

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

| Occupation <sup>1</sup>   | Hourly <sup>2</sup> |                 | Weekly <sup>3</sup> |                 |            | Annual <sup>4</sup> |                 |            |
|---|---------------------|-----------------|---------------------|-----------------|------------|---------------------|-----------------|------------|
|   | Mean earnings       | Median earnings | Mean earnings       | Median earnings | Mean hours | Mean earnings       | Median earnings | Mean hours |
| <b>All workers</b> .....  | \$17.93             | \$15.00         | \$713               | \$600           | 39.7       | \$36,632            | \$31,122        | 2,043      |
| <b>Management occupations</b> .....                             | 34.47               | 30.21           | 1,425               | 1,234           | 41.3       | 74,021              | 64,149          | 2,148      |
| General and operations managers .....                           | 37.92               | 33.46           | 1,584               | 1,444           | 41.8       | 82,370              | 75,088          | 2,172      |
| Marketing and sales managers .....                              | 58.33               | 43.27           | 2,333               | 1,731           | 40.0       | 121,316             | 90,002          | 2,080      |
| Sales managers .....  | 58.33               | 43.27           | 2,333               | 1,731           | 40.0       | 121,316             | 90,002          | 2,080      |
| Financial managers .....  | 32.35               | 28.50           | 1,338               | 1,176           | 41.4       | 69,564              | 61,141          | 2,150      |
| Construction managers .....                                     | 24.49               | 23.08           | 1,029               | 1,154           | 42.0       | 53,526              | 60,008          | 2,186      |
| Property, real estate, and community association managers ..... | 37.36               | 40.85           | 1,496               | 1,634           | 40.0       | 77,780              | 84,974          | 2,082      |
| <b>Business and financial operations occupations</b> .....      | 26.57               | 25.64           | 1,090               | 1,040           | 41.0       | 56,697              | 54,080          | 2,134      |
| Buyers and purchasing agents .....                              | 26.71               | 23.08           | 1,102               | 1,008           | 41.2       | 57,282              | 52,441          | 2,144      |
| Accountants and auditors .....                                  | 31.25               | 35.10           | 1,282               | 1,404           | 41.0       | 66,682              | 73,008          | 2,134      |
| Loan counselors and officers .....                              | 31.91               | 32.00           | 1,262               | 1,324           | 39.6       | 65,640              | 68,869          | 2,057      |
| Loan officers .....   | 31.91               | 32.00           | 1,262               | 1,324           | 39.6       | 65,640              | 68,869          | 2,057      |
| <b>Computer and mathematical science occupations</b> .....      | 21.30               | 15.71           | 864                 | 697             | 40.6       | 44,927              | 36,239          | 2,109      |
| <b>Architecture and engineering occupations</b> .....           | 31.27               | 29.20           | 1,264               | 1,168           | 40.4       | 65,745              | 60,740          | 2,103      |
| Engineers .....   | 34.92               | 33.57           | 1,419               | 1,343           | 40.6       | 73,793              | 69,834          | 2,113      |
| Civil engineers .....   | 35.09               | 34.00           | 1,464               | 1,360           | 41.7       | 76,108              | 70,720          | 2,169      |
| Electrical and electronics engineers .....                      | 35.19               | 34.74           | 1,420               | 1,390           | 40.4       | 73,852              | 72,268          | 2,099      |
| Electrical engineers .....                                      | 33.10               | 34.74           | 1,324               | 1,390           | 40.0       | 68,854              | 72,268          | 2,080      |
| Drafters .....  | 21.37               | 20.83           | 855                 | 833             | 40.0       | 44,447              | 43,320          | 2,080      |
| Engineering technicians, except drafters .....                  | 23.99               | 27.24           | 960                 | 1,090           | 40.0       | 49,900              | 56,663          | 2,080      |
| <b>Life, physical, and social science occupations</b> .....     | 23.66               | 21.19           | 928                 | 848             | 39.2       | 48,250              | 44,071          | 2,039      |
| <b>Community and social services occupations</b> .....          | 14.89               | 14.42           | 677                 | 702             | 45.5       | 34,977              | 36,500          | 2,349      |
| Counselors .....  | 13.99               | 13.26           | 540                 | 520             | 38.6       | 28,100              | 27,040          | 2,009      |
| Social workers .....  | 14.70               | 13.35           | 588                 | 534             | 40.0       | 30,568              | 27,768          | 2,080      |
| <b>Legal occupations</b> .....                                  | 25.61               | 24.04           | 1,019               | 962             | 39.8       | 52,974              | 49,999          | 2,069      |

See footnotes at end of table.

Table 15

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

| Occupation <sup>1</sup>   | Hourly <sup>2</sup> |                 | Weekly <sup>3</sup> |                 |            | Annual <sup>4</sup> |                 |            |
|---|---------------------|-----------------|---------------------|-----------------|------------|---------------------|-----------------|------------|
|   | Mean earnings       | Median earnings | Mean earnings       | Median earnings | Mean hours | Mean earnings       | Median earnings | Mean hours |
| <b>Education, training, and library occupations</b> .....               | \$19.68             | \$17.55         | \$754               | \$711           | 38.3       | \$34,296            | \$30,000        | 1,743      |
| Primary, secondary, and special education school teachers .....         | 22.70               | 25.39           | 832                 | 763             | 36.6       | 34,319              | 37,227          | 1,512      |
| <b>Arts, design, entertainment, sports, and media occupations</b> ..... | 17.93               | 16.00           | 730                 | 649             | 40.7       | 37,944              | 33,750          | 2,116      |
| Designers .....   | 16.72               | 14.42           | 693                 | 649             | 41.5       | 36,060              | 33,750          | 2,156      |
| Graphic designers .....   | 16.39               | 14.42           | 689                 | 649             | 42.0       | 35,811              | 33,750          | 2,185      |
| Actors, producers, and directors .....                                  | 18.70               | 20.90           | 748                 | 836             | 40.0       | 38,893              | 43,470          | 2,080      |
| Producers and directors .....   | 18.70               | 20.90           | 748                 | 836             | 40.0       | 38,893              | 43,470          | 2,080      |
| <b>Healthcare practitioner and technical occupations</b> .....          | 28.37               | 24.05           | 1,110               | 924             | 39.1       | 57,741              | 48,027          | 2,035      |
| Registered nurses .....   | 36.11               | 30.00           | 1,413               | 1,080           | 39.1       | 73,469              | 56,160          | 2,034      |
| Therapists .....  | 27.39               | 28.43           | 1,043               | 1,040           | 38.1       | 54,252              | 54,080          | 1,981      |
| Licensed practical and licensed vocational nurses .....                 | 20.61               | 19.60           | 824                 | 784             | 40.0       | 42,871              | 40,768          | 2,080      |
| <b>Healthcare support occupations</b> .....                             | 13.29               | 12.70           | 509                 | 505             | 38.3       | 26,478              | 26,280          | 1,993      |
| Nursing, psychiatric, and home health aides .....                       | 12.99               | 12.70           | 509                 | 504             | 39.2       | 26,487              | 26,208          | 2,038      |
| Nursing aides, orderlies, and attendants .....                          | 13.31               | 12.70           | 521                 | 505             | 39.1       | 27,074              | 26,280          | 2,034      |
| Miscellaneous healthcare support occupations .....                      | 14.22               | 15.00           | 536                 | 567             | 37.7       | 27,846              | 29,484          | 1,959      |
| Dental assistants .....   | 15.27               | 16.00           | 539                 | 629             | 35.3       | 28,042              | 32,708          | 1,836      |
| Medical assistants .....  | 14.65               | 15.00           | 579                 | 600             | 39.5       | 30,123              | 31,200          | 2,056      |
| <b>Protective service occupations</b> .....                             | 10.29               | 10.35           | 408                 | 414             | 39.7       | 21,233              | 21,534          | 2,063      |
| Security guards and gaming surveillance officers .....                  | 10.13               | 10.25           | 402                 | 410             | 39.7       | 20,889              | 21,320          | 2,062      |
| Security guards .....   | 10.13               | 10.25           | 402                 | 410             | 39.7       | 20,889              | 21,320          | 2,062      |
| <b>Food preparation and serving related occupations</b> .....           | 8.50                | 8.00            | 317                 | 298             | 37.3       | 16,321              | 15,470          | 1,919      |

See footnotes at end of table.

**Table 15**

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

| Occupation <sup>1</sup>   | Hourly <sup>2</sup> |                 | Weekly <sup>3</sup> |                 |            | Annual <sup>4</sup> |                 |            |
|---|---------------------|-----------------|---------------------|-----------------|------------|---------------------|-----------------|------------|
|   | Mean earnings       | Median earnings | Mean earnings       | Median earnings | Mean hours | Mean earnings       | Median earnings | Mean hours |
| <b>Food preparation and serving related occupations</b><br>–Continued         |                     |                 |                     |                 |            |                     |                 |            |
| First-line supervisors/managers, food preparation and serving workers .....   | \$14.03             | \$14.54         | \$584               | \$632           | 41.6       | \$30,358            | \$32,887        | 2,164      |
| First-line supervisors/managers of food preparation and serving workers ..... | 13.83               | 14.54           | 576                 | 632             | 41.7       | 29,976              | 32,887          | 2,168      |
| Cooks .....   | 9.89                | 9.18            | 379                 | 360             | 38.4       | 19,688              | 18,720          | 1,991      |
| Cooks, fast food .....  | 8.06                | 8.00            | 320                 | 320             | 39.8       | 16,663              | 16,640          | 2,069      |
| Cooks, institution and cafeteria .....  | 9.75                | 10.25           | 374                 | 376             | 38.3       | 19,229              | 19,552          | 1,972      |
| Cooks, restaurant .....   | 10.32               | 9.50            | 388                 | 360             | 37.6       | 20,187              | 18,720          | 1,956      |
| Cooks, short order .....  | 9.60                | 10.01           | 375                 | 401             | 39.0       | 19,503              | 20,827          | 2,031      |
| Food preparation workers .....  | 8.51                | 8.50            | 321                 | 306             | 37.8       | 16,631              | 15,910          | 1,954      |
| Food service, tipped .....  | 5.79                | 6.15            | 206                 | 197             | 35.5       | 10,614              | 10,234          | 1,834      |
| Bartenders .....  | 7.20                | 6.50            | 264                 | 260             | 36.6       | 13,717              | 13,500          | 1,905      |
| Waiters and waitresses .....  | 5.20                | 6.15            | 181                 | 197             | 34.8       | 9,307               | 10,234          | 1,791      |
| Fast food and counter workers .....   | 8.62                | 8.00            | 316                 | 298             | 36.7       | 16,442              | 15,470          | 1,908      |
| Combined food preparation and serving workers, including fast food .....      | 8.61                | 8.00            | 313                 | 280             | 36.4       | 16,293              | 14,560          | 1,893      |
| Dishwashers .....   | 7.48                | 7.00            | 289                 | 269             | 38.7       | 13,793              | 14,005          | 1,845      |
| <b>Building and grounds cleaning and maintenance occupations</b> .....        | 10.41               | 9.34            | 415                 | 374             | 39.9       | 20,771              | 18,741          | 1,996      |
| Building cleaning workers .....   | 9.37                | 9.00            | 373                 | 360             | 39.8       | 18,879              | 18,720          | 2,014      |
| Janitors and cleaners, except maids and housekeeping cleaners .....           | 9.76                | 9.34            | 387                 | 370             | 39.7       | 19,166              | 18,720          | 1,964      |
| Maids and housekeeping cleaners .....   | 8.90                | 8.77            | 356                 | 351             | 40.0       | 18,505              | 18,231          | 2,080      |
| Grounds maintenance workers .....   | 11.82               | 11.00           | 464                 | 440             | 39.3       | 19,523              | 11,025          | 1,651      |
| Landscaping and groundskeeping workers .....                                  | 10.74               | 10.50           | 419                 | 368             | 39.1       | 16,684              | 11,008          | 1,554      |

See footnotes at end of table.

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

| Occupation <sup>1</sup>  | Hourly <sup>2</sup> |                 | Weekly <sup>3</sup> |                 |            | Annual <sup>4</sup> |                 |            |
|--|---------------------|-----------------|---------------------|-----------------|------------|---------------------|-----------------|------------|
|  | Mean earnings       | Median earnings | Mean earnings       | Median earnings | Mean hours | Mean earnings       | Median earnings | Mean hours |
| <b>Personal care and service occupations</b> .....   | \$9.76              | \$9.00          | \$378               | \$360           | 38.7       | \$17,355            | \$18,564        | 1,777      |
| Child care workers .....   | 8.64                | 7.86            | 345                 | 314             | 40.0       | 17,966              | 16,347          | 2,080      |
| <b>Sales and related occupations</b> .....   | 19.73               | 14.48           | 785                 | 578             | 39.8       | 40,764              | 30,050          | 2,066      |
| First-line supervisors/managers, sales workers .....   | 17.30               | 14.00           | 683                 | 590             | 39.5       | 35,516              | 30,680          | 2,053      |
| First-line supervisors/managers of retail sales workers ..   | 14.86               | 13.50           | 585                 | 530             | 39.4       | 30,436              | 27,560          | 2,048      |
| First-line supervisors/managers of non-retail sales workers .....                                  | 25.74               | 21.92           | 1,025               | 877             | 39.8       | 53,318              | 45,598          | 2,072      |
| Retail sales workers .....   | 13.83               | 11.50           | 550                 | 460             | 39.8       | 28,536              | 23,920          | 2,063      |
| Cashiers, all workers .....  | 9.64                | 8.25            | 367                 | 320             | 38.1       | 19,067              | 16,640          | 1,978      |
| Cashiers .....   | 9.64                | 8.25            | 367                 | 320             | 38.1       | 19,067              | 16,640          | 1,978      |
| Counter and rental clerks and parts salespersons ..  | 13.09               | 11.50           | 538                 | 460             | 41.1       | 27,960              | 23,920          | 2,136      |
| Counter and rental clerks .....  | 11.82               | 11.50           | 476                 | 460             | 40.3       | 24,744              | 23,920          | 2,094      |
| Parts salespersons .....   | 14.45               | 13.75           | 606                 | 550             | 42.0       | 31,527              | 28,600          | 2,182      |
| Retail salespersons .....  | 16.19               | 14.42           | 650                 | 546             | 40.1       | 33,673              | 28,384          | 2,080      |
| Advertising sales agents .....   | 24.76               | 16.64           | 961                 | 666             | 38.8       | 49,975              | 34,611          | 2,018      |
| Insurance sales agents .....   | 29.45               | 31.54           | 1,155               | 1,262           | 39.2       | 60,038              | 65,599          | 2,039      |
| Securities, commodities, and financial services sales agents .....                                 | 48.77               | 20.55           | 1,951               | 822             | 40.0       | 101,437             | 42,748          | 2,080      |
| Sales representatives, wholesale and manufacturing .....   | 39.20               | 37.33           | 1,573               | 1,493           | 40.1       | 81,811              | 77,642          | 2,087      |
| Sales representatives, wholesale and manufacturing, technical and scientific products .....        | 42.44               | 45.60           | 1,698               | 1,824           | 40.0       | 88,278              | 94,844          | 2,080      |
| Sales representatives, wholesale and manufacturing, except technical and scientific products ..... | 36.42               | 18.51           | 1,466               | 740             | 40.3       | 76,240              | 38,501          | 2,093      |

See footnotes at end of table.

**Table 15**

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

| Occupation <sup>1</sup>  | Hourly <sup>2</sup> |                 | Weekly <sup>3</sup> |                 |            | Annual <sup>4</sup> |                 |            |
|--|---------------------|-----------------|---------------------|-----------------|------------|---------------------|-----------------|------------|
|  | Mean earnings       | Median earnings | Mean earnings       | Median earnings | Mean hours | Mean earnings       | Median earnings | Mean hours |
| <b>Sales and related occupations</b><br>–Continued                                 |                     |                 |                     |                 |            |                     |                 |            |
| Miscellaneous sales and related workers .....                                      | \$13.25             | \$13.09         | \$529               | \$524           | 39.9       | \$27,494            | \$27,236        | 2,075      |
| <b>Office and administrative support occupations</b> .....                         | 14.65               | 13.62           | 576                 | 539             | 39.3       | 29,896              | 28,001          | 2,041      |
| First-line supervisors/managers of office and administrative support workers ..... | 17.72               | 17.40           | 710                 | 702             | 40.1       | 36,938              | 36,504          | 2,085      |
| Financial clerks .....   | 14.47               | 13.46           | 554                 | 510             | 38.3       | 28,821              | 26,532          | 1,992      |
| Bookkeeping, accounting, and auditing clerks .....                                 | 15.68               | 15.31           | 585                 | 600             | 37.3       | 30,411              | 31,200          | 1,940      |
| Tellers .....  | 11.40               | 10.86           | 453                 | 434             | 39.7       | 23,544              | 22,589          | 2,065      |
| Customer service representatives .....   | 14.68               | 13.36           | 582                 | 534             | 39.6       | 30,251              | 27,783          | 2,060      |
| Hotel, motel, and resort desk clerks .....   | 10.96               | 10.00           | 433                 | 400             | 39.5       | 21,318              | 19,829          | 1,945      |
| Loan interviewers and clerks .....   | 13.89               | 14.62           | 544                 | 548             | 39.2       | 28,297              | 28,499          | 2,037      |
| Order clerks .....   | 12.89               | 12.13           | 515                 | 485             | 40.0       | 26,803              | 25,226          | 2,080      |
| Receptionists and information clerks .....   | 12.86               | 12.50           | 514                 | 500             | 40.0       | 26,719              | 26,000          | 2,078      |
| Shipping, receiving, and traffic clerks .....                                      | 12.75               | 12.15           | 510                 | 486             | 40.0       | 26,513              | 25,272          | 2,080      |
| Stock clerks and order fillers .....   | 11.75               | 12.50           | 468                 | 500             | 39.8       | 24,338              | 26,000          | 2,072      |
| Secretaries and administrative assistants .....                                    | 16.06               | 15.40           | 640                 | 616             | 39.9       | 33,298              | 32,032          | 2,073      |
| Executive secretaries and administrative assistants .....                          | 18.12               | 18.75           | 722                 | 750             | 39.8       | 37,527              | 39,000          | 2,071      |
| Medical secretaries .....  | 15.35               | 14.50           | 612                 | 580             | 39.8       | 31,800              | 30,160          | 2,071      |
| Secretaries, except legal, medical, and executive .....                            | 15.24               | 15.40           | 608                 | 616             | 39.9       | 31,607              | 32,032          | 2,074      |
| Insurance claims and policy processing clerks .....                                | 14.02               | 12.45           | 548                 | 520             | 39.1       | 28,494              | 27,040          | 2,033      |
| Office clerks, general .....   | 13.68               | 12.74           | 523                 | 504             | 38.2       | 27,172              | 26,208          | 1,987      |
| <b>Construction and extraction occupations</b> .....                               | 18.94               | 18.00           | 755                 | 697             | 39.9       | 37,989              | 35,643          | 2,006      |

See footnotes at end of table.

**Table 15**

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

| Occupation <sup>1</sup>  | Hourly <sup>2</sup> |                 | Weekly <sup>3</sup> |                 |            | Annual <sup>4</sup> |                 |            |
|--|---------------------|-----------------|---------------------|-----------------|------------|---------------------|-----------------|------------|
|  | Mean earnings       | Median earnings | Mean earnings       | Median earnings | Mean hours | Mean earnings       | Median earnings | Mean hours |
| <b>Construction and extraction occupations –Continued</b>                                    |                     |                 |                     |                 |            |                     |                 |            |
| First-line supervisors/managers of construction trades and extraction workers .....          | \$27.39             | \$28.00         | \$1,186             | \$1,120         | 43.3       | \$61,672            | \$58,240        | 2,252      |
| Brickmasons, blockmasons, and stonemasons .....  | 24.66               | 23.50           | 987                 | 940             | 40.0       | 51,300              | 48,880          | 2,080      |
| Carpenters .....   | 20.20               | 18.52           | 807                 | 740             | 40.0       | 41,294              | 38,480          | 2,045      |
| Construction laborers .....  | 16.55               | 14.90           | 658                 | 596             | 39.7       | 31,295              | 27,040          | 1,891      |
| Construction equipment operators .....   | 18.15               | 16.00           | 726                 | 640             | 40.0       | 36,712              | 32,189          | 2,023      |
| Electricians .....   | 22.80               | 24.00           | 912                 | 960             | 40.0       | 47,414              | 49,920          | 2,080      |
| Painters and paperhangers .....  | 14.19               | 15.00           | 559                 | 560             | 39.4       | 28,747              | 28,800          | 2,026      |
| Painters, construction and maintenance .....   | 14.19               | 15.00           | 559                 | 560             | 39.4       | 28,747              | 28,800          | 2,026      |
| Pipelayers, plumbers, pipefitters, and steamfitters .....                                    | 21.26               | 21.38           | 850                 | 855             | 40.0       | 44,215              | 44,470          | 2,080      |
| Plumbers, pipefitters, and steamfitters .....  | 21.56               | 21.38           | 862                 | 855             | 40.0       | 44,848              | 44,470          | 2,080      |
| Helpers, construction trades ..  | 19.55               | 17.00           | 768                 | 680             | 39.3       | 34,804              | 38,640          | 1,780      |
| <b>Installation, maintenance, and repair occupations .....</b>                               | 19.27               | 17.62           | 784                 | 740             | 40.7       | 40,775              | 38,461          | 2,116      |
| First-line supervisors/managers of mechanics, installers, and repairers .....                | 25.60               | 18.33           | 1,071               | 846             | 41.8       | 55,704              | 44,000          | 2,176      |
| Miscellaneous electrical and electronic equipment mechanics, installers, and repairers ..... | 14.79               | 12.00           | 592                 | 480             | 40.0       | 30,763              | 24,960          | 2,080      |
| Automotive technicians and repairers .....   | 20.12               | 19.35           | 814                 | 774             | 40.5       | 42,334              | 40,248          | 2,104      |
| Automotive body and related repairers .....  | 21.62               | 18.33           | 930                 | 720             | 43.0       | 48,356              | 37,440          | 2,237      |
| Automotive service technicians and mechanics .....   | 19.86               | 19.35           | 796                 | 774             | 40.1       | 41,395              | 40,248          | 2,085      |

See footnotes at end of table.

Table 15

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

| Occupation <sup>1</sup>   | Hourly <sup>2</sup> |                 | Weekly <sup>3</sup> |                 |            | Annual <sup>4</sup> |                 |            |
|---|---------------------|-----------------|---------------------|-----------------|------------|---------------------|-----------------|------------|
|   | Mean earnings       | Median earnings | Mean earnings       | Median earnings | Mean hours | Mean earnings       | Median earnings | Mean hours |
| <b>Installation, maintenance, and repair occupations</b><br>–Continued                        |                     |                 |                     |                 |            |                     |                 |            |
| Heavy vehicle and mobile equipment service technicians and mechanics .....                    | \$19.75             | \$19.76         | \$897               | \$821           | 45.4       | \$46,646            | \$42,695        | 2,362      |
| Industrial machinery installation, repair, and maintenance workers .....                      | 19.48               | 18.00           | 779                 | 720             | 40.0       | 40,528              | 37,440          | 2,080      |
| Industrial machinery mechanics .....  | 22.02               | 21.00           | 881                 | 840             | 40.0       | 45,808              | 43,680          | 2,080      |
| Maintenance and repair workers, general .....   | 17.98               | 15.64           | 719                 | 626             | 40.0       | 37,392              | 32,527          | 2,080      |
| Line installers and repairers ...<br>Electrical power-line installers and repairers           | 22.77               | 19.00           | 911                 | 760             | 40.0       | 47,360              | 39,520          | 2,080      |
| Miscellaneous installation, maintenance, and repair workers .....                             | 25.04               | 19.66           | 1,002               | 786             | 40.0       | 52,081              | 40,893          | 2,080      |
| Helpers--installation, maintenance, and repair workers .....                                  | 15.43               | 16.00           | 611                 | 640             | 39.6       | 31,771              | 33,280          | 2,059      |
| Helpers--installation, maintenance, and repair workers .....                                  | 13.48               | 12.57           | 527                 | 503             | 39.1       | 27,382              | 26,146          | 2,032      |
| <b>Production occupations</b> .....   | 13.99               | 12.86           | 559                 | 514             | 40.0       | 29,082              | 26,716          | 2,079      |
| First-line supervisors/managers of production and operating workers .....                     | 22.15               | 20.00           | 904                 | 735             | 40.8       | 47,009              | 38,230          | 2,122      |
| Miscellaneous assemblers and fabricators .....  | 12.76               | 12.50           | 510                 | 500             | 40.0       | 26,535              | 26,000          | 2,080      |
| Butchers and other meat, poultry, and fish processing workers .....                           | 12.66               | 10.25           | 507                 | 410             | 40.0       | 26,343              | 21,320          | 2,080      |
| Machine tool cutting setters, operators, and tenders, metal and plastic .....                 | 12.37               | 11.91           | 495                 | 476             | 40.0       | 25,726              | 24,771          | 2,080      |
| Cutting, punching, and press machine setters, operators, and tenders, metal and plastic ..... | 11.53               | 11.50           | 461                 | 460             | 40.0       | 23,973              | 23,920          | 2,080      |
| Machinists .....  | 17.65               | 17.60           | 701                 | 703             | 39.7       | 36,474              | 36,546          | 2,067      |

See footnotes at end of table.

**Table 15**

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

| Occupation <sup>1</sup>                                      | Hourly <sup>2</sup> |                 | Weekly <sup>3</sup> |                 |            | Annual <sup>4</sup> |                 |            |
|--|---------------------|-----------------|---------------------|-----------------|------------|---------------------|-----------------|------------|
|  | Mean earnings       | Median earnings | Mean earnings       | Median earnings | Mean hours | Mean earnings       | Median earnings | Mean hours |
| <b>Production occupations</b><br>–Continued                  |                     |                 |                     |                 |            |                     |                 |            |
| Welding, soldering, and brazing workers .....                | \$14.76             | \$13.60         | \$591               | \$544           | 40.0       | \$30,707            | \$28,288        | 2,080      |
| Welders, cutters, solderers, and brazers .....               | 14.76               | 13.60           | 591                 | 544             | 40.0       | 30,707              | 28,288          | 2,080      |
| Printers .....   | 15.31               | 15.50           | 609                 | 620             | 39.8       | 31,686              | 32,240          | 2,069      |
| Printing machine operators                                   | 15.73               | 15.50           | 624                 | 620             | 39.7       | 32,458              | 32,240          | 2,064      |
| Miscellaneous production workers .....                       | 11.01               | 10.00           | 440                 | 400             | 40.0       | 22,902              | 20,800          | 2,080      |
| Helpers--production workers .....                            | 10.50               | 11.00           | 420                 | 440             | 40.0       | 21,848              | 22,880          | 2,080      |
| <b>Transportation and material moving occupations</b> .....  | 14.28               | 13.71           | 570                 | 535             | 39.9       | 29,344              | 27,803          | 2,055      |
| Driver/sales workers and truck drivers .....                 | 16.23               | 15.53           | 655                 | 621             | 40.3       | 33,653              | 32,298          | 2,074      |
| Driver/sales workers .....                                   | 11.55               | 10.00           | 456                 | 400             | 39.5       | 23,730              | 20,800          | 2,054      |
| Truck drivers, heavy and tractor-trailer .....               | 16.44               | 15.53           | 672                 | 621             | 40.9       | 34,305              | 32,298          | 2,087      |
| Truck drivers, light or delivery services .....              | 17.62               | 14.86           | 696                 | 594             | 39.5       | 36,200              | 30,909          | 2,055      |
| Industrial truck and tractor operators .....                 | 14.32               | 13.50           | 573                 | 540             | 40.0       | 29,778              | 28,080          | 2,080      |
| Laborers and material movers, hand .....                     | 9.90                | 10.01           | 388                 | 397             | 39.2       | 20,196              | 20,638          | 2,039      |
| Cleaners of vehicles and equipment .....                     | 8.50                | 8.10            | 330                 | 320             | 38.9       | 17,176              | 16,640          | 2,021      |
| Laborers and freight, stock, and material movers, hand ..... | 10.83               | 10.31           | 424                 | 412             | 39.1       | 22,029              | 21,447          | 2,034      |
| Packers and packagers, hand .....                            | 8.62                | 8.23            | 341                 | 329             | 39.6       | 17,750              | 17,116          | 2,059      |

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

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

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

a week, exclusive of overtime.

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

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

SOURCE: Bureau of Labor Statistics, National Compensation Survey.