

**Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers**

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>All workers</b> .....	\$21.22	\$17.03	\$837	\$675	39.4	\$42,980	\$34,736	2,025
<b>Management occupations</b> .....	44.40	37.26	1,782	1,550	40.1	92,348	80,600	2,080
General and operations managers .....	52.26	43.33	2,142	2,007	41.0	111,367	104,360	2,131
Marketing and sales managers .....	51.11	52.89	1,966	1,923	38.5	102,206	100,000	2,000
Sales managers .....	56.30	52.89	2,288	2,115	40.6	118,988	110,001	2,113
Computer and information systems managers .....	66.55	59.42	2,662	2,377	40.0	138,424	123,600	2,080
Financial managers .....	47.50	41.03	1,912	1,641	40.3	97,966	85,342	2,062
Human resources managers .....	30.52	22.85	1,214	914	39.8	63,132	47,526	2,068
Engineering managers .....	39.69	37.26	1,600	1,490	40.3	83,194	77,501	2,096
Social and community service managers .....	31.42	24.51	1,214	962	38.6	63,117	50,001	2,009
<b>Business and financial operations occupations</b> .....	33.81	30.98	1,329	1,162	39.3	69,124	60,415	2,045
Buyers and purchasing agents .....	28.13	27.47	1,049	962	37.3	54,557	50,001	1,939
Accountants and auditors .....	34.18	33.50	1,338	1,256	39.1	69,584	65,325	2,036
Credit analysts .....	30.99	31.05	1,195	1,242	38.6	62,166	64,576	2,006
Financial analysts and advisors .....	43.59	26.81	1,679	1,072	38.5	87,328	55,765	2,004
Financial analysts .....	29.48	25.63	1,162	962	39.4	60,429	50,003	2,050
Insurance underwriters .....	33.31	30.29	1,236	1,089	37.1	64,275	56,615	1,929
Loan counselors and officers .....	29.19	23.75	1,153	950	39.5	59,942	49,400	2,054
Loan officers .....	30.96	24.54	1,219	982	39.4	63,411	51,049	2,048
<b>Computer and mathematical science occupations</b> .....	36.22	35.59	1,434	1,442	39.6	74,592	75,000	2,059
Computer programmers .....	37.54	35.34	1,502	1,413	40.0	78,088	73,501	2,080
Computer software engineers .....	44.67	46.86	1,787	1,875	40.0	92,914	97,475	2,080
Computer support specialists .....	22.42	23.02	837	921	37.4	43,548	47,882	1,943
Computer systems analysts .....	30.40	26.93	1,262	1,154	41.5	65,609	60,033	2,158
Network and computer systems administrators .....	37.05	36.95	1,445	1,478	39.0	75,164	76,850	2,029
<b>Architecture and engineering occupations</b> .....	33.20	33.79	1,333	1,382	40.2	69,335	71,841	2,089
Engineers .....	38.22	37.11	1,562	1,540	40.9	81,232	80,080	2,126
Electrical and electronics engineers .....	36.33	37.11	1,453	1,484	40.0	75,570	77,193	2,080
Mechanical engineers .....	34.34	32.00	1,474	1,519	42.9	76,622	79,000	2,231
Drafters .....	23.13	20.00	907	800	39.2	47,176	41,600	2,039

See footnotes at end of table.

Table 15

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

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Architecture and engineering occupations</b> –Continued								
Architectural and civil drafters .....	\$17.87	\$20.00	\$728	\$800	40.8	\$37,872	\$41,600	2,119
Engineering technicians, except drafters .....	29.29	30.29	1,172	1,212	40.0	60,918	62,999	2,080
Electrical and electronic engineering technicians	31.77	30.29	1,271	1,212	40.0	66,082	62,999	2,080
<b>Life, physical, and social science occupations</b> .....	25.58	26.44	1,019	1,058	39.8	52,963	54,999	2,071
Physical scientists .....	24.98	22.07	1,001	883	40.1	52,038	45,910	2,084
<b>Community and social services occupations</b> .....	19.19	16.82	721	634	37.6	36,473	32,958	1,900
Counselors .....	21.84	16.93	829	677	38.0	41,210	35,223	1,886
Educational, vocational, and school counselors ..	33.80	39.75	1,199	1,391	35.5	54,989	59,804	1,627
Social workers .....	21.34	18.11	782	772	36.6	39,278	36,402	1,840
Miscellaneous community and social service specialists .....	14.17	13.46	538	537	38.0	27,975	27,944	1,974
Social and human service assistants .....	12.82	11.74	496	468	38.7	25,800	24,315	2,013
<b>Legal occupations</b> .....	32.17	26.37	1,273	962	39.6	66,221	49,999	2,059
Lawyers .....	44.75	35.24	1,802	1,409	40.3	93,687	73,289	2,094
Paralegals and legal assistants	19.82	18.27	768	731	38.8	39,961	38,000	2,016
<b>Education, training, and library occupations</b> .....	20.98	17.00	758	680	36.1	33,201	32,510	1,582
Postsecondary teachers .....	29.21	22.34	1,022	813	35.0	48,914	42,265	1,675
Primary, secondary, and special education school teachers .....	23.97	20.24	851	840	35.5	36,060	35,360	1,504
Preschool and kindergarten teachers .....	17.92	14.82	621	625	34.7	29,180	32,510	1,628
Preschool teachers, except special education .....	18.44	15.49	634	631	34.4	30,093	33,280	1,632
Elementary and middle school teachers .....	25.84	24.57	967	950	37.4	37,753	37,450	1,461

See footnotes at end of table.

Table 15

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

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Education, training, and library occupations</b> –Continued								
Elementary school teachers, except special education .....	\$27.46	\$27.00	\$1,023	\$1,020	37.3	\$39,891	\$39,800	1,453
Secondary school teachers	41.79	42.62	1,400	1,492	33.5	52,344	53,700	1,253
Secondary school teachers, except special and vocational education	41.79	42.62	1,400	1,492	33.5	52,344	53,700	1,253
Teacher assistants .....	9.75	9.00	371	340	38.1	18,518	16,973	1,900
<b>Arts, design, entertainment, sports, and media occupations</b> .....	34.19	29.26	1,358	1,170	39.7	70,614	60,863	2,065
Designers .....	27.08	28.85	1,088	1,154	40.2	56,573	60,000	2,089
Graphic designers .....	24.85	31.25	989	1,250	39.8	51,430	65,000	2,069
<b>Healthcare practitioner and technical occupations</b> .....	38.81	29.90	1,514	1,080	39.0	78,279	56,002	2,017
Pharmacists .....	48.83	49.92	1,925	1,974	39.4	100,077	102,648	2,050
Physicians and surgeons .....	86.67	82.83	3,572	3,365	41.2	185,746	175,000	2,143
Registered nurses .....	30.50	27.00	1,223	1,077	40.1	63,599	56,002	2,085
Dental hygienists .....	32.90	33.00	1,021	1,080	31.0	53,102	56,160	1,614
Licensed practical and licensed vocational nurses	17.38	18.00	663	654	38.1	33,223	33,696	1,912
<b>Healthcare support occupations</b> .....	13.03	12.00	477	442	36.6	24,779	23,005	1,901
Nursing, psychiatric, and home health aides .....	10.49	10.32	416	412	39.7	21,647	21,424	2,063
Home health aides .....	10.13	9.80	402	392	39.7	20,890	20,384	2,063
Nursing aides, orderlies, and attendants .....	11.04	10.85	438	430	39.6	22,761	22,360	2,061
Miscellaneous healthcare support occupations .....	14.52	15.38	507	492	34.9	26,379	25,584	1,817
Dental assistants .....	16.74	15.75	541	504	32.3	28,149	26,208	1,682
Medical assistants .....	13.05	12.00	461	400	35.3	23,967	20,800	1,837
<b>Food preparation and serving related occupations</b> .....	9.62	8.94	371	324	38.6	19,045	16,640	1,979

See footnotes at end of table.

**Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers — Continued**

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Food preparation and serving related occupations</b> –Continued								
First-line supervisors/managers, food preparation and serving workers .....	\$17.46	\$15.34	\$774	\$695	44.3	\$40,238	\$36,140	2,305
First-line supervisors/managers of food preparation and serving workers .....	17.29	15.34	772	695	44.7	40,152	36,140	2,322
Cooks .....	11.20	10.75	434	400	38.7	22,050	20,800	1,969
Cooks, institution and cafeteria .....	13.83	11.48	545	443	39.4	25,702	23,421	1,858
Cooks, restaurant .....	11.49	11.00	443	430	38.6	22,611	21,840	1,968
Food preparation workers .....	9.70	9.75	373	382	38.5	19,405	19,876	2,001
Food service, tipped .....	5.25	4.60	194	150	36.9	9,792	7,007	1,866
Bartenders .....	5.89	5.00	203	200	34.4	10,451	10,400	1,776
Waiters and waitresses .....	4.40	3.05	162	121	36.9	8,134	6,302	1,850
Dining room and cafeteria attendants and bartender helpers .....	8.50	7.50	335	297	39.4	17,414	15,456	2,048
Fast food and counter workers .....	8.79	8.15	330	299	37.5	17,155	15,573	1,952
Combined food preparation and serving workers, including fast food .....	8.59	8.50	315	313	36.7	16,392	16,266	1,908
Counter attendants, cafeteria, food concession, and coffee shop .....	8.96	7.49	343	299	38.3	17,836	15,573	1,992
Dishwashers .....	8.44	7.50	323	300	38.3	16,794	15,600	1,991
<b>Building and grounds cleaning and maintenance occupations</b> .....	14.02	13.00	557	520	39.7	27,624	25,126	1,970
First-line supervisors/managers, building and grounds cleaning and maintenance workers .....	18.28	19.25	737	730	40.3	38,334	37,967	2,097

See footnotes at end of table.

**Table 15**

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

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Building and grounds cleaning and maintenance occupations –Continued</b>								
First-line supervisors/managers of housekeeping and janitorial workers .....	\$18.83	\$19.47	\$755	\$770	40.1	\$39,270	\$40,040	2,085
Building cleaning workers .....	13.31	12.15	526	480	39.5	26,781	24,725	2,012
Janitors and cleaners, except maids and housekeeping cleaners	13.30	12.20	525	480	39.5	26,802	24,960	2,016
Maids and housekeeping cleaners .....	9.91	9.34	391	374	39.5	19,326	19,427	1,951
Grounds maintenance workers .....	12.76	11.88	509	475	39.9	22,174	21,840	1,738
Landscaping and groundskeeping workers .....	12.27	11.88	490	475	39.9	21,121	20,800	1,721
<b>Personal care and service occupations .....</b>	15.13	16.60	594	622	39.3	30,540	32,368	2,019
<b>Sales and related occupations</b>	22.43	16.39	893	652	39.8	46,294	33,901	2,064
First-line supervisors/managers, sales workers .....	20.81	18.36	876	733	42.1	45,540	38,126	2,188
First-line supervisors/managers of retail sales workers ..	18.93	18.20	803	731	42.4	41,755	38,002	2,205
First-line supervisors/managers of non-retail sales workers .....	31.42	21.98	1,267	879	40.3	65,897	45,716	2,097
Retail sales workers .....	15.26	12.00	606	463	39.7	31,287	23,731	2,050
Cashiers, all workers .....	8.84	8.00	341	309	38.6	17,733	16,066	2,005
Cashiers .....	8.84	8.00	341	309	38.6	17,733	16,066	2,005
Counter and rental clerks and parts salespersons ..	15.39	12.50	627	561	40.7	32,233	29,156	2,095
Counter and rental clerks	11.70	12.46	479	500	40.9	24,279	23,400	2,075
Parts salespersons .....	18.28	20.44	742	827	40.6	38,581	42,979	2,111
Retail salespersons .....	18.43	13.75	736	518	39.9	37,911	26,874	2,057
Insurance sales agents .....	37.19	22.60	1,456	904	39.2	75,708	47,000	2,036

See footnotes at end of table.

**Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers — Continued**

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Sales and related occupations</b> –Continued								
Securities, commodities, and financial services sales agents .....	\$46.53	\$26.71	\$1,845	\$1,068	39.7	\$95,946	\$55,546	2,062
Sales representatives, wholesale and manufacturing .....	33.79	29.51	1,346	1,154	39.8	69,796	60,008	2,066
Sales representatives, wholesale and manufacturing, technical and scientific products .....	37.08	34.97	1,483	1,399	40.0	77,136	72,727	2,080
Sales representatives, wholesale and manufacturing, except technical and scientific products .....	32.71	27.79	1,301	1,111	39.8	67,423	57,795	2,061
Miscellaneous sales and related workers .....	16.58	15.86	670	664	40.4	34,843	34,510	2,102
<b>Office and administrative support occupations</b> .....	17.09	16.17	663	627	38.8	34,413	32,594	2,014
First-line supervisors/managers of office and administrative support workers .....	23.52	22.91	925	883	39.3	48,088	45,893	2,044
Financial clerks .....	15.91	15.00	623	590	39.2	32,407	30,680	2,037
Bill and account collectors	17.70	19.87	674	695	38.1	35,071	36,154	1,981
Billing and posting clerks and machine operators	16.10	15.39	626	615	38.9	32,497	32,001	2,019
Bookkeeping, accounting, and auditing clerks .....	18.06	18.27	707	721	39.1	36,755	37,500	2,036
Tellers .....	12.03	11.50	473	456	39.3	24,574	23,708	2,043
Brokerage clerks .....	23.79	18.46	848	650	35.6	44,073	33,800	1,853
Customer service representatives .....	17.01	15.87	672	625	39.5	34,965	32,510	2,056
Hotel, motel, and resort desk clerks .....	10.20	9.64	408	386	40.0	21,214	20,051	2,080
Loan interviewers and clerks	19.30	19.34	755	774	39.1	39,237	40,223	2,033
Order clerks .....	14.24	13.00	569	520	39.9	29,579	27,040	2,077

See footnotes at end of table.

**Table 15**

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

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Office and administrative support occupations</b> –Continued								
Receptionists and information clerks .....	\$13.72	\$12.52	\$529	\$500	38.6	\$27,512	\$26,000	2,006
Dispatchers .....	18.04	18.67	763	756	42.3	39,666	39,333	2,199
Dispatchers, except police, fire, and ambulance .....	18.04	18.67	763	756	42.3	39,666	39,333	2,199
Production, planning, and expediting clerks .....	17.24	14.86	686	594	39.8	35,664	30,900	2,069
Shipping, receiving, and traffic clerks .....	13.04	12.62	518	505	39.7	26,884	26,250	2,062
Stock clerks and order fillers	13.46	13.14	532	512	39.5	27,641	26,630	2,054
Secretaries and administrative assistants .....	21.00	19.80	799	733	38.1	41,538	38,103	1,978
Executive secretaries and administrative assistants .....	25.42	22.86	955	914	37.6	49,560	47,540	1,949
Legal secretaries .....	24.45	23.24	927	930	37.9	48,183	48,339	1,971
Medical secretaries .....	16.38	17.35	620	633	37.8	32,222	32,909	1,968
Secretaries, except legal, medical, and executive	17.20	16.83	665	673	38.7	34,596	35,000	2,011
Insurance claims and policy processing clerks .....	19.46	16.75	745	637	38.3	38,757	33,098	1,992
Office clerks, general .....	15.66	14.62	602	570	38.5	31,102	29,648	1,986
<b>Construction and extraction occupations</b> .....	23.33	21.00	925	840	39.7	47,229	43,620	2,025
First-line supervisors/managers of construction trades and extraction workers .....	37.76	33.65	1,493	1,346	39.5	75,873	70,000	2,009
Carpenters .....	22.43	24.00	887	960	39.6	45,830	49,920	2,043
Construction laborers .....	19.13	19.75	752	790	39.3	33,494	34,720	1,751
Electricians .....	23.32	20.02	933	801	40.0	48,497	41,648	2,080
Pipelayers, plumbers, pipefitters, and steamfitters .....	22.02	18.92	875	757	39.7	45,494	39,352	2,066
Plumbers, pipefitters, and steamfitters .....	21.17	18.79	840	752	39.7	43,678	39,083	2,064
Roofers .....	20.70	19.50	807	760	39.0	38,588	31,980	1,864
Sheet metal workers .....	25.19	21.00	994	840	39.5	51,587	43,680	2,048

See footnotes at end of table.

**Table 15**

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

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Construction and extraction occupations</b> –Continued								
Helpers, construction trades ..	\$13.18	\$12.00	\$527	\$480	40.0	\$27,365	\$24,960	2,076
<b>Installation, maintenance, and repair occupations</b> .....	20.34	19.00	812	760	40.0	42,208	39,520	2,076
First-line supervisors/managers of mechanics, installers, and repairers .....	28.62	23.09	1,155	970	40.3	60,040	50,429	2,098
Miscellaneous electrical and electronic equipment mechanics, installers, and repairers .....	16.29	17.00	650	680	39.9	33,797	35,360	2,075
Automotive technicians and repairers .....	16.01	15.00	641	600	40.0	33,345	31,200	2,083
Automotive body and related repairers .....	14.47	13.00	579	520	40.0	30,094	27,040	2,080
Automotive service technicians and mechanics .....	16.97	16.02	680	641	40.1	35,378	33,322	2,084
Bus and truck mechanics and diesel engine specialists ...	21.18	20.00	847	800	40.0	44,045	41,600	2,080
Heavy vehicle and mobile equipment service technicians and mechanics .....	19.60	20.41	815	816	41.6	42,390	42,442	2,163
Mobile heavy equipment mechanics, except engines .....	22.53	23.45	901	938	40.0	46,865	48,776	2,080
Heating, air conditioning, and refrigeration mechanics and installers .....	22.48	25.00	899	1,000	40.0	46,755	52,000	2,080
Industrial machinery installation, repair, and maintenance workers .....	20.03	17.60	800	678	39.9	41,326	35,248	2,063
Industrial machinery mechanics .....	22.10	20.06	900	802	40.7	46,799	41,725	2,118
Maintenance and repair workers, general .....	19.77	17.60	783	676	39.6	40,316	35,131	2,040
Line installers and repairers ...	32.39	32.94	1,296	1,318	40.0	67,367	68,515	2,080

See footnotes at end of table.



**Table 15**

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

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Installation, maintenance, and repair occupations</b> –Continued								
Electrical power-line installers and repairers	\$35.68	\$36.23	\$1,427	\$1,449	40.0	\$74,223	\$75,358	2,080
Telecommunications line installers and repairers	30.56	31.56	1,223	1,262	40.0	63,571	65,641	2,080
Miscellaneous installation, maintenance, and repair workers .....	17.75	18.47	695	739	39.2	36,149	38,413	2,037
Helpers--installation, maintenance, and repair workers .....	14.79	17.90	592	716	40.0	30,761	37,232	2,080
<b>Production occupations</b> .....	15.13	13.75	600	544	39.6	31,027	28,184	2,051
First-line supervisors/managers of production and operating workers .....	22.20	20.18	888	807	40.0	46,151	46,540	2,078
Electrical, electronics, and electromechanical assemblers .....	13.05	11.59	517	460	39.6	26,876	23,941	2,060
Electrical and electronic equipment assemblers ..	12.76	12.02	510	481	40.0	26,542	25,002	2,080
Miscellaneous assemblers and fabricators .....	11.13	10.40	444	414	39.8	23,026	21,549	2,068
Butchers and other meat, poultry, and fish processing workers .....	15.18	13.00	597	485	39.3	31,035	25,216	2,044
Butchers and meat cutters ..	15.18	13.00	597	485	39.3	31,035	25,216	2,044
Miscellaneous food processing workers .....	10.81	10.00	418	368	38.7	21,733	19,110	2,010
Machine tool cutting setters, operators, and tenders, metal and plastic .....	16.40	15.50	656	620	40.0	34,110	32,240	2,080
Grinding, lapping, polishing, and buffing machine tool setters, operators, and tenders, metal and plastic .....	16.91	13.96	676	558	40.0	35,170	29,037	2,080
Machinists .....	20.65	19.75	823	790	39.8	42,782	41,080	2,071

See footnotes at end of table.

Table 15

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

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Production occupations</b>								
–Continued								
Welding, soldering, and brazing workers .....	\$17.23	\$17.00	\$688	\$680	39.9	\$35,787	\$35,360	2,076
Welders, cutters, solderers, and brazers .....	17.23	17.00	688	680	39.9	35,787	35,360	2,076
Printers .....	15.15	16.00	606	640	40.0	31,504	33,280	2,080
Printing machine operators	16.23	16.00	649	640	40.0	33,759	33,280	2,080
Sewing machine operators .....	11.29	10.59	447	422	39.6	23,255	21,923	2,059
Miscellaneous textile, apparel, and furnishings workers .....	15.04	15.00	580	600	38.6	30,169	31,200	2,006
Crushing, grinding, polishing, mixing, and blending workers .....	16.09	16.71	641	650	39.8	32,094	30,857	1,995
Mixing and blending machine setters, operators, and tenders ..	14.33	13.48	567	539	39.6	29,509	28,038	2,059
Cutting workers .....	15.72	15.50	629	620	40.0	32,699	32,240	2,080
Cutting and slicing machine setters, operators, and tenders ..	15.38	15.25	615	610	40.0	31,990	31,720	2,080
Inspectors, testers, sorters, samplers, and weighers ....	17.55	18.15	688	774	39.2	35,362	37,752	2,015
Painting workers .....	13.21	12.00	529	480	40.0	27,485	24,960	2,080
Coating, painting, and spraying machine setters, operators, and tenders .....	13.09	12.00	524	480	40.0	27,231	24,960	2,080
Miscellaneous production workers .....	11.41	9.56	456	383	40.0	23,225	19,891	2,035
Helpers--production workers .....	11.34	10.00	454	400	40.0	23,589	20,800	2,080
<b>Transportation and material moving occupations</b> .....	14.31	12.50	585	499	40.9	29,855	25,480	2,086
First-line supervisors/managers of helpers, laborers, and material movers, hand .....	29.00	27.54	1,281	668	44.2	66,613	34,736	2,297

See footnotes at end of table.

Table 15

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

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Transportation and material moving occupations</b> –Continued								
First-line supervisors/managers of transportation and material-moving machine and vehicle operators .....	\$22.15	\$20.61	\$1,059	\$1,113	47.8	\$55,063	\$57,873	2,486
Driver/sales workers and truck drivers .....	16.07	15.00	667	630	41.5	33,576	32,867	2,090
Driver/sales workers .....	14.36	12.50	598	500	41.7	31,114	26,000	2,167
Truck drivers, heavy and tractor-trailer .....	17.86	16.66	761	716	42.6	37,400	37,856	2,094
Truck drivers, light or delivery services .....	13.15	12.00	517	460	39.3	26,820	23,920	2,039
Dredge, excavating, and loading machine operators	18.14	16.00	726	640	40.0	37,738	33,280	2,080
Industrial truck and tractor operators .....	16.86	16.05	673	640	39.9	34,992	33,280	2,075
Laborers and material movers, hand .....	10.65	10.00	423	400	39.8	21,738	20,800	2,041
Cleaners of vehicles and equipment .....	9.17	9.09	368	363	40.1	19,114	18,901	2,084
Laborers and freight, stock, and material movers, hand .....	10.79	10.00	429	400	39.8	21,944	20,800	2,035
Packers and packagers, hand .....	10.39	9.12	408	375	39.3	21,240	19,500	2,044

<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> 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.

<sup>4</sup> 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.