

RSE Table 15

**Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers**

Occupation <sup>1</sup>	Hourly earnings <sup>2</sup>		Weekly earnings <sup>4</sup>		Annual earnings <sup>5</sup>	
	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
<b>All workers</b> .....	\$20.32	2.3%	\$801	2.1%	\$41,251	2.1%
<b>Management occupations</b> .....	40.77	3.5	1,647	3.5	85,410	3.5
General and operations managers .....	46.13	8.2	1,977	6.6	102,791	6.6
Marketing and sales managers .....	52.78	12.2	2,119	19.6	110,202	19.6
Sales managers .....	54.98	8.5	2,196	9.7	114,179	9.7
Financial managers .....	44.51	8.2	1,760	6.3	90,057	6.3
Human resources managers .....	31.20	9.6	1,242	10.3	64,572	10.3
Purchasing managers .....	48.11	23.3	1,894	24.3	98,506	24.3
Social and community service managers .....	27.54	21.3	1,077	19.1	56,010	19.1
<b>Business and financial operations occupations</b> .....	30.52	4.6	1,208	3.1	62,810	3.1
Buyers and purchasing agents .....	31.67	7.1	1,194	3.6	62,114	3.6
Human resources, training, and labor relations specialists .....	26.01	1.3	1,028	1.1	53,454	1.1
Accountants and auditors .....	31.80	3.5	1,252	3.3	65,108	3.3
Credit analysts .....	24.75	22.4	955	19.5	49,655	19.5
Financial analysts and advisors .....	47.60	30.7	1,830	28.3	95,164	28.3
Financial analysts .....	40.54	4.1	1,622	4.1	84,332	4.1
Insurance underwriters .....	34.02	11.5	1,237	9.1	64,322	9.1
Loan counselors and officers .....	34.24	24.5	1,317	20.6	68,505	20.6
Loan officers .....	34.24	24.5	1,317	20.6	68,505	20.6
<b>Computer and mathematical science occupations</b> .....	35.87	3.5	1,423	3.4	74,022	3.4
Computer software engineers .....	39.06	3.2	1,562	3.2	81,246	3.2
Computer support specialists .....	28.46	22.0	1,083	20.5	56,299	20.5
Computer systems analysts .....	32.04	11.3	1,331	8.7	69,202	8.7
Network and computer systems administrators .....	35.45	3.7	1,385	3.4	72,017	3.4
<b>Architecture and engineering occupations</b> .....	31.51	7.3	1,256	6.3	65,318	6.3
Engineers .....	36.25	8.1	1,457	5.8	75,774	5.8
Electrical and electronics engineers .....	33.99	2.8	1,360	2.8	70,696	2.8
Mechanical engineers .....	33.82	6.0	1,369	5.2	71,173	5.2
Drafters .....	25.76	5.4	1,014	6.8	52,750	6.8
Engineering technicians, except drafters .....	27.14	5.4	1,085	5.4	56,445	5.4
<b>Life, physical, and social science occupations</b> .....	26.76	7.0	1,064	6.6	55,310	6.6
<b>Community and social services occupations</b> .....	19.03	14.9	721	12.5	37,100	12.5
Counselors .....	21.78	20.9	828	16.9	42,219	16.9
Social workers .....	20.84	16.0	773	13.2	39,739	13.2

See footnotes at end of table.

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**Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued**

Occupation <sup>1</sup>	Hourly earnings <sup>2</sup>		Weekly earnings <sup>4</sup>		Annual earnings <sup>5</sup>	
	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
<b>Community and social services occupations</b> –Continued						
Mental health and substance abuse social workers .....	\$21.72	22.4%	\$803	18.6%	\$41,744	18.6%
Miscellaneous community and social service specialists .....	15.44	4.9	589	3.3	30,626	3.3
Social and human service assistants .....	13.81	6.5	536	3.6	27,849	3.6
<b>Legal occupations</b> .....	32.39	3.6	1,274	3.1	66,250	3.1
Lawyers .....	44.96	4.7	1,794	4.3	93,286	4.3
Paralegals and legal assistants .....	19.51	3.3	756	3.8	39,336	3.8
<b>Education, training, and library occupations</b> .....	19.62	13.0	706	7.1	31,062	7.1
Postsecondary teachers .....	30.79	14.8	1,077	14.5	51,483	14.5
Primary, secondary, and special education school teachers .....	23.41	16.1	818	8.1	34,164	8.1
Preschool and kindergarten teachers .....	20.58	32.6	675	16.0	31,161	16.0
Preschool teachers, except special education .....	21.09	34.3	682	16.8	31,839	16.8
Elementary and middle school teachers ....	23.77	11.6	887	12.3	34,174	12.3
Elementary school teachers, except special education .....	24.77	12.0	921	12.6	35,373	12.6
Teacher assistants .....	10.46	15.8	399	14.3	20,046	14.3
<b>Arts, design, entertainment, sports, and media occupations</b> .....	31.14	20.1	1,228	18.0	63,882	18.0
Designers .....	27.58	9.1	1,087	10.0	56,543	10.0
Graphic designers .....	21.00	5.1	808	6.9	42,014	6.9
<b>Healthcare practitioner and technical occupations</b> .....	35.77	10.5	1,368	9.6	71,004	9.6
Pharmacists .....	46.61	4.8	1,832	6.6	95,255	6.6
Registered nurses .....	29.77	9.0	1,156	8.3	60,127	8.3
Dental hygienists .....	31.99	5.0	1,024	5.9	53,273	5.9
<b>Healthcare support occupations</b> .....	13.11	6.3	488	6.1	25,357	6.1
Nursing, psychiatric, and home health aides	10.25	4.7	409	4.7	21,245	4.7
Home health aides .....	10.24	5.2	407	5.2	21,185	5.2
Nursing aides, orderlies, and attendants ....	10.00	7.6	400	7.6	20,805	7.6
Miscellaneous healthcare support occupations .....	15.27	5.5	542	5.5	28,206	5.5
Dental assistants .....	16.24	6.0	527	7.9	27,392	7.9
Medical assistants .....	15.45	15.5	572	13.9	29,737	13.9

See footnotes at end of table.

RSE Table 15

**Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued**

Occupation <sup>1</sup>	Hourly earnings <sup>2</sup>		Weekly earnings <sup>4</sup>		Annual earnings <sup>5</sup>	
	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
<b>Protective service occupations</b> .....	\$9.59	7.0%	\$379	6.6%	\$19,719	6.6%
Security guards and gaming surveillance officers .....	9.59	7.0	379	6.6	19,719	6.6
Security guards .....	9.59	7.0	379	6.6	19,719	6.6
<b>Food preparation and serving related occupations</b> .....	9.52	4.4	368	2.9	19,041	2.9
First-line supervisors/managers, food preparation and serving workers .....	17.62	6.2	787	5.1	40,934	5.1
First-line supervisors/managers of food preparation and serving workers .....	17.44	6.5	779	5.1	40,515	5.1
Cooks .....	10.75	5.6	415	5.4	21,575	5.4
Cooks, restaurant .....	11.27	3.5	430	4.4	22,342	4.4
Cooks, short order .....	9.54	2.3	380	2.3	19,771	2.3
Food preparation workers .....	9.51	2.9	369	1.4	19,207	1.4
Food service, tipped .....	5.61	4.0	206	6.5	10,519	6.5
Bartenders .....	5.87	9.5	203	3.8	10,445	3.8
Waiters and waitresses .....	5.41	10.1	199	16.7	10,100	16.7
Dining room and cafeteria attendants and bartender helpers .....	6.37	29.8	250	29.9	13,016	29.9
Fast food and counter workers .....	9.12	4.8	346	7.5	17,995	7.5
Combined food preparation and serving workers, including fast food .....	9.30	3.2	351	5.2	18,245	5.2
Counter attendants, cafeteria, food concession, and coffee shop .....	8.86	11.7	339	16.4	17,623	16.4
Dishwashers .....	8.15	3.4	319	3.0	16,614	3.0
<b>Building and grounds cleaning and maintenance occupations</b> .....	14.38	2.9	572	2.8	28,669	2.8
First-line supervisors/managers, building and grounds cleaning and maintenance workers .....	19.42	11.4	788	11.2	40,954	11.2
First-line supervisors/managers of housekeeping and janitorial workers ...	19.00	12.6	764	12.9	39,732	12.9
Building cleaning workers .....	13.81	2.7	548	2.5	27,917	2.5
Janitors and cleaners, except maids and housekeeping cleaners .....	14.13	5.4	563	5.3	28,716	5.3
Maids and housekeeping cleaners .....	9.11	10.1	354	9.0	17,432	9.0
Grounds maintenance workers .....	12.49	7.0	498	7.0	21,695	7.0
Landscaping and groundskeeping workers .....	11.72	4.8	467	4.7	20,044	4.7
<b>Personal care and service occupations</b> .....	13.93	8.3	551	9.5	28,398	9.5
Child care workers .....	11.44	8.7	443	7.3	21,970	7.3

See footnotes at end of table.

RSE Table 15

**Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued**

Occupation <sup>1</sup>	Hourly earnings <sup>2</sup>		Weekly earnings <sup>4</sup>		Annual earnings <sup>5</sup>	
	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
<b>Sales and related occupations</b> .....	\$21.86	4.1%	\$870	4.3%	\$45,038	4.3%
First-line supervisors/managers, sales workers .....	21.04	14.3	883	12.7	45,920	12.7
First-line supervisors/managers of retail sales workers .....	18.68	7.3	792	5.7	41,169	5.7
First-line supervisors/managers of non-retail sales workers .....	31.10	30.4	1,253	29.9	65,139	29.9
Retail sales workers .....	13.55	5.8	540	6.3	27,848	6.3
Cashiers, all workers .....	9.28	8.1	359	10.3	18,685	10.3
Cashiers .....	9.28	8.1	359	10.3	18,685	10.3
Counter and rental clerks and parts salespersons .....	13.27	11.1	544	11.9	27,854	11.9
Counter and rental clerks .....	11.13	2.6	457	2.9	23,060	2.9
Parts salespersons .....	15.20	16.1	621	17.8	32,272	17.8
Retail salespersons .....	16.37	12.9	658	13.9	33,841	13.9
Insurance sales agents .....	33.09	19.7	1,304	18.2	67,790	18.2
Securities, commodities, and financial services sales agents .....	52.31	20.1	2,028	17.8	105,476	17.8
Sales representatives, wholesale and manufacturing .....	33.35	13.7	1,335	13.2	69,269	13.2
Sales representatives, wholesale and manufacturing, technical and scientific products .....	35.53	33.8	1,421	33.8	73,895	33.8
Sales representatives, wholesale and manufacturing, except technical and scientific products .....	32.59	7.4	1,305	6.8	67,645	6.8
Miscellaneous sales and related workers .....	17.50	10.0	688	9.4	35,776	9.4
<b>Office and administrative support occupations</b> .....	16.20	1.9	629	1.9	32,682	1.9
First-line supervisors/managers of office and administrative support workers .....	21.23	6.8	831	8.5	43,188	8.5
Financial clerks .....	14.90	3.5	583	3.1	30,328	3.1
Bill and account collectors .....	15.29	11.2	612	11.2	31,811	11.2
Billing and posting clerks and machine operators .....	14.83	4.8	579	3.6	30,092	3.6
Bookkeeping, accounting, and auditing clerks .....	17.31	5.6	675	4.8	35,100	4.8
Tellers .....	11.68	1.5	459	1.2	23,891	1.2
Brokerage clerks .....	25.21	12.5	897	13.8	46,643	13.8
Customer service representatives .....	15.59	5.8	614	5.0	31,924	5.0
Loan interviewers and clerks .....	17.58	6.1	686	6.4	35,687	6.4
Order clerks .....	12.78	10.5	511	10.8	26,558	10.8

See footnotes at end of table.

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**Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued**

Occupation <sup>1</sup>	Hourly earnings <sup>2</sup>		Weekly earnings <sup>4</sup>		Annual earnings <sup>5</sup>	
	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
<b>Office and administrative support occupations –Continued</b>						
Receptionists and information clerks .....	\$13.12	6.8%	\$505	6.1%	\$26,271	6.1%
Dispatchers .....	18.32	9.1	752	7.4	39,126	7.4
Dispatchers, except police, fire, and ambulance .....	18.32	9.1	752	7.4	39,126	7.4
Shipping, receiving, and traffic clerks .....	12.36	13.0	489	13.5	25,407	13.5
Stock clerks and order fillers .....	12.86	4.1	505	4.6	26,279	4.6
Secretaries and administrative assistants .....	20.19	5.4	775	4.4	40,325	4.4
Executive secretaries and administrative assistants .....	23.87	9.4	908	8.3	47,208	8.3
Legal secretaries .....	24.16	7.1	923	4.3	47,987	4.3
Medical secretaries .....	15.65	7.6	590	7.7	30,705	7.7
Secretaries, except legal, medical, and executive .....	16.63	4.3	650	4.3	33,775	4.3
Insurance claims and policy processing clerks .....	18.89	7.4	721	9.5	37,506	9.5
Office clerks, general .....	15.07	5.1	579	5.6	29,943	5.6
<b>Construction and extraction occupations .....</b>	<b>21.80</b>	<b>5.8</b>	<b>869</b>	<b>5.8</b>	<b>44,478</b>	<b>5.8</b>
First-line supervisors/managers of construction trades and extraction workers .....	32.08	9.9	1,283	9.9	66,718	9.9
Carpenters .....	22.07	4.0	877	4.2	45,565	4.2
Construction laborers .....	17.97	11.2	719	11.2	34,482	11.2
Electricians .....	21.93	11.7	877	11.7	45,615	11.7
Pipelayers, plumbers, pipefitters, and steamfitters .....	20.74	12.5	822	11.5	42,768	11.5
Plumbers, pipefitters, and steamfitters .....	19.79	14.4	784	13.1	40,761	13.1
Roofers .....	20.54	9.1	799	9.0	37,977	9.0
Sheet metal workers .....	17.13	7.6	665	11.7	34,463	11.7
Helpers, construction trades .....	12.05	7.0	482	7.0	25,067	7.0
<b>Installation, maintenance, and repair occupations .....</b>	<b>20.23</b>	<b>5.7</b>	<b>808</b>	<b>5.9</b>	<b>41,991</b>	<b>5.9</b>
First-line supervisors/managers of mechanics, installers, and repairers .....	30.02	11.6	1,212	11.6	63,020	11.6
Radio and telecommunications equipment installers and repairers .....	30.20	7.2	1,208	7.2	62,812	7.2
Telecommunications equipment installers and repairers, except line installers .....	30.20	7.2	1,208	7.2	62,812	7.2

See footnotes at end of table.

RSE Table 15

**Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued**

Occupation <sup>1</sup>	Hourly earnings <sup>2</sup>		Weekly earnings <sup>4</sup>		Annual earnings <sup>5</sup>	
	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
<b>Installation, maintenance, and repair occupations –Continued</b>						
Miscellaneous electrical and electronic equipment mechanics, installers, and repairers .....	\$16.38	22.9%	\$653	23.2%	\$33,968	23.2%
Automotive technicians and repairers .....	17.84	11.6	715	11.6	37,170	11.6
Automotive body and related repairers .....	13.96	6.9	558	6.9	29,039	6.9
Automotive service technicians and mechanics .....	20.66	12.8	828	12.6	43,078	12.6
Bus and truck mechanics and diesel engine specialists .....	20.84	7.6	833	7.6	43,342	7.6
Heavy vehicle and mobile equipment service technicians and mechanics .....	18.92	16.5	790	12.6	41,079	12.6
Mobile heavy equipment mechanics, except engines .....	22.04	4.0	882	4.0	45,849	4.0
Heating, air conditioning, and refrigeration mechanics and installers .....	21.31	5.9	852	5.9	44,324	5.9
Industrial machinery installation, repair, and maintenance workers .....	19.00	10.6	763	10.9	39,346	10.9
Industrial machinery mechanics .....	20.98	12.3	860	14.0	44,742	14.0
Maintenance and repair workers, general ..	19.14	13.7	764	13.6	39,193	13.6
Line installers and repairers .....	31.70	5.2	1,268	5.2	65,937	5.2
Electrical power-line installers and repairers .....	32.76	2.7	1,310	2.7	68,143	2.7
Telecommunications line installers and repairers .....	31.01	7.1	1,241	7.1	64,509	7.1
Miscellaneous installation, maintenance, and repair workers .....	17.87	5.0	696	5.7	36,217	5.7
Helpers--installation, maintenance, and repair workers .....	15.29	11.5	612	11.5	31,808	11.5
<b>Production occupations .....</b>	14.46	3.2	571	3.4	29,638	3.4
First-line supervisors/managers of production and operating workers .....	20.54	11.3	822	11.3	42,687	11.3
Electrical, electronics, and electromechanical assemblers .....	12.97	10.9	513	11.6	26,691	11.6
Electrical and electronic equipment assemblers .....	13.84	10.0	554	10.0	28,788	10.0
Miscellaneous assemblers and fabricators .....	10.80	3.5	430	3.2	22,292	3.2
Machine tool cutting setters, operators, and tenders, metal and plastic .....	14.86	7.0	594	7.0	30,900	7.0
Machinists .....	19.80	10.3	789	10.3	41,011	10.3
Welding, soldering, and brazing workers .....	15.94	6.6	637	6.6	33,103	6.6

See footnotes at end of table.

RSE Table 15

**Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued**

Occupation <sup>1</sup>	Hourly earnings <sup>2</sup>		Weekly earnings <sup>4</sup>		Annual earnings <sup>5</sup>	
	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
<b>Production occupations –Continued</b>						
Welders, cutters, solderers, and brazers ....	\$15.94	6.6%	\$637	6.6%	\$33,103	6.6%
Printers .....	16.67	7.7	641	7.0	33,326	7.0
Printing machine operators .....	15.18	12.8	597	13.3	31,040	13.3
Sewing machine operators .....	10.55	3.3	418	3.4	21,716	3.4
Crushing, grinding, polishing, mixing, and blending workers .....	14.91	8.6	594	8.5	29,751	8.5
Mixing and blending machine setters, operators, and tenders .....	13.86	5.0	548	5.0	28,513	5.0
Cutting workers .....	15.70	1.6	628	1.6	32,664	1.6
Cutting and slicing machine setters, operators, and tenders .....	15.17	3.3	607	3.3	31,544	3.3
Inspectors, testers, sorters, samplers, and weighers .....	17.32	8.4	677	7.4	34,770	7.4
Miscellaneous production workers .....	11.06	5.9	442	5.9	23,000	5.9
Helpers--production workers .....	10.83	15.1	433	15.1	22,532	15.1
<b>Transportation and material moving occupations .....</b>						
First-line supervisors/managers of helpers, laborers, and material movers, hand .....	27.57	22.7	1,236	29.7	64,296	29.7
First-line supervisors/managers of transportation and material-moving machine and vehicle operators .....	21.51	6.0	1,009	7.5	52,444	7.5
Driver/sales workers and truck drivers .....	17.01	4.1	705	4.7	35,580	4.7
Driver/sales workers .....	20.09	12.6	846	8.0	43,997	8.0
Truck drivers, heavy and tractor-trailer .....	18.19	5.9	769	4.6	38,024	4.6
Truck drivers, light or delivery services .....	12.72	4.7	501	4.7	25,992	4.7
Dredge, excavating, and loading machine operators .....	17.57	3.1	703	3.1	36,548	3.1
Industrial truck and tractor operators .....	17.90	7.5	715	7.7	37,166	7.7
Laborers and material movers, hand .....	10.60	2.3	417	2.5	21,289	2.5
Cleaners of vehicles and equipment .....	8.77	2.8	351	5.2	18,272	5.2
Laborers and freight, stock, and material movers, hand .....	10.91	2.7	429	2.8	21,656	2.8
Packers and packagers, hand .....	10.42	7.4	408	6.6	21,195	6.6

<sup>1</sup> A classification system including about 800 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

<sup>2</sup> Earnings are the straight-time hourly wages or salaries paid to employees. They include incentive pay, cost-of-living adjustments, and hazard pay. Excluded are premium pay for overtime, vacations, and holidays; nonproduction bonuses; and tips. The mean is computed by totaling the pay of all workers and dividing by the number of workers, weighed by hours.

<sup>3</sup> The relative standard error (RSE) is the standard error expressed as a percent of the estimate. It can be used to calculate a "confidence interval" around a sample estimate. For more information about RSEs, see appendix A.

<sup>4</sup> Mean weekly earnings are the straight-time weekly wages or salaries paid to employees.

<sup>5</sup> Mean annual earnings are the straight-time annual wages or salaries paid to employees.

NOTE: Dashes indicate that data did not meet publication criteria. Overall occupational groups may include data for categories not shown separately.

SOURCE: Bureau of Labor Statistics, National Compensation Survey.