

**Table 17**

**Union and nonunion workers<sup>1</sup>: Mean hourly earnings<sup>2</sup> by major sector and for major occupational groups**

Occupational group <sup>3</sup>	Union			Nonunion		
	Civilian workers	Private industry workers	State and local government workers	Civilian workers	Private industry workers	State and local government workers
<b>All workers</b> .....	\$20.18	\$19.77	\$24.51	\$16.68	\$16.32	\$18.78
Management, professional, and related .....	26.88	21.22	30.97	27.72	28.68	25.20
Management, business, and financial .....	–	–	–	32.18	32.54	29.58
Professional and related .....	27.40	22.37	30.33	25.50	26.08	24.43
Service .....	17.48	13.65	18.68	9.60	9.02	12.53
Sales and office .....	14.93	14.77	–	14.41	14.53	13.38
Sales and related .....	13.75	13.75	–	17.01	17.05	–
Office and administrative support .....	15.34	15.14	–	12.95	12.86	13.43
Natural resources, construction, and maintenance .....	24.45	24.51	22.47	16.43	16.48	15.88
Construction and extraction .....	22.92	22.96	–	14.87	14.89	14.71
Installation, maintenance, and repair .....	25.18	25.21	–	18.43	18.48	17.81
Production, transportation, and material moving .....	19.39	19.38	–	12.97	12.97	13.05
Production .....	19.83	19.83	–	13.11	13.07	15.38
Transportation and material moving ...	18.48	18.45	–	12.83	12.86	12.32

<sup>1</sup> Union workers are those whose wages are determined through collective bargaining.

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

<sup>3</sup> A classification system including about 800 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

NOTE: Dashes indicate that data did not meet publication criteria.

SOURCE: Bureau of Labor Statistics, National Compensation Survey.