

**Table 12**

**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> .....	\$24.74	\$22.44	\$28.18	\$19.89	\$19.62	\$22.59
Management, professional, and related .....	34.57	31.83	35.32	33.40	34.22	29.19
Management, business, and financial .....	32.92	28.90	33.84	37.77	38.25	34.15
Professional and related .....	34.74	32.09	35.49	30.99	31.80	27.46
Service .....	18.53	14.23	22.19	10.42	9.91	14.81
Sales and office .....	18.17	17.76	18.70	16.15	16.19	15.46
Sales and related .....	14.86	14.51	18.84	17.44	17.46	14.84
Office and administrative support .....	18.85	19.00	18.70	15.40	15.40	15.48
Natural resources, construction, and maintenance .....	27.88	28.57	23.63	18.22	18.28	17.31
Construction and extraction .....	29.03	29.78	23.40	17.72	17.80	16.77
Installation, maintenance, and repair .....	26.50	26.98	24.03	18.91	18.95	18.14
Production, transportation, and material moving .....	20.72	20.67	21.38	14.08	14.06	15.49
Production .....	20.22	20.12	23.80	14.81	14.77	18.52
Transportation and material moving ...	21.19	21.24	20.84	13.27	13.25	14.16

<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.