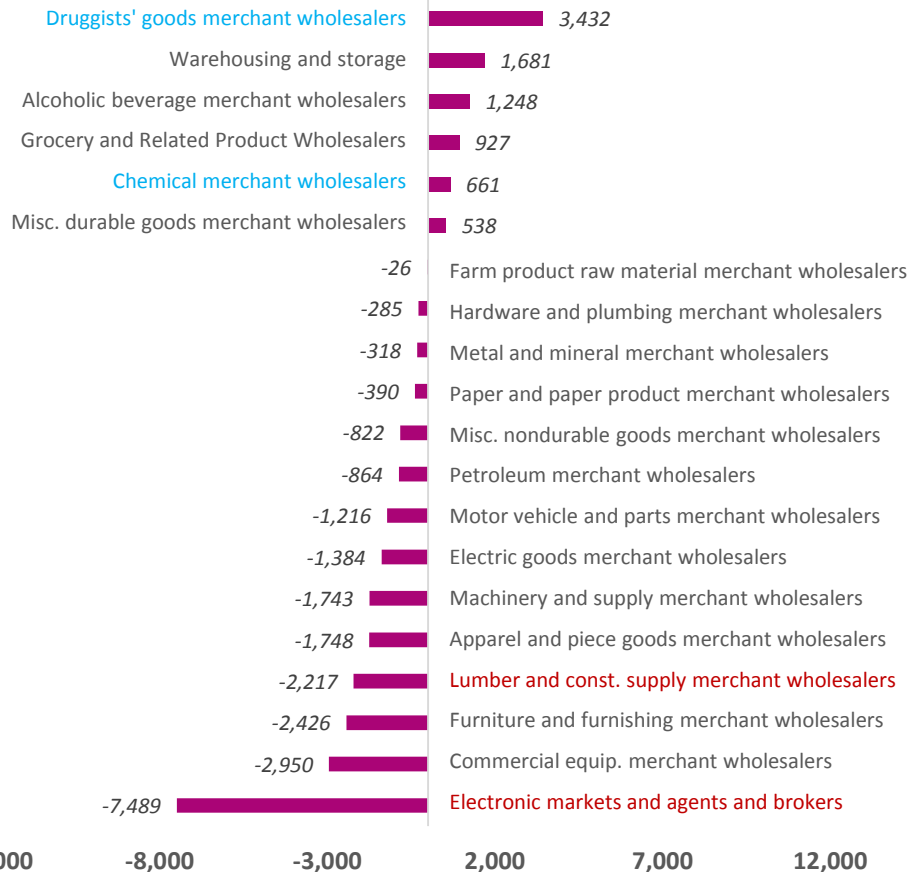
Private sector jobholding in TLD as a whole reached a high of 389,521 in 2007.

As a result of the recession (December, 2007 through June, 2009), jobholding in the sector trended down for three years to a low of 354,616 in 2010.

The cluster then improved slightly over the following years, adding a little more than 6,000 jobs through 2014, a gain of almost 2 percent.



DISTRIBUTION/LOGISTICS SEGMENT



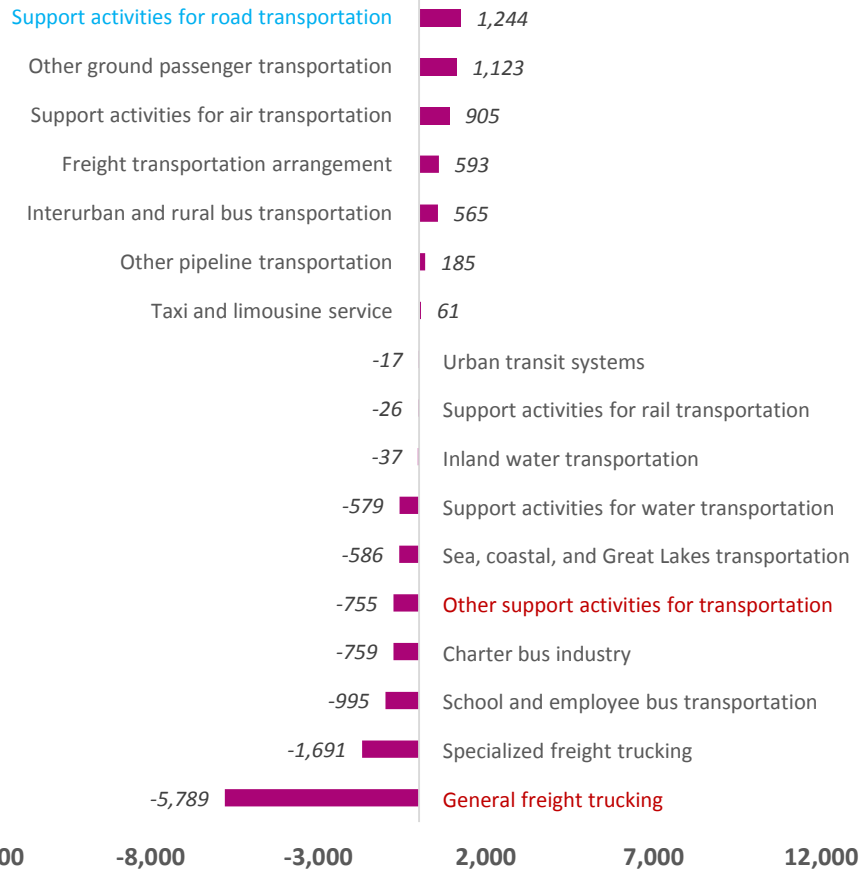
Employment Gains and Losses, 2004 - 2014

The entire TLD industry sector lost almost 22,000 workers over the period 2004 to 2014. The Distribution/Logistics segment of TLD declined by 6.1 percent (or 15,393 jobholders).

While the Distribution/Logistics segment as a whole saw significant employment declines over the last decade, the Nondurable Goods Merchant Wholesalers industries proved to be a bright spot. These industries gained almost 2,500 jobs over the period, a testament to the state's strong Life Sciences industry as the most positive components included **Druggists' Goods Merchant Wholesalers** and **Chemical Merchant Wholesalers**.

Electronic Markets and Agents and Brokers lost the most workers while **Lumber and Construction Supply Merchant Wholesalers** dropped by the largest percentage (-29.8%).

TRANSPORTATION SEGMENT



Employment Gains and Losses, 2004 - 2014

The Transportation segment of TLD declined by 5.1 percent (or 6,578 jobholders) from 2004 to 2014.

Support activities for road transportation gained the most workers in number, but from a relatively low employment base.

General freight trucking lost the most workers, while other support activities for transportation dropped the largest percentage (-51.5%), though from a low employment base.

(It is important to note that the transportation segment contains several industries that are suppressed because of disclosure issues.)

INDUSTRY GROUPS

Distribution vs. Transportation

The vast majority (66.3%) of employment in the TLD cluster is in the distribution segment.

The six top-ranking industries in the distribution segment account for 38.1 percent of TLD private sector employment.

General freight trucking accounts for 21 percent of the jobs in the transportation segment.

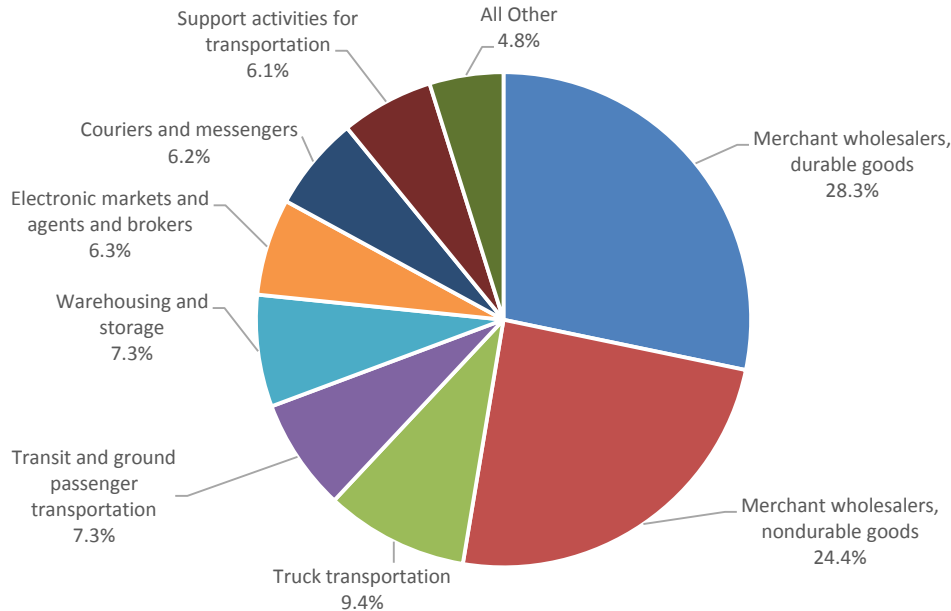
Note: Employment data in some transportation industries have been omitted due to disclosure restraints.

Distribution/Logistics Segment		
NAICS	Industry	Employment
4244	Grocery and Related Product Wholesalers	29,836
4234	Commercial equip. merchant wholesalers	27,955
4931	Warehousing and storage	26,353
4251	Electronic markets and agents and brokers	22,801
4238	Machinery and supply merchant wholesalers	15,308
4242	Druggists' goods merchant wholesalers	15,292

Transportation Segment		
NAICS	Industry	Employment
4841	General freight trucking	25,586
4854	School and employee bus transportation	13,294
4885	Freight transportation arrangement	8,702
4842	Specialized freight trucking	8,136
4853	Taxi and limousine service	5,218
4883	Support activities for water transportation	4,906



TOP INDUSTRIES BY EMPLOYMENT



In 2014, TLD's three top-ranking industry subsectors accounted for 62 percent of total jobs

Wholesalers of Durable Goods and Wholesalers of Nondurable Goods are TLD's largest industries. Combined, they account for 52.6 percent of TLD employment.

The third largest industry is truck transportation which accounts for 9.4 percent of New Jersey's TLD employment.



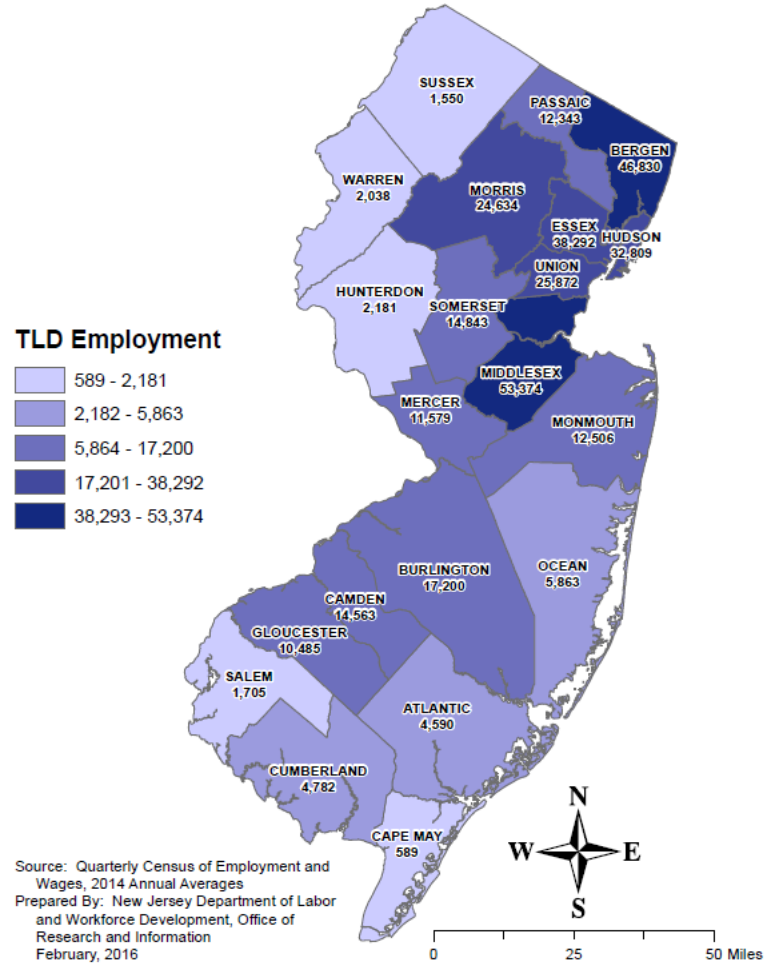
TLD EMPLOYMENT BY COUNTY

Transportation, Logistics & Distribution (TLD) Employment - New Jersey, 2014

Middlesex, Bergen, Essex, Hudson, Union and Morris counties account for 61.5 percent of New Jersey's TLD jobs. These counties are situated near the ports of Newark and Elizabeth and are located along the New Jersey Turnpike.

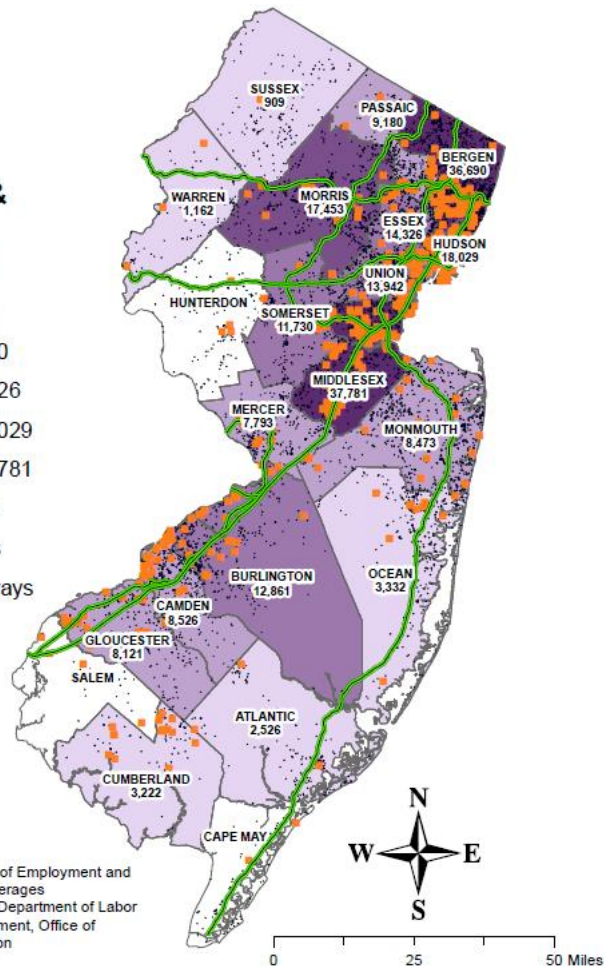
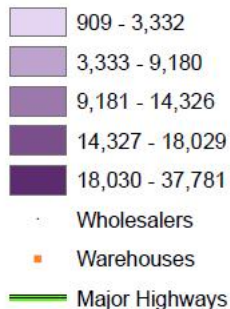
Other areas in the state that have substantial concentrations of TLD businesses include Burlington, Camden and Gloucester counties which are also located along the New Jersey Turnpike as well as I-295. These counties line the Delaware River, the Ports of Camden and Gloucester, and the City of Philadelphia. Combined, they compose 11.7 percent of the state's TLD employment.

Mercer County is becoming more prominent as a center of TLD employment. Jobholding rose by 29 percent since 2007. Developments such as the new Amazon warehouse which opened in Robbinsville in 2014 are contributing to this trend.



DISTRIBUTION AND LOGISTICS

Distribution & Logistics Employment



Source: Quarterly Census of Employment and Wages, 2014 Annual Averages
 Prepared By: New Jersey Department of Labor and Workforce Development, Office of Research and Information
 February, 2016

Distribution & Logistics Employment and Establishment Locations - New Jersey, 2014

Plotting **Distribution and Logistics** employers along major roadways illustrates the significance of the state's highway system to the TLD industry cluster. They serve as the arteries of New Jersey's vital port system to distribute goods to and from all over the world.

WHOLESALE TRADE

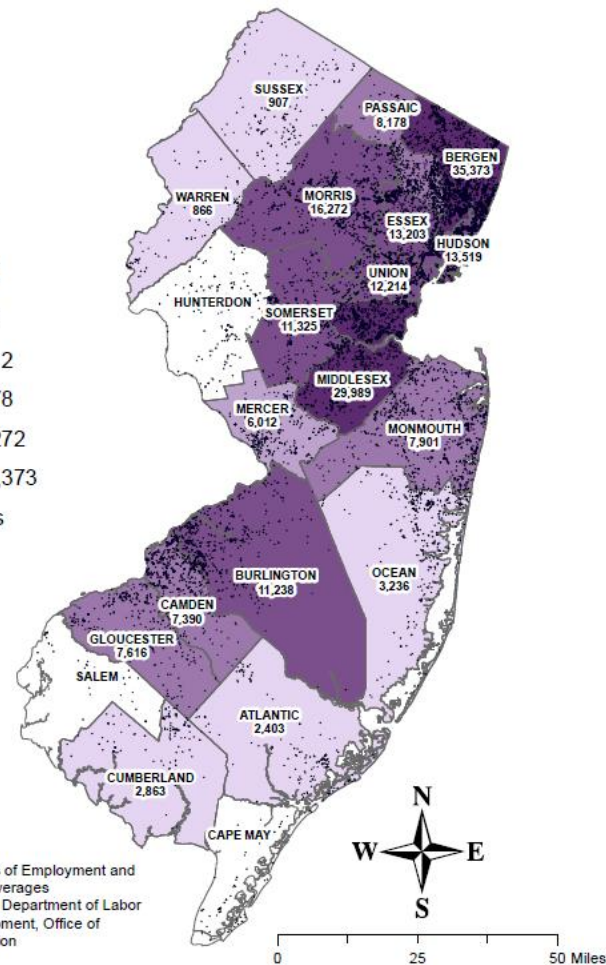
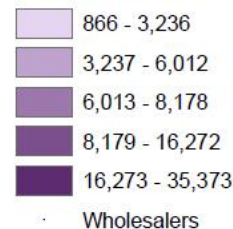
Wholesale Trade Employment and Establishment Locations - New Jersey, 2014

New Jersey's top-ranking counties for wholesale trade employment are Bergen, Middlesex and Morris due in part to the state's high concentration of pharmaceutical firms. Combined, these three counties account for 38.4 percent of employment in wholesale trade and 40.1 percent of jobholding within the druggist goods merchant wholesalers and chemical merchant wholesalers subsector industries.

Statewide, private sector jobholding within the druggist goods merchant wholesalers and chemical merchant wholesalers subsector industries account for 10.6 percent of all wholesale trade industry employment.

The state's top industries by employment within wholesale trade are grocery and related products wholesalers (29,836 jobs or 14.0%) and commercial equipment merchant wholesalers (27,955 jobs or 13.1%).

Wholesale Employment



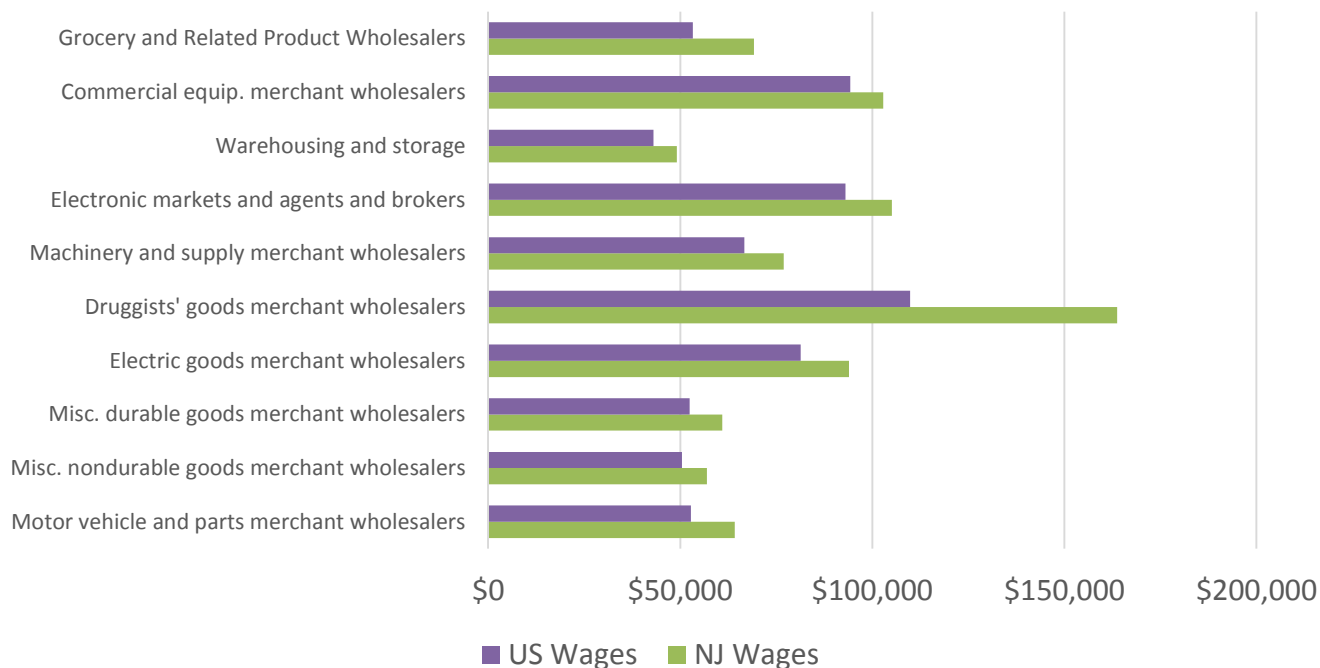
Source: Quarterly Census of Employment and Wages, 2014 Annual Averages
 Prepared By: New Jersey Department of Labor and Workforce Development, Office of Research and Information
 February, 2016

EMPLOYMENT BY COUNTY/REGION

Area	Establishments	Annual Averages		Total Wages
		Employment	Wages	
New Jersey	24,258	360,619	\$71,544	\$25,800,185,700
Northern Region	12,032	201,367	\$75,842	\$15,272,113,934
Bergen	3,508	46,806	\$79,107	\$3,702,696,318
Essex	1,593	38,291	\$66,914	\$2,562,186,950
Hudson	1,462	32,807	\$61,060	\$2,003,206,194
Union	1,488	25,871	\$74,794	\$1,935,003,533
Morris	1,417	24,635	\$89,999	\$2,217,122,614
Somerset	752	14,843	\$112,859	\$1,675,163,281
Passaic	1,130	12,342	\$55,394	\$683,671,486
Hunterdon	250	2,183	\$126,116	\$275,312,170
Warren	185	2,038	\$62,481	\$127,336,556
Sussex	247	1,551	\$58,295	\$90,414,832
Central Region	5,027	83,302	\$62,385	\$5,196,811,601
Middlesex	2,394	53,367	\$64,292	\$3,431,084,039
Monmouth	1,369	12,501	\$59,186	\$739,884,186
Mercer	608	11,579	\$65,942	\$763,547,890
Ocean	656	5,855	\$44,799	\$262,295,486
Southern Region	3,145	53,912	\$344,159	\$2,901,680,383
Burlington	932	17,197	\$59,414	\$1,021,742,907
Camden	907	14,561	\$51,768	\$753,786,576
Gloucester	541	10,487	\$57,202	\$599,874,673
Cumberland	241	4,783	\$43,596	\$208,519,229
Atlantic	309	4,590	\$47,084	\$216,113,722
Salem	89	1,705	\$46,166	\$78,713,192
Cape May	126	589	\$38,931	\$22,930,084
UNDISTRIBUTED	4,075	22,042	\$110,225	\$2,429,579,782

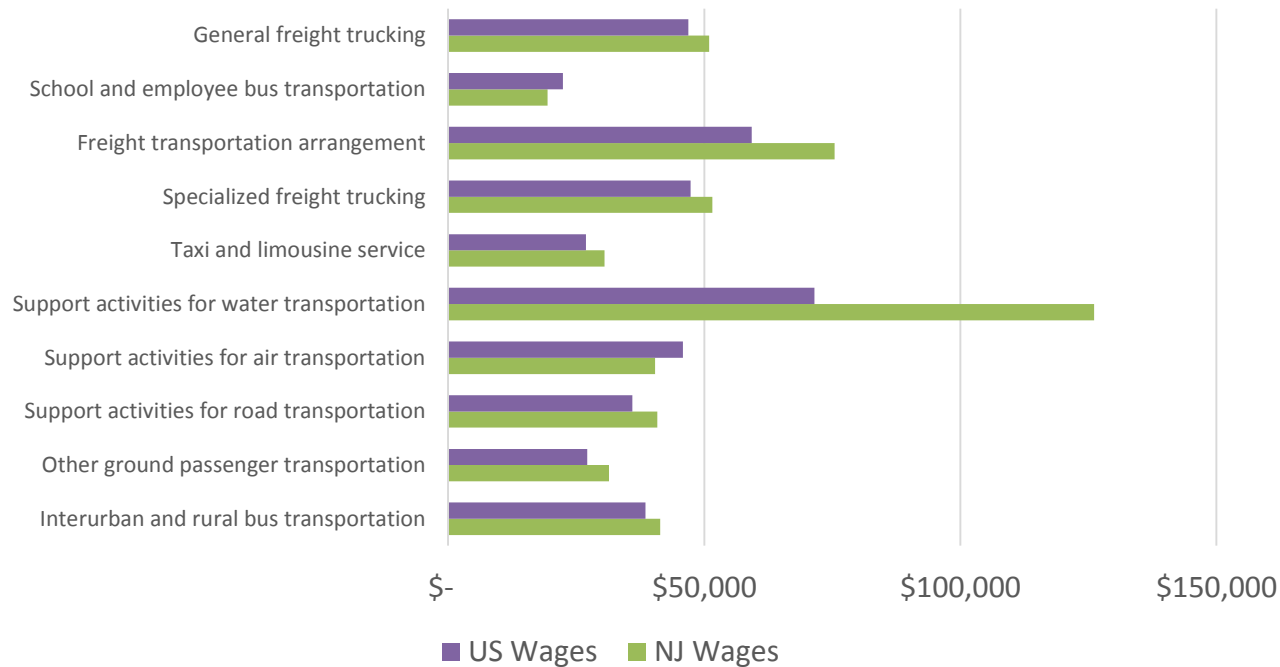


ANNUAL AVERAGE WAGES FOR TOP 10 INDUSTRIES (BY EMPLOYMENT) IN DISTRIBUTION/LOGISTICS



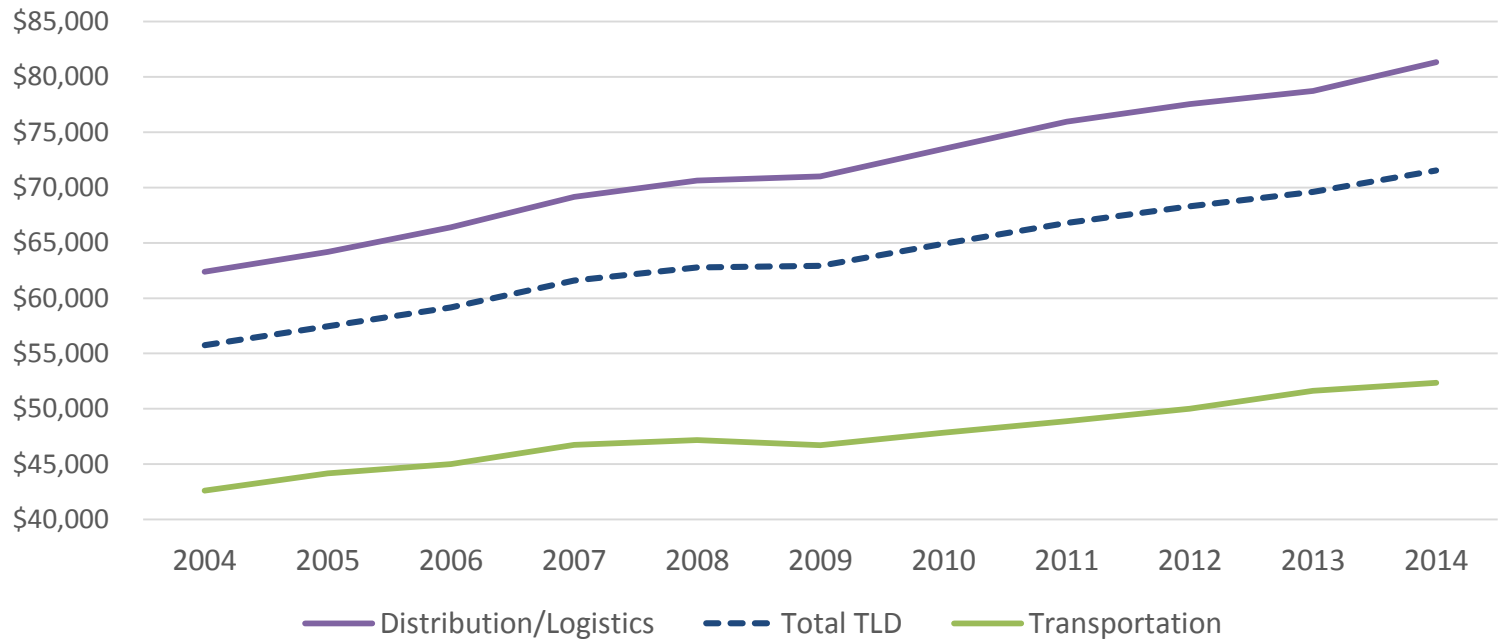
New Jersey's 2014 average annual wage for the Distribution/Logistics component of the TLD industry was \$81,309, ranging from a high of \$163,722 in "Druggists' goods merchant wholesalers" to a low of \$48,159 in "Farm product raw material merchant wholesalers." The ten industries shown above account for 186,695 jobs (almost 52% of total TLD employment).

ANNUAL AVERAGE WAGES FOR TOP 10 INDUSTRIES (BY EMPLOYMENT) IN TRANSPORTATION



New Jersey’s 2014 average annual wage for the Transportation component of the TLD industry was \$52,366, ranging from a high of \$126,153 in “Support activities for water transportation” to a low of \$19,320 in “School and employee bus transportation.” The ten industries shown above account for 78,082 jobs (21.7% of total TLD employment).

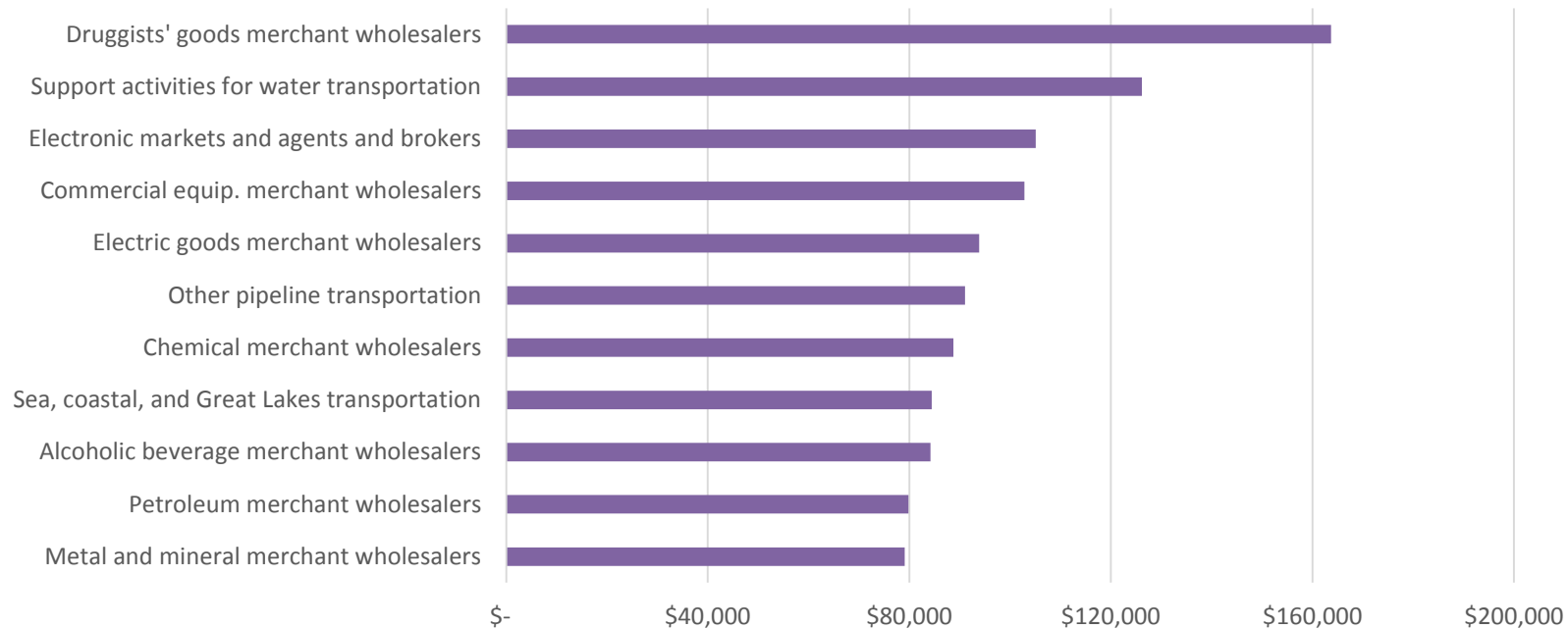
WAGES 2004-2014 DISTRIBUTION/LOGISTICS VS. TRANSPORTATION



Average annual wages for workers in the distribution/logistics component ranged anywhere from 45 percent to 55 percent higher than those for transportation segment workers over the period 2004 – 2014. Overall, total TLD wages increased an average of 2.5 percent year to year during the same period.

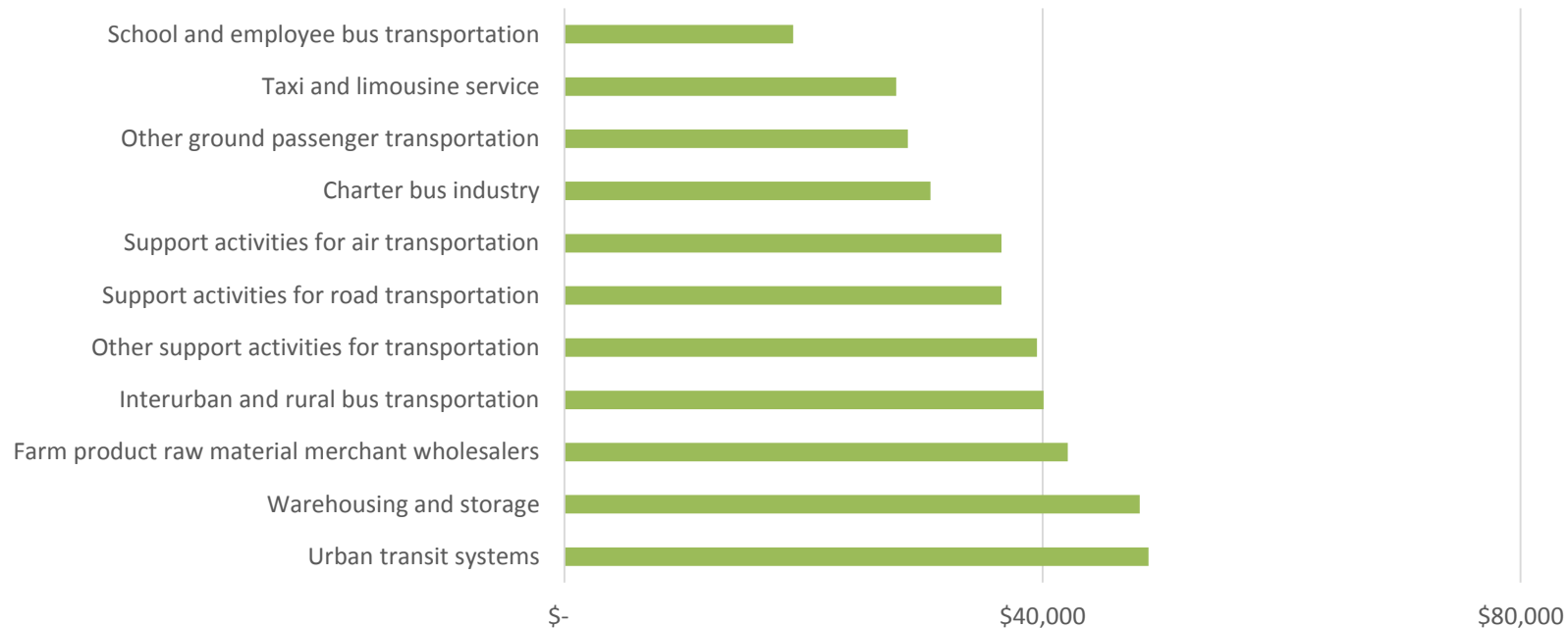


HIGHEST ANNUAL AVERAGE WAGES BY INDUSTRY SUBSECTORS



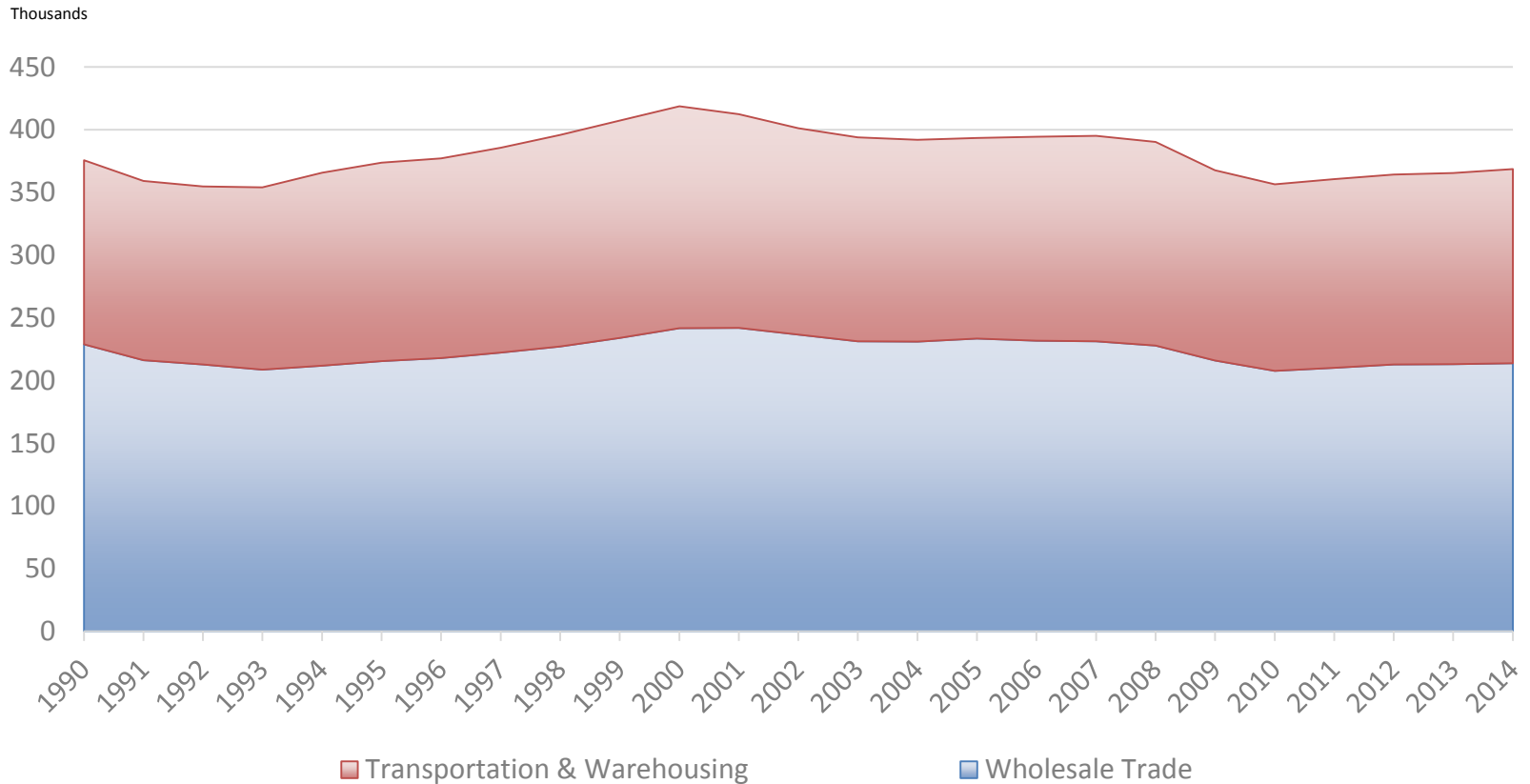
Analysis of average annual wage data by detailed industry reveals that 40 percent of TLD industries had an average annual wage above \$70,000 in 2014. Those industries account for 39.6 percent of total TLD employment.

LOWEST ANNUAL AVERAGE WAGES BY INDUSTRY SUBSECTORS

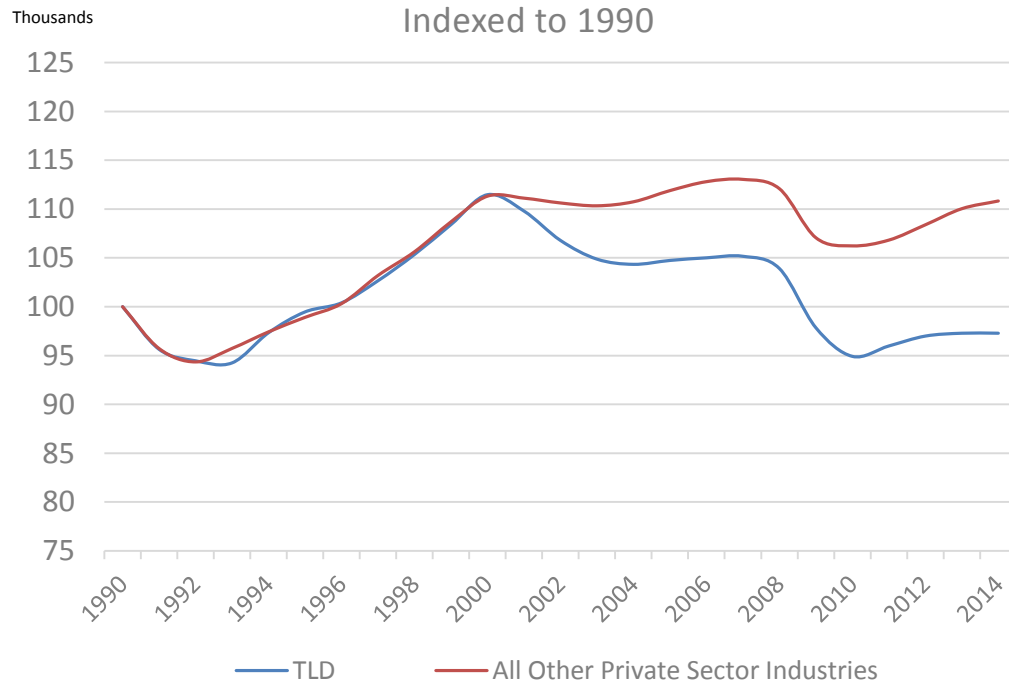


Analysis of average annual wage data by detailed industry reveals that 32 percent of TLD industries had an average annual wage below \$50,000 in 2014. Those industries account for 23.2 percent of total TLD employment.

LONG-TERM INDUSTRY EMPLOYMENT TREND TRANSPORTATION & WAREHOUSING VS. WHOLESALE TRADE



TRANSPORTATION, LOGISTICS AND DISTRIBUTION VS. ALL OTHER PRIVATE SECTOR INDUSTRIES



TLD and Total Private Sector Employment Indexed to 1990

Following a decade of employment increases throughout the 1990s, New Jersey's TLD industry peaked in 2000. After several years of stabilization, the industry suffered heavy losses during the most recent national recession.

The sum of all other private sector payrolls peaked in 2007.

TLD jobholding faced three years of contraction in the wake of the recession, with the most severe declines occurring between June, 2008 and August 2009.



OCCUPATIONAL ANALYSIS



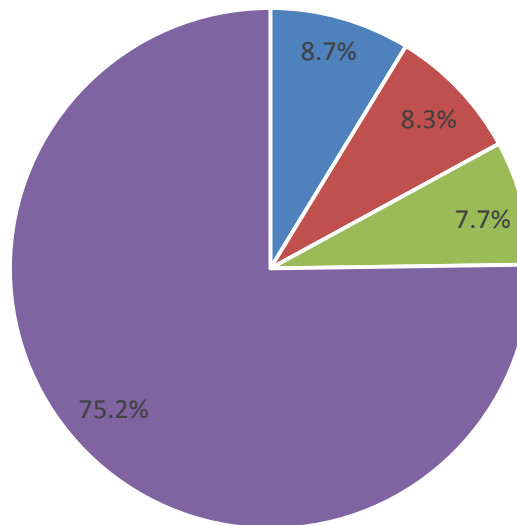
EMPLOYMENT BY MAJOR OCCUPATIONAL GROUP

Occupational Group	Employment	Percent of Cluster
53 Transportation and Material Moving Occupations	113,140	32.4%
43 Office and Administrative Support Occupations	75,350	21.6%
41 Sales and Related Occupations	46,930	13.5%
11 Management Occupations	24,530	7.0%
13 Business and Financial Operations Occupations	18,360	5.3%
49 Installation, Maintenance, and Repair Occupations	14,090	4.0%
51 Production Occupations	13,980	4.0%
15 Computer and Mathematical Occupations	7,540	2.2%

The transportation and material moving occupational group accounts for the greatest proportion of jobs in the TLD industry cluster.

PERCENTAGE OF EMPLOYMENT BY OCCUPATION

The three largest occupations in the TLD cluster account for almost 25 percent of TLD jobs



- Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products
- Laborers and Freight, Stock, and Material Movers, Hand
- Heavy and Tractor-Trailer Truck Drivers
- Balance of TLD Jobs

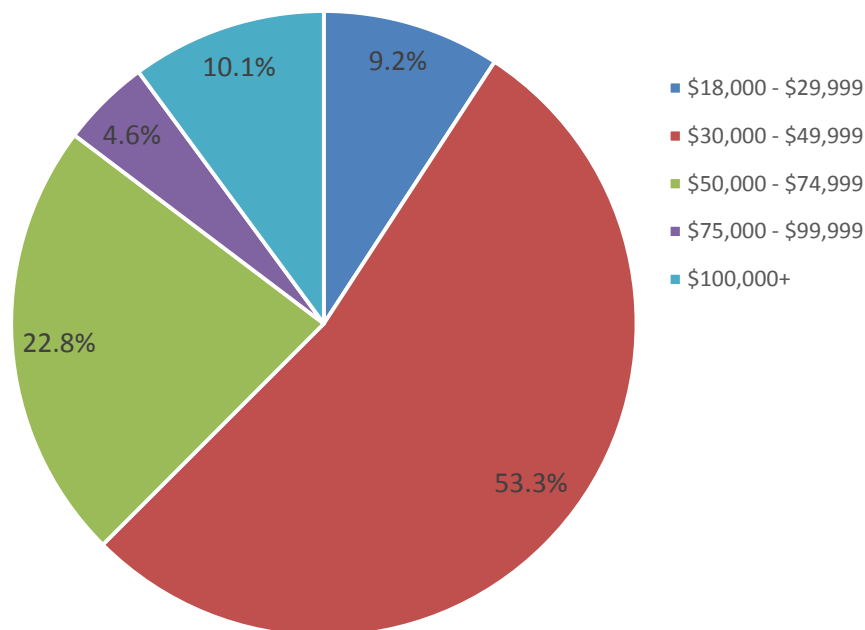


TOP OCCUPATIONS BY EMPLOYMENT

Occupation	Employment	Salary	Percent of TLD Jobholding
41-4012 Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	30,400	\$77,334	8.7%
53-7062 Laborers and Freight, Stock, and Material Movers, Hand	29,060	\$26,687	8.3%
53-3032 Heavy and Tractor-Trailer Truck Drivers	26,910	\$47,116	7.7%
53-3022 Bus Drivers, School or Special Client	12,090	\$33,795	3.5%
53-3033 Light Truck or Delivery Services Drivers	11,430	\$36,306	3.3%
43-4051 Customer Service Representatives	10,810	\$37,740	3.1%
43-9061 Office Clerks, General	10,010	\$33,159	2.9%
43-5071 Shipping, Receiving, and Traffic Clerks	8,730	\$35,040	2.5%
11-1021 General and Operations Managers	8,480	\$161,368	2.4%
43-5081 Stock Clerks and Order Fillers	8,120	\$26,031	2.3%
53-7051 Industrial Truck and Tractor Operators	7,540	\$33,896	2.2%
43-3031 Bookkeeping, Accounting, and Auditing Clerks	6,730	\$43,345	1.9%
53-7064 Packers and Packagers, Hand	6,350	\$21,898	1.8%
43-1011 First-Line Supervisors of Office and Administrative Support Workers	5,170	\$59,954	1.5%
13-1199 Business Operations Specialists, All Other	4,620	\$73,856	1.3%
11-2022 Sales Managers	4,270	\$147,736	1.2%
41-4011 Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	4,170	\$108,926	1.2%
43-5032 Dispatchers, Except Police, Fire, and Ambulance	3,920	\$42,835	1.1%
43-6014 Secretaries and Administrative Assistants, Except Legal, Medical,	3,810	\$39,853	1.1%
53-3041 Taxi Drivers and Chauffeurs	3,470	\$28,457	1.0%
53-3031 Driver/Sales Workers	3,350	\$33,584	1.0%
53-1021 First-Line Supervisors of Helpers, Laborers, and Material Movers,	3,330	\$53,017	1.0%
53-1031 First-Line Supervisors of Transportation and Material-Moving Mach	3,010	\$57,916	0.9%
33-9099 Protective Service Workers, All Other	2,990	\$25,684	0.9%
43-3021 Billing and Posting Clerks and Machine Operators	2,470	\$39,359	0.7%



OCCUPATIONAL EMPLOYMENT BY SALARY RANGE



The vast majority of New Jersey's TLD workers earn a salary of \$30,000-\$49,999

Analysis of occupational employment by salary range shows that 62.5 percent of workers have an average salary of less than \$50,000.

Almost 28 percent of the occupations present in the cluster have an average salary of \$50,000 - \$74,999, with 22.8 percent of all TLD workers employed in those occupations.

SIGNIFICANT TLD OCCUPATIONS RANKED BY HIGHEST AND LOWEST SALARY

Occupations with the Highest Annual Salary

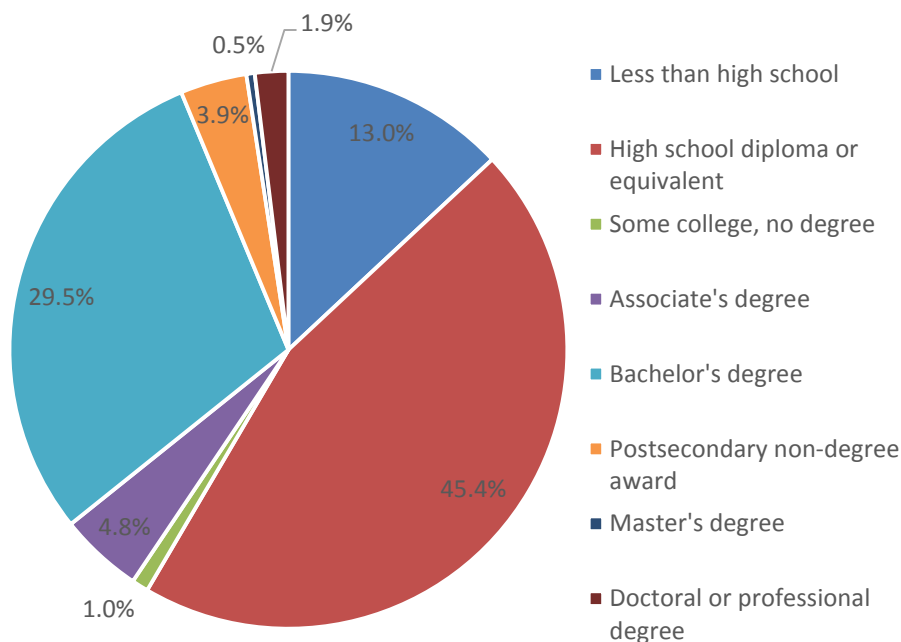
Occupation	Employment	Salary	Percent of TLD Jobholding
11-1011 Chief Executives	170	\$193,663	0.1%
11-1021 General and Operations Managers	8,480	\$180,473	2.7%
11-9121 Natural Sciences Managers	380	\$179,282	0.1%
23-1011 Lawyers	290	\$174,480	0.1%
11-2031 Public Relations and Fundraising Managers	10	\$173,156	0.0%
11-9111 Medical and Health Services Managers	20	\$165,934	0.0%
11-3031 Financial Managers	1,860	\$154,885	0.6%
11-9041 Architectural and Engineering Managers	240	\$150,310	0.1%
11-2021 Marketing Managers	1,700	\$149,688	0.5%
11-3021 Computer and Information Systems Managers	820	\$144,396	0.3%

Occupations with the Lowest Annual Salary

Occupation	Employment	Salary	Percent of TLD Jobholding
51-9198 Helpers--Production Workers	1,640	\$25,307	0.5%
45-2092 Farmworkers and Laborers, Crop, Nursery, and Greenhouse	680	\$25,009	0.2%
43-4071 File Clerks	140	\$24,956	0.0%
41-2011 Cashiers	260	\$24,136	0.1%
51-6031 Sewing Machine Operators	60	\$23,927	0.0%
53-7064 Packers and Packagers, Hand	6,350	\$23,316	2.0%
53-6061 Transportation Attendants, Except Flight Attendants	830	\$22,365	0.3%
33-9099 Protective Service Workers, All Other	2,990	\$21,741	0.9%
51-3099 Food Processing Workers, All Other	440	\$21,262	0.1%
45-2041 Graders and Sorters, Agricultural Products	330	\$21,094	0.1%



OCCUPATIONAL EMPLOYMENT BY EDUCATIONAL REQUIREMENT



Educational requirements of TLD occupations

While a majority of the occupations within the TLD industry cluster require no further education beyond high school, many occupations such as truck drivers and forklift operators have licensing requirements.

Some jobs, especially those in secure areas such as shipping terminals or at airports, may also require additional screening or background checks.

58.5 percent of the jobs in the TLD cluster require no further education beyond high school.



WHO ARE THE WORKERS?



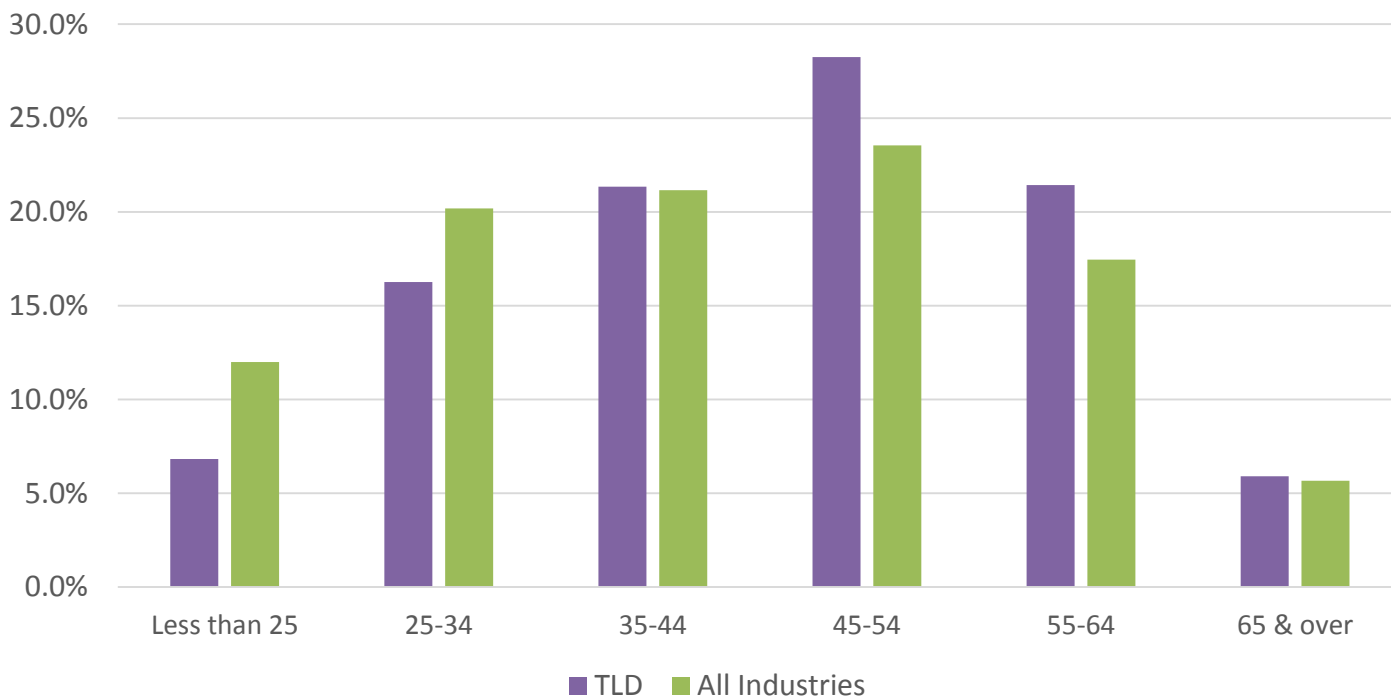
CHARACTERISTICS OF NEW JERSEY'S TLD RESIDENT WORKFORCE

- The American Community Survey (ACS), a product of the U.S. Census Bureau, gives insight to the characteristics of New Jersey residents who are employed in the TLD cluster.
- As the ACS is resident-based, it illustrates the characteristics of people who live in New Jersey and the industries that those residents work in rather than the characteristics of the workers who are employed in the Garden State.



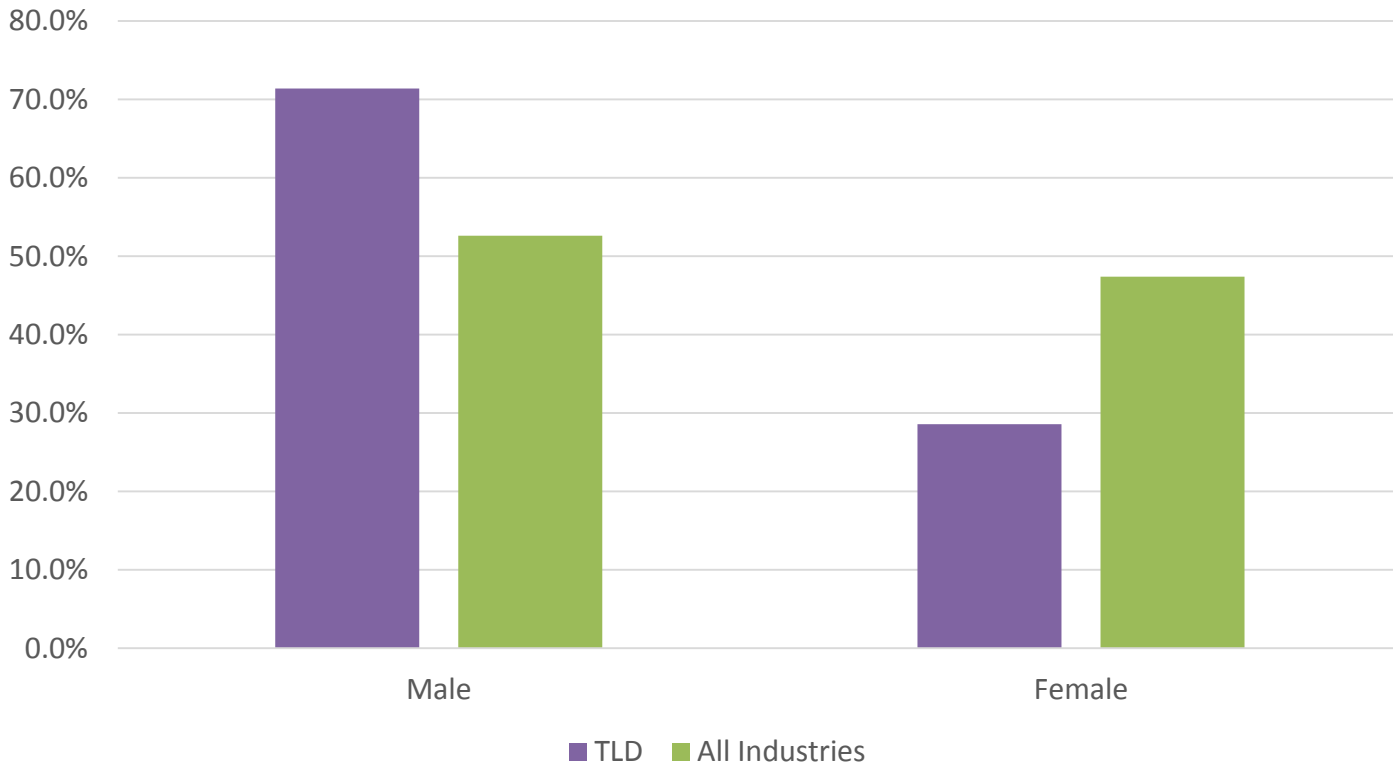
TLD CLUSTER'S RESIDENT WORKFORCE BY AGE

The TLD cluster's New Jersey resident workforce is older than for the state as a whole



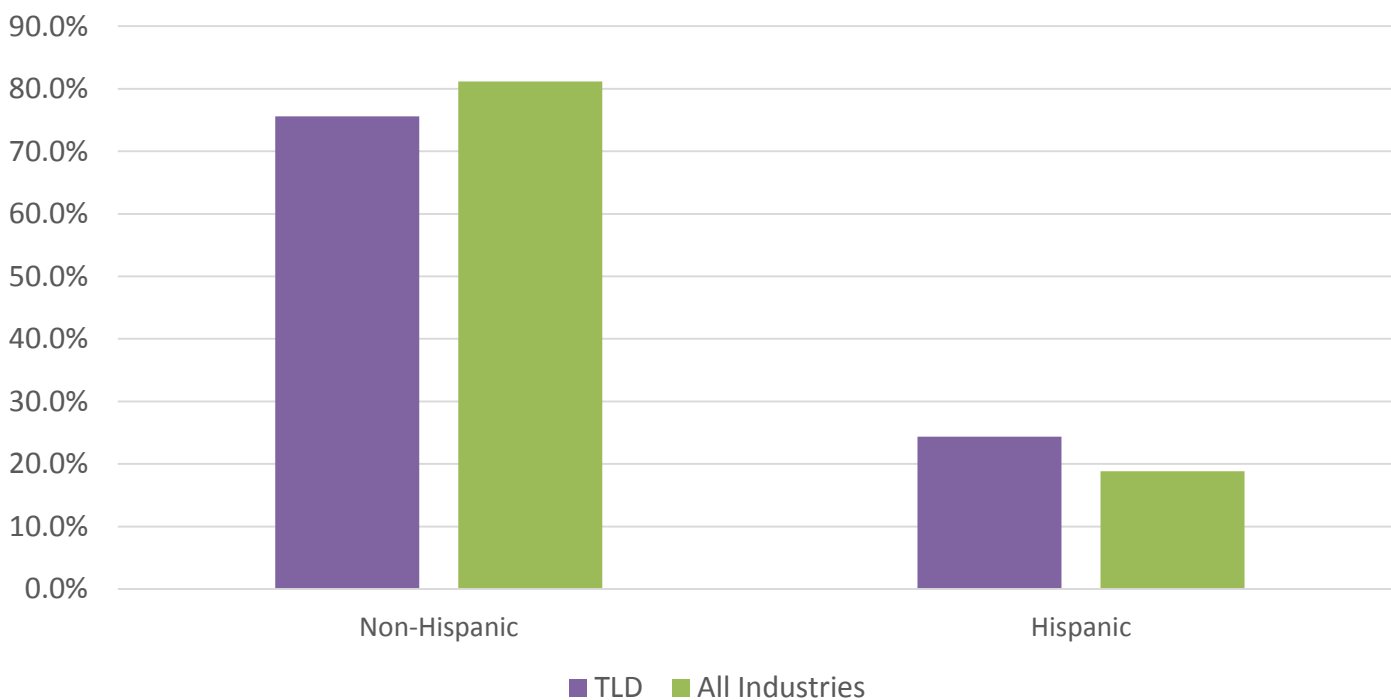
TLD CLUSTER'S RESIDENT WORKFORCE BY GENDER

New Jersey's resident TLD workforce is predominately male



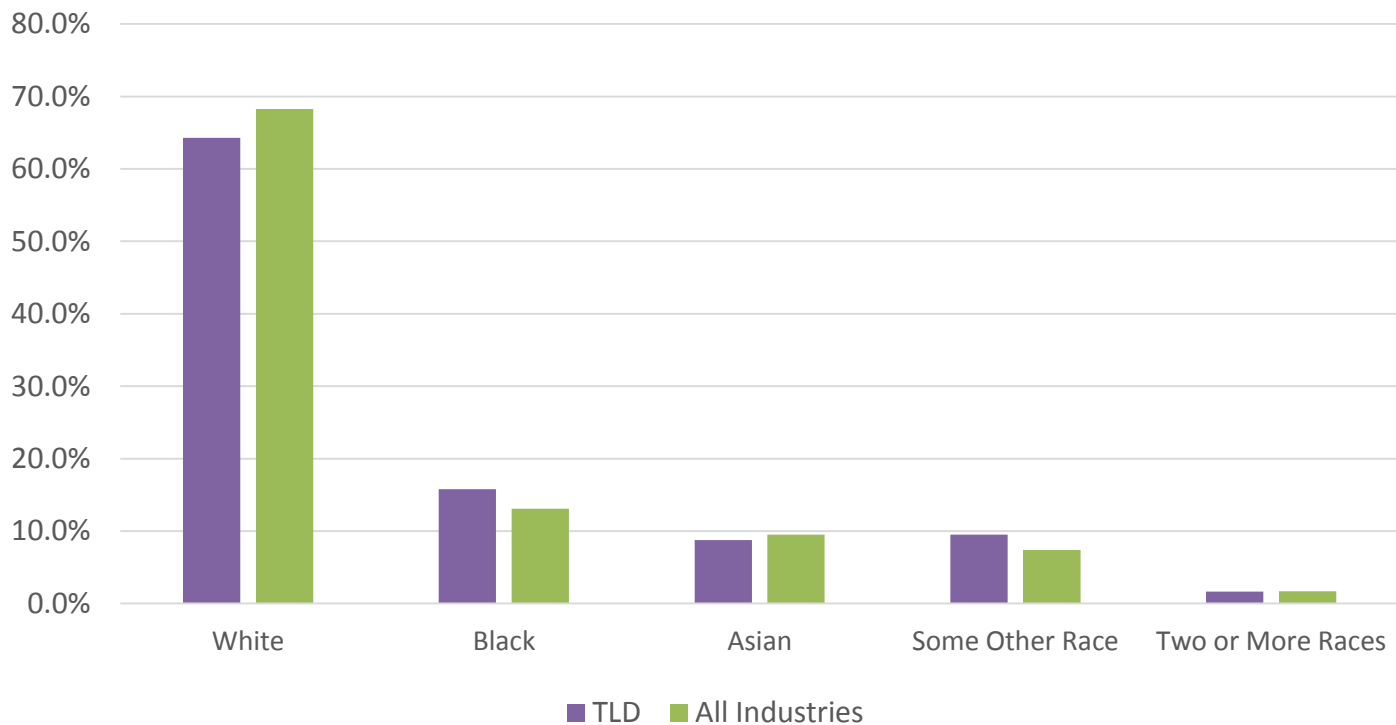
TLD CLUSTER'S RESIDENT WORKFORCE BY HISPANIC ORIGIN

In comparison to other industries, TLD has a larger share of Hispanic resident workforce



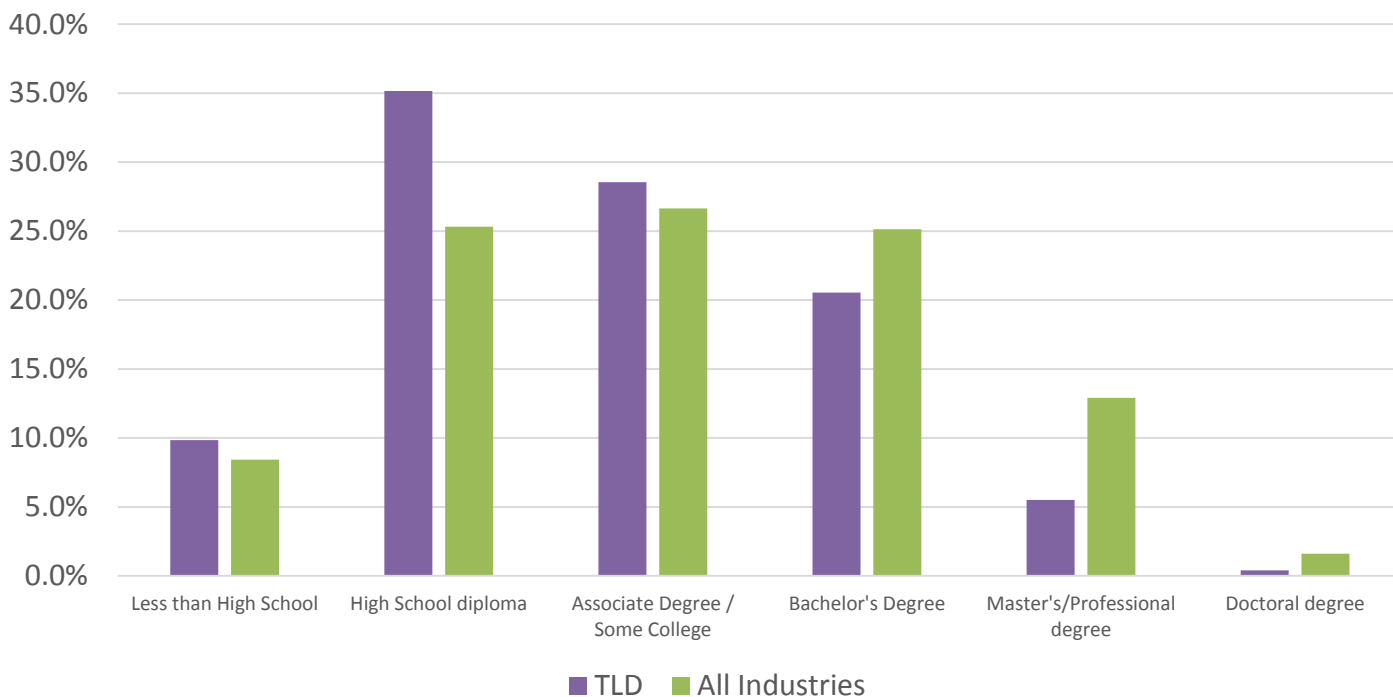
TLD CLUSTER'S RESIDENT WORKFORCE BY RACE

TLD has a larger share of minority resident workforce



TLD CLUSTER'S RESIDENT WORKFORCE BY EDUCATION LEVEL

A larger percentage of New Jersey resident TLD workers have no further education beyond high school

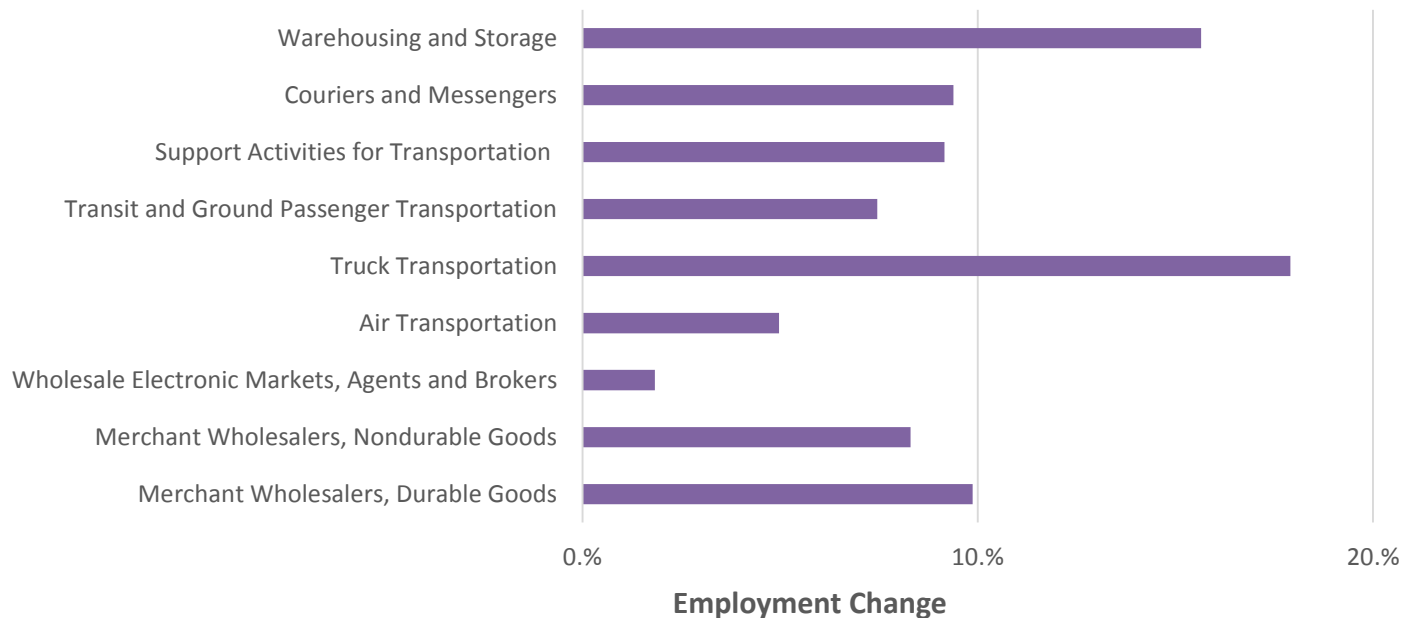


INDUSTRY AND OCCUPATIONAL PROJECTIONS 2012-2022



EMPLOYMENT PROJECTIONS 2012-2022

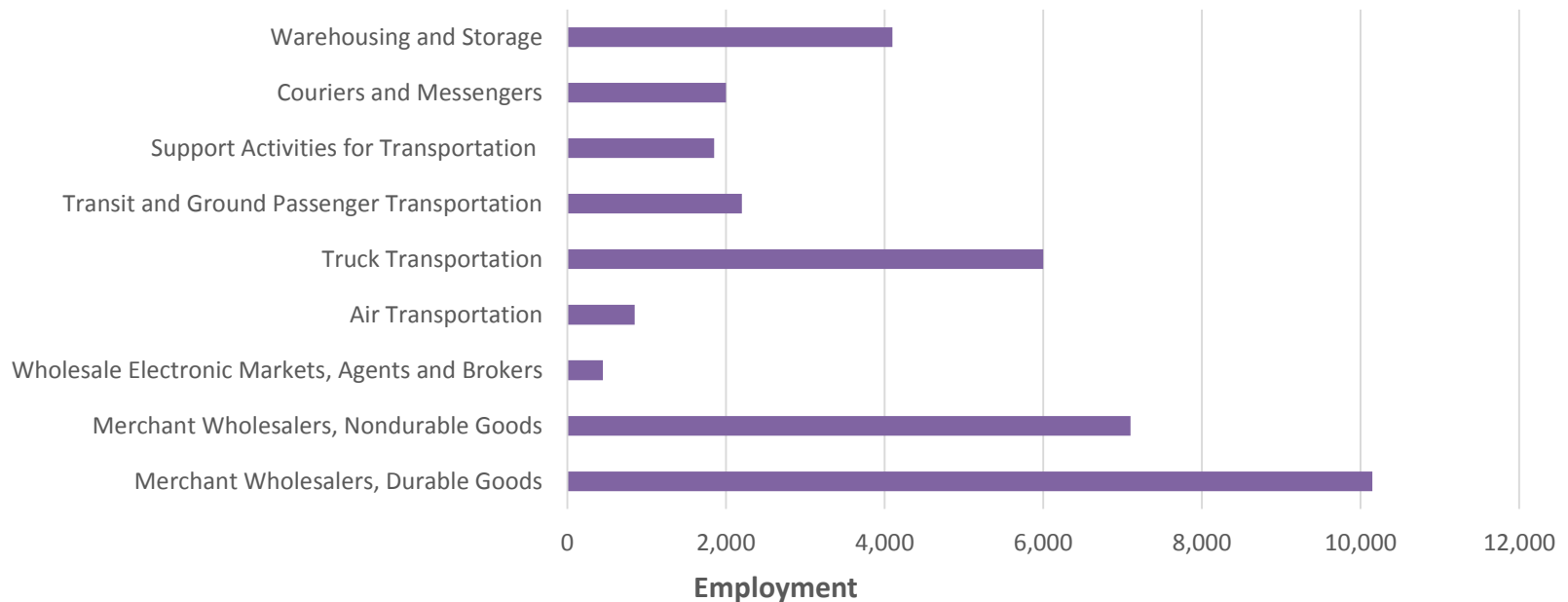
Transportation, Logistics & Distribution Industry Cluster Projected Employment Change by Industry 2012-2022



With a projected growth rate of 17.9 percent, **truck transportation** is expected to be the TLD cluster's fastest-growing industry through the year 2022.

EMPLOYMENT PROJECTIONS 2012-2022

Transportation, Logistics & Distribution Industry Cluster Projected Employment Change by Industry 2012-2022



The industry in the TLD cluster expected to add the largest amount of jobs from 2012 to 2022 is **merchant wholesalers, durable goods (+10,150)**.



TLD OCCUPATIONS WITH THE LARGEST PROJECTED EMPLOYMENT CHANGE

Occupation	Projected Change 2012-2022
Truck Drivers, Heavy and Tractor-Trailer	4,688
Laborers & Freight, Stock & Material Movers, Hand	4,383
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	2,860
Bus Drivers, School	1,253
Customer Service Representatives	1,066
Truck Drivers, Light or Delivery Services	1,026
Packers and Packagers, Hand	949
Shipping, Receiving, and Traffic Clerks	928
General and Operations Managers	886
Driver/Sales Workers	715
Bookkeeping, Accounting, and Auditing Clerks	692
First-Line Supervisors/Managers of Helpers, Laborers	623
Office Clerks, General	588
Market Research Analysts and Marketing Specialists	483
Business Operations Specialists, All Other	455
Sales Representatives, Services, All Other	438
Sales Managers	415
Sales Managers	415
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	353
First-Line Supervisors/Managers, Non-Retail Sales Workers	353
Taxi Drivers and Chauffeurs	215
Industrial Truck and Tractor Operators	90
Stock Clerks and Order Fillers	15



NEW JERSEY DEPARTMENT OF LABOR & WORKFORCE DEVELOPMENT

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NEW JERSEY DEPARTMENT OF LABOR & WORKFORCE DEVELOPMENT

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