



# **Philadelphia–Wilmington– Atlantic City, PA–NJ–DE–MD National Compensation Survey December 2004**

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# Preface

Data shown in this bulletin were collected as part of the Bureau of Labor Statistics (BLS) National Compensation Survey (NCS). The survey could not have been conducted without the cooperation of the many private firms and government jurisdictions that provided pay data included in this bulletin. The Bureau thanks these respondents for their cooperation.

Field economists of the Bureau of Labor Statistics collected and reviewed the survey data. The Office of Compensation and Working Conditions, in cooperation with the Office of Field Operations and the Office of Technology and Survey Processing in the BLS National Office, designed the survey, processed the data, and prepared the survey for publication.

For additional information regarding this survey, please contact any BLS regional office at the address and telephone number listed on the back cover of this bulletin. You may also write to the Bureau of Labor Statistics at: Division of Compensation Data Analysis and Planning,

2 Massachusetts Avenue, NE., Room 4175, Washington, DC 20212-0001, call (202) 691-6199, or send an e-mail to [ocltinfo@bls.gov](mailto:ocltinfo@bls.gov).

The data contained in this bulletin are also available at <http://www.bls.gov/ncs/ocs/compub.htm>, the BLS Internet site. Data are presented in a Portable Document Format (PDF) file containing the core bulletin, and in an ASCII file containing the published table formats. An ASCII file containing positional columns of data for manipulation as a data base or spreadsheet also is available.

Results of earlier surveys of this area are available from BLS regional offices, the Division of Compensation Data Analysis and Planning, or at the BLS Internet site.

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# Introduction

The tables in this bulletin summarize the NCS results for the Philadelphia–Wilmington–Atlantic City, PA–NJ–DE–MD, metropolitan area. Data were collected between June 2004 and July 2005; the average reference month is December 2004. Tabulations provide information on earnings of workers in a variety of occupations and at different work levels. Also contained in this bulletin are information on the program, a technical note describing survey procedures, and an appendix with detailed information on occupational classifications.

Most of the earnings estimates in this bulletin are presented as mean hourly earnings. Mean weekly and annual earnings, and the corresponding hours, also are provided for full-time employees in specific occupations. Some occupations, such as teachers and firefighters, typically have shorter or longer work schedules than do the majority of full-time workers. The weekly and annual estimates are useful for comparing the earnings of occupations having different work schedules.

## NCS products

The Bureau's National Compensation Survey provides comprehensive measures of occupational earnings, compensation cost trends, benefit incidence, and detailed plan provisions. The Employment Cost Index, a quarterly measure of the change in employer costs for wages and benefits, is derived from the NCS. Another product, Employer Costs for Employee Compensation, measures employers' average hourly costs for total compensation, that is, wages and benefits. Still another NCS product measures the incidence and provisions of benefit plans. This bulletin is limited to data on occupational wages and salaries.

## About the tables

The tables that follow present data on straight-time occupational earnings, which include wages and salaries, incentive pay, cost-of-living adjustments, and hazard pay. These earnings exclude premium pay for overtime, vacations, holidays, nonproduction bonuses, and tips. About 480 detailed occupations are used to describe all occupations in the civilian nonfarm economy (excluding the Federal Government and private households). Data are not shown for any occupations if they would raise concerns about the confidentiality of the survey respondents or if the data are insufficient to support reliable estimates.

Table 1–1 presents an overview of all tables in this bulletin. Mean hourly earnings, weekly hours, and relative standard errors are given for all industries, private industry, and State and local government for selected worker and establishment characteristics. The worker characteristics include major occupational group, full-time or part-time status, union or nonunion status, and time or incentive pay. Establishment characteristics include goods and service producing and size of establishment.

Table 2–1 presents estimates of mean hourly earnings, and the relative standard errors associated with them, for detailed occupations within all industries, private industry, and State and local government. Table 2–2 presents the same type of information for full-time workers only. Table 2–3 provides similar data for workers designated as part-time.

Table 3–1 provides mean weekly earnings data, with relative standard errors, and weekly hours for full-time employees in specific occupations across all industries, private industry, and State and local government. Table 3–2 provides annual earnings, relative standard errors, and annual hours for full-time employees in specific occupations.

Table 4–1 provides mean hourly earnings data by work level for occupational groups and for detailed occupations. Separate data are also shown for private industry and government workers. Table 4–2 provides work level data for full-time workers. Table 4–3 provides similar data for workers designated as part-time.

Table 5–1 presents mean hourly earnings data for selected worker characteristics by major occupational group. The worker characteristics include full-time or part-time designation, union or nonunion status, and time or incentive pay. Table 5–2 presents mean hourly earnings data for major industry divisions by occupational group; these estimates are limited to the private sector. Table 5–3 presents mean hourly earnings data for establishment employment sizes by major occupational group in the private sector.

Tables 6–1 through 6–5 present hourly wage percentiles that describe the distribution of hourly earnings for individual workers within each published occupation. Data are provided for the 10th, 25th, 50th, 75th, and 90th percentiles for detailed occupations within all industries, private industry, State and local government, full-time workers, and part-time workers.

**Table 1-1. Summary: Mean hourly earnings<sup>1</sup> and weekly hours by selected characteristics, private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004**

Worker and establishment characteristics	Total			Private industry			State and local government		
	Hourly earnings		Mean weekly hours <sup>3</sup>	Hourly earnings		Mean weekly hours <sup>3</sup>	Hourly earnings		Mean weekly hours <sup>3</sup>
	Mean	Relative error <sup>2</sup> (percent)		Mean	Relative error <sup>2</sup> (percent)		Mean	Relative error <sup>2</sup> (percent)	
<b>Total</b> .....	\$21.82	2.3	35.5	\$20.96	2.8	35.5	\$25.94	1.9	35.5
<b>Worker characteristics:<sup>4</sup></b>									
White-collar occupations <sup>5</sup> .....	26.70	2.8	36.2	25.91	3.5	36.5	30.37	1.7	34.6
Professional specialty and technical .....	33.99	3.2	35.8	33.04	4.3	36.4	36.90	2.7	34.2
Executive, administrative, and managerial .....	32.91	4.8	39.6	32.78	5.2	40.2	33.79	10.1	36.5
Sales .....	17.71	8.1	32.5	17.76	8.2	32.5	-	-	-
Administrative support .....	15.73	1.2	36.2	15.61	1.5	36.7	16.29	1.6	34.3
Blue-collar occupations <sup>5</sup> .....	17.48	2.2	37.8	17.30	2.5	37.8	19.07	1.1	38.2
Precision production, craft, and repair .....	21.92	3.7	39.4	22.05	4.3	39.4	21.22	.8	39.6
Machine operators, assemblers, and inspectors .....	16.29	3.3	39.6	16.29	3.3	39.6	-	-	-
Transportation and material moving .....	17.51	6.4	37.3	17.45	7.3	37.5	18.01	2.2	35.4
Handlers, equipment cleaners, helpers, and laborers .....	13.72	6.0	35.4	13.30	7.2	35.0	16.98	3.9	39.2
Service occupations <sup>5</sup> .....	13.24	3.6	31.7	10.95	3.6	30.5	20.26	4.9	36.1
Full time .....	22.81	2.3	39.0	21.96	2.8	39.5	26.69	2.2	37.1
Part time .....	12.72	5.5	19.4	12.67	6.1	19.3	13.13	3.4	20.1
Union .....	22.61	3.6	36.2	19.86	7.3	36.4	26.08	2.4	35.9
Nonunion .....	21.46	2.4	35.2	21.26	2.5	35.3	25.38	6.9	33.8
Time .....	21.85	2.4	35.4	20.95	3.0	35.4	25.94	1.9	35.5
Incentive .....	21.11	8.6	39.0	21.11	8.6	39.0	-	-	-
<b>Establishment characteristics:</b>									
Goods producing .....	( <sup>6</sup> )	( <sup>6</sup> )	( <sup>6</sup> )	-	-	-	( <sup>6</sup> )	( <sup>6</sup> )	( <sup>6</sup> )
Service producing .....	( <sup>6</sup> )	( <sup>6</sup> )	( <sup>6</sup> )	-	-	-	( <sup>6</sup> )	( <sup>6</sup> )	( <sup>6</sup> )
50-99 workers <sup>7</sup> .....	17.59	5.7	35.1	17.46	5.9	35.1	21.52	10.2	35.2
100-499 workers .....	19.60	3.9	34.8	18.96	4.4	34.9	27.00	4.0	34.2
500 workers or more .....	25.16	2.8	36.2	24.86	4.0	36.5	25.85	1.9	35.8

<sup>1</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, weighted by hours.

<sup>2</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>3</sup> Mean weekly hours are the hours an employee is scheduled to work in a week, exclusive of overtime.

<sup>4</sup> Employees are classified as working either a full-time or a part-time schedule based on the definition used by each establishment. Union workers are those whose wages are determined through collective bargaining. Wages of time workers are based solely on

hourly rate or salary; incentive workers are those whose wages are at least partially based on productivity payments such as piece rates, commissions, and production bonuses.

<sup>5</sup> A classification system including about 480 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

<sup>6</sup> Classification of establishments into goods-producing and service-producing industries applies to private industry only.

<sup>7</sup> Establishments classified with 50-99 workers may contain establishments with fewer than 50 due to staff reductions between survey sampling and collection.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria.

Table 2-1. Mean hourly earnings,<sup>1</sup> all workers:<sup>2</sup> Selected occupations, private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004

Occupation <sup>3</sup>	Total		Private industry		State and local government	
	Mean	Relative error <sup>4</sup> (percent)	Mean	Relative error <sup>4</sup> (percent)	Mean	Relative error <sup>4</sup> (percent)
<b>All</b> .....	\$21.82	2.3	\$20.96	2.8	\$25.94	1.9
All excluding sales .....	22.12	2.4	21.25	3.0	26.00	1.8
<b>White collar</b> .....	26.70	2.8	25.91	3.5	30.37	1.7
White collar excluding sales .....	27.94	3.0	27.30	3.8	30.51	1.7
<b>Professional specialty and technical</b> .....	33.99	3.2	33.04	4.3	36.90	2.7
Professional specialty .....	35.74	3.3	34.92	4.7	37.88	1.4
Engineers, architects, and surveyors .....	37.45	8.0	38.41	7.8	—	—
Electrical and electronic engineers .....	38.80	9.5	38.80	9.5	—	—
Engineers, n.e.c. ....	42.66	17.1	42.66	17.1	—	—
Mathematical and computer scientists .....	34.27	4.2	34.27	4.2	—	—
Computer systems analysts and scientists .....	33.28	4.7	33.28	4.7	—	—
Operations and systems researchers and analysts .....	40.81	20.6	40.81	20.6	—	—
Natural scientists .....	38.45	5.5	39.03	5.9	—	—
Biological and life scientists .....	37.23	11.1	37.34	13.5	—	—
Health related .....	35.06	6.3	35.10	6.5	34.34	16.0
Physicians .....	62.23	15.6	64.09	15.5	—	—
Registered nurses .....	29.93	1.3	29.79	1.1	32.92	13.6
Pharmacists .....	44.39	4.5	44.39	4.5	—	—
Teachers, college and university .....	42.71	5.5	40.82	8.2	47.24	6.3
Other post-secondary teachers .....	42.57	5.0	—	—	46.49	5.1
Teachers, except college and university .....	36.83	2.9	21.82	2.7	40.84	1.0
Elementary school teachers .....	36.71	4.5	—	—	42.03	1.0
Secondary school teachers .....	43.60	2.1	—	—	44.10	2.1
Teachers, special education .....	37.52	6.7	—	—	38.43	6.0
Teachers, n.e.c. ....	34.78	12.8	—	—	40.39	8.9
Librarians, archivists, and curators .....	—	—	—	—	—	—
Social scientists and urban planners .....	33.25	11.1	29.19	7.5	—	—
Psychologists .....	32.91	15.3	25.90	3.9	—	—
Social, recreation, and religious workers .....	20.55	5.4	17.96	5.2	23.23	4.4
Social workers .....	20.66	7.5	18.04	8.4	23.48	6.0
Lawyers and judges .....	54.86	28.0	60.09	29.7	—	—
Lawyers .....	54.86	28.0	60.09	29.7	—	—
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	40.62	31.3	42.83	33.1	—	—
Technical .....	24.68	5.3	25.12	5.5	19.86	4.4
Clinical laboratory technologists and technicians .....	16.34	6.7	16.34	6.7	—	—
Licensed practical nurses .....	21.99	2.1	22.10	2.1	—	—
Health technologists and technicians, n.e.c. ....	18.13	7.7	18.30	8.0	—	—
Electrical and electronic technicians .....	26.67	8.9	26.99	9.3	—	—
Engineering technicians, n.e.c. ....	23.26	7.3	24.19	9.3	—	—
Chemical technicians .....	20.59	8.6	20.59	8.6	—	—
Computer programmers .....	30.42	14.5	30.36	16.0	—	—
Technical and related, n.e.c. ....	22.91	20.3	—	—	—	—
<b>Executive, administrative, and managerial</b> .....	32.91	4.8	32.78	5.2	33.79	10.1
Executives, administrators, and managers .....	40.45	5.1	40.76	6.1	38.90	5.7
Administrators and officials, public administration .....	31.78	5.9	—	—	31.78	5.9
Financial managers .....	49.39	7.1	49.68	7.2	—	—
Managers, marketing, advertising, and public relations .....	48.76	13.1	49.18	13.0	—	—
Administrators, education and related fields .....	38.94	11.8	24.99	2.3	45.14	5.0
Managers, medicine and health .....	34.06	15.7	34.09	17.5	—	—
Managers, service organizations, n.e.c. ....	26.57	3.8	—	—	—	—
Managers and administrators, n.e.c. ....	42.99	9.6	42.99	9.6	—	—
Management related .....	25.83	5.4	25.89	5.9	25.25	3.6
Accountants and auditors .....	27.88	8.1	28.29	9.0	—	—
Other financial officers .....	29.58	6.5	29.74	6.9	—	—
Management analysts .....	34.43	11.1	34.63	13.0	—	—
Personnel, training, and labor relations specialists .....	29.10	12.4	28.92	13.2	—	—
Purchasing agents and buyers, n.e.c. ....	25.84	9.3	25.84	9.3	—	—
Management related, n.e.c. ....	19.99	13.1	19.83	14.3	—	—

See footnotes at end of table.

Table 2-1. Mean hourly earnings,<sup>1</sup> all workers:<sup>2</sup> Selected occupations, private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued

Occupation <sup>3</sup>	Total		Private industry		State and local government	
	Mean	Relative error <sup>4</sup> (percent)	Mean	Relative error <sup>4</sup> (percent)	Mean	Relative error <sup>4</sup> (percent)
<b>White collar</b> –Continued						
<b>Sales</b> .....	\$17.71	8.1	\$17.76	8.2	–	–
Supervisors, sales .....	23.38	13.2	23.38	13.2	–	–
Sales workers, motor vehicles and boats .....	22.27	9.7	22.27	9.7	–	–
Sales workers, other commodities .....	18.45	25.7	18.45	25.7	–	–
Cashiers .....	10.73	2.7	10.63	2.8	–	–
<b>Administrative support, including clerical</b> .....	15.73	1.2	15.61	1.5	\$16.29	1.6
Supervisors, general office .....	20.48	4.6	20.48	4.6	–	–
Computer operators .....	17.05	3.1	–	–	–	–
Secretaries .....	18.28	3.3	18.10	2.8	18.75	8.9
Typists .....	14.69	2.9	–	–	14.69	2.9
Hotel clerks .....	10.72	7.0	10.72	7.0	–	–
Receptionists .....	12.55	7.5	12.56	7.6	–	–
Information clerks, n.e.c. ....	14.65	15.6	14.65	15.6	–	–
Order clerks .....	17.07	11.9	17.07	11.9	–	–
Library clerks .....	15.30	12.1	–	–	15.30	12.1
Records clerks, n.e.c. ....	15.29	7.5	15.37	8.2	–	–
Bookkeepers, accounting and auditing clerks .....	14.10	5.1	13.94	5.2	–	–
Telephone operators .....	12.23	9.4	11.32	6.2	–	–
Mail clerks, except postal service .....	11.94	5.4	11.57	5.3	–	–
Dispatchers .....	16.58	12.3	–	–	–	–
Traffic, shipping and receiving clerks .....	14.72	8.4	14.72	8.4	–	–
Stock and inventory clerks .....	14.23	4.9	14.28	5.1	–	–
Insurance adjusters, examiners, and investigators .....	18.14	1.9	18.14	1.9	–	–
Investigators and adjusters, except insurance .....	14.79	6.7	14.87	7.1	–	–
General office clerks .....	14.96	5.6	14.15	6.2	16.37	8.1
Data entry keyers .....	11.78	5.9	11.78	5.9	–	–
Teachers' aides .....	13.65	.5	–	–	13.70	.6
Administrative support, n.e.c. ....	15.82	4.7	15.47	4.9	16.79	9.4
<b>Blue collar</b> .....	17.48	2.2	17.30	2.5	19.07	1.1
<b>Precision production, craft, and repair</b> .....	21.92	3.7	22.05	4.3	21.22	.8
Automobile mechanics .....	21.98	5.5	21.47	6.2	–	–
Bus, truck, and stationary engine mechanics .....	19.94	19.0	–	–	–	–
Industrial machinery repairers .....	22.11	1.9	22.11	1.9	–	–
Electronic repairers, communications and industrial equipment .....	23.12	9.0	23.12	9.0	–	–
Mechanics and repairers, n.e.c. ....	18.74	10.2	18.64	11.3	–	–
Electricians .....	22.50	6.8	23.41	7.4	–	–
Supervisors, production .....	22.87	14.4	22.87	14.4	–	–
<b>Machine operators, assemblers, and inspectors</b> .....	16.29	3.3	16.29	3.3	–	–
Packaging and filling machine operators .....	15.85	25.2	15.85	25.2	–	–
Mixing and blending machine operators .....	21.14	16.0	21.14	16.0	–	–
Miscellaneous machine operators, n.e.c. ....	14.53	22.7	14.53	22.7	–	–
Assemblers .....	18.18	9.4	18.18	9.4	–	–
<b>Transportation and material moving</b> .....	17.51	6.4	17.45	7.3	18.01	2.2
Truck drivers .....	19.44	6.7	19.57	6.8	–	–
Bus drivers .....	15.09	2.8	–	–	17.52	5.6
Industrial truck and tractor equipment operators ..	16.87	9.3	16.87	9.3	–	–
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	13.72	6.0	13.30	7.2	16.98	3.9
Groundskeepers and gardeners, except farm .....	12.44	16.9	–	–	–	–
Supervisors, handlers, equipment cleaners, and laborers, n.e.c. ....	18.00	5.8	–	–	–	–
Helpers, mechanics and repairers .....	14.29	8.1	–	–	–	–
Construction laborers .....	18.08	9.6	–	–	–	–
Stock handlers and baggers .....	10.13	13.1	10.12	13.1	–	–
Freight, stock, and material handlers, n.e.c. ....	13.97	19.2	13.97	19.2	–	–

See footnotes at end of table.

Table 2-1. Mean hourly earnings,<sup>1</sup> all workers:<sup>2</sup> Selected occupations, private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued

Occupation <sup>3</sup>	Total		Private industry		State and local government	
	Mean	Relative error <sup>4</sup> (percent)	Mean	Relative error <sup>4</sup> (percent)	Mean	Relative error <sup>4</sup> (percent)
<b>Blue collar</b> –Continued						
<b>Handlers, equipment cleaners, helpers, and laborers</b> –Continued						
Vehicle washers and equipment cleaners .....	\$10.74	10.5	\$9.79	6.9	–	–
Hand packers and packagers .....	11.29	4.8	11.29	4.8	–	–
Laborers, except construction, n.e.c. ....	13.40	10.5	11.79	12.2	–	–
<b>Service</b>						
Protective service .....	13.24	3.6	10.95	3.6	\$20.26	4.9
Supervisors, police and detectives .....	19.06	12.0	11.30	1.8	24.28	4.8
Police and detectives, public service .....	31.55	3.0	–	–	31.55	3.0
Sheriffs, bailiffs, and other law enforcement officers .....	25.25	3.0	–	–	25.25	3.0
Correctional institution officers .....	20.39	2.8	–	–	20.39	2.8
Guards and police, except public service .....	20.07	4.2	–	–	20.07	4.2
Food service .....	10.68	5.6	10.35	3.5	–	–
Waiters, waitresses, and bartenders .....	9.91	6.6	9.59	6.8	13.14	3.1
Bartenders .....	6.30	12.8	6.30	12.8	–	–
Waiters and waitresses .....	8.56	20.0	8.56	20.0	–	–
Waiters'/Waitresses' assistants .....	5.72	13.7	5.72	13.7	–	–
Other food service .....	6.63	18.8	6.63	18.8	–	–
Supervisors, food preparation and service .....	11.47	1.7	11.22	1.7	13.14	3.1
Cooks .....	17.61	7.0	17.63	7.1	–	–
Food counter, fountain, and related .....	11.88	3.2	11.63	2.5	–	–
Kitchen workers, food preparation .....	10.30	6.6	10.37	7.6	–	–
Food preparation, n.e.c. ....	11.93	7.0	11.46	8.2	–	–
Health service .....	9.76	4.7	9.09	3.2	13.33	9.7
Health aides, except nursing .....	11.89	1.8	11.39	1.2	15.24	4.5
Nursing aides, orderlies and attendants .....	12.74	9.7	12.04	9.0	–	–
Cleaning and building service .....	11.65	2.9	11.17	2.9	14.80	2.3
Maid and housemen .....	12.15	5.9	11.53	7.7	14.45	2.8
Janitors and cleaners .....	10.32	1.4	10.32	1.4	–	–
Personal service .....	12.33	6.8	11.43	9.9	14.44	2.8
Supervisors, personal service .....	11.91	6.6	11.95	7.1	11.49	18.7
Attendants, amusement, and recreation facilities .....	20.33	1.6	20.33	1.6	–	–
Early childhood teachers' assistants .....	7.88	1.5	7.88	1.5	–	–
Child care workers, n.e.c. ....	8.15	7.5	8.15	7.5	–	–
Service, n.e.c. ....	10.31	8.0	10.36	8.5	–	–
	9.56	5.2	9.76	4.9	–	–

<sup>1</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, holidays, nonproduction bonuses, and tips. The mean is computed by totaling the pay of all workers and dividing by the number of workers, weighted by hours.

<sup>2</sup> All workers include full-time and part-time workers.

<sup>3</sup> A classification system including about 480 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

<sup>4</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.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria, and n.e.c. means "not elsewhere classified." Overall occupational groups may include data for categories not shown separately.



Table 2-2. Mean hourly earnings,<sup>1</sup> full-time workers:<sup>2</sup> Selected occupations, private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004

Occupation <sup>3</sup>	Total		Private industry		State and local government	
	Mean	Relative error <sup>4</sup> (percent)	Mean	Relative error <sup>4</sup> (percent)	Mean	Relative error <sup>4</sup> (percent)
<b>All</b> .....	\$22.81	2.3	\$21.96	2.8	\$26.69	2.2
All excluding sales .....	22.97	2.4	22.08	3.0	26.75	2.1
<b>White collar</b> .....	27.53	2.8	26.74	3.5	31.09	2.0
White collar excluding sales .....	28.36	3.1	27.64	3.9	31.24	2.0
<b>Professional specialty and technical</b> .....	34.41	3.4	33.40	4.5	37.39	2.9
Professional specialty .....	36.19	3.4	35.35	4.8	38.29	2.1
Engineers, architects, and surveyors .....	37.45	8.0	38.41	7.8	—	—
Electrical and electronic engineers .....	38.80	9.5	38.80	9.5	—	—
Engineers, n.e.c. ....	42.66	17.1	42.66	17.1	—	—
Mathematical and computer scientists .....	34.77	3.9	34.77	3.9	—	—
Computer systems analysts and scientists .....	33.83	4.3	33.83	4.3	—	—
Operations and systems researchers and analysts .....	40.81	20.6	40.81	20.6	—	—
Natural scientists .....	38.45	5.5	39.03	5.9	—	—
Biological and life scientists .....	37.23	11.1	37.34	13.5	—	—
Health related .....	35.65	7.3	35.71	7.6	34.46	16.1
Physicians .....	62.23	15.6	64.09	15.5	—	—
Registered nurses .....	29.89	1.5	29.72	1.2	33.07	13.7
Teachers, college and university .....	43.17	6.3	41.19	9.2	48.03	6.3
Other post-secondary teachers .....	43.90	7.3	—	—	47.19	4.9
Teachers, except college and university .....	37.35	2.8	22.26	2.0	41.34	.8
Elementary school teachers .....	36.71	4.5	—	—	42.03	1.0
Secondary school teachers .....	43.71	2.1	—	—	44.22	2.2
Teachers, special education .....	37.52	6.7	—	—	38.43	6.0
Teachers, n.e.c. ....	35.07	12.6	—	—	40.43	8.8
Librarians, archivists, and curators .....	—	—	—	—	—	—
Social scientists and urban planners .....	33.29	12.0	28.70	9.1	—	—
Psychologists .....	32.92	17.2	—	—	—	—
Social, recreation, and religious workers .....	20.57	5.5	17.87	5.9	23.23	4.4
Social workers .....	20.66	7.5	18.04	8.4	23.48	6.0
Lawyers and judges .....	58.77	24.6	—	—	—	—
Lawyers .....	58.77	24.6	—	—	—	—
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	41.57	31.9	43.26	33.2	—	—
Technical .....	24.85	5.5	25.23	5.8	20.57	5.9
Clinical laboratory technologists and technicians .....	16.15	6.0	16.15	6.0	—	—
Licensed practical nurses .....	22.00	3.8	22.12	4.1	—	—
Health technologists and technicians, n.e.c. ....	18.53	8.8	18.53	8.8	—	—
Electrical and electronic technicians .....	26.67	8.9	26.99	9.3	—	—
Engineering technicians, n.e.c. ....	23.26	7.3	24.19	9.3	—	—
Chemical technicians .....	20.59	8.6	20.59	8.6	—	—
Computer programmers .....	30.13	16.0	—	—	—	—
<b>Executive, administrative, and managerial</b> .....	32.98	5.1	32.81	5.7	34.07	9.5
Executives, administrators, and managers .....	40.59	5.1	40.82	6.0	39.42	5.4
Administrators and officials, public administration .....	31.78	5.9	—	—	31.78	5.9
Financial managers .....	49.39	7.1	49.68	7.2	—	—
Managers, marketing, advertising, and public relations .....	48.76	13.1	49.18	13.0	—	—
Administrators, education and related fields .....	38.94	11.8	24.99	2.3	45.14	5.0
Managers, medicine and health .....	34.73	15.1	—	—	—	—
Managers, service organizations, n.e.c. ....	26.57	3.8	—	—	—	—
Managers and administrators, n.e.c. ....	42.99	9.6	42.99	9.6	—	—
Management related .....	25.63	6.0	25.67	6.6	25.25	3.6
Accountants and auditors .....	26.64	7.4	26.90	8.4	—	—
Other financial officers .....	29.58	6.5	29.74	6.9	—	—
Management analysts .....	34.43	11.1	34.63	13.0	—	—
Personnel, training, and labor relations specialists .....	29.10	12.4	28.92	13.2	—	—
Purchasing agents and buyers, n.e.c. ....	25.84	9.3	25.84	9.3	—	—
Management related, n.e.c. ....	19.86	13.3	19.68	14.6	—	—
<b>Sales</b> .....	20.24	7.4	20.34	7.5	—	—

See footnotes at end of table.

Table 2-2. Mean hourly earnings,<sup>1</sup> full-time workers:<sup>2</sup> Selected occupations, private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued

Occupation <sup>3</sup>	Total		Private industry		State and local government	
	Mean	Relative error <sup>4</sup> (percent)	Mean	Relative error <sup>4</sup> (percent)	Mean	Relative error <sup>4</sup> (percent)
<b>White collar</b> –Continued						
<b>Sales</b> –Continued						
Supervisors, sales .....	\$23.38	13.2	\$23.38	13.2	–	–
Sales, other business services .....	21.98	37.3	21.98	37.3	–	–
Sales workers, motor vehicles and boats .....	22.27	9.7	22.27	9.7	–	–
Sales workers, other commodities .....	21.04	22.7	21.04	22.7	–	–
Cashiers .....	11.72	2.9	11.63	3.1	–	–
<b>Administrative support, including clerical</b> .....						
Supervisors, general office .....	15.98	1.3	15.84	1.6	\$16.64	1.5
Secretaries .....	20.48	4.6	20.48	4.6	–	–
Typists .....	18.36	3.3	18.19	2.7	18.78	9.0
Hotel clerks .....	14.69	2.9	–	–	14.69	2.9
Receptionists .....	10.72	7.0	10.72	7.0	–	–
Information clerks, n.e.c. ....	12.98	7.9	12.99	8.0	–	–
Order clerks .....	15.65	17.0	15.65	17.0	–	–
Records clerks, n.e.c. ....	17.21	12.3	17.21	12.3	–	–
Bookkeepers, accounting and auditing clerks .....	14.45	6.5	14.46	7.1	–	–
Mail clerks, except postal service .....	14.10	5.1	13.94	5.2	–	–
Traffic, shipping and receiving clerks .....	11.99	7.0	11.50	6.8	–	–
Stock and inventory clerks .....	14.72	8.4	14.72	8.4	–	–
Insurance adjusters, examiners, and investigators .....	14.23	4.9	14.28	5.1	–	–
Investigators and adjusters, except insurance .....	18.23	2.3	18.23	2.3	–	–
General office clerks .....	14.68	7.7	14.77	8.2	–	–
Teachers' aides .....	15.41	5.8	14.72	6.9	16.40	8.3
Administrative support, n.e.c. ....	14.07	1.1	–	–	14.17	1.5
	15.90	5.1	15.53	5.7	16.81	9.3
<b>Blue collar</b> .....	17.95	2.2	17.78	2.5	19.47	2.0
<b>Precision production, craft, and repair</b> .....						
Automobile mechanics .....	21.91	3.7	22.04	4.3	21.23	.8
Bus, truck, and stationary engine mechanics .....	21.98	5.5	21.47	6.2	–	–
Industrial machinery repairers .....	19.94	19.0	–	–	–	–
Mechanics and repairers, n.e.c. ....	22.11	1.9	22.11	1.9	–	–
Electricians .....	18.74	10.2	18.64	11.3	–	–
Supervisors, production .....	22.50	6.8	23.41	7.4	–	–
	22.87	14.4	22.87	14.4	–	–
<b>Machine operators, assemblers, and inspectors</b> .....						
Packaging and filling machine operators .....	16.39	3.9	16.38	3.9	–	–
Mixing and blending machine operators .....	15.85	25.2	15.85	25.2	–	–
Miscellaneous machine operators, n.e.c. ....	21.14	16.0	21.14	16.0	–	–
Assemblers .....	14.53	22.7	14.53	22.7	–	–
	18.18	9.4	18.18	9.4	–	–
<b>Transportation and material moving</b> .....						
Truck drivers .....	18.19	6.3	18.06	7.2	19.37	4.5
Industrial truck and tractor equipment operators ..	19.44	6.7	19.57	6.8	–	–
	16.87	9.3	16.87	9.3	–	–
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....						
Groundskeepers and gardeners, except farm .....	14.34	5.4	13.94	6.7	16.98	3.9
Helpers, mechanics and repairers .....	12.46	17.7	–	–	–	–
Construction laborers .....	14.29	8.1	–	–	–	–
Stock handlers and baggers .....	18.08	9.6	–	–	–	–
Freight, stock, and material handlers, n.e.c. ....	11.40	14.3	11.38	14.4	–	–
Vehicle washers and equipment cleaners .....	15.78	12.0	15.78	12.0	–	–
Hand packers and packagers .....	11.10	12.7	–	–	–	–
Laborers, except construction, n.e.c. ....	11.51	4.0	11.51	4.0	–	–
	13.64	11.4	11.97	13.2	–	–
<b>Service</b> .....						
Protective service .....	14.26	3.6	11.62	3.6	21.04	4.9
Supervisors, police and detectives .....	20.05	11.3	11.64	1.7	24.66	4.9
Police and detectives, public service .....	31.55	3.0	–	–	31.55	3.0
	25.25	3.0	–	–	25.25	3.0

See footnotes at end of table.

Table 2-2. Mean hourly earnings,<sup>1</sup> full-time workers:<sup>2</sup> Selected occupations, private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued

Occupation <sup>3</sup>	Total		Private industry		State and local government	
	Mean	Relative error <sup>4</sup> (percent)	Mean	Relative error <sup>4</sup> (percent)	Mean	Relative error <sup>4</sup> (percent)
<b>Service</b> —Continued						
Protective service—Continued						
Sheriffs, bailiffs, and other law enforcement officers .....	\$20.39	2.8	—	—	\$20.39	2.8
Correctional institution officers .....	20.07	4.2	—	—	20.07	4.2
Guards and police, except public service .....	10.91	7.0	\$10.42	4.6	—	—
Food service .....	10.90	6.8	10.59	7.2	13.53	2.9
Waiters, waitresses, and bartenders .....	6.67	17.5	6.67	17.5	—	—
Waiters and waitresses .....	5.24	18.5	5.24	18.5	—	—
Waiters'/Waitresses' assistants .....	9.40	17.8	9.40	17.8	—	—
Other food service .....	12.18	3.1	11.97	3.3	13.53	2.9
Supervisors, food preparation and service .....	17.74	6.4	—	—	—	—
Cooks .....	12.17	1.8	11.90	.7	—	—
Food counter, fountain, and related .....	10.75	6.3	—	—	—	—
Kitchen workers, food preparation .....	13.19	6.6	—	—	—	—
Food preparation, n.e.c. ....	10.27	7.3	9.62	6.7	13.54	7.6
Health service .....	11.90	2.0	11.33	1.4	15.47	4.7
Health aides, except nursing .....	13.23	11.9	12.37	10.9	—	—
Nursing aides, orderlies and attendants .....	11.60	3.1	11.04	3.1	14.90	2.4
Cleaning and building service .....	12.90	3.8	12.30	5.4	14.68	3.5
Maids and housemen .....	10.32	1.5	10.32	1.5	—	—
Janitors and cleaners .....	13.48	3.3	12.76	4.8	14.67	3.5
Personal service .....	13.08	9.2	12.96	9.7	—	—
Supervisors, personal service .....	20.33	1.6	20.33	1.6	—	—
Attendants, amusement, and recreation facilities	8.28	1.1	8.28	1.1	—	—
Child care workers, n.e.c. ....	11.89	.7	—	—	—	—

<sup>1</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, holidays, nonproduction bonuses, and tips. The mean is computed by totaling the pay of all workers and dividing by the number of workers, weighted by hours.

<sup>2</sup> Employees are classified as working either a full-time or a part-time schedule based on the definition used by each establishment. Therefore, a worker with a 35-hour-per-week schedule might be considered a full-time employee in one establishment, but classified as part-time in another firm, where a 40-hour week is the minimum full-time schedule.

<sup>3</sup> A classification system including about 480 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

<sup>4</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.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria, and n.e.c. means "not elsewhere classified." Overall occupational groups may include data for categories not shown separately.

Table 2-3. Mean hourly earnings,<sup>1</sup> part-time workers:<sup>2</sup> Selected occupations, private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004

Occupation <sup>3</sup>	Total		Private industry		State and local government	
	Mean	Relative error <sup>4</sup> (percent)	Mean	Relative error <sup>4</sup> (percent)	Mean	Relative error <sup>4</sup> (percent)
<b>All</b> .....	\$12.72	5.5	\$12.67	6.1	\$13.13	3.4
All excluding sales .....	13.44	6.2	13.48	6.9	13.13	3.4
<b>White collar</b> .....	16.61	9.1	16.73	10.1	15.65	9.2
White collar excluding sales .....	20.89	7.9	21.93	9.0	15.65	9.2
<b>Professional specialty and technical</b> .....	27.19	5.3	28.06	5.0	21.10	8.6
Professional specialty .....	28.26	6.0	29.09	5.7	22.71	7.3
Mathematical and computer scientists .....	-	-	-	-	-	-
Health related .....	30.62	1.4	30.65	1.5	-	-
Registered nurses .....	30.15	1.6	30.18	1.6	-	-
Teachers, college and university .....	31.20	5.2	-	-	-	-
Teachers, except college and university .....	16.78	18.5	-	-	19.72	1.5
Teachers, n.e.c. ....	16.74	30.2	-	-	-	-
Social scientists and urban planners .....	-	-	-	-	-	-
Social, recreation, and religious workers .....	-	-	-	-	-	-
Lawyers and judges .....	-	-	-	-	-	-
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	-	-	-	-	-	-
Technical .....	22.33	8.4	23.53	6.7	-	-
<b>Executive, administrative, and managerial</b> .....	-	-	-	-	-	-
Executives, administrators, and managers .....	-	-	-	-	-	-
Management related .....	-	-	-	-	-	-
<b>Sales</b> .....	8.67	5.3	8.67	5.3	-	-
Sales workers, other commodities .....	9.79	.7	9.79	.7	-	-
Cashiers .....	9.01	5.5	9.01	5.5	-	-
<b>Administrative support, including clerical</b> .....	12.85	4.5	12.79	5.5	13.05	6.6
Secretaries .....	15.78	6.8	-	-	-	-
Receptionists .....	9.99	5.8	9.99	5.8	-	-
General office clerks .....	11.72	4.6	11.68	4.6	-	-
<b>Blue collar</b> .....	11.63	7.5	11.60	8.1	-	-
<b>Precision production, craft, and repair</b> .....	22.89	16.0	-	-	-	-
<b>Machine operators, assemblers, and inspectors</b> .....	-	-	-	-	-	-
<b>Transportation and material moving</b> .....	12.97	6.6	-	-	-	-
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	9.83	7.1	9.83	7.1	-	-
Stock handlers and baggers .....	9.28	14.6	9.28	14.6	-	-
Freight, stock, and material handlers, n.e.c. ....	10.98	11.6	10.98	11.6	-	-
<b>Service</b> .....	8.83	3.5	8.67	3.7	10.35	10.5
Protective service .....	10.33	5.3	10.02	2.7	-	-
Guards and police, except public service .....	10.21	2.0	10.21	2.0	-	-
Food service .....	7.57	5.1	7.32	5.0	11.52	.4
Waiters, waitresses, and bartenders .....	5.87	5.6	5.87	5.6	-	-
Waiters and waitresses .....	6.29	10.9	6.29	10.9	-	-
Other food service .....	9.06	7.3	8.75	7.9	11.52	.4
Food counter, fountain, and related .....	9.52	8.2	-	-	-	-
Food preparation, n.e.c. ....	8.25	17.5	7.59	16.7	-	-
Health service .....	11.79	4.7	11.77	5.1	-	-
Health aides, except nursing .....	10.76	2.7	10.73	3.0	-	-
Nursing aides, orderlies and attendants .....	12.11	6.6	12.07	6.8	-	-

See footnotes at end of table.

Table 2-3. Mean hourly earnings,<sup>1</sup> part-time workers:<sup>2</sup> Selected occupations, private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued

Occupation <sup>3</sup>	Total		Private industry		State and local government	
	Mean	Relative error <sup>4</sup> (percent)	Mean	Relative error <sup>4</sup> (percent)	Mean	Relative error <sup>4</sup> (percent)
<b>Service</b> —Continued						
Cleaning and building service .....	\$8.94	15.4	\$8.89	16.2	—	—
Janitors and cleaners .....	8.85	16.3	8.80	17.2	—	—
Personal service .....	8.11	4.6	8.13	5.6	—	—
Attendants, amusement, and recreation facilities	6.43	11.3	6.43	11.3	—	—
Service, n.e.c. ....	8.20	1.7	8.08	3.2	—	—

<sup>1</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, holidays, nonproduction bonuses, and tips. The mean is computed by totaling the pay of all workers and dividing by the number of workers, weighted by hours.

<sup>2</sup> Employees are classified as working either a full-time or a part-time schedule based on the definition used by each establishment. Therefore, a worker with a 35-hour-per-week schedule might be considered a full-time employee in one establishment, but classified as part-time in another firm, where a 40-hour week is the minimum full-time schedule.

<sup>3</sup> A classification system including about 480 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

<sup>4</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.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria, and n.e.c. means "not elsewhere classified." Overall occupational groups may include data for categories not shown separately.

Table 3-1. Mean weekly earnings,<sup>1</sup> full-time workers:<sup>2</sup> Selected occupations, private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004

Occupation <sup>3</sup>	Total			Private industry			State and local government		
	Weekly earnings		Mean weekly hours <sup>5</sup>	Weekly earnings		Mean weekly hours <sup>5</sup>	Weekly earnings		Mean weekly hours <sup>5</sup>
	Mean	Relative error <sup>4</sup> (percent)		Mean	Relative error <sup>4</sup> (percent)		Mean	Relative error <sup>4</sup> (percent)	
All .....	\$890	2.4	39.0	\$867	2.9	39.5	\$991	2.6	37.1
All excluding sales .....	896	2.4	39.0	872	3.0	39.5	993	2.5	37.1
<b>White collar</b> .....	1,068	2.7	38.8	1,058	3.4	39.6	1,111	1.9	35.7
White collar excluding sales .....	1,098	2.9	38.7	1,093	3.7	39.5	1,116	1.9	35.7
<b>Professional specialty and technical</b> .....	1,310	3.4	38.1	1,310	4.5	39.2	1,311	2.8	35.1
Professional specialty .....	1,376	3.5	38.0	1,393	4.8	39.4	1,338	2.1	34.9
Engineers, architects, and surveyors .....	1,495	7.9	39.9	1,545	7.4	40.2	-	-	-
Electrical and electronic engineers .....	1,552	9.5	40.0	1,552	9.5	40.0	-	-	-
Engineers, n.e.c. ....	1,706	17.1	40.0	1,706	17.1	40.0	-	-	-
Mathematical and computer scientists .....	1,367	3.8	39.3	1,367	3.8	39.3	-	-	-
Computer systems analysts and scientists .....	1,329	4.1	39.3	1,329	4.1	39.3	-	-	-
Operations and systems researchers and analysts .....	1,619	20.8	39.7	1,619	20.8	39.7	-	-	-
Natural scientists .....	1,473	5.7	38.3	1,508	6.1	38.6	-	-	-
Biological and life scientists ....	1,364	10.6	36.6	1,381	13.0	37.0	-	-	-
Health related .....	1,391	6.9	39.0	1,394	7.2	39.0	1,325	11.9	38.4
Physicians .....	2,407	14.8	38.7	2,445	15.0	38.2	-	-	-
Registered nurses .....	1,169	1.6	39.1	1,167	1.5	39.3	1,201	12.5	36.3
Teachers, college and university Other post-secondary teachers .....	1,645	9.3	38.1	1,652	13.0	40.1	1,631	9.0	33.9
Teachers, except college and university .....	1,625	7.3	37.0	-	-	-	1,739	5.4	36.8
Elementary school teachers ...	1,310	2.0	35.1	874	2.1	39.3	1,410	.8	34.1
Secondary school teachers ....	1,280	3.1	34.9	-	-	-	1,405	.2	33.4
Teachers, special education ...	1,572	1.8	36.0	-	-	-	1,600	1.0	36.2
Teachers, n.e.c. ....	1,292	5.6	34.4	-	-	-	1,321	4.8	34.4
Librarians, archivists, and curators .....	1,291	10.8	36.8	-	-	-	1,425	8.4	35.3
Social scientists and urban planners .....	-	-	-	-	-	-	-	-	-
Psychologists .....	1,297	10.9	39.0	1,154	10.0	40.2	-	-	-
Social, recreation, and religious workers .....	1,238	16.1	37.6	-	-	-	-	-	-
Social workers .....	792	4.8	38.5	706	6.0	39.5	874	3.6	37.6
Lawyers and judges .....	789	6.8	38.2	711	8.5	39.4	868	6.2	37.0
Lawyers .....	2,342	13.0	39.8	-	-	-	-	-	-
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	2,342	13.0	39.8	-	-	-	-	-	-
Technical .....	1,650	31.6	39.7	1,725	32.8	39.9	-	-	-
Clinical laboratory technologists and technicians .....	954	5.1	38.4	970	5.3	38.4	778	5.9	37.8
Licensed practical nurses .....	627	6.6	38.9	627	6.6	38.9	-	-	-
Health technologists and technicians, n.e.c. ....	855	3.1	38.9	860	3.3	38.9	-	-	-
Electrical and electronic technicians .....	714	10.5	38.6	714	10.5	38.6	-	-	-
Engineering technicians, n.e.c. ....	1,046	9.3	39.2	1,057	9.7	39.2	-	-	-
Chemical technicians .....	911	8.1	39.2	968	9.3	40.0	-	-	-
Computer programmers .....	790	11.2	38.4	790	11.2	38.4	-	-	-
<b>Executive, administrative, and managerial</b> .....	1,193	16.1	39.6	-	-	-	-	-	-
<b>Executive, administrative, and managerial</b> .....	1,319	4.7	40.0	1,327	5.3	40.5	1,272	8.4	37.3

See footnotes at end of table.

Table 3-1. Mean weekly earnings,<sup>1</sup> full-time workers:<sup>2</sup> Selected occupations, private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued

Occupation <sup>3</sup>	Total			Private industry			State and local government		
	Weekly earnings		Mean weekly hours <sup>5</sup>	Weekly earnings		Mean weekly hours <sup>5</sup>	Weekly earnings		Mean weekly hours <sup>5</sup>
	Mean	Relative error <sup>4</sup> (percent)		Mean	Relative error <sup>4</sup> (percent)		Mean	Relative error <sup>4</sup> (percent)	
<b>White collar —Continued</b>									
<b>Executive, administrative, and managerial —Continued</b>									
Executives, administrators, and managers .....	\$1,611	5.2	39.7	\$1,644	6.3	40.3	\$1,460	4.4	37.0
Administrators and officials, public administration .....	1,182	5.8	37.2	—	—	—	1,182	5.8	37.2
Financial managers .....	2,020	6.8	40.9	2,034	6.8	40.9	—	—	—
Managers, marketing, advertising, and public relations .....	1,915	13.2	39.3	1,931	13.1	39.3	—	—	—
Administrators, education and related fields .....	1,448	9.8	37.2	974	1.3	39.0	1,644	4.2	36.4
Managers, medicine and health .....	1,368	16.0	39.4	—	—	—	—	—	—
Managers, service organizations, n.e.c. ....	977	4.5	36.7	—	—	—	—	—	—
Managers and administrators, n.e.c. ....	1,758	9.5	40.9	1,758	9.5	40.9	—	—	—
Management related .....	1,033	4.9	40.3	1,043	5.3	40.6	954	2.8	37.8
Accountants and auditors .....	1,046	8.2	39.3	1,064	9.3	39.6	—	—	—
Other financial officers .....	1,192	7.6	40.3	1,199	8.0	40.3	—	—	—
Management analysts .....	1,382	10.7	40.1	1,417	12.3	40.9	—	—	—
Personnel, training, and labor relations specialists .....	1,177	12.1	40.4	1,180	13.0	40.8	—	—	—
Purchasing agents and buyers, n.e.c. ....	979	9.3	37.9	979	9.3	37.9	—	—	—
Management related, n.e.c. ....	837	7.3	42.2	836	8.1	42.5	—	—	—
<b>Sales</b> .....	802	7.4	39.6	807	7.5	39.7	—	—	—
Supervisors, sales .....	976	13.5	41.8	976	13.5	41.8	—	—	—
Sales, other business services .....	879	37.3	40.0	879	37.3	40.0	—	—	—
Sales workers, motor vehicles and boats .....	921	8.3	41.3	921	8.3	41.3	—	—	—
Sales workers, other commodities .....	807	26.3	38.3	807	26.3	38.3	—	—	—
Cashiers .....	456	2.8	38.9	454	3.0	39.0	—	—	—
<b>Administrative support, including clerical</b> .....									
Supervisors, general office ....	813	4.0	39.7	813	4.0	39.7	—	—	—
Secretaries .....	701	3.2	38.2	705	2.9	38.8	692	8.1	36.8
Typists .....	540	2.8	36.7	—	—	—	540	2.8	36.7
Hotel clerks .....	425	7.8	39.7	425	7.8	39.7	—	—	—
Receptionists .....	510	8.4	39.3	511	8.5	39.3	—	—	—
Information clerks, n.e.c. ....	626	17.0	40.0	626	17.0	40.0	—	—	—
Order clerks .....	682	11.5	39.7	682	11.5	39.7	—	—	—
Records clerks, n.e.c. ....	566	5.9	39.2	568	6.5	39.3	—	—	—
Bookkeepers, accounting and auditing clerks .....	538	4.0	38.1	535	4.2	38.3	—	—	—
Mail clerks, except postal service .....	458	8.4	38.2	437	8.2	38.0	—	—	—
Traffic, shipping and receiving clerks .....	587	8.5	39.8	587	8.5	39.8	—	—	—
Stock and inventory clerks .....	568	5.0	39.9	571	5.1	40.0	—	—	—
Insurance adjusters, examiners, and investigators .....	717	2.0	39.4	717	2.0	39.4	—	—	—
Investigators and adjusters, except insurance .....	583	7.6	39.7	587	8.0	39.7	—	—	—
General office clerks .....	584	4.8	37.9	581	6.7	39.5	587	6.2	35.8

See footnotes at end of table.

Table 3-1. **Mean weekly earnings,<sup>1</sup> full-time workers:<sup>2</sup> Selected occupations, private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued**

Occupation <sup>3</sup>	Total			Private industry			State and local government		
	Weekly earnings		Mean weekly hours <sup>5</sup>	Weekly earnings		Mean weekly hours <sup>5</sup>	Weekly earnings		Mean weekly hours <sup>5</sup>
	Mean	Relative error <sup>4</sup> (percent)		Mean	Relative error <sup>4</sup> (percent)		Mean	Relative error <sup>4</sup> (percent)	
<b>White collar</b> —Continued									
<b>Administrative support, including clerical</b> —Continued									
Teachers' aides .....	\$494	1.1	35.1	—	—	—	\$499	1.4	35.2
Administrative support, n.e.c. ....	597	4.2	37.6	\$602	5.6	38.8	586	7.8	34.9
<b>Blue collar</b> .....	719	2.2	40.1	714	2.5	40.1	770	2.2	39.6
<b>Precision production, craft, and repair</b> .....	877	3.7	40.0	882	4.3	40.0	845	.8	39.8
Automobile mechanics .....	883	4.4	40.2	869	5.1	40.5	—	—	—
Bus, truck, and stationary engine mechanics .....	798	19.0	40.0	—	—	—	—	—	—
Industrial machinery repairers	885	1.9	40.0	885	1.9	40.0	—	—	—
Mechanics and repairers, n.e.c. ....	748	10.1	39.9	746	11.3	40.0	—	—	—
Electricians .....	900	6.8	40.0	936	7.4	40.0	—	—	—
Supervisors, production .....	915	14.4	40.0	915	14.4	40.0	—	—	—
<b>Machine operators, assemblers, and inspectors</b> .....	654	3.9	39.9	654	3.9	39.9	—	—	—
Packaging and filling machine operators .....	634	25.2	40.0	634	25.2	40.0	—	—	—
Mixing and blending machine operators .....	846	16.0	40.0	846	16.0	40.0	—	—	—
Miscellaneous machine operators, n.e.c. ....	581	22.7	40.0	581	22.7	40.0	—	—	—
Assemblers .....	727	9.4	40.0	727	9.4	40.0	—	—	—
<b>Transportation and material moving</b> .....	739	6.1	40.6	736	6.9	40.8	767	5.1	39.6
Truck drivers .....	777	6.7	40.0	783	6.8	40.0	—	—	—
Industrial truck and tractor equipment operators .....	675	9.3	40.0	675	9.3	40.0	—	—	—
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	570	5.4	39.8	555	6.8	39.8	666	4.3	39.2
Groundskeepers and gardeners, except farm ....	492	17.2	39.5	—	—	—	—	—	—
Helpers, mechanics and repairers .....	563	7.7	39.4	—	—	—	—	—	—
Construction laborers .....	723	9.6	40.0	—	—	—	—	—	—
Stock handlers and baggers ...	444	14.9	38.9	443	15.0	38.9	—	—	—
Freight, stock, and material handlers, n.e.c. ....	631	12.0	40.0	631	12.0	40.0	—	—	—
Vehicle washers and equipment cleaners .....	444	12.7	40.0	—	—	—	—	—	—
Hand packers and packagers	450	3.2	39.1	450	3.2	39.1	—	—	—
Laborers, except construction, n.e.c. ....	546	11.4	40.0	479	13.2	40.0	—	—	—
<b>Service</b> .....	548	4.2	38.5	444	4.2	38.2	821	6.5	39.0
Protective service .....	780	12.7	38.9	446	.5	38.3	968	7.6	39.2
Supervisors, police and detectives .....	1,262	3.0	40.0	—	—	—	1,262	3.0	40.0
Police and detectives, public service .....	1,020	3.1	40.4	—	—	—	1,020	3.1	40.4
Sheriffs, bailiffs, and other law enforcement officers .....	763	3.1	37.4	—	—	—	763	3.1	37.4
Correctional institution officers	803	4.2	40.0	—	—	—	803	4.2	40.0

See footnotes at end of table.



Table 3-1. Mean weekly earnings,<sup>1</sup> full-time workers:<sup>2</sup> Selected occupations, private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued

Occupation <sup>3</sup>	Total			Private industry			State and local government		
	Weekly earnings		Mean weekly hours <sup>5</sup>	Weekly earnings		Mean weekly hours <sup>5</sup>	Weekly earnings		Mean weekly hours <sup>5</sup>
	Mean	Relative error <sup>4</sup> (percent)		Mean	Relative error <sup>4</sup> (percent)		Mean	Relative error <sup>4</sup> (percent)	
<b>Service</b> —Continued									
Protective service—Continued									
Guards and police, except public service .....	\$423	8.9	38.7	\$403	6.9	38.7	—	—	—
Food service .....	412	8.5	37.8	402	9.2	37.9	\$495	6.9	36.6
Waiters, waitresses, and bartenders .....	242	23.1	36.3	242	23.1	36.3	—	—	—
Waiters and waitresses .....	187	25.2	35.7	187	25.2	35.7	—	—	—
Waiters'/Waitresses' assistants .....	364	19.4	38.7	364	19.4	38.7	—	—	—
Other food service .....	466	3.3	38.3	461	3.6	38.5	495	6.9	36.6
Supervisors, food preparation and service .....	710	6.4	40.0	—	—	—	—	—	—
Cooks .....	467	1.8	38.4	456	2.2	38.3	—	—	—
Food counter, fountain, and related .....	412	8.5	38.3	—	—	—	—	—	—
Kitchen workers, food preparation .....	514	9.1	39.0	—	—	—	—	—	—
Food preparation, n.e.c. ....	384	7.6	37.4	364	8.0	37.8	480	3.8	35.5
Health service .....	461	3.0	38.7	438	2.7	38.6	608	3.5	39.3
Health aides, except nursing ..	521	10.9	39.4	495	10.9	40.0	—	—	—
Nursing aides, orderlies and attendants .....	448	4.6	38.6	424	4.8	38.4	594	2.7	39.9
Cleaning and building service .....	514	3.8	39.9	491	5.4	39.9	586	3.4	39.9
Maids and housemen .....	412	1.6	39.9	412	1.6	39.9	—	—	—
Janitors and cleaners .....	538	3.2	39.9	509	4.7	39.9	585	3.5	39.9
Personal service .....	477	6.9	36.5	473	7.3	36.5	—	—	—
Supervisors, personal service	813	1.6	40.0	813	1.6	40.0	—	—	—
Attendants, amusement, and recreation facilities .....	331	1.1	40.0	331	1.1	40.0	—	—	—
Child care workers, n.e.c. ....	457	2.8	38.4	—	—	—	—	—	—

<sup>1</sup> Earnings are the straight-time weekly wages or salaries paid to employees. They include incentive pay, cost-of-living adjustments, and hazard pay. Excluded are premium pay for overtime, vacations, holidays, nonproduction bonuses, and tips. The mean is computed by totaling the pay of all workers and dividing by the number of workers, weighted by hours.

<sup>2</sup> Employees are classified as working either a full-time or a part-time schedule based on the definition used by each establishment. Therefore, a worker with a 35-hour-per-week schedule might be considered a full-time employee in one establishment, but classified as part-time in another firm, where a 40-hour week is the minimum full-time schedule.

<sup>3</sup> A classification system including about 480 individual occupations is used to

cover all workers in the civilian economy. See appendix B for more information.

<sup>4</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>5</sup> Mean weekly hours are the hours an employee is scheduled to work in a week, exclusive of overtime.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria, and n.e.c. means "not elsewhere classified." Overall occupational groups may include data for categories not shown separately.

Table 3-2. Mean annual earnings,<sup>1</sup> full-time workers:<sup>2</sup> Selected occupations, private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004

Occupation <sup>3</sup>	Total			Private industry			State and local government		
	Annual earnings		Mean annual hours <sup>5</sup>	Annual earnings		Mean annual hours <sup>5</sup>	Annual earnings		Mean annual hours <sup>5</sup>
	Mean	Relative error <sup>4</sup> (percent)		Mean	Relative error <sup>4</sup> (percent)		Mean	Relative error <sup>4</sup> (percent)	
<b>All</b> .....	\$45,041	2.4	1,975	\$44,651	2.9	2,034	\$46,557	2.6	1,745
All excluding sales .....	45,250	2.4	1,970	44,865	3.0	2,032	46,645	2.5	1,744
<b>White collar</b> .....	53,401	2.7	1,940	54,414	3.4	2,035	49,815	1.9	1,602
White collar excluding sales .....	54,669	2.9	1,928	56,169	3.7	2,032	49,976	1.9	1,600
<b>Professional specialty and technical</b> .....	62,936	3.4	1,829	66,418	4.5	1,989	55,271	2.8	1,478
Professional specialty .....	65,174	3.5	1,801	70,206	4.8	1,986	55,862	2.1	1,459
Engineers, architects, and surveyors .....	77,755	7.9	2,076	80,362	7.4	2,092	-	-	-
Electrical and electronic engineers .....	80,707	9.5	2,080	80,707	9.5	2,080	-	-	-
Engineers, n.e.c. ....	88,731	17.1	2,080	88,731	17.1	2,080	-	-	-
Mathematical and computer scientists .....	71,070	3.8	2,044	71,070	3.8	2,044	-	-	-
Computer systems analysts and scientists .....	69,124	4.1	2,043	69,124	4.1	2,043	-	-	-
Operations and systems researchers and analysts .....	84,185	20.8	2,063	84,185	20.8	2,063	-	-	-
Natural scientists .....	76,593	5.7	1,992	78,423	6.1	2,009	-	-	-
Biological and life scientists ....	70,952	10.6	1,906	71,803	13.0	1,923	-	-	-
Health related .....	71,736	6.9	2,012	72,498	7.2	2,030	59,721	11.9	1,733
Physicians .....	125,146	14.8	2,011	127,155	15.0	1,984	-	-	-
Registered nurses .....	60,217	1.6	2,014	60,679	1.5	2,042	53,608	12.5	1,621
Teachers, college and university Other post-secondary teachers .....	67,166	9.3	1,556	69,457	13.0	1,686	62,815	9.0	1,308
Teachers, except college and university .....	52,373	2.0	1,402	35,363	2.1	1,588	56,222	.8	1,360
Elementary school teachers ...	50,877	3.1	1,386	-	-	-	56,661	.2	1,348
Secondary school teachers ....	59,694	1.8	1,366	-	-	-	60,762	1.0	1,374
Teachers, special education ...	51,289	5.6	1,367	-	-	-	52,486	4.8	1,366
Teachers, n.e.c. ....	55,625	10.8	1,586	-	-	-	55,158	8.4	1,364
Librarians, archivists, and curators .....	-	-	-	-	-	-	-	-	-
Social scientists and urban planners .....	61,929	10.9	1,860	60,020	10.0	2,092	-	-	-
Psychologists .....	57,014	16.1	1,732	-	-	-	-	-	-
Social, recreation, and religious workers .....	41,207	4.8	2,003	36,702	6.0	2,054	45,445	3.6	1,956
Social workers .....	41,041	6.8	1,986	36,973	8.5	2,049	45,148	6.2	1,922
Lawyers and judges .....	121,763	13.0	2,072	-	-	-	-	-	-
Lawyers .....	121,763	13.0	2,072	-	-	-	-	-	-
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	85,812	31.6	2,065	89,704	32.8	2,074	-	-	-
Technical .....	49,606	5.1	1,996	50,437	5.3	1,999	40,458	5.9	1,967
Clinical laboratory technologists and technicians .....	32,630	6.6	2,021	32,630	6.6	2,021	-	-	-
Licensed practical nurses .....	44,457	3.1	2,021	44,723	3.3	2,022	-	-	-
Health technologists and technicians, n.e.c. ....	37,152	10.5	2,005	37,152	10.5	2,005	-	-	-
Electrical and electronic technicians .....	54,396	9.3	2,040	54,990	9.7	2,038	-	-	-
Engineering technicians, n.e.c. ....	47,377	8.1	2,037	50,312	9.3	2,080	-	-	-
Chemical technicians .....	41,100	11.2	1,996	41,100	11.2	1,996	-	-	-
Computer programmers .....	62,041	16.1	2,059	-	-	-	-	-	-
<b>Executive, administrative, and managerial</b> .....	68,234	4.7	2,069	69,017	5.3	2,103	63,658	8.4	1,868

See footnotes at end of table.

Table 3-2. **Mean annual earnings,<sup>1</sup> full-time workers:<sup>2</sup> Selected occupations, private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004** — Continued

Occupation <sup>3</sup>	Total			Private industry			State and local government		
	Annual earnings		Mean annual hours <sup>5</sup>	Annual earnings		Mean annual hours <sup>5</sup>	Annual earnings		Mean annual hours <sup>5</sup>
	Mean	Relative error <sup>4</sup> (percent)		Mean	Relative error <sup>4</sup> (percent)		Mean	Relative error <sup>4</sup> (percent)	
<b>White collar</b> –Continued									
<b>Executive, administrative, and managerial</b> –Continued									
Executives, administrators, and managers .....	\$82,871	5.2	2,042	\$85,499	6.3	2,095	\$71,525	4.4	1,814
Administrators and officials, public administration .....	61,482	5.8	1,935	–	–	–	61,482	5.8	1,935
Financial managers .....	105,052	6.8	2,127	105,744	6.8	2,129	–	–	–
Managers, marketing, advertising, and public relations .....	99,602	13.2	2,043	100,422	13.1	2,042	–	–	–
Administrators, education and related fields .....	71,150	9.8	1,827	50,668	1.3	2,028	79,005	4.2	1,750
Managers, medicine and health .....	71,124	16.0	2,048	–	–	–	–	–	–
Managers, service organizations, n.e.c. ....	50,779	4.5	1,911	–	–	–	–	–	–
Managers and administrators, n.e.c. ....	91,436	9.5	2,127	91,436	9.5	2,127	–	–	–
Management related .....	53,731	4.9	2,096	54,210	5.3	2,111	49,621	2.8	1,965
Accountants and auditors .....	54,389	8.2	2,042	55,333	9.3	2,057	–	–	–
Other financial officers .....	61,971	7.6	2,095	62,328	8.0	2,096	–	–	–
Management analysts .....	71,845	10.7	2,086	73,693	12.3	2,128	–	–	–
Personnel, training, and labor relations specialists .....	61,207	12.1	2,103	61,372	13.0	2,122	–	–	–
Purchasing agents and buyers, n.e.c. ....	50,932	9.3	1,971	50,932	9.3	1,971	–	–	–
Management related, n.e.c. ....	43,542	7.3	2,193	43,487	8.1	2,210	–	–	–
<b>Sales</b> .....	41,593	7.4	2,055	41,838	7.5	2,057	–	–	–
Supervisors, sales .....	50,770	13.5	2,172	50,770	13.5	2,172	–	–	–
Sales, other business services .....	45,726	37.3	2,080	45,726	37.3	2,080	–	–	–
Sales workers, motor vehicles and boats .....	47,877	8.3	2,150	47,877	8.3	2,150	–	–	–
Sales workers, other commodities .....	41,946	26.3	1,993	41,946	26.3	1,993	–	–	–
Cashiers .....	23,718	2.8	2,023	23,583	3.0	2,027	–	–	–
<b>Administrative support, including clerical</b> .....									
Supervisors, general office .....	42,254	4.0	2,063	42,254	4.0	2,063	–	–	–
Secretaries .....	35,790	3.2	1,949	36,682	2.9	2,016	33,766	8.1	1,798
Typists .....	28,073	2.8	1,911	–	–	–	28,073	2.8	1,911
Hotel clerks .....	22,111	7.8	2,062	22,111	7.8	2,062	–	–	–
Receptionists .....	26,514	8.4	2,043	26,548	8.5	2,044	–	–	–
Information clerks, n.e.c. ....	32,560	17.0	2,080	32,560	17.0	2,080	–	–	–
Order clerks .....	35,475	11.5	2,062	35,475	11.5	2,062	–	–	–
Records clerks, n.e.c. ....	29,448	5.9	2,038	29,559	6.5	2,044	–	–	–
Bookkeepers, accounting and auditing clerks .....	27,956	4.0	1,982	27,801	4.2	1,994	–	–	–
Mail clerks, except postal service .....	23,838	8.4	1,988	22,743	8.2	1,978	–	–	–
Traffic, shipping and receiving clerks .....	30,504	8.5	2,072	30,504	8.5	2,072	–	–	–
Stock and inventory clerks .....	29,520	5.0	2,075	29,709	5.1	2,080	–	–	–
Insurance adjusters, examiners, and investigators .....	37,310	2.0	2,046	37,310	2.0	2,046	–	–	–
Investigators and adjusters, except insurance .....	30,323	7.6	2,066	30,507	8.0	2,065	–	–	–
General office clerks .....	29,729	4.8	1,930	29,573	6.7	2,009	29,934	6.2	1,825

See footnotes at end of table.

Table 3-2. **Mean annual earnings,<sup>1</sup> full-time workers:<sup>2</sup> Selected occupations, private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued**

Occupation <sup>3</sup>	Total			Private industry			State and local government		
	Annual earnings		Mean annual hours <sup>5</sup>	Annual earnings		Mean annual hours <sup>5</sup>	Annual earnings		Mean annual hours <sup>5</sup>
	Mean	Relative error <sup>4</sup> (percent)		Mean	Relative error <sup>4</sup> (percent)		Mean	Relative error <sup>4</sup> (percent)	
<b>White collar —Continued</b>									
<b>Administrative support, including clerical —Continued</b>									
Teachers' aides .....	\$19,095	1.1	1,357	—	—	—	\$19,286	1.4	1,361
Administrative support, n.e.c.	31,059	4.2	1,953	\$31,315	5.6	2,016	30,481	7.8	1,813
<b>Blue collar .....</b>	36,937	2.2	2,058	36,619	2.5	2,060	39,757	2.2	2,042
<b>Precision production, craft, and repair .....</b>	45,499	3.7	2,076	45,782	4.3	2,077	43,950	.8	2,070
Automobile mechanics .....	45,926	4.4	2,089	45,199	5.1	2,105	—	—	—
Bus, truck, and stationary engine mechanics .....	41,471	19.0	2,080	—	—	—	—	—	—
Industrial machinery repairers	45,999	1.9	2,080	45,999	1.9	2,080	—	—	—
Mechanics and repairers, n.e.c. ....	38,886	10.1	2,076	38,781	11.3	2,080	—	—	—
Electricians .....	46,802	6.8	2,080	48,685	7.4	2,080	—	—	—
Supervisors, production .....	47,575	14.4	2,080	47,575	14.4	2,080	—	—	—
<b>Machine operators, assemblers, and inspectors .....</b>	34,022	3.9	2,076	34,009	3.9	2,076	—	—	—
Packaging and filling machine operators .....	32,958	25.2	2,080	32,958	25.2	2,080	—	—	—
Mixing and blending machine operators .....	43,972	16.0	2,080	43,972	16.0	2,080	—	—	—
Miscellaneous machine operators, n.e.c. ....	30,217	22.7	2,080	30,217	22.7	2,080	—	—	—
Assemblers .....	37,815	9.4	2,080	37,815	9.4	2,080	—	—	—
<b>Transportation and material moving .....</b>	38,241	6.1	2,102	38,190	6.9	2,114	38,673	5.1	1,996
Truck drivers .....	40,341	6.7	2,075	40,697	6.8	2,080	—	—	—
Industrial truck and tractor equipment operators .....	35,085	9.3	2,080	35,085	9.3	2,080	—	—	—
<b>Handlers, equipment cleaners, helpers, and laborers .....</b>	28,343	5.4	1,977	27,426	6.8	1,968	34,641	4.3	2,040
Groundskeepers and gardeners, except farm ....	23,187	17.2	1,860	—	—	—	—	—	—
Helpers, mechanics and repairers .....	29,294	7.7	2,050	—	—	—	—	—	—
Construction laborers .....	29,951	9.6	1,656	—	—	—	—	—	—
Stock handlers and baggers ...	23,055	14.9	2,022	23,026	15.0	2,023	—	—	—
Freight, stock, and material handlers, n.e.c. ....	32,814	12.0	2,080	32,814	12.0	2,080	—	—	—
Vehicle washers and equipment cleaners .....	23,098	12.7	2,080	—	—	—	—	—	—
Hand packers and packagers	23,383	3.2	2,031	23,383	3.2	2,031	—	—	—
Laborers, except construction, n.e.c. ....	28,369	11.4	2,080	24,896	13.2	2,080	—	—	—
<b>Service .....</b>	28,262	4.2	1,982	23,085	4.2	1,987	41,422	6.5	1,969
Protective service .....	40,269	12.7	2,008	23,214	.5	1,994	49,707	7.6	2,016
Supervisors, police and detectives .....	65,632	3.0	2,080	—	—	—	65,632	3.0	2,080
Police and detectives, public service .....	53,046	3.1	2,101	—	—	—	53,046	3.1	2,101
Sheriffs, bailiffs, and other law enforcement officers .....	39,687	3.1	1,946	—	—	—	39,687	3.1	1,946
Correctional institution officers	41,736	4.2	2,080	—	—	—	41,736	4.2	2,080

See footnotes at end of table.

Table 3-2. Mean annual earnings,<sup>1</sup> full-time workers:<sup>2</sup> Selected occupations, private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued

Occupation <sup>3</sup>	Total			Private industry			State and local government		
	Annual earnings		Mean annual hours <sup>5</sup>	Annual earnings		Mean annual hours <sup>5</sup>	Annual earnings		Mean annual hours <sup>5</sup>
	Mean	Relative error <sup>4</sup> (percent)		Mean	Relative error <sup>4</sup> (percent)		Mean	Relative error <sup>4</sup> (percent)	
<b>Service</b> —Continued									
Protective service—Continued									
Guards and police, except public service .....	\$21,975	8.9	2,014	\$20,941	6.9	2,011	—	—	—
Food service .....	21,011	8.5	1,927	20,869	9.2	1,970	\$22,016	6.9	1,627
Waiters, waitresses, and bartenders .....	12,562	23.1	1,882	12,562	23.1	1,882	—	—	—
Waiters and waitresses .....	9,682	25.2	1,849	9,682	25.2	1,849	—	—	—
Waiters'/Waitresses' assistants .....	18,909	19.4	2,013	18,909	19.4	2,013	—	—	—
Other food service .....	23,649	3.3	1,942	23,966	3.6	2,002	22,016	6.9	1,627
Supervisors, food preparation and service .....	36,897	6.4	2,080	—	—	—	—	—	—
Cooks .....	24,222	1.8	1,991	23,625	2.2	1,985	—	—	—
Food counter, fountain, and related .....	19,906	8.5	1,853	—	—	—	—	—	—
Kitchen workers, food preparation .....	26,747	9.1	2,028	—	—	—	—	—	—
Food preparation, n.e.c. ....	19,194	7.6	1,869	18,932	8.0	1,967	20,200	3.8	1,492
Health service .....	23,862	3.0	2,005	22,778	2.7	2,010	30,610	3.5	1,978
Health aides, except nursing ..	26,238	10.9	1,983	25,729	10.9	2,080	—	—	—
Nursing aides, orderlies and attendants .....	23,273	4.6	2,007	22,038	4.8	1,996	30,887	2.7	2,073
Cleaning and building service .....	26,552	3.8	2,059	25,516	5.4	2,074	29,563	3.4	2,014
Maids and housemen .....	21,408	1.6	2,075	21,408	1.6	2,075	—	—	—
Janitors and cleaners .....	27,642	3.2	2,050	26,451	4.7	2,073	29,529	3.5	2,014
Personal service .....	24,678	6.9	1,887	24,529	7.3	1,892	—	—	—
Supervisors, personal service	42,297	1.6	2,080	42,297	1.6	2,080	—	—	—
Attendants, amusement, and recreation facilities .....	17,231	1.1	2,080	17,231	1.1	2,080	—	—	—
Child care workers, n.e.c. ....	22,937	2.8	1,930	—	—	—	—	—	—

<sup>1</sup> Earnings are the straight-time annual wages or salaries paid to employees. They include incentive pay, cost-of-living adjustments, and hazard pay. Excluded are premium pay for overtime, vacations, holidays, nonproduction bonuses, and tips. The mean is computed by totaling the pay of all workers and dividing by the number of workers, weighted by hours.

<sup>2</sup> Employees are classified as working either a full-time or a part-time schedule based on the definition used by each establishment. Therefore, a worker with a 35-hour-per-week schedule might be considered a full-time employee in one establishment, but classified as part-time in another firm, where a 40-hour week is the minimum full-time schedule.

<sup>3</sup> A classification system including about 480 individual occupations is used to

cover all workers in the civilian economy. See appendix B for more information.

<sup>4</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>5</sup> Mean annual hours are the hours an employee is scheduled to work in a year, exclusive of overtime.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria, and n.e.c. means "not elsewhere classified." Overall occupational groups may include data for categories not shown separately.

Table 4-1. **Selected occupations<sup>1</sup> and levels,<sup>2</sup> all workers:<sup>3</sup> Mean hourly earnings,<sup>4</sup> private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004**

Occupation and level	Total		Private industry		State and local government	
	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)
<b>All</b> .....	\$21.82	2.3	\$20.96	2.8	\$25.94	1.9
All excluding sales .....	22.12	2.4	21.25	3.0	26.00	1.8
<b>White collar</b> .....	26.70	2.8	25.91	3.5	30.37	1.7
1 .....	10.68	15.8	10.10	17.8	—	—
2 .....	10.94	4.4	10.73	4.5	13.69	14.0
3 .....	11.88	3.1	11.48	3.4	14.00	1.9
4 .....	15.00	2.6	14.60	2.5	16.86	5.4
5 .....	18.31	2.6	18.47	2.8	16.79	8.1
6 .....	19.14	4.6	18.94	5.0	20.87	6.3
7 .....	22.32	2.5	22.65	3.0	20.81	1.6
8 .....	28.36	3.7	27.31	4.2	32.55	4.4
9 .....	33.43	1.5	29.67	1.6	40.15	1.3
10 .....	36.83	6.0	35.76	6.2	42.62	13.7
11 .....	41.22	2.4	40.46	2.8	45.32	5.0
12 .....	51.23	7.6	51.64	8.1	46.54	9.4
13 .....	71.64	7.3	71.82	7.4	—	—
14 .....	77.49	9.1	—	—	—	—
Not able to be leveled .....	36.94	8.4	37.29	9.2	34.22	12.7
White collar excluding sales .....	27.94	3.0	27.30	3.8	30.51	1.7
1 .....	13.34	12.8	13.14	17.0	—	—
2 .....	11.67	5.3	11.42	5.6	13.69	14.0
3 .....	12.77	2.4	12.39	2.9	14.12	1.7
4 .....	15.40	2.5	15.00	2.4	16.86	5.4
5 .....	16.90	2.2	16.92	2.2	16.79	8.1
6 .....	18.85	4.8	18.57	5.3	20.87	6.3
7 .....	21.98	2.4	22.26	2.9	20.81	1.6
8 .....	28.26	3.7	27.16	4.2	32.55	4.4
9 .....	33.65	1.6	29.78	1.8	40.15	1.3
10 .....	34.97	5.7	33.28	4.3	42.62	13.7
11 .....	41.30	2.5	40.53	2.9	45.32	5.0
12 .....	51.23	7.6	51.64	8.1	46.54	9.4
13 .....	71.64	7.3	71.82	7.4	—	—
14 .....	77.49	9.1	—	—	—	—
Not able to be leveled .....	37.05	8.5	37.42	9.4	34.22	12.7
<b>Professional specialty and technical</b> .....	33.99	3.2	33.04	4.3	36.90	2.7
Professional specialty .....	35.74	3.3	34.92	4.7	37.88	1.4
5 .....	14.97	6.2	15.21	6.6	—	—
6 .....	20.19	4.1	18.53	5.5	23.15	1.6
7 .....	22.38	3.6	22.58	4.9	21.58	2.1
8 .....	29.35	4.6	27.42	4.8	34.98	5.0
9 .....	35.14	1.6	29.96	2.1	40.87	1.1
10 .....	34.70	5.9	32.84	5.1	42.73	12.3
11 .....	38.69	2.8	37.81	3.2	46.22	8.2
12 .....	49.13	11.8	49.38	13.6	47.71	10.8
13 .....	75.89	5.8	76.19	5.9	—	—
Not able to be leveled .....	43.32	16.8	44.99	17.7	27.23	10.3
Engineers, architects, and surveyors .....	37.45	8.0	38.41	7.8	—	—
9 .....	33.37	7.0	35.50	5.5	—	—
11 .....	40.84	5.1	41.27	4.7	—	—
Electrical and electronic engineers .....	38.80	9.5	38.80	9.5	—	—
Engineers, n.e.c. ....	42.66	17.1	42.66	17.1	—	—
Mathematical and computer scientists .....	34.27	4.2	34.27	4.2	—	—
9 .....	30.94	7.0	30.94	7.0	—	—
11 .....	37.41	3.7	37.41	3.7	—	—
Not able to be leveled .....	38.17	11.5	38.17	11.5	—	—
Computer systems analysts and scientists .....	33.28	4.7	33.28	4.7	—	—
9 .....	31.31	7.8	31.31	7.8	—	—
11 .....	37.34	4.4	37.34	4.4	—	—
Operations and systems researchers and analysts .....	40.81	20.6	40.81	20.6	—	—
Natural scientists .....	38.45	5.5	39.03	5.9	—	—
Biological and life scientists .....	37.23	11.1	37.34	13.5	—	—
Health related .....	35.06	6.3	35.10	6.5	34.34	16.0

See footnotes at end of table.

Table 4-1. **Selected occupations<sup>1</sup> and levels,<sup>2</sup> all workers:<sup>3</sup> Mean hourly earnings,<sup>4</sup> private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued**

Occupation and level	Total		Private industry		State and local government	
	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)
<b>White collar —Continued</b>						
<b>Professional specialty and technical —Continued</b>						
<b>Professional specialty —Continued</b>						
<b>Health related —Continued</b>						
7 .....	\$24.22	8.8	\$24.09	9.0	—	—
8 .....	30.54	1.9	30.50	1.8	—	—
9 .....	29.52	2.8	28.97	2.2	—	—
11 .....	31.89	7.3	31.89	7.3	—	—
13 .....	87.51	4.5	87.51	4.5	—	—
Not able to be leveled .....	41.33	26.3	45.24	28.1	—	—
Physicians .....	62.23	15.6	64.09	15.5	—	—
13 .....	87.51	4.5	87.51	4.5	—	—
Registered nurses .....	29.93	1.3	29.79	1.1	\$32.92	13.6
7 .....	25.88	5.7	25.76	6.0	—	—
8 .....	31.49	1.7	31.49	1.5	—	—
9 .....	29.19	2.1	28.87	1.7	—	—
Not able to be leveled .....	29.42	3.7	—	—	—	—
Pharmacists .....	44.39	4.5	44.39	4.5	—	—
Teachers, college and university .....	42.71	5.5	40.82	8.2	47.24	6.3
10 .....	24.13	20.4	—	—	—	—
11 .....	41.91	4.9	—	—	46.97	10.2
12 .....	51.97	2.8	—	—	56.14	4.0
Other post-secondary teachers .....	42.57	5.0	—	—	46.49	5.1
11 .....	42.92	6.2	—	—	42.92	6.2
Teachers, except college and university .....	36.83	2.9	21.82	2.7	40.84	1.0
6 .....	26.03	9.8	—	—	—	—
8 .....	31.70	13.3	—	—	39.30	7.1
9 .....	41.47	2.4	—	—	41.75	2.5
Elementary school teachers .....	36.71	4.5	—	—	42.03	1.0
8 .....	29.95	18.2	—	—	—	—
9 .....	42.25	3.5	—	—	42.79	3.8
Secondary school teachers .....	43.60	2.1	—	—	44.10	2.1
9 .....	44.08	1.7	—	—	44.08	1.7
Teachers, special education .....	37.52	6.7	—	—	38.43	6.0
9 .....	37.10	3.4	—	—	37.10	3.4
Teachers, n.e.c. ....	34.78	12.8	—	—	40.39	8.9
Librarians, archivists, and curators .....	—	—	—	—	—	—
Social scientists and urban planners .....	33.25	11.1	29.19	7.5	—	—
Psychologists .....	32.91	15.3	25.90	3.9	—	—
Social, recreation, and religious workers .....	20.55	5.4	17.96	5.2	23.23	4.4
7 .....	21.21	3.3	—	—	—	—
Social workers .....	20.66	7.5	18.04	8.4	23.48	6.0
Lawyers and judges .....	54.86	28.0	60.09	29.7	—	—
Not able to be leveled .....	42.68	14.3	—	—	—	—
Lawyers .....	54.86	28.0	60.09	29.7	—	—
Not able to be leveled .....	42.68	14.3	—	—	—	—
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	40.62	31.3	42.83	33.1	—	—
Not able to be leveled .....	51.60	49.7	51.60	49.7	—	—
Technical .....	24.68	5.3	25.12	5.5	19.86	4.4
4 .....	17.99	10.1	18.10	10.7	—	—
5 .....	18.38	13.7	18.46	14.4	—	—
6 .....	21.41	2.8	21.54	2.8	—	—
7 .....	21.75	8.7	22.12	11.0	—	—
8 .....	31.18	16.3	31.18	16.3	—	—
9 .....	31.44	5.9	31.47	6.4	—	—
Clinical laboratory technologists and technicians .....	16.34	6.7	16.34	6.7	—	—
Licensed practical nurses .....	21.99	2.1	22.10	2.1	—	—
6 .....	22.31	4.2	22.36	4.2	—	—
Health technologists and technicians, n.e.c. ....	18.13	7.7	18.30	8.0	—	—
Electrical and electronic technicians .....	26.67	8.9	26.99	9.3	—	—
Engineering technicians, n.e.c. ....	23.26	7.3	24.19	9.3	—	—
Chemical technicians .....	20.59	8.6	20.59	8.6	—	—

See footnotes at end of table.

Table 4-1. **Selected occupations<sup>1</sup> and levels,<sup>2</sup> all workers:<sup>3</sup> Mean hourly earnings,<sup>4</sup> private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued**

Occupation and level	Total		Private industry		State and local government	
	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)
<b>White collar —Continued</b>						
<b>Professional specialty and technical —Continued</b>						
<b>Technical —Continued</b>						
Computer programmers .....	\$30.42	14.5	\$30.36	16.0	—	—
Technical and related, n.e.c. ....	22.91	20.3	—	—	—	—
<b>Executive, administrative, and managerial .....</b>						
7 .....	32.91	4.8	32.78	5.2	\$33.79	10.1
8 .....	21.68	5.3	21.70	6.5	—	—
9 .....	25.61	5.1	25.89	5.9	24.05	3.2
10 .....	29.22	4.0	29.12	4.3	30.11	12.2
11 .....	35.68	7.1	34.41	5.7	—	—
12 .....	42.15	4.1	41.18	3.7	44.73	9.5
13 .....	53.30	8.9	53.53	8.8	—	—
Not able to be leveled .....	58.96	9.9	58.96	9.9	—	—
Executives, administrators, and managers .....	36.64	7.2	36.39	8.3	37.76	13.0
8 .....	40.45	5.1	40.76	6.1	38.90	5.7
9 .....	26.16	10.7	26.49	13.5	—	—
10 .....	30.16	5.0	29.68	5.4	—	—
11 .....	36.27	7.8	34.99	6.2	—	—
12 .....	47.59	8.2	46.98	12.6	48.48	8.0
13 .....	55.45	9.3	55.75	9.2	—	—
Not able to be leveled .....	58.96	9.9	58.96	9.9	—	—
Administrators and officials, public administration .....	40.25	6.2	41.36	7.7	37.76	13.0
Financial managers .....	31.78	5.9	—	—	31.78	5.9
Managers, marketing, advertising, and public relations .....	49.39	7.1	49.68	7.2	—	—
Administrators, education and related fields .....	48.76	13.1	49.18	13.0	—	—
11 .....	38.94	11.8	24.99	2.3	45.14	5.0
Not able to be leveled .....	49.89	11.1	—	—	49.89	11.1
Managers, medicine and health .....	45.51	10.9	—	—	45.51	10.9
Managers, service organizations, n.e.c. ....	34.06	15.7	34.09	17.5	—	—
Managers and administrators, n.e.c. ....	26.57	3.8	—	—	—	—
Not able to be leveled .....	42.99	9.6	42.99	9.6	—	—
Management related .....	40.68	14.8	40.68	14.8	—	—
7 .....	25.83	5.4	25.89	5.9	25.25	3.6
8 .....	21.41	4.4	21.36	5.7	—	—
9 .....	25.35	6.4	25.65	7.3	—	—
11 .....	27.99	3.7	28.31	4.0	—	—
Not able to be leveled .....	37.07	7.1	37.40	8.2	—	—
Accountants and auditors .....	31.61	13.0	31.61	13.0	—	—
7 .....	27.88	8.1	28.29	9.0	—	—
Not able to be leveled .....	21.94	2.9	21.66	3.8	—	—
Other financial officers .....	32.60	13.0	32.60	13.0	—	—
Management analysts .....	29.58	6.5	29.74	6.9	—	—
Personnel, training, and labor relations specialists .....	34.43	11.1	34.63	13.0	—	—
Purchasing agents and buyers, n.e.c. ....	29.10	12.4	28.92	13.2	—	—
Management related, n.e.c. ....	25.84	9.3	25.84	9.3	—	—
Cashiers .....	19.99	13.1	19.83	14.3	—	—
<b>Sales .....</b>						
2 .....	17.71	8.1	17.76	8.2	—	—
3 .....	9.71	3.3	9.71	3.3	—	—
4 .....	10.18	4.3	10.03	4.4	—	—
5 .....	13.34	5.8	13.34	5.8	—	—
6 .....	24.24	9.7	24.24	9.7	—	—
7 .....	20.83	10.3	20.83	10.3	—	—
Supervisors, sales .....	26.87	9.3	26.87	9.3	—	—
6 .....	23.38	13.2	23.38	13.2	—	—
Sales workers, motor vehicles and boats .....	20.24	7.7	20.24	7.7	—	—
Sales workers, other commodities .....	22.27	9.7	22.27	9.7	—	—
4 .....	18.45	25.7	18.45	25.7	—	—
Cashiers .....	19.25	29.2	19.25	29.2	—	—
Cashiers .....	10.73	2.7	10.63	2.8	—	—

See footnotes at end of table.



Table 4-1. **Selected occupations<sup>1</sup> and levels,<sup>2</sup> all workers:<sup>3</sup> Mean hourly earnings,<sup>4</sup> private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued**

Occupation and level	Total		Private industry		State and local government	
	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)
<b>White collar —Continued</b>						
<b>Sales —Continued</b>						
<b>Cashiers —Continued</b>						
2 .....	\$10.43	2.4	\$10.43	2.4	—	—
3 .....	10.94	4.3	10.77	4.8	—	—
<b>Administrative support, including clerical .....</b>						
1 .....	15.73	1.2	15.61	1.5	\$16.29	1.6
2 .....	13.34	12.8	13.14	17.0	—	—
3 .....	11.70	5.4	11.43	5.8	13.69	14.0
4 .....	12.78	2.4	12.39	2.9	14.20	2.0
5 .....	15.29	2.6	14.82	2.3	16.86	5.5
6 .....	17.01	3.3	16.99	3.7	17.10	7.6
7 .....	19.16	2.0	19.29	2.1	17.97	6.8
Not able to be leveled .....	21.99	3.2	22.66	3.4	19.45	4.8
Supervisors, general office .....	19.11	15.1	19.11	15.1	—	—
Computer operators .....	20.48	4.6	20.48	4.6	—	—
Secretaries .....	17.05	3.1	—	—	—	—
3 .....	18.28	3.3	18.10	2.8	18.75	8.9
4 .....	14.78	11.1	—	—	—	—
5 .....	16.63	12.1	13.62	1.2	19.94	11.7
6 .....	18.80	2.2	19.16	2.3	—	—
7 .....	19.09	5.4	19.44	5.8	—	—
Typists .....	21.15	9.1	22.55	13.5	—	—
Hotel clerks .....	14.69	2.9	—	—	14.69	2.9
3 .....	10.72	7.0	10.72	7.0	—	—
Receptionists .....	10.82	6.0	10.82	6.0	—	—
2 .....	12.55	7.5	12.56	7.6	—	—
3 .....	9.59	5.0	—	—	—	—
Information clerks, n.e.c. ....	12.93	10.8	12.93	10.8	—	—
Order clerks .....	14.65	15.6	14.65	15.6	—	—
Library clerks .....	17.07	11.9	17.07	11.9	—	—
Records clerks, n.e.c. ....	15.30	12.1	—	—	15.30	12.1
Bookkeepers, accounting and auditing clerks .....	15.29	7.5	15.37	8.2	—	—
3 .....	14.10	5.1	13.94	5.2	—	—
4 .....	11.95	7.7	11.95	7.7	—	—
Telephone operators .....	14.83	5.8	14.62	6.9	—	—
Mail clerks, except postal service .....	12.23	9.4	11.32	6.2	—	—
3 .....	11.94	5.4	11.57	5.3	—	—
Dispatchers .....	12.66	5.2	—	—	—	—
Traffic, shipping and receiving clerks .....	16.58	12.3	—	—	—	—
4 .....	14.72	8.4	14.72	8.4	—	—
Stock and inventory clerks .....	16.42	7.2	16.42	7.2	—	—
Insurance adjusters, examiners, and investigators .....	14.23	4.9	14.28	5.1	—	—
6 .....	18.14	1.9	18.14	1.9	—	—
Investigators and adjusters, except insurance .....	18.40	2.6	18.40	2.6	—	—
5 .....	14.79	6.7	14.87	7.1	—	—
General office clerks .....	13.77	11.2	13.77	11.2	—	—
2 .....	14.96	5.6	14.15	6.2	16.37	8.1
3 .....	11.71	8.2	10.95	5.7	—	—
4 .....	12.85	5.4	12.10	3.6	—	—
5 .....	15.10	4.1	15.11	5.2	15.09	6.4
Data entry keyers .....	19.84	5.6	—	—	—	—
Teachers' aides .....	11.78	5.9	11.78	5.9	—	—
Administrative support, n.e.c. ....	13.65	.5	—	—	13.70	.6
4 .....	15.82	4.7	15.47	4.9	16.79	9.4
<b>Blue collar .....</b>	15.88	5.1	15.26	3.7	—	—
1 .....	17.48	2.2	17.30	2.5	19.07	1.1
2 .....	9.51	7.6	9.36	7.6	—	—
3 .....	13.53	7.3	13.48	7.6	—	—
4 .....	15.52	3.7	15.59	3.8	—	—
5 .....	17.20	5.9	17.23	6.6	16.89	5.7

See footnotes at end of table.

Table 4-1. **Selected occupations<sup>1</sup> and levels,<sup>2</sup> all workers:<sup>3</sup> Mean hourly earnings,<sup>4</sup> private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued**

Occupation and level	Total		Private industry		State and local government	
	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)
<b>Blue collar —Continued</b>						
5 .....	\$19.44	4.8	\$19.42	5.6	\$19.55	1.2
6 .....	21.37	1.9	21.41	2.0	20.98	3.9
7 .....	23.44	2.3	23.99	2.8	21.41	.7
Not able to be leveled .....	18.02	12.1	18.02	12.1	—	—
<b>Precision production, craft, and repair .....</b>	21.92	3.7	22.05	4.3	21.22	.8
4 .....	12.57	5.9	12.57	5.9	—	—
5 .....	21.12	9.6	21.46	10.1	16.84	2.7
6 .....	21.67	2.9	21.70	3.2	—	—
7 .....	23.49	2.6	24.07	3.1	21.40	.7
Automobile mechanics .....	21.98	5.5	21.47	6.2	—	—
Bus, truck, and stationary engine mechanics .....	19.94	19.0	—	—	—	—
Industrial machinery repairers .....	22.11	1.9	22.11	1.9	—	—
Electronic repairers, communications and industrial equipment .....	23.12	9.0	23.12	9.0	—	—
7 .....	23.77	12.5	23.77	12.5	—	—
Mechanics and repairers, n.e.c. ....	18.74	10.2	18.64	11.3	—	—
6 .....	20.08	5.9	—	—	—	—
7 .....	23.12	3.9	23.24	4.1	—	—
Electricians .....	22.50	6.8	23.41	7.4	—	—
Supervisors, production .....	22.87	14.4	22.87	14.4	—	—
<b>Machine operators, assemblers, and inspectors .....</b>	16.29	3.3	16.29	3.3	—	—
2 .....	13.00	3.9	13.00	3.9	—	—
3 .....	14.12	3.1	14.12	3.1	—	—
4 .....	17.65	2.3	17.65	2.3	—	—
5 .....	18.04	5.1	18.04	5.1	—	—
6 .....	20.97	2.1	20.97	2.1	—	—
7 .....	22.71	7.4	22.75	7.7	—	—
Packaging and filling machine operators .....	15.85	25.2	15.85	25.2	—	—
Mixing and blending machine operators .....	21.14	16.0	21.14	16.0	—	—
Miscellaneous machine operators, n.e.c. ....	14.53	22.7	14.53	22.7	—	—
Assemblers .....	18.18	9.4	18.18	9.4	—	—
<b>Transportation and material moving .....</b>	17.51	6.4	17.45	7.3	18.01	2.2
1 .....	8.00	5.0	8.00	5.0	—	—
2 .....	12.06	2.5	12.09	2.8	—	—
3 .....	16.68	4.6	17.08	3.8	—	—
4 .....	18.56	11.7	18.54	12.2	—	—
5 .....	19.27	6.4	18.87	9.7	—	—
Truck drivers .....	19.44	6.7	19.57	6.8	—	—
4 .....	22.05	7.3	22.24	7.3	—	—
Bus drivers .....	15.09	2.8	—	—	17.52	5.6
Industrial truck and tractor equipment operators ..	16.87	9.3	16.87	9.3	—	—
<b>Handlers, equipment cleaners, helpers, and laborers</b>	13.72	6.0	13.30	7.2	16.98	3.9
1 .....	10.07	7.1	9.89	7.3	—	—
2 .....	14.52	11.9	14.41	12.3	—	—
3 .....	15.17	7.4	14.97	7.6	—	—
4 .....	15.57	4.5	14.85	5.5	16.49	6.4
Not able to be leveled .....	9.52	9.8	9.52	9.8	—	—
Groundskeepers and gardeners, except farm .....	12.44	16.9	—	—	—	—
Supervisors, handlers, equipment cleaners, and laborers, n.e.c. ....	18.00	5.8	—	—	—	—
Helpers, mechanics and repairers .....	14.29	8.1	—	—	—	—
Construction laborers .....	18.08	9.6	—	—	—	—
Stock handlers and baggers .....	10.13	13.1	10.12	13.1	—	—
1 .....	7.89	5.8	7.89	5.8	—	—
Freight, stock, and material handlers, n.e.c. ....	13.97	19.2	13.97	19.2	—	—
2 .....	12.81	18.8	12.81	18.8	—	—
Vehicle washers and equipment cleaners .....	10.74	10.5	9.79	6.9	—	—
Hand packers and packagers .....	11.29	4.8	11.29	4.8	—	—

See footnotes at end of table.

Table 4-1. **Selected occupations<sup>1</sup> and levels,<sup>2</sup> all workers:<sup>3</sup> Mean hourly earnings,<sup>4</sup> private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004** — Continued

Occupation and level	Total		Private industry		State and local government	
	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)
<b>Blue collar</b> —Continued						
<b>Handlers, equipment cleaners, helpers, and laborers</b>						
—Continued						
Hand packers and packagers —Continued						
1 .....	\$11.65	4.3	\$11.65	4.3	—	—
Laborers, except construction, n.e.c. ....	13.40	10.5	11.79	12.2	—	—
<b>Service</b> .....	13.24	3.6	10.95	3.6	\$20.26	4.9
1 .....	8.97	4.8	8.58	3.7	12.02	7.2
2 .....	9.29	3.7	9.04	3.5	11.91	3.4
3 .....	11.00	3.5	10.57	3.9	13.59	1.6
4 .....	14.62	3.0	14.08	4.0	16.32	3.4
5 .....	15.36	2.3	14.12	4.6	17.93	3.5
6 .....	21.15	2.9	19.02	6.1	22.17	3.3
7 .....	26.50	3.7	—	—	26.67	4.4
8 .....	26.79	5.1	—	—	27.51	4.5
9 .....	30.35	5.9	—	—	30.35	5.9
Not able to be leveled .....	14.72	21.9	11.17	14.3	—	—
Protective service .....	19.06	12.0	11.30	1.8	24.28	4.8
1 .....	10.86	12.4	—	—	—	—
2 .....	9.76	6.0	9.56	4.0	—	—
3 .....	10.45	2.5	10.42	2.5	—	—
4 .....	16.02	5.4	—	—	—	—
5 .....	17.01	4.4	—	—	18.26	4.5
6 .....	22.23	2.3	—	—	22.35	2.5
7 .....	26.67	4.4	—	—	26.67	4.4
8 .....	27.51	4.5	—	—	27.51	4.5
9 .....	30.58	6.2	—	—	30.58	6.2
Supervisors, police and detectives .....	31.55	3.0	—	—	31.55	3.0
Police and detectives, public service .....	25.25	3.0	—	—	25.25	3.0
6 .....	23.62	.1	—	—	23.62	.1
7 .....	25.13	1.6	—	—	25.13	1.6
Sheriffs, bailiffs, and other law enforcement officers .....	20.39	2.8	—	—	20.39	2.8
Correctional institution officers .....	20.07	4.2	—	—	20.07	4.2
Guards and police, except public service .....	10.68	5.6	10.35	3.5	—	—
2 .....	9.84	7.5	9.81	7.4	—	—
3 .....	10.43	2.7	10.43	2.7	—	—
Food service .....	9.91	6.6	9.59	6.8	13.14	3.1
1 .....	7.51	3.6	7.37	3.1	—	—
2 .....	7.94	7.7	7.83	8.0	—	—
3 .....	9.58	10.9	9.25	12.2	12.11	3.2
4 .....	12.55	5.8	11.70	6.1	—	—
Not able to be leveled .....	10.95	22.4	10.95	22.4	—	—
Waiters, waitresses, and bartenders .....	6.30	12.8	6.30	12.8	—	—
1 .....	6.38	7.6	6.38	7.6	—	—
2 .....	6.04	18.9	6.04	18.9	—	—
3 .....	5.24	20.4	5.24	20.4	—	—
Bartenders .....	8.56	20.0	8.56	20.0	—	—
Waiters and waitresses .....	5.72	13.7	5.72	13.7	—	—
1 .....	6.61	.7	6.61	.7	—	—
2 .....	5.71	18.1	5.71	18.1	—	—
3 .....	4.32	44.3	4.32	44.3	—	—
Waiters'/Waitresses' assistants .....	6.63	18.8	6.63	18.8	—	—
1 .....	5.97	21.1	5.97	21.1	—	—
Other food service .....	11.47	1.7	11.22	1.7	13.14	3.1
1 .....	8.22	5.5	8.03	6.1	—	—
2 .....	9.32	2.5	9.23	2.6	—	—
3 .....	11.37	3.2	11.22	3.8	12.11	3.2
4 .....	13.11	5.3	12.31	6.5	—	—
Supervisors, food preparation and service .....	17.61	7.0	17.63	7.1	—	—
Cooks .....	11.88	3.2	11.63	2.5	—	—
4 .....	12.07	5.2	11.73	4.9	—	—

See footnotes at end of table.

Table 4-1. **Selected occupations<sup>1</sup> and levels,<sup>2</sup> all workers:<sup>3</sup> Mean hourly earnings,<sup>4</sup> private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued**

Occupation and level	Total		Private industry		State and local government	
	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)
<b>Service—Continued</b>						
Food service—Continued						
Other food service—Continued						
Food counter, fountain, and related .....	\$10.30	6.6	\$10.37	7.6	—	—
3 .....	10.76	6.4	10.84	6.6	—	—
Kitchen workers, food preparation .....	11.93	7.0	11.46	8.2	—	—
3 .....	11.16	.6	—	—	—	—
Food preparation, n.e.c. ....	9.76	4.7	9.09	3.2	\$13.33	9.7
1 .....	8.26	5.5	8.07	6.2	—	—
2 .....	9.17	4.0	9.17	4.1	—	—
3 .....	12.60	7.0	—	—	12.95	10.0
Health service .....	11.89	1.8	11.39	1.2	15.24	4.5
2 .....	10.05	3.9	10.05	3.9	—	—
3 .....	11.31	3.7	11.09	3.8	12.91	1.9
4 .....	13.27	6.5	12.95	7.1	—	—
5 .....	13.70	7.4	12.92	7.3	—	—
Health aides, except nursing .....	12.74	9.7	12.04	9.0	—	—
5 .....	13.18	6.7	13.18	6.7	—	—
Nursing aides, orderlies and attendants .....	11.65	2.9	11.17	2.9	14.80	2.3
2 .....	10.18	4.7	10.18	4.7	—	—
3 .....	11.34	3.9	11.10	3.9	13.02	2.4
4 .....	13.03	5.8	12.46	6.1	—	—
Cleaning and building service .....	12.15	5.9	11.53	7.7	14.45	2.8
1 .....	10.25	3.8	9.84	2.9	12.71	1.0
2 .....	10.85	14.3	10.06	15.1	—	—
3 .....	14.20	2.9	13.85	4.5	14.81	3.1
Maids and housemen .....	10.32	1.4	10.32	1.4	—	—
1 .....	10.40	2.7	10.40	2.7	—	—
Janitors and cleaners .....	12.33	6.8	11.43	9.9	14.44	2.8
1 .....	10.15	6.2	9.37	4.7	12.71	1.0
2 .....	11.55	17.6	10.56	21.0	—	—
3 .....	14.30	3.2	13.98	5.2	14.81	3.1
Personal service .....	11.91	6.6	11.95	7.1	11.49	18.7
1 .....	7.98	3.1	7.98	3.1	—	—
2 .....	8.24	4.2	8.12	4.6	—	—
3 .....	8.44	4.4	8.44	4.4	—	—
4 .....	17.94	8.4	18.04	9.0	—	—
5 .....	13.10	8.4	—	—	—	—
Not able to be leveled .....	11.76	26.0	11.76	26.0	—	—
Supervisors, personal jobs .....	20.33	1.6	20.33	1.6	—	—
Attendants, amusement, and recreation facilities	7.88	1.5	7.88	1.5	—	—
2 .....	7.35	8.4	7.35	8.4	—	—
3 .....	7.68	2.9	7.68	2.9	—	—
Early childhood teachers' assistants .....	8.15	7.5	8.15	7.5	—	—
Child care workers, n.e.c. ....	10.31	8.0	10.36	8.5	—	—
Service, n.e.c. ....	9.56	5.2	9.76	4.9	—	—

<sup>1</sup> A classification system including about 480 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

<sup>2</sup> Each occupation for which data are collected in an establishment is evaluated based on four factors, including knowledge, job controls and complexity, contacts, and physical environment. The knowledge factor is tailored to 24 families of closely related jobs. Points are assigned based on the occupation's rank within each factor. The points are summed to determine the overall level of the occupation. See appendix A for more information.

<sup>3</sup> All workers include full-time and part-time workers.

<sup>4</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, holidays, nonproduction bonuses, and tips. The mean is computed by totaling the pay of all workers and dividing by the number of workers, weighted by hours.

<sup>5</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.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria, and n.e.c. means "not elsewhere classified." Overall occupational groups may include data for categories not shown separately.

Table 4-2. **Selected occupations<sup>1</sup> and levels,<sup>2</sup> full-time workers:<sup>3</sup> Mean hourly earnings,<sup>4</sup> private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004**

Occupation and level	Total		Private industry		State and local government	
	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)
<b>All</b> .....	\$22.81	2.3	\$21.96	2.8	\$26.69	2.2
All excluding sales .....	22.97	2.4	22.08	3.0	26.75	2.1
<b>White collar</b> .....	27.53	2.8	26.74	3.5	31.09	2.0
1 .....	13.53	17.1	13.04	24.2	—	—
2 .....	11.75	5.1	11.65	5.2	—	—
3 .....	12.45	2.6	12.01	3.1	14.31	1.9
4 .....	15.09	2.7	14.68	2.7	16.99	5.1
5 .....	18.63	2.8	18.74	3.1	17.48	7.3
6 .....	18.91	4.7	18.80	5.1	20.08	3.6
7 .....	22.18	2.6	22.50	3.2	20.79	1.6
8 .....	28.20	3.9	27.05	4.5	32.54	4.5
9 .....	33.52	1.5	29.62	1.6	40.15	1.3
10 .....	36.85	6.1	35.76	6.2	42.92	13.8
11 .....	41.47	2.3	40.75	2.7	45.32	5.0
12 .....	51.29	7.6	51.70	8.1	46.54	9.4
13 .....	71.64	7.3	71.82	7.4	—	—
14 .....	77.49	9.1	—	—	—	—
Not able to be leveled .....	37.03	8.7	37.31	9.7	34.91	12.7
White collar excluding sales .....	28.36	3.1	27.64	3.9	31.24	2.0
1 .....	13.82	17.5	—	—	—	—
2 .....	11.83	6.3	11.69	6.5	—	—
3 .....	13.03	2.4	12.59	3.1	14.48	1.7
4 .....	15.45	2.7	15.02	2.6	16.99	5.1
5 .....	17.16	2.4	17.12	2.5	17.48	7.3
6 .....	18.56	4.9	18.39	5.4	20.08	3.6
7 .....	21.82	2.5	22.07	3.1	20.79	1.6
8 .....	28.10	3.9	26.88	4.6	32.54	4.5
9 .....	33.75	1.6	29.74	1.9	40.15	1.3
10 .....	34.98	5.8	33.28	4.3	42.92	13.8
11 .....	41.57	2.4	40.83	2.8	45.32	5.0
12 .....	51.29	7.6	51.70	8.1	46.54	9.4
13 .....	71.64	7.3	71.82	7.4	—	—
14 .....	77.49	9.1	—	—	—	—
Not able to be leveled .....	37.14	8.9	37.45	9.9	34.91	12.7
<b>Professional specialty and technical</b> .....	34.41	3.4	33.40	4.5	37.39	2.9
Professional specialty .....	36.19	3.4	35.35	4.8	38.29	2.1
5 .....	16.15	8.4	16.15	8.4	—	—
6 .....	19.15	3.4	17.55	4.1	—	—
7 .....	22.15	3.5	22.32	4.9	21.53	2.1
8 .....	29.13	5.0	26.90	5.1	34.98	5.0
9 .....	35.34	1.6	29.93	2.2	40.88	1.1
10 .....	34.71	6.0	32.84	5.1	—	—
11 .....	38.86	2.6	37.97	2.9	46.22	8.2
12 .....	49.23	11.8	49.50	13.7	47.71	10.8
13 .....	75.89	5.8	76.19	5.9	—	—
Not able to be leveled .....	43.71	17.5	45.53	18.4	27.23	10.3
Engineers, architects, and surveyors .....	37.45	8.0	38.41	7.8	—	—
9 .....	33.37	7.0	35.50	5.5	—	—
11 .....	40.84	5.1	41.27	4.7	—	—
Electrical and electronic engineers .....	38.80	9.5	38.80	9.5	—	—
Engineers, n.e.c. ....	42.66	17.1	42.66	17.1	—	—
Mathematical and computer scientists .....	34.77	3.9	34.77	3.9	—	—
9 .....	30.94	7.0	30.94	7.0	—	—
11 .....	37.41	3.7	37.41	3.7	—	—
Not able to be leveled .....	38.17	11.5	38.17	11.5	—	—
Computer systems analysts and scientists .....	33.83	4.3	33.83	4.3	—	—
9 .....	31.31	7.8	31.31	7.8	—	—
11 .....	37.34	4.4	37.34	4.4	—	—
Operations and systems researchers and analysts .....	40.81	20.6	40.81	20.6	—	—
Natural scientists .....	38.45	5.5	39.03	5.9	—	—
Biological and life scientists .....	37.23	11.1	37.34	13.5	—	—
Health related .....	35.65	7.3	35.71	7.6	34.46	16.1

See footnotes at end of table.

Table 4-2. **Selected occupations<sup>1</sup> and levels,<sup>2</sup> full-time workers:<sup>3</sup> Mean hourly earnings,<sup>4</sup> private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004** — Continued

Occupation and level	Total		Private industry		State and local government	
	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)
<b>White collar</b> —Continued						
<b>Professional specialty and technical</b> —Continued						
Professional specialty —Continued						
Health related —Continued						
7 .....	\$23.86	9.8	\$23.71	10.0	—	—
8 .....	30.17	2.7	30.10	2.6	—	—
9 .....	29.41	3.2	28.78	2.4	—	—
11 .....	31.85	7.4	31.85	7.4	—	—
13 .....	87.51	4.5	87.51	4.5	—	—
Not able to be leveled .....	42.21	27.8	—	—	—	—
Physicians .....	62.23	15.6	64.09	15.5	—	—
13 .....	87.51	4.5	87.51	4.5	—	—
Registered nurses .....	29.89	1.5	29.72	1.2	\$33.07	13.7
7 .....	25.61	6.8	25.43	7.1	—	—
8 .....	31.48	2.1	31.47	1.9	—	—
9 .....	29.16	2.2	28.79	1.7	—	—
Teachers, college and university .....	43.17	6.3	41.19	9.2	48.03	6.3
11 .....	41.91	4.9	—	—	46.97	10.2
12 .....	52.94	5.2	—	—	56.14	4.0
Other post-secondary teachers .....	43.90	7.3	—	—	47.19	4.9
11 .....	42.92	6.2	—	—	42.92	6.2
Teachers, except college and university .....	37.35	2.8	22.26	2.0	41.34	.8
8 .....	31.72	13.3	—	—	39.31	7.1
9 .....	41.47	2.4	—	—	41.75	2.5
Elementary school teachers .....	36.71	4.5	—	—	42.03	1.0
8 .....	29.95	18.2	—	—	—	—
9 .....	42.25	3.5	—	—	42.79	3.8
Secondary school teachers .....	43.71	2.1	—	—	44.22	2.2
9 .....	44.08	1.7	—	—	44.08	1.7
Teachers, special education .....	37.52	6.7	—	—	38.43	6.0
9 .....	37.10	3.4	—	—	37.10	3.4
Teachers, n.e.c. ....	35.07	12.6	—	—	40.43	8.8
Librarians, archivists, and curators .....	—	—	—	—	—	—
Social scientists and urban planners .....	33.29	12.0	28.70	9.1	—	—
Psychologists .....	32.92	17.2	—	—	—	—
Social, recreation, and religious workers .....	20.57	5.5	17.87	5.9	23.23	4.4
7 .....	21.33	3.4	—	—	—	—
Social workers .....	20.66	7.5	18.04	8.4	23.48	6.0
Lawyers and judges .....	58.77	24.6	—	—	—	—
Lawyers .....	58.77	24.6	—	—	—	—
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	41.57	31.9	43.26	33.2	—	—
Not able to be leveled .....	51.84	49.9	51.84	49.9	—	—
Technical .....	24.85	5.5	25.23	5.8	20.57	5.9
4 .....	18.24	10.4	18.10	10.7	—	—
5 .....	18.51	14.5	18.62	15.2	—	—
6 .....	21.45	2.8	21.57	2.8	—	—
7 .....	21.28	9.7	21.57	12.6	—	—
8 .....	31.45	16.3	31.45	16.3	—	—
9 .....	31.32	6.1	31.34	6.7	—	—
Clinical laboratory technologists and technicians	16.15	6.0	16.15	6.0	—	—
Licensed practical nurses .....	22.00	3.8	22.12	4.1	—	—
6 .....	22.53	4.5	—	—	—	—
Health technologists and technicians, n.e.c. ....	18.53	8.8	18.53	8.8	—	—
Electrical and electronic technicians .....	26.67	8.9	26.99	9.3	—	—
Engineering technicians, n.e.c. ....	23.26	7.3	24.19	9.3	—	—
Chemical technicians .....	20.59	8.6	20.59	8.6	—	—
Computer programmers .....	30.13	16.0	—	—	—	—
<b>Executive, administrative, and managerial</b> .....	32.98	5.1	32.81	5.7	34.07	9.5
7 .....	21.68	5.3	21.70	6.5	—	—
8 .....	25.64	5.2	25.93	6.0	24.05	3.2
9 .....	29.22	4.0	29.12	4.3	30.11	12.2

See footnotes at end of table.

Table 4-2. **Selected occupations<sup>1</sup> and levels,<sup>2</sup> full-time workers:<sup>3</sup> Mean hourly earnings,<sup>4</sup> private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued**

Occupation and level	Total		Private industry		State and local government	
	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)
<b>White collar —Continued</b>						
<b>Executive, administrative, and managerial —Continued</b>						
10 .....	\$35.68	7.1	\$34.41	5.7	—	—
11 .....	42.48	4.2	41.62	4.1	\$44.73	9.5
12 .....	53.30	8.9	53.53	8.8	—	—
13 .....	58.96	9.9	58.96	9.9	—	—
Not able to be leveled .....	36.58	8.1	36.05	9.4	38.93	12.8
Executives, administrators, and managers .....	40.59	5.1	40.82	6.0	39.42	5.4
8 .....	26.28	10.9	26.66	13.8	—	—
9 .....	30.16	5.0	29.68	5.4	—	—
10 .....	36.27	7.8	34.99	6.2	—	—
11 .....	47.59	8.2	46.98	12.6	48.48	8.0
12 .....	55.45	9.3	55.75	9.2	—	—
13 .....	58.96	9.9	58.96	9.9	—	—
Not able to be leveled .....	40.63	6.4	41.36	7.7	38.93	12.8
Administrators and officials, public administration .....	31.78	5.9	—	—	31.78	5.9
Financial managers .....	49.39	7.1	49.68	7.2	—	—
Managers, marketing, advertising, and public relations .....	48.76	13.1	49.18	13.0	—	—
Administrators, education and related fields .....	38.94	11.8	24.99	2.3	45.14	5.0
11 .....	49.89	11.1	—	—	49.89	11.1
Not able to be leveled .....	45.51	10.9	—	—	45.51	10.9
Managers, medicine and health .....	34.73	15.1	—	—	—	—
Managers, service organizations, n.e.c. ....	26.57	3.8	—	—	—	—
Managers and administrators, n.e.c. ....	42.99	9.6	42.99	9.6	—	—
Not able to be leveled .....	40.68	14.8	40.68	14.8	—	—
Management related .....	25.63	6.0	25.67	6.6	25.25	3.6
7 .....	21.41	4.4	21.36	5.7	—	—
8 .....	25.35	6.4	25.65	7.3	—	—
9 .....	27.99	3.7	28.31	4.0	—	—
11 .....	37.51	7.2	37.94	8.4	—	—
Not able to be leveled .....	30.29	17.0	30.29	17.0	—	—
Accountants and auditors .....	26.64	7.4	26.90	8.4	—	—
7 .....	21.94	2.9	21.66	3.8	—	—
Other financial officers .....	29.58	6.5	29.74	6.9	—	—
Management analysts .....	34.43	11.1	34.63	13.0	—	—
Personnel, training, and labor relations specialists .....	29.10	12.4	28.92	13.2	—	—
Purchasing agents and buyers, n.e.c. ....	25.84	9.3	25.84	9.3	—	—
Management related, n.e.c. ....	19.86	13.3	19.68	14.6	—	—
<b>Sales</b> .....	20.24	7.4	20.34	7.5	—	—
3 .....	10.94	4.8	10.76	5.2	—	—
4 .....	13.56	6.5	13.56	6.5	—	—
5 .....	24.54	9.8	24.54	9.8	—	—
6 .....	20.83	10.3	20.83	10.3	—	—
7 .....	26.87	9.3	26.87	9.3	—	—
Supervisors, sales .....	23.38	13.2	23.38	13.2	—	—
6 .....	20.24	7.7	20.24	7.7	—	—
Sales, other business services .....	21.98	37.3	21.98	37.3	—	—
Sales workers, motor vehicles and boats .....	22.27	9.7	22.27	9.7	—	—
Sales workers, other commodities .....	21.04	22.7	21.04	22.7	—	—
Cashiers .....	11.72	2.9	11.63	3.1	—	—
3 .....	11.42	3.6	11.24	4.1	—	—
<b>Administrative support, including clerical</b> .....	15.98	1.3	15.84	1.6	16.64	1.5
1 .....	13.82	17.5	—	—	—	—
2 .....	11.86	6.5	11.72	6.7	—	—
3 .....	13.03	2.4	12.59	3.1	14.48	1.7
4 .....	15.32	2.7	14.83	2.5	16.96	5.2
5 .....	17.06	3.4	16.98	3.7	17.54	7.8
6 .....	19.06	2.0	19.18	2.0	17.97	6.8
7 .....	21.99	3.2	22.66	3.4	19.45	4.8

See footnotes at end of table.

Table 4-2. **Selected occupations<sup>1</sup> and levels,<sup>2</sup> full-time workers:<sup>3</sup> Mean hourly earnings,<sup>4</sup> private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004** — Continued

Occupation and level	Total		Private industry		State and local government	
	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)
<b>White collar</b> —Continued						
<b>Administrative support, including clerical</b> —Continued						
Not able to be leveled .....	\$19.11	15.1	\$19.11	15.1	—	—
Supervisors, general office .....	20.48	4.6	20.48	4.6	—	—
Secretaries .....	18.36	3.3	18.19	2.7	\$18.78	9.0
3 .....	14.77	11.2	—	—	—	—
4 .....	16.76	12.4	13.66	1.6	20.01	11.7
5 .....	18.87	2.2	19.28	2.0	—	—
6 .....	19.19	5.5	19.57	6.0	—	—
7 .....	21.15	9.1	22.55	13.5	—	—
Typists .....	14.69	2.9	—	—	14.69	2.9
Hotel clerks .....	10.72	7.0	10.72	7.0	—	—
3 .....	10.82	6.0	10.82	6.0	—	—
Receptionists .....	12.98	7.9	12.99	8.0	—	—
3 .....	13.31	11.2	—	—	—	—
Information clerks, n.e.c. ....	15.65	17.0	15.65	17.0	—	—
Order clerks .....	17.21	12.3	17.21	12.3	—	—
Records clerks, n.e.c. ....	14.45	6.5	14.46	7.1	—	—
Bookkeepers, accounting and auditing clerks .....	14.10	5.1	13.94	5.2	—	—
3 .....	11.95	7.7	11.95	7.7	—	—
4 .....	14.83	5.8	14.62	6.9	—	—
Mail clerks, except postal service .....	11.99	7.0	11.50	6.8	—	—
Traffic, shipping and receiving clerks .....	14.72	8.4	14.72	8.4	—	—
4 .....	16.42	7.2	16.42	7.2	—	—
Stock and inventory clerks .....	14.23	4.9	14.28	5.1	—	—
Insurance adjusters, examiners, and investigators .....	18.23	2.3	18.23	2.3	—	—
6 .....	18.55	1.9	18.55	1.9	—	—
Investigators and adjusters, except insurance .....	14.68	7.7	14.77	8.2	—	—
5 .....	13.77	11.2	13.77	11.2	—	—
General office clerks .....	15.41	5.8	14.72	6.9	16.40	8.3
4 .....	15.24	4.5	15.36	6.4	15.12	6.6
5 .....	19.84	5.6	—	—	—	—
Teachers' aides .....	14.07	1.1	—	—	14.17	1.5
Administrative support, n.e.c. ....	15.90	5.1	15.53	5.7	16.81	9.3
4 .....	16.04	5.1	—	—	—	—
<b>Blue collar</b> .....	17.95	2.2	17.78	2.5	19.47	2.0
1 .....	9.95	9.0	9.78	9.1	—	—
2 .....	13.83	7.7	13.80	7.9	—	—
3 .....	16.01	3.9	15.97	4.0	—	—
4 .....	17.36	5.3	17.42	5.9	16.89	5.7
5 .....	19.46	4.7	19.44	5.6	19.57	1.2
6 .....	21.39	2.0	21.42	2.1	20.98	3.9
7 .....	23.41	2.3	23.95	2.8	21.41	.7
Not able to be leveled .....	18.56	11.0	18.56	11.0	—	—
<b>Precision production, craft, and repair</b> .....	21.91	3.7	22.04	4.3	21.23	.8
4 .....	12.57	5.9	12.57	5.9	—	—
5 .....	21.13	9.7	21.46	10.1	—	—
6 .....	21.74	3.0	21.78	3.3	—	—
7 .....	23.45	2.6	24.03	3.2	21.40	.7
Automobile mechanics .....	21.98	5.5	21.47	6.2	—	—
Bus, truck, and stationary engine mechanics .....	19.94	19.0	—	—	—	—
Industrial machinery repairers .....	22.11	1.9	22.11	1.9	—	—
Mechanics and repairers, n.e.c. ....	18.74	10.2	18.64	11.3	—	—
6 .....	20.08	5.9	—	—	—	—
7 .....	23.12	3.9	23.24	4.1	—	—
Electricians .....	22.50	6.8	23.41	7.4	—	—
Supervisors, production .....	22.87	14.4	22.87	14.4	—	—
<b>Machine operators, assemblers, and inspectors</b> .....	16.39	3.9	16.38	3.9	—	—
2 .....	13.00	3.9	13.00	3.9	—	—

See footnotes at end of table.



Table 4-2. **Selected occupations<sup>1</sup> and levels,<sup>2</sup> full-time workers:<sup>3</sup> Mean hourly earnings,<sup>4</sup> private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004** — Continued

Occupation and level	Total		Private industry		State and local government	
	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)
<b>Blue collar</b> —Continued						
<b>Machine operators, assemblers, and inspectors</b>						
—Continued						
3 .....	\$14.45	3.2	\$14.45	3.2	—	—
4 .....	17.65	2.3	17.65	2.3	—	—
5 .....	18.04	5.1	18.04	5.1	—	—
6 .....	20.97	2.1	20.97	2.1	—	—
7 .....	22.71	7.4	22.75	7.7	—	—
Packaging and filling machine operators .....	15.85	25.2	15.85	25.2	—	—
Mixing and blending machine operators .....	21.14	16.0	21.14	16.0	—	—
Miscellaneous machine operators, n.e.c. ....	14.53	22.7	14.53	22.7	—	—
Assemblers .....	18.18	9.4	18.18	9.4	—	—
<b>Transportation and material moving</b> .....	18.19	6.3	18.06	7.2	\$19.37	4.5
2 .....	11.68	3.1	—	—	—	—
3 .....	17.59	3.2	17.64	3.4	—	—
4 .....	19.01	10.0	19.01	10.5	—	—
5 .....	19.27	6.4	18.87	9.7	—	—
Truck drivers .....	19.44	6.7	19.57	6.8	—	—
4 .....	22.05	7.3	22.24	7.3	—	—
Industrial truck and tractor equipment operators ..	16.87	9.3	16.87	9.3	—	—
<b>Handlers, equipment cleaners, helpers, and laborers</b>	14.34	5.4	13.94	6.7	16.98	3.9
1 .....	10.79	6.0	10.59	6.3	—	—
2 .....	15.13	12.2	15.03	12.6	—	—
3 .....	15.58	7.8	15.35	8.1	—	—
4 .....	15.60	4.4	14.89	5.4	16.49	6.4
Groundskeepers and gardeners, except farm .....	12.46	17.7	—	—	—	—
Helpers, mechanics and repairers .....	14.29	8.1	—	—	—	—
Construction laborers .....	18.08	9.6	—	—	—	—
Stock handlers and baggers .....	11.40	14.3	11.38	14.4	—	—
Freight, stock, and material handlers, n.e.c. ....	15.78	12.0	15.78	12.0	—	—
Vehicle washers and equipment cleaners .....	11.10	12.7	—	—	—	—
Hand packers and packagers .....	11.51	4.0	11.51	4.0	—	—
1 .....	11.65	4.3	11.65	4.3	—	—
Laborers, except construction, n.e.c. ....	13.64	11.4	11.97	13.2	—	—
<b>Service</b> .....	14.26	3.6	11.62	3.6	21.04	4.9
1 .....	9.69	8.3	9.19	8.4	12.43	2.5
2 .....	9.67	4.4	9.36	3.9	13.96	6.4
3 .....	11.26	4.2	10.78	4.5	14.02	2.2
4 .....	14.86	3.0	14.36	4.2	16.32	3.4
5 .....	15.55	3.0	14.32	4.8	17.93	3.5
6 .....	21.15	2.9	19.02	6.1	22.17	3.3
7 .....	26.50	3.7	—	—	26.67	4.4
8 .....	26.79	5.1	—	—	27.51	4.5
9 .....	30.35	5.9	—	—	30.35	5.9
Not able to be leveled .....	15.55	23.5	11.61	18.6	—	—
<b>Protective service</b> .....	20.05	11.3	11.64	1.7	24.66	4.9
3 .....	10.62	2.1	10.62	2.1	—	—
4 .....	16.02	5.4	—	—	—	—
5 .....	17.04	4.5	—	—	18.26	4.5
6 .....	22.23	2.3	—	—	22.35	2.5
7 .....	26.67	4.4	—	—	26.67	4.4
8 .....	27.51	4.5	—	—	27.51	4.5
9 .....	30.58	6.2	—	—	30.58	6.2
Supervisors, police and detectives .....	31.55	3.0	—	—	31.55	3.0
Police and detectives, public service .....	25.25	3.0	—	—	25.25	3.0
6 .....	23.62	.1	—	—	23.62	.1
7 .....	25.13	1.6	—	—	25.13	1.6
Sheriffs, bailiffs, and other law enforcement officers .....	20.39	2.8	—	—	20.39	2.8

See footnotes at end of table.

Table 4-2. **Selected occupations<sup>1</sup> and levels,<sup>2</sup> full-time workers:<sup>3</sup> Mean hourly earnings,<sup>4</sup> private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued**

Occupation and level	Total		Private industry		State and local government	
	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)
<b>Service—Continued</b>						
Protective service—Continued						
Correctional institution officers .....	\$20.07	4.2	—	—	\$20.07	4.2
Guards and police, except public service .....	10.91	7.0	\$10.42	4.6	—	—
3 .....	10.62	2.1	10.62	2.1	—	—
Food service .....	10.90	6.8	10.59	7.2	13.53	2.9
1 .....	7.94	14.9	7.70	14.8	—	—
2 .....	8.21	6.9	8.07	7.3	—	—
3 .....	10.55	11.6	10.34	12.5	—	—
4 .....	12.88	4.8	12.06	5.3	—	—
Waiters, waitresses, and bartenders .....	6.67	17.5	6.67	17.5	—	—
2 .....	6.77	11.0	6.77	11.0	—	—
3 .....	5.41	34.1	5.41	34.1	—	—
Waiters and waitresses .....	5.24	18.5	5.24	18.5	—	—
2 .....	6.30	8.3	6.30	8.3	—	—
Waiters'/Waitresses' assistants .....	9.40	17.8	9.40	17.8	—	—
Other food service .....	12.18	3.1	11.97	3.3	13.53	2.9
1 .....	8.98	10.1	8.77	10.3	—	—
2 .....	9.12	2.3	8.97	2.4	—	—
3 .....	11.93	4.8	11.82	5.3	—	—
4 .....	13.28	6.4	12.48	8.8	—	—
Supervisors, food preparation and service .....	17.74	6.4	—	—	—	—
Cooks .....	12.17	1.8	11.90	.7	—	—
4 .....	12.25	7.5	11.89	7.6	—	—
Food counter, fountain, and related .....	10.75	6.3	—	—	—	—
Kitchen workers, food preparation .....	13.19	6.6	—	—	—	—
Food preparation, n.e.c. ....	10.27	7.3	9.62	6.7	13.54	7.6
1 .....	9.06	10.8	8.85	11.1	—	—
3 .....	12.70	8.4	—	—	—	—
Health service .....	11.90	2.0	11.33	1.4	15.47	4.7
3 .....	11.17	3.7	10.91	3.6	13.04	2.6
4 .....	13.27	7.1	12.92	7.8	—	—
5 .....	14.19	6.0	—	—	—	—
Health aides, except nursing .....	13.23	11.9	12.37	10.9	—	—
Nursing aides, orderlies and attendants .....	11.60	3.1	11.04	3.1	14.90	2.4
3 .....	11.15	3.8	10.88	3.6	13.04	2.6
4 .....	13.00	6.5	—	—	—	—
Cleaning and building service .....	12.90	3.8	12.30	5.4	14.68	3.5
1 .....	10.82	3.5	10.41	2.1	12.71	1.0
2 .....	12.16	12.5	11.30	13.7	—	—
3 .....	14.16	3.0	13.68	5.0	14.92	2.9
Maids and housemen .....	10.32	1.5	10.32	1.5	—	—
1 .....	10.40	2.7	10.40	2.7	—	—
Janitors and cleaners .....	13.48	3.3	12.76	4.8	14.67	3.5
1 .....	11.23	4.6	10.42	2.2	12.71	1.0
2 .....	14.13	8.9	13.39	11.9	—	—
3 .....	14.27	3.2	13.80	5.4	14.92	2.9

See footnotes at end of table.

Table 4-2. **Selected occupations<sup>1</sup> and levels,<sup>2</sup> full-time workers:<sup>3</sup> Mean hourly earnings,<sup>4</sup> private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued**

Occupation and level	Total		Private industry		State and local government	
	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)
<b>Service—Continued</b>						
Personal service .....	\$13.08	9.2	\$12.96	9.7	—	—
2 .....	8.67	9.6	8.41	9.4	—	—
3 .....	8.15	6.8	8.15	6.8	—	—
4 .....	18.36	9.0	18.49	9.6	—	—
5 .....	13.10	8.4	—	—	—	—
Supervisors, personal service .....	20.33	1.6	20.33	1.6	—	—
Attendants, amusement, and recreation facilities	8.28	1.1	8.28	1.1	—	—
2 .....	8.09	15.2	8.09	15.2	—	—
3 .....	7.55	2.1	7.55	2.1	—	—
Child care workers, n.e.c. ....	11.89	.7	—	—	—	—

<sup>1</sup> A classification system including about 480 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

<sup>2</sup> Each occupation for which data are collected in an establishment is evaluated based on four factors, including knowledge, job controls and complexity, contacts, and physical environment. The knowledge factor is tailored to 24 families of closely related jobs. Points are assigned based on the occupation's rank within each factor. The points are summed to determine the overall level of the occupation. See appendix A for more information.

<sup>3</sup> Employees are classified as working either a full-time or a part-time schedule based on the definition used by each establishment. Therefore, a worker with a 35-hour-per-week schedule might be considered a full-time employee in one establishment, but classified as part-time in another firm,

where a 40-hour week is the minimum full-time schedule.

<sup>4</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, holidays, nonproduction bonuses, and tips. The mean is computed by totaling the pay of all workers and dividing by the number of workers, weighted by hours.

<sup>5</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.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria, and n.e.c. means "not elsewhere classified." Overall occupational groups may include data for categories not shown separately.

Table 4-3. **Selected occupations<sup>1</sup> and levels,<sup>2</sup> part-time workers:<sup>3</sup> Mean hourly earnings,<sup>4</sup> private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004**

Occupation and level	Total		Private industry		State and local government	
	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)
<b>All</b> .....	\$12.72	5.5	\$12.67	6.1	\$13.13	3.4
All excluding sales .....	13.44	6.2	13.48	6.9	13.13	3.4
<b>White collar</b> .....	16.61	9.1	16.73	10.1	15.65	9.2
1 .....	8.32	13.0	8.32	13.6	—	—
2 .....	9.39	5.2	8.75	4.5	—	—
3 .....	10.00	4.2	9.97	4.4	—	—
4 .....	13.45	3.7	13.31	4.4	14.29	5.5
5 .....	12.98	7.2	12.74	9.8	—	—
6 .....	22.42	4.9	21.63	5.7	—	—
7 .....	25.65	5.6	25.71	5.8	—	—
8 .....	30.98	1.3	30.91	1.4	—	—
9 .....	30.55	2.4	30.59	2.5	—	—
Not able to be leveled .....	35.30	11.7	37.01	9.4	—	—
White collar excluding sales .....	20.89	7.9	21.93	9.0	15.65	9.2
1 .....	12.02	1.2	—	—	—	—
2 .....	11.05	6.1	9.61	3.9	—	—
3 .....	11.35	2.6	11.46	3.0	—	—
4 .....	14.53	3.6	14.60	4.3	14.29	5.5
5 .....	13.15	7.7	12.98	10.8	—	—
6 .....	22.42	4.9	21.63	5.7	—	—
7 .....	25.65	5.6	25.71	5.8	—	—
8 .....	30.98	1.3	30.91	1.4	—	—
9 .....	30.55	2.4	30.59	2.5	—	—
Not able to be leveled .....	35.30	11.7	37.01	9.4	—	—
<b>Professional specialty and technical</b> .....	27.19	5.3	28.06	5.0	21.10	8.6
Professional specialty .....	28.26	6.0	29.09	5.7	22.71	7.3
6 .....	22.97	3.1	—	—	—	—
7 .....	25.30	6.7	—	—	—	—
8 .....	31.79	.3	31.73	.4	—	—
9 .....	30.32	2.2	30.35	2.3	—	—
Mathematical and computer scientists .....	—	—	—	—	—	—
Health related .....	30.62	1.4	30.65	1.5	—	—
8 .....	31.79	.3	31.79	.3	—	—
9 .....	30.29	2.3	30.29	2.3	—	—
Registered nurses .....	30.15	1.6	30.18	1.6	—	—
8 .....	31.53	.3	31.53	.3	—	—
9 .....	29.39	2.4	29.39	2.4	—	—
Teachers, college and university .....	31.20	5.2	—	—	—	—
Teachers, except college and university .....	16.78	18.5	—	—	19.72	1.5
Teachers, n.e.c. ....	16.74	30.2	—	—	—	—
Social scientists and urban planners .....	—	—	—	—	—	—
Social, recreation, and religious workers .....	—	—	—	—	—	—
Lawyers and judges .....	—	—	—	—	—	—
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	—	—	—	—	—	—
Technical .....	22.33	8.4	23.53	6.7	—	—
<b>Executive, administrative, and managerial</b> .....	—	—	—	—	—	—
Executives, administrators, and managers .....	—	—	—	—	—	—
Management related .....	—	—	—	—	—	—
<b>Sales</b> .....	8.67	5.3	8.67	5.3	—	—
2 .....	8.46	5.6	8.46	5.6	—	—
3 .....	8.91	3.0	8.91	3.0	—	—
Sales workers, other commodities .....	9.79	.7	9.79	.7	—	—
Cashiers .....	9.01	5.5	9.01	5.5	—	—
2 .....	9.40	4.0	9.40	4.0	—	—
3 .....	9.23	4.9	9.23	4.9	—	—
<b>Administrative support, including clerical</b> .....	12.85	4.5	12.79	5.5	13.05	6.6
1 .....	12.02	1.2	—	—	—	—
2 .....	11.05	6.1	9.61	3.9	—	—
3 .....	11.37	2.7	11.46	3.0	—	—

See footnotes at end of table.

Table 4-3. **Selected occupations<sup>1</sup> and levels,<sup>2</sup> part-time workers:<sup>3</sup> Mean hourly earnings,<sup>4</sup> private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004** — Continued

Occupation and level	Total		Private industry		State and local government	
	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)
<b>White collar</b> —Continued						
<b>Administrative support, including clerical</b> —Continued						
4 .....	\$14.62	3.5	\$14.60	4.3	—	—
Secretaries .....	15.78	6.8	—	—	—	—
Receptionists .....	9.99	5.8	9.99	5.8	—	—
General office clerks .....	11.72	4.6	11.68	4.6	—	—
<b>Blue collar</b> .....	11.63	7.5	11.60	8.1	—	—
1 .....	7.98	5.1	7.98	5.1	—	—
2 .....	11.18	4.9	11.00	5.6	—	—
3 .....	13.31	7.8	13.66	7.6	—	—
<b>Precision production, craft, and repair</b> .....	22.89	16.0	—	—	—	—
<b>Machine operators, assemblers, and inspectors</b> .....	—	—	—	—	—	—
<b>Transportation and material moving</b> .....	12.97	6.6	—	—	—	—
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	9.83	7.1	9.83	7.1	—	—
1 .....	7.85	5.7	7.85	5.7	—	—
2 .....	9.99	7.1	9.99	7.1	—	—
3 .....	13.27	8.7	13.27	8.7	—	—
Stock handlers and baggers .....	9.28	14.6	9.28	14.6	—	—
Freight, stock, and material handlers, n.e.c. ....	10.98	11.6	10.98	11.6	—	—
<b>Service</b> .....	8.83	3.5	8.67	3.7	\$10.35	10.5
1 .....	7.59	5.5	7.55	5.8	—	—
2 .....	8.58	4.2	8.40	4.4	—	—
3 .....	9.93	8.3	9.70	9.5	11.54	1.9
4 .....	10.18	9.9	10.18	9.9	—	—
Protective service .....	10.33	5.3	10.02	2.7	—	—
2 .....	10.53	6.9	—	—	—	—
Guards and police, except public service .....	10.21	2.0	10.21	2.0	—	—
Food service .....	7.57	5.1	7.32	5.0	11.52	.4
1 .....	7.00	9.3	7.00	9.3	—	—
2 .....	7.38	9.8	7.38	9.8	—	—
3 .....	8.08	13.6	7.35	16.5	—	—
Waiters, waitresses, and bartenders .....	5.87	5.6	5.87	5.6	—	—
2 .....	4.87	29.9	4.87	29.9	—	—
3 .....	5.11	8.5	5.11	8.5	—	—
Waiters and waitresses .....	6.29	10.9	6.29	10.9	—	—
2 .....	4.83	34.7	4.83	34.7	—	—
Other food service .....	9.06	7.3	8.75	7.9	11.52	.4
2 .....	9.81	7.4	—	—	—	—
3 .....	10.18	2.5	9.61	4.7	—	—
Food counter, fountain, and related .....	9.52	8.2	—	—	—	—
3 .....	9.52	8.2	—	—	—	—
Food preparation, n.e.c. ....	8.25	17.5	7.59	16.7	—	—
Health service .....	11.79	4.7	11.77	5.1	—	—
3 .....	12.40	4.4	12.46	5.1	—	—
Health aides, except nursing .....	10.76	2.7	10.73	3.0	—	—
Nursing aides, orderlies and attendants .....	12.11	6.6	12.07	6.8	—	—
3 .....	13.39	1.7	13.48	1.9	—	—
Cleaning and building service .....	8.94	15.4	8.89	16.2	—	—
Janitors and cleaners .....	8.85	16.3	8.80	17.2	—	—

See footnotes at end of table.

Table 4-3. **Selected occupations<sup>1</sup> and levels,<sup>2</sup> part-time workers:<sup>3</sup> Mean hourly earnings,<sup>4</sup> private industry and State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004** — Continued

Occupation and level	Total		Private industry		State and local government	
	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)	Mean	Relative error <sup>5</sup> (percent)
<b>Service—Continued</b>						
Personal service .....	\$8.11	4.6	\$8.13	5.6	—	—
2 .....	7.90	5.0	7.83	7.8	—	—
3 .....	9.45	6.3	9.45	6.3	—	—
Attendants, amusement, and recreation facilities	6.43	11.3	6.43	11.3	—	—
2 .....	5.79	12.9	5.79	12.9	—	—
Service, n.e.c. ....	8.20	1.7	8.08	3.2	—	—

<sup>1</sup> A classification system including about 480 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

<sup>2</sup> Each occupation for which data are collected in an establishment is evaluated based on four factors, including knowledge, job controls and complexity, contacts, and physical environment. The knowledge factor is tailored to 24 families of closely related jobs. Points are assigned based on the occupation's rank within each factor. The points are summed to determine the overall level of the occupation. See appendix A for more information.

<sup>3</sup> Employees are classified as working either a full-time or a part-time schedule based on the definition used by each establishment. Therefore, a worker with a 35-hour-per-week schedule might be considered a full-time employee in one establishment, but classified as part-time in another firm,

where a 40-hour week is the minimum full-time schedule.

<sup>4</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, holidays, nonproduction bonuses, and tips. The mean is computed by totaling the pay of all workers and dividing by the number of workers, weighted by hours.

<sup>5</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.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria, and n.e.c. means "not elsewhere classified." Overall occupational groups may include data for categories not shown separately.

Table 5-1. **Selected worker characteristics: Mean hourly earnings<sup>1</sup> by occupational group,<sup>2</sup> National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004**

Occupational group	Private industry and State and local government					
	Full-time workers <sup>3</sup>	Part-time workers <sup>3</sup>	Union <sup>4</sup>	Nonunion <sup>4</sup>	Time <sup>5</sup>	Incentive <sup>5</sup>
	Mean					
<b>All occupations</b> .....	\$22.81	\$12.72	\$22.61	\$21.46	\$21.85	\$21.11
All excluding sales .....	22.97	13.44	22.79	21.79	22.24	16.88
<b>White collar</b> .....	27.53	16.61	30.49	25.80	26.76	25.22
White-collar excluding sales .....	28.36	20.89	31.48	27.02	28.00	22.07
Professional specialty and technical .....	34.41	27.19	38.76	32.21	34.04	–
Professional specialty .....	36.19	28.26	39.87	34.12	35.80	–
Technical .....	24.85	22.33	31.29	22.80	24.68	–
Executive, administrative, and managerial .....	32.98	–	34.53	32.78	32.95	–
Sales .....	20.24	8.67	12.44	18.18	14.64	25.99
Administrative support, including clerical .....	15.98	12.85	16.53	15.53	15.77	–
<b>Blue collar</b> .....	17.95	11.63	19.61	15.07	17.58	16.06
Precision production, craft, and repair .....	21.91	22.89	22.65	20.56	22.09	19.54
Machine operators, assemblers, and inspectors .....	16.39	–	17.23	15.32	16.75	–
Transportation and material moving .....	18.19	12.97	20.42	14.71	17.55	–
Handlers, equipment cleaners, helpers, and laborers .....	14.34	9.83	16.39	11.40	13.70	–
<b>Service</b> .....	14.26	8.83	16.88	10.69	13.27	–
	Relative error <sup>6</sup> (percent)					
<b>All occupations</b> .....	2.3	5.5	3.6	2.4	2.4	8.6
All excluding sales .....	2.4	6.2	3.6	2.6	2.4	5.6
<b>White collar</b> .....	2.8	9.1	5.9	2.6	2.7	10.8
White-collar excluding sales .....	3.1	7.9	5.8	2.8	3.0	11.0
Professional specialty and technical .....	3.4	5.3	6.7	3.3	3.2	–
Professional specialty .....	3.4	6.0	7.5	3.4	3.3	–
Technical .....	5.5	8.4	14.8	4.1	5.3	–
Executive, administrative, and managerial .....	5.1	–	15.8	5.0	4.8	–
Sales .....	7.4	5.3	4.4	8.6	8.6	12.5
Administrative support, including clerical .....	1.3	4.5	2.4	1.6	1.4	–
<b>Blue collar</b> .....	2.2	7.5	3.1	2.4	2.3	7.9
Precision production, craft, and repair .....	3.7	16.0	3.8	5.6	3.6	12.9
Machine operators, assemblers, and inspectors .....	3.9	–	7.5	4.1	6.5	–
Transportation and material moving .....	6.3	6.6	5.3	5.7	5.4	–
Handlers, equipment cleaners, helpers, and laborers .....	5.4	7.1	5.9	5.1	6.0	–
<b>Service</b> .....	3.6	3.5	3.7	3.3	3.5	–

<sup>1</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, holidays, nonproduction bonuses, and tips. The mean is computed by totaling the pay of all workers and dividing by the number of workers, weighted by hours.

<sup>2</sup> A classification system including about 480 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

<sup>3</sup> Employees are classified as working either a full-time or a part-time schedule based on the definition used by each establishment. Therefore, a worker with a 35-hour-per-week schedule might be considered a full-time employee in one establishment, but classified as part-time in another firm, where a 40-hour week is the minimum full-time schedule.

<sup>4</sup> Union workers are those whose wages are determined through collective bargaining.

<sup>5</sup> Time workers' wages are based solely on an hourly rate or salary; incentive workers are those whose wages are at least partially based on productivity payments such as piece rates, commissions, and production bonuses.

<sup>6</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.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria.

Table 5-2. Major industry division: Mean hourly earnings<sup>1</sup> by occupational group,<sup>2</sup> private industry, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004

Occupational group	Full-time and part-time workers									
	All private industries	Goods-producing industries <sup>3</sup>				Service-producing industries <sup>4</sup>				
		Total	Mining	Construction	Manufacturing	Total	Transportation and public utilities	Wholesale and retail trade	Finance, insurance, and real estate	Services
	Mean									
<b>All occupations</b> .....	\$20.96	-	-	-	-	-	-	-	-	-
All excluding sales .....	21.25	-	-	-	-	-	-	-	-	-
<b>White collar</b> .....	25.91	-	-	-	-	-	-	-	-	-
White-collar excluding sales .....	27.30	-	-	-	-	-	-	-	-	-
Professional specialty and technical .....	33.04	-	-	-	-	-	-	-	-	-
Professional specialty .....	34.92	-	-	-	-	-	-	-	-	-
Technical .....	25.12	-	-	-	-	-	-	-	-	-
Executive, administrative, and managerial .....	32.78	-	-	-	-	-	-	-	-	-
Sales .....	17.76	-	-	-	-	-	-	-	-	-
Administrative support, including clerical .....	15.61	-	-	-	-	-	-	-	-	-
<b>Blue collar</b> .....	17.30	-	-	-	-	-	-	-	-	-
Precision production, craft, and repair .....	22.05	-	-	-	-	-	-	-	-	-
Machine operators, assemblers, and inspectors ....	16.29	-	-	-	-	-	-	-	-	-
Transportation and material moving .....	17.45	-	-	-	-	-	-	-	-	-
Handlers, equipment cleaners, helpers, and laborers .....	13.30	-	-	-	-	-	-	-	-	-
<b>Service</b> .....	10.95	-	-	-	-	-	-	-	-	-
	Relative error <sup>5</sup> (percent)									
<b>All occupations</b> .....	2.8	-	-	-	-	-	-	-	-	-
All excluding sales .....	3.0	-	-	-	-	-	-	-	-	-
<b>White collar</b> .....	3.5	-	-	-	-	-	-	-	-	-
White-collar excluding sales .....	3.8	-	-	-	-	-	-	-	-	-
Professional specialty and technical .....	4.3	-	-	-	-	-	-	-	-	-
Professional specialty .....	4.7	-	-	-	-	-	-	-	-	-
Technical .....	5.5	-	-	-	-	-	-	-	-	-
Executive, administrative, and managerial .....	5.2	-	-	-	-	-	-	-	-	-
Sales .....	8.2	-	-	-	-	-	-	-	-	-
Administrative support, including clerical .....	1.5	-	-	-	-	-	-	-	-	-
<b>Blue collar</b> .....	2.5	-	-	-	-	-	-	-	-	-
Precision production, craft, and repair .....	4.3	-	-	-	-	-	-	-	-	-
Machine operators, assemblers, and inspectors ....	3.3	-	-	-	-	-	-	-	-	-
Transportation and material moving .....	7.3	-	-	-	-	-	-	-	-	-
Handlers, equipment cleaners, helpers, and laborers .....	7.2	-	-	-	-	-	-	-	-	-
<b>Service</b> .....	3.6	-	-	-	-	-	-	-	-	-

<sup>1</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, holidays, nonproduction bonuses, and tips. The mean is computed by totaling the pay of all workers and dividing by the number of workers, weighted by hours.

<sup>2</sup> A classification system including about 480 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

<sup>3</sup> Goods-producing industries include mining, construction, and manufacturing.

<sup>4</sup> Service-producing industries include transportation and public utilities; wholesale and retail trade; finance, insurance, and real estate; and services.

<sup>5</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.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria.



Table 5-3. Establishment employment size: Mean hourly earnings<sup>1</sup> by occupational group,<sup>2</sup> private industry, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004

Occupational group	Full-time and part-time workers				
	All private industry workers	50 - 99 workers <sup>3</sup>	100 workers or more		
			Total	100 - 499 workers	500 workers or more
Mean					
<b>All occupations</b> .....	\$20.96	\$17.46	\$21.72	\$18.96	\$24.86
All excluding sales .....	21.25	17.16	22.11	19.33	25.06
<b>White collar</b> .....	25.91	21.94	26.51	23.05	29.70
White-collar excluding sales .....	27.30	22.46	27.95	24.88	30.35
Professional specialty and technical .....	33.04	26.02	33.86	34.32	33.65
Professional specialty .....	34.92	24.94	36.19	36.94	35.86
Technical .....	25.12	—	24.50	24.94	24.27
Executive, administrative, and managerial .....	32.78	30.85	33.04	28.49	37.59
Sales .....	17.76	20.26	17.09	15.98	20.34
Administrative support, including clerical .....	15.61	13.28	15.97	15.17	17.00
<b>Blue collar</b> .....	17.30	17.28	17.31	15.98	21.16
Precision production, craft, and repair .....	22.05	21.84	22.11	20.32	24.22
Machine operators, assemblers, and inspectors .....	16.29	15.19	16.50	15.00	19.86
Transportation and material moving .....	17.45	17.13	17.68	17.61	18.82
Handlers, equipment cleaners, helpers, and laborers .....	13.30	15.17	12.48	12.26	13.85
<b>Service</b> .....	10.95	7.90	11.62	10.92	12.19
Relative error <sup>4</sup> (percent)					
<b>All occupations</b> .....	2.8	5.9	3.3	4.4	4.0
All excluding sales .....	3.0	6.5	3.5	4.6	4.1
<b>White collar</b> .....	3.5	8.0	4.0	6.0	3.5
White-collar excluding sales .....	3.8	8.3	4.6	7.3	3.6
Professional specialty and technical .....	4.3	4.9	4.8	10.8	4.1
Professional specialty .....	4.7	6.2	5.1	12.3	4.0
Technical .....	5.5	—	5.4	4.6	7.7
Executive, administrative, and managerial .....	5.2	15.3	6.6	10.7	7.5
Sales .....	8.2	18.2	8.5	8.6	13.9
Administrative support, including clerical .....	1.5	5.6	1.6	2.0	3.4
<b>Blue collar</b> .....	2.5	6.6	3.9	5.1	4.3
Precision production, craft, and repair .....	4.3	11.5	4.5	5.8	5.6
Machine operators, assemblers, and inspectors .....	3.3	16.2	6.6	8.0	4.0
Transportation and material moving .....	7.3	7.6	10.3	11.5	19.3
Handlers, equipment cleaners, helpers, and laborers .....	7.2	14.2	6.2	6.2	6.8
<b>Service</b> .....	3.6	9.9	1.9	3.1	1.7

<sup>1</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, holidays, nonproduction bonuses, and tips. The mean is computed by totaling the pay of all workers and dividing by the number of workers, weighted by hours.

<sup>2</sup> A classification system including about 480 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

<sup>3</sup> Establishments classified with 50-99 workers may contain

establishments with fewer than 50 due to staff reductions between survey sampling and collection.

<sup>4</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.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria.

Table 6-1. Hourly wage percentiles for establishment jobs,<sup>1</sup> all workers:<sup>2</sup> Selected occupations, all industries, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004

Occupation <sup>3</sup>	10	25	Median 50	75	90
<b>All</b> .....	\$9.20	\$12.20	\$18.37	\$26.59	\$37.71
All excluding sales .....	9.51	12.58	18.83	26.76	38.12
<b>White collar</b> .....	11.10	15.29	23.09	32.91	46.50
White collar excluding sales .....	12.50	16.43	24.18	33.90	47.83
<b>Professional specialty and technical</b> .....	17.60	23.25	29.57	39.57	52.18
Professional specialty .....	19.56	25.00	30.98	41.44	54.08
Engineers, architects, and surveyors .....	25.00	28.79	34.00	44.42	53.43
Electrical and electronic engineers .....	25.83	29.81	38.46	43.89	54.57
Engineers, n.e.c. ....	25.45	32.48	41.83	53.43	57.80
Mathematical and computer scientists .....	22.33	27.09	32.28	40.82	48.56
Computer systems analysts and scientists .....	22.33	26.67	32.21	38.72	45.35
Operations and systems researchers and analysts .....	19.26	21.64	41.03	57.45	59.36
Natural scientists .....	23.29	27.95	36.70	48.05	59.89
Biological and life scientists .....	23.63	26.51	33.52	36.70	61.27
Health related .....	20.95	25.08	29.44	33.91	47.00
Physicians .....	20.40	20.88	53.80	96.15	111.25
Registered nurses .....	24.27	26.44	29.75	32.82	35.89
Pharmacists .....	38.57	40.71	45.75	46.50	46.50
Teachers, college and university .....	28.13	34.31	39.00	48.07	63.20
Other post-secondary teachers .....	22.62	32.09	40.57	50.36	60.77
Teachers, except college and university .....	19.32	27.03	34.75	48.13	55.65
Elementary school teachers .....	19.32	26.33	33.64	48.38	55.65
Secondary school teachers .....	28.98	32.99	42.99	54.58	58.98
Teachers, special education .....	26.40	28.55	36.36	44.97	51.98
Teachers, n.e.c. ....	15.57	30.76	32.45	43.91	52.84
Librarians, archivists, and curators .....	-	-	-	-	-
Social scientists and urban planners .....	21.30	24.39	29.00	42.88	48.43
Psychologists .....	20.47	24.39	28.47	40.96	48.43
Social, recreation, and religious workers .....	13.94	17.00	19.95	23.74	26.62
Social workers .....	13.94	17.00	19.63	25.05	27.40
Lawyers and judges .....	25.64	36.86	57.88	72.80	85.17
Lawyers .....	25.64	36.86	57.88	72.80	85.17
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	14.22	17.79	25.58	41.63	47.72
<b>Technical</b> .....	14.08	17.30	21.85	27.76	35.50
Clinical laboratory technologists and technicians .....	13.09	13.49	14.36	17.35	24.34
Licensed practical nurses .....	19.00	20.60	21.70	24.00	25.00
Health technologists and technicians, n.e.c. ....	11.80	16.45	18.61	19.99	23.13
Electrical and electronic technicians .....	19.57	20.46	27.47	33.70	33.70
Engineering technicians, n.e.c. ....	17.30	21.07	21.27	28.37	29.83
Chemical technicians .....	15.03	16.81	20.91	23.01	25.75
Computer programmers .....	15.87	22.56	30.26	42.50	46.01
Technical and related, n.e.c. ....	11.00	15.71	22.65	31.47	32.13
<b>Executive, administrative, and managerial</b> .....	16.41	22.64	28.90	39.76	56.25
Executives, administrators, and managers .....	21.82	27.56	35.76	50.48	65.88
Administrators and officials, public administration .....	23.39	27.56	31.93	36.49	47.29
Financial managers .....	35.71	37.26	44.66	65.88	65.88
Managers, marketing, advertising, and public relations .....	25.18	40.38	48.80	66.03	69.71
Administrators, education and related fields .....	21.82	24.13	36.63	51.00	57.83
Managers, medicine and health .....	27.50	29.61	30.25	33.63	38.96
Managers, service organizations, n.e.c. ....	14.95	25.34	30.53	31.32	31.32
Managers and administrators, n.e.c. ....	25.90	29.00	35.58	52.88	74.52
Management related .....	12.00	19.23	24.61	30.43	40.02
Accountants and auditors .....	19.23	21.12	25.13	32.39	40.02
Other financial officers .....	23.09	24.04	28.83	33.33	38.30
Management analysts .....	18.20	26.05	31.82	40.24	54.34
Personnel, training, and labor relations specialists .....	16.03	17.07	28.42	35.83	41.41
Purchasing agents and buyers, n.e.c. ....	16.25	23.33	25.68	25.68	28.72
Management related, n.e.c. ....	11.25	11.25	19.38	26.23	27.46
<b>Sales</b> .....	7.50	9.00	13.45	23.92	34.24
Supervisors, sales .....	12.50	17.35	22.11	30.75	34.00
Sales workers, motor vehicles and boats .....	10.19	14.10	19.88	28.33	35.24

See footnotes at end of table.

Table 6-1. Hourly wage percentiles for establishment jobs,<sup>1</sup> all workers:<sup>2</sup> Selected occupations, all industries, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued

Occupation <sup>3</sup>	10	25	Median 50	75	90
<b>White collar</b> —Continued					
<b>Sales</b> —Continued					
Sales workers, other commodities .....	\$8.50	\$9.55	\$14.69	\$25.91	\$31.39
Cashiers .....	7.00	7.85	9.72	12.68	17.25
<b>Administrative support, including clerical</b> .....					
Supervisors, general office .....	10.16	12.44	15.11	18.18	21.93
Computer operators .....	17.51	19.20	20.19	20.43	24.71
Secretaries .....	15.54	16.04	17.25	17.75	19.09
Typists .....	12.74	15.40	17.53	20.07	25.58
Hotel clerks .....	12.12	13.30	14.38	14.88	17.26
Receptionists .....	8.50	9.18	10.20	12.13	13.75
Information clerks, n.e.c. ....	9.00	9.86	12.50	14.56	17.35
Order clerks .....	9.65	10.61	12.88	18.42	25.07
Library clerks .....	11.39	13.50	15.60	21.16	25.47
Records clerks, n.e.c. ....	10.20	10.73	17.08	17.87	19.78
Bookkeepers, accounting and auditing clerks .....	10.10	12.79	14.20	16.06	22.38
Telephone operators .....	9.13	11.64	14.83	16.39	18.37
Mail clerks, except postal service .....	8.53	10.00	12.18	13.85	16.40
Dispatchers .....	8.97	10.50	11.96	13.54	14.60
Traffic, shipping and receiving clerks .....	13.30	13.50	15.63	19.90	21.90
Stock and inventory clerks .....	9.44	10.29	15.45	17.50	19.88
Insurance adjusters, examiners, and investigators .....	11.00	11.50	13.64	16.43	19.22
Investigators and adjusters, except insurance .....	14.69	15.94	17.51	19.78	22.51
General office clerks .....	10.40	11.92	15.77	16.87	18.93
Data entry keyers .....	10.50	12.36	14.00	16.70	22.12
Teachers' aides .....	9.14	10.00	11.11	13.00	15.67
Administrative support, n.e.c. ....	10.20	11.26	13.60	15.50	16.98
	10.08	12.91	16.06	18.93	21.93
<b>Blue collar</b> .....					
	9.94	12.33	17.50	21.54	25.42
<b>Precision production, craft, and repair</b> .....					
Automobile mechanics .....	13.10	18.63	21.93	25.61	29.40
Bus, truck, and stationary engine mechanics .....	14.59	19.00	23.10	26.09	30.08
Industrial machinery repairers .....	13.00	13.35	21.32	23.52	25.61
Electronic repairers, communications and industrial equipment .....	16.37	21.19	22.95	25.25	25.75
Mechanics and repairers, n.e.c. ....	18.49	18.49	22.50	27.66	31.04
Electricians .....	10.93	14.00	20.93	22.72	26.05
Supervisors, production .....	19.27	19.84	22.16	23.70	31.17
	11.43	18.25	25.12	28.27	30.51
<b>Machine operators, assemblers, and inspectors</b> .....					
Packaging and filling machine operators .....	9.92	12.58	15.49	20.20	23.70
Mixing and blending machine operators .....	11.13	11.49	12.58	20.32	22.93
Miscellaneous machine operators, n.e.c. ....	15.06	16.67	19.75	25.75	25.75
Assemblers .....	7.95	7.95	15.40	18.40	20.20
	12.47	13.53	17.20	23.93	26.89
<b>Transportation and material moving</b> .....					
Truck drivers .....	10.71	13.00	18.30	21.05	25.00
Bus drivers .....	13.12	17.97	19.02	22.07	25.42
Industrial truck and tractor equipment operators ..	11.40	12.05	13.52	15.90	21.54
	10.71	13.66	17.71	21.05	21.05
<b>Handlers, equipment cleaners, helpers, and laborers</b>					
Groundskeepers and gardeners, except farm .....	8.50	9.95	12.60	17.25	20.97
Supervisors, handlers, equipment cleaners, and laborers, n.e.c. ....	8.00	8.00	13.28	16.18	18.11
Helpers, mechanics and repairers .....	12.60	16.46	17.77	21.16	21.16
Construction laborers .....	11.10	12.00	13.39	16.12	20.59
Stock handlers and baggers .....	10.25	13.50	21.90	21.90	22.00
Freight, stock, and material handlers, n.e.c. ....	6.50	7.20	8.50	12.79	17.25
Vehicle washers and equipment cleaners .....	9.00	9.59	13.81	17.00	20.09
Hand packers and packagers .....	8.00	9.00	9.00	12.00	15.23
Laborers, except construction, n.e.c. ....	8.25	9.77	10.70	13.40	14.47
	9.95	10.00	11.00	18.58	19.52
<b>Service</b> .....					
	6.84	8.90	11.49	15.73	23.60

See footnotes at end of table.

Table 6-1. Hourly wage percentiles for establishment jobs,<sup>1</sup> all workers:<sup>2</sup> Selected occupations, all industries, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued

Occupation <sup>3</sup>	10	25	Median 50	75	90
<b>Service</b> —Continued					
Protective service .....	\$8.50	\$11.93	\$18.25	\$25.81	\$30.68
Supervisors, police and detectives .....	26.76	27.12	31.15	33.56	36.81
Police and detectives, public service .....	22.16	23.43	24.65	27.22	29.39
Sheriffs, bailiffs, and other law enforcement officers .....	18.20	18.90	19.19	20.73	26.61
Correctional institution officers .....	14.30	15.94	17.65	24.40	28.29
Guards and police, except public service .....	7.00	8.50	10.10	12.85	13.56
Food service .....	3.28	6.68	9.50	13.12	15.39
Waiters, waitresses, and bartenders .....	2.20	2.83	4.75	8.19	13.62
Bartenders .....	4.75	5.15	7.50	7.50	15.79
Waiters and waitresses .....	2.20	2.83	4.47	8.19	11.00
Waiters/Waitresses' assistants .....	2.83	2.83	4.75	12.07	13.62
Other food service .....	7.00	8.50	10.74	14.20	17.16
Supervisors, food preparation and service .....	12.50	14.91	16.95	21.64	22.93
Cooks .....	8.50	9.50	11.00	14.14	17.31
Food counter, fountain, and related .....	6.96	8.50	10.65	11.67	13.83
Kitchen workers, food preparation .....	7.75	10.00	11.00	14.08	17.80
Food preparation, n.e.c. ....	6.00	7.50	9.14	11.49	14.96
Health service .....	9.51	10.00	11.22	12.70	15.38
Health aides, except nursing .....	9.30	10.16	11.85	14.08	16.89
Nursing aides, orderlies and attendants .....	9.55	9.97	11.01	12.19	14.22
Cleaning and building service .....	7.50	8.90	11.86	13.88	17.25
Maids and housemen .....	7.50	8.50	9.25	11.73	13.62
Janitors and cleaners .....	7.00	9.50	12.29	15.13	17.20
Personal service .....	6.34	7.85	9.10	13.45	25.25
Supervisors, personal service .....	14.90	16.82	19.73	23.51	26.25
Attendants, amusement, and recreation facilities .....	4.55	6.30	8.00	8.50	11.11
Early childhood teachers' assistants .....	6.35	6.35	7.66	8.74	10.50
Child care workers, n.e.c. ....	6.83	9.00	9.70	11.77	13.86
Service, n.e.c. ....	8.14	8.35	8.73	10.11	11.59

<sup>1</sup> Percentiles designate position in the earnings distribution and are calculated from individual-worker earnings and the hours they are scheduled to work. At the 50th percentile, the median, half of the hours are paid the same as or more than the rate shown, and half are paid the same as or less than the rate shown. At the 25th percentile, one-fourth of the hours are paid the same as or less than the rate shown. At the 75th percentile, one-fourth are paid the same as or more than the rate shown. The 10th and 90th percentiles follow the same logic. Hourly wages are the straight-time 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.

<sup>2</sup> All workers include full-time and part-time workers.

<sup>3</sup> A classification system including about 480 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria, and n.e.c. means "not elsewhere classified." Overall occupational groups may include data for categories not shown separately.

Table 6-2. Hourly wage percentiles for establishment jobs,<sup>1</sup> all workers:<sup>2</sup> Selected occupations, private industry, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004

Occupation <sup>3</sup>	Private industry				
	10	25	Median 50	75	90
<b>All</b> .....	\$8.90	\$11.59	\$17.32	\$25.68	\$35.70
All excluding sales .....	9.02	11.94	17.58	25.75	35.72
<b>White collar</b> .....	10.72	14.74	22.20	31.54	43.27
White collar excluding sales .....	12.01	16.03	23.45	32.73	44.76
<b>Professional specialty and technical</b> .....	16.98	22.38	28.47	36.44	48.08
Professional specialty .....	18.00	24.04	30.00	38.96	51.87
Engineers, architects, and surveyors .....	25.23	29.65	36.13	45.00	57.80
Electrical and electronic engineers .....	25.83	29.81	38.46	43.89	54.57
Engineers, n.e.c. ....	25.45	32.48	41.83	53.43	57.80
Mathematical and computer scientists .....	22.33	27.09	32.28	40.82	48.56
Computer systems analysts and scientists .....	22.33	26.67	32.21	38.72	45.35
Operations and systems researchers and analysts .....	19.26	21.64	41.03	57.45	59.36
Natural scientists .....	23.63	27.95	36.92	48.41	60.14
Biological and life scientists .....	23.12	24.66	32.17	56.38	62.64
Health related .....	21.25	25.13	29.50	33.85	46.50
Physicians .....	20.40	20.95	53.80	96.15	131.21
Registered nurses .....	24.33	26.52	29.82	32.76	35.37
Pharmacists .....	38.57	40.71	45.75	46.50	46.50
Teachers, college and university .....	24.04	32.87	38.96	41.62	61.14
Teachers, except college and university .....	13.73	17.37	20.51	26.12	32.45
Librarians, archivists, and curators .....	—	—	—	—	—
Social scientists and urban planners .....	20.47	23.53	26.58	32.86	48.08
Psychologists .....	20.47	23.03	24.75	28.47	34.52
Social, recreation, and religious workers .....	13.46	14.10	17.55	19.96	24.50
Social workers .....	13.59	14.10	17.00	21.68	25.05
Lawyers and judges .....	31.54	38.97	60.62	76.92	85.17
Lawyers .....	31.54	38.97	60.62	76.92	85.17
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	14.22	17.79	27.61	42.08	47.72
Technical .....	14.08	17.30	22.57	28.05	36.59
Clinical laboratory technologists and technicians .....	13.09	13.49	14.36	17.35	24.34
Licensed practical nurses .....	19.00	20.60	21.70	24.00	25.22
Health technologists and technicians, n.e.c. ....	11.90	16.67	18.61	19.99	23.13
Electrical and electronic technicians .....	19.23	21.07	27.62	33.70	34.71
Engineering technicians, n.e.c. ....	17.30	18.95	21.27	29.83	29.83
Chemical technicians .....	15.03	16.81	20.91	23.01	25.75
Computer programmers .....	15.87	21.19	28.90	42.59	46.30
<b>Executive, administrative, and managerial</b> .....	16.07	21.86	28.72	38.75	57.21
Executives, administrators, and managers .....	21.63	28.00	35.72	51.21	66.03
Financial managers .....	35.57	37.26	45.67	65.88	65.88
Managers, marketing, advertising, and public relations .....	25.52	40.38	49.90	66.03	69.71
Administrators, education and related fields .....	18.02	20.50	23.63	24.61	36.63
Managers, medicine and health .....	27.50	30.25	30.25	33.63	38.96
Managers and administrators, n.e.c. ....	25.90	29.00	35.58	52.88	74.52
Management related .....	12.00	19.23	25.13	30.39	40.24
Accountants and auditors .....	18.68	20.47	25.14	32.63	40.02
Other financial officers .....	23.09	24.04	28.85	33.33	38.32
Management analysts .....	18.20	25.94	30.63	40.24	55.26
Personnel, training, and labor relations specialists .....	16.03	17.07	28.42	36.06	42.79
Purchasing agents and buyers, n.e.c. ....	16.25	23.33	25.68	25.68	28.72
Management related, n.e.c. ....	11.25	11.25	19.38	26.23	27.72
<b>Sales</b> .....	7.50	9.00	13.50	23.92	34.24
Supervisors, sales .....	12.50	17.35	22.11	30.75	34.00
Sales workers, motor vehicles and boats .....	10.19	14.10	19.88	28.33	35.24
Sales workers, other commodities .....	8.50	9.55	14.69	25.91	31.39
Cashiers .....	7.00	7.75	9.50	12.50	17.25
<b>Administrative support, including clerical</b> .....	10.00	12.01	15.00	18.27	21.93
Supervisors, general office .....	17.51	19.20	20.19	20.43	24.71
Secretaries .....	12.74	14.89	17.54	20.03	24.70

See footnotes at end of table.

Table 6-2. Hourly wage percentiles for establishment jobs,<sup>1</sup> all workers:<sup>2</sup> Selected occupations, private industry, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued

Occupation <sup>3</sup>	Private industry				
	10	25	Median 50	75	90
<b>White collar</b> —Continued					
<b>Administrative support, including clerical</b> —Continued					
Hotel clerks .....	\$8.50	\$9.18	\$10.20	\$12.13	\$13.75
Receptionists .....	9.00	9.86	12.50	14.56	17.35
Information clerks, n.e.c. ....	9.65	10.61	12.88	18.42	25.07
Order clerks .....	11.39	13.50	15.60	21.16	25.47
Records clerks, n.e.c. ....	10.00	12.77	14.20	16.06	22.38
Bookkeepers, accounting and auditing clerks .....	9.13	11.09	14.83	16.25	18.37
Telephone operators .....	8.13	9.03	10.54	13.64	14.83
Mail clerks, except postal service .....	8.95	10.50	11.96	12.23	14.60
Traffic, shipping and receiving clerks .....	9.44	10.29	15.45	17.50	19.88
Stock and inventory clerks .....	11.00	11.50	13.64	16.57	19.23
Insurance adjusters, examiners, and investigators .....	14.69	15.94	17.51	19.78	22.51
Investigators and adjusters, except insurance .....	10.50	12.00	15.86	16.87	18.51
General office clerks .....	10.30	11.00	13.31	14.77	20.83
Data entry keyers .....	9.14	10.00	11.11	13.00	15.67
Administrative support, n.e.c. ....	10.00	12.75	15.50	18.97	21.93
<b>Blue collar</b> .....	9.72	12.00	17.19	21.32	25.42
<b>Precision production, craft, and repair</b> .....					
Automobile mechanics .....	12.00	18.28	22.10	25.90	30.97
Industrial machinery repairers .....	12.75	18.87	20.79	24.57	30.08
Electronic repairers, communications and industrial equipment .....	16.37	21.19	22.95	25.25	25.75
Mechanics and repairers, n.e.c. ....	18.49	18.49	22.50	27.66	31.04
Electricians .....	10.20	12.75	20.95	23.17	26.05
Supervisors, production .....	19.36	20.46	22.16	24.77	31.17
Supervisors, production .....	11.43	18.25	25.12	28.27	30.51
<b>Machine operators, assemblers, and inspectors</b> .....					
Packaging and filling machine operators .....	9.92	12.58	15.49	20.20	23.70
Mixing and blending machine operators .....	11.13	11.49	12.58	20.32	22.93
Miscellaneous machine operators, n.e.c. ....	15.06	16.67	19.75	25.75	25.75
Assemblers .....	7.95	7.95	15.40	18.40	20.20
Assemblers .....	12.47	13.53	17.20	23.93	26.89
<b>Transportation and material moving</b> .....					
Truck drivers .....	10.62	13.00	18.05	21.05	25.00
Truck drivers .....	13.51	18.05	19.02	22.07	25.42
Industrial truck and tractor equipment operators ..	10.71	13.66	17.71	21.05	21.05
<b>Handlers, equipment cleaners, helpers, and laborers</b>					
Stock handlers and baggers .....	8.00	9.51	12.00	17.00	21.16
Stock handlers and baggers .....	6.50	7.20	8.45	12.52	17.25
Freight, stock, and material handlers, n.e.c. ....	9.00	9.59	13.81	17.00	20.09
Vehicle washers and equipment cleaners .....	8.00	8.50	9.00	9.00	12.00
Hand packers and packagers .....	8.25	9.77	10.70	13.40	14.47
Laborers, except construction, n.e.c. ....	9.55	10.00	10.25	11.90	18.90
<b>Service</b> .....					
Protective service .....	6.34	8.30	10.30	12.97	15.73
Protective service .....	7.00	8.50	10.45	13.00	15.73
Guards and police, except public service .....	7.00	8.50	10.00	12.39	12.97
Food service .....	2.84	6.25	9.00	12.50	15.39
Waiters, waitresses, and bartenders .....	2.20	2.83	4.75	8.19	13.62
Bartenders .....	4.75	5.15	7.50	7.50	15.79
Waiters and waitresses .....	2.20	2.83	4.47	8.19	11.00
Waiters'/Waitresses' assistants .....	2.83	2.83	4.75	12.07	13.62
Other food service .....	6.88	8.49	10.40	13.62	17.31
Supervisors, food preparation and service .....	12.50	14.91	16.59	21.64	22.93
Cooks .....	8.50	9.50	10.61	13.35	17.31
Food counter, fountain, and related .....	6.96	8.19	10.74	11.67	14.23
Kitchen workers, food preparation .....	7.50	8.25	10.75	13.49	17.80
Food preparation, n.e.c. ....	5.75	7.00	8.85	10.25	13.62
Health service .....	9.47	9.85	11.01	12.07	14.00
Health aides, except nursing .....	9.22	9.98	11.43	14.08	15.26
Nursing aides, orderlies and attendants .....	9.48	9.82	10.95	11.95	13.62

See footnotes at end of table.

Table 6-2. Hourly wage percentiles for establishment jobs,<sup>1</sup> all workers:<sup>2</sup> Selected occupations, private industry, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued

Occupation <sup>3</sup>	Private industry				
	10	25	Median 50	75	90
<b>Service —Continued</b>					
Cleaning and building service .....	\$7.10	\$8.50	\$11.25	\$13.41	\$15.86
Maids and housemen .....	7.50	8.50	9.25	11.73	13.62
Janitors and cleaners .....	7.00	8.00	11.64	13.62	15.86
Personal service .....	6.29	7.55	9.10	13.02	26.25
Supervisors, personal service .....	14.90	16.82	19.73	23.51	26.25
Attendants, amusement, and recreation facilities	4.55	6.30	8.00	8.50	11.11
Early childhood teachers' assistants .....	6.35	6.35	7.66	8.74	10.50
Child care workers, n.e.c. ....	8.16	9.18	9.70	11.70	13.86
Service, n.e.c. ....	7.50	8.46	9.57	10.95	11.59

<sup>1</sup> Percentiles designate position in the earnings distribution and are calculated from individual-worker earnings and the hours they are scheduled to work. At the 50th percentile, the median, half of the hours are paid the same as or more than the rate shown, and half are paid the same as or less than the rate shown. At the 25th percentile, one-fourth of the hours are paid the same as or less than the rate shown. At the 75th percentile, one-fourth are paid the same as or more than the rate shown. The 10th and 90th percentiles follow the same logic. Hourly wages are the straight-time 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.

<sup>2</sup> All workers include full-time and part-time workers.

<sup>3</sup> A classification system including about 480 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria, and n.e.c. means "not elsewhere classified." Overall occupational groups may include data for categories not shown separately.

Table 6-3. Hourly wage percentiles for establishment jobs,<sup>1</sup> all workers:<sup>2</sup> Selected occupations, State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004

Occupation <sup>3</sup>	State and local government				
	10	25	Median 50	75	90
<b>All</b> .....	\$12.81	\$16.59	\$23.03	\$31.15	\$47.83
All excluding sales .....	12.83	16.59	23.06	31.34	47.83
<b>White collar</b> .....	14.30	17.87	27.29	40.53	51.98
White collar excluding sales .....	14.38	18.08	27.36	40.95	51.99
<b>Professional specialty and technical</b> .....	21.17	26.40	34.64	48.10	56.30
Professional specialty .....	23.26	27.49	35.74	48.43	56.69
Engineers, architects, and surveyors .....	—	—	—	—	—
Natural scientists .....	—	—	—	—	—
Health related .....	15.03	23.34	27.91	48.11	60.44
Registered nurses .....	23.03	24.74	28.12	34.58	55.65
Teachers, college and university .....	31.69	35.90	44.73	54.15	66.76
Other post-secondary teachers .....	31.69	36.06	43.64	54.04	62.17
Teachers, except college and university .....	27.49	30.84	39.07	50.29	56.69
Elementary school teachers .....	28.47	31.34	42.74	50.46	56.69
Secondary school teachers .....	29.37	33.67	43.72	54.58	58.98
Teachers, special education .....	26.96	29.26	36.36	46.03	51.98
Teachers, n.e.c. ....	22.25	31.56	41.36	49.45	56.30
Librarians, archivists, and curators .....	—	—	—	—	—
Social scientists and urban planners .....	—	—	—	—	—
Social, recreation, and religious workers .....	17.70	19.79	23.26	25.77	29.11
Social workers .....	17.50	19.59	23.88	25.97	29.11
Lawyers and judges .....	—	—	—	—	—
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	—	—	—	—	—
Technical .....	12.84	16.66	21.07	21.27	23.63
<b>Executive, administrative, and managerial</b> .....	21.00	23.76	30.43	42.44	53.85
Executives, administrators, and managers .....	24.37	27.56	38.46	49.15	55.94
Administrators and officials, public administration .....	23.39	27.56	31.93	36.49	47.29
Administrators, education and related fields .....	27.36	35.05	47.96	53.85	57.83
Management related .....	18.70	22.44	23.76	30.43	34.51
<b>Sales</b> .....	—	—	—	—	—
<b>Administrative support, including clerical</b> .....	11.66	13.64	15.82	17.87	21.90
Secretaries .....	15.00	16.14	17.36	20.43	25.58
Typists .....	12.12	13.30	14.38	14.88	17.26
Library clerks .....	10.20	10.73	17.08	17.87	19.78
General office clerks .....	12.60	14.26	15.11	17.14	23.10
Teachers' aides .....	10.20	11.26	13.90	15.66	17.79
Administrative support, n.e.c. ....	12.04	14.96	17.28	18.93	20.07
<b>Blue collar</b> .....	12.68	16.61	19.74	21.54	23.52
<b>Precision production, craft, and repair</b> .....	17.13	19.65	20.67	23.52	25.49
<b>Machine operators, assemblers, and inspectors</b> .....	—	—	—	—	—
<b>Transportation and material moving</b> .....	11.86	12.92	20.88	21.54	21.55
Bus drivers .....	11.86	12.84	19.38	21.54	21.54
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	12.59	14.91	17.48	18.75	20.59
<b>Service</b> .....	11.48	14.10	18.91	25.81	30.68
Protective service .....	16.04	19.19	23.84	28.59	32.11
Supervisors, police and detectives .....	26.76	27.12	31.15	33.56	36.81
Police and detectives, public service .....	22.16	23.43	24.65	27.22	29.39
Sheriffs, bailiffs, and other law enforcement officers .....	18.20	18.90	19.19	20.73	26.61
Correctional institution officers .....	14.30	15.94	17.65	24.40	28.29
Food service .....	9.74	10.90	13.22	14.96	16.17
Other food service .....	9.74	10.90	13.22	14.96	16.17
Food preparation, n.e.c. ....	10.18	11.28	14.74	14.96	14.96
Health service .....	11.39	11.94	13.75	17.52	19.39

See footnotes at end of table.



Table 6-3. Hourly wage percentiles for establishment jobs,<sup>1</sup> all workers:<sup>2</sup> Selected occupations, State and local government, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued

Occupation <sup>3</sup>	State and local government				
	10	25	Median 50	75	90
<b>Service</b> —Continued					
Health service—Continued					
Nursing aides, orderlies and attendants .....	\$11.39	\$12.23	\$13.87	\$17.52	\$19.39
Cleaning and building service .....	11.06	12.00	13.57	16.87	18.53
Janitors and cleaners .....	11.06	12.00	13.57	16.87	18.53
Personal service .....	7.77	8.35	9.49	15.36	17.52

<sup>1</sup> Percentiles designate position in the earnings distribution and are calculated from individual-worker earnings and the hours they are scheduled to work. At the 50th percentile, the median, half of the hours are paid the same as or more than the rate shown, and half are paid the same as or less than the rate shown. At the 25th percentile, one-fourth of the hours are paid the same as or less than the rate shown. At the 75th percentile, one-fourth are paid the same as or more than the rate shown. The 10th and 90th percentiles follow the same logic. Hourly wages are the straight-time 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.

<sup>2</sup> All workers include full-time and part-time workers.

<sup>3</sup> A classification system including about 480 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria, and n.e.c. means "not elsewhere classified." Overall occupational groups may include data for categories not shown separately.

Table 6-4. Hourly wage percentiles for establishment jobs,<sup>1</sup> full-time workers:<sup>2</sup> Selected occupations, all industries, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004

Occupation <sup>3</sup>	10	25	Median 50	75	90
<b>All</b> .....	\$10.00	\$13.31	\$19.32	\$27.44	\$39.00
All excluding sales .....	10.03	13.50	19.43	27.50	39.15
<b>White collar</b> .....	12.00	16.07	23.77	33.65	47.72
White collar excluding sales .....	12.92	16.83	24.42	34.35	48.27
<b>Professional specialty and technical</b> .....	17.66	23.25	29.82	40.16	53.43
Professional specialty .....	19.32	25.13	31.52	41.83	54.69
Engineers, architects, and surveyors .....	25.00	28.79	34.00	44.42	53.43
Electrical and electronic engineers .....	25.83	29.81	38.46	43.89	54.57
Engineers, n.e.c. ....	25.45	32.48	41.83	53.43	57.80
Mathematical and computer scientists .....	22.33	28.13	33.25	41.03	49.40
Computer systems analysts and scientists .....	23.25	27.94	32.28	39.13	45.86
Operations and systems researchers and analysts .....	19.26	21.64	41.03	57.45	59.36
Natural scientists .....	23.29	27.95	36.70	48.05	59.89
Biological and life scientists .....	23.63	26.51	33.52	36.70	61.27
Health related .....	20.67	24.75	29.16	34.24	53.80
Physicians .....	20.40	20.88	53.80	96.15	111.25
Registered nurses .....	24.00	26.30	29.76	32.91	35.95
Teachers, college and university .....	29.13	34.31	39.89	48.60	65.12
Other post-secondary teachers .....	22.23	34.09	42.60	52.32	61.96
Teachers, except college and university .....	19.93	27.89	35.30	48.27	55.90
Elementary school teachers .....	19.32	26.33	33.64	48.38	55.65
Secondary school teachers .....	29.04	33.08	43.18	54.58	58.98
Teachers, special education .....	26.40	28.55	36.36	44.97	51.98
Teachers, n.e.c. ....	15.57	31.56	32.45	44.11	53.04
Librarians, archivists, and curators .....	-	-	-	-	-
Social scientists and urban planners .....	20.47	23.89	28.97	44.03	48.43
Psychologists .....	20.47	23.53	27.91	42.88	48.43
Social, recreation, and religious workers .....	13.68	17.00	20.00	23.84	27.05
Social workers .....	13.94	17.00	19.63	25.05	27.40
Lawyers and judges .....	27.29	38.46	67.31	76.92	85.17
Lawyers .....	27.29	38.46	67.31	76.92	85.17
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	14.42	17.79	25.95	41.63	47.72
<b>Technical</b> .....	14.10	17.30	21.87	27.86	35.58
Clinical laboratory technologists and technicians	12.88	13.49	14.36	17.06	24.34
Licensed practical nurses .....	19.00	20.60	21.20	23.59	25.67
Health technologists and technicians, n.e.c. ....	11.80	16.45	19.25	21.05	23.39
Electrical and electronic technicians .....	19.57	20.46	27.47	33.70	33.70
Engineering technicians, n.e.c. ....	17.30	21.07	21.27	28.37	29.83
Chemical technicians .....	15.03	16.81	20.91	23.01	25.75
Computer programmers .....	15.87	21.19	29.23	42.59	46.30
<b>Executive, administrative, and managerial</b> .....	16.73	22.76	28.85	39.60	56.25
Executives, administrators, and managers .....	22.00	28.00	35.93	50.48	65.88
Administrators and officials, public administration	23.39	27.56	31.93	36.49	47.29
Financial managers .....	35.71	37.26	44.66	65.88	65.88
Managers, marketing, advertising, and public relations .....	25.18	40.38	48.80	66.03	69.71
Administrators, education and related fields .....	21.82	24.13	36.63	51.00	57.83
Managers, medicine and health .....	27.50	30.25	30.25	33.63	38.96
Managers, service organizations, n.e.c. ....	14.95	25.34	30.53	31.32	31.32
Managers and administrators, n.e.c. ....	25.90	29.00	35.58	52.88	74.52
Management related .....	12.27	19.23	24.52	29.81	38.50
Accountants and auditors .....	18.70	20.47	24.61	29.75	32.99
Other financial officers .....	23.09	24.04	28.83	33.33	38.30
Management analysts .....	18.20	26.05	31.82	40.24	54.34
Personnel, training, and labor relations specialists .....	16.03	17.07	28.42	35.83	41.41
Purchasing agents and buyers, n.e.c. ....	16.25	23.33	25.68	25.68	28.72
Management related, n.e.c. ....	11.25	11.25	19.38	26.23	27.23
<b>Sales</b> .....	8.75	10.67	17.03	26.44	37.13
Supervisors, sales .....	12.50	17.35	22.11	30.75	34.00
Sales, other business services .....	9.25	10.00	11.54	28.97	52.89
Sales workers, motor vehicles and boats .....	10.19	14.10	19.88	28.33	35.24
Sales workers, other commodities .....	8.84	11.54	23.44	26.88	31.39

See footnotes at end of table.

Table 6-4. Hourly wage percentiles for establishment jobs,<sup>1</sup> full-time workers:<sup>2</sup> Selected occupations, all industries, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued

Occupation <sup>3</sup>	10	25	Median 50	75	90
<b>White collar</b> —Continued					
<b>Sales</b> —Continued					
Cashiers .....	\$8.00	\$9.00	\$11.01	\$13.60	\$17.25
<b>Administrative support, including clerical</b> .....					
Supervisors, general office .....	10.34	12.74	15.43	18.57	22.20
Secretaries .....	17.51	19.20	20.19	20.43	24.71
Typists .....	12.74	15.40	17.54	20.10	25.58
Hotel clerks .....	12.12	13.30	14.38	14.88	17.26
Receptionists .....	8.50	9.18	10.20	12.13	13.75
Information clerks, n.e.c. ....	9.00	9.86	12.80	14.59	17.35
Order clerks .....	10.00	11.08	13.26	19.15	25.08
Records clerks, n.e.c. ....	11.39	13.86	15.65	21.36	25.47
Bookkeepers, accounting and auditing clerks .....	10.00	12.69	14.10	15.76	21.59
Mail clerks, except postal service .....	9.13	11.64	14.83	16.39	18.37
Traffic, shipping and receiving clerks .....	8.95	10.29	11.48	13.68	14.70
Stock and inventory clerks .....	9.44	10.29	15.45	17.50	19.88
Insurance adjusters, examiners, and investigators .....	11.00	11.50	13.64	16.43	19.22
Investigators and adjusters, except insurance .....	14.69	15.96	17.73	20.25	22.51
General office clerks .....	10.40	11.50	15.05	17.16	19.12
Teachers' aides .....	10.78	12.63	14.26	17.14	22.88
Administrative support, n.e.c. ....	10.49	11.50	13.90	15.93	19.07
Administrative support, n.e.c. ....	10.00	12.80	16.26	18.93	21.93
<b>Blue collar</b> .....	10.12	12.99	18.21	21.90	25.49
<b>Precision production, craft, and repair</b> .....					
Automobile mechanics .....	13.10	18.63	21.98	25.61	29.40
Bus, truck, and stationary engine mechanics .....	14.59	19.00	23.10	26.09	30.08
Industrial machinery repairers .....	13.00	13.35	21.32	23.52	25.61
Mechanics and repairers, n.e.c. ....	16.37	21.19	22.95	25.25	25.75
Electricians .....	10.93	14.00	20.93	22.72	26.05
Supervisors, production .....	19.27	19.84	22.16	23.70	31.17
Supervisors, production .....	11.43	18.25	25.12	28.27	30.51
<b>Machine operators, assemblers, and inspectors</b> .....					
Packaging and filling machine operators .....	9.92	12.61	15.54	20.20	23.70
Mixing and blending machine operators .....	11.13	11.49	12.58	20.32	22.93
Miscellaneous machine operators, n.e.c. ....	15.06	16.67	19.75	25.75	25.75
Assemblers .....	7.95	7.95	15.40	18.40	20.20
Assemblers .....	12.47	13.53	17.20	23.93	26.89
<b>Transportation and material moving</b> .....					
Truck drivers .....	10.71	14.09	19.02	21.20	25.25
Industrial truck and tractor equipment operators ..	13.12	17.97	19.02	22.07	25.42
Industrial truck and tractor equipment operators ..	10.71	13.66	17.71	21.05	21.05
<b>Handlers, equipment cleaners, helpers, and laborers</b>					
Groundskeepers and gardeners, except farm .....	9.00	10.68	13.40	17.77	21.16
Helpers, mechanics and repairers .....	8.00	8.00	13.28	16.18	18.11
Construction laborers .....	11.10	12.00	13.39	16.12	20.59
Stock handlers and baggers .....	10.25	13.50	21.90	21.90	22.00
Freight, stock, and material handlers, n.e.c. ....	8.00	8.50	10.28	13.45	17.90
Vehicle washers and equipment cleaners .....	9.59	13.16	17.00	20.08	20.12
Hand packers and packagers .....	8.50	9.00	9.00	12.68	15.50
Laborers, except construction, n.e.c. ....	8.78	10.35	11.70	13.40	14.47
Laborers, except construction, n.e.c. ....	9.95	10.00	11.50	18.72	19.70
<b>Service</b> .....					
Protective service .....	8.00	9.50	12.04	16.95	25.69
Supervisors, police and detectives .....	9.00	12.93	19.63	26.22	30.93
Police and detectives, public service .....	26.76	27.12	31.15	33.56	36.81
Sheriffs, bailiffs, and other law enforcement officers .....	22.16	23.43	24.65	27.22	29.39
Correctional institution officers .....	18.20	18.90	19.19	20.73	26.61
Guards and police, except public service .....	14.30	15.94	17.65	24.40	28.29
Food service .....	7.00	8.80	10.50	12.36	14.85
Waiters, waitresses, and bartenders .....	5.00	8.19	10.40	14.25	16.95
Waiters and waitresses .....	2.33	3.47	6.18	8.19	13.06
Waiters/Waitresses' assistants .....	2.20	2.44	4.57	8.19	8.19
Waiters/Waitresses' assistants .....	3.28	4.75	11.51	13.62	14.80

See footnotes at end of table.

Table 6-4. Hourly wage percentiles for establishment jobs,<sup>1</sup> full-time workers:<sup>2</sup> Selected occupations, all industries, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004 — Continued

Occupation <sup>3</sup>	10	25	Median 50	75	90
<b>Service</b> —Continued					
Food service —Continued					
Other food service .....	\$8.00	\$9.14	\$11.48	\$14.96	\$17.31
Supervisors, food preparation and service .....	12.11	14.91	17.16	22.93	22.93
Cooks .....	8.50	10.00	11.30	14.50	17.31
Food counter, fountain, and related .....	7.34	9.74	10.74	11.67	14.63
Kitchen workers, food preparation .....	10.00	10.75	13.08	15.35	19.10
Food preparation, n.e.c. ....	6.88	8.42	9.35	12.32	14.96
Health service .....					
Health aides, except nursing .....	9.50	9.97	11.11	12.55	16.00
Nursing aides, orderlies and attendants .....	9.15	10.93	12.75	14.66	16.89
Cleaning and building service .....	8.37	9.65	12.35	14.72	17.88
Maids and housemen .....	7.50	8.46	9.25	11.90	13.62
Janitors and cleaners .....	9.45	11.64	13.01	15.52	17.48
Personal service .....					
Supervisors, personal service .....	6.35	8.08	9.70	15.68	30.10
Attendants, amusement, and recreation facilities	14.90	16.82	19.73	23.51	26.25
Child care workers, n.e.c. ....	5.87	6.94	8.25	8.59	11.51
	9.70	9.70	11.73	13.39	14.29

<sup>1</sup> Percentiles designate position in the earnings distribution and are calculated from individual-worker earnings and the hours they are scheduled to work. At the 50th percentile, the median, half of the hours are paid the same as or more than the rate shown, and half are paid the same as or less than the rate shown. At the 25th percentile, one-fourth of the hours are paid the same as or more than the rate shown. At the 75th percentile, one-fourth are paid the same as or more than the rate shown. The 10th and 90th percentiles follow the same logic. Hourly wages are the straight-time 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.

<sup>2</sup> Employees are classified as working either a full-time or a part-time

schedule based on the definition used by each establishment. Therefore, a worker with a 35-hour-per-week schedule might be considered a full-time employee in one establishment, but classified as part-time in another firm, where a 40-hour week is the minimum full-time schedule.

<sup>3</sup> A classification system including about 480 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria, and n.e.c. means "not elsewhere classified." Overall occupational groups may include data for categories not shown separately.

Table 6-5. Hourly wage percentiles for establishment jobs,<sup>1</sup> part-time workers:<sup>2</sup> Selected occupations, all industries, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004

Occupation <sup>3</sup>	10	25	Median 50	75	90
<b>All</b> .....	\$6.25	\$7.50	\$10.25	\$14.08	\$24.80
All excluding sales .....	6.30	8.00	11.00	15.00	27.00
<b>White collar</b> .....	6.75	8.35	12.00	24.12	31.54
White collar excluding sales .....	10.00	11.75	17.87	28.46	34.56
<b>Professional specialty and technical</b> .....	17.00	23.50	27.00	31.52	37.00
Professional specialty .....	19.95	24.18	28.10	31.65	38.97
Mathematical and computer scientists .....	—	—	—	—	—
Health related .....	24.38	27.34	30.00	33.02	38.50
Registered nurses .....	24.34	27.34	29.75	32.00	35.24
Teachers, college and university .....	25.51	27.41	32.09	35.36	37.65
Teachers, except college and university .....	8.13	10.71	15.30	23.50	23.50
Teachers, n.e.c. ....	10.00	11.04	12.70	22.25	30.00
Social scientists and urban planners .....	—	—	—	—	—
Social, recreation, and religious workers .....	—	—	—	—	—
Lawyers and judges .....	—	—	—	—	—
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	—	—	—	—	—
Technical .....	14.08	17.00	21.70	25.00	31.42
<b>Executive, administrative, and managerial</b> .....	—	—	—	—	—
Executives, administrators, and managers .....	—	—	—	—	—
Management related .....	—	—	—	—	—
<b>Sales</b> .....	6.00	6.65	7.85	9.55	12.34
Sales workers, other commodities .....	7.50	8.75	9.59	11.00	12.31
Cashiers .....	6.50	6.94	7.50	9.65	15.33
<b>Administrative support, including clerical</b> .....	8.76	10.20	12.00	14.88	17.36
Secretaries .....	12.30	13.52	16.06	17.54	17.54
Receptionists .....	7.85	9.00	10.00	11.38	11.84
General office clerks .....	8.00	10.00	11.48	13.40	14.69
<b>Blue collar</b> .....	7.00	8.54	11.40	13.80	15.90
<b>Precision production, craft, and repair</b> .....	18.00	18.00	19.80	31.04	31.04
<b>Machine operators, assemblers, and inspectors</b> .....	—	—	—	—	—
<b>Transportation and material moving</b> .....	9.00	11.86	12.75	14.40	15.90
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	6.70	7.42	9.00	10.50	15.55
Stock handlers and baggers .....	6.50	6.75	7.50	9.61	17.25
Freight, stock, and material handlers, n.e.c. ....	8.64	9.00	9.59	12.21	15.05
<b>Service</b> .....	4.25	6.50	8.50	11.25	13.50
Protective service .....	6.67	8.00	10.00	12.97	13.00
Guards and police, except public service .....	6.66	8.00	10.00	12.97	12.97
Food service .....	2.83	4.75	6.94	10.50	12.60
Waiters, waitresses, and bartenders .....	2.20	2.83	4.47	6.50	15.00
Waiters and waitresses .....	2.20	2.83	2.84	10.35	15.00
Other food service .....	5.75	7.00	8.50	10.75	12.10
Food counter, fountain, and related .....	6.50	7.65	9.55	11.55	12.09
Food preparation, n.e.c. ....	5.25	6.00	7.25	9.75	11.84
Health service .....	9.62	10.16	11.43	13.26	14.00
Health aides, except nursing .....	9.78	10.00	10.68	11.43	11.85
Nursing aides, orderlies and attendants .....	9.51	10.85	12.24	14.00	14.00

See footnotes at end of table.

Table 6-5. **Hourly wage percentiles for establishment jobs,<sup>1</sup> part-time workers:<sup>2</sup> Selected occupations, all industries, National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004** — Continued

Occupation <sup>3</sup>	10	25	Median 50	75	90
<b>Service</b> —Continued					
Cleaning and building service .....	\$6.30	\$6.75	\$8.00	\$10.00	\$15.86
Janitors and cleaners .....	6.30	6.60	7.50	10.00	15.86
Personal service .....	4.50	6.94	8.35	9.10	9.99
Attendants, amusement, and recreation facilities	4.00	4.00	5.80	8.30	10.00
Service, n.e.c. ....	7.50	8.14	8.35	8.35	8.46

<sup>1</sup> Percentiles designate position in the earnings distribution and are calculated from individual-worker earnings and the hours they are scheduled to work. At the 50th percentile, the median, half of the hours are paid the same as or more than the rate shown, and half are paid the same as or less than the rate shown. At the 25th percentile, one-fourth of the hours are paid the same as or less than the rate shown. At the 75th percentile, one-fourth are paid the same as or more than the rate shown. The 10th and 90th percentiles follow the same logic. Hourly wages are the straight-time 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.

<sup>2</sup> Employees are classified as working either a full-time or a part-time

schedule based on the definition used by each establishment. Therefore, a worker with a 35-hour-per-week schedule might be considered a full-time employee in one establishment, but classified as part-time in another firm, where a 40-hour week is the minimum full-time schedule.

<sup>3</sup> A classification system including about 480 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria, and n.e.c. means "not elsewhere classified." Overall occupational groups may include data for categories not shown separately.

# Appendix A: Technical Note

This section provides basic information on the procedures and concepts used to produce the data contained in this bulletin. It is divided into three parts: Planning for the survey; data collection; and processing and analyzing the data. Although this section answers some questions commonly asked by data users, it is not a comprehensive description of all of the steps required to produce the data.

## Planning for the survey

The overall design of the National Compensation Survey (NCS) includes questions of scope, frame, and sample selection.

### Survey scope

This survey covered establishments employing 50 workers or more in goods-producing industries (mining, construction and manufacturing); service-producing industries (transportation, communications, electric, gas, and sanitary services; wholesale trade; retail trade; finance, insurance, and real estate; and services industries); and State and local governments. Agriculture, private households, and the Federal Government were excluded from the scope of the survey. For purposes of this survey, an establishment is an economic unit that produces goods or services, a central administrative office, or an auxiliary unit providing support services to a company. For private industries in this survey, the establishment is usually at a single physical location. For State and local governments, an establishment is defined as all locations of a government entity.

The Philadelphia–Wilmington–Atlantic City, PA–NJ–DE–MD, Metropolitan Statistical Area includes Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties, PA; Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, and Salem Counties, NJ; New Castle County, DE; and Cecil County, MD.

### Sampling frame

The list of establishments from which the survey sample was selected (sampling frame) was developed from State unemployment insurance reports. Due to the volatility of industries within the private sector, sampling frames were developed using the most recent month of reference available at the time the sample was selected. The sampling frame was reviewed prior to the survey and, when necessary, missing establishments were added, out-of-business and out-of-scope establishments were removed, and addresses, employment levels, industry classification, and

other information were updated. Approximately one-fifth of the sample is reselected each year.

### Sample design

The sample for this survey area was selected using a two-stage stratified design with probability proportional to employment sampling at each stage. The first stage of sample selection was a probability sample of establishments. The sample of establishments was drawn by first stratifying the sampling frame by industry and ownership. The number of sample establishments allocated to each stratum is approximately proportional to the stratum employment. Each sampled establishment is selected within a stratum with a probability proportional to its employment. Use of this technique means that the larger an establishment's employment, the greater its chance of selection. Weights were applied to each establishment when the data were tabulated so that it represents similar units (by industry and employment size) in the economy that were not selected for collection. The second stage of sample selection, detailed below, was a probability sample of occupations within a sampled establishment.

## Data collection

The collection of data from survey respondents required detailed procedures. Field economists collected the data, working out of the Bureau of Labor Statistics' (BLS) Regional Offices and visiting each establishment surveyed. Other contact methods, such as mail and telephone, were used to follow up and update data.

### Occupational selection and classification

Identification of the occupations for which wage data were to be collected was a multistep process:

1. Probability-proportional-to-size selection of establishment jobs
2. Classification of jobs into occupations based on the Census of Population system
3. Characterization of jobs as full-time versus part-time, union versus nonunion, and time versus incentive
4. Determination of the level of work of each job

For each occupation, wage data were collected for those workers whose jobs could be characterized by the criteria identified in the last three steps. Special procedures were

developed for jobs for which a level could not be determined.

In step one, the jobs to be sampled were selected at each establishment by the BLS field economist during a personal visit. A complete list of employees was used for sampling, with each selected worker representing a job within the establishment.

As with the selection of establishments, the selection of a job was based on probability proportional to its size in the establishment. The greater the number of people working in a job in the establishment, the greater its chance of selection.

The number of jobs for which data were collected in each establishment was based on the establishment's employment size. Prior to 2002, the number of jobs selected ranged from 8 to 20. Beginning in 2002, the number of jobs selected followed this schedule:

<i>Number of employees</i>	<i>Number of selected jobs</i>
50–249	6
250 or more	8

The second step of the process entailed classifying the selected jobs into occupations based on their duties. The NCS occupational classification system is based on the 1990 Census of Population. A selected job may fall into any one of about 480 occupational classifications, from accountant to wood lathe operator. For cases in which a job's duties overlapped two or more census classification codes, the duties used to set the wage level were used to classify the job. Classification by primary duties was the fallback.

Each occupational classification is an element of a broader classification known as a major occupational group (MOG). Occupations can fall into any of the following MOGs:

- Professional specialty and technical
- Executive, administrative, and managerial
- Sales
- Administrative support, including clerical
- Precision production, craft, and repair
- Machine operators, assemblers, and inspectors
- Transportation and material moving
- Handlers, equipment cleaners, helpers, and laborers
- Service occupations

Appendix B contains a complete list of all individual occupations, classified by the MOG to which they belong.

In step three, certain other job characteristics of the chosen worker were identified. First, the worker was identified as holding either a full-time or part-time job, based on the establishment's definition of those terms. Then, the worker was classified as having a time versus incentive job, depending on whether any part of pay was directly based

on the actual production of the worker, rather than solely on hours worked. Finally, the worker was identified as being in a union job or a nonunion job. See the "Definition of terms" section on the following page for more detail.

### **Occupational leveling**

In the last step before wage data were collected, the work level of each selected job was determined using a "point factor leveling" process. Point factor leveling matches certain aspects of a job to specific levels of work with assigned point values. Points for each factor are then totaled to determine the overall work level for the job.

The NCS program is in the process of converting from a nine-factor to a four-factor occupational leveling system. The conversion is being phased in via annual NCS sample replenishment groups and will require several years for full implementation. The four occupational leveling factors are:

- Knowledge
- Job controls and complexity
- Contacts (nature and purpose)
- Physical environment

Each factor consists of several levels, and each level has an associated description and assigned points. The knowledge factor is tailored to 24 families of closely related occupations. A knowledge guide for each of the 24 families contains short definitions of the point levels of knowledge expected for the occupations and presents relevant examples. The other three factors use identical descriptions for all occupational categories and contain a definition of each point level within each factor.

The description within each factor best matching the job is chosen. The point levels within each factor are designed to describe the thresholds of distinct levels of work. When a job does not meet the full description of a point level, the next lowest point level is used. Points for the four factors are totaled to determine the overall work level. NCS publishes data for up to 15 work levels.

Most supervisory occupations are evaluated based on their duties and responsibilities. A modified approach is used for professional and administrative supervisors when they direct professional work and are paid primarily to supervise. Such supervisory occupations are leveled based on the work level of the highest position reporting to them.

For a complete description of point factor leveling, refer to the publication "National Compensation Survey: Guide for Evaluating Your Firm's Jobs and Pay," available at the BLS National Compensation Survey Internet site at <http://www.bls.gov/ncs/ocs/sp/ncbr0004.pdf>.

### **Collection period**

Survey data were collected over a 13-month period for 60 metropolitan areas in the NCS program. For 20 small metropolitan areas, data were collected over a 4-month period.



For each establishment in the survey, the data reflect the establishment's most recent information at the time of collection. The payroll reference month shown in the tables reflects the average date of this information for all sample units.

## Earnings

Earnings were defined as regular payments from the employer to the employee as compensation for straight-time hourly work, or for any salaried work performed. The following components were included as part of earnings:

- Incentive pay, including commissions, production bonuses, and piece rates
- Cost-of-living allowances
- Hazard pay
- Payments of income deferred due to participation in a salary reduction plan
- Deadhead pay, defined as pay given to transportation workers returning in a vehicle without freight or passengers

The following forms of payments were *not* considered part of straight-time earnings:

- Shift differentials, defined as extra payment for working a schedule that varies from the norm, such as night or weekend work
- Premium pay for overtime, holidays, and weekends
- Bonuses not directly tied to production (such as Christmas and profit-sharing bonuses)
- Uniform and tool allowances
- Free room and board
- Payments made by third parties (for example, tips, bonuses given by manufacturers to department store salespeople, referral incentives in real estate)
- On-call pay

To calculate earnings for various periods (hourly, weekly, and annual), data on work schedules also were collected. For hourly workers, scheduled hours worked per day and per week, exclusive of overtime, were recorded. Annual weeks worked were determined. Because salaried workers who are exempt from overtime provisions often work beyond the assigned work schedule, their typical number of hours actually worked was collected.

## Definition of terms

*Full-time worker.* Any employee whom the employer considers to be full time.

*Incentive worker.* Any employee whose earnings are tied, at least in part, to commissions, piece rates, production bonuses, or other incentives based on production or sales.

*Level.* A ranking of an occupation based on the requirements of the position. (See the description in the technical note on occupational leveling through point factor analysis for more details on the leveling process.)

*Nonunion worker.* An employee in an occupation not meeting the conditions for union coverage. (See below.)

*Part-time worker.* Any employee whom the employer considers to be part time.

*Time-based worker.* Any employee whose earnings are tied to an hourly rate or salary, and not to a specific level of production.

*Union worker.* Any employee is in a union occupation when all of the following conditions are met:

- A labor organization is recognized as the bargaining agent for all workers in the occupation
- Wage and salary rates are determined through collective bargaining or negotiations
- Settlement terms, which must include earnings provisions and may include benefit provisions, are embodied in a signed, mutually binding collective bargaining agreement

## Processing and analyzing the data

Data were processed and analyzed at the BLS National Office following collection.

## Weighting and nonresponse

Sample weights were calculated for each establishment and occupation in the survey. These weights reflected the relative size of the occupation within the establishment and of the establishment within the sample universe. Weights were used to aggregate data for the individual establishments or occupations into the various data series. Some of the establishments surveyed could not supply or refused to supply information. If data were not provided by a sample member, the weights of responding sample members in the same or similar "cells" were adjusted to account for the missing data. This technique assumes that the mean value of data for the nonrespondents equals the mean value of data for the respondents at some detailed "cell" level. Responding and nonresponding establishments were classified into these cells according to industry and employment size. Responding and nonresponding occupations within responding establishments were classified into cells that were additionally defined by major occupation group.

Establishments that were determined to be out of business or outside the scope of the survey had their weights changed to zero. If only partial data were given by a sample establishment or occupation, or data were missing, the response was treated as a refusal.

## Survey response

	<i>Establish- ments</i>
Total in sampling frame	8,697
Total in sample	623
Responding	368
Out of business or not in survey scope	58
Unable or refused to provide data	197

In this survey, the nonresponse rates for all industries and private industry exceeded regular survey standards.

## Estimation

The wage series in the tables are computed by combining the wages for each sampled occupation. Before being combined, individual wage rates are weighted by the number of workers; the sample weight, adjusted for nonresponding establishments and other factors; and the occupation's scheduled hours of work.

Not all calculated series met the criteria for publication. Before any series was published, it was reviewed to make sure that the number of observations underlying it was sufficient. This review prevented the publication of a series that could have revealed information about a specific establishment.

Estimates of the number of workers represent the total in all establishments within the scope of the study, and not the number actually surveyed. Because occupational structures among establishments differ, estimates of the number of workers obtained from the sample of establishments serve to indicate only the relative importance of the occupational groups studied.

## Percentiles

The percentiles presented in tables 6-1 through 6-5 are computed using earnings reported for individual workers in sampled establishment jobs and their scheduled hours of work. Establishments in the survey may report only individual-worker earnings for each sampled job. For the calculation of percentile estimates, the individual-worker hourly earnings are appropriately weighted and then arrayed from lowest to highest.

The published 10th, 25th, 50th, 75th, and 90th percentiles designate position in the earnings distribution within each published occupation. At the 50th percentile, the median, half of the hours are paid the same as or more than the

rate shown, and half are paid the same as or less than the rate shown. At the 25th percentile, one-fourth of the hours are paid the same as or less than the rate shown. At the 75th percentile, one-fourth are paid the same as or more than the rate shown. The 10th and 90th percentiles follow the same logic.

## Data reliability

The data in this bulletin are estimates from a scientifically selected probability sample. There are two types of errors possible in an estimate based on a sample survey, sampling and nonsampling.

*Sampling errors* occur because observations come only from a sample and not from an entire population. The sample used for this survey is one of a number of possible samples of the same size that could have been selected using the sample design. Estimates derived from the different samples would differ from each other.

A measure of the variation among these differing estimates is called the standard error or sampling error. It indicates the precision with which an estimate from a particular sample approximates the average result of all possible samples. The relative standard error (RSE) is the standard error divided by the estimate. RSE data are provided alongside the earnings data in the bulletin tables.

The standard error can be used to calculate a "confidence interval" around a sample estimate. As an example, suppose a table shows that mean hourly earnings for all workers were \$12.79, with a relative standard error of 3.6 percent for this estimate. At the 90-percent level, the confidence interval for this estimate is from \$12.03 to \$13.55 (\$12.79 minus and plus \$0.76, where \$0.76 is the product of 1.645 times 3.6 percent times \$12.79). If all possible samples were selected to estimate the population value, the interval from each sample would include the true population value approximately 90 percent of the time.

*Nonsampling errors* also affect survey results. They can stem from many sources, such as inability to obtain information for some establishments, difficulties with survey definitions, inability of the respondents to provide correct information, or mistakes in recording or coding the data obtained. Although they were not specifically measured, the nonsampling errors were expected to be minimal due to the extensive training of the field economists who gathered the survey data by personal visit, computer edits of the data, and detailed data review.

Appendix table 1. **Number of workers<sup>1</sup> represented by the survey, by occupational group,<sup>2</sup> National Compensation Survey, Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD, December 2004**

Occupational group	Full-time and part-time workers		
	Total	Private industry	State and local government
<b>All occupations</b> .....	1,403,700	1,140,900	262,900
All excluding sales .....	1,302,100	1,040,200	261,900
<b>White collar</b> .....	782,200	619,800	162,400
White-collar excluding sales .....	680,600	519,200	161,400
Professional specialty and technical .....	332,300	234,700	97,600
Professional specialty .....	284,000	190,800	93,200
Technical .....	48,400	44,000	—
Executive, administrative, and managerial .....	134,100	114,400	19,700
Sales .....	101,600	100,600	—
Administrative support, including clerical .....	214,200	170,000	44,200
<b>Blue collar</b> .....	304,500	274,600	29,900
Precision production, craft, and repair .....	76,800	65,200	11,700
Machine operators, assemblers, and inspectors .....	60,700	60,600	—
Transportation and material moving .....	84,000	74,100	10,000
Handlers, equipment cleaners, helpers, and laborers .....	83,000	74,800	8,200
<b>Service</b> .....	317,000	246,400	70,600

<sup>1</sup> The number of workers represented by the survey are rounded to the nearest 100. Estimates of the number of workers provide a description of size and composition of the labor force included in the survey. Estimates are not intended, however, for comparison to other statistical series to measure employment trends or levels. Both full-time and part-time workers were included in the survey.

<sup>2</sup> A classification system including about 480 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

NOTE: Dashes indicate that no data were reported or that data did not meet publication criteria.