Table 15
Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers

\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline \multirow{2}{*}{Occupation \({ }^{1}\)} \& \multicolumn{2}{|c|}{Hourly \({ }^{2}\)} \& \multicolumn{3}{|c|}{Weekly \({ }^{3}\)} \& \multicolumn{3}{|c|}{Annual \({ }^{4}\)} \\
\hline \& Mean earnings \& Median earnings \& Mean earnings \& Median earnings \& Mean hours \& Mean earnings \& Median earnings \& \begin{tabular}{l}
Mean \\
hours
\end{tabular} \\
\hline All workers \& \$17.53 \& \$14.33 \& \$697 \& \$562 \& 39.7 \& \$36,058 \& \$29,120 \& 2,057 \\
\hline Management occupations .... \& 33.22 \& 28.64 \& 1,361 \& 1,154 \& 41.0 \& 70,734 \& 60,000 \& 2,129 \\
\hline Chief executives .................. \& 64.67 \& 40.39 \& 3,133 \& 1,615 \& 48.4 \& 162,904 \& 84,001 \& 2,519 \\
\hline General and operations managers \(\qquad\) \& 35.28 \& 27.06 \& 1,527 \& 1,154 \& 43.3 \& 79,418 \& 60,000 \& 2,251 \\
\hline Marketing and sales managers \& 35.62 \& 35.70 \& 1,484 \& 1,354 \& 41.7 \& 77,169 \& 70,385 \& 2,167 \\
\hline Marketing managers .......... \& 39.46 \& 43.27 \& 1,578 \& 1,731 \& 40.0 \& 82,082 \& 90,000 \& 2,080 \\
\hline Sales managers ................ \& 34.31 \& 33.84 \& 1,450 \& 1,354 \& 42.3 \& 75,402 \& 70,385 \& 2,198 \\
\hline Public relations managers Administrative services \& 24.04 \& 19.95 \& 961 \& 798 \& 40.0 \& 49,995 \& 41,500 \& 2,080 \\
\hline managers \& 24.86 \& 22.66 \& 1,081 \& 1,020 \& 43.5 \& 56,193 \& 53,024 \& 2,260 \\
\hline Computer and information systems managers \& 35.79 \& 28.06 \& 1,408 \& 1,119 \& 39.3 \& 73,223 \& 58,205 \& 2,046 \\
\hline Financial managers ............... \& 30.36 \& 27.23 \& 1,215 \& 1,089 \& 40.0 \& 63,177 \& 56,638 \& 2,081 \\
\hline Human resources managers ... Industrial production \& 51.35 \& 28.17 \& 2,105 \& 1,268 \& 41.0 \& 109,446 \& 65,920 \& 2,131 \\
\hline managers \& 24.45 \& 22.56 \& 1,048 \& 1,015 \& 42.8 \& 54,470 \& 52,790 \& 2,228 \\
\hline Construction managers ......... \& 37.55 \& 36.71 \& 1,587 \& 1,511 \& 42.3 \& 82,441 \& 78,576 \& 2,195 \\
\hline \begin{tabular}{l}
Education administrators \(\qquad\) \\
Education administrators, elementary and secondary school \(\qquad\)
\end{tabular} \& 24.48
32.89 \& 21.64
31.98 \& 960
1,208 \& 865
1,135 \& 39.2
36.7 \& 49,562
61,849 \& 45,001

58,999 \& 2,025
1,881 \\
\hline Engineering managers .......... \& 54.96 \& 63.35 \& 2,265 \& 2,639 \& 41.2 \& 117,758 \& 137,234 \& 2,143 \\
\hline Medical and health services managers $\qquad$ \& 26.46 \& 26.44 \& 1,058 \& 1,058 \& 40.0 \& 55,038 \& 54,995 \& 2,080 \\
\hline Property, real estate, and community association managers $\qquad$ \& 28.16 \& 26.04 \& 1,146 \& 1,042 \& 40.7 \& 59,569 \& 54,163 \& 2,115 \\
\hline Business and financial operations occupations \& 28.66 \& 25.75 \& 1,174 \& 1,052 \& 41.0 \& 61,065 \& 54,723 \& 2,131 \\
\hline Claims adjusters, appraisers, examiners, and investigators $\qquad$ \& 29.65 \& 27.75 \& 1,164 \& 1,075 \& 39.2 \& 60,514 \& 55,910 \& 2,041 \\
\hline Claims adjusters, examiners, and investigators $\qquad$ \& 29.60 \& 25.00 \& 1,161 \& 1,000 \& 39.2 \& 60,384 \& 52,000 \& 2,040 \\
\hline Cost estimators .................... \& 32.91 \& 33.65 \& 1,419 \& 1,121 \& 43.1 \& 73,786 \& 58,301 \& 2,242 \\
\hline Human resources, training, and labor relations specialists $\qquad$ \& 32.44 \& 25.75 \& 1,320 \& 1,030 \& 40.7 \& 68,625 \& 53,560 \& 2,115 \\
\hline Accountants and auditors ...... \& 25.60 \& 24.82 \& 1,061 \& 993 \& 41.4 \& 55,155 \& 51,626 \& 2,154 \\
\hline
\end{tabular}

See footnotes at end of table.

Table 15
Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers - Continued

| Occupation ${ }^{1}$ | Hourly ${ }^{2}$ |  | Weekly ${ }^{3}$ |  |  | Annual ${ }^{4}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mean earnings | Median earnings | Mean earnings | Median earnings | Mean hours | Mean carnings | Median earnings | Mean <br> hours |
| Business and financial operations occupations -Continued <br> Financial analysts and advisors $\qquad$ | \$36.38 | \$27.79 | \$1,560 | \$1,085 | 42.9 | \$81,098 | \$56,441 | 2,229 |
| Personal financial advisors | 31.48 | 27.79 | 1,259 | 1,112 | 40.0 | 65,482 | 57,799 | 2,080 |
| Loan counselors and officers | 22.64 | 20.60 | 900 | 824 | 39.8 | 46,823 | 42,856 | 2,069 |
| Loan officers .................... | 22.55 | 18.60 | 901 | 744 | 39.9 | 46,839 | 38,684 | 2,077 |
| Computer and mathematical science occupations | 36.25 | 36.06 | 1,469 | 1,476 | 40.5 | 76,388 | 76,752 | 2,107 |
| Computer programmers ......... | 26.86 | 24.23 | 1,194 | 1,154 | 44.5 | 62,107 | 59,982 | 2,312 |
| Computer software engineers Computer software | 42.50 | 42.25 | 1,700 | 1,690 | 40.0 | 88,390 | 87,882 | 2,080 |
| engineers, applications <br> Computer software engineers, systems software | 40.05 51.88 | 42.25 48.12 | 1,602 2,075 | 1,690 1,925 | 40.0 40.0 | 83,298 107,920 | 87,882 100,090 | 2,080 2,080 |
| Computer support specialists | 25.93 | 21.64 | 2,967 | 836 | 37.3 | 107,20 50,302 | 43,497 | 1,940 |
| Computer systems analysts .... | 46.04 | 52.80 | 1,841 | 2,112 | 40.0 | 95,754 | 109,824 | 2,080 |
| Network and computer systems administrators ..... | 25.52 | 23.96 | 1,021 | 958 | 40.0 | 53,073 | 49,837 | 2,080 |
| Architecture and engineering occupations | 31.52 | 27.89 | 1,269 | 1,116 | 40.3 | 65,981 | 58,011 | 2,093 |
| Architects, except naval $\qquad$ Architects, except | 30.89 | 23.32 | 1,258 | 1,058 | 40.7 | 65,396 | 54,999 | 2,117 |
| landscape and naval ..... | 30.89 | 23.32 | 1,258 | 1,058 | 40.7 | 65,396 | 54,999 | 2,117 |
| Engineers ........................... | 37.45 | 38.08 | 1,512 | 1,573 | 40.4 | 78,619 | 81,806 | 2,099 |
| Civil engineers .................. | 37.20 | 32.21 | 1,489 | 1,288 | 40.0 | 77,448 | 67,001 | 2,082 |
| Electrical and electronics engineers $\qquad$ | 30.37 | 29.86 | 1,215 | 1,194 | 40.0 | 63,174 | 62,100 | 2,080 |
| Mechanical engineers ........ | 34.20 | 38.08 | 1,399 | 1,523 | 40.9 | 72,739 | 79,196 | 2,127 |
| Drafters .............. | 26.52 | 26.30 | 1,061 | 1,052 | 40.0 | 55,168 | 54,704 | 2,080 |
| Engineering technicians, except drafters $\qquad$ | 23.22 | 24.93 | 929 | 997 | 40.0 | 48,294 | 51,863 | 2,080 |
| Electrical and electronic engineering technicians | 24.60 | 25.35 | 984 | 1,014 | 40.0 | 51,160 | 52,718 | 2,080 |
| Life, physical, and social science occupations | 28.39 | 27.50 | 1,096 | 1,155 | 38.6 | 57,002 | 60,060 | 2,008 |
| Life scientists ....................... | 33.91 | 38.07 | 1,224 | 1,155 | 36.1 | 63,628 | 60,060 | 1,877 |

See footnotes at end of table.

Table 15
Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers - Continued

| Occupation ${ }^{1}$ | Hourly ${ }^{2}$ |  | Weekly ${ }^{3}$ |  |  | Annual ${ }^{4}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mean earnings | Median earnings | Mean earnings | Median earnings | Mean hours | Mean earnings | Median earnings | Mean <br> hours |
| Community and social services occupations $\qquad$ Counselors <br> Counselors , .n.................. | \$15.77 | \$15.35 | \$595 | \$546 | 37.7 | \$30,939 | \$28,376 | 1,962 |
|  | 16.22 | 14.98 | 636 | 599 | 39.2 | 33,070 | 31,152 | 2,038 |
| Educational, vocational, and school counselors .. | 16.72 | 17.00 | 641 | 680 | 38.3 | 33,333 | 35,360 | 1,994 |
| Social workers .................... | 15.97 | 15.35 | 617 | 614 | 38.7 | 32,109 | 31,930 | 2,010 |
| Child, family, and school social workers | 15.09 | 14.26 | 575 | 518 | 38.1 | 29,888 | 26,946 | 1,980 |
| Miscellaneous community and social service specialists $\qquad$ | 14.25 | 14.72 | 505 | 517 | 35.4 | 26,265 | 26,909 | 1,843 |
| Social and human service assistants $\qquad$ | 13.14 | 14.79 | 504 | 517 | 38.4 | 26,228 | 26,909 | 1,997 |
| Legal occupations .................. | 31.26 | 25.12 | 1,252 | 1,019 | 40.0 | 65,099 | 53,000 | 2,082 |
| Lawyers ............................. | 49.33 | 50.48 | 2,009 | 2,058 | 40.7 | 104,463 | 106,999 | 2,118 |
| Paralegals and legal assistants | 22.79 | 19.33 | 905 | 773 | 39.7 | 47,060 | 40,200 | 2,065 |
| Education, training, and <br> library occupations $\qquad$ <br> Primary, secondary, and special education school teachers $\qquad$ <br> Preschool and kindergarten teachers $\qquad$ <br> Preschool teachers, except special education $\qquad$ | 17.66 | 16.40 | 700 | 627 | 39.6 | 33,232 | 28,912 | 1,882 |
|  | 19.58 | 19.31 | 767 | 770 | 39.2 | 33,017 | 30,453 | 1,687 |
|  | 11.72 | 10.50 | 467 | 420 | 39.9 | 23,549 | 21,840 | 2,009 |
|  | 11.70 | 10.50 | 468 | 420 | 40.0 | 23,654 | 21,840 | 2,022 |
| Elementary and middle school teachers | 22.99 | 22.51 | 891 | 828 | 38.7 | 34,703 | 31,665 | 1,509 |
| Elementary school teachers, except special education | 22.50 | 21.64 | 874 | 802 | 38.9 | 33,622 | 31,014 | 1,494 |
| Middle school teachers, except special and vocational education | 25.39 | 27.01 | 970 | 1,050 | 38.2 | 40,304 | 40,968 | 1,587 |
| Secondary school teachers | 29.25 | 28.51 | 1,129 | 1,140 | 38.6 | 44,546 | 41,911 | 1,523 |
| Secondary school teachers, except special and vocational education | 29.25 | 28.51 | 1,129 | 1,140 | 38.6 | 44,546 | 41,911 | 1,523 |
| Other teachers and instructors | 13.56 | 9.40 | 580 | 470 | 42.8 | 26,943 | 24,450 | 1,987 |

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers - Continued

| Occupation ${ }^{1}$ | Hourly ${ }^{2}$ |  | Weekly ${ }^{3}$ |  |  | Annual ${ }^{4}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mean earnings | Median earnings | Mean earnings | Median earnings | Mean hours | Mean earnings | Median earnings | Mean <br> hours |
| Education, training, and <br> library occupations <br> -Continued <br> Teacher assistants $\qquad$ | \$10.05 | \$9.62 | \$387 | \$380 | 38.5 | \$20,010 | \$19,760 | 1,992 |
| Arts, design, entertainment, sports, and media occupations $\qquad$ <br> Designers $\qquad$ Graphic designers $\qquad$ Interior designers $\qquad$ | 26.27 18.83 18.09 21.29 | 20.48 18.27 18.27 20.21 | 1,039 758 734 851 | 819 731 731 808 | $\begin{aligned} & 39.6 \\ & 40.3 \\ & 40.6 \\ & 40.0 \end{aligned}$ | $\begin{aligned} & 54,026 \\ & 39,427 \\ & 38,156 \\ & 44,276 \end{aligned}$ | $\begin{aligned} & 42,600 \\ & 38,000 \\ & 38,000 \\ & 42,031 \end{aligned}$ | $\begin{aligned} & 2,057 \\ & 2,093 \\ & 2,109 \\ & 2,080 \end{aligned}$ |
| Healthcare practitioner and technical occupations | 28.67 | 24.00 | 1,118 | 960 | 39.0 | 58,119 | 49,920 | 2,027 |
| Pharmacists ....................... | 49.28 | 52.54 | 1,942 | 2,102 | 39.4 | 100,981 | 109,283 | 2,049 |
| Physicians and surgeons ........ | 97.79 | 77.13 | 4,129 | 3,365 | 42.2 | 214,695 | 175,001 | 2,196 |
| Registered nurses ................. | 27.73 | 26.00 | 1,081 | 1,020 | 39.0 | 56,152 | 53,023 | 2,025 |
| Therapists ........................... | 23.57 | 24.04 | 943 | 962 | 40.0 | 49,032 | 50,003 | 2,080 |
| Clinical laboratory technologists and technicians $\qquad$ | 17.20 | 16.16 | 715 | 717 | 41.6 | 37,188 | 37,302 | 2,162 |
| Medical and clinical laboratory technicians .. | 16.71 | 16.50 | 636 | 619 | 38.1 | 33,073 | 32,175 | 1,979 |
| Dental hygienists ................. | 31.04 | 28.83 | 1,064 | 1,056 | 34.3 | 55,307 | 54,912 | 1,782 |
| Diagnostic related technologists and technicians $\qquad$ | 24.26 | 26.00 | 971 | 1,040 | 40.0 | 50,470 | 54,080 | 2,080 |
| Health diagnosing and treating practitioner support technicians $\qquad$ | 14.34 | 15.41 | 570 | 616 | 39.7 | 29,616 | 32,044 | 2,065 |
| Pharmacy technicians ........ | 12.01 | 11.51 | 480 | 460 | 40.0 | 24,977 | 23,941 | 2,080 |
| Licensed practical and licensed vocational nurses | 17.05 | 17.00 | 652 | 615 | 38.2 | 33,905 | 31,972 | 1,989 |
| Healthcare support occupations | 12.71 | 12.00 | 486 | 440 | 38.3 | 25,296 | 22,880 | 1,990 |
| Nursing, psychiatric, and home health aides $\qquad$ | 9.33 | 9.00 | 360 | 360 | 38.6 | 18,732 | 18,720 | 2,007 |
| Home health aides ............ | 8.51 | 8.30 | 335 | 332 | 39.3 | 17,413 | 17,264 | 2,046 |
| Nursing aides, orderlies, and attendants | 9.83 | 10.25 | 375 | 409 | 38.1 | 19,482 | 21,255 | 1,982 |

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers - Continued

| Occupation ${ }^{1}$ | Hourly ${ }^{2}$ |  | Weekly ${ }^{3}$ |  |  | Annual ${ }^{4}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mean earnings | Median earnings | Mean earnings | Median earnings | Mean hours | Mean carnings | Median earnings | Mean hours |
| Healthcare support occupations -Continued Physical therapist assistants and aides $\qquad$ | \$22.20 | \$20.06 | \$867 | \$802 | 39.1 | \$45,101 | \$41,727 | 2,031 |
| Physical therapist assistants | 22.20 | 20.06 | 867 | 802 | 39.1 | 45,101 | 41,727 | 2,031 |
| Miscellaneous healthcare support occupations | 13.35 | 12.55 | 508 | 502 | 38.1 | 26,425 | 26,096 | 1,980 |
| Dental assistants ............... | 17.43 | 17.25 | 637 | 621 | 36.5 | 33,105 | 32,292 | 1,899 |
| Medical assistants ............. | 12.42 | 12.55 | 485 | 502 | 39.0 | 25,218 | 26,096 | 2,031 |
| Pharmacy aides ................. | 10.93 | 11.85 | 393 | 415 | 36.0 | 20,437 | 21,567 | 1,871 |
| Protective service occupations <br> Security guards and gaming | 11.11 | 9.70 | 440 | 388 | 39.6 | 18,901 | 19,392 | 1,701 |
| surveillance officers ......... | 11.00 | 9.69 | 433 | 388 | 39.4 | 22,528 | 20,155 | 2,047 |
| Security guards ................ | 11.00 | 9.69 | 433 | 388 | 39.4 | 22,528 | 20,155 | 2,047 |
| Food preparation and serving related occupations | 8.31 | 8.00 | 314 | 300 | 37.8 | 16,320 | 15,600 | 1,965 |
| First-line supervisors/managers, food preparation and serving workers $\qquad$ | 13.29 | 12.50 | 563 | 520 | 42.3 | 29,205 | 27,040 | 2,198 |
| Chefs and head cooks $\qquad$ First-line | 15.32 | 11.11 | 640 | 500 | 41.7 | 32,851 | 26,000 | 2,144 |
| First-line supervisors/managers of food preparation and serving workers $\qquad$ | 12.97 | 12.73 | 550 | 538 | 42.4 | 28,622 | 27,950 | 2,207 |
| Cooks .................................. | 9.45 | 9.00 | 359 | 338 | 38.0 | 18,634 | 17,597 | 1,973 |
| Cooks, fast food ................ | 8.48 | 8.10 | 330 | 300 | 39.0 | 17,183 | 15,600 | 2,027 |
| Cooks, institution and cafeteria $\qquad$ | 10.71 | 10.00 | 407 | 368 | 38.0 | 21,115 | 19,124 | 1,972 |
| Cooks, restaurant .............. | 9.84 | 9.50 | 373 | 369 | 37.9 | 19,405 | 19,170 | 1,972 |
| Cooks, short order ............ | 8.71 | 7.50 | 321 | 290 | 36.9 | 16,707 | 15,080 | 1,917 |
| Food preparation workers ...... | 8.79 | 8.00 | 344 | 320 | 39.1 | 17,837 | 16,640 | 2,030 |
| Food service, tipped .............. | 4.54 | 3.65 | 160 | 128 | 35.3 | 8,330 | 6,643 | 1,837 |
| Bartenders ........................ | 6.62 | 6.00 | 242 | 220 | 36.6 | 12,575 | 11,464 | 1,899 |
| Waiters and waitresses ...... | 3.54 | 3.37 | 123 | 97 | 34.8 | 6,405 | 5,054 | 1,810 |
| Dining room and cafeteria attendants and bartender helpers $\qquad$ | 6.74 | 6.40 | 244 | 256 | 36.2 | 12,667 | 13,312 | 1,880 |
| Fast food and counter workers $\qquad$ | 8.04 | 7.20 | 307 | 280 | 38.2 | 15,962 | 14,560 | 1,984 |

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers - Continued

\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline \multirow{2}{*}{Occupation \({ }^{1}\)} \& \multicolumn{2}{|c|}{Hourly \({ }^{2}\)} \& \multicolumn{3}{|c|}{Weekly \({ }^{3}\)} \& \multicolumn{3}{|c|}{Annual \({ }^{4}\)} \\
\hline \& Mean earnings \& Median earnings \& Mean earnings \& Median earnings \& Mean hours \& Mean earnings \& Median earnings \& \begin{tabular}{l}
Mean \\
hours
\end{tabular} \\
\hline \begin{tabular}{l}
Food preparation and serving related occupations \\
-Continued Combined food preparation and serving workers, including fast food \(\qquad\) Counter attendants, cafeteria, food concession, and coffee shop \(\qquad\) \\
Dishwashers \(\qquad\) \\
Hosts and hostesses, restaurant, lounge, and coffee shop \(\qquad\)
\end{tabular} \& \(\$ 8.17\)

7.40
7.85

9.43 \& $\$ 7.40$

7.00
7.94

8.09 \& $\$ 313$

279
294

316 \& $\$ 288$

280
300

290 \& 38.3

37.7
37.5

33.6 \& $\$ 16,275$

14,404
15,313

16,449 \& $\$ 14,976$

14,560
15,600

15,080 \& 1,991
1,947
1,951
1,745 \\

\hline | Building and grounds cleaning and maintenance |
| :--- |
| occupations $\qquad$ |
| First-line |
| supervisors/managers, building and grounds cleaning and maintenance workers $\qquad$ |
| First-line supervisors/managers of housekeeping and janitorial workers $\qquad$ |
| First-line supervisors/managers of landscaping, lawn service, and groundskeeping workers $\qquad$ | \& 10.50 \& 9.00

18.13
13.94

30.28 \& 412

840

566

1,205 \& 359

725

558

1,363 \& 39.2
40.9
40.0

42.1 \& 21,367
43,692
29,455

62,671 \& 18,620
37,712

28,999

70,860 \& 2,035

2,127

2,080

2,190 \\

\hline | Building cleaning workers ..... |
| :--- |
| Janitors and cleaners, except maids and housekeeping cleaners Maids and housekeeping | \& 8.98

9.38 \& 8.25
8.45 \& 349
372 \& 319
338 \& 38.8
39.7 \& 18,123
19,337 \& 16,582
17,576 \& 2,019
2,062 \\

\hline | cleaners $\qquad$ |
| :--- |
| Grounds maintenance workers $\qquad$ | \& 7.92

10.68 \& 7.75
9.49 \& 291
424 \& 289
369 \& 36.8
39.7 \& 15,139
21,842 \& 15,015
19,188 \& 1,912
2,045 \\
\hline
\end{tabular}

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers - Continued


See footnotes at end of table.

Table 15
Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers - Continued

\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline \multirow{2}{*}{Occupation \({ }^{1}\)} \& \multicolumn{2}{|c|}{Hourly \({ }^{2}\)} \& \multicolumn{3}{|c|}{Weekly \({ }^{3}\)} \& \multicolumn{3}{|c|}{Annual \({ }^{4}\)} \\
\hline \& Mean earnings \& Median earnings \& Mean earnings \& Median earnings \& Mean hours \& Mean earnings \& Median earnings \& \begin{tabular}{l}
Mean \\
hours
\end{tabular} \\
\hline \begin{tabular}{l}
Sales and related occupations \\
-Continued \\
Sales representatives, wholesale and manufacturing, except technical and scientific products \(\qquad\)
\end{tabular} \& \$26.76 \& \$22.90 \& \$1,066 \& \$916 \& 39.8 \& \$55,148 \& \$47,632 \& 2,061 \\
\hline Miscellaneous sales and related workers \& 16.28 \& 15.06 \& 638 \& 590 \& 39.2 \& 33,195 \& 30,659 \& 2,039 \\
\hline Office and administrative support occupations \(\qquad\) First-line supervisors/managers of office and administrative support workers \(\qquad\) \& 14.57
19.02 \& 14.00
19.00 \& 577
765 \& 552
752 \& 39.6
40.2 \& 29,948

39,782 \& 28,705
39,123 \& 2,056
2,091 \\
\hline Financial clerks .................... \& 14.31 \& 13.46 \& 569 \& 529 \& 39.8 \& 29,574 \& 27,483 \& 2,067 \\
\hline Bill and account collectors Billing and posting clerks \& 15.55 \& 14.73 \& 622 \& 589 \& 40.0 \& 32,352 \& 30,647 \& 2,080 \\
\hline Billing and posting clerks and machine operators \& 14.03 \& 14.00 \& 558 \& 559 \& 39.8 \& 29,038 \& 29,078 \& 2,070 \\
\hline Bookkeeping, accounting, and auditing clerks \& 15.19 \& 14.61 \& 602 \& 577 \& 39.7 \& 31,301 \& 29,994 \& 2,060 \\

\hline | Payroll and timekeeping |
| :--- |
| clerks $\qquad$ | \& 13.60 \& 13.00 \& 544

475 \& 520 \& 40.0
39.9 \& 28,287 \& 27,040 \& 2,080 \\
\hline Tellers .................. \& 11.90 \& 11.15 \& 475 \& 446 \& 39.9 \& 24,714 \& 23,192 \& 2,076 \\
\hline Credit authorizers, checkers, and clerks $\qquad$ \& 15.72 \& 16.00 \& 629 \& 640 \& 40.0 \& 32,697 \& 33,280 \& 2,080 \\
\hline Customer service representatives \& 14.78 \& 13.61 \& 588 \& 536 \& 39.8 \& 29,960 \& 27,789 \& 2,027 \\
\hline File clerks ........................... \& 10.07 \& 10.00 \& 403 \& 400 \& 40.0 \& 20,950 \& 20,800 \& 2,080 \\
\hline Hotel, motel, and resort desk clerks $\qquad$ \& 9.38 \& 9.00 \& 373 \& 360 \& 39.8 \& 19,398 \& 18,720 \& 2,067 \\
\hline Loan interviewers and clerks \& 13.91 \& 13.11 \& 556 \& 525 \& 40.0 \& 28,907 \& 27,277 \& 2,079 \\
\hline Order clerks ........................ \& 12.56 \& 12.00 \& 503 \& 480 \& 40.0 \& 26,135 \& 24,960 \& 2,080 \\
\hline Human resources assistants, except payroll and timekeeping $\qquad$ \& 14.43 \& 14.42 \& 565 \& 577 \& 39.2 \& 29,384 \& 30,000 \& 2,036 \\
\hline Receptionists and information clerks $\qquad$ \& 12.17 \& 12.00 \& 476 \& 480 \& 39.1 \& 24,730 \& 24,960 \& 2,033 \\
\hline Reservation and transportation ticket agents and travel clerks ... \& 14.14 \& 15.81 \& 566 \& 632 \& 40.0 \& 29,422 \& 32,885 \& 2,080 \\
\hline
\end{tabular}

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers - Continued

| Occupation ${ }^{1}$ | Hourly ${ }^{2}$ |  | Weekly ${ }^{3}$ |  |  | Annual ${ }^{4}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mean earnings | Median earnings | Mean earnings | Median earnings | Mean hours | Mean earnings | Median earnings | Mean <br> hours |
| Office and administrative support occupations -Continued |  |  |  |  |  |  |  |  |
| Dispatchers, except police, fire, and ambulance ..... | 16.90 | 16.85 | 690 550 | 680 | 40.8 | 35,883 | 35,360 | 2,123 |
| Meter readers, utilities .......... | 13.74 | 12.73 | 550 | 509 | 40.0 | 28,587 | 26,478 | 2,080 |
| Production, planning, and expediting clerks $\qquad$ | 15.43 | 14.61 | 636 | 599 | 41.2 | 33,063 | 31,171 | 2,143 |
| Shipping, receiving, and traffic clerks | 13.25 | 12.59 | 530 | 504 | 40.0 | 27,568 | 26,187 | 2,080 |
| Stock clerks and order fillers | 11.26 | 11.05 | 457 | 442 | 40.6 | 23,777 | 22,992 | 2,112 |
| Secretaries and administrative assistants $\qquad$ | 16.36 | 15.32 | 644 | 613 | 39.4 | 33,502 | 31,872 | 2,047 |
| Executive secretaries and administrative assistants $\qquad$ | 18.92 | 19.23 | 748 | 769 | 39.5 | 38,876 | 40,000 | 2,055 |
| Medical secretaries ........... | 13.51 | 13.10 | 523 | 490 | 38.7 | 27,199 | 25,501 | 2,013 |
| Secretaries, except legal, medical, and executive | 15.41 | 14.50 | 611 | 580 | 39.6 | 31,774 | 30,160 | 2,061 |
| Data entry and information processing workers $\qquad$ | 14.56 | 13.81 | 572 | 552 | 39.3 | 29,723 | 28,725 | 2,042 |
| Data entry keyers .............. | 14.29 | 13.81 | 562 | 552 | 39.3 | 29,222 | 28,725 | 2,045 |
| Insurance claims and policy processing clerks $\qquad$ | 13.62 | 13.13 | 538 | 523 | 39.5 | 27,972 | 27,183 | 2,053 |
| Office clerks, general ............ | 14.17 | 13.70 | 556 | 536 | 39.2 | 28,915 | 27,866 | 2,041 |
| Construction and extraction occupations $\qquad$ First-line supervisors/managers of construction trades and extraction workers $\qquad$ | 15.66 | 14.83 | 626 | 590 | 40.0 | 32,365 | 30,160 | 2,067 |
|  | 22.85 | 23.00 | 934 | 928 | 40.9 | 48,584 | 48,281 | 2,126 |
| Brickmasons, blockmasons, and stonemasons $\qquad$ | 17.32 | 20.00 | 693 | 800 | 40.0 | 36,033 | 41,600 | 2,080 |
| Carpenters ........................... | 18.12 | 16.50 | 709 | 656 | 39.1 | 36,785 | 34,129 | 2,030 |
| Cement masons, concrete finishers, and terrazzo workers $\qquad$ | 15.80 | 16.00 | 632 | 640 | 40.0 | 32,873 | 33,280 | 2,080 |
| Cement masons and concrete finishers | 15.80 | 16.00 | 632 | 640 | 40.0 | 32,873 | 33,280 | 2,080 |
| Construction laborers ............ | 11.87 | 11.50 | 475 | 460 | 40.0 | 24,670 | 23,920 | 2,078 |

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers - Continued

| Occupation ${ }^{1}$ | Hourly ${ }^{2}$ |  | Weekly ${ }^{3}$ |  |  | Annual ${ }^{4}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mean earnings | Median earnings | Mean earnings | Median earnings | Mean hours | Mean carnings | Median earnings | Mean hours |
| Construction and extraction occupations -Continued Construction equipment operators $\qquad$ <br> Paving, surfacing, and tamping equipment operators $\qquad$ | \$14.79 | \$14.47 | \$592 | \$579 | 40.0 | \$30,349 | \$29,137 | 2,052 |
|  | 13.19 | 13.75 | 528 | 550 | 40.0 | 26,354 | 24,960 | 1,998 |
| Operating engineers and other construction equipment operators .... | 15.58 | 15.50 | 623 | 620 | 40.0 | 32,404 | 32,240 | 2,080 |
| Drywall installers, ceiling tile installers, and tapers | 17.24 | 16.50 | 687 | 655 | 39.8 | 35,703 | 34,061 | 2,071 |
| Drywall and ceiling tile installers $\qquad$ | 17.31 | 16.00 | 688 | 640 | 39.8 | 35,797 | 33,280 | 2,068 |
| Electricians ..... | 16.63 | 15.50 | 665 | 620 | 40.0 | 34,570 | 32,240 | 2,079 |
| Painters and paperhangers ..... | 12.36 | 12.50 | 495 | 500 | 40.0 | 24,828 | 24,440 | 2,008 |
| Painters, construction and maintenance | 12.36 | 12.50 | 495 | 500 | 40.0 | 24,828 | 24,440 | 2,008 |
| Pipelayers, plumbers, pipefitters, and steamfitters $\qquad$ | 18.36 | 19.50 | 734 | 780 | 40.0 | 38,189 | 40,560 | 2,080 |
| Plumbers, pipefitters, and steamfitters $\qquad$ | 18.74 | 20.00 | 750 | 800 | 40.0 | 38,986 | 41,600 | 2,080 |
| Roofers .............................. | 11.64 | 10.70 | 466 | 428 | 40.0 | 24,177 | 22,264 | 2,077 |
| Sheet metal workers ............. | 18.50 | 16.75 | 740 | 670 | 40.0 | 38,481 | 34,840 | 2,080 |
| Helpers, construction trades .. | 11.26 | 11.00 | 449 | 440 | 39.8 | 23,055 | 22,880 | 2,048 |
| Helpers--electricians | 10.95 | 11.00 | 438 | 440 | 40.0 | 22,674 | 22,880 | 2,071 |
| Helpers--pipelayers, plumbers, pipefitters, and steamfitters $\qquad$ | 12.70 | 14.00 | 508 | 560 | 40.0 | 26,422 | 29,120 | 2,080 |
| Miscellaneous construction and related workers $\qquad$ | 13.61 | 12.46 | 544 | 498 | 40.0 | 28,300 | 25,906 | 2,080 |
| Installation, maintenance, and repair occupations | 18.09 | 16.95 | 728 | 680 | 40.3 | 37,873 | 35,360 | 2,093 |
| First-line supervisors/managers of mechanics, installers, and repairers $\qquad$ | 27.58 | 30.30 | 1,126 | 1,224 | 40.8 | 58,576 | 63,654 | 2,124 |
| Computer, automated teller, and office machine repairers $\qquad$ | 17.73 | 18.62 | 706 | 745 | 39.8 | 36,714 | 38,736 | 2,071 |

See footnotes at end of table.

Table 15
Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers - Continued


See footnotes at end of table.

Table 15
Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers - Continued


See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers - Continued


See footnotes at end of table.

Table 15
Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers - Continued

| Occupation ${ }^{1}$ | Hourly ${ }^{2}$ |  | Weekly ${ }^{3}$ |  |  | Annual ${ }^{4}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mean earnings | Median earnings | Mean earnings | Median earnings | Mean hours | Mean earnings | Median earnings | Mean <br> hours |
| Production occupations <br> -Continued <br> Sawing machine setters, operators, and tenders, wood $\qquad$ | \$11.94 | \$10.25 | \$475 | \$410 | 39.8 | \$24,659 | \$21,320 | 2,065 |
| Woodworking machine setters, operators, and tenders, except sawing Crushing, grinding, polishing, mixing, and blending workers $\qquad$ | 14.44 12.61 | 14.50 10.42 | 578 502 | 580 417 | 40.0 39.8 | 30,027 26,104 | 30,160 21,669 | 2,079 2,070 |
| Mixing and blending machine setters, operators, and tenders .. | 13.68 | 10.00 | 543 | 400 | 39.7 | 28,214 | 20,800 | 2,063 |
| Cutting workers ................... | 12.77 | 12.50 | 511 | 500 | 40.0 | 26,570 | 26,000 | 2,080 |
|  | 15.22 | 13.63 | 609 | 545 | 40.0 | 31,653 | 28,350 | 2,080 |
| Cutting and slicing machine setters, operators, and tenders .. | 11.96 | 11.00 | 478 | 440 | 40.0 | 24,882 | 22,880 | 2,080 |
| Inspectors, testers, sorters, samplers, and weighers .... <br> Medical, dental, and | 10.35 | 9.40 | 419 | 376 | 40.4 | 21,763 | 19,552 | 2,102 |
| Medical, dental, and ophthalmic laboratory technicians $\qquad$ | 17.63 | 16.05 | 687 | 589 | 39.0 | 35,714 | 30,641 | 2,026 |
| Dental laboratory technicians $\qquad$ | 18.65 | 16.05 | 725 | 631 | 38.8 | 37,680 | 32,795 | 2,020 |
| Painting workers .................. | 17.75 | 16.91 | 710 | 677 | 40.0 | 36,922 | 35,181 | 2,080 |
| Miscellaneous production workers $\qquad$ | 11.27 | 11.50 | 445 | 423 | 39.5 | 23,144 | 21,970 | 2,054 |
| Paper goods machine setters, operators, and tenders $\qquad$ | 14.29 | 15.33 | 571 | 613 | 40.0 | 29,717 | 31,886 | 2,080 |
| Helpers--production workers $\qquad$ | 8.77 | 8.17 | 349 | 327 | 39.8 | 18,155 | 16,992 | 2,070 |
| Transportation and material moving occupations | 13.77 | 12.60 | 559 | 510 | 40.6 | 29,043 | 26,456 | 2,109 |
| First-line supervisors/managers of helpers, laborers, and material movers, hand ..... | 17.88 | 19.23 | 715 | 769 | 40.0 | 37,189 | 40,000 | 2,080 |

See footnotes at end of table.

Table 15
Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers - Continued

| Occupation ${ }^{1}$ | Hourly ${ }^{2}$ |  | Weekly ${ }^{3}$ |  |  | Annual ${ }^{4}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mean earnings | Median earnings | Mean earnings | Median earnings | Mean hours | Mean earnings | Median earnings | Mean <br> hours |
| Transportation and material moving occupations -Continued First-line supervisors/managers of transportation and material-moving machine and vehicle operators | \$22.58 | \$23.54 | \$927 | \$942 | 41.1 | \$48,213 | \$48,969 | 2,135 |
| Driver/sales workers and truck drivers $\qquad$ | 15.27 | 14.00 | 632 | 571 | 41.4 | 32,792 | 29,640 | 2,147 |
| Driver/sales workers ......... | 14.81 | 13.15 | 600 | 526 | 40.5 | 31,180 | 27,358 | 2,106 |
| Truck drivers, heavy and tractor-trailer $\qquad$ | 16.57 | 15.00 | 697 | 644 | 42.1 | 36,131 | 32,885 | 2,180 |
| Truck drivers, light or delivery services $\qquad$ | 12.22 | 12.41 | 490 | 500 | 40.1 | 25,474 | 26,000 | 2,084 |
| machine and dragline operators $\qquad$ | 15.21 | 15.50 | 608 | 620 | 40.0 | 31,638 | 32,240 | 2,080 |
| Industrial truck and tractor operators $\qquad$ | 14.27 | 13.79 | 573 | 552 | 40.2 | 29,805 | 28,683 | 2,089 |
| Laborers and material movers, hand $\qquad$ | 10.37 | 9.90 | 413 | 396 | 39.8 | 21,460 | 20,596 | 2,070 |
| Cleaners of vehicles and equipment | 8.86 | 8.00 | 350 | 320 | 39.5 | 18,184 | 16,640 | 2,053 |
| Laborers and freight, stock, and material movers, hand $\qquad$ | 10.85 | 10.00 | 432 | 400 | 39.8 | 22,459 | 20,800 | 2,070 |
| Machine feeders and offbearers $\qquad$ | 10.46 | 10.85 | 418 | 434 | 40.0 | 21,749 | 22,568 | 2,080 |
| Packers and packagers, hand $\qquad$ | 9.57 | 9.50 | 383 | 380 | 40.0 | 19,902 | 19,760 | 2,080 |

[^0]a week, exclusive of overtime
4 Mean annual earnings are the straight-time annual wages or salaries paid to employees. Median annual earnings designate position - one-half of the earnings are paid the same as or more than the rate shown and half are paid the same as or less than the rate shown. Mean annual hours are the hours an employee is scheduled to work in a year, exclusive of overtime.

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.


[^0]:    1 A classification system including about 800 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

    2 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.

    3 Mean weekly earnings are the straight-time weekly wages or salaries paid to employees. Median weekly earnings designate position - one-half of the earnings are paid the same as or more than the rate shown and half are paid the same as or less than the rate shown. Mean weekly hours are the hours an employee is scheduled to work in

