



# Regional Industry Information at a Glance

**Industry Sector:** Energy, Green Jobs, Construction, Apprenticeships

**Date:** 01/06/2012

**Business Services Consultant:** Brad Johnson, (509) 532-3152 or [bhjohnson@esd.wa.gov](mailto:bhjohnson@esd.wa.gov)

## New Opportunities

- Job order WX019093806 Container Driver, Waste Management, Wage DOE
- Job order WS398523001 Substation Manager, Avista Corp, Wage DOE
- Job order WA2232370 Journey Level 02 or 01 Electrician, Wage \$18.00 to \$25.00 DOE

## Industry Employment Trends & Observations

LMEA information from Employment and Economy shows construction employment in Spokane County down .8% in jobs from November 2010 to November 2011. Data is not seasonally adjusted.

## Featured Company Waste Management Inc.

"Waste Management is North America's leading provider of integrated environmental solutions. We partner with our customers and communities to manage and reduce waste from collection to disposal while recovering valuable resources and creating clean, renewable energy. Waste Management, Inc. is a holding company and all operations are conducted by its subsidiaries. Our subsidiaries provide collection, transfer, recycling, and disposal services. We are also a leading developer, operator and owner of waste-to-energy and landfill gas-to-energy facilities in the United States. When the terms "the Company," "we," "us" or "our" are used on this site, those terms refer collectively to Waste Management, Inc.'s consolidated subsidiaries and variable interest entities, unless specifically noted otherwise.

Our 45,000 employees are committed to Environmental Performance — our mission to maximize resource value, while minimizing environmental impact so that both our economy and our environment can thrive. Serving over 20 million residential, industrial, municipal and commercial customers, Waste Management posted \$12.52 billion of revenues in 2010."

In Spokane, Waste Management is hiring a CDL Container Driver.

Minimum qualifications of this position include:

Must be at least 21 years of age or older

Legally eligible to work in the United States

Must be able to speak and read English well enough to converse with the general public, understand highway traffic and signals, respond to official questions, and be able to make legible entries on reports and records.

Must have a Class A or B CDL with airbrakes endorsement valid for the state in which you are applying to work.

At least 1 year of previous experience operating a vehicle requiring a CDL within the past 7 (seven) years.

Clean driving record

Ability to meet physical requirements of the position with or without reasonable accommodations.

Successfully pass pre-employment (post offer) drug screen, background and motor vehicle records check and Department Transportation Physical.

## Other Noteworthy News

Kathy Atha is leaving Business Services and has accepted a position with WorkSource Spokane WorkFirst Program. She is going to be missed in Business Services and will be a huge asset to WorkFirst. She starts her new position 1/13/12.

**Industry Sector:** Manufacturing/Aerospace

**Date:** 01/06/2012

**Business Services Consultant:** Sean Pelfrey, (509) 532-3159, [spelfrey@esd.wa.gov](mailto:spelfrey@esd.wa.gov)

## **New Opportunities**

[WA2230286](#) – EHS Senior Associate, 40+ hours a week 50K year plus Benefits

[WA2230920](#) – Technical Writer, 40 + hours a week, \$15hr plus Benefits.

## **Trends**

“The Legislature was called into Special Session in December just as the gathering storm clouds of bad economic news seemed to be getting worse. Then, suddenly during the special session, we received great news. Boeing and the Aerospace Machinist Union settled a long-standing dispute and then the announcement that the next generation of Boeing aircraft, the Boeing 737 MAX, will be built here in Washington State.

This is great news for all of us and will be an important part in securing our state's job and economic future. Both Boeing and the Machinist Union should be congratulated for this historic agreement. For every new job created at the Boeing Company, of which there will be many, at least five additional good-paying jobs are created in other private sector companies.”

Chris Hurst

State Representative, 31st District

## **Wage Information**

As more and more job seekers come in, it is imperative that we start sharing with them the LMI and even the living wage calculator. ( <http://www.livingwage.geog.psu.edu/counties/53063>) This information is imperative as job seekers discuss wages with employers and gives them a better understanding of what they need to survive.

## **Education and Training News**

Lawmakers approved a bill (Senate Bill 5974) that encourages colleges and universities to grant credit to students who complete high school engineering and biomedical courses that use a curriculum developed by Project Lead The Way (PLTW). Lessons created by the nonprofit organization are used by more than 4,200 schools in 50 states.

Washington Gov. Christine Gregoire requested the legislation and is expected to sign it into law.

"PLTW biomedical and engineering courses meet the rigor demanded for STEM (science, technology, engineering, mathematics) preparation," said Kingrey, a clinical associate professor in the College of Education. "College credit will be a value-added component for high school students enrolling in PLTW."

Students in demand

The bill sponsors' primary intent was to strengthen the state's aerospace industry by increasing the number of people trained to design and assemble airplanes. But the legislation also aims to lure more young people to careers in science and medicine.

That's where Oliver's interest lies. WSU Spokane is a PLTW biomedical affiliate; Oliver is the university's affiliate director.

She agreed that high school students interested in science careers may be more attracted to PLTW's biomedical and engineering classes if they can receive college credit. That, in turn, will make the students who take the courses more attractive to colleges and universities, including WSU, she said.

"We want these students," said Oliver. "They learn strong content. They learn critical thinking skills and how to work in teams. And once they come to college, they're more likely to move through and graduate than those who don't have that training."

## **Other Noteworthy News**

**For more than 85 years, Caterpillar Inc. has been making progress possible and driving positive and sustainable change on every continent.**

From Calgary to Cairo and from Sydney to Salt Lake City, Caterpillar operates hundreds of offices and facilities across the world. Caterpillar's global presence, product breadth and financial strength enable us to win in today's competitive marketplaces.

### **CATERPILLAR LOCATIONS TOTAL MORE THAN 500 WORLDWIDE**

Caterpillar's global reach and presence is unmatched in the industry. We serve customers in more than 180 countries around the globe with more than 300 products. More than half of our sales are outside the United States. Our manufacturing, marketing, logistics, service, R&D and related facilities along with our dealer locations total more than 500 locations worldwide, ensuring that we remain geographically close to our global customer base.

<http://www.caterpillar.com>

**Industry Sector:** Professional & Technical

**Date:** 01/06/2012

**Business Services Consultant:** Jeff Miller, (509) 532-3136 or [jemiller@esd.wa.gov](mailto:jemiller@esd.wa.gov)

## New Opportunities

Selected job posting opportunities:

- **WA2212457 Technical Sales (wage is DOE)**
- **WA2222197 Master Scheduler/Planner(wage is DOE)**
- **WA2228095 Production Assembler (wage is \$9.15 to \$10.50/hr DOE)**
- **WA2228160 Pick & Place Programmer (wage is \$12 to \$15/hr DOE)**
- **WA2228175 Product Manager (wage DOE)**
- **WA2233961 Mechanical Design Engineer (wage DOE)**
- **WA2234046 Quality Engineer (wage DOE)**
- **WA2234053 Administrative Assistant (wage is \$13/hr DOE)**
- WA2234037 Remodel Carpenter (wage is \$12 to \$15/hr DOE)
- WA2230384 Entry Level Electrical CAD Drafter (wage DOE)
- WA2230086 Front Desk Coordinator law firm (wage is \$11 to \$12/hr + DOE)
- WA2229886 Customer Services Representative (wage is \$9.50/hr to start)
- WA2228868 Senior Account Representative (wage DOE)
- WA2229052 Web Coder/Developer (wage is \$17k to \$30k/yr DOE)
- WA2227968 Mfg. Engineer (wage DOE)

## Industry Employment Trends & Observations

2012 is starting out with good industry news; two high tech green energy companies are planning on adding staff to their payrolls in 2012. Demand Energy, a company that 'stores energy' for peak power needs, is expanding their operations and could hire 10 or more this year. FlyBack Energy, a company that recovers energy lost in electrical systems, is expecting to hire up to 20 staff this year. Hotstart, a company that manufactures engine pre-heaters for the transportation industry, has opened offices in Houston, TX and in Germany, and is looking to expand into the Far East including Japan, South Korea, and China and will be looking for dual language persons to help in those markets. And Transtector, a company that manufactures surge protection devices, has several current job openings highlighted in bold above and expects to see an increase of at least 4% in their staff at the North Idaho location.

## Wage Information

**OLYMPIA** – Washington's unemployment dropped to an estimate of 8.7% in November (preliminary, latest estimate)

Locally for Professional, Technical, and Scientific jobs, there was an increase of 300 jobs, the forecast for these industries for 2012 is 1%.

## Other Noteworthy News

**What to leave out of your résumé by Catherine Jewell, author of "New Résumé, New Career".** So much has changed. Employers want to avoid any chance of discrimination about age, gender, sexual orientation, religion, marital and parental status, and ethnicity. The less you say on the résumé, the more likely you make the cut. Each word, phrase and sentence needs to be carefully selected to prove that you are the right person for the job.

Specifically, here are some things to take *off* your résumé:

### **1. Graduation dates**

Include your degree, major (if it is relevant) and the institution, but take off the date. Age discrimination is a concern for many people looking for work. Avoid tempting reviewers to do the math to discover your age.

## 2. Irrelevant experience

If you are applying for [sales](#) and you have substantial experience in [IT project management](#), downplay the irrelevant experience and create new achievement statements that support your experience with customers. Make your non-sales experience sound more like sales. Shorten job entries that don't support your sales message.

## 3. Jobs in the dim, dark past

The rule of thumb is to include your last 10 to 15 years of experience. If you need to prove expertise you gained long ago, you might use the title "Other Relevant Experience" and describe your achievements, without the dates of employment. Baby boomers should be careful *not* to include 30 years of experience. Why give hiring managers a clue you are over 50 until they meet you in person?

## 4. Personal section

Résumés of the past often included personal information such as marital status, family members and even church membership. All of that information is illegal to collect, so don't include it. Also eliminate references to hobbies, clubs and political views. A "Community Work" section can show your leadership skills, but stick with noncontroversial organizations such as Rotary, Lions, the [Chamber of Commerce](#) and recognized nonprofits.

## 5. Gaps in history

Eliminate gaps in your work history by filling in with short, truthful statements. "Homemaker sabbatical" will explain a five-year work hiatus and allow the interviewer to focus on your history. You can also fill gaps with [part-time](#) jobs, [direct sales](#) positions or [consulting](#) projects.

## 6. Photos

These may not be on your résumé, but once a potential employer has your full name they might as well be. Polish all social networking profiles and remove any unprofessional or embarrassing photos. Ask your friends to clean up social networking profiles for you, too. If you are gray or balding, you might consider removing your photo during your job search.

**Industry Sector:** Transportation and Warehousing

**Date:** 01/06/2012

**Business Services Consultant:** Dirk Vastrick – (509) 532-3038 or [dvastrick@esd.wa.gov](mailto:dvastrick@esd.wa.gov)

## New Opportunities

- Bastien Trucking – Delivery Driver Non-CDL – WA2233589
- Arlo Huber – Truck Driver – WA2230326
- Merchant Services Direct – Account Manager – WA2234036

## Trends

Year over year 2010 to 2011, this sector has been flat – no growth nor shrinkage in positions. However, for truck drivers, those aging out of the workforce and leaving due to health or traffic convictions have created plenty of opportunity for employment. The sub-sectors of air travel, courier/delivery service, and food manufacturing & bottling companies have shown growth.

## Wage Information

- 2011 Averages: General Freight Trucking (GFT) Long Distance - \$50,760; GFT Local - \$42,686

## Education and Training News

North Idaho College Workforce Training Center in Post Falls has been an approved Commercial Driver License (CDL) training school for Washington State for some time now. However, they were not listed on the state website until the last few weeks. All new CDL drivers are required to attend training at approved schools. Besides NIC, there are several others on the list in the area. These include Spokane Community College, Driver Training & Solutions, L&T Training, and Sage Technical Services. Most questions regarding CDLs can be answered by accessing the Department of Licensing website at <http://www.dol.wa.gov/driverslicense/cdl.html>.

## Other Noteworthy News

Last month I talked about new cell phone regulations for commercial drivers. But now there is a movement to restrict ALL drivers to an even tighter standard. A federal agency on December 13, 2011 called for a ban on all cell phone use by drivers including hands-free devices. The National Transportation Safety Board (NTSB) said its decision was based on a decade of investigations into distraction-related accidents, as well as growing concerns that powerful mobile devices are giving drivers even more reasons to look away from the road.

“Every year, new devices are being released,” said Deborah Hersman, chairwoman of the NTSB. “People are tempted to update their Facebook page, they are tempted to tweet, as if setting at a desk. But they are driving a car.” The agency based its recommendation on evidence from its investigation of numerous crashes in which electronic distraction was a major contributing factor.

Ms. Hersman said she understood that this recommendation would be unwelcome in some circles, given the number of drivers who talk and text. But she compared distracted driving to drunken driving and even smoking, which required wholesale cultural shifts to change behavior. “It’s going to be very unpopular with some people,” she said. “We’re not here to win a popularity contest. We’re here to do the right thing. This is a difficult recommendation, but it’s the right recommendation and it’s time.”

It is worthy to note that the NTSB it has yet to make a recommendation on the distractions of kids, spouses, and friends in the car or the Boom Boom Bass Sound Speaker in another vehicle a block away that is shaking your car.

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# Regional Industry Information at a Glance

**Industry Sector:** Healthcare

**Date:** 01/06/2012

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## New Opportunities

|           |                                |          |
|-----------|--------------------------------|----------|
| WA2232403 | Custodial Crew Supervisor      | F/T, DOE |
| WA2232414 | Quality Assurance Assistant    | F/T, DOE |
| WA2232244 | Sanitation Food Safety Manager | F/T, DOE |

## Industry Employment Trends & Observations

Certified Nurse Aide shows a short term employment projection of 0.9% growth with an average of 38 annual openings and a long term projection of 19.2% growth with 63 annual average openings.

## Wage Information

Certified Nurse Aide show an average wage of \$12.52/hr with a wage range of \$10.02 - \$15.76 per hour for the Spokane Metropolitan Service Area (MSA).

## Education and Training News

Employees in these [occupations](#) need anywhere from a few months to one year of working with experienced employees.

## Other Noteworthy News

[American Institute of Medical Careers \(AIMED\)](#) was founded by Berry Fowler, founder and former Chairman of Sylvan Learning Centers, and Cullen B. Fowler, a former Director of Public Safety and Licensed Nurse with sixteen years of experience in emergency services and training, to provide Spokane area students with the most comprehensive professional training available.

AIMED is fully accredited and licensed by the Washington State Department of Health, Department of Social and Health Services and Workforce Training and Education Coordinating Board.

American Institute of Medical Careers offers both day and evening classes for students wishing to earn their Certified Nursing Assistant certificate. The program consists of two phases; the pre-clinical phase and clinical phase. The pre-clinical phase includes classroom lecture, WA State required 7 hour HIV/AIDS Education, CPR/AED & First Aid certification, clinical skills demonstration as well as practice and preparation for the National Nurses Aid Assessment Program (NNAAP) Exam. The clinical phase consists of 50 hours clinical experience at a state approved clinical site working with patients

AIMED is dedicated to providing the highest quality CPR and First Aid training available for the public and our fellow health care professionals. Our training facility offers 2 large classrooms with state of the art audio visual equipment and ample space for CPR and First Aid skills demonstration and practice. All of AIMED's Instructors have years of both field and teaching experience in the health care and emergency services professions.

We offer a variety of courses for you to choose from or we can design a program to fit your specific training needs. Our classes can be held at our facility or we can come to you.