Thinking About the Future:
High Demand Jobs in Technical Fields
Requiring 1-2 Years of College

Milwaukee Labor Market Project
Milwaukee Career Center
High Demand Jobs in Technical Fields

This is an exciting time to think about careers. Many Milwaukee area companies are looking for new workers. Or, if you want to travel, there are jobs available in other cities, states and countries. While it is possible to find employment right out of high school, you will have a greater choice of interesting careers and higher pay if you complete college or technical training.

This booklet describes some of the exciting career pathways for students who complete one semester to two years of college training. It includes descriptions of 20 jobs that are in high demand by Milwaukee area employers.

The college programs described in this booklet are all offered at Milwaukee Area Technical College. You can learn about many other careers for students completing one, two, four or more years of college by contacting local colleges, visiting your community or school library, browsing the Internet, reading local and national newspapers, and seeking advice from teachers and other adults in the labor force.

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Microcomputer Specialist

Microcomputer specialists help develop and maintain computerized information systems for companies and agencies. In a two-year college program, you will learn to create and maintain computer information systems, program in computer language, and to evaluate software applications. You will also learn to operate microcomputers, install computer equipment, and provide training and support for users of computer information systems and networks.

Training Required

Recent Graduates Earn

- MATC received 5 job requests for each associate degree graduate in 1995.
- Average starting wages for MATC associate degree graduates are $12.56 an hour ($26,125 annually). Experienced workers completing the associate degree program are earning $15.94 an hour ($33,155 annually).
Do you like working with computers?
Can you think logically and solve problems?
Are you creative and imaginative?
Do you work well with others?
Are you patient and persistent in your work?

NATIONAL JOB OUTLOOK

Jobs for computer specialists are expected to grow very rapidly in the next decade. The demand for microcomputer specialists will increase as companies find new uses for computers and ways to improve their software programs. Because of falling prices of computer hardware and software, more smaller businesses are encouraged to use computers. Many companies are developing computer networks to increase sharing of information among their workers. These trends will create more demand for microcomputer specialists.

MILWAUKEE AREA JOB OPENINGS

Starting Wages in Computer Fields

- System engineer: $15.00
- Computer operations manager: $14.42
- Programmer: $11.83
- MIS coordinator: $11.54
- Computer support operator: $10.96
- Systems administrator: $10.96
- Database coordinator: $9.65
Industrial Engineering Technician

Industrial engineering technicians work with engineers to improve the quality of products. Technicians study the way machines and materials are used in order to reduce costs, increase production, and improve a company's operations. In a two-year college program, you will learn to set up production methods, establish time standards, identify and install cost reduction methods, and do process planning. You will learn to use data to improve plant layouts and to use CNC and CAD equipment.

Training Required

What Recent Graduates Earn

- MATC received 15 job requests for each associate degree graduate in 1995.
- Average starting wages for MATC associate degree graduates are $13.74 an hour ($28,579 annually). Experienced workers completing the associate degree program are earning $14.95 an hour ($31,096).
Can you work well in a team?

Are you good at math and science?

Can you follow detailed directions?

Are you good at planning projects and follow-through?

Do you like to understand how things work?

Jobs for industrial engineering technicians will result from workers retiring as well as from demand for new technicians. Industrial engineering technicians will be needed to help companies reduce their production costs and increase outputs to meet global competition. At the same time some work done by technicians may be simplified by computer technology.

Starting Wages in Industrial Engineering

- Field service engineer: $20.77
- Material planner: $14.66
- Systems operator: $12.00
- Engineering aide: $9.61
Electronic Technician

Electronic equipment technicians install, test and repair equipment to make sure that it works properly. Two-year college programs are available to prepare you to work in the biomedical, communications or industrial fields. In a biomedical program you will learn how to install, test and repair electronic equipment (such as bedside monitor systems and EKG machines) used in hospitals and medical clinics. If you focus on the communications field, you can learn to test, repair and service equipment for radio and television transmission, cable TV and two-way radios. Or you may chose to learn how to calibrate, troubleshoot and service equipment for industries that use electronic control systems for stand-alone machines.

What Recent Graduates Earn

- MATC received 16 job requests for every associate degree graduate in 1995.
- Average starting wages for MATC associate degree graduates are $11.95 an hour ($24,856 annually) in the biomedical field, $11.81 an hour ($24,565 annually) in communications, and $12.63 an hour ($26,270 annually) for industrial electronics technicians.
Are you good at figuring out how things work?
Are you able to work independently?
Are you interested in new technologies?
Do you work well with people?
Do you have good communication skills?

NATIONAL JOB OUTLOOK

Jobs for biomedical electronic technicians are expected to increase about as fast as average through the next decade. The use of electronic equipment will grow very rapidly, but improvements in the equipment will lessen the need for repairs. Jobs for communications equipment mechanics and broadcast technicians are expected to decline nationally, but local jobs for MATC graduates are in high demand. Jobs for industrial electronics technicians will grow more slowly than average nationally, while demand for MATC graduates in this field continues to be high.

MILWAUKEE AREA JOB OPENINGS

Starting Wages in Electronics

- Electronics service technician: $14.42
- Electronics technician: $13.50
- Cable TV installer: $12.00
- Audio technician: $12.00
- Service technician: $8.00
Marketing managers help companies develop, price, sell and distribute their products and services. Marketing managers conduct research to find out what people want in a product and design packaging and advertising to make a product more appealing. Sales representatives call on existing clients, promote the sale of company products and services to new clients, and report back on customer needs. In a two-year college program, you will learn the principles of advertising, market research and professional selling.

**What Recent Graduates Earn**

- MATC received 16 job requests for each associate degree graduate in 1995.
- Average starting wages for MATC associate degree graduates are $9.26 an hour ($19,261 annually). Experienced workers completing the associate degree program are earning $13.71 an hour ($28,517 annually).
Do you work well as a member of a team?
Are you creative and imaginative?
Are you good at planning projects and carrying them out?
Do you have an out-going personality and good rapport with people?
Are you well-organized and self-confident?

National Job Outlook

Jobs for marketing managers are expected to increase faster than average. Companies are using marketing managers to help them meet strong competition in local, national and international markets and to improve services to their customers. Nationally, job growth should be strong in business service industries (like computers and data processing) while average in manufacturing. Competition will continue to be tough for higher level marketing and public relations jobs.

Milwaukee Area Job Openings

Starting Wages in Marketing

<table>
<thead>
<tr>
<th>Position</th>
<th>Starting Wage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Territory sales manager</td>
<td>$14.00</td>
</tr>
<tr>
<td>Sales analyst</td>
<td>$13.95</td>
</tr>
<tr>
<td>Customer service assistant</td>
<td>$11.06</td>
</tr>
<tr>
<td>Office sales assistant</td>
<td>$7.00</td>
</tr>
<tr>
<td>Technical/sales specialist</td>
<td>$6.92</td>
</tr>
<tr>
<td>Service rep., communications</td>
<td>$6.80</td>
</tr>
</tbody>
</table>
Are you good at math?
Can you think logically?
Do you enjoy working with people?
Do you have good communication skills?
Are you dependable and trustworthy?

Accountant

TRAINING REQUIRED

Accountants prepare, analyze and check the accuracy of financial reports and tax statements. You will often use computers to maintain accounts and to prepare reports. In a two-year college program you will learn how to maintain accounts receivable and accounts payable, prepare payroll and related reports. You will also learn to collect data for financial reports, prepare tax reports, audit contracts, and work with departmental budgets.
Starting Wages in Accounting

<table>
<thead>
<tr>
<th>Position</th>
<th>Starting Wage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Staff accountant</td>
<td>$13.22</td>
</tr>
<tr>
<td>Accounting clerk</td>
<td>$11.00</td>
</tr>
<tr>
<td>Accountant/bookkeeper</td>
<td>$9.50</td>
</tr>
<tr>
<td>Accounts receivable specialist</td>
<td>$9.37</td>
</tr>
<tr>
<td>Bookkeeper</td>
<td>$9.00</td>
</tr>
</tbody>
</table>

**National Job Outlook**

Job openings for accountants are expected to grow about as fast as average through the year 2005. Because this occupation is so large, many jobs will be available when accountants retire. As the economy grows and more businesses are started, more companies will need accountants to set up their books, prepare their taxes, manage their payrolls, and provide financial advice. Because computers will be used to prepare more accounting reports, workers need broad computer experience.

**What Recent Graduates Earn**

- MATC received 2 to 3 job requests for each associate degree graduate in 1995.
- Average starting wages for MATC associate degree graduates are $10.09 an hour ($20,987 annually). Experienced workers completing the associate degree program are earning $13.37 an hour ($27,810 annually).
Environmental services managers coordinate, schedule, and supervise the activities of janitors, cleaners and housekeepers. They assign tasks and inspect building areas to see that work has been done properly. In a two-year college program you will learn cleaning and housekeeping techniques and proper safety standards. You will also learn how to use materials, supervise staff, and manage costs.

**Training Required**

**What Recent Graduates Earn**

- MATC received 31 job requests for each associate degree graduate in 1995.
- Average starting wages for MATC associate degree graduates are $11.11 an hour ($23,109 annually).
Do you enjoy physical activities?
Can you handle having a wide range of duties?
Do you like working with people?
Are you dependable and hard-working?
Do you enjoy supervising projects and planning activities?

National Job Outlook

Employment of cleaning supervisors is expected to grow as the number of office buildings, apartment houses, schools, factories, hospitals and other buildings increase. Supervisors hold about one job in twenty in the cleaning field and are needed to train and direct staff with high turnover. Businesses providing janitorial and cleaning services on a contract basis are expanding rapidly, as companies look for ways to cut their cleaning costs.

Milwaukee Area Job Openings

Starting Wages in Cleaning Services

- Area manager, cleaning service: $11.54
- Housekeeping supervisor: $9.00
- Project operator, cleaning service: $7.50
- Janitor/maintenance helper: $7.25
- Housekeeper: $5.90
Retail Manager

Retail sales worker supervisors and managers oversee the work of sales staff and clerks, hire and train workers, prepare work schedules, and check to make sure that customers receive good service. In a two-year college program, you will learn about sales markets, pricing products, sales promotions, and how a retail store or fashion-related business is organized and managed.

WHAT RECENT GRADUATE EARN

- MATC received over 50 job requests for each associate degree graduate in 1995.
✓ Do you have self-confidence?
✓ Can you get along well with all kinds of people?
✓ Do you have leadership skills and take the initiative?
✓ Can you communicate clearly and persuasively?
✓ Do you have patience when dealing with others?

**NATIONAL JOB OUTLOOK**

Jobs for retail sales supervisors and managers are expected to grow about as fast as the average for the next decade. Most job openings are expected to occur when supervisors move into higher management jobs, transfer to other jobs or retire. The demand for store-level retail sales worker supervisors and managers will increase due to new product lines and creation of new departments within existing stores.

**MILWAUKEE AREA JOB OPENINGS**

**Starting Wages in Retail Management and Sales**

<table>
<thead>
<tr>
<th>Position</th>
<th>Starting Wage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Field service representative</td>
<td>$14.50</td>
</tr>
<tr>
<td>Customer service assistant</td>
<td>$11.06</td>
</tr>
<tr>
<td>Assistant manager</td>
<td>$9.00</td>
</tr>
<tr>
<td>Merchandizing manager</td>
<td>$8.65</td>
</tr>
<tr>
<td>Sales manager trainee</td>
<td>$7.50</td>
</tr>
<tr>
<td>Technical/sales specialist</td>
<td>$6.92</td>
</tr>
<tr>
<td>Sales associate</td>
<td>$6.00</td>
</tr>
</tbody>
</table>
Medical Assistant/Phlebotomist/Nursing Assistant

Medical assistants help keep health clinics and doctors' offices running smoothly. You may have office duties, such as answering phones, setting up appointments, updating patient records, and handling bills. You may also have medical duties, such as assisting during exams, collecting lab work, and sterilizing equipment. In a thirty-six week college program, you will learn to take vital signs, perform basic lab tests, work with patients and their families, type accurate medical reports, and use computers for office work.

A phlebotomist draws blood from patients at hospitals, clinics, blood banks and medical laboratories. Phlebotomists are trained to draw blood safely, without exposing the patient or themselves to risks of infection or disease. Phlebotomists collect, label and prepare blood samples for medical lab work. A two-course certificate program in phlebotomy provides you the preparation and certification for this work.
Nursing assistants help care for people who are ill, disabled or elderly. Nursing assistants work under the direction of nursing and medical staff. You may serve meals, make beds, feed and bathe patients, give massages, and take patients' pulse and blood pressure. The six-week technical diploma program teaches you the basic skills and procedures needed to help patients in hospitals and nursing homes, and at home with their daily living activities.

**Milwaukee Area Job Openings**

- Milwaukee area job openings for medical assistants were paying $7.75 to $8.40 an hour in 1995
- Milwaukee area job openings for certified nursing assistants were paying $6.50 to $7.60 an hour in 1995.
- Milwaukee area job openings for phlebotomists were paying $7.90 an hour.

**What Recent Graduates Earn**

- MATC received 8 job requests for each medical assistant diploma graduate and 3 to 4 job requests for each nursing assistant diploma graduate in 1995.
- Average starting wages are $8.46 an hour for MATC medical assistant diploma graduates and $6.68 an hour for MATC nursing assistant diploma graduates.

**National Job Outlook**

These jobs are expected to grow much faster than average. Workers will be needed to care for the growing elderly population and for people surviving accidents and illnesses due to new medical technology. Because of the high turnover in the medical assistants field, health care offices, clinics and hospitals will be most interested in hiring workers with formal training or experience. Workers in the nursing care field will also need more training if they want to advance to better jobs and higher pay.
√ Do you enjoy working outdoors?
√ Are you able to work independently on your own projects?
√ Do you get along well with people?
√ Do you have good verbal communications skills?
√ Are you interested in environmental issues?

Landscape Horticulturist

TRAINING REQUIRED

Landscape horticulturists care for plants, design and install landscapes for businesses and homes, and maintain garden centers. In a two-year college program, you will learn how to design landscapes, install plant materials, diagnose plant problems, operate equipment, develop landscape maintenance, and develop cost estimates.

WHAT RECENT GRADUATES EARN

• MATC received 12 job requests for each associate degree graduate in 1995.
• Average starting wages for MATC associate degree graduates are $9.49 an hour ($19,739 annually). Experienced workers completing the associate degree program are earning $10.43 an hour ($21,694 annually).
Starting Wages in Horticulture

- Production manager: $14.42
- Area lawn service manager: $14.00
- Urban forestry crew leader: $13.45
- Assistant product manager: $11.54
- Tree clearing worker: $9.00
- Landscape laborer: $8.75

**National Job Outlook**

Jobs for workers with horticultural training are expected to grow as fast as average in the next decade. There will be work available on commercial, residential, and recreational properties. There will also be demand for workers in garden centers and for salespersons with companies that sell landscape and horticulture products. A growing number of home owners are using lawn maintenance and landscaping services to increase the beauty and value of their property. Many jobs are seasonal, however, and there is high turnover as workers move into other fields.
Cook/Chef

Do you enjoy cooking?
✓ Can you work well as part of a team?
✓ Are you good at planning and coordinating tasks?
✓ Do you take pride in your work?
✓ Would you enjoy supervising other workers?

TRAINING REQUIRED

Cooks and chefs are responsible for preparing nutritious and attractive meals for restaurants, schools, and other institutions. In a two-year college program in culinary arts, you will learn to prepare basic and specialized foods. You will learn about dining room service, wines and other beverages, menu planning and nutrition. You will also learn how to cater events and how to control costs of food and beverage purchases and labor.

WHAT RECENT GRADUATES EARN

• MATC received 13 job requests for each associate degree graduate in 1995.
• Average starting wages for MATC associate degree graduates are $9.23 an hour ($19,198 annually).
NATIONAL JOB OUTLOOK

Jobs for chefs, cooks, and other kitchen workers are expected to be plentiful through the year 2005. Job openings in restaurants will increase because of the aging of the population and rising household incomes. Increases in leisure time will allow many people to dine out more often and to take more vacations.
√ Do you have mechanical aptitude?
√ Do you have good reading and basic math skills?
√ Do you understand how cars work?
√ Are you willing to learn new repair and service procedures?
√ Are you interested in keeping up with new technology?

Automotive Maintenance Technician

TRAINING REQUIRED

Automotive maintenance technicians repair passenger cars and light trucks. In a one-year college program you will learn to do lubrication, wheel alignment and balancing, repair of electrical systems, engine repairs, engine tuneups, and automatic transmission repair. You may want to take additional training to learn about computerized engine controls and computer controlled fuel delivery systems.

WHAT RECENT GRADUATES EARN

• MATC received 11 job requests for each technical diploma graduate in 1995.
• Average starting wages for MATC technical diploma graduates are $7.50 an hour ($15,600 annually). Wages for experienced workers completing the two-year associate degree program in automotive technology are $13.18 an hour ($27,414 annually).
Starting Wages in the Automotive Field

- Auto mechanic: $14.00
- Transmission rebuilder: $12.69
- Auto body technician: $12.00
- Auto transmission specialist: $9.50
- Automotive service technician: $8.00
- Lube/tire service technician: $6.50
- Lube technician: $6.00

National Job Outlook

Employment is expected to increase about as fast as the average for all occupations through the year 2005. Jobs will grow in auto dealerships, independent repair shops, and specialty car chains. There will be fewer jobs in gasoline service stations, which are offering less service and repair work. Still, the number of mechanics should increase because of the increased number of teens and adults of driving age on the road. If your training includes some basic electronics, you should have the best opportunities. Persons without formal mechanic training are likely to have a harder time finding entry level jobs.
Do you keep up with the latest fashions?
Do you have a good sense of style?
Do you enjoy dealing with people and helping them look good?
Are you good at styling hair?
Are you interested in one day running your own business?

Cosmetologist/Barber

Training Required

Barbers and cosmetologists cut, trim, shampoo and style hair. You may straighten or wave hair, change hair color, give scalp and facial treatments, or provide make-up advice. In a one-year college program you will learn to do hair cutting and styling, facial and scalp massages, and manicures. You will also learn the basics of business record keeping, how to manage a salon, and how to select the right styling aids, equipment and tools.

What Recent Graduates Earn

- MATC received 3 job requests for each technical diploma graduate in 1995.
- Average starting wages for MATC technical diploma graduates are $5.57 an hour ($11,585 annually).
Starting Wages in Cosmetology and Barbering

<table>
<thead>
<tr>
<th>Job Role</th>
<th>Starting Wage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hair stylist</td>
<td>$7.50</td>
</tr>
<tr>
<td>Hair dresser</td>
<td>$6.00</td>
</tr>
<tr>
<td>Cosmetologist/make-up artist</td>
<td>$6.00</td>
</tr>
<tr>
<td>Cosmetician</td>
<td>$5.00</td>
</tr>
</tbody>
</table>

**NATIONAL JOB OUTLOOK**

Employment of barbers and cosmetologists is expected to grow about as fast as average through the next decade. The demand for workers will increase because of population growth, rising incomes, and a growing demand for services. Jobs for barbers are expected to go down slightly as more people use full-service, unisex salons staffed by cosmetologists. Demand for manicurists will be very strong.
Do you get along well with people?
Are you strong and physically fit?
Are you dependable and trustworthy?
Can you stay calm under pressure?
Are you able to handle responsibility and exercise good judgement?

Police Officer/Security Guard

TRAINING REQUIRED

Police officers and security guards protect people and property and maintain order. Security guards patrol and inspect property to protect against fire, theft, vandalism, and illegal entry. Police officers enforce the laws, control traffic, and work to investigate and prevent crimes. In a two-year college program, you will learn to develop skills for the safe use of firearms, equipment and vehicles. You will also learn to prepare departmental reports, understand legal procedures and the criminal justice system, and to react calmly in emergency situations.
Starting Wages in Police and Security Work

- Police officer: $16.11
- Police patrol officer: $11.97
- Public safety clerk: $9.37
- Crossing guard: $7.76
- Security officer, priv. comp.: $6.90
- Security officer, security firm: $6.00

National Job Outlook

Jobs for police officers and security guards are expected to grow faster than average in the next decade. Since crime is a major concern, many communities are increasing the number of police officers. Jobs for private security guards are in high demand, but these jobs have high turnover and are often part-time. Security jobs as guards, night security or building security for individual companies often pay better and are more permanent than employment with security firms. Competition may remain high for police work because of its relatively attractive salaries and benefits.

What Recent Graduates Earn

- MATC received 4 job requests for each associate degree graduate in 1995.
- Average starting wages for MATC associate degree graduates are $10.95 an hour ($22,776 annually). Experienced workers completing the associate degree program are earning $12.71 an hour ($26,437 annually).
√ Do you like working with computers?
√ Do you have good math and reading skills?
√ Are you willing to learn about new technology?
√ Do you like working with machinery?
√ Are you good at problem-solving?

Computerized Machining Technician/CNC Machine Tool Operator

TRAINING REQUIRED

Computerized machining technicians operate and program the equipment used for machining, material handling and inspection work in manufacturing. In a two-year college program, you will learn to operate machining centers and turning centers, program industrial-type machine tools, operate coordinate measuring devices, use the computer to design production parts, and order tooling and fixturing supplies.

CNC machine tool operators work for manufacturing companies using computer numerically controlled (CNC) machines which must be set up and used properly. Operators are given programs which they load into the controller. They also position the workpiece, attach the necessary tools, and check the coolants and lubricants. In a one-year college program, you will learn to set up, operate and interpret the CNC programs of the machine tools. These machines perform manufacturing processes, such as turning, milling, drilling, threading, or contouring.

WHAT RECENT GRADUATES EARN

- MATC received 20 job requests for each associate degree graduate and 40 job requests for each technical diploma graduate in 1995.
- Starting wages for MATC graduates ranged from $8.60 to $18.26 an hour in 1995.
Starting Wages in Machine Tool

<table>
<thead>
<tr>
<th>Job Title</th>
<th>Starting Wage</th>
</tr>
</thead>
<tbody>
<tr>
<td>CNC machine operator/setup</td>
<td>$12.00</td>
</tr>
<tr>
<td>CNC programmer</td>
<td>$11.00</td>
</tr>
<tr>
<td>CNC machinist</td>
<td>$10.00</td>
</tr>
<tr>
<td>Machine operator</td>
<td>$9.00</td>
</tr>
<tr>
<td>Punch press and layout</td>
<td>$9.00</td>
</tr>
<tr>
<td>Machine operator, tools</td>
<td>$8.00</td>
</tr>
<tr>
<td>CNC machine operator</td>
<td>$7.00</td>
</tr>
<tr>
<td>Tool room/setup</td>
<td>$6.50</td>
</tr>
</tbody>
</table>

**National Job Outlook**

Employment of computerized machining technicians and CNC (computer numerical control) operators is expected to increase. Although the number of machine operators across the nation is expected to decline, companies are making more use of CNC equipment. This allows operators to run a greater number of machines at the same time and often makes setup work easier. Jobs for setters and set up operators will increase because they require higher skills and are less easily automated.
There are a wide range of jobs available in printing and publishing fields. In a two-year college program, you will gain skills in basic computer operations, typesetting and electronic publishing, and image assembly. You will learn about proofing and platemaking, reproduction of black and white photographs, color separation, offset presses and operation, finishing operations, and customer service and production management.

**What Recent Graduates Earn**

- MATC received 13 job requests for each associate degree graduate in 1995.
- Average starting wages for MATC associate degree graduates are $10.44 an hour ($21,715 annually). Experienced workers completing the associate degree program are earning $15.17 an hour ($31,554 annually).
Do you have artistic ability?

Do you have good math and communication skills?

Do you enjoy working in a team?

Are you good at planning projects and completing them?

Can you work under pressure to meet deadlines?

National Job Outlook

Nationally, employment in this field is expected to grow more slowly than average in the next decade. The demand for printed materials will continue to grow, but computerized printing presses require fewer workers. Workers who keep up with computer advances and automated production machinery will remain in high demand. The printing industry is very strong in the Milwaukee area, where more jobs are available.

Milwaukee Area Job Openings

Starting Wages in Printing and Publishing

- Graphic designer: $13.00
- Folder/cutter operator: $10.00
- Press set-up: $10.00
- Press jogger: $9.21
- Print finishing trainee: $8.00
- Bindery assistant: $7.00
√ Do you have mechanical aptitude?
√ Are you good at math?
√ Are you patient and attentive to details?
√ Do you like handling responsibility on your own?
√ Are you willing to keep learning new technologies?

Tool and Die Maker

TRAINING REQUIRED

Tool and die makers produce tools, dies, molds and other specialized metal devices that are used to form, hold, cut or shape metals in the manufacturing process. Tool and die makers need a broad knowledge of machining operations and must be familiar with the qualities of various metals they use. In a two-year college program you will learn to use basic tool room machines and to interpret engineering drawings. You will also learn to perform math computations for tool room applications and to understand computer numerical control (CNC) programming.

WHAT RECENT GRADUATES EARN

- MATC received 4 job requests for each technical diploma graduate in 1995.
- Average starting wages for MATC technical diploma graduates are $10.76 an hour ($22,381 annually).
Like machine tool operators, the overall number of workers employed as tool and die makers is expected to decline over the next decade. However, the current workforce of tool and die makers includes a large number of people over age fifty who will soon be retiring. In addition, younger workers have not been entering this trade at nearly the level of workers needed. Qualified new tool and die makers will find excellent employment opportunities, particularly in the Milwaukee area.
Trainig Required

Welders use many different types of equipment to join or cut metal. Welding involves heating, joining, and fusing metal. In a two-semester college program, you will learn to set up and operate welding equipment, read blueprints, and help maintain welding equipment for manufacturing and construction industries.

What Recent Graduates Earn

- MATC received 31 job requests for each technical diploma graduate in 1995.
- Average starting wages for MATC technical diploma graduates are $10.59 an hour ($22,027 annually). MATC graduates of the two-year associate degree program in welding technology earn starting wages of $16.55 an hour ($34,424 annually).
Do you like to work with your hands?
Do you have good hand-eye coordination?
Are able to follow directions well?
Can you concentrate on detailed work?
Do you enjoy working independently?

**NATIONAL JOB OUTLOOK**

Nationwide jobs for welders, cutters and welding machine operators are expected to decline. However, due to replacement needs these jobs are in demand in the Milwaukee area. While many welding jobs will be eliminated by automated systems, manual welders with a wide variety of skills will still be needed for maintenance, repair and other work in manufacturing.

**MILWAUKEE AREA JOB OPENINGS**

**Starting Wages in Welding**

- TIG welder: $12.00
- Welder/fabricator: $11.00
- Welder: $9.62
- Wire welder: $8.50
- Structural welder: $8.00
Surfing the Net to Learn More About Careers

http://www.adquest.com

The classified employment ads are collected from throughout the United States from 165 publications including the Milwaukee Journal Sentinel. Searches can be conducted within any selected mile radius from your zipcode or city.

http://jobnet.dwd.state.wi.us/

Wisconsin's JobNet search system contains current job opportunities that employers have listed with the Wisconsin Job Service. If you see a job that interests you, read the employer contact information at the bottom of each job page for referral instructions. Select the geographic area and occupations of interest to you, then bring up jobs and examine the qualifications, salary and employer.
Updated information on changes in job requirements, pay rates and types of Milwaukee area companies hiring workers is summarized on the University of Wisconsin-Milwaukee Employment and Training Institute web site.

http://www.uwm.edu/Dept/ETI/

The associate degree, technical diploma, and certificate programs described in this booklet are all offered at Milwaukee Area Technical College. To learn more about other programs, use the MATC web site. You can look up earnings of recent graduates, courses available online, and information about career planning and employment services for students.

http://www.milwaukee.tec.wi.us/

The Employment and Training Institute of the Division of Outreach and Continuing Education produces this quarterly publication to inform the public about the employment and education needs of low-income and unemployed workers in Wisconsin, through research and statistical surveys.

THE EMPLOYMENT AND TRAINING INSTITUTE

University of Wisconsin-Milwaukee

Survey of Job Openings in the Milwaukee Metropolitan Area: Week of May 20, 1996

The week of May 20, 1996, an estimated 29,297 full- and part-time jobs were open for immediate hire in the five-county Milwaukee metropolitan area. These job openings are the result of company expansions, labor shortages in skilled and non-skilled occupations, and increased interest in working. On average, there were 225 job openings among the 1,704,728 employed workers in the survey area due to retirements, promotions, and changes in business. Estimations of job openings are based on the quarterly survey of area employers conducted by the University of Wisconsin-Milwaukee Employment and Training Institute and Social Science Research Facility, as part of a collaborative Labor Market Study Project with local governments and schools.

Surfing the Net
PARTNERS IN THE MILWAUKEE LABOR MARKET PROJECT

Milwaukee Area Technical College
Private Industry Council of Milwaukee County
Milwaukee Public Schools
City of Milwaukee
Employment and Training Institute, University of Wisconsin-Milwaukee

with funding support from the

Milwaukee Community Outreach Partnership Center,
University of Wisconsin-Milwaukee
U.S. Department of Housing and Urban Development
Helen Bader Foundation

This report was prepared by the Employment and Training Institute, University of Wisconsin-Milwaukee, 161 W. Wisconsin Avenue, Suite 6000, Milwaukee, WI 53203. Phone (414) 227-3388. The typical hourly rates shown for full-time job openings are from surveys of Milwaukee area employers conducted twice each year by the Employment and Training Institute and Social Science Research Facility. Job descriptions, types of skills needed for occupations and national job outlooks are from the U.S. Department of Labor's Occupational Outlook Handbook, 1996-97 Edition.

Photos are courtesy of Milwaukee Area Technical College.