

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> .....	\$21.30	4.0%	\$843	3.9%	\$43,132	3.9%
<b>Management occupations</b> .....	39.52	7.0	1,620	5.8	84,139	5.8
General and operations managers .....	48.96	15.2	2,015	14.4	104,773	14.4
Marketing and sales managers .....	52.24	3.3	2,083	2.7	108,291	2.7
Marketing managers .....	49.48	18.0	1,992	17.0	103,572	17.0
Sales managers .....	53.82	7.1	2,133	7.3	110,934	7.3
Financial managers .....	34.44	12.2	1,399	12.0	72,725	12.0
Education administrators .....	30.36	22.4	1,263	31.2	63,187	31.2
<b>Business and financial operations occupations</b> .....	29.82	6.9	1,210	9.1	59,804	9.1
Buyers and purchasing agents .....	27.74	2.9	1,147	3.2	59,645	3.2
Purchasing agents, except wholesale, retail, and farm products .....	23.75	6.1	973	4.5	50,585	4.5
Accountants and auditors .....	29.25	9.5	1,144	8.7	59,506	8.7
Financial analysts and advisors .....	43.92	16.2	1,698	17.9	88,290	17.9
<b>Computer and mathematical science occupations</b> .....	40.13	3.8	1,632	5.2	84,879	5.2
Computer software engineers .....	48.55	2.5	2,004	2.4	104,188	2.4
Computer systems analysts .....	40.53	.5	1,662	.6	86,431	.6
<b>Architecture and engineering occupations</b> ....	31.59	8.6	1,269	8.3	65,990	8.3
Engineers .....	41.96	10.9	1,692	10.5	87,960	10.5
<b>Life, physical, and social science occupations</b>	32.91	14.7	1,317	14.7	68,461	14.7
<b>Community and social services occupations</b>	20.04	12.8	760	12.3	37,543	12.3
Social workers .....	18.53	9.5	711	9.0	36,168	9.0
<b>Education, training, and library occupations</b>	20.41	18.3	764	15.3	33,957	15.3
Primary, secondary, and special education school teachers .....	20.74	20.7	789	18.3	34,605	18.3
Preschool and kindergarten teachers .....	13.43	5.4	526	5.7	25,436	5.7
Preschool teachers, except special education .....	13.27	5.8	521	6.1	25,155	6.1
<b>Arts, design, entertainment, sports, and media occupations</b> .....	26.50	9.9	1,054	9.9	54,825	9.9
<b>Healthcare practitioner and technical occupations</b> .....	29.07	26.3	1,126	23.1	58,550	23.1

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>Healthcare support occupations</b> .....	\$14.72	4.5%	\$559	5.1%	\$29,086	5.1%
Nursing, psychiatric, and home health aides	11.95	.5	460	1.5	23,924	1.5
Miscellaneous healthcare support occupations	15.95	5.2	602	6.4	31,322	6.4
Dental assistants	19.44	4.7	696	5.2	36,205	5.2
<b>Food preparation and serving related occupations</b> .....	10.60	8.4	407	8.1	20,736	8.1
First-line supervisors/managers, food preparation and serving workers	18.77	5.7	785	8.4	40,836	8.4
First-line supervisors/managers of food preparation and serving workers	18.36	10.5	778	11.9	40,470	11.9
Cooks	12.55	2.5	494	3.4	25,696	3.4
Cooks, restaurant	13.20	3.7	510	3.6	26,524	3.6
Food service, tipped	5.76	38.3	212	40.2	10,427	40.2
Waiters and waitresses	5.60	47.6	208	48.8	10,094	48.8
Fast food and counter workers	8.67	5.6	323	3.8	16,315	3.8
Counter attendants, cafeteria, food concession, and coffee shop	8.53	5.7	317	4.1	15,978	4.1
Dishwashers	8.92	4.4	339	1.9	17,639	1.9
<b>Building and grounds cleaning and maintenance occupations</b> .....	17.32	16.5	689	16.7	33,690	16.7
Janitors and cleaners, except maids and housekeeping cleaners	12.61	11.1	478	12.3	24,859	12.3
Grounds maintenance workers	15.08	2.9	603	2.9	24,397	2.9
Landscaping and groundskeeping workers	15.08	2.9	603	2.9	24,397	2.9
<b>Personal care and service occupations</b> .....	12.04	2.6	460	2.5	22,448	2.5
Child care workers	11.20	.9	445	1.4	23,056	1.4
<b>Sales and related occupations</b> .....	20.63	6.9	827	7.0	42,862	7.0
First-line supervisors/managers, sales workers	19.25	3.6	787	3.4	40,910	3.4
First-line supervisors/managers of retail sales workers	16.38	6.6	675	6.3	35,091	6.3
Retail sales workers	13.16	6.9	521	7.9	26,903	7.9
Cashiers, all workers	10.16	2.9	386	5.0	20,073	5.0
Cashiers	10.16	2.9	386	5.0	20,073	5.0
Counter and rental clerks and parts salespersons	12.52	17.2	501	17.2	25,933	17.2
Counter and rental clerks	9.86	10.5	394	10.5	20,360	10.5
Retail salespersons	15.15	12.2	609	12.9	31,287	12.9

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**

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<b>Sales and related occupations</b> –Continued						
Insurance sales agents .....	\$27.12	7.5%	\$1,039	5.5%	\$54,036	5.5%
Sales representatives, wholesale and manufacturing .....	28.31	3.6	1,148	3.7	59,709	3.7
Sales representatives, wholesale and manufacturing, technical and scientific products .....	31.86	21.4	1,275	21.4	66,275	21.4
Sales representatives, wholesale and manufacturing, except technical and scientific products .....	27.40	3.7	1,115	4.4	57,990	4.4
Miscellaneous sales and related workers .....	30.06	7.3	1,203	7.3	62,533	7.3
<b>Office and administrative support occupations</b> .....	17.05	1.8	666	2.0	34,639	2.0
First-line supervisors/managers of office and administrative support workers .....	27.03	6.8	1,033	4.6	53,739	4.6
Financial clerks .....	15.84	3.8	616	4.6	32,006	4.6
Billing and posting clerks and machine operators .....	15.36	8.0	596	8.0	31,017	8.0
Bookkeeping, accounting, and auditing clerks .....	17.66	6.2	687	5.5	35,709	5.5
Tellers .....	13.64	1.9	530	3.1	27,563	3.1
Customer service representatives .....	16.85	7.0	656	5.6	34,127	5.6
Receptionists and information clerks .....	13.97	2.0	539	3.2	28,040	3.2
Dispatchers .....	18.75	5.6	787	7.5	40,930	7.5
Dispatchers, except police, fire, and ambulance .....	18.75	5.6	787	7.5	40,930	7.5
Shipping, receiving, and traffic clerks .....	17.05	10.5	675	10.0	35,123	10.0
Stock clerks and order fillers .....	12.34	7.4	493	7.4	25,660	7.4
Secretaries and administrative assistants .....	19.13	4.4	754	4.3	39,200	4.3
Executive secretaries and administrative assistants .....	22.36	7.2	874	6.9	45,460	6.9
Medical secretaries .....	17.40	7.5	677	8.8	35,226	8.8
Secretaries, except legal, medical, and executive .....	17.84	7.7	711	7.6	36,995	7.6
Insurance claims and policy processing clerks .....	16.92	4.2	621	4.1	32,303	4.1
Office clerks, general .....	18.14	5.1	711	4.5	36,951	4.5
<b>Construction and extraction occupations</b> .....	22.63	4.4	905	4.3	45,994	4.3
Carpenters .....	23.55	11.1	942	11.1	48,979	11.1
Construction laborers .....	22.33	9.0	893	9.0	43,745	9.0
Construction equipment operators .....	35.48	12.5	1,419	12.5	72,644	12.5

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**

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	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
<b>Construction and extraction occupations</b>						
–Continued						
Operating engineers and other construction equipment operators .....	\$35.48	12.5%	\$1,419	12.5%	\$72,644	12.5%
Electricians .....	20.26	8.0	815	7.5	42,391	7.5
<b>Installation, maintenance, and repair occupations</b> .....	21.36	3.4	855	3.4	44,201	3.4
Automotive technicians and repairers .....	21.69	13.5	868	13.5	45,120	13.5
Automotive service technicians and mechanics .....	21.87	14.0	875	14.0	45,485	14.0
Heating, air conditioning, and refrigeration mechanics and installers .....	19.09	9.2	764	9.2	39,712	9.2
Industrial machinery installation, repair, and maintenance workers .....	16.36	4.5	650	4.2	33,572	4.2
Maintenance and repair workers, general ..	16.08	6.8	643	6.8	33,154	6.8
Line installers and repairers .....	28.71	7.6	1,148	7.6	59,716	7.6
<b>Production occupations</b> .....	14.80	6.7	587	6.5	30,550	6.5
First-line supervisors/managers of production and operating workers .....	26.11	19.2	1,018	20.0	52,944	20.0
Miscellaneous assemblers and fabricators .....	13.41	9.7	529	9.2	27,514	9.2
Butchers and other meat, poultry, and fish processing workers .....	15.95	6.2	638	6.2	33,178	6.2
Forming machine setters, operators, and tenders, metal and plastic .....	14.07	17.2	563	17.2	29,267	17.2
Machine tool cutting setters, operators, and tenders, metal and plastic .....	11.09	21.6	443	21.6	23,059	21.6
Molders and molding machine setters, operators, and tenders, metal and plastic	15.36	17.0	614	17.0	31,948	17.0
Molding, coremaking, and casting machine setters, operators, and tenders, metal and plastic .....	14.51	21.1	581	21.1	30,190	21.1
Printers .....	16.62	12.6	656	12.7	34,098	12.7
Inspectors, testers, sorters, samplers, and weighers .....	13.09	12.0	524	12.0	27,236	12.0
Miscellaneous production workers .....	11.31	9.4	453	9.4	23,530	9.4
<b>Transportation and material moving occupations</b> .....	14.33	3.5	564	4.4	29,241	4.4
Driver/sales workers and truck drivers .....	15.73	5.4	632	6.1	32,846	6.1
Truck drivers, heavy and tractor-trailer .....	17.96	10.2	733	10.6	38,103	10.6
Truck drivers, light or delivery services .....	13.89	5.3	555	5.3	28,881	5.3

See footnotes at end of table.

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<b>Transportation and material moving occupations –Continued</b>						
Dredge, excavating, and loading machine operators .....	\$21.46	8.3%	\$858	8.3%	\$44,639	8.3%
Excavating and loading machine and dragline operators .....	21.46	8.3	858	8.3	44,639	8.3
Industrial truck and tractor operators .....	16.45	15.5	646	15.9	33,578	15.9
Laborers and material movers, hand .....	12.13	8.4	484	8.6	25,163	8.6
Laborers and freight, stock, and material movers, hand .....	13.15	9.8	526	9.8	27,349	9.8
Machine feeders and offbearers .....	10.74	14.5	429	14.5	22,329	14.5
Packers and packagers, hand .....	10.32	9.6	408	8.7	21,198	8.7

<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.