

RSE Table 15

**Private industry establishments with fewer than 100 workers: Relative standard errors of mean hourly, weekly, and annual earnings by occupation 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> .....	\$18.74	2.9%	\$743	2.9%	\$38,311	2.9%
<b>Management occupations</b> .....	33.26	4.8	1,384	5.5	71,947	5.5
General and operations managers .....	35.60	8.8	1,610	11.2	83,696	11.2
Marketing and sales managers .....	47.44	8.1	1,981	9.7	103,000	9.7
Sales managers .....	45.06	5.8	1,900	9.3	98,808	9.3
Financial managers .....	33.86	7.9	1,365	8.9	70,984	8.9
Industrial production managers .....	32.06	14.6	1,282	14.6	66,687	14.6
Construction managers .....	27.51	10.4	1,124	13.2	58,466	13.2
<b>Business and financial operations occupations</b> .....	27.91	7.1	1,129	7.6	57,379	7.6
Buyers and purchasing agents .....	23.94	18.4	946	18.4	49,206	18.4
Cost estimators .....	29.13	16.2	1,227	22.2	63,816	22.2
Human resources, training, and labor relations specialists .....	28.28	15.1	1,213	17.8	63,054	17.8
Accountants and auditors .....	27.37	10.9	1,119	11.8	58,187	11.8
Financial analysts and advisors .....	32.51	29.2	1,292	29.7	67,185	29.7
Loan counselors and officers .....	31.47	15.7	1,255	15.8	65,267	15.8
Loan officers .....	31.87	16.4	1,271	16.5	66,097	16.5
<b>Computer and mathematical science occupations</b> .....	33.55	8.9	1,362	10.0	70,823	10.0
Computer support specialists .....	27.12	8.4	1,082	8.3	56,246	8.3
Network and computer systems administrators .....	31.69	8.8	1,332	8.0	69,242	8.0
<b>Architecture and engineering occupations</b> ....	24.45	8.7	987	8.3	50,945	8.3
Engineers .....	29.38	15.7	1,189	13.8	61,841	13.8
Civil engineers .....	25.17	22.3	1,028	17.4	53,440	17.4
Drafters .....	19.69	8.2	768	6.6	39,913	6.6
Engineering technicians, except drafters .....	23.16	9.3	926	9.3	48,171	9.3
<b>Life, physical, and social science occupations</b>	25.71	16.0	1,049	17.4	54,563	17.4
<b>Community and social services occupations</b>	17.13	6.0	676	7.5	35,135	7.5
Counselors .....	18.96	16.3	727	20.1	37,821	20.1
Miscellaneous community and social service specialists .....	15.69	8.9	628	8.9	32,635	8.9
<b>Legal occupations</b> .....	31.71	10.0	1,244	9.0	64,665	9.0
Lawyers .....	48.04	14.2	1,905	14.3	99,036	14.3
Paralegals and legal assistants .....	19.95	8.1	773	6.6	40,185	6.6

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 by occupation 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>	\$19.33	14.2%	\$760	14.3%	\$33,665	14.3%
Primary, secondary, and special education school teachers .....	24.16	13.5	966	13.5	38,737	13.5
<b>Arts, design, entertainment, sports, and media occupations</b> .....	18.81	9.7	710	7.9	36,904	7.9
Designers .....	14.80	6.6	585	6.6	30,400	6.6
Graphic designers .....	14.76	10.9	589	11.0	30,611	11.0
Writers and editors .....	19.30	15.5	772	15.5	40,142	15.5
<b>Healthcare practitioner and technical occupations</b> .....	32.07	16.9	1,258	17.0	65,421	17.0
Registered nurses .....	25.49	6.7	985	6.7	51,233	6.7
Licensed practical and licensed vocational nurses .....	16.60	3.1	644	3.3	33,469	3.3
<b>Healthcare support occupations</b> .....	13.43	6.5	504	7.2	26,229	7.2
Nursing, psychiatric, and home health aides	10.25	4.6	392	4.6	20,403	4.6
Home health aides .....	10.30	6.2	401	6.0	20,855	6.0
Nursing aides, orderlies, and attendants ....	10.23	6.1	388	5.3	20,171	5.3
Miscellaneous healthcare support occupations .....	15.57	7.6	580	9.3	30,140	9.3
Dental assistants .....	15.96	10.6	584	13.6	30,349	13.6
Medical assistants .....	14.96	4.7	598	4.7	31,108	4.7
<b>Protective service occupations</b> .....	9.09	9.7	364	9.7	18,915	9.7
<b>Food preparation and serving related occupations</b> .....	9.16	6.5	349	8.1	18,123	8.1
First-line supervisors/managers, food preparation and serving workers .....	13.08	8.6	544	10.6	28,277	10.6
First-line supervisors/managers of food preparation and serving workers .....	12.92	10.1	533	11.8	27,706	11.8
Cooks .....	10.04	3.3	386	3.4	20,073	3.4
Cooks, restaurant .....	10.41	2.5	393	2.5	20,445	2.5
Food preparation workers .....	8.97	3.2	335	3.9	17,421	3.9
Food service, tipped .....	5.05	12.9	179	17.3	9,283	17.3
Bartenders .....	7.25	20.4	261	29.8	13,554	29.8
Waiters and waitresses .....	4.14	8.9	146	11.1	7,587	11.1
Fast food and counter workers .....	8.95	6.7	343	7.6	17,698	7.6
Combined food preparation and serving workers, including fast food .....	8.95	6.7	343	7.6	17,698	7.6

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 by occupation 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>Building and grounds cleaning and maintenance occupations</b> .....	\$11.02	5.0%	\$434	5.4%	\$21,722	5.4%
Building cleaning workers .....	10.44	9.7	401	10.1	20,842	10.1
Janitors and cleaners, except maids and housekeeping cleaners .....	11.55	11.8	452	12.6	23,490	12.6
Maids and housekeeping cleaners .....	9.64	7.2	365	6.6	18,983	6.6
Grounds maintenance workers .....	11.81	7.9	491	8.8	22,815	8.8
Landscaping and groundskeeping workers .....	11.40	7.2	482	10.5	21,404	10.5
<b>Personal care and service occupations</b> .....	10.91	3.6	415	3.3	21,564	3.3
<b>Sales and related occupations</b> .....	20.25	9.7	814	9.6	42,303	9.6
First-line supervisors/managers, sales workers .....	19.84	12.3	819	11.6	42,595	11.6
First-line supervisors/managers of retail sales workers .....	16.84	7.0	700	6.3	36,376	6.3
First-line supervisors/managers of non-retail sales workers .....	27.78	28.4	1,128	28.7	58,637	28.7
Retail sales workers .....	13.71	7.8	544	8.4	28,263	8.4
Cashiers, all workers .....	9.73	2.6	379	3.5	19,688	3.5
Cashiers .....	9.73	2.6	379	3.5	19,688	3.5
Counter and rental clerks and parts salespersons .....	16.00	7.3	638	7.4	33,186	7.4
Counter and rental clerks .....	12.40	10.6	491	10.9	25,518	10.9
Parts salespersons .....	17.15	6.0	686	6.0	35,674	6.0
Retail salespersons .....	15.52	14.7	622	16.2	32,352	16.2
Securities, commodities, and financial services sales agents .....	98.10	28.1	4,041	24.5	210,157	24.5
Sales representatives, wholesale and manufacturing .....	25.37	11.7	1,051	11.5	54,637	11.5
Sales representatives, wholesale and manufacturing, except technical and scientific products .....	24.60	14.4	1,024	14.0	53,244	14.0
<b>Office and administrative support occupations</b> .....	15.21	1.8	602	1.8	31,234	1.8
First-line supervisors/managers of office and administrative support workers .....	19.99	5.8	794	5.9	41,276	5.9
Financial clerks .....	13.61	3.6	538	3.6	27,951	3.6
Billing and posting clerks and machine operators .....	11.67	4.8	462	5.1	24,004	5.1
Bookkeeping, accounting, and auditing clerks .....	14.15	5.4	558	5.5	29,037	5.5

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 by occupation 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>Office and administrative support occupations –Continued</b>						
Tellers .....	\$11.53	3.5%	\$451	3.4%	\$23,456	3.4%
Customer service representatives .....	16.67	5.8	662	5.5	33,842	5.5
Loan interviewers and clerks .....	15.08	5.1	597	5.1	31,024	5.1
New accounts clerks .....	12.99	8.3	516	8.8	26,815	8.8
Order clerks .....	15.31	5.0	610	5.1	31,740	5.1
Receptionists and information clerks .....	12.56	4.4	492	4.7	25,563	4.7
Dispatchers .....	15.95	6.0	642	6.2	33,401	6.2
Dispatchers, except police, fire, and ambulance .....	15.95	6.0	642	6.2	33,401	6.2
Production, planning, and expediting clerks .....	20.14	8.2	806	8.2	41,898	8.2
Shipping, receiving, and traffic clerks .....	13.86	4.8	543	4.9	28,262	4.9
Stock clerks and order fillers .....	13.94	8.4	558	8.4	29,000	8.4
Secretaries and administrative assistants .....	16.74	4.3	654	4.5	33,904	4.5
Executive secretaries and administrative assistants .....	19.09	7.6	756	7.4	39,321	7.4
Legal secretaries .....	15.68	5.9	623	5.3	32,372	5.3
Medical secretaries .....	14.73	2.1	548	3.8	28,479	3.8
Secretaries, except legal, medical, and executive .....	16.42	8.3	635	8.7	32,591	8.7
Insurance claims and policy processing clerks .....	16.74	8.9	666	9.3	34,609	9.3
Office clerks, general .....	14.17	2.1	562	2.1	29,084	2.1
<b>Construction and extraction occupations .....</b>	<b>20.80</b>	<b>4.6</b>	<b>824</b>	<b>4.7</b>	<b>41,092</b>	<b>4.7</b>
First-line supervisors/managers of construction trades and extraction workers .....	26.08	11.2	1,033	10.7	53,102	10.7
Carpenters .....	21.05	10.3	842	10.3	43,790	10.3
Cement masons, concrete finishers, and terrazzo workers .....	20.26	12.3	811	12.3	39,619	12.3
Cement masons and concrete finishers .....	20.26	12.3	811	12.3	39,619	12.3
Construction laborers .....	22.48	12.4	899	12.4	42,633	12.4
Construction equipment operators .....	29.06	6.7	1,163	6.7	58,036	6.7
Operating engineers and other construction equipment operators .....	29.06	6.7	1,163	6.7	58,036	6.7
Electricians .....	17.20	5.9	688	5.9	35,776	5.9
Pipelayers, plumbers, pipefitters, and steamfitters .....	21.34	10.2	784	15.0	40,745	15.0
Plumbers, pipefitters, and steamfitters .....	22.21	11.1	878	10.6	45,655	10.6
Helpers, construction trades .....	15.53	7.1	621	7.1	29,274	7.1

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 by occupation 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>Installation, maintenance, and repair occupations</b> .....	\$20.00	3.6%	\$805	3.7%	\$41,838	3.7%
First-line supervisors/managers of mechanics, installers, and repairers .....	25.18	7.7	1,069	10.4	55,581	10.4
Miscellaneous electrical and electronic equipment mechanics, installers, and repairers .....	20.21	24.9	808	24.9	42,030	24.9
Automotive technicians and repairers .....	19.41	4.4	779	4.3	40,531	4.3
Automotive body and related repairers .....	21.18	2.0	847	2.0	44,044	2.0
Automotive service technicians and mechanics .....	19.34	5.3	778	5.3	40,465	5.3
Bus and truck mechanics and diesel engine specialists .....	19.85	9.2	794	9.2	41,278	9.2
Heavy vehicle and mobile equipment service technicians and mechanics .....	20.43	6.4	817	6.4	42,493	6.4
Mobile heavy equipment mechanics, except engines .....	20.94	8.8	837	8.8	43,549	8.8
Heating, air conditioning, and refrigeration mechanics and installers .....	21.28	21.1	851	21.1	44,268	21.1
Industrial machinery installation, repair, and maintenance workers .....	18.00	6.7	720	6.7	37,432	6.7
Industrial machinery mechanics .....	19.35	7.5	774	7.5	40,249	7.5
Maintenance and repair workers, general ..	17.96	11.5	718	11.5	37,354	11.5
Miscellaneous installation, maintenance, and repair workers .....	17.16	10.3	687	10.3	35,699	10.3
<b>Production occupations</b> .....	15.67	5.5	623	5.4	32,417	5.4
First-line supervisors/managers of production and operating workers .....	22.11	14.8	889	14.9	46,224	14.9
Butchers and other meat, poultry, and fish processing workers .....	15.43	12.1	596	10.8	31,008	10.8
Forming machine setters, operators, and tenders, metal and plastic .....	13.41	17.1	536	17.1	27,895	17.1
Machine tool cutting setters, operators, and tenders, metal and plastic .....	16.63	8.7	658	8.6	34,202	8.6
Cutting, punching, and press machine setters, operators, and tenders, metal and plastic .....	14.44	13.5	565	12.9	29,396	12.9
Welding, soldering, and brazing workers .....	16.57	7.1	663	7.1	34,475	7.1
Welders, cutters, solderers, and brazers .....	15.69	7.8	628	7.8	32,636	7.8
Welding, soldering, and brazing machine setters, operators, and tenders .....	17.97	6.7	719	6.7	37,373	6.7

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 by occupation 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>Production occupations –Continued</b>						
Inspectors, testers, sorters, samplers, and weighers .....	\$17.37	9.6%	\$681	11.0%	\$35,413	11.0%
Miscellaneous production workers .....	14.45	8.4	578	8.4	30,058	8.4
<b>Transportation and material moving occupations .....</b>						
Driver/sales workers and truck drivers .....	15.92	8.3	635	9.1	32,674	9.1
Driver/sales workers .....	15.87	3.8	655	4.3	33,942	4.3
Truck drivers, heavy and tractor-trailer .....	14.02	7.5	589	9.2	30,609	9.2
Truck drivers, light or delivery services .....	16.99	4.8	708	5.5	36,615	5.5
Dredge, excavating, and loading machine operators .....	13.71	7.0	546	7.0	28,410	7.0
Industrial truck and tractor operators .....	22.50	16.3	826	22.6	39,120	22.6
Laborers and material movers, hand .....	13.87	3.6	554	3.7	28,805	3.7
Cleaners of vehicles and equipment .....	11.35	11.7	439	12.7	22,804	12.7
Laborers and freight, stock, and material movers, hand .....	11.33	9.3	453	9.3	23,572	9.3
	10.79	12.9	415	13.9	21,578	13.9

<sup>1</sup> The NCS uses the 2000 Standard Occupational Classification coding structure, which defines more than 800 unique occupations, to match jobs sampled by the survey. Military occupations are excluded from the survey.

<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, weighted 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 chapter 8 of the BLS Handbook of

Methods, at [http://www.bls.gov/opub/hom/homch8\\_a.htm](http://www.bls.gov/opub/hom/homch8_a.htm).

<sup>4</sup> Mean weekly earnings are based on the straight-time weekly wages or salaries paid to employees, exclusive of overtime.

<sup>5</sup> Mean annual earnings are based on the straight-time annual wages or salaries paid to employees, exclusive of overtime.

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

SOURCE: Bureau of Labor Statistics, National Compensation Survey.