OCCUPATIONAL EMPLOYMENT REPORT OF ADVERTISING AND RELATED SERVICES (541800)



O.M.B. No. 1220-0042

What this report is about: This form asks for information about the occupations and wage ranges of the employees described in Item 3 below. Please complete Items 1 through 5 on this page. Next, please provide the information requested beginning on page 1 for the employees who worked during or received pay for the pay period that included the reference date in Item 3, printed directly above your establishment name. The instructions on pages ii and iii explain how to provide the information. Please see our website at *http://www.bls.gov/OES* for more information on the OES Program, including a display of national, state and metropolitan area employment and wage estimates

by occupation.

 Which of the following options describes the status of the location(s) in Item 3 as of the reference date also printed in Item 3? Operating: Go to item 2. Temporarily closed during the reference period: Report data only for employees paid for work during the reference period. If no employee worked for pay, report "0" in section 4 of this page and return the for in the reply envelope provided. Permanently out of business as of _/_/: Return the form to the address at the top. Sold or merged: Enter the new name and address below, then go to item 2. 	es rm
New Name:	 How many employees, both full and part-time, worked at this location(s) during the pay period that included the reference date printed in Item 3? Enter the number here
2 Our records show that your main products or services are related to those listed below. If they are not, please list your main products or services on the lines provided and continue with the rest of the report.	Include Do Not Include • Full or part-time paid workers • Contractors and temporary agency employees not on your payroll • Workers on paid leave • Contractors and temporary agency employees not on your payroll • Workers assigned temporarily to other units • Unpaid family workers • Incorporated firms - paid owners, officers, and staff • Unincorporated firms - proprietors, owners, and partners Do Not Include
	Yes NoEnter number of locations Please tell us who to contact if we have questions about your data. FOR OFFICE USE ONLY Title: Title:
	Phone: (

Instructions for Reporting by Occupation

Report part-time workers in the job they perform.

Report apprentices in the job for which they are being trained.

Report employees in the following ways:

- Use the description of duties along with the job titles to determine where to place employees. Do not rely on job titles alone.
- Report employees in the occupations in which they are working, not necessarily in occupations for which they have been trained. For example: An employee trained as an engineer, but working as a drafter, should be reported as a drafter.
- Report each employee only once in the occupation that requires the highest level of skill if the employee performs work in two or more occupations. If there is **no** measurable difference in skill requirements, report employees in the occupation in which they spend the most time.
- Professionals who directly supervise other workers in professional occupations should be classified in the same occupation as the workers they supervise. For example, an economist that supervises other economists is classified as an economist.

Instructions for Reporting Wage Information

For all employees:

- Please use the hourly and annual wage rate categories to report employees. If wages are not recorded by hour or year (bi-weekly, or monthly for example), convert them into an hourly wage rate.
- For part-time workers, please report the specific hourly wage rate, not an average.
- · For tip, commission, and piece-rate workers, please estimate the earnings (base pay plus tips, commissions, or piece rates), and report the appropriate wage.
- · For salaried workers who do not work a standard 2080 hours per year (40 hours per week), please report wages on an hourly basis. For workers who are paid an annual salary by contract, such as Airline Pilots, report their annual salary.

Attendance Bonus

Exclude as pay

Back Pay

Draw

Include and/or exclude from pay as follows:

Include as pay

Base Rate

- Commissions
- Tips
- Deadheading Pay
- Guaranteed Pay
- Hazard Pay
- Incentive Pav
- Longevity Pay
- On-call Pay
- Piece Rate
- Portal-to-Portal Rate
- Production Bonus
- Cost-of-Living Allowance

- Severance Pay
 - Shift Differential
 - Stock Bonuses
 - Tool Allowance
 - Vacation Pay
- Weekend Pay
- Uniform Allowance

- Perquisites
 - Profit Sharing Payment
 - Relocation Allowance
 - Tuition Repayments

The Bureau of Labor Statistics, its employees, agents, and partner statistical agencies, will use the information you provide for statistical purposes only and will hold the information in confidence to the full extent permitted by law. In accordance with the Confidential Information Protection and Statistical Efficiency Act of 2002 (Title 5 of Public Law 107-347) and other applicable Federal laws, your responses will not be disclosed in identifiable form without your informed consent. This report is authorized by law, 29 U.S.C. §2. Your voluntary cooperation is needed to make the results of this report comprehensive, accurate, and timely.

*We estimate that it will vary from 30 minutes to 6 hours to complete this report, depending on such factors as the size of the establishment. This includes time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing this information. If you have any comments regarding these estimates or any other aspects of this report, including suggestions for reducing this burden, send them to the U.S. Bureau of Labor Statistics, Division of Occupational Employment Statistics (1220-0042), 2 Massachusetts Avenue NE, Suite 2135, Washington, DC 20212. Please do not return your guestionnaire to this address. Use the enclosed preaddressed envelope or the address provided at the top of the first page to return your completed guestionnaire. You do not have to complete this questionnaire if it does not display a currently valid OMB control number.

- Holiday Premium Pay • Jury Duty Pay
 - Lodging Payments
 - Meal Payments
 - Merchandise Discounts
 - Nonproduction Bonus (e.g., Holiday Bonus)
 - Overtime Pay

Instructions for Completing the Report

On the following pages you will find the Occupational Employment Report. Please refer to the example below and the guidelines on page ii for instructions on how to complete the form. If you have employees whose occupations are not found in the list provided, please use the supplemental pages at the end of this report. Please write each unique occupational title on a separate line along with a short description of duties, the number of employees in each wage category, and the total employment for each occupation.

	OCCUPATIONAL TITL DESCRIPTION OF DU				(1					IN SELE			NGES URLY RA	TE)		
	DESCRIPTION OF DE	TIL5	Α	В	С	D	Ε	F	G	н	I	J	K	L	Т	
		Hourly (part- time or full-time)		\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24	\$63.25 - 79.99	\$80.00 and over	TOTAL	
		Annual Salary (full-time only)			\$19,760 - 24,959		\$31,720 - 40,039	\$40,040 - 50,959	\$50,960 - 64,479	\$64,480 - 81,639		\$103,480 - 131,559	\$131,560 - 166,399	\$166,400 and over	EMPLOYMENT	
	Accountants and Auditors - Exam and interpret ccounting records for giving advice or preparing statemen	the purpose of				1	~	3							6	
1 For each occupation liste definition to determine wh found in your establishme	nich occupations are	the nu For ex One is per ye three worke worke \$12/hi	imber o cample s part-ti ear; and earn \$4 r by div d; 20 h r. Write	of work , there ime, we d five a 46,000 viding t irs x 52 e "1" in	ers in f are six orking tre full- . Calc the anr 2 week to colum	this oc Accord 20 hou time: tw ulate a nual wa s = 104 nn D. F	cupatic untants irs a we wo earr n hourl age by 40 hrs/y	on, bas in you eek, ar s \$32,0 y wag y wag the nu yr, \$12 full-tim	ed on t ar estal nd earr 000 pe e for th mber o 2480/10 ne work	tent, wr their wa blishme hs \$12,4 r year, a le part-t of hours 040 hrs kers, us column	ages. ent. 480 and time = se	3	occupa Emplo	ation an	d write the figu olumn, making	workers in this ure in the Total g sure the total agrees

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES					-	-	-	-		TED WA g to an l	-		_	
		Α	В	С	D	Е	F	G	н	I	J	к	L	т
	Hourly (part-	under	\$7.50 -	\$9.50 -	\$12.00 -	\$15.25 -	\$19.25 -	\$24.50 -	\$31.00 -	\$39.25 -	\$49.75 -	\$63.25 -	\$80.00	
	time or full-time)		9.49	11.99	15.24	19.24	24.49	30.99	39.24	49.74	63.24		and over	
	Annual Salary	under	\$15,600 -	\$19,760 -	\$24,960 -	\$31,720	\$40,040	\$50,960 -	\$64,480	\$81,640 -	\$103,480	\$131,560	\$166,400	Employment
	(full-time only)	\$15,600											and over	

Management Occupations

(Managers in this section generally have other managers/supervisors reporting to them.)

Chief Executives -	Α	В	С	D	Е	F	G	Н	I	J	К	L	Т
Determine and formulate policies and provide the overall direction of													
companies or private and public sector organizations within the													
guidelines set up by a board of directors or similar governing body.													
11-1011													
			-	_			-		_	-		-	_
General and Operations Managers -	A	В	C	D	E	F	G	Н		J	K	L	Т
Plan, direct, or coordinate the operations of companies or public and													
private sector organizations. Duties include formulating policies,													
managing daily operations, and planning the use of materials and human													
resources, but are too diverse in nature to be classified in any one													
functional area of management or administration.													
11-1021													
Advertising and Promotions Managers -	Α	В	С	D	E	F	G						
		5	C	U	L	•	9	н		J	K	L	т
(Media Director) Plan and direct advertising policies and programs or			C	U	-	•	9	п	I	J	К	L	Т
produce collateral materials, such as posters, contests, coupons, or give-			U	U	-		0	п	I	J	К	L	Т
produce collateral materials, such as posters, contests, coupons, or give- aways, to create extra interest in the purchase of a product or service for			C	0	E		0	п		J	К	L	т
produce collateral materials, such as posters, contests, coupons, or give-			0	U	L		0	п		J	К	L	<u> </u>
produce collateral materials, such as posters, contests, coupons, or give- aways, to create extra interest in the purchase of a product or service for			0	U	L		0	Π	-	J	К	L	т
produce collateral materials, such as posters, contests, coupons, or give- aways, to create extra interest in the purchase of a product or service for			0	0	L		0	Π		J	К	L	т
produce collateral materials, such as posters, contests, coupons, or give- aways, to create extra interest in the purchase of a product or service for a department, an entire organization, or on an account basis.	-	U	0	0	-			Π	I	J	К	L	Т
produce collateral materials, such as posters, contests, coupons, or give- aways, to create extra interest in the purchase of a product or service for a department, an entire organization, or on an account basis.	Α	В	C	D	E	F	G	Н	1	J	ĸ	L	T
produce collateral materials, such as posters, contests, coupons, or give- aways, to create extra interest in the purchase of a product or service for a department, an entire organization, or on an account basis.	A					F			1	J		L	T
produce collateral materials, such as posters, contests, coupons, or give- aways, to create extra interest in the purchase of a product or service for a department, an entire organization, or on an account basis. 11-2011 Marketing Managers - Determine the demand for products and services offered by a firm and its competitors and identify potential customers. Develop pricing strategies	A					F			1	J		L	T
produce collateral materials, such as posters, contests, coupons, or give- aways, to create extra interest in the purchase of a product or service for a department, an entire organization, or on an account basis. 11-2011 Marketing Managers - Determine the demand for products and services offered by a firm and its	A					F			1	J		L	T
produce collateral materials, such as posters, contests, coupons, or give- aways, to create extra interest in the purchase of a product or service for a department, an entire organization, or on an account basis. 11-2011 Marketing Managers - Determine the demand for products and services offered by a firm and its competitors and identify potential customers. Develop pricing strategies	A					F			1	J		L	T

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES					-	-	-	-			GE RAI Hourly F			
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	Н	I	J	К	L	Т
	Hourly (part-	under	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 -	\$49.75 - 63.24	\$63.25 - 79.99	\$80.00 and over	Tatal
	time or full-time) Annual Salary	\$7.50 under	9.49 \$15,600 -	\$19,760 -	15.24 \$24,960 -	19.24 \$31,720 -	24.49 \$40,040 -	30.99 \$50,960 -		49.74 \$81,640 -			\$166,400	Total Employment
	(full-time only)	\$15,600	19,759	24,959	31,719	40,039	50,959	64,479	81,639	· · ·	· · · ·	- 166,399		
Sales Managers -		А	В	С	D	Е	F	G	Н		J	К	L	Т
(Customer Service Manager) Direct the distribution o service to the customer by establishing sales territories, goals. Analyze sales statistics gathered by staff to deter potential and inventory requirements and monitor the pr customers.	quotas, and mine sales													
Public Relations Managers -		А	В	С	D	Е	F	G	Н	I	J	К	L	Т
Plan and direct public relations programs designed to cr maintain a favorable public image for employer or client fundraising, plan and direct activities to solicit and maint special projects and nonprofit organizations.	; or if engaged in													
Administrative Services Managers -		Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
(Facilities Manager) Plan, direct, or coordinate support an organization, such as recordkeeping, mail distribution operator/receptionist, and other office support services.														
Computer and Information Systems Managers -		Α	В	С	D	Е	F	G	Н	I	J	К	L	Т
Plan, direct, or coordinate activities in such fields as eleprocessing, information systems, systems analysis, and programming.														
Financial Managers -		Α	В	С	D	Е	F	G	Н	I	J	К	L	т
(Controller) Plan, direct, and coordinate accounting, ir insurance, securities, and other financial activities of a b department of an establishment.														

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES											AGE RA Hourly I			
		Α	В	С	D	Е	F	G	н	I	J	к	L	Т
	Hourly (part- time or full-time)	under \$7.50	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24		\$80.00 and over	Total
	Annual Salary (full-time only)	under \$15,600			\$24,960 - 31,719						\$103,480 - 131,559			Employment
Compensation and Benefits Managers -		А	В	С	D	Е	F	G	Н	I	J	к	L	Т
Plan, direct, or coordinate compensation and benefits ac of an organization. Include job analysis and position des managers.	cription													
	11-3041													

Business and Financial Operations Occupations

		-		-			-	-	-				_
Purchasing Agents, Except Wholesale, Retail, and Farm Products -	Α	В	С	D	E	F	G	Н		J	K	L	Т
Purchase machinery, equipment, tools, parts, supplies, or services													
necessary for the operation of an establishment. Purchase raw or semi-													
finished materials for manufacturing. Include contract specialists, field													
contractors, purchasers, price analysts, tooling coordinators, and media													
buyers.													
13-1023													
Ormana dian Denefite and lab Analysis Oregisti (_	_					14		
Compensation, Benefits, and Job Analysis Specialists -	A	В	С	D	E	F	G	Н		J	K	L	
Conduct programs of compensation and benefits and job analysis for													
employer.													
13-1072													
				1			1	1	1				_
Training and Development Specialists -	Α	В	С	D	E	F	G	н	I	J	K	L	<u> </u>
Conduct training and development programs for employees.													
13-1073													
Management Analysts -	Α	В	С	D	E	F	G	н	I	J	K	L	Т
Conduct organizational studies and evaluations, design systems and													
procedures, conduct work simplifications and measurement studies, and													
prepare operations and procedures manuals.													
13-1111													

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES									SELEC ⁻ ccording					
		Α	В	С	D	E	F	G	н	Ι	J	к	L	Т
	Hourly (part- time or full-time)	under \$7.50	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24		\$80.00 and over	Total
	Annual Salary (full-time only)	under \$15,600			\$24,960 - 31,719				\$64,480 - 81,639	· · · · ·			\$166,400 and over	Employment
Accountants and Auditors -		Α	В	С	D	E	F	G	Н	I	J	к	L	Т
Examine, analyze, and interpret accounting records for t giving advice or preparing statements. Install or advise o recording costs or other financial and budgetary data.														
	13-2011													

Computer and Mathematical Occupations

Computer Programmers -	Α	В	С	D	Е	F	G	Н	I	J	К	L	Т
Convert project specifications and statements of problems and													
procedures to detailed logical flow charts for coding into computer													
language. Develop and write computer programs to store, locate, and retrieve specific documents, data, and information. May program web													
sites.													
15-1021													
Computer Support Specialists -	Α	В	С	D	E	F	G	н	I	J	к	L	Т
Provide technical assistance to computer system users. Answer questions or resolve computer problems for clients.													
15-1041													
Computer Systems Analysts -	A	В	С	D	E	F	G	Н	I	J	K	L	Т
Analyze data processing problems for application to electronic data													
processing systems. Analyze user requirements, procedures, and problems to automate or improve existing systems and review computer													
system capabilities, workflow, and scheduling limitations.													
15-1051	-												
15-1051													
Database Administrators -	Α	В	С	D	Е	F	G	Н	I	J	к	L	Т
Coordinate changes to computer databases, test and implement the													
database applying knowledge of database management systems.													

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES											GE RAN Hourly F			
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	н	I	J	К	L	Т
	Hourly (part- time or full-time)	under \$7.50	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24	\$63.25 - 79.99	\$80.00 and over	Total
	Annual Salary (full-time only)	under \$15,600			\$24,960 - 31,719						\$103,480 - 131,559			
Network and Computer Systems Administrators -		А	В	С	D	E	F	G	н	I	J	К	L	т
(LAN/WAN Administrator) Install, configure, and support organization's local area network (LAN), wide area network Internet system or a segment of a network system. Maint network hardware and software to ensure network availar system users.	ork (WAN), and ain and monitor													
Network Systems and Data Communications Analyst	s -	А	В	С	D	Е	F	G	н		J	К	L	Т
Analyze, design, and evaluate network systems, such as networks (LAN), wide area networks (WAN), and Internet network modeling, analysis, and planning. Research and network and data communications hardware and softwar telecommunications specialists who deal with the interfac and communications equipment.	local area t. Perform recommend e. Include												_	

Life, Physical, and Social Science Occupations

Market Research Analysts -	Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
Research market conditions in local, regional, or national areas to													
determine potential sales of a product or service.													
19-3021													

Arts, Design, Entertainment, Sports, and Media Occupations

Art Directors -	Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
Formulate design concepts and presentation approaches, and direct													
workers engaged in art work, layout design, and copy writing for visual													
communications media, such as magazines, books, newspapers, and													
packaging.													
27-1011													

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES					-	-	-	-			GE RAI Hourly F			
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
	Hourly (part-	under \$7.50	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24	\$63.25 - 79.99	\$80.00 and over	Total
	time or full-time) Annual Salary	under	9.49 \$15,600 -	\$19,760 -	\$24,960 -		\$40,040 -	\$50,960 -			\$103,480			Employment
	(full-time only)	\$15,600	19,759	24,959	31,719	40,039	50,959	64,479	81,639	103,479		- 166,399		
Multi-Media Artists and Animators -		Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
Create special effects, animation, or other visual images video, computers, or other electronic tools and media for or creations, such as computer games, movies, music vi commercials.	use in products													
Graphic Designers -		Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
Design or create graphics to meet a client's specific com promotional needs, such as packaging, displays, or logo														
Producers and Directors -		Α	В	С	D	Е	F	G	н	1	J	К	L	т
Produce or direct stage, television, radio, video, or motic productions for entertainment, information, or instruction creative decisions, such as interpretation of script, choice design, sound, special effects, and choreography.	. Responsible for													
	27-2012		-				-		-	-				
Public Relations Specialists - (Publicist) Engage in promoting or creating good will for	or individuale	Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
(Publicist) Engage in promoting of creating good will to groups, or organizations by writing or selecting favorable material and releasing it through various communication prepare and arrange displays, and make speeches.	publicity													
Editors -		Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
Perform variety of editorial duties, such as laying out, inc revising content of written materials, in preparation for fir														

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES				l			MPLOYI me Wor							
		Α	В	С	D	E	F	G	н	I	J	к	L	Т
	Hourly (part- time or full-time)	under \$7.50	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24	\$63.25 - 79.99	\$80.00 and over	Total
	Annual Salary (full-time only)	under \$15,600		\$19,760 - 24,959			\$40,040 - 50,959						\$166,400 and over	Employment
Technical Writers -		Α	В	С	D	E	F	G	Н	I	J	к	L	Т
Write technical materials, such as equipment manuals, a operating and maintenance instructions. May assist in la														
	27-3042													
Writers and Authors -		Α	В	С	D	Е	F	G	Н	I	J	К	L	Т
Originate and prepare written material, such as scripts, s advertisements, and other material.	stories,													
	27-3043													

Building and Grounds Cleaning and Maintenance Occupations

Janitors and Cleaners, Except Maids and Housekeeping Cleaners -	Α	В	С	D	E	F	G	Н	I	J	K	L	Т
Keep buildings in clean and orderly condition. Perform heavy cleaning													
duties, such as cleaning floors, shampooing rugs, washing walls and													
glass, and removing rubbish. Duties may include tending furnace and													
boiler.													
37-2011													

Sales and Related Occupations

First-Line Supervisors/Managers of Non-Retail Sales Workers -	Α	В	С	D	Е	F	G	Н	I	J	К	L	Т
Directly supervise and coordinate activities of sales workers other than													
retail sales workers. May perform duties, such as budgeting and													
personnel work. These workers have other employees reporting directly													
to them.													
41-1012													
				-	_	_					14		Ŧ
Advertising Sales Agents -	A	В	C	D	E	F	G	н	l	J	ĸ	L	
Sell or solicit advertising, including graphic art, advertising space in													
publications, custom made signs, or TV and radio advertising time.													

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES				I	NUMBE (Repor				SELEC [.] cordine					
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	н	I	J	K	L	Т
	Hourly (part- time or full-time)	under \$7.50	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24	\$63.25 - 79.99	\$80.00 and over	Total
	Annual Salary (full-time only)	under \$15,600	\$15,600 - 19,759	\$19,760 - 24,959	\$24,960 - 31,719		\$40,040 - 50,959	\$50,960 - 64,479					\$166,400 and over	Employment
Sales Representatives, Wholesale and Manufacturing Technical and Scientific Products -	g, Except	А	В	с	D	E	F	G	н	I	J	к	L	т
Sell goods for wholesalers or manufacturers to business individuals. Work requires substantial knowledge of item														
	41-4012													
Demonstrators and Product Promoters -		А	В	С	D	Е	F	G	н	1	J	К	1	т
Demonstrate merchandise and answer questions for the creating public interest in buying the product. May sell demerchandise.	emonstrated			0	0	-		J				ĸ	L	
	41-9011													
Telemarketers - Solicit orders for goods or services over the telephone.	41-9041	Α	В	С	D	E	F	G	н	I	J	К	L	Т

Office and Administrative Support Occupations

First-Line Supervisors/Managers of Office and Administrative Support Workers -	А	В	с	D	Е	F	G	н	I	J	к	L	т
Supervise and coordinate the activities of clerical and administrative support workers. These workers have other employees reporting directly to them.													
43-1011													
Switchboard Operators, Including Answering Service -	Α	В	С	D	Е	F	G	н	I	J	К	L	Т
Operate telephone business systems equipment or switchboards to relay incoming, outgoing, and interoffice calls.	,												
43-2011													
Billing and Posting Clerks and Machine Operators -	Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
Compile, compute, and record billing, accounting, statistical, and other numerical data for billing purposes. Prepare billing invoices for services rendered or for delivery or shipment of goods.													
43-3021													

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES			_		-	-	MPLOY me Wor	-			-			
		Α	В	С	D	E	F	G	н	I	J	к	L	т
	Hourly (part-	under	\$7.50 -	\$9.50 -	\$12.00 -	\$15.25 -	\$19.25 -	\$24.50 -	\$31.00 -	\$39.25 -	\$49.75 -	\$63.25 -	\$80.00	
	time or full-time)	\$7.50	9.49	11.99	15.24	19.24	24.49	30.99	39.24	49.74	63.24	79.99	and over	Total
	Annual Salary	under	\$15,600 -	\$19,760 -	\$24,960 -		\$40,040 -		\$64,480 -	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		\$131,560	. ,	Employment
	(full-time only)	\$15,600	19,759	24,959	31,719	40,039	50,959	64,479	81,639	103,479	- 131,559	- 166,399	and over	
Bookkeeping, Accounting, and Auditing Clerks -		Α	В	С	D	E	F	G	н	I	J	К	L	Т
Compute, classify, and record numerical data to keep fina complete. Perform any combination of routine calculating verifying duties to obtain primary financial data for use in accounting records.	, posting, and													
			1	1						1	1			_
Customer Service Representatives - Interact with customers to provide information in response about products and services and to handle and resolve co Exclude individuals whose duties are primarily sales or re	omplaints.	A	B	С	D	E	F	G	H	I	J	K	L	т
Receptionists and Information Clerks -		Α	В	С	D	Е	F	G	н		J	к	L	Т
Answer inquiries and obtain information for general public visitors, and other interested parties. Provide information activities conducted at establishment; location of department and employees within organization.	regarding													
Production, Planning, and Expediting Clerks -		Α	В	С	D	Е	F	G	Н	1	J	К	L	Т
(Assignment Agent) Coordinate and expedite the flow materials within or between departments of an establishin to production schedule. Duties include reviewing and dist production, work, and shipment schedules; and compiling progress of work, inventory levels, costs, and production	nent according ributing g reports on			J	5							X	-	

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES							me Wor				GE RAI			
		Α	В	С	D	E	F	G	н	I	J	к	L	Т
	Hourly (part-	under	\$7.50 -	\$9.50 -	\$12.00 -	\$15.25 -	\$19.25 -	\$24.50 -	\$31.00 -	\$39.25 -	\$49.75 -	\$63.25 -	\$80.00	Tatal
	time or full-time) Annual Salary	\$7.50	9.49	11.99	15.24	19.24	24.49	30.99	39.24	49.74	63.24	79.99	and over	Total Employment
	(full-time only)	under \$15,600	\$15,600 - 19,759	\$19,760 - 24,959	\$24,960 - 31,719	\$31,720 - 40,039	\$40,040 - 50,959	\$50,960 - 64,479	\$64,480 - 81,639	\$81,640 - 103.479		\$131,560 - 166,399		Employment
		••••		,	,	,	,	,		,	,	,		
Shipping, Receiving, and Traffic Clerks - Verify and keep records on incoming and outgoing shipn items for shipment. Duties include assembling, addressin and shipping merchandise or material; receiving, unpack and recording incoming merchandise or material; and ar transportation of products.	ng, stamping, ting, verifying	A	В	С	D	E	F	G	Н	1	J	К	L	Т
	43-5071													
Stock Clerks and Order Fillers -		А	В	С	D	Е	F	G	Н			К		т
(Tool-Crib Attendant) Receive, store, and issue sales merchandise, materials, equipment, and other items from warehouse, or storage yard to fill shelves, racks, tables, orders.	n stockroom,						-							
Executive Secretaries and Administrative Assistants	; -	Α	В	С	D	E	F	G	Н	I	J	к	L	Т
Provide administrative support by performing clerical and tasks. Higher-level executive assistants and administrati may also conduct independent projects and assume gre responsibilities.	ve assistants													
														
Secretaries, Except Legal, Medical, and Executive -		Α	В	С	D	Е	F	G	Н	I	J	К	L	Т
Perform clerical and routine administrative functions suc correspondence, scheduling appointments, filing, or provinformation.	• • •													
Data Entry Keyers -		А	В	С	D	Е	F	G	н		J	К	L	т
Operate data entry device, such as keyboard or photo co perforator.	omposing 43-9021	^		0	0			0			0		L	

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES								EES IN kers Ac						
		Α	В	С	D	Е	F	G	н	I	J	к	L	т
	Hourly (part- time or full-time)	under \$7.50	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24	\$63.25 - 79.99	\$80.00 and over	Total
	Annual Salary (full-time only)	under \$15,600	\$15,600 - 19,759	· · · ·	\$24,960 - 31,719	\$31,720 - 40,039	\$40,040 - 50,959	\$50,960 - 64,479					\$166,400 and over	Employment
	(full-time only)	ψ10,000	10,700	24,000	01,710	40,000	00,000	04,475	01,000	100,475	101,000	100,000		
Mail Clerks and Mail Machine Operators, Except Post		Α	В	C	D	E	F	G	Н	Ι	J	K	L	Т
Prepare incoming and outgoing mail for distribution. Use handling machines to time stamp, open, read, sort, and r mail; and address, stamp, fold, stuff, seal, and affix posta mail or packages.	oute incoming													
	43-9051													
Office Clerks, General -		•	В	С	D	F	F	G	Н	•		V		т
Perform duties too varied and diverse to be classified in a office clerical occupation, requiring limited knowledge of management systems and procedures. Clerical duties main accordance with the office procedures of individual est	office ay be assigned	A	B		U	E	F	6	п		J	ĸ	L	
Proofreaders and Copy Markers -		А	В	С	D	E	F	G	н		J	К	1	т
Read transcript or proof type setup to detect and mark fo grammatical, typographical, or compositional errors. Excl whose primary duty is editing copy.													_	

Installation, Maintenance, and Repair Occupations

Maintenance and Repair Workers, General -	Α	В	С	D	E	F	G	Н	I	J	K	L	Т
Perform work involving the skills of two or more maintenance or craft													
occupations to keep machines, mechanical equipment, or the structure													
of an establishment in repair.													
49-9042													

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES				l							AGE RAI Hourly I			
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	н	I	J	К	L	Т
	Hourly (part- time or full-time)	under \$7.50	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24	\$63.25 - 79.99	\$80.00 and over	Total
	Annual Salary (full-time only)	under \$15,600	· · · ·	\$19,760 - 24,959	\$24,960 - 31,719	\$31,720 - 40,039		\$50,960 - 64,479			\$103,480 - 131,559		\$166,400 and over	Employme
roduction Occupations														
irst-Line Supervisors/Managers of Production and Vorkers -	Operating	Α	В	С	D	Е	F	G	н	I	J	к	L	т
Supervise and coordinate the activities of production an vorkers, such as inspectors, precision workers, machin operators, assemblers, fabricators, and plant and system These workers have other employees reporting directly	e setters and m operators.													
	51-1011													
Job Printers - Set type according to copy; operate press to print job or proof for errors and clarity of impression, and correct im printers are often found in small establishments where v several job skills.	perfections. Job	A	В	С	D	E	F	G	H	I	J	К	L	Т
Prepress Technicians and Workers -		А	В	С	D	Е	F	G	н		J	к	L	Т
Set up and prepare material for printing presses. Includ unctions, such as compositing, typesetting, layout, pas operating, scanning, film stripping, and photoengraving.								-						

51-5022													
Printing Machine Operators - Set up or operate various types of printing machines, such as offset, letterset, intaglio, or gravure presses or screen printers to produce print	Α	В	С	D	E	F	G	Н	I	J	К	L	Т
on paper or other materials. 51-5023													

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES					-	-	-	-		TED WA g to an I	-			
		Α	В	С	D	E	F	G	н	I.	J	к	L	т
	Hourly (part-	under	\$7.50 -	\$9.50 -	\$12.00 -	\$15.25 -	\$19.25 -	\$24.50 -	\$31.00 -	\$39.25 -	\$49.75 -	\$63.25 -	\$80.00	
	time or full-time)		9.49	11.99	15.24	19.24	24.49	30.99	39.24	49.74	63.24		and over	
	Annual Salary	under	\$15,600 -	\$19,760 -	\$24,960 -	\$31,720 -	\$40,040 -	\$50,960 -	\$64,480 -	\$81,640 -	\$103,480	\$131,560	\$166,400	Employment
	(full-time only)	\$15,600		24,959			50,959	64,479	81,639	103,479	- 131,559	- 166,399	and over	

Transportation and Material Moving Occupations

Truck Drivers, Light or Delivery Services -	Α	В	С	D	Е	F	G	Н	I	J	К	L	Т
Drive a truck or van with a capacity of under 26,000 GVW, primarily to													
deliver or pick up merchandise or to deliver packages within a specified													
area.													
53-3033													
		1	1	1	1			1			1	1	
Laborers and Freight, Stock, and Material Movers, Hand -		В	C	D	E	F	G	Н	I	J	K	L	Т
Manually move freight, stock, or other materials or perform other													
unskilled general labor. Include all unskilled manual laborers not													
elsewhere classified.													
53-7062													
												1	
													Т
									Subto	otal			
									Empl	oymen	ht		
									Linbi	o y mon			

Report additional occupations on supplemental pages at the end of form.

Report additional occupations on supplemental pages at the end of form.

Instructions for Completing the Supplemental Page

Please use these supplemental pages to report employees whose occupations were not found on the preceding pages. Please write in each unique occupational title, a short description of duties, the number of employees found in each wage column, and the total employment for each occupation. Refer to pages ii and iii for detailed instructions on how to report by occupation, how to determine wages, and how to complete the report.

OCCUPATIONAL TITLE AND		NUMBER OF EMPLOYEES IN SELECTED WAGE RANGES (Report Part-time Workers According to an Hourly Rate)												
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	н	I	J	К	L	Т
	Hourly (part-	under	\$7.50 -	\$9.50 -	\$12.00 -	\$15.25 -	\$19.25 -	\$24.50 -	\$31.00 -	\$39.25 -	\$49.75 -	\$63.25 -	\$80.00	
	time or full-time)	\$7.50	9.49	11.99	15.24	19.24	24.49	30.99	39.24	49.74	63.24	79.99	and over	Total
	Annual Salary (full-time only)	under \$15,600	\$15,600 - 19,759	\$19,760 - 24,959	\$24,960 - 31,719	\$31,720 - 40,039	\$40,040 - 50,959	\$50,960 - 64,479	\$64,480 - 81,639	\$81,640 - 103,479	\$103,480 - 131,559	\$131,560 - 166 399		Employment
	(iuii-time only)	\$13,000	19,759	24,939	31,719	40,039	30,939	04,479	01,039	103,479	- 131,339	- 100,399	and over	
		Α	В	С	D	E	F	G	Η	I	J	K	L	Т
			P		D	-	-	6		1		K		т
		Α	В	С	U	E	F	G	Н	1	J	К	L	I
		Α	В	С	D	Е	F	G	Н	I	J	к	L	Т
														_
		Α	В	С	D	E	F	G	Н	I	J	K	L	т
_														
		Α	В	С	D	Е	F	G	Н	I	J	К	L	т
FIPS Schedule Number	NAICS Code	Unit Total Employment			mployment Reviewed By		Reviewed By Date Reviewed			Subto				
USE ONLY										Total E	Employr on this			

Instructions for Completing the Supplemental Page

Please use these supplemental pages to report employees whose occupations were not found on the preceding pages. Please write in each unique occupational title, a short description of duties, the number of employees found in each wage column, and the total employment for each occupation. Refer to pages ii and iii for detailed instructions on how to report by occupation, how to determine wages, and how to complete the report. If you need additional space to report the workers in your establishment, please photocopy this page.

OCCUPATIONAL TITLE AND									I SELECTED WAGE RANGES							
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	н		J	ĸ	L	Т		
	Hourly (part-	under	\$7.50 -	\$9.50 -	\$12.00 -	\$15.25 -	\$19.25 -	\$24.50 -	\$31.00 -	\$39.25 -	\$49.75 -	\$63.25 -	\$80.00			
	time or full-time)	\$7.50	9.49	11.99	15.24	19.24	24.49	30.99	39.24	49.74	63.24	79.99	and over	Total		
	Annual Salary (full-time only)	under \$15,600	\$15,600 - 19,759	\$19,760 - 24,959	\$24,960 - 31,719	\$31,720 - 40,039	\$40,040 - 50,959	\$50,960 - 64,479	\$64,480 - 81,639		\$103,480	\$131,560 - 166,399		Employmen		
	(Iuli-time only)	\$13,000	19,759	24,939	51,719	40,039	30,939	04,479	01,039	103,479	- 131,339	- 100,399	and over			
		Α	В	С	D	Е	F	G	Н	I	J	К	L	т		
										_						
		Α	В	С	D	Е	F	G	Н	I	J	К	L	Т		
		Α	В	С	D	Е	F	G	Н	I	J	К	L	т		
		Α	В	С	D	Е	F	G	Н	I	J	К	L	т		
		Α	В	С	D	E	F	G	Н	I	J	К	L	Т		
FIPS Schedule Number	NAICS Code	Unit Total Employment			I Employment Reviewed By			ed By Date Reviewed			Subtotal Employment - this					
FOR OFFICE										page						
USE ONLY										Total F	mploy	nont ide	ntified			
										Total Employment identified on this form						