

Table 16

Private industry establishments with 100 workers or more: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
All workers	\$28.03	\$23.26	\$1,104	\$903	39.4	\$56,942	\$46,592	2,032
Management occupations	49.54	45.84	1,968	1,823	39.7	102,331	94,800	2,066
General and operations managers	71.00	70.31	2,857	2,656	40.2	148,563	138,095	2,092
Marketing and sales managers	53.41	47.73	2,169	1,872	40.6	112,766	97,359	2,111
Marketing managers	61.81	59.00	2,568	2,788	41.5	133,543	145,001	2,161
Sales managers	37.00	32.07	1,438	1,283	38.9	74,785	66,695	2,021
Administrative services managers	42.21	45.87	1,677	1,556	39.7	87,216	80,889	2,066
Computer and information systems managers	54.90	51.69	2,182	2,080	39.7	113,466	108,162	2,067
Financial managers	56.62	58.53	2,299	2,404	40.6	119,550	125,000	2,112
Purchasing managers	39.14	38.90	1,525	1,538	39.0	79,283	80,000	2,025
Transportation, storage, and distribution managers	28.98	27.74	1,127	1,110	38.9	58,615	57,695	2,023
Construction managers	42.19	39.43	1,770	1,774	42.0	92,033	92,255	2,181
Education administrators	40.03	33.21	1,440	1,224	36.0	74,828	63,656	1,869
Education administrators, postsecondary	42.54	37.50	1,532	1,500	36.0	79,667	78,000	1,873
Engineering managers	53.17	49.95	2,167	2,139	40.8	112,684	111,239	2,119
Medical and health services managers	48.72	42.00	1,979	1,512	40.6	102,899	78,624	2,112
Business and financial operations occupations	34.14	29.14	1,356	1,145	39.7	70,504	59,563	2,065
Buyers and purchasing agents	35.51	35.35	1,440	1,414	40.5	74,868	73,534	2,108
Purchasing agents, except wholesale, retail, and farm products	37.13	38.29	1,504	1,532	40.5	78,196	79,652	2,106
Claims adjusters, appraisers, examiners, and investigators	27.22	25.27	1,049	977	38.5	54,524	50,825	2,003
Claims adjusters, examiners, and investigators	27.77	25.02	1,071	986	38.6	55,681	51,250	2,005
Human resources, training, and labor relations specialists	30.27	29.06	1,191	1,124	39.3	61,917	58,469	2,046
Employment, recruitment, and placement specialists	30.66	39.23	1,159	1,127	37.8	60,243	58,579	1,965

See footnotes at end of table.

Table 16

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

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Business and financial operations occupations –Continued								
Compensation, benefits, and job analysis specialists	\$29.81	\$29.06	\$1,199	\$1,162	40.2	\$62,362	\$60,445	2,092
Training and development specialists	30.80	28.11	1,234	1,124	40.1	64,154	58,469	2,083
Management analysts	41.42	37.22	1,644	1,462	39.7	85,487	75,999	2,064
Accountants and auditors	25.64	24.13	976	870	38.1	50,777	45,240	1,981
Financial analysts and advisors	42.09	32.95	1,766	1,294	42.0	91,840	67,265	2,182
Financial analysts	42.37	32.34	1,847	1,410	43.6	96,025	73,301	2,266
Insurance underwriters	47.53	33.97	1,818	1,194	38.2	94,522	62,105	1,989
Computer and mathematical science occupations	39.99	39.74	1,579	1,545	39.5	81,820	80,204	2,046
Computer programmers	33.46	35.71	1,320	1,396	39.4	68,622	72,592	2,051
Computer software engineers	46.11	44.92	1,845	1,782	40.0	95,928	92,674	2,081
Computer software engineers, applications	45.17	43.61	1,815	1,736	40.2	94,369	90,270	2,089
Computer software engineers, systems software	46.73	45.48	1,865	1,813	39.9	96,962	94,301	2,075
Computer support specialists	30.99	29.52	1,210	1,082	39.1	62,934	56,265	2,031
Computer systems analysts	38.81	39.57	1,529	1,529	39.4	79,530	79,500	2,049
Network and computer systems administrators	40.64	45.11	1,637	1,804	40.3	85,133	93,829	2,095
Network systems and data communications analysts	35.25	35.96	1,357	1,396	38.5	70,574	72,604	2,002
Actuaries	44.81	43.86	1,693	1,535	37.8	88,018	79,825	1,964
Architecture and engineering occupations	38.99	39.42	1,598	1,614	41.0	83,080	83,926	2,131
Engineers	42.83	42.84	1,747	1,732	40.8	90,848	90,039	2,121
Aerospace engineers	48.37	45.51	1,983	1,916	41.0	103,091	99,654	2,131
Computer hardware engineers	49.59	47.20	1,984	1,888	40.0	103,154	98,174	2,080
Electrical and electronics engineers	42.37	44.80	1,750	1,792	41.3	91,003	93,176	2,148
Electrical engineers	39.62	42.99	1,679	1,792	42.4	87,331	93,176	2,204

See footnotes at end of table.

Table 16

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

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Architecture and engineering occupations –Continued								
Electronics engineers, except computer	\$43.09	\$45.10	\$1,768	\$1,813	41.0	\$91,934	\$94,259	2,133
Industrial engineers, including health and safety	37.89	35.83	1,554	1,589	41.0	80,816	82,634	2,133
Industrial engineers	38.82	37.41	1,596	1,599	41.1	83,007	83,127	2,138
Mechanical engineers	42.42	42.46	1,709	1,698	40.3	88,885	88,308	2,095
Drafters	28.87	30.00	1,155	1,200	40.0	60,058	62,400	2,080
Engineering technicians, except drafters	26.03	26.47	1,041	1,059	40.0	54,151	55,049	2,080
Electrical and electronic engineering technicians	26.76	26.47	1,071	1,059	40.0	55,670	55,049	2,080
Industrial engineering technicians	26.15	28.45	1,046	1,138	40.0	54,396	59,176	2,080
Life, physical, and social science occupations	34.77	27.04	1,374	1,082	39.5	71,296	56,243	2,050
Physical scientists	47.74	48.13	1,923	2,033	40.3	100,007	105,693	2,095
Chemists and materials scientists	47.74	48.13	1,923	2,033	40.3	100,007	105,693	2,095
Materials scientists	45.63	45.17	1,851	1,888	40.6	96,274	98,201	2,110
Market and survey researchers	49.92	43.75	2,043	1,764	40.9	106,254	91,709	2,128
Market research analysts ...	49.92	43.75	2,043	1,764	40.9	106,254	91,709	2,128
Community and social services occupations	18.33	17.16	719	686	39.2	37,113	35,682	2,024
Counselors	19.46	19.29	755	698	38.8	38,187	36,116	1,962
Social workers	18.10	17.04	724	682	40.0	37,601	35,443	2,078
Medical and public health social workers	25.23	26.20	1,009	1,048	40.0	52,472	54,496	2,080
Mental health and substance abuse social workers	16.97	16.98	679	679	40.0	35,288	35,320	2,080
Legal occupations	64.66	68.54	2,478	2,742	38.3	128,832	142,561	1,993
Lawyers	85.43	76.92	3,375	3,077	39.5	175,507	160,000	2,054
Paralegals and legal assistants	27.64	27.53	1,016	1,086	36.8	52,843	56,475	1,912

See footnotes at end of table.

Table 16

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

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Education, training, and library occupations	\$40.34	\$36.74	\$1,539	\$1,391	38.1	\$66,611	\$56,646	1,651
Postsecondary teachers	54.04	49.41	2,072	1,962	38.3	87,200	83,204	1,614
Math and computer teachers, postsecondary	59.90	54.51	2,290	2,181	38.2	83,519	75,944	1,394
Mathematical science teachers, postsecondary	59.90	54.51	2,290	2,181	38.2	83,519	75,944	1,394
Life sciences teachers, postsecondary	51.63	51.09	2,256	2,145	43.7	110,452	104,836	2,139
Biological science teachers, postsecondary	51.63	51.09	2,256	2,145	43.7	110,452	104,836	2,139
Physical sciences teachers, postsecondary	65.80	55.43	2,539	2,217	38.6	112,701	115,301	1,713
Social sciences teachers, postsecondary	54.74	49.04	2,042	1,962	37.3	89,572	94,750	1,636
Arts, communications, and humanities teachers, postsecondary	47.13	36.92	1,689	1,401	35.8	62,332	47,046	1,323
English language and literature teachers, postsecondary	67.22	60.55	2,304	2,267	34.3	97,482	88,400	1,450
Miscellaneous postsecondary teachers	47.28	43.92	1,743	1,515	36.9	71,852	68,361	1,520
Primary, secondary, and special education school teachers	26.95	24.36	1,046	961	38.8	43,598	42,850	1,618
Elementary and middle school teachers	41.46	44.74	1,542	1,695	37.2	57,215	59,700	1,380
Secondary school teachers	35.49	37.08	1,428	1,391	40.2	53,764	55,625	1,515
Secondary school teachers, except special and vocational education	35.49	37.08	1,428	1,391	40.2	53,764	55,625	1,515
Librarians	22.70	21.40	889	856	39.2	45,742	44,512	2,015
Arts, design, entertainment, sports, and media occupations	30.30	28.60	1,167	1,124	38.5	60,641	58,469	2,001
Designers	28.95	31.39	1,133	1,177	39.1	58,926	61,201	2,036

See footnotes at end of table.

Table 16

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

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Arts, design, entertainment, sports, and media occupations –Continued								
Athletes, coaches, umpires, and related workers	\$28.52	\$26.67	\$1,121	\$1,190	39.3	\$57,486	\$61,900	2,015
Public relations specialists	31.19	32.42	1,203	1,216	38.6	62,532	63,215	2,005
Writers and editors	40.10	37.38	1,513	1,308	37.7	78,664	68,028	1,962
Technical writers	43.34	47.41	1,774	1,896	40.9	92,268	98,607	2,129
Healthcare practitioner and technical occupations								
Pharmacists	30.92	28.23	1,187	1,064	38.4	61,602	55,224	1,992
Physicians and surgeons	48.08	47.02	1,887	1,881	39.3	98,149	97,802	2,041
Physicians and surgeons	47.81	27.41	1,922	1,096	40.2	99,927	57,013	2,090
Registered nurses	35.60	33.00	1,309	1,254	36.8	68,078	65,202	1,912
Therapists	31.81	31.85	1,268	1,274	39.9	65,961	66,246	2,074
Physical therapists	31.41	31.88	1,252	1,275	39.9	65,111	66,300	2,073
Clinical laboratory technologists and technicians	21.34	19.21	843	768	39.5	43,860	39,957	2,055
Medical and clinical laboratory technologists	23.37	22.07	935	883	40.0	48,619	45,906	2,080
Medical and clinical laboratory technicians ..	18.42	17.71	716	708	38.9	37,218	36,837	2,021
Health diagnosing and treating practitioner support technicians	19.62	18.28	776	731	39.6	39,904	36,608	2,034
Licensed practical and licensed vocational nurses	24.36	24.53	945	962	38.8	49,156	50,003	2,018
Medical records and health information technicians ...	15.67	15.04	602	580	38.4	31,305	30,160	1,998
Healthcare support occupations								
Nursing, psychiatric, and home health aides	14.73	14.38	573	561	38.9	29,776	29,183	2,022
Nursing aides, orderlies, and attendants	14.33	14.15	555	548	38.7	28,873	28,517	2,015
Psychiatric aides	14.33	14.13	555	548	38.7	28,864	28,496	2,014
Miscellaneous healthcare support occupations	13.93	14.13	536	537	38.5	27,884	27,927	2,002
Miscellaneous healthcare support occupations	15.45	14.85	607	590	39.3	31,561	30,659	2,043
Protective service occupations	16.64	15.52	663	621	39.9	34,498	32,271	2,074

See footnotes at end of table.

Table 16

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

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Protective service occupations –Continued								
Security guards and gaming surveillance officers	\$15.79	\$15.13	\$631	\$605	40.0	\$32,797	\$31,470	2,078
Security guards	15.79	15.13	631	605	40.0	32,797	31,470	2,078
Food preparation and serving related occupations	13.30	12.63	512	474	38.5	26,156	24,648	1,967
First-line supervisors/managers, food preparation and serving workers	15.98	15.90	636	619	39.8	31,777	26,017	1,988
Cooks	15.19	15.40	584	590	38.4	30,098	30,701	1,982
Cooks, institution and cafeteria	15.62	16.25	593	614	38.0	30,507	31,922	1,953
Food preparation workers	13.00	12.28	517	491	39.8	26,881	25,536	2,068
Food service, tipped	10.73	11.24	394	390	36.7	19,965	20,280	1,860
Fast food and counter workers	13.56	13.14	517	526	38.1	25,884	24,144	1,909
Building and grounds cleaning and maintenance occupations	13.10	12.94	520	518	39.7	27,062	26,915	2,065
First-line supervisors/managers, building and grounds cleaning and maintenance workers	17.44	19.12	698	765	40.0	36,275	39,759	2,080
Building cleaning workers	12.71	12.94	505	518	39.7	26,244	26,915	2,065
Janitors and cleaners, except maids and housekeeping cleaners	13.70	13.38	545	524	39.8	28,314	27,244	2,067
Maids and housekeeping cleaners	11.25	11.86	446	474	39.6	23,190	24,658	2,062
Grounds maintenance workers	13.89	12.64	549	505	39.5	28,546	26,281	2,054
Landscaping and groundskeeping workers	13.89	12.64	549	505	39.5	28,546	26,281	2,054
Personal care and service occupations	19.26	14.40	605	584	31.4	29,104	28,618	1,511

See footnotes at end of table.

Table 16

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

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Sales and related occupations	\$25.33	\$15.37	\$998	\$600	39.4	\$51,787	\$31,158	2,045
First-line supervisors/managers, sales workers	23.51	20.10	958	804	40.8	49,826	41,808	2,119
First-line supervisors/managers of retail sales workers ..	23.19	18.14	951	672	41.0	49,473	34,944	2,133
Retail sales workers	12.78	12.11	498	474	39.0	25,818	24,336	2,020
Cashiers, all workers	11.42	11.36	444	450	38.9	22,803	22,776	1,996
Cashiers	11.42	11.36	444	450	38.9	22,803	22,776	1,996
Retail salespersons	13.32	12.42	520	494	39.0	27,031	25,669	2,030
Securities, commodities, and financial services sales agents	85.71	62.61	3,324	2,787	38.8	172,846	144,918	2,017
Sales representatives, wholesale and manufacturing	32.78	32.65	1,303	1,306	39.8	67,768	67,906	2,067
Sales representatives, wholesale and manufacturing, technical and scientific products	38.76	36.25	1,550	1,450	40.0	80,613	75,402	2,080
Sales representatives, wholesale and manufacturing, except technical and scientific products	22.61	22.38	889	895	39.3	46,251	46,550	2,046
Miscellaneous sales and related workers	21.81	16.01	869	640	39.8	45,172	33,301	2,071
Office and administrative support occupations	18.08	17.02	708	667	39.1	36,543	34,549	2,021
First-line supervisors/managers of office and administrative support workers	25.43	24.60	1,011	984	39.8	52,595	51,172	2,068
Financial clerks	17.84	17.04	695	671	39.0	36,159	34,882	2,027
Billing and posting clerks and machine operators	15.03	14.97	595	600	39.6	30,938	31,200	2,059
Bookkeeping, accounting, and auditing clerks	18.55	15.82	703	633	37.9	36,547	32,895	1,970

See footnotes at end of table.

Table 16

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

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Office and administrative support occupations –Continued								
Payroll and timekeeping clerks	\$19.51	\$19.00	\$767	\$731	39.3	\$39,860	\$38,000	2,043
Brokerage clerks	19.45	18.31	764	724	39.3	39,749	37,650	2,044
Customer service representatives	19.84	19.06	777	724	39.2	40,401	37,648	2,037
Receptionists and information clerks	13.04	12.51	503	471	38.6	25,508	24,395	1,956
Reservation and transportation ticket agents and travel clerks ...	15.58	14.61	606	506	38.9	31,511	26,325	2,022
Production, planning, and expediting clerks	21.95	21.63	873	859	39.8	45,420	44,686	2,069
Shipping, receiving, and traffic clerks	14.71	13.52	588	541	40.0	30,595	28,128	2,080
Stock clerks and order fillers	14.03	14.19	556	568	39.7	28,931	29,515	2,062
Secretaries and administrative assistants	19.78	18.43	768	719	38.9	39,358	37,088	1,990
Executive secretaries and administrative assistants	23.37	23.08	918	920	39.3	47,723	47,844	2,042
Medical secretaries	16.42	16.07	645	619	39.3	33,520	32,165	2,042
Secretaries, except legal, medical, and executive	18.06	17.02	683	681	37.8	33,792	34,840	1,871
Data entry and information processing workers	15.68	14.17	602	554	38.4	29,486	28,829	1,881
Data entry keyers	14.13	13.86	542	547	38.3	26,261	28,111	1,859
Insurance claims and policy processing clerks	17.68	16.83	690	659	39.0	35,876	34,247	2,029
Mail clerks and mail machine operators, except postal service	14.89	15.00	580	600	38.9	30,153	31,200	2,024
Office clerks, general	17.02	16.73	666	656	39.1	34,631	34,121	2,035
Construction and extraction occupations	30.92	30.00	1,236	1,200	40.0	64,258	62,400	2,078
Electricians	30.88	29.66	1,235	1,186	40.0	64,235	61,693	2,080
Pipelayers, plumbers, pipefitters, and steamfitters	32.68	34.22	1,306	1,369	40.0	67,913	71,182	2,078

See footnotes at end of table.

Table 16

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

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Construction and extraction occupations –Continued								
Plumbers, pipefitters, and steamfitters	\$32.68	\$34.22	\$1,306	\$1,369	40.0	\$67,913	\$71,182	2,078
Installation, maintenance, and repair occupations	26.27	26.88	1,054	1,059	40.1	54,793	55,078	2,086
First-line supervisors/managers of mechanics, installers, and repairers	37.62	40.14	1,656	1,470	44.0	86,115	76,465	2,289
Radio and telecommunications equipment installers and repairers	29.33	29.65	1,170	1,186	39.9	60,818	61,672	2,074
Telecommunications equipment installers and repairers, except line installers	29.33	29.65	1,170	1,186	39.9	60,818	61,672	2,074
Miscellaneous electrical and electronic equipment mechanics, installers, and repairers	23.48	23.42	939	937	40.0	48,841	48,714	2,080
Aircraft mechanics and service technicians	31.12	30.83	1,245	1,233	40.0	64,729	64,126	2,080
Heating, air conditioning, and refrigeration mechanics and installers	27.76	27.40	1,111	1,096	40.0	57,750	56,992	2,080
Industrial machinery installation, repair, and maintenance workers	21.29	20.50	844	820	39.6	43,887	42,640	2,061
Industrial machinery mechanics	22.91	21.89	910	876	39.7	47,304	45,531	2,065
Maintenance and repair workers, general	21.29	20.50	840	820	39.4	43,672	42,640	2,051
Maintenance workers, machinery	18.15	16.97	726	679	40.0	37,754	35,298	2,080
Line installers and repairers ...	27.46	30.94	1,099	1,238	40.0	57,127	64,364	2,080
Telecommunications line installers and repairers	26.16	30.94	1,046	1,238	40.0	54,416	64,364	2,080
Production occupations	16.21	14.61	647	584	39.9	33,661	30,389	2,077

See footnotes at end of table.

Table 16

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

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Production occupations								
–Continued								
First-line supervisors/managers of production and operating workers	\$26.74	\$26.90	\$1,076	\$1,091	40.2	\$55,934	\$56,751	2,091
Electrical, electronics, and electromechanical assemblers	14.98	13.83	599	553	40.0	31,163	28,766	2,080
Electrical and electronic equipment assemblers ..	17.06	16.28	682	651	40.0	35,484	33,860	2,080
Electromechanical equipment assemblers ..	13.53	13.60	541	544	40.0	28,137	28,288	2,080
Miscellaneous assemblers and fabricators	13.17	12.66	523	506	39.8	27,220	26,333	2,067
Machine tool cutting setters, operators, and tenders, metal and plastic	20.84	19.33	833	773	40.0	43,341	40,200	2,080
Machinists	22.99	21.11	920	844	40.0	47,818	43,909	2,080
Molders and molding machine setters, operators, and tenders, metal and plastic	13.43	13.58	537	543	40.0	27,944	28,246	2,080
Molding, coremaking, and casting machine setters, operators, and tenders, metal and plastic	13.43	13.58	537	543	40.0	27,944	28,246	2,080
Multiple machine tool setters, operators, and tenders, metal and plastic	14.96	14.75	598	590	40.0	31,119	30,680	2,080
Miscellaneous metalworkers and plastic workers	16.62	15.50	665	620	40.0	34,573	32,240	2,080
Inspectors, testers, sorters, samplers, and weighers	15.85	15.18	637	607	40.2	33,104	31,574	2,088
Packaging and filling machine operators and tenders	11.61	10.94	464	438	40.0	24,153	22,761	2,080
Miscellaneous production workers	12.09	10.50	482	420	39.9	25,079	21,840	2,074
Transportation and material moving occupations	15.08	14.50	599	582	39.7	31,129	30,243	2,064

See footnotes at end of table.

Table 16

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

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Transportation and material moving occupations –Continued								
Driver/sales workers and truck drivers	\$18.75	\$20.86	\$744	\$819	39.7	\$38,652	\$42,578	2,061
Truck drivers, heavy and tractor-trailer	21.52	20.86	844	834	39.2	43,817	43,389	2,036
Truck drivers, light or delivery services	16.73	15.27	669	611	40.0	34,802	31,762	2,080
Industrial truck and tractor operators	17.34	17.28	694	691	40.0	36,071	35,947	2,080
Laborers and material movers, hand	11.52	10.00	460	400	39.9	23,910	20,800	2,076
Laborers and freight, stock, and material movers, hand	11.92	10.18	476	407	39.9	24,749	21,174	2,076
Machine feeders and offbearers	11.79	8.00	469	320	39.8	24,372	16,640	2,067
Packers and packagers, hand	10.38	9.98	415	399	40.0	21,583	20,760	2,080

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

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

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

a week, exclusive of overtime.

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

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

SOURCE: Bureau of Labor Statistics, National Compensation Survey.