

RSE Table 15

**Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers**

Occupation <sup>1</sup>	Hourly earnings <sup>2</sup>		Weekly earnings <sup>4</sup>		Annual earnings <sup>5</sup>	
	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
<b>All workers</b> .....	\$21.10	3.4%	\$833	3.5%	\$42,780	3.5%
<b>Management occupations</b> .....	37.95	7.5	1,538	7.9	79,201	7.9
General and operations managers .....	51.39	15.5	2,111	16.4	109,785	16.4
Marketing and sales managers .....	42.15	6.8	1,732	7.4	90,075	7.4
Marketing managers .....	35.56	9.4	1,503	9.4	78,135	9.4
Sales managers .....	47.32	11.2	1,904	12.0	98,989	12.0
Financial managers .....	35.47	13.6	1,427	13.6	74,193	13.6
Industrial production managers .....	38.97	10.5	1,591	10.4	82,719	10.4
Education administrators .....	23.63	18.0	920	19.5	46,427	19.5
<b>Business and financial operations occupations</b> .....	30.03	4.3	1,218	5.3	63,335	5.3
Buyers and purchasing agents .....	25.66	14.9	1,051	13.5	54,645	13.5
Wholesale and retail buyers, except farm products .....	25.77	22.7	1,061	21.2	55,196	21.2
Purchasing agents, except wholesale, retail, and farm products .....	25.57	9.6	1,043	8.1	54,215	8.1
Human resources, training, and labor relations specialists .....	28.84	7.4	1,050	11.6	54,600	11.6
Accountants and auditors .....	32.30	6.7	1,286	6.8	66,878	6.8
Financial analysts and advisors .....	43.01	18.2	1,660	19.6	86,319	19.6
<b>Computer and mathematical science occupations</b> .....	38.34	3.9	1,555	5.1	80,847	5.1
Computer software engineers .....	47.67	4.2	1,971	4.0	102,487	4.0
Computer support specialists .....	32.53	17.8	1,301	17.8	67,657	17.8
Computer systems analysts .....	42.20	.1	1,733	.1	90,102	.1
Network and computer systems administrators .....	29.92	15.5	1,197	15.5	62,232	15.5
<b>Architecture and engineering occupations</b> ....	28.69	7.0	1,151	7.0	59,861	7.0
Engineers .....	42.10	16.8	1,698	16.6	88,287	16.6
<b>Life, physical, and social science occupations</b>	32.55	16.7	1,302	16.7	67,700	16.7
<b>Community and social services occupations</b>	20.66	10.9	784	10.6	39,123	10.6
Social workers .....	19.75	6.7	756	7.0	38,431	7.0
<b>Education, training, and library occupations</b>	18.87	12.8	712	10.5	32,949	10.5
Primary, secondary, and special education school teachers .....	19.04	15.6	727	13.9	33,042	13.9
Preschool and kindergarten teachers .....	13.85	4.7	539	4.8	26,244	4.8

See footnotes at end of table.

RSE Table 15

**Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued**

Occupation <sup>1</sup>	Hourly earnings <sup>2</sup>		Weekly earnings <sup>4</sup>		Annual earnings <sup>5</sup>	
	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
<b>Education, training, and library occupations</b> –Continued						
Preschool teachers, except special education .....	\$13.74	5.0%	\$536	5.1%	\$26,055	5.1%
Teacher assistants .....	10.59	8.4	411	7.1	21,359	7.1
<b>Arts, design, entertainment, sports, and media occupations</b> .....	28.11	11.2	1,124	11.2	58,466	11.2
<b>Healthcare practitioner and technical occupations</b> .....	32.74	22.1	1,256	19.5	65,313	19.5
Registered nurses .....	30.90	3.2	1,204	3.3	62,604	3.3
<b>Healthcare support occupations</b> .....	13.73	5.2	520	4.9	27,042	4.9
Nursing, psychiatric, and home health aides	11.63	4.6	440	4.6	22,879	4.6
Home health aides .....	11.33	4.4	425	6.3	22,095	6.3
Nursing aides, orderlies, and attendants ....	12.44	3.0	483	3.0	25,098	3.0
Miscellaneous healthcare support occupations .....	16.37	5.0	621	6.3	32,267	6.3
Dental assistants .....	20.40	6.1	735	6.6	38,225	6.6
<b>Food preparation and serving related occupations</b> .....	10.89	4.4	412	4.6	20,744	4.6
First-line supervisors/managers, food preparation and serving workers .....	20.98	6.3	879	8.4	45,697	8.4
First-line supervisors/managers of food preparation and serving workers .....	19.37	4.5	815	4.8	42,367	4.8
Cooks .....	11.99	4.9	466	5.7	24,250	5.7
Cooks, restaurant .....	12.65	10.7	487	11.8	25,327	11.8
Food service, tipped .....	6.63	25.0	226	26.3	11,130	26.3
Bartenders .....	7.34	8.1	242	8.5	12,587	8.5
Waiters and waitresses .....	6.31	45.9	223	47.4	10,501	47.4
Fast food and counter workers .....	9.04	7.8	340	10.5	16,462	10.5
Counter attendants, cafeteria, food concession, and coffee shop .....	9.07	8.3	343	11.1	17,155	11.1
Dishwashers .....	9.09	2.4	358	1.7	18,602	1.7
<b>Building and grounds cleaning and maintenance occupations</b> .....	14.29	3.6	565	4.3	27,545	4.3
Building cleaning workers .....	13.97	7.4	550	8.6	28,603	8.6
Grounds maintenance workers .....	15.65	2.6	626	2.6	25,798	2.6
Landscaping and groundskeeping workers	15.65	2.6	626	2.6	25,798	2.6

See footnotes at end of table.

**RSE Table 15**

**Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued**

Occupation <sup>1</sup>	Hourly earnings <sup>2</sup>		Weekly earnings <sup>4</sup>		Annual earnings <sup>5</sup>	
	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
<b>Personal care and service occupations</b> .....	\$11.69	2.5%	\$450	2.8%	\$23,360	2.8%
Child care workers .....	11.03	2.4	440	2.3	22,890	2.3
<b>Sales and related occupations</b> .....	19.75	5.2	789	5.9	40,933	5.9
First-line supervisors/managers, sales workers .....	18.64	6.3	768	7.1	39,931	7.1
First-line supervisors/managers of retail sales workers .....	17.51	7.0	727	6.2	37,820	6.2
Retail sales workers .....	14.07	5.4	558	6.3	28,822	6.3
Cashiers, all workers .....	10.57	4.9	394	6.1	20,503	6.1
Cashiers .....	10.57	4.9	394	6.1	20,503	6.1
Counter and rental clerks and parts salespersons .....	13.51	14.7	540	14.7	27,945	14.7
Counter and rental clerks .....	11.43	18.1	457	18.1	23,548	18.1
Parts salespersons .....	15.94	5.4	637	5.4	33,145	5.4
Retail salespersons .....	16.19	12.0	656	12.6	33,805	12.6
Insurance sales agents .....	24.49	22.2	974	21.8	50,623	21.8
Sales representatives, wholesale and manufacturing .....	29.05	4.3	1,178	3.1	61,262	3.1
Sales representatives, wholesale and manufacturing, technical and scientific products .....	32.61	23.4	1,304	23.4	67,833	23.4
Sales representatives, wholesale and manufacturing, except technical and scientific products .....	28.11	3.1	1,144	2.6	59,504	2.6
Miscellaneous sales and related workers .....	25.55	6.2	1,014	6.4	52,727	6.4
<b>Office and administrative support occupations</b> .....	18.00	2.0	708	2.0	36,814	2.0
First-line supervisors/managers of office and administrative support workers .....	30.93	8.5	1,197	9.7	62,241	9.7
Financial clerks .....	16.71	4.2	656	4.1	34,110	4.1
Billing and posting clerks and machine operators .....	16.62	5.2	647	5.1	33,640	5.1
Bookkeeping, accounting, and auditing clerks .....	19.84	5.4	779	5.5	40,494	5.5
Tellers .....	13.29	3.6	526	3.9	27,358	3.9
Customer service representatives .....	18.02	4.9	712	4.6	37,036	4.6
Receptionists and information clerks .....	14.58	3.4	567	3.9	29,468	3.9
Dispatchers .....	20.24	10.5	855	11.3	44,449	11.3
Dispatchers, except police, fire, and ambulance .....	20.24	10.5	855	11.3	44,449	11.3
Shipping, receiving, and traffic clerks .....	16.54	12.2	655	11.5	34,060	11.5

See footnotes at end of table.

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**Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued**

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	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
<b>Office and administrative support occupations</b> –Continued						
Secretaries and administrative assistants .....	\$20.67	4.9%	\$811	4.7%	\$42,177	4.7%
Executive secretaries and administrative assistants .....	24.00	8.7	936	8.2	48,654	8.2
Medical secretaries .....	18.49	8.3	720	9.4	37,444	9.4
Secretaries, except legal, medical, and executive .....	17.59	14.1	698	13.9	36,291	13.9
Insurance claims and policy processing clerks .....	15.96	4.1	617	3.6	32,103	3.6
Office clerks, general .....	19.15	5.8	749	5.4	38,963	5.4
<b>Construction and extraction occupations</b> .....	23.11	8.7	925	8.7	47,122	8.7
Carpenters .....	25.07	10.2	1,003	10.2	52,145	10.2
Construction laborers .....	22.80	8.6	912	8.6	44,130	8.6
Construction equipment operators .....	31.59	8.3	1,264	8.3	63,638	8.3
Operating engineers and other construction equipment operators .....	33.18	11.2	1,327	11.2	65,992	11.2
Electricians .....	21.13	8.3	851	7.8	44,271	7.8
Pipelayers, plumbers, pipefitters, and steamfitters .....	20.02	16.2	801	16.2	41,640	16.2
Plumbers, pipefitters, and steamfitters .....	21.82	14.4	873	14.4	45,385	14.4
Helpers, construction trades .....	19.32	20.7	773	20.7	40,192	20.7
<b>Installation, maintenance, and repair occupations</b> .....	19.54	2.1	790	2.2	40,737	2.2
Automotive technicians and repairers .....	19.92	10.4	821	11.4	42,709	11.4
Automotive service technicians and mechanics .....	19.80	11.0	816	11.8	42,436	11.8
Bus and truck mechanics and diesel engine specialists .....	18.14	4.1	726	4.1	37,736	4.1
Industrial machinery installation, repair, and maintenance workers .....	17.54	2.8	696	2.8	35,832	2.8
Maintenance and repair workers, general ..	17.64	2.5	706	2.5	36,166	2.5
<b>Production occupations</b> .....	15.42	4.7	612	4.7	31,803	4.7
First-line supervisors/managers of production and operating workers .....	27.64	16.9	1,077	17.8	55,992	17.8
Electrical, electronics, and electromechanical assemblers .....	13.34	12.7	534	12.7	27,744	12.7
Miscellaneous assemblers and fabricators .....	14.28	8.2	563	6.5	29,275	6.5
Forming machine setters, operators, and tenders, metal and plastic .....	14.83	14.3	593	14.3	30,849	14.3

See footnotes at end of table.

**RSE Table 15**

**Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings for full-time workers — Continued**

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	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>	Mean	Relative error <sup>3</sup>
<b>Production occupations –Continued</b>						
Machine tool cutting setters, operators, and tenders, metal and plastic .....	\$12.98	8.8%	\$519	8.8%	\$26,997	8.8%
Machinists .....	19.99	9.2	800	9.2	41,585	9.2
Molders and molding machine setters, operators, and tenders, metal and plastic .....	16.91	12.7	677	12.7	35,181	12.7
Printers .....	14.96	12.3	593	12.1	30,827	12.1
Printing machine operators .....	14.89	15.2	596	15.2	30,981	15.2
Inspectors, testers, sorters, samplers, and weighers .....	16.65	2.2	666	2.2	34,623	2.2
Miscellaneous production workers .....	14.39	3.7	576	3.7	29,937	3.7
<b>Transportation and material moving occupations</b>						
.....	15.60	5.7	607	5.0	31,369	5.0
Driver/sales workers and truck drivers .....	17.84	9.0	717	9.1	37,270	9.1
Driver/sales workers .....	19.65	37.1	759	38.9	39,462	38.9
Truck drivers, heavy and tractor-trailer .....	19.30	9.4	793	9.5	41,221	9.5
Truck drivers, light or delivery services .....	13.60	8.2	543	8.2	28,215	8.2
Dredge, excavating, and loading machine operators .....	21.88	9.3	875	9.3	45,519	9.3
Excavating and loading machine and dragline operators .....	21.88	9.3	875	9.3	45,519	9.3
Industrial truck and tractor operators .....	16.43	11.8	649	12.1	33,753	12.1
Laborers and material movers, hand .....	12.46	7.1	496	7.3	25,816	7.3
Laborers and freight, stock, and material movers, hand .....	13.35	11.3	534	11.3	27,745	11.3
Packers and packagers, hand .....	10.81	8.3	427	7.1	22,210	7.1

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

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

<sup>3</sup> 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>4</sup> Mean weekly earnings are the straight-time weekly wages or salaries paid to employees.

<sup>5</sup> Mean annual earnings are the straight-time annual wages or salaries paid to employees.

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.