

# Reading, PA National Compensation Survey January 2004

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September 2004

Bulletin 3125-02

# 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 Reading, PA, metropolitan area. Data were collected between June 2003 and July 2004; the average reference month is January 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 several appendixes with detailed information on occupational classifications and the occupational leveling methodology.

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. These iterations correspond to those presented in tables 2-1, 2-2, and 2-3.

**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, Reading, PA, January 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> .....	\$18.45	3.5	37.7	\$17.07	4.2	38.1	\$24.84	1.7	36.0
<b>Worker characteristics:<sup>4</sup></b>									
White-collar occupations <sup>5</sup> .....	23.03	4.0	37.7	20.91	5.5	38.3	29.96	3.5	35.9
Professional specialty and technical .....	28.08	4.4	36.8	24.11	6.6	37.2	35.29	3.6	36.2
Executive, administrative, and managerial .....	34.20	8.8	40.6	33.80	11.0	40.4	35.86	5.6	41.8
Sales .....	12.92	10.0	34.9	12.94	10.0	35.0	—	—	—
Administrative support .....	13.60	3.1	37.9	13.64	3.8	39.3	13.41	3.1	32.5
Blue-collar occupations <sup>5</sup> .....	15.41	2.8	39.4	15.27	2.9	39.4	17.16	4.1	38.9
Precision production, craft, and repair .....	19.29	5.3	40.2	19.44	5.9	40.2	17.99	4.8	39.6
Machine operators, assemblers, and inspectors .....	15.33	5.2	39.7	15.34	5.2	39.7	—	—	—
Transportation and material moving .....	15.65	6.5	38.6	15.47	8.5	38.9	16.43	2.1	37.4
Handlers, equipment cleaners, helpers, and laborers .....	13.32	3.9	38.9	12.76	2.9	38.8	17.32	7.7	39.7
Service occupations <sup>5</sup> .....	12.12	6.6	33.8	10.44	10.0	33.5	16.62	5.1	34.4
Full time .....	18.92	3.5	39.7	17.47	4.3	40.0	25.73	1.5	38.6
Part time .....	10.66	6.7	20.5	10.21	5.4	21.0	12.40	21.4	18.5
Union .....	21.34	2.5	38.3	15.28	3.3	39.3	26.24	2.7	37.5
Nonunion .....	17.57	4.4	37.5	17.32	4.5	37.9	21.21	14.8	32.6
Time .....	18.35	2.6	37.6	16.87	3.1	38.0	24.84	1.7	36.0
Incentive .....	20.35	27.1	39.8	20.35	27.1	39.8	—	—	—
<b>Establishment characteristics:</b>									
Goods producing .....	( <sup>6</sup> )	( <sup>6</sup> )	( <sup>6</sup> )	18.08	6.4	40.0	( <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> .....	18.94	13.8	38.1	18.87	15.1	38.0	19.76	7.8	38.2
100-499 workers .....	16.37	3.0	37.3	15.40	3.2	37.6	25.46	3.4	34.6
500 workers or more .....	20.67	4.6	38.1	18.72	7.0	38.9	25.12	1.1	36.4

<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, Reading, PA, January 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> .....	\$18.45	3.5	\$17.07	4.2	\$24.84	1.7
All excluding sales .....	18.66	3.7	17.26	4.6	24.86	1.7
<b>White collar</b> .....	23.03	4.0	20.91	5.5	29.96	3.5
White collar excluding sales .....	23.91	3.6	21.83	5.4	29.99	3.5
<b>Professional specialty and technical</b> .....	28.08	4.4	24.11	6.6	35.29	3.6
Professional specialty .....	32.33	2.8	28.37	5.9	36.54	2.0
Engineers, architects, and surveyors .....	37.55	6.9	37.55	6.9	—	—
Mathematical and computer scientists .....	24.59	6.0	24.59	6.0	—	—
Computer systems analysts and scientists .....	24.87	7.7	24.87	7.7	—	—
Health related .....	26.46	4.0	25.72	3.0	—	—
Registered nurses .....	25.14	1.0	25.05	1.1	—	—
Teachers, college and university .....	44.18	8.7	36.00	9.6	—	—
Teachers, except college and university .....	36.86	1.6	—	—	36.86	1.6
Elementary school teachers .....	36.46	4.4	—	—	36.46	4.4
Secondary school teachers .....	36.58	.6	—	—	36.58	.6
Teachers, n.e.c. ....	38.70	.7	—	—	38.70	.7
Librarians, archivists, and curators .....	—	—	—	—	—	—
Social scientists and urban planners .....	—	—	—	—	—	—
Social, recreation, and religious workers .....	—	—	—	—	—	—
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	—	—	—	—	—	—
Technical .....	18.75	4.1	18.93	4.1	—	—
Licensed practical nurses .....	18.02	1.1	—	—	—	—
<b>Executive, administrative, and managerial</b> .....	34.20	8.8	33.80	11.0	35.86	5.6
Executives, administrators, and managers .....	41.08	8.0	41.69	9.7	38.83	6.7
Financial managers .....	23.07	13.4	23.07	13.4	—	—
Administrators, education and related fields .....	44.44	9.3	—	—	—	—
Managers and administrators, n.e.c. ....	35.90	14.1	35.68	14.5	—	—
Management related .....	22.93	7.3	21.56	7.9	29.71	1.7
Accountants and auditors .....	21.51	13.3	21.53	13.4	—	—
<b>Sales</b> .....	12.92	10.0	12.94	10.0	—	—
<b>Administrative support, including clerical</b> .....	13.60	3.1	13.64	3.8	13.41	3.1
Secretaries .....	15.16	5.9	15.05	7.7	15.54	1.1
Order clerks .....	12.89	6.8	12.89	6.8	—	—
Bookkeepers, accounting and auditing clerks .....	12.78	8.4	11.91	8.7	—	—
Traffic, shipping and receiving clerks .....	13.06	7.0	13.06	7.0	—	—
Teachers' aides .....	10.19	5.7	—	—	10.19	5.7
Administrative support, n.e.c. ....	12.56	9.1	—	—	—	—
<b>Blue collar</b> .....	15.41	2.8	15.27	2.9	17.16	4.1
<b>Precision production, craft, and repair</b> .....	19.29	5.3	19.44	5.9	17.99	4.8
Supervisors, production .....	21.85	11.4	21.85	11.4	—	—
Machinists .....	20.59	7.8	20.59	7.8	—	—
<b>Machine operators, assemblers, and inspectors</b> .....	15.33	5.2	15.34	5.2	—	—
Fabricating machine operators, n.e.c. ....	14.44	2.8	14.44	2.8	—	—
Molding and casting machine operators .....	17.02	3.7	17.02	3.7	—	—
Packaging and filling machine operators .....	13.52	4.1	13.52	4.1	—	—
Mixing and blending machine operators .....	13.84	1.2	13.84	1.2	—	—
Miscellaneous machine operators, n.e.c. ....	12.04	8.1	12.04	8.1	—	—
Assemblers .....	13.63	1.1	13.63	1.1	—	—
<b>Transportation and material moving</b> .....	15.65	6.5	15.47	8.5	16.43	2.1
Truck drivers .....	17.22	6.4	17.45	6.9	—	—
Bus drivers .....	13.49	7.5	—	—	—	—
Industrial truck and tractor equipment operators ..	14.59	.4	14.59	.4	—	—
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	13.32	3.9	12.76	2.9	17.32	7.7
Production helpers .....	11.76	7.4	11.76	7.4	—	—
Stock handlers and baggers .....	9.50	5.2	9.50	5.2	—	—

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, Reading, PA, January 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						
Machine feeders and offbearers .....	\$12.49	8.2	\$12.49	8.2	—	—
Hand packers and packagers .....	13.24	4.2	13.24	4.2	—	—
Laborers, except construction, n.e.c. ....	12.50	9.5	12.33	10.7	—	—
<b>Service</b> .....	12.12	6.6	10.44	10.0	\$16.62	5.1
Protective service .....	22.10	3.7	—	—	22.43	3.9
Police and detectives, public service .....	23.40	2.2	—	—	23.40	2.2
Food service .....	8.19	7.6	7.70	7.0	11.99	1.6
Waiters, waitresses, and bartenders .....	5.27	26.3	5.27	26.3	—	—
Other food service .....	9.81	18.2	9.34	21.1	11.99	1.6
Food preparation, n.e.c. ....	8.43	5.7	—	—	10.37	4.1
Health service .....	11.55	4.9	11.00	4.6	—	—
Nursing aides, orderlies and attendants .....	11.31	3.6	10.57	2.1	—	—
Cleaning and building service .....	13.23	8.6	13.18	12.2	13.36	3.3
Janitors and cleaners .....	11.86	4.8	10.55	5.2	13.00	3.2
Personal service .....	7.71	7.3	—	—	—	—

<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, Reading, PA, January 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> .....	\$18.92	3.5	\$17.47	4.3	\$25.73	1.5
All excluding sales .....	19.08	3.8	17.61	4.7	25.73	1.5
<b>White collar</b> .....	23.50	3.8	21.23	5.3	30.94	4.1
White collar excluding sales .....	24.19	3.6	21.94	5.3	30.94	4.1
<b>Professional specialty and technical</b> .....	28.46	4.9	24.38	7.3	35.48	3.6
Professional specialty .....	32.77	2.8	28.75	6.4	36.78	1.9
Engineers, architects, and surveyors .....	37.55	6.9	37.55	6.9	—	—
Mathematical and computer scientists .....	24.59	6.0	24.59	6.0	—	—
Computer systems analysts and scientists .....	24.87	7.7	24.87	7.7	—	—
Health related .....	27.02	4.1	26.11	2.1	—	—
Registered nurses .....	25.34	.9	—	—	—	—
Teachers, college and university .....	44.43	8.8	36.66	10.0	—	—
Teachers, except college and university .....	37.17	1.2	—	—	37.17	1.2
Elementary school teachers .....	36.46	4.4	—	—	36.46	4.4
Secondary school teachers .....	36.58	.6	—	—	36.58	.6
Librarians, archivists, and curators .....	—	—	—	—	—	—
Social scientists and urban planners .....	—	—	—	—	—	—
Social, recreation, and religious workers .....	—	—	—	—	—	—
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	—	—	—	—	—	—
Technical .....	19.01	4.5	19.22	4.7	—	—
<b>Executive, administrative, and managerial</b> .....	34.20	8.8	33.80	11.0	35.86	5.6
Executives, administrators, and managers .....	41.08	8.0	41.69	9.7	38.83	6.7
Financial managers .....	23.07	13.4	23.07	13.4	—	—
Administrators, education and related fields .....	44.44	9.3	—	—	—	—
Managers and administrators, n.e.c. ....	35.90	14.1	35.68	14.5	—	—
Management related .....	22.93	7.3	21.56	7.9	29.71	1.7
Accountants and auditors .....	21.51	13.3	21.53	13.4	—	—
<b>Sales</b> .....	13.94	10.8	13.94	10.8	—	—
<b>Administrative support, including clerical</b> .....	13.76	3.2	13.69	3.8	14.19	1.5
Secretaries .....	15.37	6.0	15.31	7.9	—	—
Order clerks .....	12.89	6.8	12.89	6.8	—	—
Bookkeepers, accounting and auditing clerks .....	12.78	8.4	11.91	8.7	—	—
Traffic, shipping and receiving clerks .....	13.06	7.0	13.06	7.0	—	—
Teachers' aides .....	12.10	14.7	—	—	12.10	14.7
<b>Blue collar</b> .....	15.53	2.8	15.37	3.0	17.63	2.6
<b>Precision production, craft, and repair</b> .....	19.29	5.3	19.44	5.9	17.99	4.8
Supervisors, production .....	21.85	11.4	21.85	11.4	—	—
Machinists .....	20.59	7.8	20.59	7.8	—	—
<b>Machine operators, assemblers, and inspectors</b> .....	15.38	5.3	15.38	5.3	—	—
Fabricating machine operators, n.e.c. ....	14.44	2.8	14.44	2.8	—	—
Molding and casting machine operators .....	17.02	3.7	17.02	3.7	—	—
Packaging and filling machine operators .....	13.52	4.1	13.52	4.1	—	—
Mixing and blending machine operators .....	13.84	1.2	13.84	1.2	—	—
Miscellaneous machine operators, n.e.c. ....	12.04	8.1	12.04	8.1	—	—
Assemblers .....	13.72	1.2	13.72	1.2	—	—
<b>Transportation and material moving</b> .....	15.88	7.0	15.71	8.9	16.67	2.5
Truck drivers .....	17.22	6.4	17.45	6.9	—	—
Industrial truck and tractor equipment operators ..	14.59	.4	14.59	.4	—	—
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	13.52	4.2	12.90	3.1	18.12	3.6
Production helpers .....	11.76	7.4	11.76	7.4	—	—
Machine feeders and offbearers .....	12.49	8.2	12.49	8.2	—	—
Hand packers and packagers .....	13.24	4.2	13.24	4.2	—	—
Laborers, except construction, n.e.c. ....	12.84	9.9	12.71	11.3	—	—
<b>Service</b> .....	13.28	6.7	11.53	9.8	17.35	3.3

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, Reading, PA, January 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 .....	\$22.21	3.8	—	—	\$22.54	3.9
Police and detectives, public service .....	23.40	2.2	—	—	23.40	2.2
Food service .....	10.23	15.4	\$9.82	16.4	—	—
Other food service .....	10.34	18.4	9.85	20.3	—	—
Health service .....	11.74	5.3	11.14	5.0	—	—
Nursing aides, orderlies and attendants .....	11.50	4.1	—	—	—	—
Cleaning and building service .....	13.25	8.5	13.18	12.2	13.45	3.8
Janitors and cleaners .....	11.90	5.0	10.55	5.2	13.09	3.6
Personal service .....	—	—	—	—	—	—

<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, Reading, PA, January 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> .....	\$10.66	6.7	\$10.21	5.4	\$12.40	21.4
All excluding sales .....	10.93	7.5	10.48	6.1	12.43	21.7
<b>White collar</b> .....	15.15	10.7	15.23	11.8	14.92	25.2
White collar excluding sales .....	17.67	10.7	19.09	13.9	15.05	25.4
<b>Professional specialty and technical</b> .....	22.32	10.5	21.10	10.4	28.72	13.0
Professional specialty .....	25.61	6.5	24.69	4.5	28.72	13.0
Health related .....	24.74	4.6	24.74	4.6	—	—
Registered nurses .....	24.74	4.6	24.74	4.6	—	—
Teachers, college and university .....	—	—	—	—	—	—
Teachers, except college and university .....	28.72	13.0	—	—	28.72	13.0
Technical .....	—	—	—	—	—	—
<b>Sales</b> .....	8.79	4.3	—	—	—	—
<b>Administrative support, including clerical</b> .....	10.21	5.1	—	—	9.73	4.6
Teachers' aides .....	9.05	1.2	—	—	9.05	1.2
<b>Blue collar</b> .....	9.03	9.2	8.70	7.5	—	—
<b>Machine operators, assemblers, and inspectors</b> .....	—	—	—	—	—	—
<b>Transportation and material moving</b> .....	11.85	8.6	—	—	—	—
Bus drivers .....	11.85	8.6	—	—	—	—
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	—	—	—	—	—	—
<b>Service</b> .....	6.42	9.4	6.05	12.9	8.76	8.6
Protective service .....	—	—	—	—	—	—
Food service .....	4.95	13.5	4.23	16.3	9.82	.5
Other food service .....	7.82	12.0	—	—	9.82	.5
Food preparation, n.e.c. ....	7.20	8.3	—	—	—	—
Health service .....	—	—	—	—	—	—
Cleaning and building service .....	—	—	—	—	—	—
Personal service .....	—	—	—	—	—	—

<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, Reading, PA, January 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)	
<b>All</b> .....	\$752	3.6	39.7	\$698	4.4	40.0	\$993	1.8	38.6
All excluding sales .....	758	3.8	39.7	704	4.8	40.0	993	1.8	38.6
<b>White collar</b> .....	928	3.9	39.5	849	5.4	40.0	1,173	4.8	37.9
White collar excluding sales .....	956	3.8	39.5	879	5.5	40.1	1,173	4.8	37.9
<b>Professional specialty and technical</b> .....	1,107	4.7	38.9	973	7.3	39.9	1,323	3.8	37.3
Professional specialty .....	1,265	2.7	38.6	1,146	6.5	39.9	1,375	1.8	37.4
Engineers, architects, and surveyors .....	1,502	6.9	40.0	1,502	6.9	40.0	-	-	-
Mathematical and computer scientists .....	983	6.0	40.0	983	6.0	40.0	-	-	-
Computer systems analysts and scientists .....	995	7.7	40.0	995	7.7	40.0	-	-	-
Health related .....	1,075	4.2	39.8	1,044	2.1	40.0	-	-	-
Registered nurses .....	1,009	.9	39.8	-	-	-	-	-	-
Teachers, college and university .....	1,692	8.6	38.1	1,466	10.0	40.0	-	-	-
Teachers, except college and university .....	1,384	1.0	37.2	-	-	-	1,384	1.0	37.2
Elementary school teachers .....	1,364	4.5	37.4	-	-	-	1,364	4.5	37.4
Secondary school teachers .....	1,360	.4	37.2	-	-	-	1,360	.4	37.2
Librarians, archivists, and curators .....	-	-	-	-	-	-	-	-	-
Social scientists and urban planners .....	-	-	-	-	-	-	-	-	-
Social, recreation, and religious workers .....	-	-	-	-	-	-	-	-	-
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	-	-	-	-	-	-	-	-	-
Technical .....	754	4.8	39.7	769	4.7	40.0	-	-	-
<b>Executive, administrative, and managerial</b> .....	1,390	9.4	40.6	1,364	11.5	40.4	1,498	7.1	41.8
Executives, administrators, and managers .....	1,696	8.1	41.3	1,693	10.2	40.6	1,706	3.3	43.9
Financial managers .....	923	13.4	40.0	923	13.4	40.0	-	-	-
Administrators, education and related fields .....	1,735	9.9	39.0	-	-	-	-	-	-
Managers and administrators, n.e.c. ....	1,446	14.3	40.3	1,427	14.5	40.0	-	-	-
Management related .....	909	7.0	39.6	862	7.9	40.0	1,126	1.3	37.9
Accountants and auditors .....	859	13.3	39.9	861	13.4	40.0	-	-	-
<b>Sales</b> .....	548	10.8	39.3	548	10.8	39.3	-	-	-
<b>Administrative support, including clerical</b> .....	544	3.3	39.6	547	3.9	40.0	528	3.0	37.2
Secretaries .....	604	5.9	39.3	610	7.7	39.8	-	-	-
Order clerks .....	516	6.8	40.0	516	6.8	40.0	-	-	-
Bookkeepers, accounting and auditing clerks .....	505	7.7	39.5	476	8.7	40.0	-	-	-
Traffic, shipping and receiving clerks .....	531	8.3	40.7	531	8.3	40.7	-	-	-
Teachers' aides .....	364	19.5	30.0	-	-	-	364	19.5	30.0
<b>Blue collar</b> .....	621	2.8	40.0	615	3.0	40.0	698	2.7	39.6
<b>Precision production, craft, and repair</b> .....	775	5.3	40.2	782	6.0	40.2	712	5.6	39.6
Supervisors, production .....	901	11.3	41.2	901	11.3	41.2	-	-	-
Machinists .....	823	7.8	40.0	823	7.8	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, Reading, PA, January 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>Blue collar</b> —Continued									
<b>Machine operators, assemblers, and inspectors</b> .....	\$615	5.3	40.0	\$615	5.3	40.0	—	—	—
Fabricating machine operators, n.e.c. ....	577	2.8	40.0	577	2.8	40.0	—	—	—
Molding and casting machine operators .....	681	3.7	40.0	681	3.7	40.0	—	—	—
Packaging and filling machine operators .....	541	4.1	40.0	541	4.1	40.0	—	—	—
Mixing and blending machine operators .....	554	1.2	40.0	554	1.2	40.0	—	—	—
Miscellaneous machine operators, n.e.c. ....	482	8.1	40.0	482	8.1	40.0	—	—	—
Assemblers .....	549	1.2	40.0	549	1.2	40.0	—	—	—
<b>Transportation and material moving</b> .....	634	7.0	39.9	628	8.9	40.0	\$657	1.8	39.4
Truck drivers .....	689	6.4	40.0	698	6.9	40.0	—	—	—
Industrial truck and tractor equipment operators .....	583	.4	40.0	583	.4	40.0	—	—	—
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	541	4.2	40.0	516	3.1	40.0	722	4.0	39.8
Production helpers .....	470	7.4	40.0	470	7.4	40.0	—	—	—
Machine feeders and offbearers .....	500	8.2	40.0	500	8.2	40.0	—	—	—
Hand packers and packagers .....	530	4.2	40.0	530	4.2	40.0	—	—	—
Laborers, except construction, n.e.c. ....	514	9.9	40.0	508	11.3	40.0	—	—	—
<b>Service</b> .....	528	7.3	39.7	458	10.3	39.7	691	4.0	39.8
Protective service .....	904	3.0	40.7	—	—	—	918	3.0	40.7
Police and detectives, public service .....	943	2.0	40.3	—	—	—	943	2.0	40.3
Food service .....	408	16.6	39.9	397	18.4	40.4	—	—	—
Other food service .....	412	20.0	39.9	399	22.8	40.5	—	—	—
Health service .....	458	6.7	39.0	432	6.2	38.8	—	—	—
Nursing aides, orderlies and attendants .....	448	5.4	38.9	—	—	—	—	—	—
Cleaning and building service .....	528	8.7	39.8	527	12.2	40.0	530	3.9	39.4
Janitors and cleaners .....	472	4.9	39.6	422	5.2	40.0	515	3.7	39.3
Personal service .....	—	—	—	—	—	—	—	—	—

<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, Reading, PA, January 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> .....	\$38,093	3.6	2,013	\$36,288	4.4	2,077	\$45,259	1.8	1,759
All excluding sales .....	38,397	3.8	2,012	36,599	4.8	2,079	45,259	1.8	1,759
<b>White collar</b> .....	45,749	3.9	1,947	44,069	5.4	2,076	50,039	4.8	1,617
White collar excluding sales .....	46,937	3.8	1,940	45,603	5.5	2,079	50,039	4.8	1,617
<b>Professional specialty and technical</b> .....	51,243	4.7	1,801	50,359	7.3	2,066	52,330	3.8	1,475
Professional specialty .....	55,791	2.7	1,702	59,055	6.5	2,054	53,493	1.8	1,454
Engineers, architects, and surveyors .....	78,103	6.9	2,080	78,103	6.9	2,080	-	-	-
Mathematical and computer scientists .....	51,141	6.0	2,080	51,141	6.0	2,080	-	-	-
Computer systems analysts and scientists .....	51,721	7.7	2,080	51,721	7.7	2,080	-	-	-
Health related .....	55,880	4.2	2,068	54,311	2.1	2,080	-	-	-
Registered nurses .....	52,487	.9	2,071	-	-	-	-	-	-
Teachers, college and university .....	66,021	8.6	1,486	55,913	10.0	1,525	-	-	-
Teachers, except college and university .....	52,087	1.0	1,401	-	-	-	52,087	1.0	1,401
Elementary school teachers .....	51,132	4.5	1,402	-	-	-	51,132	4.5	1,402
Secondary school teachers .....	50,818	.4	1,389	-	-	-	50,818	.4	1,389
Librarians, archivists, and curators .....	-	-	-	-	-	-	-	-	-
Social scientists and urban planners .....	-	-	-	-	-	-	-	-	-
Social, recreation, and religious workers .....	-	-	-	-	-	-	-	-	-
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	-	-	-	-	-	-	-	-	-
Technical .....	39,190	4.8	2,062	39,978	4.7	2,080	-	-	-
<b>Executive, administrative, and managerial</b> .....	72,277	9.4	2,113	70,950	11.5	2,099	77,905	7.1	2,172
Executives, administrators, and managers .....	88,169	8.1	2,146	88,034	10.2	2,112	88,707	3.3	2,285
Financial managers .....	47,986	13.4	2,080	47,986	13.4	2,080	-	-	-
Administrators, education and related fields .....	90,229	9.9	2,030	-	-	-	-	-	-
Managers and administrators, n.e.c. ....	75,174	14.3	2,094	74,209	14.5	2,080	-	-	-
Management related .....	47,259	7.0	2,061	44,842	7.9	2,080	58,569	1.3	1,972
Accountants and auditors .....	44,678	13.3	2,077	44,778	13.4	2,080	-	-	-
<b>Sales</b> .....	28,521	10.8	2,046	28,521	10.8	2,046	-	-	-
<b>Administrative support, including clerical</b> .....	27,926	3.3	2,029	28,467	3.9	2,080	25,233	3.0	1,779
Secretaries .....	31,434	5.9	2,046	31,699	7.7	2,071	-	-	-
Order clerks .....	26,821	6.8	2,080	26,821	6.8	2,080	-	-	-
Bookkeepers, accounting and auditing clerks .....	26,256	7.7	2,054	24,778	8.7	2,080	-	-	-
Traffic, shipping and receiving clerks .....	27,608	8.3	2,114	27,608	8.3	2,114	-	-	-
Teachers' aides .....	13,362	19.5	1,104	-	-	-	13,362	19.5	1,104
<b>Blue collar</b> .....	32,314	2.8	2,080	31,997	3.0	2,082	36,318	2.7	2,061
<b>Precision production, craft, and repair</b> .....	40,296	5.3	2,089	40,690	6.0	2,093	36,998	5.6	2,057
Supervisors, production .....	46,828	11.3	2,143	46,828	11.3	2,143	-	-	-
Machinists .....	42,821	7.8	2,080	42,821	7.8	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, Reading, PA, January 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>Blue collar</b> —Continued									
<b>Machine operators, assemblers, and inspectors</b> .....	\$31,980	5.3	2,080	\$31,994	5.3	2,080	—	—	—
Fabricating machine operators, n.e.c. ....	30,027	2.8	2,080	30,027	2.8	2,080	—	—	—
Molding and casting machine operators .....	35,396	3.7	2,080	35,396	3.7	2,080	—	—	—
Packaging and filling machine operators .....	28,117	4.1	2,080	28,117	4.1	2,080	—	—	—
Mixing and blending machine operators .....	28,795	1.2	2,080	28,795	1.2	2,080	—	—	—
Miscellaneous machine operators, n.e.c. ....	25,044	8.1	2,080	25,044	8.1	2,080	—	—	—
Assemblers .....	28,542	1.2	2,080	28,542	1.2	2,080	—	—	—
<b>Transportation and material moving</b> .....	32,949	7.0	2,074	32,672	8.9	2,080	\$34,169	1.8	2,050
Truck drivers .....	35,823	6.4	2,080	36,299	6.9	2,080	—	—	—
Industrial truck and tractor equipment operators .....	30,339	.4	2,080	30,339	.4	2,080	—	—	—
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	28,107	4.2	2,079	26,826	3.1	2,080	37,525	4.0	2,071
Production helpers .....	24,462	7.4	2,080	24,462	7.4	2,080	—	—	—
Machine feeders and offbearers .....	25,975	8.2	2,080	25,975	8.2	2,080	—	—	—
Hand packers and packagers .....	27,547	4.2	2,080	27,547	4.2	2,080	—	—	—
Laborers, except construction, n.e.c. ....	26,705	9.9	2,080	26,436	11.3	2,080	—	—	—
<b>Service</b> .....	27,269	7.3	2,054	23,811	10.3	2,065	35,197	4.0	2,028
Protective service .....	47,020	3.0	2,117	—	—	—	47,754	3.0	2,118
Police and detectives, public service .....	49,030	2.0	2,095	—	—	—	49,030	2.0	2,095
Food service .....	20,760	16.6	2,030	20,622	18.4	2,099	—	—	—
Other food service .....	20,874	20.0	2,020	20,725	22.8	2,104	—	—	—
Health service .....	23,727	6.7	2,021	22,468	6.2	2,017	—	—	—
Nursing aides, orderlies and attendants .....	23,184	5.4	2,015	—	—	—	—	—	—
Cleaning and building service .....	27,451	8.7	2,072	27,419	12.2	2,080	27,540	3.9	2,048
Janitors and cleaners .....	24,527	4.9	2,061	21,936	5.2	2,080	26,772	3.7	2,045
Personal service .....	—	—	—	—	—	—	—	—	—

<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, Reading, PA, January 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> .....	\$18.45	3.5	\$17.07	4.2	\$24.84	1.7
All excluding sales .....	18.66	3.7	17.26	4.6	24.86	1.7
<b>White collar</b> .....	23.03	4.0	20.91	5.5	29.96	3.5
2 .....	10.39	3.0	—	—	—	—
3 .....	11.31	5.0	11.28	5.3	11.74	9.2
4 .....	14.38	1.7	14.43	2.0	14.23	2.7
5 .....	15.94	4.6	15.92	5.3	16.09	3.0
6 .....	17.98	2.7	17.81	3.1	18.95	6.4
7 .....	25.91	5.8	18.75	3.0	37.02	2.0
8 .....	28.54	2.1	25.18	1.8	35.42	2.6
9 .....	30.95	3.1	28.03	3.2	34.61	2.6
11 .....	44.50	15.0	45.71	18.0	—	—
12 .....	44.32	7.9	49.27	5.9	38.93	6.7
Not able to be leveled .....	22.43	4.4	22.43	4.4	—	—
White collar excluding sales .....	23.91	3.6	21.83	5.4	29.99	3.5
2 .....	10.39	3.0	—	—	—	—
3 .....	12.17	5.1	12.21	5.5	11.81	9.4
4 .....	14.35	1.8	14.39	2.3	14.23	2.7
5 .....	15.77	5.1	15.72	6.0	16.09	3.0
6 .....	17.98	2.7	17.81	3.1	18.95	6.4
7 .....	25.91	5.8	18.75	3.0	37.02	2.0
8 .....	28.62	2.1	25.08	2.0	35.42	2.6
9 .....	30.95	3.1	28.03	3.2	34.61	2.6
11 .....	44.50	15.0	45.71	18.0	—	—
12 .....	44.32	7.9	49.27	5.9	38.93	6.7
Not able to be leveled .....	22.26	4.2	22.26	4.2	—	—
<b>Professional specialty and technical</b> .....	28.08	4.4	24.11	6.6	35.29	3.6
Professional specialty .....	32.33	2.8	28.37	5.9	36.54	2.0
6 .....	20.10	7.1	—	—	—	—
7 .....	31.25	9.0	18.38	12.6	37.66	1.6
8 .....	30.34	2.7	25.50	1.5	35.61	2.6
9 .....	32.80	3.0	28.21	4.5	36.09	.8
Not able to be leveled .....	28.77	8.1	28.77	8.1	—	—
Engineers, architects, and surveyors .....	37.55	6.9	37.55	6.9	—	—
Mathematical and computer scientists .....	24.59	6.0	24.59	6.0	—	—
Computer systems analysts and scientists .....	24.87	7.7	24.87	7.7	—	—
Health related .....	26.46	4.0	25.72	3.0	—	—
8 .....	25.30	2.0	25.31	2.1	—	—
Registered nurses .....	25.14	1.0	25.05	1.1	—	—
8 .....	24.84	.6	24.84	.6	—	—
Teachers, college and university .....	44.18	8.7	36.00	9.6	—	—
Teachers, except college and university .....	36.86	1.6	—	—	36.86	1.6
7 .....	38.62	.5	—	—	38.62	.5
8 .....	36.49	2.1	—	—	36.49	2.1
9 .....	36.09	.8	—	—	36.09	.8
Elementary school teachers .....	36.46	4.4	—	—	36.46	4.4
8 .....	36.36	5.8	—	—	36.36	5.8
Secondary school teachers .....	36.58	.6	—	—	36.58	.6
8 .....	36.84	.9	—	—	36.84	.9
9 .....	35.87	.0	—	—	35.87	.0
Teachers, n.e.c. ....	38.70	.7	—	—	38.70	.7
Librarians, archivists, and curators .....	—	—	—	—	—	—
Social scientists and urban planners .....	—	—	—	—	—	—
Social, recreation, and religious workers .....	—	—	—	—	—	—
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	—	—	—	—	—	—
Technical .....	18.75	4.1	18.93	4.1	—	—
4 .....	16.08	2.0	—	—	—	—
5 .....	17.46	1.9	17.46	1.9	—	—
Licensed practical nurses .....	18.02	1.1	—	—	—	—
<b>Executive, administrative, and managerial</b> .....	34.20	8.8	33.80	11.0	35.86	5.6
7 .....	18.00	7.6	17.36	7.2	—	—
8 .....	24.26	7.5	—	—	—	—

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, Reading, PA, January 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>						
9 .....	\$28.45	7.1	\$27.88	9.1	—	—
11 .....	45.89	19.6	48.07	25.6	—	—
12 .....	41.56	12.2	—	—	—	—
Executives, administrators, and managers .....	41.08	8.0	41.69	9.7	\$38.83	6.7
9 .....	27.42	9.4	27.26	10.5	—	—
11 .....	48.89	22.8	—	—	—	—
12 .....	42.11	13.1	—	—	—	—
Financial managers .....	23.07	13.4	23.07	13.4	—	—
Administrators, education and related fields .....	44.44	9.3	—	—	—	—
Managers and administrators, n.e.c. ....	35.90	14.1	35.68	14.5	—	—
Management related .....	22.93	7.3	21.56	7.9	29.71	1.7
9 .....	30.20	2.8	—	—	—	—
Accountants and auditors .....	21.51	13.3	21.53	13.4	—	—
<b>Sales</b> .....	12.92	10.0	12.94	10.0	—	—
3 .....	9.04	6.2	9.03	6.3	—	—
<b>Administrative support, including clerical</b> .....	13.60	3.1	13.64	3.8	13.41	3.1
2 .....	10.24	5.2	—	—	—	—
3 .....	12.14	5.5	12.17	5.9	11.81	9.4
4 .....	14.01	2.9	14.16	3.7	13.53	2.6
5 .....	14.10	5.9	13.06	4.4	—	—
6 .....	16.46	3.7	16.58	3.7	—	—
Not able to be leveled .....	15.22	8.9	15.22	8.9	—	—
Secretaries .....	15.16	5.9	15.05	7.7	15.54	1.1
4 .....	14.19	4.1	14.14	4.6	—	—
5 .....	14.80	5.6	—	—	—	—
Order clerks .....	12.89	6.8	12.89	6.8	—	—
Bookkeepers, accounting and auditing clerks .....	12.78	8.4	11.91	8.7	—	—
Traffic, shipping and receiving clerks .....	13.06	7.0	13.06	7.0	—	—
Teachers' aides .....	10.19	5.7	—	—	10.19	5.7
Administrative support, n.e.c. ....	12.56	9.1	—	—	—	—
<b>Blue collar</b> .....	15.41	2.8	15.27	2.9	17.16	4.1
1 .....	9.35	2.4	9.35	2.4	—	—
2 .....	11.35	3.9	11.27	4.1	—	—
3 .....	13.74	1.9	13.72	1.9	—	—
4 .....	14.56	2.6	14.55	2.8	—	—
5 .....	16.77	1.7	16.79	1.9	16.57	2.7
6 .....	18.67	3.7	18.66	3.7	—	—
7 .....	20.55	4.1	20.45	4.4	20.83	10.2
<b>Precision production, craft, and repair</b> .....	19.29	5.3	19.44	5.9	17.99	4.8
5 .....	14.33	7.1	13.51	9.3	—	—
6 .....	18.54	5.6	18.54	5.6	—	—
7 .....	20.37	5.4	20.55	6.2	19.28	1.7
Supervisors, production .....	21.85	11.4	21.85	11.4	—	—
7 .....	20.61	2.7	20.61	2.7	—	—
Machinists .....	20.59	7.8	20.59	7.8	—	—
<b>Machine operators, assemblers, and inspectors</b> .....	15.33	5.2	15.34	5.2	—	—
1 .....	8.57	1.0	8.57	1.0	—	—
2 .....	11.40	2.9	11.40	2.9	—	—
3 .....	13.29	1.7	13.29	1.7	—	—
4 .....	14.17	1.6	14.17	1.6	—	—
5 .....	16.84	.6	16.88	.6	—	—
7 .....	20.13	4.6	20.13	4.6	—	—
Fabricating machine operators, n.e.c. ....	14.44	2.8	14.44	2.8	—	—
Molding and casting machine operators .....	17.02	3.7	17.02	3.7	—	—
Packaging and filling machine operators .....	13.52	4.1	13.52	4.1	—	—
Mixing and blending machine operators .....	13.84	1.2	13.84	1.2	—	—
Miscellaneous machine operators, n.e.c. ....	12.04	8.1	12.04	8.1	—	—

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, Reading, PA, January 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>						
<b>Machine operators, assemblers, and inspectors</b>						
—Continued						
Assemblers .....	\$13.63	1.1	\$13.63	1.1	—	—
<b>Transportation and material moving</b> .....	15.65	6.5	15.47	8.5	\$16.43	2.1
3 .....	13.38	3.3	12.55	1.2	—	—
4 .....	18.18	10.0	—	—	—	—
5 .....	17.65	4.7	17.73	5.9	—	—
Truck drivers .....	17.22	6.4	17.45	6.9	—	—
Bus drivers .....	13.49	7.5	—	—	—	—
Industrial truck and tractor equipment operators ..	14.59	.4	14.59	.4	—	—
<b>Handlers, equipment cleaners, helpers, and laborers</b>	13.32	3.9	12.76	2.9	17.32	7.7
1 .....	9.54	3.5	9.54	3.5	—	—
2 .....	12.11	6.6	11.98	8.2	—	—
3 .....	14.12	3.9	14.14	3.9	—	—
4 .....	14.20	4.3	14.32	5.0	—	—
Production helpers .....	11.76	7.4	11.76	7.4	—	—
Stock handlers and baggers .....	9.50	5.2	9.50	5.2	—	—
Machine feeders and offbearers .....	12.49	8.2	12.49	8.2	—	—
Hand packers and packagers .....	13.24	4.2	13.24	4.2	—	—
Laborers, except construction, n.e.c. ....	12.50	9.5	12.33	10.7	—	—
<b>Service</b> .....	12.12	6.6	10.44	10.0	16.62	5.1
1 .....	8.57	8.4	8.25	8.8	10.05	7.6
2 .....	9.15	9.2	—	—	12.24	2.2
3 .....	11.30	5.1	9.97	4.8	14.22	.9
4 .....	8.71	30.6	7.88	35.6	—	—
7 .....	21.63	1.8	—	—	21.63	1.8
Protective service .....	22.10	3.7	—	—	22.43	3.9
7 .....	21.63	1.8	—	—	21.63	1.8
Police and detectives, public service .....	23.40	2.2	—	—	23.40	2.2
Food service .....	8.19	7.6	7.70	7.0	11.99	1.6
1 .....	6.81	13.9	—	—	—	—
Waiters, waitresses, and bartenders .....	5.27	26.3	5.27	26.3	—	—
Other food service .....	9.81	18.2	9.34	21.1	11.99	1.6
1 .....	9.01	2.3	—	—	—	—
Food preparation, n.e.c. ....	8.43	5.7	—	—	10.37	4.1
1 .....	9.01	2.3	—	—	—	—
Health service .....	11.55	4.9	11.00	4.6	—	—
3 .....	11.39	5.4	—	—	—	—
Nursing aides, orderlies and attendants .....	11.31	3.6	10.57	2.1	—	—
3 .....	11.39	5.4	—	—	—	—
Cleaning and building service .....	13.23	8.6	13.18	12.2	13.36	3.3
1 .....	10.45	6.9	10.00	9.1	—	—
3 .....	13.54	3.9	—	—	14.16	.4
Janitors and cleaners .....	11.86	4.8	10.55	5.2	13.00	3.2
1 .....	10.45	6.9	10.00	9.1	—	—
3 .....	13.32	4.6	—	—	—	—
Personal service .....	7.71	7.3	—	—	—	—

<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 10 factors, including knowledge, complexity, work environment, etc. 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 appendixes C and D 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, Reading, PA, January 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> .....	\$18.92	3.5	\$17.47	4.3	\$25.73	1.5
All excluding sales .....	19.08	3.8	17.61	4.7	25.73	1.5
<b>White collar</b> .....	23.50	3.8	21.23	5.3	30.94	4.1
3 .....	11.59	5.1	11.55	5.3	—	—
4 .....	14.40	1.7	14.43	2.0	14.31	3.0
5 .....	16.06	4.6	16.02	5.4	—	—
6 .....	18.09	2.8	17.85	3.2	—	—
7 .....	25.92	5.8	18.75	3.0	37.12	2.1
8 .....	28.73	2.4	25.32	2.0	35.18	3.3
9 .....	30.93	3.2	27.89	3.3	34.61	2.6
11 .....	44.50	15.0	45.71	18.0	—	—
12 .....	44.32	7.9	49.27	5.9	38.93	6.7
Not able to be leveled .....	22.43	4.4	22.43	4.4	—	—
White collar excluding sales .....	24.19	3.6	21.94	5.3	30.94	4.1
3 .....	12.24	5.3	12.22	5.5	—	—
4 .....	14.37	1.9	14.39	2.3	14.31	3.0
5 .....	15.89	5.2	15.82	6.2	—	—
6 .....	18.09	2.8	17.85	3.2	—	—
7 .....	25.92	5.8	18.75	3.0	37.12	2.1
8 .....	28.83	2.4	25.22	2.2	35.18	3.3
9 .....	30.93	3.2	27.89	3.3	34.61	2.6
11 .....	44.50	15.0	45.71	18.0	—	—
12 .....	44.32	7.9	49.27	5.9	38.93	6.7
Not able to be leveled .....	22.26	4.2	22.26	4.2	—	—
<b>Professional specialty and technical</b> .....	28.46	4.9	24.38	7.3	35.48	3.6
Professional specialty .....	32.77	2.8	28.75	6.4	36.78	1.9
7 .....	31.29	9.1	18.38	12.6	37.77	1.7
8 .....	30.90	2.9	25.89	1.4	35.37	3.3
9 .....	32.84	3.2	27.91	5.2	36.09	.8
Not able to be leveled .....	28.80	8.2	28.80	8.2	—	—
Engineers, architects, and surveyors .....	37.55	6.9	37.55	6.9	—	—
Mathematical and computer scientists .....	24.59	6.0	24.59	6.0	—	—
Computer systems analysts and scientists .....	24.87	7.7	24.87	7.7	—	—
Health related .....	27.02	4.1	26.11	2.1	—	—
Registered nurses .....	25.34	.9	—	—	—	—
Teachers, college and university .....	44.43	8.8	36.66	10.0	—	—
Teachers, except college and university .....	37.17	1.2	—	—	37.17	1.2
7 .....	38.76	.6	—	—	38.76	.6
8 .....	36.27	2.8	—	—	36.27	2.8
9 .....	36.09	.8	—	—	36.09	.8
Elementary school teachers .....	36.46	4.4	—	—	36.46	4.4
8 .....	36.36	5.8	—	—	36.36	5.8
Secondary school teachers .....	36.58	.6	—	—	36.58	.6
8 .....	36.84	.9	—	—	36.84	.9
9 .....	35.87	.0	—	—	35.87	.0
Librarians, archivists, and curators .....	—	—	—	—	—	—
Social scientists and urban planners .....	—	—	—	—	—	—
Social, recreation, and religious workers .....	—	—	—	—	—	—
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	—	—	—	—	—	—
Technical .....	19.01	4.5	19.22	4.7	—	—
4 .....	16.08	2.0	—	—	—	—
5 .....	17.37	2.6	17.37	2.6	—	—
<b>Executive, administrative, and managerial</b> .....	34.20	8.8	33.80	11.0	35.86	5.6
7 .....	18.00	7.6	17.36	7.2	—	—
8 .....	24.26	7.5	—	—	—	—
9 .....	28.45	7.1	27.88	9.1	—	—
11 .....	45.89	19.6	48.07	25.6	—	—
12 .....	41.56	12.2	—	—	—	—
Executives, administrators, and managers .....	41.08	8.0	41.69	9.7	38.83	6.7
9 .....	27.42	9.4	27.26	10.5	—	—
11 .....	48.89	22.8	—	—	—	—
12 .....	42.11	13.1	—	—	—	—

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, Reading, PA, January 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>Executive, administrative, and managerial</b> —Continued						
Executives, administrators, and managers —Continued						
Financial managers .....	\$23.07	13.4	\$23.07	13.4	—	—
Administrators, education and related fields .....	44.44	9.3	—	—	—	—
Managers and administrators, n.e.c. ....	35.90	14.1	35.68	14.5	—	—
Management related .....	22.93	7.3	21.56	7.9	\$29.71	1.7
9 .....	30.20	2.8	—	—	—	—
Accountants and auditors .....	21.51	13.3	21.53	13.4	—	—
<b>Sales</b> .....	13.94	10.8	13.94	10.8	—	—
<b>Administrative support, including clerical</b> .....	13.76	3.2	13.69	3.8	14.19	1.5
3 .....	12.20	5.6	12.19	5.9	—	—
4 .....	14.03	2.9	14.16	3.7	13.61	2.3
5 .....	14.29	6.6	—	—	—	—
6 .....	16.46	3.7	16.58	3.7	—	—
Not able to be leveled .....	15.22	8.9	15.22	8.9	—	—
Secretaries .....	15.37	6.0	15.31	7.9	—	—
4 .....	14.19	4.1	14.14	4.6	—	—
Order clerks .....	12.89	6.8	12.89	6.8	—	—
Bookkeepers, accounting and auditing clerks .....	12.78	8.4	11.91	8.7	—	—
Traffic, shipping and receiving clerks .....	13.06	7.0	13.06	7.0	—	—
Teachers' aides .....	12.10	14.7	—	—	12.10	14.7
<b>Blue collar</b> .....	15.53	2.8	15.37	3.0	17.63	2.6
1 .....	9.48	1.6	9.48	1.6	—	—
2 .....	11.59	4.1	11.51	4.3	—	—
3 .....	13.74	2.0	13.73	2.0	—	—
4 .....	14.56	2.6	14.55	2.8	—	—
5 .....	16.77	1.7	16.79	1.9	16.57	2.7
6 .....	18.67	3.7	18.66	3.7	—	—
7 .....	20.55	4.1	20.45	4.4	20.83	10.2
<b>Precision production, craft, and repair</b> .....	19.29	5.3	19.44	5.9	17.99	4.8
5 .....	14.33	7.1	13.51	9.3	—	—
6 .....	18.54	5.6	18.54	5.6	—	—
7 .....	20.37	5.4	20.55	6.2	19.28	1.7
Supervisors, production .....	21.85	11.4	21.85	11.4	—	—
7 .....	20.61	2.7	20.61	2.7	—	—
Machinists .....	20.59	7.8	20.59	7.8	—	—
<b>Machine operators, assemblers, and inspectors</b> .....	15.38	5.3	15.38	5.3	—	—
1 .....	8.57	1.0	8.57	1.0	—	—
2 .....	11.56	2.7	11.56	2.7	—	—
3 .....	13.29	1.7	13.29	1.7	—	—
4 .....	14.17	1.6	14.17	1.6	—	—
5 .....	16.84	.6	16.88	.6	—	—
7 .....	20.13	4.6	20.13	4.6	—	—
Fabricating machine operators, n.e.c. ....	14.44	2.8	14.44	2.8	—	—
Molding and casting machine operators .....	17.02	3.7	17.02	3.7	—	—
Packaging and filling machine operators .....	13.52	4.1	13.52	4.1	—	—
Mixing and blending machine operators .....	13.84	1.2	13.84	1.2	—	—
Miscellaneous machine operators, n.e.c. ....	12.04	8.1	12.04	8.1	—	—
Assemblers .....	13.72	1.2	13.72	1.2	—	—
<b>Transportation and material moving</b> .....	15.88	7.0	15.71	8.9	16.67	2.5
4 .....	18.18	10.0	—	—	—	—
5 .....	17.65	4.7	17.73	5.9	—	—
Truck drivers .....	17.22	6.4	17.45	6.9	—	—
Industrial truck and tractor equipment operators ..	14.59	.4	14.59	.4	—	—
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	13.52	4.2	12.90	3.1	18.12	3.6

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, Reading, PA, January 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						
1 .....	\$9.71	3.0	\$9.71	3.0	—	—
2 .....	12.38	5.8	12.29	7.2	—	—
3 .....	14.12	3.9	14.14	3.9	—	—
4 .....	14.20	4.3	14.32	5.0	—	—
Production helpers .....	11.76	7.4	11.76	7.4	—	—
Machine feeders and offbearers .....	12.49	8.2	12.49	8.2	—	—
Hand packers and packagers .....	13.24	4.2	13.24	4.2	—	—
Laborers, except construction, n.e.c. ....	12.84	9.9	12.71	11.3	—	—
<b>Service</b> .....	13.28	6.7	11.53	9.8	\$17.35	3.3
1 .....	9.86	4.5	9.56	4.1	—	—
2 .....	9.63	7.8	—	—	12.49	3.4
3 .....	11.59	5.0	10.18	3.6	14.42	.2
4 .....	12.45	7.1	—	—	—	—
7 .....	21.63	1.8	—	—	21.63	1.8
Protective service .....	22.21	3.8	—	—	22.54	3.9
7 .....	21.63	1.8	—	—	21.63	1.8
Police and detectives, public service .....	23.40	2.2	—	—	23.40	2.2
Food service .....	10.23	15.4	9.82	16.4	—	—
Other food service .....	10.34	18.4	9.85	20.3	—	—
Health service .....	11.74	5.3	11.14	5.0	—	—
Nursing aides, orderlies and attendants .....	11.50	4.1	—	—	—	—
Cleaning and building service .....	13.25	8.5	13.18	12.2	13.45	3.8
1 .....	10.49	7.0	10.00	9.1	—	—
3 .....	13.57	3.9	—	—	—	—
Janitors and cleaners .....	11.90	5.0	10.55	5.2	13.09	3.6
1 .....	10.49	7.0	10.00	9.1	—	—
3 .....	13.35	4.7	—	—	—	—
Personal service .....	—	—	—	—	—	—

<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 10 factors, including knowledge, complexity, work environment, etc. 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 appendixes C and D 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, Reading, PA, January 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> .....	\$10.66	6.7	\$10.21	5.4	\$12.40	21.4
All excluding sales .....	10.93	7.5	10.48	6.1	12.43	21.7
<b>White collar</b> .....	15.15	10.7	15.23	11.8	14.92	25.2
2 .....	10.30	3.5	—	—	—	—
3 .....	9.17	3.2	8.89	3.5	10.46	9.1
8 .....	26.59	10.1	—	—	—	—
White collar excluding sales .....	17.67	10.7	19.09	13.9	15.05	25.4
2 .....	10.30	3.5	—	—	—	—
3 .....	10.50	7.0	—	—	—	—
8 .....	26.59	10.1	—	—	—	—
<b>Professional specialty and technical</b> .....	22.32	10.5	21.10	10.4	28.72	13.0
Professional specialty .....	25.61	6.5	24.69	4.5	28.72	13.0
8 .....	26.59	10.1	—	—	—	—
Health related .....	24.74	4.6	24.74	4.6	—	—
Registered nurses .....	24.74	4.6	24.74	4.6	—	—
Teachers, college and university .....	—	—	—	—	—	—
Teachers, except college and university .....	28.72	13.0	—	—	28.72	13.0
Technical .....	—	—	—	—	—	—
<b>Sales</b> .....	8.79	4.3	—	—	—	—
3 .....	8.79	4.3	—	—	—	—
<b>Administrative support, including clerical</b> .....	10.21	5.1	—	—	9.73	4.6
3 .....	10.50	7.0	—	—	—	—
Teachers' aides .....	9.05	1.2	—	—	9.05	1.2
<b>Blue collar</b> .....	9.03	9.2	8.70	7.5	—	—
2 .....	8.42	5.6	8.42	5.6	—	—
<b>Machine operators, assemblers, and inspectors</b> .....	—	—	—	—	—	—
<b>Transportation and material moving</b> .....	11.85	8.6	—	—	—	—
Bus drivers .....	11.85	8.6	—	—	—	—
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	—	—	—	—	—	—
<b>Service</b> .....	6.42	9.4	6.05	12.9	8.76	8.6
1 .....	5.87	17.7	5.31	21.5	7.92	7.6
3 .....	9.20	9.5	—	—	—	—
Protective service .....	—	—	—	—	—	—
Food service .....	4.95	13.5	4.23	16.3	9.82	.5
1 .....	4.66	26.7	—	—	—	—
Other food service .....	7.82	12.0	—	—	9.82	.5
Food preparation, n.e.c. ....	7.20	8.3	—	—	—	—
Health service .....	—	—	—	—	—	—
Cleaning and building service .....	—	—	—	—	—	—
Personal service .....	—	—	—	—	—	—

<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 10 factors, including knowledge, complexity, work environment, etc. 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 appendixes C and D 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, Reading, PA, January 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> .....	\$18.92	\$10.66	\$21.34	\$17.57	\$18.35	\$20.35
All excluding sales .....	19.08	10.93	21.34	17.81	18.56	20.88
<b>White collar</b> .....	23.50	15.15	30.05	21.31	22.67	34.47
White-collar excluding sales .....	24.19	17.67	30.09	22.23	23.44	—
Professional specialty and technical .....	28.46	22.32	33.81	24.62	28.08	—
Professional specialty .....	32.77	25.61	36.80	28.46	32.33	—
Technical .....	19.01	—	—	19.06	18.75	—
Executive, administrative, and managerial .....	34.20	—	—	34.52	32.20	—
Sales .....	13.94	8.79	—	12.94	11.82	—
Administrative support, including clerical .....	13.76	10.21	14.41	13.51	13.63	—
<b>Blue collar</b> .....	15.53	9.03	15.38	15.42	15.53	—
Precision production, craft, and repair .....	19.29	—	20.20	19.09	19.29	—
Machine operators, assemblers, and inspectors .....	15.38	—	13.88	15.71	15.62	—
Transportation and material moving .....	15.88	11.85	16.44	14.88	15.65	—
Handlers, equipment cleaners, helpers, and laborers .....	13.52	—	14.79	12.56	13.32	—
<b>Service</b> .....	13.28	6.42	16.91	10.73	11.51	—
	Relative error <sup>6</sup> (percent)					
<b>All occupations</b> .....	3.5	6.7	2.5	4.4	2.6	27.1
All excluding sales .....	3.8	7.5	2.5	4.7	2.7	32.8
<b>White collar</b> .....	3.8	10.7	3.9	5.5	3.3	34.8
White-collar excluding sales .....	3.6	10.7	3.9	5.4	2.9	—
Professional specialty and technical .....	4.9	10.5	5.7	6.0	4.4	—
Professional specialty .....	2.8	6.5	2.2	5.6	2.8	—
Technical .....	4.5	—	—	4.6	4.1	—
Executive, administrative, and managerial .....	8.8	—	—	9.4	8.7	—
Sales .....	10.8	4.3	—	10.0	8.7	—
Administrative support, including clerical .....	3.2	5.1	2.5	3.5	3.1	—
<b>Blue collar</b> .....	2.8	9.2	3.4	3.0	3.0	—
Precision production, craft, and repair .....	5.3	—	9.9	4.5	5.4	—
Machine operators, assemblers, and inspectors .....	5.3	—	1.4	6.3	5.6	—
Transportation and material moving .....	7.0	8.6	4.5	13.6	6.5	—
Handlers, equipment cleaners, helpers, and laborers .....	4.2	—	5.3	5.7	3.9	—
<b>Service</b> .....	6.7	9.4	5.4	9.0	5.5	—

<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, Reading, PA, January 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> .....	\$17.07	\$18.08	–	–	\$18.10	–	–	–	\$15.88	\$18.45
All excluding sales .....	17.26	18.00	–	–	18.02	–	–	–	15.82	18.45
<b>White collar</b> .....	20.91	24.74	–	–	24.81	–	–	–	15.88	23.15
White-collar excluding sales .....	21.83	24.94	–	–	25.02	–	–	–	15.82	23.15
Professional specialty and technical .....	24.11	25.45	–	–	25.45	–	–	–	–	23.73
Professional specialty .....	28.37	29.20	–	–	29.20	–	–	–	–	28.27
Technical .....	18.93	–	–	–	–	–	–	–	–	17.31
Executive, administrative, and managerial .....	33.80	34.12	–	–	34.12	–	–	–	–	39.50
Sales .....	12.94	22.04	–	–	22.04	–	–	–	–	–
Administrative support, including clerical .....	13.64	15.23	–	–	15.27	–	–	–	14.51	13.37
<b>Blue collar</b> .....	15.27	15.46	–	–	15.40	–	–	–	–	8.66
Precision production, craft, and repair .....	19.44	19.46	–	–	19.72	–	–	–	–	–
Machine operators, assemblers, and inspectors .....	15.34	15.34	–	–	15.34	–	–	–	–	–
Transportation and material moving .....	15.47	16.45	–	–	16.45	–	–	–	–	–
Handlers, equipment cleaners, helpers, and laborers .....	12.76	12.77	–	–	12.77	–	–	–	–	–
<b>Service</b> .....	10.44	12.16	–	–	12.16	–	–	–	–	11.64
	Relative error <sup>5</sup> (percent)									
<b>All occupations</b> .....	4.2	6.4	–	–	6.5	–	–	–	2.9	8.1
All excluding sales .....	4.6	6.8	–	–	6.9	–	–	–	2.8	8.1
<b>White collar</b> .....	5.5	6.6	–	–	6.5	–	–	–	2.9	8.1
White-collar excluding sales .....	5.4	7.0	–	–	7.0	–	–	–	2.8	8.1
Professional specialty and technical .....	6.6	8.5	–	–	8.5	–	–	–	–	9.6
Professional specialty .....	5.9	7.3	–	–	7.3	–	–	–	–	8.4
Technical .....	4.1	–	–	–	–	–	–	–	–	4.1
Executive, administrative, and managerial .....	11.0	11.7	–	–	11.7	–	–	–	–	31.7
Sales .....	10.0	6.5	–	–	6.5	–	–	–	–	–
Administrative support, including clerical .....	3.8	7.6	–	–	7.7	–	–	–	2.5	2.4
<b>Blue collar</b> .....	2.9	3.2	–	–	3.1	–	–	–	–	5.6
Precision production, craft, and repair .....	5.9	6.0	–	–	3.8	–	–	–	–	–
Machine operators, assemblers, and inspectors .....	5.2	5.2	–	–	5.2	–	–	–	–	–
Transportation and material moving .....	8.5	9.7	–	–	9.7	–	–	–	–	–
Handlers, equipment cleaners, helpers, and laborers .....	2.9	3.1	–	–	3.1	–	–	–	–	–
<b>Service</b> .....	10.0	11.0	–	–	11.0	–	–	–	–	10.2

<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> 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, Reading, PA, January 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> .....	\$17.07	\$18.87	\$16.73	\$15.40	\$18.72
All excluding sales .....	17.26	18.92	16.93	15.68	18.69
<b>White collar</b> .....	20.91	28.42	19.53	17.92	22.22
White-collar excluding sales .....	21.83	28.83	20.41	19.14	22.20
Professional specialty and technical .....	24.11	—	22.58	22.89	22.27
Professional specialty .....	28.37	—	25.89	25.93	25.82
Technical .....	18.93	—	19.06	18.83	19.24
Executive, administrative, and managerial .....	33.80	36.65	32.42	27.75	38.83
Sales .....	12.94	—	12.85	12.19	—
Administrative support, including clerical .....	13.64	13.92	13.60	13.46	13.86
<b>Blue collar</b> .....	15.27	13.50	15.59	14.28	16.96
Precision production, craft, and repair .....	19.44	19.01	19.62	19.12	20.18
Machine operators, assemblers, and inspectors .....	15.34	12.17	15.86	14.03	17.87
Transportation and material moving .....	15.47	11.13	16.18	14.33	—
Handlers, equipment cleaners, helpers, and laborers .....	12.76	—	13.18	12.29	13.98
<b>Service</b> .....	10.44	7.35	11.11	11.34	—
Relative error <sup>4</sup> (percent)					
<b>All occupations</b> .....	4.2	15.1	3.3	3.2	7.0
All excluding sales .....	4.6	15.3	3.7	3.7	7.0
<b>White collar</b> .....	5.5	21.5	4.4	5.7	6.2
White-collar excluding sales .....	5.4	22.0	4.0	5.0	6.3
Professional specialty and technical .....	6.6	—	4.7	8.2	3.4
Professional specialty .....	5.9	—	4.8	8.8	2.0
Technical .....	4.1	—	4.3	2.6	6.8
Executive, administrative, and managerial .....	11.0	28.8	18.4	19.6	19.1
Sales .....	10.0	—	10.4	14.3	—
Administrative support, including clerical .....	3.8	7.3	3.6	4.7	4.2
<b>Blue collar</b> .....	2.9	7.0	3.2	3.3	4.8
Precision production, craft, and repair .....	5.9	18.2	3.0	1.2	6.1
Machine operators, assemblers, and inspectors .....	5.2	11.3	5.2	2.3	10.8
Transportation and material moving .....	8.5	14.4	9.4	13.3	—
Handlers, equipment cleaners, helpers, and laborers .....	2.9	—	3.4	8.1	1.4
<b>Service</b> .....	10.0	8.0	10.2	11.8	—

<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, 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, Reading, PA, January 2004

Occupation <sup>3</sup>	10	25	Median 50	75	90
<b>All</b> .....	\$9.10	\$11.80	\$15.80	\$21.38	\$30.44
All excluding sales .....	9.25	12.20	15.95	21.64	31.02
<b>White collar</b> .....	10.54	13.70	18.75	28.26	41.77
White collar excluding sales .....	11.25	14.26	19.64	29.42	42.60
<b>Professional specialty and technical</b> .....	15.95	19.56	25.38	34.90	45.72
Professional specialty .....	20.50	24.95	29.42	40.53	48.52
Engineers, architects, and surveyors .....	25.99	27.21	38.81	44.09	51.36
Mathematical and computer scientists .....	13.85	23.54	25.48	25.87	30.24
Computer systems analysts and scientists .....	13.85	25.48	25.48	25.87	30.24
Health related .....	22.95	24.53	25.38	26.51	29.42
Registered nurses .....	22.85	23.96	25.38	26.00	27.01
Teachers, college and university .....	28.79	36.85	45.82	49.31	59.94
Teachers, except college and university .....	25.22	29.64	36.15	44.67	49.67
Elementary school teachers .....	24.47	28.75	34.23	44.99	49.67
Secondary school teachers .....	25.69	29.57	36.06	44.17	48.25
Teachers, n.e.c. ....	26.88	31.98	38.25	44.78	50.23
Librarians, archivists, and curators .....	-	-	-	-	-
Social scientists and urban planners .....	-	-	-	-	-
Social, recreation, and religious workers .....	-	-	-	-	-
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	-	-	-	-	-
Technical .....	13.71	16.42	18.50	21.97	24.99
Licensed practical nurses .....	16.48	17.05	18.49	19.00	19.31
<b>Executive, administrative, and managerial</b> .....	16.96	21.38	28.83	37.87	71.35
Executives, administrators, and managers .....	22.12	27.60	34.62	47.77	71.64
Financial managers .....	20.25	20.25	20.25	26.92	33.65
Administrators, education and related fields .....	23.08	41.65	46.68	47.77	58.97
Managers and administrators, n.e.c. ....	22.12	25.98	31.20	37.02	59.66
Management related .....	15.87	16.96	21.29	25.75	34.05
Accountants and auditors .....	15.87	15.87	18.27	24.76	34.05
<b>Sales</b> .....	6.75	8.39	10.30	14.81	23.54
<b>Administrative support, including clerical</b> .....	9.90	11.25	13.25	16.00	17.30
Secretaries .....	12.10	13.25	14.51	16.22	20.10
Order clerks .....	9.90	11.30	11.80	14.90	16.00
Bookkeepers, accounting and auditing clerks .....	9.45	10.30	13.22	14.63	15.82
Traffic, shipping and receiving clerks .....	10.17	11.49	12.80	14.45	16.66
Teachers' aides .....	7.50	8.75	9.55	10.64	14.54
Administrative support, n.e.c. ....	8.96	10.67	12.47	15.32	16.83
<b>Blue collar</b> .....	9.25	12.53	14.99	17.85	21.65
<b>Precision production, craft, and repair</b> .....	13.00	16.24	19.00	21.70	27.26
Supervisors, production .....	16.63	17.77	21.63	26.92	28.87
Machinists .....	16.25	16.85	20.48	23.96	23.96
<b>Machine operators, assemblers, and inspectors</b> .....	9.79	12.53	14.85	17.00	20.88
Fabricating machine operators, n.e.c. ....	9.60	11.00	15.08	17.33	18.79
Molding and casting machine operators .....	14.40	14.40	15.64	19.29	22.35
Packaging and filling machine operators .....	9.79	13.00	14.25	14.43	15.80
Mixing and blending machine operators .....	10.00	10.70	14.37	15.04	16.88
Miscellaneous machine operators, n.e.c. ....	7.50	8.50	13.87	15.61	15.92
Assemblers .....	11.13	12.28	13.45	14.43	16.00
<b>Transportation and material moving</b> .....	9.59	12.97	16.25	18.01	20.23
Truck drivers .....	12.60	15.13	16.73	17.23	23.91
Bus drivers .....	8.24	12.25	13.51	15.91	18.01
Industrial truck and tractor equipment operators ..	12.20	12.97	15.15	16.15	16.25
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	8.15	10.33	13.60	15.25	16.73
Production helpers .....	7.92	8.63	14.00	14.00	14.88
Stock handlers and baggers .....	7.50	7.60	8.35	11.05	13.80
Machine feeders and offbearers .....	9.24	9.69	13.40	14.02	16.34
Hand packers and packagers .....	12.45	13.40	13.40	13.66	14.29
Laborers, except construction, n.e.c. ....	7.10	9.50	13.98	16.03	16.23

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, Reading, PA, January 2004 — Continued

Occupation <sup>3</sup>	10	25	Median 50	75	90
<b>Service</b> .....	\$6.25	\$8.75	\$11.00	\$14.88	\$20.20
Protective service .....	20.20	20.20	21.25	23.13	26.22
Police and detectives, public service .....	21.25	21.25	23.13	24.80	26.77
Food service .....	2.83	6.00	8.50	9.98	12.38
Waiters, waitresses, and bartenders .....	2.83	2.83	2.83	9.09	9.98
Other food service .....	6.25	7.55	8.75	11.51	15.04
Food preparation, n.e.c. ....	6.25	7.25	8.64	8.75	10.17
Health service .....	9.25	9.81	10.94	12.60	14.88
Nursing aides, orderlies and attendants .....	9.25	9.76	10.94	12.08	13.97
Cleaning and building service .....	8.86	10.50	13.03	15.62	17.91
Janitors and cleaners .....	8.50	9.45	11.70	13.97	15.80
Personal service .....	6.00	6.25	8.00	8.75	8.75

<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> 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, Reading, PA, January 2004

Occupation <sup>3</sup>	Private industry				
	10	25	Median 50	75	90
<b>All</b> .....	\$8.88	\$11.35	\$15.07	\$20.10	\$25.98
All excluding sales .....	9.00	11.69	15.25	20.23	26.00
<b>White collar</b> .....	10.23	12.89	17.00	24.99	33.65
White collar excluding sales .....	11.25	13.75	17.50	25.38	35.82
<b>Professional specialty and technical</b> .....	14.78	17.50	22.93	26.09	37.33
Professional specialty .....	17.00	23.39	25.48	31.98	40.85
Engineers, architects, and surveyors .....	25.99	27.21	38.81	44.09	51.36
Mathematical and computer scientists .....	13.85	23.54	25.48	25.87	30.24
Computer systems analysts and scientists .....	13.85	25.48	25.48	25.87	30.24
Health related .....	22.78	24.14	25.38	26.50	29.42
Registered nurses .....	22.68	23.92	25.38	26.00	26.75
Teachers, college and university .....	19.23	22.75	31.63	52.23	60.05
Social, recreation, and religious workers .....	-	-	-	-	-
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	-	-	-	-	-
Technical .....	13.48	16.42	18.75	21.97	24.99
<b>Executive, administrative, and managerial</b> .....	16.34	21.29	26.22	36.06	71.64
Executives, administrators, and managers .....	22.12	25.98	31.50	59.66	71.64
Financial managers .....	20.25	20.25	20.25	26.92	33.65
Managers and administrators, n.e.c. ....	22.12	25.98	31.11	36.91	59.66
Management related .....	15.87	16.90	21.29	21.88	34.05
Accountants and auditors .....	15.87	15.87	18.27	24.76	34.05
<b>Sales</b> .....	6.75	8.39	10.30	15.28	23.54
<b>Administrative support, including clerical</b> .....	10.00	11.25	13.25	16.19	17.30
Secretaries .....	12.10	13.25	13.75	16.22	20.10
Order clerks .....	9.90	11.30	11.80	14.90	16.00
Bookkeepers, accounting and auditing clerks .....	9.25	10.13	10.80	14.00	14.66
Traffic, shipping and receiving clerks .....	10.17	11.49	12.80	14.45	16.66
<b>Blue collar</b> .....	9.19	12.45	14.85	17.25	21.65
<b>Precision production, craft, and repair</b> .....	12.57	16.25	19.00	21.98	27.50
Supervisors, production .....	16.63	17.77	21.63	26.92	28.87
Machinists .....	16.25	16.85	20.48	23.96	23.96
<b>Machine operators, assemblers, and inspectors</b> .....	9.79	12.54	14.85	17.00	21.22
Fabricating machine operators, n.e.c. ....	9.60	11.00	15.08	17.33	18.79
Molding and casting machine operators .....	14.40	14.40	15.64	19.29	22.35
Packaging and filling machine operators .....	9.79	13.00	14.25	14.43	15.80
Mixing and blending machine operators .....	10.00	10.70	14.37	15.04	16.88
Miscellaneous machine operators, n.e.c. ....	7.50	8.50	13.87	15.61	15.92
Assemblers .....	11.13	12.28	13.45	14.43	16.00
<b>Transportation and material moving</b> .....	8.99	12.50	16.23	17.85	20.23
Truck drivers .....	12.60	16.25	16.73	17.23	23.91
Industrial truck and tractor equipment operators ..	12.20	12.97	15.15	16.15	16.25
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	8.09	10.05	13.40	15.13	16.13
Production helpers .....	7.92	8.63	14.00	14.00	14.88
Stock handlers and baggers .....	7.50	7.60	8.35	11.05	13.80
Machine feeders and offbearers .....	9.24	9.69	13.40	14.02	16.34
Hand packers and packagers .....	12.45	13.40	13.40	13.66	14.29
Laborers, except construction, n.e.c. ....	7.05	9.00	13.45	16.03	16.33
<b>Service</b> .....	6.00	8.60	9.86	12.59	15.62
Protective service .....	-	-	-	-	-
Food service .....	2.83	5.35	7.77	8.95	11.28
Waiters, waitresses, and bartenders .....	2.83	2.83	2.83	9.09	9.98
Other food service .....	6.25	7.25	8.50	8.95	13.00
Health service .....	9.25	9.76	10.66	11.48	14.07
Nursing aides, orderlies and attendants .....	9.25	9.76	10.42	11.00	12.22
Cleaning and building service .....	8.82	9.80	12.87	15.68	18.15
Janitors and cleaners .....	7.60	8.82	9.64	12.75	14.80

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, Reading, PA, January 2004 — Continued**

Occupation <sup>3</sup>	Private industry				
	10	25	Median 50	75	90
<b>Service</b> —Continued					
Personal service .....	—	—	—	—	—

<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, Reading, PA, January 2004

Occupation <sup>3</sup>	State and local government				
	10	25	Median 50	75	90
All .....	\$11.36	\$14.54	\$21.25	\$33.81	\$44.99
All excluding sales .....	11.41	14.58	21.25	33.89	44.99
<b>White collar</b> .....	12.59	16.43	30.44	41.23	47.84
White collar excluding sales .....	12.63	16.58	30.44	41.35	47.86
<b>Professional specialty and technical</b> .....	20.45	26.24	34.82	44.64	49.67
Professional specialty .....	24.34	28.01	35.94	44.94	49.83
Health related .....	-	-	-	-	-
Teachers, college and university .....	-	-	-	-	-
Teachers, except college and university .....	25.22	29.64	36.15	44.67	49.67
Elementary school teachers .....	24.47	28.75	34.23	44.99	49.67
Secondary school teachers .....	25.69	29.57	36.06	44.17	48.25
Teachers, n.e.c. ....	26.88	31.98	38.25	44.78	50.23
Librarians, archivists, and curators .....	-	-	-	-	-
Social scientists and urban planners .....	-	-	-	-	-
Social, recreation, and religious workers .....	-	-	-	-	-
Technical .....	-	-	-	-	-
<b>Executive, administrative, and managerial</b> .....	25.50	30.44	34.62	42.06	46.68
Executives, administrators, and managers .....	34.62	34.62	34.62	42.45	47.77
Management related .....	23.00	25.50	30.44	30.44	42.06
<b>Sales</b> .....	-	-	-	-	-
<b>Administrative support, including clerical</b> .....	9.05	10.82	14.05	15.15	17.15
Secretaries .....	13.14	13.67	15.29	17.14	19.20
Teachers' aides .....	7.50	8.75	9.55	10.64	14.54
<b>Blue collar</b> .....	11.67	14.43	17.15	19.59	24.78
<b>Precision production, craft, and repair</b> .....	13.97	15.76	19.59	20.08	20.45
<b>Machine operators, assemblers, and inspectors</b> .....	-	-	-	-	-
<b>Transportation and material moving</b> .....	13.67	15.00	17.15	18.25	19.59
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	10.34	14.14	18.54	24.78	24.78
<b>Service</b> .....	10.34	12.26	15.80	21.25	23.13
Protective service .....	20.20	20.20	21.25	23.13	26.22
Police and detectives, public service .....	21.25	21.25	23.13	24.80	26.77
Food service .....	8.50	9.48	11.87	13.93	15.99
Other food service .....	8.50	9.48	11.87	13.93	15.99
Food preparation, n.e.c. ....	8.30	8.50	9.05	13.25	13.93
Health service .....	-	-	-	-	-
Cleaning and building service .....	10.00	11.20	13.53	15.46	16.04
Janitors and cleaners .....	10.00	11.20	13.38	15.15	16.04
Personal service .....	-	-	-	-	-

<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, Reading, PA, January 2004

Occupation <sup>3</sup>	10	25	Median 50	75	90
<b>All</b> .....	\$9.69	\$12.48	\$16.00	\$21.65	\$31.25
All excluding sales .....	9.82	12.87	16.00	21.65	31.44
<b>White collar</b> .....	11.00	14.06	19.25	28.60	42.19
White collar excluding sales .....	11.40	14.50	19.84	30.11	43.15
<b>Professional specialty and technical</b> .....	16.10	19.56	25.38	36.15	45.72
Professional specialty .....	20.60	25.17	30.24	40.85	49.24
Engineers, architects, and surveyors .....	25.99	27.21	38.81	44.09	51.36
Mathematical and computer scientists .....	13.85	23.54	25.48	25.87	30.24
Computer systems analysts and scientists .....	13.85	25.48	25.48	25.87	30.24
Health related .....	23.26	24.95	25.38	27.02	29.42
Registered nurses .....	22.85	24.95	25.38	26.00	27.01
Teachers, college and university .....	29.54	37.76	45.82	49.31	59.94
Teachers, except college and university .....	25.46	29.94	36.24	44.64	49.67
Elementary school teachers .....	24.47	28.75	34.23	44.99	49.67
Secondary school teachers .....	25.69	29.57	36.06	44.17	48.25
Librarians, archivists, and curators .....	-	-	-	-	-
Social scientists and urban planners .....	-	-	-	-	-
Social, recreation, and religious workers .....	-	-	-	-	-
Writers, authors, entertainers, athletes, and professionals, n.e.c. ....	-	-	-	-	-
Technical .....	14.50	16.42	18.51	21.97	24.99
<b>Executive, administrative, and managerial</b> .....	16.96	21.38	28.83	37.87	71.35
Executives, administrators, and managers .....	22.12	27.60	34.62	47.77	71.64
Financial managers .....	20.25	20.25	20.25	26.92	33.65
Administrators, education and related fields .....	23.08	41.65	46.68	47.77	58.97
Managers and administrators, n.e.c. ....	22.12	25.98	31.20	37.02	59.66
Management related .....	15.87	16.96	21.29	25.75	34.05
Accountants and auditors .....	15.87	15.87	18.27	24.76	34.05
<b>Sales</b> .....	7.12	8.85	11.06	17.24	23.69
<b>Administrative support, including clerical</b> .....	10.10	11.28	13.70	16.10	17.30
Secretaries .....	13.25	13.25	14.60	16.22	20.10
Order clerks .....	9.90	11.30	11.80	14.90	16.00
Bookkeepers, accounting and auditing clerks .....	9.45	10.30	13.22	14.63	15.82
Traffic, shipping and receiving clerks .....	10.17	11.49	12.80	14.45	16.66
Teachers' aides .....	9.05	10.05	10.73	14.54	17.08
<b>Blue collar</b> .....	9.59	12.90	15.07	17.98	21.65
<b>Precision production, craft, and repair</b> .....	13.00	16.24	19.00	21.70	27.26
Supervisors, production .....	16.63	17.77	21.63	26.92	28.87
Machinists .....	16.25	16.85	20.48	23.96	23.96
<b>Machine operators, assemblers, and inspectors</b> .....	9.89	12.75	14.85	17.00	21.65
Fabricating machine operators, n.e.c. ....	9.60	11.00	15.08	17.33	18.79
Molding and casting machine operators .....	14.40	14.40	15.64	19.29	22.35
Packaging and filling machine operators .....	9.79	13.00	14.25	14.43	15.80
Mixing and blending machine operators .....	10.00	10.70	14.37	15.04	16.88
Miscellaneous machine operators, n.e.c. ....	7.50	8.50	13.87	15.61	15.92
Assemblers .....	11.15	12.35	13.47	14.48	16.00
<b>Transportation and material moving</b> .....	9.59	13.51	16.35	18.49	20.23
Truck drivers .....	12.60	15.13	16.73	17.23	23.91
Industrial truck and tractor equipment operators ..	12.20	12.97	15.15	16.15	16.25
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	8.46	10.72	13.60	15.25	16.73
Production helpers .....	7.92	8.63	14.00	14.00	14.88
Machine feeders and offbearers .....	9.24	9.69	13.40	14.02	16.34
Hand packers and packagers .....	12.45	13.40	13.40	13.66	14.29
Laborers, except construction, n.e.c. ....	7.45	10.20	14.25	16.03	16.23
<b>Service</b> .....	8.75	9.53	11.93	15.68	21.25
Protective service .....	20.20	20.20	21.25	23.13	26.22
Police and detectives, public service .....	21.25	21.25	23.13	24.80	26.77
Food service .....	7.00	8.50	8.95	10.40	15.15
Waiters, waitresses, and bartenders .....	-	-	-	-	-

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, Reading, PA, January 2004** — Continued

Occupation <sup>3</sup>	10	25	Median 50	75	90
<b>Service</b> —Continued					
Food service —Continued					
Other food service .....	\$6.70	\$8.00	\$8.75	\$12.00	\$15.99
Health service .....	9.25	9.83	10.94	13.14	14.90
Nursing aides, orderlies and attendants .....	9.25	9.81	10.94	12.60	14.10
Cleaning and building service .....	8.93	10.55	13.38	15.62	17.91
Janitors and cleaners .....	8.50	9.45	11.90	14.00	15.80
Personal service .....	—	—	—	—	—

<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, Reading, PA, January 2004

Occupation <sup>3</sup>	10	25	Median 50	75	90
<b>All</b> .....	\$2.83	\$6.31	\$8.85	\$11.51	\$23.00
All excluding sales .....	2.83	6.20	8.75	12.10	23.92
<b>White collar</b> .....	7.50	9.33	11.15	22.95	25.38
White collar excluding sales .....	8.75	10.33	15.91	23.92	25.38
<b>Professional specialty and technical</b> .....	11.03	16.88	23.00	25.38	31.61
Professional specialty .....	17.89	23.00	24.66	25.38	32.91
Health related .....	22.70	23.00	24.66	25.38	26.75
Registered nurses .....	22.70	23.00	24.66	25.38	26.75
Teachers, college and university .....	—	—	—	—	—
Teachers, except college and university .....	11.40	14.42	32.91	45.47	46.36
Technical .....	—	—	—	—	—
<b>Sales</b> .....	6.55	6.85	9.50	9.93	10.70
<b>Administrative support, including clerical</b> .....	7.50	8.67	9.90	12.10	12.10
Teachers' aides .....	7.50	8.50	8.85	9.85	10.64
<b>Blue collar</b> .....	5.69	6.31	8.09	10.40	14.45
<b>Machine operators, assemblers, and inspectors</b> .....	—	—	—	—	—
<b>Transportation and material moving</b> .....	6.25	8.85	12.50	14.45	15.91
Bus drivers .....	6.25	8.85	12.50	14.45	15.91
<b>Handlers, equipment cleaners, helpers, and laborers</b> .....	—	—	—	—	—
<b>Service</b> .....	2.83	2.83	6.25	8.60	11.00
Protective service .....	—	—	—	—	—
Food service .....	2.83	2.83	2.83	6.25	8.55
Waiters, waitresses, and bartenders .....	—	—	—	—	—
Other food service .....	5.75	6.25	7.50	8.68	11.51
Food preparation, n.e.c. ....	5.50	6.15	7.00	8.30	8.70
Health service .....	—	—	—	—	—
Cleaning and building service .....	—	—	—	—	—
Personal service .....	—	—	—	—	—

<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 the steps required to produce the data.

## Planning for the survey

The overall design of the survey 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 Reading, PA, Metropolitan Statistical Area consists of Berks County.

### 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 Regional Office 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 v. part-time, union v. nonunion, and time v. incentive
4. Determination of the level of work of each job

For each occupation, wage data were collected for those workers who met all the criteria identified in the last three steps. Special procedures were developed for jobs for which a correct classification or 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 and over	8

The second step of the process entailed classifying the selected jobs into occupations based on their duties. The National Compensation Survey 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 an "occupational leveling" process. Occupational leveling ranks and compares all occupations randomly selected in an establishment using the same criteria.

For this survey, the level of each occupation in an establishment was determined by an analysis of each of 10 leveling factors. Nine of these factors are drawn from the U.S. Government Office of Personnel Management's Factor Evaluation System, which is the underlying structure for evaluation of General Schedule Federal employees. The tenth factor, supervisory duties, attempts to account for the effect of supervisory duties. It is considered experimental. The 10 factors are:

- Knowledge
- Supervision received
- Guidelines
- Complexity
- Scope and effect
- Personal contacts
- Purpose of contacts
- Physical demands
- Work environment
- Supervisory duties

Each factor contains a number of levels, and each level has an associated written description and point value. The number and range of points differ among the factors. For each factor, an occupation was assigned a level based on the written description that best matched the job. Within each occupation, the points for nine factors (supervisory duties was excluded) were recorded and totaled. The total determines the overall level of the occupation. A description of the levels for each factor is shown in appendix C.

Tabulations of levels of work for occupations in the survey follow the Federal Government's white-collar General Schedule. Point ranges for each of the 15 levels are shown in appendix D. It also includes an example of a job with its associated leveling factors, and a guide to help data users evaluate jobs in their firms

Wage data collected in prior surveys using the occupational leveling method were evaluated by BLS researchers using regression techniques. For each of the major occupational groups, wages were compared to the 10 occupational leveling factors (and levels within those factors). The analysis showed that several of the occupational leveling factors, most notably knowledge and supervision received, had strong explanatory power for wages. That is, as the levels within a given factor increased, the wages also increased.

## 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, 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 that 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 that 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 Bureau's 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 and job level.

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	535
Total in sample	214
Responding	128
Out of business or not in survey scope	24
Unable or refused to provide data	62

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, Reading, PA, January 2004**

Occupational group	Full-time and part-time workers		
	Total	Private industry	State and local government
<b>All occupations</b> .....	70,300	55,500	14,800
All excluding sales .....	67,600	52,800	14,800
<b>White collar</b> .....	33,300	23,600	9,600
White-collar excluding sales .....	30,600	21,000	9,600
Professional specialty and technical .....	14,300	8,200	6,100
Professional specialty .....	10,400	4,600	5,800
Technical .....	3,900	3,600	–
Executive, administrative, and managerial .....	5,200	4,200	1,000
Sales .....	2,700	2,700	–
Administrative support, including clerical .....	11,000	8,500	2,500
<b>Blue collar</b> .....	25,900	23,900	2,000
Precision production, craft, and repair .....	4,100	3,600	400
Machine operators, assemblers, and inspectors .....	11,100	11,100	–
Transportation and material moving .....	3,000	2,400	600
Handlers, equipment cleaners, helpers, and laborers .....	7,700	6,800	900
<b>Service</b> .....	11,100	8,000	3,200

<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.