



TRANSPORTATION, DISTRIBUTION & LOGISTICS

A collage of images related to transportation and logistics, including a taxi, a driver holding a box, a driver in a truck, hands holding a bottle, a person cleaning a car, a computer monitor displaying "CARGO", a person in a pilot's uniform, and a warehouse interior.

CAREER SUCCESS GUIDE

Great Career Ideas • Creating Your Plan • College Resources



A MESSAGE FROM THE GOVERNOR

As I've said on many occasions, our people are Alabama's greatest strength, especially our young people, who hold the state's future in their hands. As the guardians of our state's future, students deserve every possible tool to help them—and Alabama—succeed in all areas.

To achieve this, we have created the Alabama SUCCESS Guides, which are designed to assist students in identifying resources regarding

careers, postsecondary education and financial literacy. Through our students, we are positioning our state for even greater accomplishments. They will be well-equipped for careers in Alabama's workforce which will allow them to compete—and excel—in our global economy.

This Alabama SUCCESS Guide is an excellent tool in helping our students of today become our leaders of tomorrow.

Kay Ivey, Governor of Alabama

ATTENTION PARENTS!

This guide is part of a series created to help students in Alabama learn more about high-demand careers, salaries, the steps they need to take to reach their goals, and the resources that can help them get there.

The workforce has changed since you entered it. Many of the jobs that exist today were not even created when you graduated from high

school, and the pace of change is faster than ever! However, since work skills are transferable to many jobs, by helping your student connect with what they learn in the classroom to real jobs that interest them, they will graduate better equipped for life after high school.

Thank you for talking with your child about what careers interest them – and why. You can help them by

sharing your own work experiences with your child. Ask people in your community who work in jobs that interest your child to share about their careers or let your child visit their workplace. And last, but not least, go with your child to meet with their school counselor or career coach to get them moving in the right direction. Help them prepare for their future...today.



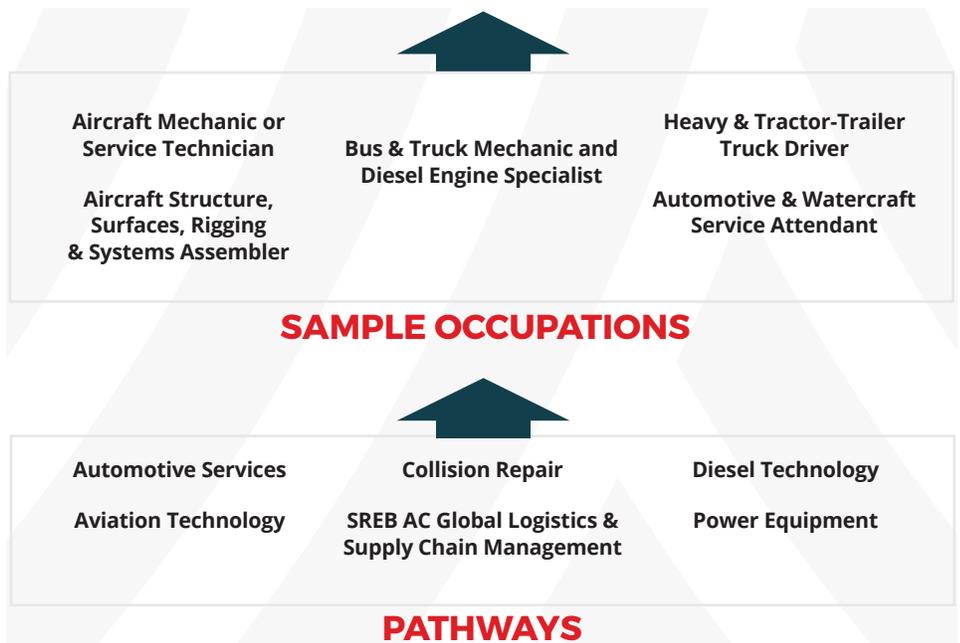
WHAT EMPLOYERS WANT

JENNIFER WHISENANT
EXECUTIVE DIRECTOR
BIRMINGHAM AUTOMOBILE DEALERS ASSOCIATION

“**AUTOMOBILE DEALERSHIP EMPLOYERS ARE LOOKING FOR PEOPLE WHO HAVE A PASSION FOR WHAT THEY DO AND FOR THOSE WHO UNDERSTAND THE IMPORTANCE OF THEIR ROLE IN ENSURING THE SAFE TRANSPORTATION OF PEOPLE AND THEIR LOVED ONES.** Automobile dealers want honest, hardworking, dedicated employees who strive to better themselves by improving their skills, always desiring to move up in the organization, all the while helping others as they learn. We look for reliable people with excellent attendance records. We also like to see participation in extracurricular activities (clubs, sports, etc.) because that shows that we have employees who are going to be team players and take responsibility for their actions.”

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THINK AGAIN

Now is the time to take a fresh look at Transportation, Distribution & Logistics careers you may not have considered before.

MYTH: Automotive Technicians only turn wrenches.

FACTS: Automobiles today are equipped with sophisticated computers that assist with keeping the vehicles' systems operating properly. A car's dashboard used to have a handful of lights to signal major diagnostic problems such as the dreaded "check engine" light. Today, technicians use complex diagnostic software to assist their knowledge in properly diagnosing repairs. Technicians are in great demand, and students that are technology and mechanically savvy can be successful technicians.

REALITY CHECK

WHAT IT COSTS TO LIVE ON YOUR OWN IN ALABAMA
 Estimated 2017-2018 monthly expenses for a 22 year-old living in Birmingham.

NOTE: Keep in mind that your paycheck will be reduced by about 30 percent to cover taxes, retirement, and insurance. What's left is known as your "take-home pay." Subtract 30 percent from the salaries shown on pages 5 and 6 to get a more accurate take-home amount.

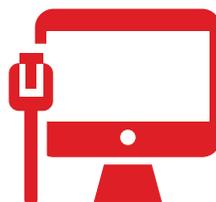
Groceries:
 \$350-\$400



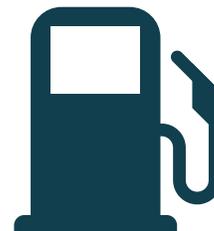
Mobile Phone:
 \$55



Cable and Internet:
 \$80



Gasoline:
 \$100
 (1,000 miles @ \$3.00 per gallon, 30 mpg)



Rent and Utilities:
 \$700-\$850
 (1 Bedroom)



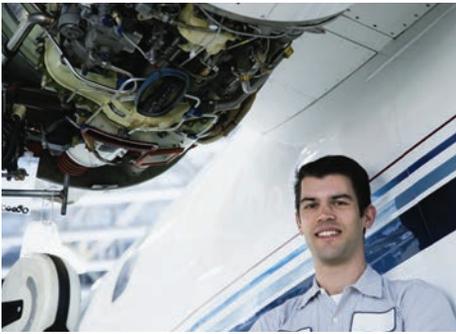
Car Payment:
 \$350-\$450
 (Used 2016)



Car Insurance:
 \$60-\$125
 (6-Month Policy)



Sources:
 RENT: rentbits.com/rb/t/rental-rates/birmingham-al
 CAR: carsdirect.com
 MOBILE PHONE: att.com, verizon.com
 GROCERIES: bestplaces.net
 CABLE AND INTERNET: birmingham.mybriighthouse.com
 CAR INSURANCE: progressive.com
 GAS: gasbuddy.com



AIRCRAFT MECHANIC OR SERVICE TECHNICIAN

Job Description: Diagnose, adjust, repair, or overhaul aircraft engines and assemblies, such as hydraulic and pneumatic systems. Includes helicopter and aircraft engine specialists.

Education: Postsecondary non-degree award and License

Salary Range: \$47,630 – \$74,488



BUS & TRUCK MECHANIC AND DIESEL ENGINE SPECIALIST

Job Description: Diagnose, adjust, repair, or overhaul buses and trucks, or maintain and repair any type of diesel engines. Includes mechanics working primarily with automobile or marine diesel engines.

Education: High school diploma or equivalent

Salary Range: \$29,244 – \$46,637

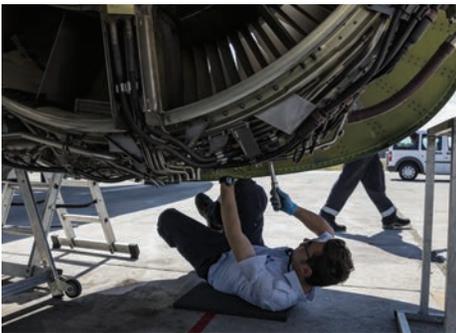


AUTOMOTIVE & WATERCRAFT SERVICE ATTENDANT

Job Description: Service automobiles, buses, trucks, boats, and other automotive or marine vehicles with fuel, lubricants, and accessories. Collect payment for services and supplies. May lubricate vehicle, change motor oil, install antifreeze, or replace lights or other accessories, such as windshield wiper blades or fan belts. May repair or replace tires.

Education: No formal educational credential

Salary Range: \$17,744 – \$26,465



AIRCRAFT STRUCTURE, SURFACES, RIGGING & SYSTEMS ASSEMBLER

Job Description: Assemble, fit, fasten, and install parts of airplanes, space vehicles, or missiles, such as tails, wings, fuselage, bulkheads, stabilizers, landing gear, rigging and control equipment, or heating and ventilating systems.

Education: High school diploma or equivalent

Salary Range: \$34,623 – 59,365



HEAVY & TRACTOR-TRAILER TRUCK DRIVER

Job Description: Drive a tractor-trailer combination or a truck with a capacity of at least 26,000 pounds Gross Vehicle Weight (GVW). May be required to unload truck. Requires commercial drivers' license (CDL).

Education: Postsecondary non-degree award and CDL

Salary Range: \$26,849 – \$48,891



AVIONIC TECHNICIAN

Job Description: Install, inspect, test, adjust, or repair avionics equipment, such as radar, radio, navigation, and missile control systems in aircraft or space vehicles.

Education: Associate's degree

Salary Range: \$47,303 – \$71,159



TAXI DRIVER & CHAUFFEUR

Job Description: Drive automobiles, vans, or limousines to transport passengers. May occasionally carry cargo. Includes hearse drivers.

Education:
No formal educational credential

Salary Range: \$17,796 – \$24,228



AUTOMOTIVE SERVICE TECHNICIAN & MECHANIC

Job Description: Diagnose, adjust, repair, or overhaul automotive vehicles.

Education:
Postsecondary non-degree award

Salary Range: \$25,331 – \$47,241



INDUSTRIAL TRUCK & TRACTOR OPERATOR

Job Description: Operate industrial trucks or tractors equipped to move materials around a warehouse, storage yard, factory, construction site, or similar location.

Education:
No formal educational credential

Salary Range: \$22,125 – \$37,538



PAINTER, TRANSPORTATION EQUIPMENT

Job Description: Operate or tend painting machines to paint surfaces of transportation equipment, such as automobiles, buses, trucks, trains, boats, and airplanes. Includes painters in auto body repair facilities.

Education:
High school diploma or equivalent

Salary Range: \$28,844 – \$47,134



COMMERCIAL PILOT

Job Description: Pilot and navigate the flight of fixed-winged aircraft on nonscheduled air carrier routes, or helicopters. Requires Commercial Pilot certificate. Includes charter pilots with similar certification, and air ambulance and air tour pilots.

Education:
High school diploma or equivalent

Salary Range: \$58,535 – \$104,432



AUTOMOTIVE BODY & RELATED REPAIRER

Job Description: Repair and refinish automotive vehicle bodies and straighten vehicle frames.

Education:
High school diploma or equivalent

Salary Range: \$28,394 – \$48,460

DANIEL HORTON EARTHMOVING EQUIPMENT TECHNICIAN

THOMPSON TRACTOR

Graduate of Shelby County High School
Columbiana, AL

I fix and repair Caterpillar heavy equipment through use of hands-on experience and mechanical engineering. It takes hard work and effort.

My career decision was made my senior year of high school and has not changed. I had no trouble following my career path. I was hired into Thompson Tractor Co. and went to South Georgia Technical College through a scholarship with Thompson Tractor. I studied

Caterpillar Dealer Business and Caterpillar machines. The everyday hands-on experience and being able to wake up and go to work doing what I love to do is the best part of my

“A student must show dependability and integrity, which holds true for any career.”

job. There is always something new to learn in the technician field as machinery gets more advanced. A student must show dependability and integrity, which holds true for any career. Always show up to work on time and be willing to work when asked. Show career ambition and a willingness to work hard, but be able to do it safely. I'd like to be a Service Manager or Corporate Recruiter for Thompson Tractor someday. I can also see myself growing into a well-experienced technician.

MIKE JOHNSON MAINTENANCE AND TRANSPORTATION SUPERVISOR

PIKE COUNTY BOARD OF EDUCATION

Graduate of Zion Chapel High School
Jack, AL

I am responsible for our schools' transportation team of thirty-six bus drivers, three bus aides, two mechanics, and an administrative assistant in the office. I also supervise a team of four maintenance workers who are responsible for maintaining and repairing our schools. I deal with a wide range of issues every day from internal personnel problems to teacher requests and complaints from parents.

“Working long hours and working well with other people helped me advance in my career.”

When I got out of high school, I was a welder, a farmer, I made latex gloves, worked on aircraft,

and worked for myself on rental apartments. I started with the school system in 1997 in the Maintenance Department. I then became a maintenance supervisor, and then a few years later became the Maintenance and Transportation Supervisor. Working long hours and working well with other people helped me advance in my career. Plus, having a lot of patience and willing to apologize when you know you are wrong is a good practice.

TODD LANIER HEAD OF X-PLANT TEAM OPERATIONS

AIRBUS AMERICAS

Graduate of Briarwood Christian School
Birmingham, AL

I manage the team which performs Reworks for an Aircraft Final Assembly Line. I work with the station managers to ensure that their activities are not interrupted by non-conformities or damages. I also liaise with contacts in Europe for feedback and support.

Airbus after graduation. Students need to be ready to learn. Never stop being curious and willing to ask questions. The worst thing you can do is walk into a job with the expectation that you already know everything.

My success at this job can be attributed to

“The worst thing you can do is walk into a job with the expectation that you already know everything.”

I changed my major several times while at Auburn and took classes at a community college. The greatest contributing factor for me getting this job was the experience I gained with internships I did during my time at Auburn. It prepared me to succeed with the experience necessary to begin my career at

my curiosity and willingness to learn. I am always asking questions and trying to grasp a better understanding of our company and processes. I also work well with others and have taken advantage of their knowledge and experiences. Being flexible in my work has also helped me be successful. Manufacturing is always different with new problems to solve each day. My daily routine is never the same because of this, and I enjoy the variety. Having to solve complex problems is also very important and exciting for me.



GARY HURST, JR.
DISTRIBUTION CENTER MANAGER

BENJAMIN MOORE & CO.

Graduate of Pell City High School
Pell City, AL

I am responsible for all Distribution Center activities, including controlling costs, monitoring product quality, customer service, cost efficiency, and continuous improvement for the distribution center. I also implement and enforce all environmental, health, and safety programs to ensure compliance and effectiveness.

I always had a desire to go to college because none of my family before me had ever graduated high school. Being a part of the yearbook staff at Pell City High School enabled me to see the benefits of structure and the importance of accountability in meeting deadlines. Playing sports taught me about teamwork, thinking ahead, and striving to continuously improve. These experiences played a big role in choosing a career. I began at Gadsden State in the fall of 1994, and after two years transferred to Birmingham-Southern where I majored in Business Administration with a concentration in Management. It took

me five years to graduate since I went to night classes while working full time during the day, something I would NEVER change. I learned so much practical real-world experience from other night students returning to get their degrees; something I may have never received if I had gone the standard day class, no job, four-year route.

The job I held at the time I graduated college was a manufacturing job, where I actually worked on the floor building conveyor systems. I was promoted to Inventory Manager, then Purchasing Manager later on.

“I always had a desire to go to college because none of my family before me had ever graduated high school.”

I eventually moved into the role of Materials Manager for a couple of different companies, before being promoted to Director of Operations in the Distribution environment. Now I hold the title of Distribution Center Manager, a similar role with a larger company. Each of these experiences built upon one another to make me a well-rounded manager that understands multiple sides of the business, not just distribution.

One of the biggest challenges of this type of job is it can become stressful due to the fast-paced environment. It is very important to remain even keel, knowing what is truly important in life, beginning with a strong foundation, and not losing sight of those relationships, and most importantly the order of those relationships. Give yourself time for relieving stress by running, working out, or some other healthy means to take care of yourself.

DEAN SMITH
AIRCRAFT MECHANIC

AIRBUS FAL

Graduate of Theodore High School
Theodore, AL

As an aircraft mechanic, I install a vast array of parts and components, troubleshoot issues, and rig/adjust to ready for flight standards.

Growing up I loved taking things apart and seeing how they worked. My father was a “shade tree mechanic” working on cars, trucks, anything with an engine in his spare time at home after he finished work. As I got older, what I wanted to do when I “grew up” went from construction to a car mechanic to an underwater welder. I wasn’t sure what I wanted to do, but I knew it would be a big decision after high school. I began talking to my school counselor about how to enroll in our local trade school programs. I loved it, and by the time I graduated high school I had completed several trade programs. I then had a sampling of what these jobs may feel like to have as my career. As I was taking these classes I was asking questions to all of my teachers and some of my family members and friends about what their thoughts on this or that career was, what was the pay

like, what were the work conditions like, and how steady the work was.

Aviation was brought to my attention, and after doing some quick research, I enrolled to begin working on my FAA Airframe and Powerplant License. This would end up being a two-year journey with summer classes included, thirty-five hours a week at night while I worked fifty or more hours during the day at a local rental company to pay for the school. Needless to say, I was a

“A willingness to tackle difficult jobs and learn from every opportunity has helped me in my career. So has making sure I see every task through to the end and not relying on others to finish them for me.”

very busy person, so it took away some of the distractions and helped me focus on what I was working toward. Once I finished, I began working my first aviation job and loved it! I have been given the opportunity to travel and work in Europe. In the future, I hope to lead or manage an aircraft maintenance team within my company and help develop others into the role they would like to be in.

A willingness to tackle difficult jobs and learn from every opportunity has helped me in my career. So has making sure I see every task through to the end and not relying on others to finish them for me. This earned me a reputation as a reliable, hard worker who will put in the long hours when needed. Be on time every day. Always keep the end goal in mind, and do your part to help get the team there.



MAKE A PLAN

SIT DOWN WITH YOUR PARENTS AND COUNSELOR AND CREATE A PLAN

Map out an Alabama Education Plan (sample below) based on your interests, strengths, and possible career goals. Your plan outlines the courses and electives you'll take in high school, plus related co-curricular organization and career preparation experiences. Your school counselor or career coach will work with you to determine the learning experiences needed for you to complete your plan, such as using distance learning or earning college credit from your local community college. Below is a sample Alabama Education Plan for you to use as a guide.

SAMPLE EDUCATION PLAN FOR THIS CAREER CLUSTER

GRADE 9	GRADE 10	GRADE 11	GRADE 12
FRESHMAN YEAR	SOPHOMORE YEAR	JUNIOR YEAR	SENIOR YEAR
English 9 Algebra I Physical Science World History *Career Preparedness *LIFE PE **Elective	English 10 Geometry Biology United States History 10 *Health/Elective **Elective **Elective	English 11 Algebra II Science Elective United States History 11 **Elective **Elective **Elective	English 12 Math Elective Science Elective US Government/Economics **Elective **Elective **Elective

*Other Required Courses

**Career & Technical Education and/or Foreign Language and/or Arts Education (3 Credits)

TRANSPORTATION, DISTRIBUTION & LOGISTICS CLUSTER COURSES

Advanced Power Equipment Technology	Collision Repair-Metal Welding and Cutting	Global Logistics Management	Painting and Refinishing II
Aircraft Engine & Propeller Theory and Operation	Diesel Brakes	Introduction to Logistics	Painting and Refinishing III
Aircraft Non-Metallic Structures	Diesel Drive Train	Logistics and Supply Management	Power Equipment Technology
Aircraft Sheet Metal Structures	Diesel Electrical and Electronic Systems I	Maintenance and Light Repair A	Recreational Power Equipment Operation
Aircraft Theory of Flight and Operation	Diesel Electrical and Electronic Systems II	Maintenance and Light Repair B	Residential and Commercial Power Equipment
Aircraft Welding	Diesel Engines I	Maintenance and Light Repair C	Safety and Health Regulations
Airframe Systems	Diesel Engines II	Maintenance and Light Repair D	Structural Analysis and Damage Repair
Automotive Service Technology A	Diesel HVAC	Master Automotive Service Technology	Transportation, Distribution, and Logistics
Automotive Service Technology B	Diesel Hydraulics	Mechanical and Electrical Components I	Two- and Four-Stroke Engines
Automotive Service Technology C	Diesel Preventative, Maintenance, and Inspection (PMI)	Mechanical and Electrical Components II	Senior Career Pathway Project-Transportation, Distribution & Logistics
Automotive Service Technology D	Diesel Suspension and Steering	Nonstructural Analysis and Damage Repair I	CTE Lab in Transportation, Distribution & Logistics
Aviation Turbine Engine Theory and Inspections	Functional Areas in Logistics	Nonstructural Analysis and Damage Repair II	
		Painting and Refinishing I	

CO-CURRICULAR

WORK-BASED LEARNING

SkillsUSA

Job Shadowing
Career Day/Fair

Internship
Field Trips

Work Experience
Guest Speakers

GETTING READY

MAPPING OUT YOUR PROGRAM

GRADE 8

- Research your career options based on your interests, talents, and goals.
- Create an Alabama Education Plan (see page 9).

GRADE 9 FRESHMAN YEAR

- Choose a career cluster.
- Do your best work in all your classes. Course selection and grades really do count when you are applying to colleges and training programs.
- Keep a folder or portfolio of your activities, awards, accomplishments, and work experience, and add to it during your high school career.

GRADE 10 SOPHOMORE YEAR

- Continue building the strongest possible academic record.
- Consider taking the ACT if you plan to apply to a two-year college or university in the future.
- Consider taking the PSAT (Preliminary SAT/National Merit Scholarship Test) if you plan to apply to a two-year college or university in the future.
- Use the information in your portfolio to create a resumé.
- Apply for summer jobs, internships, or volunteer activities related to your career cluster.

GRADE 11 JUNIOR YEAR

- Take the PSAT/NMSQT.
- Use resources available at your school (books, online tools, college fairs, etc.) to research postsecondary education options related to your career goals.
- Register to take either the ACT or the SAT I and SAT II Subject Tests. (There are testing dates every month from January through June). Registration deadlines are approximately four weeks before each testing date.
- Apply for summer jobs, internships, and volunteer activities related to your career goals.
- Use studentaid.ed.gov to determine your financial aid eligibility.

GRADE 12 SENIOR YEAR

- In the fall, apply to postsecondary programs and retake any standardized college admissions tests if you would like to improve your score.
- Beginning in October, complete college financial aid forms. Deadlines and required data differ from school to school, so read the instructions carefully.
- In the spring, choose your postsecondary program on the basis of where you have been accepted, costs, etc.
- Continue doing your best work. All schools require a final transcript before making your acceptance official.

COLLEGE PREP: GETTING ACCEPTED

The college admissions process can be stressful and a bit scary, especially if you are the first in your family to apply. Give yourself the best shot at getting into a college program that matches your goals by following these five steps:

1. MAKE THE GRADE

Your grade point average really does count, so do your best work on every assignment, pay attention in class, and participate in group discussions.

2. MAKE A LIST

Before you can apply to college, you have to figure out what you would like to study and what matters most to you (like college location, size, or religious affiliation). Use the college guides in your local library, school library, school counselor's or career coach's office to start making a list of colleges that interest you. Use online tools like collegeboard.org and accs.cc to learn more about each school and take virtual campus tours.

3. GET INVOLVED

Build teamwork and leadership skills by joining career technical student organizations, clubs, and teams at your school, volunteering for service projects, and participating in church or community activities.

4. PLAN FOR TEST

Most colleges want scores from the ACT, SAT, or SAT II tests. See what tests the schools on your list require, sign up to take them in time to include the scores on your application, and then practice the free SAT sample questions at collegeboard.org or sample ACT tests at actstudent.org.

5. BE NEAT AND COMPLETE

Before you send in a college application, double-check your spelling, make sure nothing is missing, and save a copy just in case you have to submit it again.

PAYING YOUR WAY: FINANCIAL AID

Every Alabama student can afford to go to college. It just takes a little planning. Put your college dreams within financial reach by taking these five steps:

1. CONSIDER A COMMUNITY COLLEGE

Alabama's public and private two-year colleges offer an affordable way to earn an associate's degree or complete enough credits to transfer into a four-year school as a junior. Learn more at accs.cc.

2. WEIGH YOUR OPTIONS

Attending one of Alabama's four-year public or private schools cuts travel costs and other living expenses, as compared to attending schools out of state. In addition, public schools offer reduced in-state tuition, and, if there's a college nearby, you can save even more by living at home.

3. RISE TO THE TOP

Apply to a couple of schools at which your grades and accomplishments put you near the top of the typical applicant pool.

4. DO A LITTLE DIGGING

More than one million local, national, and college-specific scholarships are available each year. Ask your school counselor or career coach for help finding printed scholarship resource guides. To find and apply for scholarships online, sign up for the free college scholarship search source achievealabama.org.

5. APPLY FOR AID

Fill out the Free Application for Federal Student Aid (FAFSA) beginning on October 1 of your Senior year. FAFSA forms and instruction booklets are available at your school counselor's office and online at studentaid.ed.gov. Some schools also require the CSS/Financial Aid Profile form (profileonline.collegeboard.org), and others have their own financial aid forms. Carefully read each college's application to know what forms you need to submit and when.

	AGRICULTURE, FOOD & NATURAL RESOURCES
	ARCHITECTURE & CONSTRUCTION
	ARTS, A/V TECHNOLOGY & COMMUNICATIONS
	BUSINESS MANAGEMENT & ADMINISTRATION
	EDUCATION & TRAINING
	FINANCE
	GOVERNMENT & PUBLIC ADMINISTRATION
	HEALTH SCIENCE
	HOSPITALITY & TOURISM
	HUMAN SERVICES
	INFORMATION TECHNOLOGY
	LAW, PUBLIC SAFETY, CORRECTIONS & SECURITY
	MANUFACTURING
	MARKETING
	STEM
	TRANSPORTATION, DISTRIBUTION & LOGISTICS

CLUSTER PATHWAYS

Automotive Services

Aviation Technology

Collision Repair

Diesel Technology

Power Equipment

SREB AC Global Logistics
and Supply Chain
Management

POST SECONDARY LEARNING

COMMUNITY COLLEGE

4-YEAR COLLEGE/UNIVERSITY

WORK-BASED LEARNING

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