

# MAINE STATE LEGISLATURE

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# LABOR

20 Union Street — Augusta, Maine 04330

BUREAU OF EMPLOYMENT SECURITY

Division of Economic Analysis and Research

1981

# Maine Occupational Wages

IN SELECTED  
NONMANUFACTURING  
INDUSTRIES

Including:

Portland SMSA, Lewiston - Auburn SMSA,  
Bangor - Brewer LMA and  
Biddeford - Sanford LMA

Market Information



1981 Maine Occupational Wages in Selected Nonman-  
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1981 MAINE OCCUPATIONAL WAGES  
IN  
SELECTED NONMANUFACTURING INDUSTRIES

DIVISION OF ECONOMIC ANALYSIS AND RESEARCH  
Ray A. Fongemie, Director

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A Publication Series Developed by the Occupational Outlook and Job Information Section  
Ronald R. Leonard, Chief

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## PREFACE

We wish to express our thanks to the many employers who cooperated with us by filling out the survey forms that supplied the necessary wage data on which the figures presented herein are based. This publication would not have been possible without their support.



# TABLE OF CONTENTS

|   | PAGE  |
|---|---|
| Introduction.....   | 1   |
| Definitions.....  | 3   |
| Tables:        Low, Average, Median, Middle Range, and<br>High Salary and Wage Rates by Occupation. |   |
| Standard Industrial<br>Classification   | Industry Title                                  |
| 50-89   | Nonmanufacturing..... 5                         |
| 50  | Wholesale Trade--Durable Goods..... 8           |
| 51  | Wholesale Trade--Nondurable Goods..... 9        |
| 52  | Building Materials and Garden Supplies..... 10  |
| 53  | General Merchandise Stores..... 11              |
| 54  | Food Stores..... 12                             |
| 55  | Automotive Dealers and Service Stations..... 13 |
| 56  | Apparel and Accessory Stores..... 14            |
| 57  | Furniture and Home Furnishings Stores..... 15   |
| 58  | Eating and Drinking Places..... 16              |
| 59  | Miscellaneous Retail..... 17                    |
| 60  | Banking..... 18                                 |
| 63  | Insurance Carriers..... 19                      |
| 64  | Insurance Agents, Brokers, and Service..... 20  |
| 70  | Hotels and Other Lodging Places..... 21         |
| 72  | Personal Services..... 22                       |
| 75  | Auto Repair, Services, and Garages..... 23      |
| 79  | Amusement and Recreation Services..... 24       |
| 80  | Health Services..... 25                         |
| 81  | Legal Services..... 26                          |
| 83  | Social Services..... 27                         |
| 86  | Membership Organizations..... 28                |
| 89  | Miscellaneous Services..... 29                  |
| Portland SMSA.....  | 30  |
| Lewiston-Auburn SMSA.....   | 33  |
| Bangor-Brewer LMA.....  | 35  |
| Biddeford-Sanford LMA.....  | 37  |
| Occupational Descriptions.....  | 39  |





## INTRODUCTION

This publication is the second report covering occupational wages of selected nonmanufacturing establishments. Wage surveys are conducted annually, alternating between manufacturing firms one year and nonmanufacturing firms the next. Last year our wage publication covered manufacturing establishments. Included in this report are tables that show the low, average, median, middle range, and high wage and salary rates for selected jobs in all surveyed nonmanufacturing industries statewide as well as in The Standard Metropolitan Statistical Areas (SMSAs) of Portland and Lewiston-Auburn and the Labor Market Areas (LMAs) of Bangor-Brewer and Biddeford-Sanford. Statewide occupational wage and salary rates are likewise presented for each two-digit nonmanufacturing Standard Industrial Classification (SIC) code surveyed. (A supplement of wage data by county is available on request.)

All information was tabulated from the results of the occupational wage survey which requested basic wage data for the week ending July 18, 1981, of selected nonmanufacturing establishments in the state of Maine.

The occupations chosen were judged to be common and/or important to their industry. Job descriptions were written for each occupation and mailed with the survey forms to insure that the employers would include only employees who properly fit the definitions. Each two-digit SIC code surveyed had a unique list of occupations; however, some of these occupations occurred in more than one industry group.

Information for the survey was collected by a combination of initial and follow-up mailings to 1,276 nonmanufacturing establishments. There were 726 usable responses, or 56.9 percent, collected in this manner. These survey forms contained wage data for 25,890 workers. Of these employees, only 3,207 were in the professional, technical, and managerial category. Salaries for this category of workers were not provided by some employers due to company policy against releasing this information.

Wage rates for some employees were reported below the \$3.35 per hour minimum wage required for regular employees. These wage rates were paid to students under 19 years of age or service employees who customarily and regularly receive more than \$20.00 per month in tips. The minimum wage for students under 19 is 75 percent of that for regular employees, or \$2.51 per hour in 1981. In addition, an employer in 1981 could not pay less than \$1.68 per hour to a regularly tipped employee, or \$1.26 per hour to a student under 19 years of age, and must have paid enough above these figures so as to bring the total of tips, wages, and board or lodging (where furnished) up to the minimum wage.

The data from all establishments have been kept strictly confidential and have not been published in any manner that will permit individual firm identification. Not all occupations surveyed are listed in the publication because, if less than three firms reported data for an occupation, it was omitted to prevent any chance of firm identification.

When applying information from this survey to a particular occupation, interpret the survey material in the light of the following factors:

How close does the job in question match the occupational description of the one used in the survey?

Is the appropriate industry included in the survey?

Is the industry in question higher paying or lower paying than most industries?

## DEFINITIONS

AVERAGE WAGE - This is the weighted average wage paid to workers in a selected occupation. It is computed by multiplying the number of workers by the wage rate received and dividing the sum of the resulting products by the total number of workers.

MEDIAN WAGE - This is the wage of a worker that neither exceeds nor is exceeded by more than half of the total number of workers. It can be said that half of the workers receive more than the median wage and half of the workers receive less than the median wage.

MIDDLE RANGE - This is defined by two rates of pay: a fourth of the workers earn the same or less than the lower of these rates, and a fourth earn the same or more than the higher rate.

STANDARD METROPOLITAN STATISTICAL AREA (SMSA) - This is an area, consisting of a group of contiguous cities and towns, which contains at least one central city of 50,000 inhabitants or more, or "twin cities" with a combined population of at least 50,000. In addition, contiguous cities and towns are included in an SMSA if, according to certain criteria, they are socially and economically integrated with the central city.

LABOR MARKET AREA (LMA) - This is an area consisting of a central city or cities and the surrounding territory within commuting distance. It is an economically integrated geographical unit within which workers may readily change jobs without changing their places of residence.



# SELECTED NONMANUFACTURING INDUSTRIES - COMBINED

## OCCUPATIONAL WAGE RATES

| OCCUPATION   | NO. OF<br>WORKERS | ANNUAL GROSS SALARY |          |          |              |          |          |
|--|-------------------|---------------------|----------|----------|--------------|----------|----------|
|  |                   | LOW                 | AVERAGE  | MEDIAN   | MIDDLE RANGE |          | HIGH     |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                   |                     |          |          |              |          |          |
| Accountant   | 143               | \$ 8,164            | \$17,365 | \$15,850 | \$13,750     | \$20,000 | \$40,000 |
| Auditor  | 81                | 8,840               | 19,287   | 21,275   | 17,340       | 21,275   | 39,400   |
| Branch Bank Manager  | 159               | 9,249               | 16,713   | 16,100   | 13,728       | 19,558   | 32,032   |
| Buyer  | 173               | 7,020               | 17,859   | 16,640   | 12,480       | 21,500   | 52,000   |
| Caseworker   | 214               | 6,760               | 13,048   | 12,000   | 9,750        | 16,428   | 24,350   |
| Civil Engineer   | 27                | 14,020              | 22,558   | 20,675   | 18,500       | 27,000   | 39,000   |
| Community Organization Worker                                  | 47                | 9,006               | 13,757   | 13,000   | 10,088       | 16,023   | 30,088   |
| Controller   | 99                | 10,470              | 25,723   | 25,354   | 19,051       | 30,500   | 52,000   |
| Dietitian and/or Nutritionist                                  | 30                | 7,195               | 15,452   | 13,624   | 10,920       | 20,800   | 26,146   |
| Director, Food and Beverage<br>and/or Manager, Catering        | 33                | 7,000               | 14,748   | 14,323   | 10,452       | 18,070   | 24,000   |
| Drafter  | 51                | 9,776               | 18,573   | 20,717   | 16,000       | 20,717   | 27,872   |
| Electrical Engineer  | 6                 | 19,250              | 26,387   | 23,950   | 21,000       | 27,675   | 42,500   |
| Electronic Technician  | 13                | 9,100               | 14,784   | 15,600   | 11,700       | 18,200   | 19,560   |
| Group Recreation Worker  | 13                | 7,322               | 10,813   | 10,500   | 9,492        | 11,912   | 15,000   |
| Lawyer   | 37                | 14,000              | 27,230   | 24,000   | 21,670       | 28,000   | 56,000   |
| Licensed Practical Nurse                                       | 216               | 7,904               | 10,939   | 10,816   | 9,984        | 11,513   | 15,413   |
| Manager, Automobile Parts<br>Department                        | 35                | 8,200               | 15,617   | 14,300   | 13,500       | 19,500   | 25,100   |
| Manager, Automobile Service<br>Department                      | 45                | 9,528               | 16,450   | 16,000   | 12,870       | 18,761   | 30,000   |
| Manager, Hotel or Other Lodging<br>Place                       | 44                | 7,000               | 17,924   | 17,000   | 13,463       | 23,900   | 32,240   |
| Manager, Merchandise   | 93                | 9,880               | 18,841   | 16,360   | 14,910       | 22,282   | 40,000   |
| Manager, Restaurant, Coffee Shop,<br>or Liquor Establishment   | 160               | 8,200               | 14,580   | 13,520   | 11,600       | 16,440   | 40,000   |
| Manager, Store   | 273               | 7,280               | 20,412   | 19,760   | 15,600       | 25,220   | 48,547   |
| Manual-Arts, Music, and/or<br>Recreational Therapist           | 42                | 7,176               | 10,966   | 8,944    | 8,112        | 14,000   | 19,500   |
| Medical Laboratory Assistant                                   | 22                | 7,946               | 13,105   | 12,563   | 11,544       | 15,184   | 21,008   |
| Office Manager   | 315               | 7,280               | 14,737   | 13,000   | 10,400       | 16,692   | 40,000   |
| Paralegal Personnel  | 23                | 9,360               | 12,292   | 11,960   | 10,660       | 13,624   | 17,680   |
| Personnel Manager  | 90                | 7,800               | 18,557   | 18,106   | 13,000       | 23,291   | 36,500   |
| Pharmacist   | 8                 | 18,200              | 22,916   | 23,143   | 21,795       | 23,450   | 28,355   |
| Physician and/or Surgeon                                       | 37                | 18,500              | 54,370   | 49,320   | 32,000       | 72,800   | 99,999   |
| Professional Nurse   | 390               | 7,072               | 13,535   | 13,104   | 12,272       | 14,518   | 22,464   |
| Psychologist   | 18                | 10,400              | 23,144   | 24,431   | 20,618       | 27,025   | 30,672   |
| Surveyor   | 14                | 11,440              | 18,078   | 17,472   | 13,000       | 20,072   | 26,000   |
| Teacher, Preschool or Kindergarten                             | 89                | 7,644               | 9,986    | 9,984    | 9,054        | 10,855   | 14,165   |
| Underwriter  | 53                | 9,932               | 17,149   | 15,689   | 12,480       | 18,142   | 39,321   |
| Vocational and Educational Counselor                           | 38                | 8,320               | 10,732   | 10,493   | 9,152        | 11,960   | 15,981   |
| Wholesaler   | 29                | 13,780              | 27,709   | 26,000   | 18,400       | 32,600   | 59,999   |

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>HOURLY WAGE RATES</u> |                |               |                     |        |             |
|--|---------------------------|--------------------------|----------------|---------------|---------------------|--------|-------------|
|  |                           | <u>LOW</u>               | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |        | <u>HIGH</u> |
| <u>SERVICE OCCUPATIONS</u>   |                           |                          |                |               |                     |        |             |
| Baker, Bread and/or Pastry   | 28                        | \$3.35                   | \$4.51         | \$4.00        | \$3.60              | \$4.88 | \$8.75      |
| Bartender  | 324                       | 2.60                     | 3.74           | 3.60          | 3.35                | 4.00   | 6.50        |
| Bellhop, Baggage Porter,<br>Doorkeeper, and/or Room<br>Service Attendant | 73                        | 2.78                     | 3.51           | 3.35          | 3.35                | 3.45   | 5.38        |

| OCCUPATION   | NO. OF<br>WORKERS | HOURLY WAGE RATES |         |        |              |        |         |
|--|-------------------|-------------------|---------|--------|--------------|--------|---------|
|  |                   | LOW               | AVERAGE | MEDIAN | MIDDLE RANGE |        | HIGH    |
| Butcher and/or Meat Cutter   | 144               | \$3.35            | \$7.80  | \$8.48 | \$5.90       | \$9.75 | \$14.18 |
| Child Care Worker  | 81                | 3.35              | 4.40    | 4.30   | 3.48         | 4.86   | 8.13    |
| Cook, Institution  | 198               | 3.35              | 4.31    | 4.20   | 3.75         | 4.65   | 7.00    |
| Cook, Restaurant   | 396               | 2.00              | 4.60    | 4.05   | 3.70         | 5.00   | 15.50   |
| Cook, Short Order and/or<br>Specialty Fast Foods                   | 317               | 2.40              | 3.59    | 3.50   | 3.35         | 3.70   | 6.25    |
| Counter Attendant, Lunchroom,<br>Coffee Shop, or Cafeteria         | 255               | 2.01              | 3.35    | 3.35   | 3.10         | 3.50   | 6.80    |
| Dining Room Attendant, Bartender<br>Helper, or Cafeteria Attendant | 102               | 2.01              | 3.34    | 3.35   | 2.86         | 3.50   | 6.25    |
| Food Preparation and Service<br>Worker, Fast-Food Restaurant       | 972               | 2.55              | 3.53    | 3.40   | 3.35         | 3.55   | 5.95    |
| Guard, Patroller, or Doorkeeper                                    | 78                | 2.10              | 4.41    | 4.49   | 3.50         | 5.48   | 6.49    |
| Hostess/Host, Restaurant,<br>Lounge, or Coffee Shop                | 120               | 2.01              | 3.88    | 3.75   | 3.48         | 4.00   | 7.50    |
| Housecleaner   | 64                | 3.35              | 3.78    | 3.75   | 3.50         | 3.95   | 4.75    |
| Housekeeper  | 225               | 3.35              | 3.93    | 3.72   | 3.50         | 4.10   | 7.75    |
| Janitor, Porter, or Cleaner  | 491               | 3.00              | 4.41    | 3.85   | 3.40         | 5.00   | 11.50   |
| Kitchen Helper   | 708               | 2.16              | 3.51    | 3.38   | 3.35         | 3.60   | 5.55    |
| Maid   | 461               | 2.40              | 3.46    | 3.35   | 3.35         | 3.50   | 5.00    |
| Medical Assistant  | 13                | 4.00              | 5.13    | 4.39   | 4.21         | 4.97   | 10.00   |
| Nurse Aide and/or Orderly  | 1,780             | 3.35              | 3.90    | 3.82   | 3.55         | 4.23   | 5.10    |
| Pantry, Sandwich, and/or Coffee<br>Maker                           | 19                | 3.35              | 3.61    | 3.38   | 3.35         | 3.75   | 5.00    |
| Recreation Facility Attendant                                      | 139               | 2.55              | 2.85    | 2.60   | 2.60         | 3.35   | 4.75    |
| Social Service Aide  | 169               | 3.35              | 3.90    | 3.78   | 3.59         | 4.08   | 6.38    |
| Store Detective  | 58                | 3.35              | 4.15    | 4.08   | 3.75         | 4.45   | 5.45    |
| Waiter/Waitress  | 1,704             | 1.26              | 2.22    | 2.01   | 2.01         | 2.10   | 4.42    |
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u>                  |                   |                   |         |        |              |        |         |
| Alteration Tailor  | 32                | 3.35              | 4.23    | 4.23   | 3.80         | 4.24   | 6.05    |
| Auto/Truck Mechanic  | 426               | 3.45              | 6.24    | 6.30   | 5.25         | 7.35   | 10.20   |
| Bagger   | 420               | 2.51              | 3.53    | 3.45   | 3.45         | 3.60   | 6.13    |
| Baker  | 49                | 3.25              | 5.55    | 5.65   | 4.00         | 7.00   | 10.50   |
| Body Repairer, Automotive  | 58                | 3.35              | 5.79    | 5.50   | 5.00         | 7.15   | 8.00    |
| Bus Driver   | 69                | 3.35              | 3.97    | 4.01   | 4.01         | 4.01   | 4.86    |
| Carpenter  | 46                | 3.35              | 4.59    | 4.34   | 4.20         | 4.90   | 7.50    |
| Diesel Mechanic  | 25                | 5.50              | 7.85    | 8.35   | 6.53         | 9.08   | 9.50    |
| Doughnut Maker and/or Doughnut<br>Machine Operator                 | 9                 | 4.00              | 4.56    | 4.40   | 4.00         | 5.00   | 5.90    |
| Folder, Laundry  | 35                | 3.35              | 3.49    | 3.55   | 3.35         | 3.55   | 4.00    |
| Fuel Pump Attendant and/or<br>Lubricator                           | 38                | 3.00              | 3.84    | 3.55   | 3.35         | 4.25   | 5.50    |
| Gardener, Groundskeeper  | 46                | 3.00              | 4.01    | 3.50   | 3.35         | 4.00   | 8.60    |
| Industrial Truck Operator  | 70                | 3.35              | 5.41    | 5.00   | 4.55         | 6.20   | 10.01   |
| Laundry Operator, Small Estab-<br>lishment                         | 56                | 3.25              | 3.61    | 3.50   | 3.35         | 3.75   | 4.55    |
| Laundry Presser, Machine   | 82                | 3.35              | 3.60    | 3.45   | 3.35         | 3.75   | 4.60    |
| Maintenance Repairer, General<br>Utility                           | 335               | 3.25              | 5.35    | 4.81   | 3.75         | 6.50   | 12.85   |
| Oil Burner Installer and Servicer                                  | 35                | 4.00              | 6.48    | 6.40   | 5.95         | 7.38   | 7.86    |
| Order Filler   | 292               | 3.35              | 5.08    | 4.85   | 4.00         | 6.16   | 12.10   |
| Painter, Automotive  | 20                | 3.35              | 4.90    | 4.15   | 3.35         | 6.25   | 8.65    |
| Presser, Machine   | 23                | 3.35              | 3.87    | 3.55   | 3.45         | 3.55   | 8.15    |
| Production Packager  | 230               | 3.35              | 5.06    | 4.15   | 3.45         | 6.96   | 9.75    |
| Stock Clerk, Sales Floor   | 1,030             | 2.84              | 4.50    | 4.15   | 3.52         | 5.30   | 9.38    |
| Surveyor Helper  | 17                | 3.75              | 5.13    | 5.00   | 4.00         | 6.05   | 6.55    |
| Television, Radio, and/or Tape<br>Recorder Servicer and Repairer   | 12                | 5.00              | 7.07    | 6.80   | 6.15         | 7.34   | 10.89   |
| Tire Fabricator and/or Repairer                                    | 44                | 3.55              | 4.72    | 4.75   | 4.34         | 4.75   | 7.20    |
| Truck Driver, Heavy  | 220               | 3.35              | 5.20    | 4.90   | 4.40         | 5.50   | 12.00   |
| Truck Driver, Light  | 175               | 3.50              | 4.82    | 4.60   | 4.06         | 5.35   | 7.72    |
| Truck Driver, Tractor-Trailer                                      | 136               | 4.40              | 7.28    | 6.35   | 6.24         | 9.20   | 11.19   |
| Vehicle Cleaner  | 50                | 2.64              | 4.05    | 3.80   | 3.35         | 4.50   | 7.21    |
| Washer, Machine and/or Starcher                                    | 86                | 3.35              | 3.76    | 3.68   | 3.55         | 3.90   | 4.95    |

| OCCUPATION  | NO. OF<br>WORKERS | LOW    | AVERAGE | HOURLY WAGE RATES |              |        |         |
|---|-------------------|--------|---------|-------------------|--------------|--------|---------|
|   |                   |        |         | MEDIAN            | MIDDLE RANGE | HIGH   |         |
| <u>CLERICAL OCCUPATIONS</u>                               |                   |        |         |                   |              |        |         |
| Accounting Clerk  | 301               | \$3.35 | \$4.76  | \$4.50            | \$4.13       | \$5.26 | \$12.98 |
| Bookkeeper, Hand  | 294               | 3.35   | 4.85    | 4.62              | 4.09         | 5.37   | 9.09    |
| Bookkeeping or Billing Machine Operator                   | 37                | 3.50   | 4.41    | 4.36              | 3.95         | 4.78   | 6.00    |
| Cashier   | 1,611             | 2.60   | 4.13    | 3.75              | 3.45         | 4.75   | 9.00    |
| Checking Clerk, Bank Records                              | 67                | 3.35   | 4.23    | 4.00              | 3.75         | 4.50   | 6.73    |
| Claim Adjuster  | 44                | 4.23   | 9.31    | 9.70              | 8.24         | 9.70   | 13.79   |
| Claims Clerk  | 31                | 3.66   | 5.66    | 5.50              | 4.82         | 6.34   | 9.81    |
| Collector   | 42                | 3.75   | 5.35    | 4.89              | 4.66         | 5.50   | 13.75   |
| Computer Operator   | 150               | 3.48   | 5.38    | 5.11              | 4.45         | 6.00   | 10.25   |
| Credit Clerk  | 50                | 3.51   | 4.80    | 4.58              | 4.10         | 5.23   | 7.84    |
| Desk Clerk  | 161               | 3.35   | 3.81    | 3.75              | 3.50         | 4.00   | 5.60    |
| File Clerk  | 107               | 3.35   | 3.84    | 3.75              | 3.50         | 4.08   | 5.42    |
| General Clerk   | 712               | 3.30   | 4.31    | 4.20              | 3.75         | 4.60   | 10.43   |
| Insurance Clerk, Medical                                  | 16                | 3.61   | 4.26    | 4.04              | 3.82         | 4.24   | 7.69    |
| Keypunch Operator   | 163               | 3.37   | 4.69    | 4.75              | 4.27         | 5.12   | 6.75    |
| Marking Clerk   | 73                | 3.35   | 3.96    | 3.83              | 3.50         | 4.40   | 5.38    |
| Messenger   | 22                | 3.35   | 4.32    | 4.18              | 3.88         | 4.89   | 5.40    |
| New Accounts Teller                                       | 91                | 3.50   | 4.72    | 4.77              | 4.18         | 5.32   | 6.15    |
| Order Clerk   | 70                | 3.35   | 5.17    | 4.80              | 4.50         | 6.25   | 7.75    |
| Policy Change Clerk                                       | 20                | 4.00   | 4.91    | 4.94              | 4.41         | 5.28   | 6.15    |
| Proof Machine Operator                                    | 22                | 3.50   | 4.06    | 3.97              | 3.70         | 4.50   | 4.92    |
| Rater   | 86                | 3.87   | 5.46    | 5.50              | 4.90         | 5.67   | 8.52    |
| Receptionist  | 145               | 3.35   | 4.10    | 4.00              | 3.72         | 4.32   | 6.60    |
| Secretary   | 567               | 3.35   | 5.03    | 4.88              | 4.15         | 5.73   | 10.00   |
| Shipping and Receiving Clerk                              | 227               | 3.35   | 4.85    | 4.40              | 3.95         | 5.35   | 10.01   |
| Shipping Packer   | 119               | 3.35   | 5.44    | 4.70              | 3.75         | 7.70   | 8.92    |
| Statement Clerk   | 37                | 3.35   | 3.90    | 3.79              | 3.62         | 4.18   | 5.30    |
| Stenographer  | 22                | 4.50   | 4.94    | 5.06              | 4.68         | 5.08   | 5.44    |
| Stock Clerk, Stockroom, Warehouse, or Storage Yard        | 323               | 3.35   | 4.50    | 4.30              | 3.50         | 5.00   | 8.75    |
| Switchboard Operator/Receptionist                         | 152               | 3.35   | 4.20    | 4.13              | 3.77         | 4.52   | 6.45    |
| Teacher Aide and/or Educational Assistant                 | 61                | 3.35   | 3.79    | 3.80              | 3.48         | 4.00   | 4.81    |
| Teller  | 1,044             | 3.35   | 3.92    | 3.90              | 3.62         | 4.25   | 6.10    |
| Typist  | 148               | 3.35   | 4.24    | 4.11              | 3.73         | 4.50   | 7.05    |
| <u>SALES OCCUPATIONS</u>                                  |                   |        |         |                   |              |        |         |
| Sales Agent, Insurance                                    | 38                | 4.63   | 12.06   | 10.51             | 8.41         | 14.42  | 28.85   |
| Sales Clerk   | 1,958             | 2.51   | 4.08    | 3.75              | 3.40         | 4.72   | 12.02   |
| Sales Representative, Sales Agent, and/or Sales Associate | 454               | 3.42   | 8.30    | 7.50              | 6.50         | 9.44   | 25.94   |



# WHOLESALE TRADE -

## DURABLE GOODS

### OCCUPATIONAL WAGE RATES

S I C 50

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>ANNUAL GROSS SALARY</u> |                |               |                     |          |             |
|--|---------------------------|----------------------------|----------------|---------------|---------------------|----------|-------------|
|  |                           | <u>LOW</u>                 | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |          | <u>HIGH</u> |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                           |                            |                |               |                     |          |             |
| Accountant   | 8                         | \$14,300                   | \$20,773       | \$20,490      | \$18,640            | \$23,164 | \$27,300    |
| Buyer  | 32                        | 8,840                      | 16,570         | 15,664        | 13,390              | 17,127   | 34,000      |
| Controller   | 17                        | 13,374                     | 26,122         | 25,000        | 17,840              | 34,630   | 43,716      |
| Electronic Technician  | 13                        | 9,100                      | 14,784         | 15,600        | 11,700              | 18,200   | 19,560      |
| Manager, Merchandise   | 32                        | 9,880                      | 19,594         | 15,600        | 14,300              | 26,000   | 40,000      |
| Office Manager   | 26                        | 8,125                      | 17,205         | 16,000        | 13,520              | 21,190   | 31,200      |
| Personnel Manager  | 7                         | 14,300                     | 23,096         | 24,000        | 18,747              | 26,000   | 30,840      |
| Wholesaler   | 22                        | 13,780                     | 24,053         | 21,000        | 18,400              | 28,500   | 50,000      |

| OCCUPATION  | NO. OF<br>WORKERS | LOW    | AVERAGE | HOURLY WAGE RATES |              |        |         |
|---|-------------------|--------|---------|-------------------|--------------|--------|---------|
|   |                   |        |         | MEDIAN            | MIDDLE RANGE |        | HIGH    |
| <u>SERVICE OCCUPATIONS</u>                        |                   |        |         |                   |              |        |         |
| Janitor, Porter, or Cleaner                       | 9                 | \$3.50 | \$5.54  | \$6.50            | \$4.05       | \$6.62 | \$ 6.62 |
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u> |                   |        |         |                   |              |        |         |
| Auto/Truck Mechanic                               | 131               | 3.50   | 6.76    | 7.05              | 5.75         | 7.65   | 10.20   |
| Maintenance Repairer, General                     |                   |        |         |                   |              |        |         |
| Utility   | 9                 | 5.45   | 6.92    | 5.60              | 5.45         | 7.55   | 12.85   |
| Order Filler                                      | 85                | 3.35   | 5.33    | 5.00              | 4.25         | 5.41   | 12.10   |
| Truck Driver, Heavy                               | 23                | 3.90   | 5.95    | 5.50              | 5.05         | 7.21   | 9.38    |
| Truck Driver, Light                               | 45                | 3.50   | 4.83    | 4.70              | 4.06         | 5.60   | 6.90    |
| Truck Driver, Tractor-Trailer                     | 23                | 5.45   | 8.62    | 9.63              | 7.53         | 9.63   | 9.63    |

|   |    |      |      |      |      |      |       |
|---|----|------|------|------|------|------|-------|
| <u>CLERICAL OCCUPATIONS</u>                           |    |      |      |      |      |      |       |
| Accounting Clerk                                      | 32 | 3.50 | 4.91 | 4.90 | 4.33 | 5.35 | 7.13  |
| Bookkeeper, Hand                                      | 10 | 3.75 | 5.38 | 5.33 | 4.86 | 6.00 | 7.23  |
| Bookkeeping or Billing Machine<br>Operator            | 13 | 3.50 | 4.38 | 4.40 | 3.95 | 4.78 | 5.50  |
| Cashier   | 5  | 3.50 | 4.27 | 4.40 | 3.75 | 4.73 | 4.78  |
| Computer Operator                                     | 25 | 3.75 | 5.13 | 5.05 | 4.18 | 5.83 | 8.00  |
| File Clerk  | 12 | 3.50 | 3.77 | 3.75 | 3.53 | 3.98 | 4.08  |
| General Clerk   | 45 | 3.30 | 5.31 | 5.36 | 4.26 | 5.85 | 8.75  |
| Keypunch Operator                                     | 15 | 3.80 | 4.52 | 4.62 | 4.13 | 4.83 | 5.15  |
| Order Clerk   | 44 | 3.75 | 5.36 | 5.04 | 4.50 | 6.25 | 7.75  |
| Receptionist  | 5  | 3.50 | 4.45 | 4.00 | 3.63 | 5.50 | 6.60  |
| Secretary   | 30 | 3.35 | 5.18 | 4.93 | 4.10 | 5.75 | 9.28  |
| Shipping and Receiving Clerk                          | 73 | 3.50 | 4.99 | 4.37 | 4.00 | 5.99 | 10.01 |
| Shipping Packer                                       | 24 | 3.35 | 4.74 | 4.61 | 4.05 | 5.03 | 8.92  |
| Stock Clerk, Stockroom, Warehouse,<br>or Storage Yard | 29 | 3.35 | 5.09 | 5.00 | 3.82 | 5.69 | 7.57  |
| Switchboard Operator/Receptionist                     | 12 | 3.50 | 4.42 | 4.43 | 4.00 | 4.80 | 5.42  |

|  |     |      |      |      |      |      |       |
|--|-----|------|------|------|------|------|-------|
| <u>SALES OCCUPATIONS</u>                                     |     |      |      |      |      |      |       |
| Sales Clerk  | 106 | 3.85 | 5.04 | 4.97 | 4.97 | 5.00 | 8.02  |
| Sales Representative, Sales Agent,<br>and/or Sales Associate | 143 | 3.60 | 8.82 | 7.96 | 6.88 | 9.70 | 25.94 |

# WHOLESALE TRADE - NONDURABLE GOODS

## OCCUPATIONAL WAGE RATES SIC 51

| OCCUPATION   | NO. OF<br>WORKERS | LOW      | AVERAGE  | ANNUAL GROSS SALARY |              |          |          |
|--|-------------------|----------|----------|---------------------|--------------|----------|----------|
|  |                   |          |          | MEDIAN              | MIDDLE RANGE | HIGH     |          |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                   |          |          |                     |              |          |          |
| Accountant   | 14                | \$ 8,500 | \$15,725 | \$14,890            | \$11,960     | \$20,228 | \$24,000 |
| Buyer  | 47                | 7,800    | 19,238   | 16,900              | 13,000       | 22,308   | 52,000   |
| Controller   | 13                | 12,740   | 24,124   | 25,480              | 19,400       | 29,000   | 35,100   |
| Manager, Merchandise   | 24                | 10,400   | 21,144   | 19,150              | 16,405       | 25,000   | 39,999   |
| Office Manager   | 25                | 8,320    | 15,479   | 15,000              | 12,132       | 19,335   | 23,920   |
| Personnel Manager  | 9                 | 11,000   | 20,225   | 19,500              | 15,080       | 26,026   | 31,200   |
| Wholesaler   | 7                 | 24,000   | 39,199   | 41,600              | 26,000       | 50,000   | 59,999   |

| <u>OCCUPATION</u>           | <u>NO. OF<br/>WORKERS</u> | <u>LOW</u> | <u>AVERAGE</u> | <u>HOURLY WAGE RATES</u> |                     |         |             |
|-----------------------------|---------------------------|------------|----------------|--------------------------|---------------------|---------|-------------|
|                             |                           |            |                | <u>MEDIAN</u>            | <u>MIDDLE RANGE</u> |         | <u>HIGH</u> |
| <u>SERVICE OCCUPATIONS</u>  |                           |            |                |                          |                     |         |             |
| Janitor, Porter, or Cleaner | 4                         | \$5.10     | \$5.89         | \$6.07                   | \$5.52              | \$ 6.27 | \$ 6.32     |

|   |     |      |      |      |      |      |       |
|---|-----|------|------|------|------|------|-------|
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u> |     |      |      |      |      |      |       |
| Auto/Truck Mechanic                               | 33  | 4.00 | 6.84 | 6.58 | 5.32 | 8.73 | 9.02  |
| Industrial Truck Operator                         | 49  | 3.35 | 5.12 | 4.91 | 4.53 | 6.20 | 6.20  |
| Maintenance Repairer, General                     | 49  | 3.35 | 7.53 | 8.55 | 5.55 | 8.55 | 11.05 |
| Utility   |     |      |      |      |      |      |       |
| Order Filler                                      | 171 | 3.35 | 5.05 | 5.20 | 3.95 | 6.16 | 6.40  |
| Production Packager                               | 169 | 3.35 | 5.19 | 4.25 | 3.45 | 6.96 | 8.19  |
| Truck Driver, Heavy                               | 150 | 3.50 | 5.14 | 4.85 | 4.40 | 5.14 | 12.00 |
| Truck Driver, Light                               | 84  | 3.50 | 4.96 | 5.00 | 4.33 | 5.29 | 7.12  |
| Truck Driver, Tractor-Trailer                     | 105 | 4.40 | 7.08 | 6.35 | 5.77 | 9.20 | 11.19 |

|   |     |      |      |      |      |      |       |
|---|-----|------|------|------|------|------|-------|
| <u>CLERICAL OCCUPATIONS</u>                           |     |      |      |      |      |      |       |
| Accounting Clerk                                      | 31  | 3.35 | 4.44 | 4.25 | 4.00 | 4.90 | 6.75  |
| Bookkeeper, Hand                                      | 27  | 3.35 | 5.00 | 4.65 | 3.75 | 6.17 | 8.58  |
| Bookkeeping or Billing Machine                        | 8   | 3.50 | 4.79 | 4.78 | 4.65 | 5.25 | 5.50  |
| Operator  |     |      |      |      |      |      |       |
| Cashier   | 7   | 3.50 | 4.89 | 5.50 | 4.20 | 5.55 | 5.70  |
| Computer Operator                                     | 33  | 4.00 | 5.26 | 5.05 | 4.68 | 5.76 | 9.09  |
| File Clerk  | 7   | 3.35 | 3.69 | 3.40 | 3.40 | 4.00 | 4.35  |
| General Clerk   | 118 | 3.50 | 4.67 | 4.53 | 4.25 | 5.00 | 10.43 |
| Keypunch Operator                                     | 23  | 3.50 | 4.66 | 4.55 | 4.35 | 4.88 | 6.75  |
| Order Clerk   | 20  | 3.35 | 4.83 | 4.50 | 4.43 | 5.18 | 7.45  |
| Receptionist  | 5   | 3.88 | 4.40 | 4.13 | 3.94 | 5.00 | 5.50  |
| Secretary   | 18  | 4.05 | 5.11 | 4.94 | 4.75 | 5.79 | 6.25  |
| Shipping and Receiving Clerk                          | 34  | 3.35 | 5.47 | 5.08 | 4.25 | 6.25 | 8.50  |
| Shipping Packer                                       | 92  | 3.35 | 5.64 | 4.71 | 3.75 | 8.14 | 8.14  |
| Stock Clerk, Stockroom, Warehouse,<br>or Storage Yard | 153 | 3.35 | 4.54 | 4.35 | 3.35 | 5.00 | 8.75  |
| Switchboard Operator/Receptionist                     | 12  | 3.40 | 4.48 | 4.52 | 4.36 | 4.68 | 5.50  |
| Typist  | 10  | 3.35 | 4.16 | 4.19 | 3.50 | 4.50 | 5.62  |

|  |     |      |      |      |      |       |       |
|--|-----|------|------|------|------|-------|-------|
| <u>SALES OCCUPATIONS</u>                                     |     |      |      |      |      |       |       |
| Sales Clerk  | 70  | 3.35 | 4.37 | 4.25 | 3.50 | 5.00  | 6.97  |
| Sales Representative, Sales Agent,<br>and/or Sales Associate | 142 | 3.75 | 8.47 | 7.64 | 6.63 | 10.10 | 25.78 |

# BUILDING MATERIALS AND GARDEN SUPPLIES

## OCCUPATIONAL WAGE RATES S I C 52

| <u>OCCUPATION</u>   | <u>NO. OF<br/>WORKERS</u> | <u>ANNUAL GROSS SALARY</u> |                |               |                     |          |             |
|---|---------------------------|----------------------------|----------------|---------------|---------------------|----------|-------------|
|   |                           | <u>LOW</u>                 | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |          | <u>HIGH</u> |
| <u>PROFESSIONAL, TECHNICAL AND<br/>MANAGERIAL OCCUPATIONS</u> |                           |                            |                |               |                     |          |             |
| Accountant  | 4                         | \$15,000                   | \$17,374       | \$17,550      | \$16,050            | \$18,698 | \$19,396    |
| Buyer   | 5                         | 15,600                     | 20,733         | 20,020        | 16,250              | 25,574   | 27,800      |
| Controller  | 8                         | 11,593                     | 30,211         | 29,150        | 25,650              | 38,248   | 44,000      |
| Manager, Store  | 51                        | 11,960                     | 20,843         | 19,760        | 17,680              | 23,920   | 34,580      |
| Office Manager  | 11                        | 9,152                      | 17,684         | 18,200        | 10,400              | 20,800   | 37,640      |

| OCCUPATION   | NO. OF<br>WORKERS | LOW    | AVERAGE | HOURLY WAGE RATES |              |         |         |
|--|-------------------|--------|---------|-------------------|--------------|---------|---------|
|  |                   |        |         | MEDIAN            | MIDDLE RANGE |         | HIGH    |
| <u>SERVICE OCCUPATIONS</u>                                   |                   |        |         |                   |              |         |         |
| Janitor, Porter, or Cleaner                                  | 4                 | \$3.35 | \$4.43  | \$4.38            | \$3.80       | \$ 5.05 | \$ 5.60 |
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u>            |                   |        |         |                   |              |         |         |
| Industrial Truck Operator                                    | 13                | 3.80   | 5.19    | 5.30              | 4.56         | 5.83    | 6.41    |
| Maintenance Repairer, General                                |                   |        |         |                   |              |         |         |
| Utility  | 7                 | 4.00   | 5.59    | 5.88              | 4.25         | 6.00    | 7.38    |
| Stock Clerk, Sales Floor                                     | 42                | 3.35   | 4.21    | 3.85              | 3.70         | 4.55    | 6.65    |
| Truck Driver, Heavy  | 17                | 3.75   | 4.75    | 4.66              | 4.00         | 5.12    | 7.50    |
| Truck Driver, Light  | 14                | 3.50   | 4.47    | 4.33              | 4.25         | 4.50    | 5.85    |
| Truck Driver, Tractor-Trailer                                | 5                 | 5.50   | 5.97    | 5.70              | 5.52         | 6.55    | 7.10    |
| <u>CLERICAL OCCUPATIONS</u>                                  |                   |        |         |                   |              |         |         |
| Accounting Clerk   | 3                 | 3.40   | 4.65    | 4.93              | 3.40         | 5.63    | 5.63    |
| Bookkeeper, Hand   | 27                | 3.38   | 4.70    | 4.50              | 4.15         | 5.25    | 6.50    |
| Cashier  | 40                | 3.50   | 4.26    | 4.00              | 3.50         | 5.00    | 6.13    |
| Computer Operator  | 7                 | 3.90   | 4.75    | 4.75              | 4.00         | 5.30    | 5.60    |
| General Clerk  | 30                | 3.35   | 4.37    | 4.10              | 3.90         | 5.03    | 5.70    |
| Shipping and Receiving Clerk                                 | 22                | 3.35   | 4.95    | 4.83              | 4.25         | 5.20    | 8.50    |
| Stock Clerk, Stockroom, Warehouse,<br>or Storage Yard        | 21                | 3.35   | 4.84    | 4.35              | 3.80         | 6.13    | 7.13    |
| <u>SALES OCCUPATIONS</u>                                     |                   |        |         |                   |              |         |         |
| Sales Clerk  | 68                | 2.51   | 5.11    | 4.33              | 3.60         | 5.65    | 12.02   |
| Sales Representative, Sales Agent,<br>and/or Sales Associate | 30                | 5.00   | 8.94    | 7.50              | 6.25         | 12.02   | 16.83   |

# GENERAL MERCHANDISE STORES

## OCCUPATIONAL WAGE RATES SIC 53

| OCCUPATION   | NO. OF<br>WORKERS | LOW      | AVERAGE  | ANNUAL GROSS SALARY |              |          |          |
|--|-------------------|----------|----------|---------------------|--------------|----------|----------|
|  |                   |          |          | MEDIAN              | MIDDLE RANGE |          | HIGH     |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                   |          |          |                     |              |          |          |
| Buyer  | 39                | \$ 7,020 | \$14,942 | \$13,416            | \$ 8,632     | \$22,330 | \$30,488 |
| Manager, Merchandise   | 37                | 10,400   | 16,695   | 15,600              | 14,780       | 17,840   | 27,000   |
| Manager, Store   | 43                | 13,988   | 23,566   | 23,400              | 18,200       | 27,000   | 48,000   |
| Office Manager   | 40                | 8,070    | 11,502   | 10,400              | 9,412        | 12,562   | 18,408   |
| Personnel Manager  | 10                | 8,000    | 16,238   | 15,132              | 14,456       | 19,600   | 23,303   |

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>HOURLY WAGE RATES</u> |                |               |                     |             |        |
|--|---------------------------|--------------------------|----------------|---------------|---------------------|-------------|--------|
|  |                           | <u>LOW</u>               | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> | <u>HIGH</u> |        |
| <u>SERVICE OCCUPATIONS</u>                                 |                           |                          |                |               |                     |             |        |
| Counter Attendant, Lunchroom,<br>Coffee Shop, or Cafeteria | 38                        | \$3.35                   | \$3.86         | \$3.55        | \$3.35              | \$4.00      | \$6.80 |
| Janitor, Porter, or Cleaner                                | 38                        | 3.35                     | 3.95           | 3.91          | 3.50                | 4.25        | 6.77   |
| Store Detective  | 58                        | 3.35                     | 4.15           | 4.08          | 3.75                | 4.45        | 5.45   |
| Waiter/Waitress  | 34                        | 2.01                     | 2.36           | 2.11          | 2.11                | 2.65        | 2.95   |

|   |     |      |      |      |      |      |      |
|---|-----|------|------|------|------|------|------|
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u> |     |      |      |      |      |      |      |
| Maintenance Repairer, General<br>Utility          | 25  | 3.40 | 6.76 | 6.55 | 4.83 | 9.15 | 9.52 |
| Stock Clerk, Sales Floor                          | 329 | 3.00 | 3.85 | 3.88 | 3.45 | 4.15 | 6.15 |

|   |     |      |      |      |      |      |      |
|---|-----|------|------|------|------|------|------|
| <u>CLERICAL OCCUPATIONS</u>                           |     |      |      |      |      |      |      |
| Accounting Clerk                                      | 27  | 3.60 | 4.36 | 4.20 | 4.20 | 4.50 | 5.72 |
| Bookkeeper, Hand                                      | 4   | 3.70 | 3.84 | 3.85 | 3.75 | 3.93 | 3.95 |
| Cashier   | 467 | 3.35 | 3.60 | 3.52 | 3.35 | 3.67 | 5.94 |
| File Clerk  | 6   | 4.00 | 4.34 | 4.36 | 4.25 | 4.40 | 4.65 |
| General Clerk   | 88  | 3.35 | 4.01 | 4.00 | 3.65 | 4.25 | 6.06 |
| Marking Clerk   | 61  | 3.35 | 3.85 | 3.75 | 3.43 | 4.00 | 5.38 |
| Receptionist  | 6   | 3.35 | 3.50 | 3.43 | 3.35 | 3.65 | 3.80 |
| Secretary   | 8   | 4.80 | 5.32 | 4.90 | 4.83 | 5.83 | 6.67 |
| Shipping and Receiving Clerk                          | 75  | 3.35 | 4.62 | 4.32 | 3.78 | 5.07 | 8.05 |
| Shipping Packer                                       | 3   | 3.45 | 4.94 | 5.35 | 3.45 | 6.03 | 6.03 |
| Stock Clerk, Stockroom, Warehouse,<br>or Storage Yard | 47  | 3.35 | 4.12 | 3.80 | 3.40 | 4.65 | 6.90 |
| Switchboard Operator/Receptionist                     | 20  | 3.35 | 4.03 | 3.82 | 3.71 | 4.08 | 5.57 |

|                          |       |      |      |      |      |      |      |
|--------------------------|-------|------|------|------|------|------|------|
| <u>SALES OCCUPATIONS</u> |       |      |      |      |      |      |      |
| Sales Clerk              | 1,107 | 2.85 | 3.95 | 3.74 | 3.35 | 4.72 | 7.04 |

# FOOD STORES

## OCCUPATIONAL WAGE RATES

SIC 54

| OCCUPATION   | NO. OF<br>WORKERS | ANNUAL GROSS SALARY |          |          |              |          |          |
|--|-------------------|---------------------|----------|----------|--------------|----------|----------|
|  |                   | LOW                 | AVERAGE  | MEDIAN   | MIDDLE RANGE |          | HIGH     |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                   |                     |          |          |              |          |          |
| Buyer  | 12                | \$8,528             | \$18,234 | \$17,290 | \$15,650     | \$19,240 | \$35,984 |
| Manager, Store   | 63                | 7,800               | 20,720   | 22,100   | 16,640       | 26,000   | 30,000   |
| Office Manager   | 7                 | 9,568               | 12,245   | 11,440   | 10,000       | 14,300   | 16,600   |

| OCCUPATION   | NO. OF<br>WORKERS | HOURLY WAGE RATES |         |        |              |        |         |
|--|-------------------|-------------------|---------|--------|--------------|--------|---------|
|  |                   | LOW               | AVERAGE | MEDIAN | MIDDLE RANGE |        | HIGH    |
| <u>SERVICE OCCUPATIONS</u>                                 |                   |                   |         |        |              |        |         |
| Butcher and/or Meat Cutter                                 | 140               | \$3.35            | \$7.85  | \$8.50 | \$5.90       | \$9.75 | \$14.18 |
| Counter Attendant, Lunchroom,<br>Coffee Shop, or Cafeteria | 65                | 2.60              | 3.29    | 3.35   | 3.35         | 3.45   | 3.75    |
| Janitor, Porter, or Cleaner                                | 21                | 3.35              | 4.15    | 3.85   | 3.35         | 5.13   | 5.75    |
| Kitchen Helper   | 12                | 3.35              | 4.37    | 4.55   | 3.35         | 5.35   | 5.55    |

|  |     |      |      |      |      |      |       |
|--|-----|------|------|------|------|------|-------|
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u>  |     |      |      |      |      |      |       |
| Bagger   | 420 | 2.51 | 3.53 | 3.45 | 3.45 | 3.60 | 6.13  |
| Baker  | 49  | 3.25 | 5.55 | 5.65 | 4.00 | 7.00 | 10.50 |
| Doughnut Maker and/or Doughnut<br>Machine Operator | 9   | 4.00 | 4.56 | 4.40 | 4.00 | 5.00 | 5.90  |
| Maintenance Repairer, General<br>Utility           | 4   | 4.00 | 4.40 | 4.28 | 4.13 | 4.68 | 5.05  |
| Production Packager                                | 42  | 3.35 | 5.23 | 4.98 | 4.00 | 5.90 | 9.75  |
| Stock Clerk, Sales Floor                           | 532 | 2.85 | 4.99 | 5.05 | 3.85 | 5.65 | 9.38  |

|                             |     |      |      |      |      |      |      |
|-----------------------------|-----|------|------|------|------|------|------|
| <u>CLERICAL OCCUPATIONS</u> |     |      |      |      |      |      |      |
| Bookkeeper, Hand            | 46  | 3.35 | 5.14 | 5.09 | 4.00 | 5.83 | 7.00 |
| Cashier                     | 747 | 3.25 | 4.53 | 4.35 | 3.70 | 5.49 | 9.00 |
| Computer Operator           | 3   | 5.90 | 6.43 | 6.40 | 5.90 | 7.00 | 7.00 |
| General Clerk               | 21  | 3.35 | 4.25 | 4.10 | 3.53 | 4.58 | 7.13 |

|                          |    |      |      |      |      |      |      |
|--------------------------|----|------|------|------|------|------|------|
| <u>SALES OCCUPATIONS</u> |    |      |      |      |      |      |      |
| Sales Clerk              | 21 | 3.00 | 3.80 | 3.90 | 3.35 | 4.00 | 4.55 |

# AUTOMOTIVE DEALERS AND SERVICE STATIONS

## OCCUPATIONAL WAGE RATES SIC 55

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>ANNUAL GROSS SALARY</u> |                |               |                     |          |             |
|--|---------------------------|----------------------------|----------------|---------------|---------------------|----------|-------------|
|  |                           | <u>LOW</u>                 | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |          | <u>HIGH</u> |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                           |                            |                |               |                     |          |             |
| Accountant   | 8                         | \$11,700                   | \$18,625       | \$15,990      | \$12,862            | \$25,000 | \$29,600    |
| Controller   | 6                         | 14,820                     | 24,203         | 24,500        | 20,000              | 30,000   | 31,400      |
| Manager, Automobile Parts<br>Department                        | 34                        | 8,200                      | 15,341         | 14,300        | 13,500              | 18,200   | 25,100      |
| Manager, Automobile Service<br>Department                      | 38                        | 9,528                      | 15,954         | 15,650        | 12,700              | 18,720   | 30,000      |
| Manager, Store   | 22                        | 13,000                     | 22,880         | 20,800        | 16,900              | 23,400   | 48,547      |
| Office Manager   | 26                        | 8,535                      | 13,077         | 13,075        | 11,700              | 14,820   | 21,580      |

| <u>OCCUPATION</u>                                 | <u>NO. OF<br/>WORKERS</u> | <u>LOW</u> | <u>AVERAGE</u> | <u>HOURLY WAGE RATES</u> |                     |        |             |
|---|---------------------------|------------|----------------|--------------------------|---------------------|--------|-------------|
|   |                           |            |                | <u>MEDIAN</u>            | <u>MIDDLE RANGE</u> |        | <u>HIGH</u> |
| <u>SERVICE OCCUPATIONS</u>                        |                           |            |                |                          |                     |        |             |
| Guard, Patroller, or Doorkeeper                   | 5                         | \$3.35     | \$4.62         | \$4.47                   | \$3.43              | \$5.90 | \$ 6.49     |
| Janitor, Porter, or Cleaner                       | 35                        | 3.30       | 3.86           | 3.50                     | 3.35                | 4.00   | 5.85        |
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u> |                           |            |                |                          |                     |        |             |
| Auto/Truck Mechanic                               | 221                       | 3.45       | 5.91           | 5.90                     | 5.00                | 6.85   | 8.65        |
| Body Repairer, Automotive                         | 47                        | 3.35       | 5.75           | 5.50                     | 5.00                | 7.07   | 8.00        |
| Diesel Mechanic                                   | 20                        | 5.75       | 8.44           | 8.58                     | 7.98                | 9.35   | 9.50        |
| Fuel Pump Attendant and/or<br>Lubricator          | 19                        | 3.10       | 3.66           | 3.45                     | 3.35                | 4.00   | 4.69        |
| Maintenance Repairer, General<br>Utility          | 23                        | 3.35       | 4.32           | 4.00                     | 3.50                | 4.68   | 7.85        |
| Painter, Automotive                               | 16                        | 3.35       | 4.63           | 3.63                     | 3.35                | 6.13   | 8.65        |
| Vehicle Cleaner                                   | 31                        | 3.35       | 4.26           | 4.00                     | 3.35                | 4.85   | 7.21        |

|   |    |      |      |      |      |      |      |
|---|----|------|------|------|------|------|------|
| <u>CLERICAL OCCUPATIONS</u>                           |    |      |      |      |      |      |      |
| Accounting Clerk                                      | 25 | 3.50 | 4.41 | 4.15 | 3.80 | 4.94 | 7.00 |
| Bookkeeper, Hand                                      | 24 | 3.49 | 4.48 | 4.30 | 3.95 | 4.93 | 5.77 |
| Cashier   | 29 | 3.35 | 3.68 | 3.45 | 3.35 | 3.88 | 5.75 |
| Computer Operator                                     | 5  | 4.00 | 4.95 | 4.75 | 4.38 | 5.63 | 6.50 |
| File Clerk  | 6  | 3.35 | 3.74 | 3.40 | 3.35 | 3.68 | 5.25 |
| General Clerk   | 27 | 3.35 | 3.93 | 3.75 | 3.50 | 4.00 | 5.86 |
| Stock Clerk, Stockroom, Warehouse,<br>or Storage Yard | 41 | 3.35 | 4.52 | 4.50 | 3.63 | 5.00 | 6.63 |
| Switchboard Operator/Receptionist                     | 6  | 3.35 | 4.03 | 3.93 | 3.75 | 4.04 | 5.20 |

|  |    |      |      |      |      |      |       |
|--|----|------|------|------|------|------|-------|
| <u>SALES OCCUPATIONS</u>                                     |    |      |      |      |      |      |       |
| Sales Clerk  | 18 | 3.35 | 4.60 | 4.38 | 4.00 | 5.25 | 6.75  |
| Sales Representative, Sales Agent,<br>and/or Sales Associate | 46 | 3.42 | 7.85 | 7.99 | 7.24 | 8.75 | 12.50 |

# APPAREL AND ACCESSORY STORES

## OCCUPATIONAL WAGE RATES SIC 56

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>ANNUAL GROSS SALARY</u> |                |               |                     |          |             |
|--|---------------------------|----------------------------|----------------|---------------|---------------------|----------|-------------|
|  |                           | <u>LOW</u>                 | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |          | <u>HIGH</u> |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                           |                            |                |               |                     |          |             |
| Buyer  | 21                        | \$9,360                    | \$22,716       | \$20,020      | \$14,000            | \$28,450 | \$48,000    |
| Manager, Store   | 49                        | 7,280                      | 19,812         | 18,000        | 12,766              | 27,000   | 32,000      |
| Office Manager   | 12                        | 9,100                      | 12,237         | 11,700        | 10,987              | 13,250   | 18,000      |

| <u>OCCUPATION</u>                                     | <u>NO. OF<br/>WORKERS</u> | <u>HOURLY WAGE RATES</u> |                |               |                     |        |             |
|---|---------------------------|--------------------------|----------------|---------------|---------------------|--------|-------------|
|   |                           | <u>LOW</u>               | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |        | <u>HIGH</u> |
| <u>SERVICE OCCUPATIONS</u>                            |                           |                          |                |               |                     |        |             |
| Janitor, Porter, or Cleaner                           | 9                         | \$3.35                   | \$3.55         | \$3.45        | \$3.35              | \$3.55 | \$4.40      |
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u>     |                           |                          |                |               |                     |        |             |
| Alteration Tailor                                     | 32                        | 3.35                     | 4.23           | 4.23          | 3.80                | 4.24   | 6.05        |
| Maintenance Repairer, General                         |                           |                          |                |               |                     |        |             |
| Utility   | 6                         | 3.35                     | 4.21           | 3.48          | 3.35                | 4.75   | 6.85        |
| Stock Clerk, Sales Floor                              | 30                        | 2.84                     | 3.43           | 3.50          | 3.10                | 3.75   | 4.00        |
| <u>CLERICAL OCCUPATIONS</u>                           |                           |                          |                |               |                     |        |             |
| Bookkeeper, Hand                                      | 3                         | 4.20                     | 4.90           | 5.00          | 4.20                | 5.50   | 5.50        |
| Cashier   | 18                        | 3.35                     | 3.84           | 3.60          | 3.50                | 4.00   | 5.40        |
| Computer Operator                                     | 3                         | 3.75                     | 5.38           | 5.63          | 3.75                | 6.75   | 6.75        |
| General Clerk   | 39                        | 3.35                     | 3.79           | 3.85          | 3.50                | 3.85   | 4.81        |
| Shipping and Receiving Clerk                          | 20                        | 3.35                     | 3.95           | 3.55          | 3.48                | 4.50   | 5.77        |
| Stock Clerk, Stockroom, Warehouse,<br>or Storage Yard | 9                         | 3.35                     | 3.73           | 3.60          | 3.38                | 4.23   | 4.35        |
| <u>SALES OCCUPATIONS</u>                              |                           |                          |                |               |                     |        |             |
| Sales Clerk   | 329                       | 3.35                     | 3.89           | 3.80          | 3.38                | 4.13   | 7.25        |

# FURNITURE AND HOME FURNISHINGS STORES

## OCCUPATIONAL WAGE RATES S I C 57

| OCCUPATION   | NO. OF<br>WORKERS | ANNUAL GROSS SALARY |          |          |              |          |          |
|--|-------------------|---------------------|----------|----------|--------------|----------|----------|
|  |                   | LOW                 | AVERAGE  | MEDIAN   | MIDDLE RANGE |          | HIGH     |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u>   |                   |                     |          |          |              |          |          |
| Manager, Store   | 11                | \$ 9,000            | \$13,802 | \$13,000 | \$ 9,000     | \$18,200 | \$21,000 |
| Office Manager   | 4                 | 10,000              | 14,378   | 15,500   | 12,500       | 16,256   | 16,512   |
| HOURLY WAGE RATES  |                   |                     |          |          |              |          |          |
| OCCUPATION   | NO. OF<br>WORKERS | LOW                 | AVERAGE  | MEDIAN   | MIDDLE RANGE |          | HIGH     |
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u>                |                   |                     |          |          |              |          |          |
| Television, Radio, and/or Tape<br>Recorder Servicer and Repairer | 12                | \$5.00              | \$7.07   | \$6.80   | \$6.15       | \$7.34   | \$10.89  |
| Truck Driver, Light  | 20                | 3.50                | 4.36     | 4.40     | 4.00         | 4.60     | 6.00     |
| <u>CLERICAL OCCUPATIONS</u>                                      |                   |                     |          |          |              |          |          |
| Bookkeeper, Hand   | 6                 | 3.75                | 5.28     | 4.45     | 4.00         | 6.00     | 9.00     |
| <u>SALES OCCUPATIONS</u>   |                   |                     |          |          |              |          |          |
| Sales Clerk  | 33                | 3.35                | 6.40     | 6.37     | 4.45         | 7.75     | 10.00    |



# EATING AND DRINKING PLACES

## OCCUPATIONAL WAGE RATES SIC 58

| OCCUPATION   | NO. OF<br>WORKERS | LOW      | AVERAGE  | ANNUAL GROSS SALARY |              |          |          |
|--|-------------------|----------|----------|---------------------|--------------|----------|----------|
|  |                   |          |          | MEDIAN              | MIDDLE RANGE |          | HIGH     |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                   |          |          |                     |              |          |          |
| Accountant   | 10                | \$ 9,900 | \$15,888 | \$14,240            | \$11,000     | \$19,500 | \$26,000 |
| Controller   | 4                 | 13,500   | 23,375   | 25,000              | 18,750       | 28,000   | 30,000   |
| Director, Food and Beverage<br>and/or Manager, Catering        | 33                | 7,000    | 14,748   | 14,323              | 10,452       | 18,070   | 24,000   |
| Manager, Restaurant, Coffee<br>Shop, or Liquor Establishment   | 160               | 8,200    | 14,580   | 13,520              | 11,600       | 16,440   | 40,000   |
| Office Manager   | 8                 | 8,320    | 10,742   | 9,360               | 9,040        | 11,960   | 16,900   |
| Personnel Manager  | 3                 | 8,320    | 18,948   | 18,525              | 8,320        | 30,000   | 30,000   |

| OCCUPATION   | NO. OF<br>WORKERS | HOURLY WAGE RATES |         |        |              |        |         |
|--|-------------------|-------------------|---------|--------|--------------|--------|---------|
|  |                   | LOW               | AVERAGE | MEDIAN | MIDDLE RANGE |        | HIGH    |
| <u>SERVICE OCCUPATIONS</u>   |                   |                   |         |        |              |        |         |
| Baker, Bread and/or Pastry   | 28                | \$3.35            | \$4.51  | \$4.00 | \$3.60       | \$4.88 | \$ 8.75 |
| Bartender  | 184               | 2.60              | 3.76    | 3.60   | 3.38         | 4.00   | 6.50    |
| Cook, Restaurant   | 285               | 3.35              | 4.45    | 4.00   | 3.55         | 4.75   | 12.50   |
| Cook, Short Order and/or<br>Specialty Fast Foods                   | 277               | 2.40              | 3.56    | 3.45   | 3.35         | 3.65   | 6.25    |
| Counter Attendant, Lunchroom,<br>Coffee Shop, or Cafeteria         | 152               | 2.01              | 3.24    | 3.35   | 2.80         | 3.50   | 5.25    |
| Dining Room Attendant, Bartender<br>Helper, or Cafeteria Attendant | 39                | 2.01              | 2.96    | 2.86   | 2.35         | 3.35   | 3.95    |
| Food Preparation and Service<br>Worker, Fast-Food Restaurant       | 972               | 2.55              | 3.53    | 3.40   | 3.35         | 3.55   | 5.95    |
| Guard, Patroller, or Doorkeeper                                    | 13                | 2.10              | 3.19    | 3.35   | 2.10         | 4.00   | 4.75    |
| Hostess/Host, Restaurant,<br>Lounge, or Coffee Shop                | 120               | 2.01              | 3.88    | 3.75   | 3.48         | 4.00   | 7.50    |
| Janitor, Porter, or Cleaner  | 80                | 3.00              | 3.84    | 3.35   | 3.35         | 4.05   | 6.05    |
| Kitchen Helper   | 279               | 2.16              | 3.41    | 3.35   | 3.35         | 3.40   | 5.00    |
| Pantry, Sandwich, and/or<br>Coffee Maker                           | 19                | 3.35              | 3.61    | 3.38   | 3.35         | 3.75   | 5.00    |
| Waiter/Waitress  | 1,176             | 1.26              | 2.22    | 2.01   | 2.01         | 2.06   | 4.42    |

### MAINTENANCE AND PRODUCTION OCCUPATIONS

|  |    |      |      |      |      |      |      |
|--|----|------|------|------|------|------|------|
| Maintenance Repairer, General<br>Utility | 52 | 3.35 | 4.07 | 3.68 | 3.35 | 4.63 | 7.21 |
|--|----|------|------|------|------|------|------|

### CLERICAL OCCUPATIONS

|                  |     |      |      |      |      |      |       |
|------------------|-----|------|------|------|------|------|-------|
| Accounting Clerk | 7   | 4.00 | 4.79 | 4.50 | 4.25 | 5.00 | 6.75  |
| Bookkeeper, Hand | 18  | 3.35 | 4.80 | 4.69 | 4.00 | 5.00 | 9.00  |
| Cashier          | 117 | 3.35 | 3.68 | 3.65 | 3.50 | 3.75 | 5.25  |
| General Clerk    | 23  | 3.35 | 4.32 | 4.30 | 4.15 | 4.60 | 5.50  |
| Receptionist     | 10  | 3.60 | 4.06 | 3.83 | 3.65 | 4.25 | 5.00  |
| Secretary        | 9   | 4.00 | 5.39 | 5.00 | 4.25 | 5.46 | 10.00 |

### SALES OCCUPATIONS

|             |    |      |      |      |      |      |      |
|-------------|----|------|------|------|------|------|------|
| Sales Clerk | 27 | 3.35 | 3.77 | 3.50 | 3.35 | 4.00 | 5.25 |
|-------------|----|------|------|------|------|------|------|

# MISCELLANEOUS

## RETAIL

### OCCUPATIONAL

### WAGE RATES

S I C 59

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>ANNUAL GROSS SALARY</u> |                |               |                     |          |             |
|--|---------------------------|----------------------------|----------------|---------------|---------------------|----------|-------------|
|  |                           | <u>LOW</u>                 | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |          | <u>HIGH</u> |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                           |                            |                |               |                     |          |             |
| Buyer  | 12                        | \$ 7,904                   | \$16,024       | \$17,850      | \$11,000            | \$19,500 | \$21,500    |
| Controller   | 3                         | 29,000                     | 38,666         | 35,000        | 29,000              | 52,000   | 52,000      |
| Manager, Store   | 34                        | 7,800                      | 16,614         | 14,820        | 10,400              | 20,800   | 33,300      |
| Office Manager   | 14                        | 7,488                      | 12,318         | 12,220        | 9,360               | 16,300   | 17,004      |
| Pharmacist   | 8                         | 18,200                     | 22,916         | 23,143        | 21,795              | 23,450   | 28,355      |

| <u>OCCUPATION</u>           | <u>NO. OF<br/>WORKERS</u> | <u>LOW</u> | <u>AVERAGE</u> | <u>HOURLY WAGE RATES</u> |                     |        | <u>HIGH</u> |
|-----------------------------|---------------------------|------------|----------------|--------------------------|---------------------|--------|-------------|
|                             |                           |            |                | <u>MEDIAN</u>            | <u>MIDDLE RANGE</u> |        |             |
| <u>SERVICE OCCUPATIONS</u>  |                           |            |                |                          |                     |        |             |
| Janitor, Porter, or Cleaner | 19                        | \$3.50     | \$4.74         | \$5.15                   | \$4.23              | \$5.15 | \$5.32      |

| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u> |    |      |      |      |      |      |      |
|---|----|------|------|------|------|------|------|
| Auto/Truck Mechanic                               | 4  | 4.10 | 4.89 | 4.97 | 4.27 | 5.50 | 5.50 |
| Oil Burner Installer and Servicer                 | 27 | 4.25 | 6.42 | 6.40 | 5.95 | 6.85 | 7.86 |
| Stock Clerk, Sales Floor                          | 97 | 3.35 | 4.50 | 4.25 | 3.55 | 5.43 | 7.90 |
| Truck Driver, Heavy                               | 28 | 3.35 | 5.24 | 5.50 | 4.38 | 6.31 | 6.60 |
| Truck Driver, Light                               | 8  | 4.00 | 4.84 | 4.58 | 4.25 | 5.50 | 6.10 |

| CLERICAL OCCUPATIONS                                  |    |      |      |      |      |      |      |
|---|----|------|------|------|------|------|------|
| Accounting Clerk                                      | 27 | 3.55 | 5.32 | 5.83 | 4.25 | 6.04 | 6.35 |
| Bookkeeper, Hand                                      | 9  | 3.50 | 4.57 | 4.50 | 3.90 | 4.69 | 7.00 |
| Cashier   | 92 | 3.35 | 4.70 | 5.16 | 3.68 | 5.28 | 6.10 |
| Computer Operator                                     | 10 | 4.37 | 5.57 | 5.81 | 4.50 | 6.15 | 6.75 |
| File Clerk  | 5  | 3.50 | 3.86 | 3.55 | 3.50 | 4.37 | 4.83 |
| General Clerk   | 32 | 3.35 | 3.92 | 3.66 | 3.35 | 4.43 | 5.14 |
| Secretary   | 10 | 3.60 | 5.80 | 6.13 | 5.58 | 6.48 | 6.69 |
| Stock Clerk, Stockroom, Warehouse,<br>or Storage Yard | 18 | 3.35 | 4.34 | 4.18 | 3.65 | 5.00 | 5.85 |
| Switchboard Operator/Receptionist                     | 6  | 3.35 | 3.86 | 3.43 | 3.35 | 4.00 | 5.62 |

| SALES OCCUPATIONS |     |      |      |      |      |      |      |
|-------------------|-----|------|------|------|------|------|------|
| Sales Clerk       | 111 | 3.35 | 3.65 | 3.50 | 3.35 | 3.75 | 6.00 |

# BANKING

## OCCUPATIONAL WAGE RATES S I C 60

| OCCUPATION   | NO. OF<br>WORKERS | LOW      | AVERAGE  | ANNUAL GROSS SALARY |              |          |          |
|--|-------------------|----------|----------|---------------------|--------------|----------|----------|
|  |                   |          |          | MEDIAN              | MIDDLE RANGE | HIGH     |          |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                   |          |          |                     |              |          |          |
| Accountant   | 16                | \$12,000 | \$15,729 | \$14,300            | \$14,000     | \$16,625 | \$22,600 |
| Auditor  | 17                | 11,440   | 18,240   | 16,770              | 13,380       | 24,317   | 29,500   |
| Branch Bank Manager  | 159               | 9,249    | 16,713   | 16,100              | 13,728       | 19,558   | 32,032   |
| Controller   | 17                | 17,000   | 30,411   | 30,000              | 26,500       | 36,500   | 42,500   |
| Office Manager   | 29                | 8,320    | 16,074   | 13,000              | 10,950       | 20,050   | 40,000   |
| Personnel Manager  | 19                | 11,232   | 21,050   | 20,000              | 15,500       | 25,700   | 35,360   |

| <u>OCCUPATION</u>           | <u>NO. OF<br/>WORKERS</u> | <u>LOW</u> | <u>AVERAGE</u> | <u>HOURLY WAGE RATES</u> |                     |        |             |
|-----------------------------|---------------------------|------------|----------------|--------------------------|---------------------|--------|-------------|
|                             |                           |            |                | <u>MEDIAN</u>            | <u>MIDDLE RANGE</u> |        | <u>HIGH</u> |
| <u>SERVICE OCCUPATIONS</u>  |                           |            |                |                          |                     |        |             |
| Janitor, Porter, or Cleaner | 40                        | \$3.35     | \$4.28         | \$3.68                   | \$3.50              | \$4.88 | \$11.50     |

|   |    |      |      |      |      |      |      |
|---|----|------|------|------|------|------|------|
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u> |    |      |      |      |      |      |      |
| Maintenance Repairer, General<br>Utility          | 14 | 3.35 | 4.28 | 3.88 | 3.50 | 5.00 | 6.24 |

|  |       |      |      |      |      |      |       |
|--|-------|------|------|------|------|------|-------|
| <u>CLERICAL OCCUPATIONS</u>                |       |      |      |      |      |      |       |
| Accounting Clerk                           | 67    | 3.35 | 4.57 | 4.53 | 4.00 | 5.00 | 6.71  |
| Bookkeeper, Hand                           | 16    | 3.50 | 4.09 | 4.01 | 3.72 | 4.28 | 5.02  |
| Bookkeeping or Billing Machine<br>Operator | 11    | 3.50 | 4.07 | 4.05 | 3.75 | 4.25 | 5.25  |
| Checking Clerk, Bank Records               | 67    | 3.35 | 4.23 | 4.00 | 3.75 | 4.50 | 6.73  |
| Collector                                  | 42    | 3.75 | 5.35 | 4.89 | 4.66 | 5.50 | 13.75 |
| Computer Operator                          | 15    | 3.50 | 4.76 | 4.38 | 3.87 | 5.81 | 6.45  |
| Credit Clerk                               | 50    | 3.51 | 4.80 | 4.58 | 4.10 | 5.23 | 7.84  |
| File Clerk                                 | 20    | 3.42 | 3.76 | 3.62 | 3.54 | 3.97 | 4.50  |
| General Clerk                              | 143   | 3.35 | 4.01 | 3.90 | 3.70 | 4.38 | 5.40  |
| Keypunch Operator                          | 8     | 3.37 | 4.00 | 3.89 | 3.73 | 4.39 | 4.61  |
| Messenger                                  | 22    | 3.35 | 4.32 | 4.18 | 3.88 | 4.89 | 5.40  |
| New Accounts Teller                        | 91    | 3.50 | 4.72 | 4.77 | 4.18 | 5.32 | 6.15  |
| Proof Machine Operator                     | 22    | 3.50 | 4.06 | 3.97 | 3.70 | 4.50 | 4.92  |
| Receptionist                               | 31    | 3.50 | 4.20 | 4.13 | 3.75 | 4.37 | 5.92  |
| Secretary                                  | 92    | 3.40 | 4.62 | 4.56 | 4.13 | 4.98 | 6.73  |
| Statement Clerk                            | 37    | 3.35 | 3.90 | 3.79 | 3.62 | 4.18 | 5.30  |
| Switchboard Operator/Receptionist          | 30    | 3.50 | 4.15 | 4.12 | 3.80 | 4.43 | 5.39  |
| Teller                                     | 1,044 | 3.35 | 3.92 | 3.90 | 3.62 | 4.25 | 6.10  |
| Typist                                     | 17    | 3.35 | 4.41 | 4.50 | 4.42 | 4.50 | 5.05  |

# INSURANCE CARRIERS

## OCCUPATIONAL WAGE RATES S I C 63

| <u>OCCUPATION</u>                 | <u>NO. OF<br/>WORKERS</u> | <u>HOURLY WAGE RATES</u> |                |               |                     |        |             |
|-----------------------------------|---------------------------|--------------------------|----------------|---------------|---------------------|--------|-------------|
|                                   |                           | <u>LOW</u>               | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |        | <u>HIGH</u> |
| <u>CLERICAL OCCUPATIONS</u>       |                           |                          |                |               |                     |        |             |
| Accounting Clerk                  | 14                        | \$4.49                   | \$5.65         | \$5.39        | \$4.96              | \$6.00 | \$7.35      |
| Claim Adjuster                    | 42                        | 6.69                     | 9.37           | 9.70          | 8.84                | 9.70   | 13.79       |
| Claims Clerk                      | 26                        | 3.66                     | 5.49           | 5.50          | 4.80                | 6.22   | 6.91        |
| File Clerk                        | 16                        | 3.35                     | 3.86           | 3.92          | 3.62                | 4.14   | 4.29        |
| General Clerk                     | 34                        | 3.36                     | 4.80           | 4.83          | 4.25                | 5.20   | 7.44        |
| Key punch Operator                | 53                        | 3.69                     | 4.75           | 4.97          | 4.27                | 5.11   | 6.03        |
| Rater                             | 68                        | 3.87                     | 5.34           | 5.50          | 5.05                | 5.50   | 7.52        |
| Secretary                         | 26                        | 4.85                     | 6.26           | 6.27          | 5.81                | 6.45   | 8.37        |
| Switchboard Operator/Receptionist | 5                         | 4.15                     | 5.25           | 5.11          | 4.44                | 6.13   | 6.45        |
| Typist                            | 31                        | 3.47                     | 4.29           | 4.25          | 3.85                | 4.60   | 6.22        |

# INSURANCE AGENTS, BROKERS, AND SERVICE

## OCCUPATIONAL WAGE RATES S I C 64

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>ANNUAL GROSS SALARY</u> |                |               |                     |          |             |
|--|---------------------------|----------------------------|----------------|---------------|---------------------|----------|-------------|
|  |                           | <u>LOW</u>                 | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |          | <u>HIGH</u> |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                           |                            |                |               |                     |          |             |
| Accountant   | 4                         | \$ 9,984                   | \$15,691       | \$13,890      | \$11,882            | \$19,500 | \$25,000    |
| Office Manager   | 7                         | 11,440                     | 25,662         | 33,000        | 11,700              | 33,000   | 33,000      |
| Underwriter  | 35                        | 9,984                      | 18,000         | 15,704        | 11,440              | 23,980   | 39,321      |

| <u>OCCUPATION</u>           | <u>NO. OF<br/>WORKERS</u> | <u>HOURLY WAGE RATES</u> |                |               |                     |         |             |
|-----------------------------|---------------------------|--------------------------|----------------|---------------|---------------------|---------|-------------|
|                             |                           | <u>LOW</u>               | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |         | <u>HIGH</u> |
| <u>CLERICAL OCCUPATIONS</u> |                           |                          |                |               |                     |         |             |
| Accounting Clerk            | 8                         | \$4.00                   | \$ 5.58        | \$ 5.50       | \$4.49              | \$ 6.59 | \$ 7.50     |
| Claims Clerk                | 5                         | 5.00                     | 6.52           | 6.00          | 5.23                | 8.08    | 9.81        |
| Computer Operator           | 8                         | 3.48                     | 5.51           | 5.50          | 4.15                | 6.00    | 9.28        |
| File Clerk                  | 3                         | 3.75                     | 3.93           | 3.75          | 3.75                | 4.30    | 4.30        |
| General Clerk               | 11                        | 3.75                     | 5.12           | 5.25          | 4.40                | 5.88    | 6.13        |
| Policy Change Clerk         | 16                        | 4.00                     | 4.91           | 5.05          | 4.41                | 5.28    | 6.15        |
| Receptionist                | 5                         | 4.00                     | 4.60           | 4.80          | 4.13                | 4.98    | 5.08        |
| Secretary                   | 11                        | 3.80                     | 5.39           | 5.50          | 4.69                | 5.93    | 7.59        |
| <u>SALES OCCUPATIONS</u>    |                           |                          |                |               |                     |         |             |
| Sales Agent, Insurance      | 32                        | 4.63                     | 12.21          | 10.38         | 7.88                | 16.33   | 28.85       |

# HOTELS AND OTHER LODGING PLACES

## OCCUPATIONAL WAGE RATES SIC 70

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>ANNUAL GROSS SALARY</u> |                |               |                     |          |             |
|--|---------------------------|----------------------------|----------------|---------------|---------------------|----------|-------------|
|  |                           | <u>LOW</u>                 | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |          | <u>HIGH</u> |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                           |                            |                |               |                     |          |             |
| Accountant   | 4                         | \$14,820                   | \$20,535       | \$18,660      | \$14,820            | \$26,250 | \$30,000    |
| Auditor  | 4                         | 8,840                      | 8,970          | 8,840         | 8,840               | 9,100    | 9,360       |
| Manager, Hotel or Other Lodging<br>Place                       | 44                        | 7,000                      | 17,924         | 17,000        | 13,463              | 23,900   | 32,240      |
| Office Manager   | 20                        | 8,320                      | 13,724         | 13,156        | 10,400              | 16,328   | 20,228      |
| Personnel Manager  | 4                         | 7,800                      | 11,375         | 11,050        | 9,360               | 13,390   | 15,600      |

| OCCUPATION   | NO. OF<br>WORKERS | HOURLY WAGE RATES |         |        |              |        |         |
|--|-------------------|-------------------|---------|--------|--------------|--------|---------|
|  |                   | LOW               | AVERAGE | MEDIAN | MIDDLE RANGE |        | HIGH    |
| <u>SERVICE OCCUPATIONS</u>   |                   |                   |         |        |              |        |         |
| Bartender  | 119               | \$3.25            | \$3.69  | \$3.50 | \$3.35       | \$3.75 | \$ 6.50 |
| Bellhop, Baggage Porter,<br>Doorkeeper, and/or Room<br>Service Attendant | 73                | 2.78              | 3.51    | 3.35   | 3.35         | 3.45   | 5.38    |
| Cook, Restaurant   | 111               | 2.00              | 4.97    | 4.50   | 4.00         | 5.25   | 15.50   |
| Cook, Short Order and/or<br>Specialty Fast Foods                         | 40                | 3.35              | 3.85    | 3.50   | 3.45         | 4.29   | 5.34    |
| Dining Room Attendant, Bartender<br>Helper, or Cafeteria Attendant       | 63                | 2.15              | 3.57    | 3.35   | 3.35         | 3.75   | 6.25    |
| Guard, Patrolman, or Doorkeeper  | 17                | 3.35              | 4.33    | 4.00   | 3.43         | 5.00   | 5.50    |
| Housecleaner   | 64                | 3.35              | 3.78    | 3.75   | 3.50         | 3.95   | 4.75    |
| Housekeeper  | 31                | 3.35              | 4.53    | 4.50   | 3.60         | 5.00   | 7.75    |
| Janitor, Porter, or Cleaner  | 27                | 3.35              | 3.57    | 3.35   | 3.35         | 3.75   | 5.00    |
| Kitchen Helper   | 120               | 2.66              | 3.41    | 3.35   | 3.35         | 3.50   | 4.50    |
| Maid   | 427               | 2.40              | 3.44    | 3.35   | 3.35         | 3.50   | 5.00    |
| Waiter/Waitress  | 494               | 1.68              | 2.21    | 2.01   | 2.01         | 2.10   | 4.00    |

|   |    |      |      |      |      |      |      |
|---|----|------|------|------|------|------|------|
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u> |    |      |      |      |      |      |      |
| Gardener, Groundskeeper                           | 31 | 3.00 | 3.85 | 3.50 | 3.35 | 3.95 | 8.60 |
| Laundry Operator, Small<br>Establishment          | 48 | 3.25 | 3.57 | 3.50 | 3.35 | 3.75 | 4.35 |
| Maintenance Repairer, General<br>Utility          | 68 | 3.25 | 4.57 | 4.33 | 3.50 | 5.44 | 8.00 |

|                                   |     |      |      |      |      |      |      |
|-----------------------------------|-----|------|------|------|------|------|------|
| <u>CLERICAL OCCUPATIONS</u>       |     |      |      |      |      |      |      |
| Accounting Clerk                  | 8   | 3.70 | 3.95 | 3.75 | 3.75 | 4.19 | 4.54 |
| Bookkeeper, Hand                  | 11  | 3.35 | 4.37 | 4.12 | 3.90 | 4.95 | 6.00 |
| Cashier                           | 49  | 3.35 | 3.70 | 3.50 | 3.48 | 3.75 | 5.00 |
| Desk Clerk                        | 161 | 3.35 | 3.81 | 3.75 | 3.50 | 4.00 | 5.60 |
| File Clerk                        | 4   | 3.35 | 3.49 | 3.43 | 3.35 | 3.63 | 3.75 |
| General Clerk                     | 6   | 3.35 | 3.87 | 4.00 | 3.35 | 4.00 | 4.50 |
| Receptionist                      | 3   | 3.35 | 3.82 | 3.35 | 3.35 | 4.75 | 4.75 |
| Secretary                         | 22  | 3.35 | 4.59 | 4.78 | 3.75 | 5.20 | 6.00 |
| Switchboard Operator/Receptionist | 6   | 3.35 | 3.50 | 3.35 | 3.35 | 3.60 | 4.00 |

|                          |    |      |      |      |      |      |      |
|--------------------------|----|------|------|------|------|------|------|
| <u>SALES OCCUPATIONS</u> |    |      |      |      |      |      |      |
| Sales Clerk              | 14 | 3.35 | 3.77 | 3.35 | 3.35 | 3.90 | 6.25 |

# PERSONAL SERVICES

## OCCUPATIONAL WAGE RATES S I C 72

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>LOW</u> | <u>AVERAGE</u> | <u>ANNUAL GROSS SALARY</u> |                     |          |             |
|--|---------------------------|------------|----------------|----------------------------|---------------------|----------|-------------|
|  |                           |            |                | <u>MEDIAN</u>              | <u>MIDDLE RANGE</u> |          | <u>HIGH</u> |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                           |            |                |                            |                     |          |             |
| Office Manager   | 4                         | \$9,100    | \$19,445       | \$20,950                   | \$13,800            | \$25,090 | \$26,780    |

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>HOURLY WAGE RATES</u> |                |               |                     |        |             |
|--|---------------------------|--------------------------|----------------|---------------|---------------------|--------|-------------|
|  |                           | <u>LOW</u>               | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |        | <u>HIGH</u> |
| <u>SERVICE OCCUPATIONS</u>                                   |                           |                          |                |               |                     |        |             |
| Janitor, Porter, or Cleaner                                  | 13                        | \$3.35                   | \$4.17         | \$4.25        | \$3.95              | \$4.43 | \$ 4.50     |
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u>            |                           |                          |                |               |                     |        |             |
| Folder, Laundry  | 35                        | 3.35                     | 3.49           | 3.55          | 3.35                | 3.55   | 4.00        |
| Laundry Presser, Machine                                     | 42                        | 3.35                     | 3.47           | 3.35          | 3.35                | 3.35   | 4.60        |
| Maintenance Repairer, General<br>Utility                     | 9                         | 3.50                     | 6.17           | 6.00          | 5.00                | 7.63   | 8.75        |
| Presser, Machine   | 23                        | 3.35                     | 3.87           | 3.55          | 3.45                | 3.55   | 8.15        |
| Production Packager  | 19                        | 3.35                     | 3.51           | 3.55          | 3.35                | 3.55   | 3.70        |
| Washer, Machine and/or Starcher                              | 21                        | 3.35                     | 3.75           | 3.60          | 3.58                | 3.69   | 4.95        |
| <u>CLERICAL OCCUPATIONS</u>                                  |                           |                          |                |               |                     |        |             |
| Bookkeeper, Hand   | 4                         | 4.40                     | 5.59           | 5.47          | 4.81                | 6.37   | 7.00        |
| Secretary  | 4                         | 3.50                     | 4.51           | 4.15          | 3.75                | 5.27   | 6.25        |
| <u>SALES OCCUPATIONS</u>                                     |                           |                          |                |               |                     |        |             |
| Sales Representative, Sales<br>Agent, and/or Sales Associate | 28                        | 4.00                     | 6.83           | 7.00          | 7.00                | 7.00   | 10.62       |

# AUTO REPAIR, SERVICES, AND GARAGES

## OCCUPATIONAL WAGE RATES S I C 75

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>ANNUAL GROSS SALARY</u> |                |               |                     |          |             |
|--|---------------------------|----------------------------|----------------|---------------|---------------------|----------|-------------|
|  |                           | <u>LOW</u>                 | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |          | <u>HIGH</u> |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                           |                            |                |               |                     |          |             |
| Office Manager   | 5                         | \$8,944                    | \$15,658       | \$15,000      | \$ 9,412            | \$22,235 | \$26,790    |
| HOURLY WAGE RATES  |                           |                            |                |               |                     |          |             |
| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>LOW</u>                 | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |          | <u>HIGH</u> |
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u>              |                           |                            |                |               |                     |          |             |
| Auto/Truck Mechanic  | 19                        | \$3.60                     | \$5.04         | \$5.25        | \$4.50              | \$5.75   | \$6.50      |
| Tire Fabricator and/or Repairer                                | 43                        | 3.55                       | 4.67           | 4.75          | 4.34                | 4.75     | 7.20        |
| <u>CLERICAL OCCUPATIONS</u>                                    |                           |                            |                |               |                     |          |             |
| Bookkeeper, Hand   | 3                         | 4.40                       | 4.84           | 4.63          | 4.40                | 5.50     | 5.50        |
| <u>SALES OCCUPATIONS</u>                                       |                           |                            |                |               |                     |          |             |
| Sales Representative, Sales Agent,<br>and/or Sales Associate   | 26                        | 4.00                       | 5.91           | 5.94          | 5.55                | 6.37     | 7.76        |



# AMUSEMENT AND RECREATION SERVICES

## OCCUPATIONAL WAGE RATES S I C 79

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>LOW</u> | <u>AVERAGE</u> | <u>ANNUAL GROSS SALARY</u> |                     |          |             |
|--|---------------------------|------------|----------------|----------------------------|---------------------|----------|-------------|
|  |                           |            |                | <u>MEDIAN</u>              | <u>MIDDLE RANGE</u> |          | <u>HIGH</u> |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                           |            |                |                            |                     |          |             |
| Accountant   | 3                         | \$8,736    | \$15,012       | \$14,300                   | \$ 8,736            | \$22,000 | \$22,000    |

| <u>OCCUPATION</u>                                 | <u>NO. OF<br/>WORKERS</u> | <u>LOW</u> | <u>AVERAGE</u> | <u>HOURLY WAGE RATES</u> |                     |        |             |
|---|---------------------------|------------|----------------|--------------------------|---------------------|--------|-------------|
|   |                           |            |                | <u>MEDIAN</u>            | <u>MIDDLE RANGE</u> |        | <u>HIGH</u> |
| <u>SERVICE OCCUPATIONS</u>                        |                           |            |                |                          |                     |        |             |
| Recreation Facility Attendant                     | 139                       | \$2.55     | \$2.85         | \$2.60                   | \$2.60              | \$3.35 | \$4.75      |
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u> |                           |            |                |                          |                     |        |             |
| Maintenance Repairer, General<br>Utility          | 14                        | 3.35       | 5.74           | 5.69                     | 4.00                | 7.88   | 8.25        |
| <u>CLERICAL OCCUPATIONS</u>                       |                           |            |                |                          |                     |        |             |
| Cashier   | 32                        | 2.60       | 3.26           | 3.40                     | 3.03                | 3.50   | 3.75        |

# HEALTH SERVICES\*

(EXCEPT HOSPITALS)

## OCCUPATIONAL

## WAGE RATES

SIC 80

| OCCUPATION   | NO. OF<br>WORKERS | ANNUAL GROSS SALARY |          |          |              |          |          |
|--|-------------------|---------------------|----------|----------|--------------|----------|----------|
|  |                   | LOW                 | AVERAGE  | MEDIAN   | MIDDLE RANGE | HIGH     |          |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                   |                     |          |          |              |          |          |
| Accountant   | 5                 | \$ 8,164            | \$14,126 | \$14,989 | \$10,045     | \$17,775 | \$18,322 |
| Caseworker   | 83                | 7,280               | 12,976   | 11,750   | 8,964        | 16,428   | 24,350   |
| Controller   | 6                 | 21,600              | 23,300   | 22,750   | 22,000       | 25,348   | 25,354   |
| Dietitian and/or Nutritionist                                  | 18                | 8,112               | 18,266   | 18,768   | 13,520       | 24,960   | 26,146   |
| Licensed Practical Nurse                                       | 206               | 7,904               | 10,964   | 10,837   | 10,005       | 11,544   | 15,413   |
| Manual Arts, Music and/or<br>Recreational Therapist            | 42                | 7,176               | 10,966   | 8,944    | 8,112        | 14,000   | 19,500   |
| Medical Laboratory Assistant                                   | 22                | 7,946               | 13,105   | 12,563   | 11,544       | 15,184   | 21,008   |
| Office Manager   | 26                | 7,280               | 13,222   | 12,647   | 10,317       | 15,239   | 20,000   |
| Personnel Manager  | 7                 | 11,648              | 18,363   | 19,500   | 13,199       | 20,240   | 27,100   |
| Physician and/or Surgeon                                       | 37                | 18,500              | 54,370   | 49,320   | 32,000       | 72,800   | 99,999   |
| Professional Nurse   | 338               | 8,299               | 13,709   | 13,333   | 12,480       | 14,560   | 22,464   |

| OCCUPATION  | NO. OF<br>WORKERS | LOW    | AVERAGE | HOURLY WAGE RATES |              |        |         |
|---|-------------------|--------|---------|-------------------|--------------|--------|---------|
|   |                   |        |         | MEDIAN            | MIDDLE RANGE |        | HIGH    |
| <u>SERVICE OCCUPATIONS</u>                        |                   |        |         |                   |              |        |         |
| Cook, Institution                                 | 148               | \$3.35 | \$4.40  | \$4.25            | \$3.85       | \$4.75 | \$ 7.00 |
| Housekeeper                                       | 194               | 3.35   | 3.84    | 3.70              | 3.45         | 4.03   | 7.50    |
| Janitor, Porter, or Cleaner                       | 57                | 3.35   | 4.47    | 4.00              | 3.60         | 5.36   | 7.50    |
| Kitchen Helper                                    | 256               | 2.85   | 3.61    | 3.55              | 3.38         | 3.70   | 4.59    |
| Maid  | 34                | 3.35   | 3.65    | 3.60              | 3.45         | 3.85   | 4.11    |
| Medical Assistant                                 | 13                | 4.00   | 5.13    | 4.39              | 4.21         | 4.97   | 10.00   |
| Nurse Aide and/or Orderly                         | 1,727             | 3.35   | 3.90    | 3.82              | 3.55         | 4.23   | 5.10    |
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u> |                   |        |         |                   |              |        |         |
| Gardener, Groundskeeper                           | 12                | 3.35   | 4.37    | 3.79              | 3.40         | 4.60   | 7.40    |
| Laundry Presser, Machine                          | 40                | 3.35   | 3.73    | 3.70              | 3.49         | 3.96   | 4.20    |
| Washer, Machine and/or Starcher                   | 65                | 3.35   | 3.76    | 3.70              | 3.53         | 3.99   | 4.70    |

| CLERICAL OCCUPATIONS                    |    |      |      |      |      |      |      |
|---|----|------|------|------|------|------|------|
| Accounting Clerk                        | 9  | 4.20 | 4.64 | 4.42 | 4.34 | 5.00 | 5.25 |
| Bookkeeper, Hand                        | 32 | 3.35 | 5.00 | 5.00 | 4.26 | 5.30 | 8.00 |
| Bookkeeping or Billing Machine Operator | 4  | 4.25 | 4.89 | 4.65 | 4.42 | 5.36 | 6.00 |
| Computer Operator                       | 6  | 4.11 | 5.31 | 4.71 | 4.56 | 6.83 | 6.97 |
| File Clerk                              | 4  | 3.53 | 3.71 | 3.70 | 3.57 | 3.86 | 3.91 |
| General Clerk                           | 35 | 3.35 | 4.13 | 4.20 | 3.72 | 4.42 | 5.05 |
| Insurance Clerk, Medical                | 16 | 3.61 | 4.26 | 4.04 | 3.82 | 4.24 | 7.69 |
| Keypunch Operator                       | 4  | 4.00 | 4.51 | 4.57 | 4.25 | 4.78 | 4.92 |
| Receptionist                            | 32 | 3.35 | 4.06 | 3.97 | 3.75 | 4.29 | 5.34 |
| Secretary                               | 79 | 3.35 | 4.49 | 4.24 | 3.94 | 4.76 | 6.90 |
| Switchboard Operator/Receptionist       | 12 | 3.53 | 4.07 | 4.08 | 3.56 | 4.44 | 4.67 |
| Typist                                  | 16 | 3.56 | 4.36 | 4.16 | 3.86 | 4.83 | 5.63 |

\*Except SIC 806

# LEGAL SERVICES

## OCCUPATIONAL WAGE RATES S I C 81

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>ANNUAL GROSS SALARY</u> |                |               |                     |          |             |
|--|---------------------------|----------------------------|----------------|---------------|---------------------|----------|-------------|
|  |                           | <u>LOW</u>                 | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |          | <u>HIGH</u> |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                           |                            |                |               |                     |          |             |
| Lawyer   | 37                        | \$14,000                   | \$27,230       | \$24,000      | \$21,670            | \$28,000 | \$56,000    |
| Paralegal Personnel  | 23                        | 9,360                      | 12,292         | 11,960        | 10,660              | 13,624   | 17,680      |

| <u>OCCUPATION</u>                 | <u>NO. OF<br/>WORKERS</u> | <u>HOURLY WAGE RATES</u> |                |               |                     |        |             |
|-----------------------------------|---------------------------|--------------------------|----------------|---------------|---------------------|--------|-------------|
|                                   |                           | <u>LOW</u>               | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |        | <u>HIGH</u> |
| <u>CLERICAL OCCUPATIONS</u>       |                           |                          |                |               |                     |        |             |
| Bookkeeper, Hand                  | 4                         | \$4.69                   | \$5.24         | \$5.13        | \$4.85              | \$5.64 | \$6.03      |
| Computer Operator                 | 3                         | 4.00                     | 4.95           | 5.29          | 4.00                | 5.55   | 5.55        |
| File Clerk                        | 4                         | 3.55                     | 4.08           | 4.13          | 3.70                | 4.45   | 4.50        |
| Receptionist                      | 3                         | 3.50                     | 3.88           | 4.00          | 3.50                | 4.14   | 4.14        |
| Secretary                         | 87                        | 3.35                     | 5.99           | 6.28          | 5.30                | 6.71   | 8.00        |
| Switchboard Operator/Receptionist | 4                         | 4.29                     | 4.74           | 4.48          | 4.30                | 5.19   | 5.71        |

# SOCIAL SERVICES

## OCCUPATIONAL WAGE RATES SIC 83

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>LOW</u> | <u>AVERAGE</u> | <u>ANNUAL GROSS SALARY</u> |                     |          |             |
|--|---------------------------|------------|----------------|----------------------------|---------------------|----------|-------------|
|  |                           |            |                | <u>MEDIAN</u>              | <u>MIDDLE RANGE</u> |          | <u>HIGH</u> |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                           |            |                |                            |                     |          |             |
| Accountant   | 18                        | \$ 9,277   | \$14,916       | \$15,138                   | \$13,041            | \$15,998 | \$22,000    |
| Caseworker   | 131                       | 6,760      | 13,094         | 12,247                     | 10,510              | 15,600   | 24,130      |
| Community Organization Worker                                  | 47                        | 9,006      | 13,757         | 13,000                     | 10,088              | 16,023   | 30,088      |
| Controller   | 14                        | 10,470     | 18,708         | 17,496                     | 15,500              | 20,000   | 38,000      |
| Dietitian and/or Nutritionist                                  | 12                        | 7,195      | 11,231         | 11,236                     | 9,453               | 12,480   | 15,506      |
| Group Recreation Worker  | 8                         | 7,322      | 10,394         | 10,492                     | 8,192               | 11,912   | 14,640      |
| Licensed Practical Nurse                                       | 10                        | 8,632      | 10,421         | 10,202                     | 9,776               | 10,587   | 14,000      |
| Office Manager   | 26                        | 8,112      | 11,115         | 10,628                     | 9,516               | 11,700   | 17,004      |
| Personnel Manager  | 10                        | 9,100      | 15,939         | 15,714                     | 10,587              | 21,000   | 24,200      |
| Professional Nurse   | 50                        | 7,072      | 12,503         | 12,773                     | 11,690              | 13,416   | 17,139      |
| Psychologist   | 18                        | 10,400     | 23,144         | 24,431                     | 20,618              | 27,025   | 30,672      |
| Teacher, Preschool or Kindergarten                             | 89                        | 7,644      | 9,986          | 9,984                      | 9,054               | 10,855   | 14,165      |
| Vocational and Educational<br>Counselor                        | 38                        | 8,320      | 10,732         | 10,493                     | 9,152               | 11,960   | 15,981      |

| OCCUPATION  | NO. OF<br>WORKERS | LOW    | AVERAGE | HOURLY WAGE RATES |              |        |        |
|---|-------------------|--------|---------|-------------------|--------------|--------|--------|
|   |                   |        |         | MEDIAN            | MIDDLE RANGE | HIGH   |        |
| <u>SERVICE OCCUPATIONS</u>                        |                   |        |         |                   |              |        |        |
| Child Care Worker                                 | 76                | \$3.35 | \$4.45  | \$4.33            | \$3.54       | \$4.90 | \$8.13 |
| Cook, Institution                                 | 50                | 3.35   | 4.04    | 4.00              | 3.52         | 4.45   | 5.50   |
| Janitor, Porter, or Cleaner                       | 40                | 3.35   | 3.79    | 3.59              | 3.50         | 4.01   | 6.23   |
| Kitchen Helper                                    | 41                | 3.35   | 3.66    | 3.65              | 3.43         | 3.82   | 4.25   |
| Nurse Aide and/or Orderly                         | 45                | 3.35   | 3.91    | 3.90              | 3.50         | 4.32   | 4.65   |
| Social Service Aide                               | 169               | 3.35   | 3.90    | 3.78              | 3.59         | 4.08   | 6.38   |
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u> |                   |        |         |                   |              |        |        |
| Bus Driver  | 69                | 3.35   | 3.97    | 4.01              | 4.01         | 4.01   | 4.86   |
| Carpenter   | 42                | 3.35   | 4.47    | 4.22              | 4.20         | 4.80   | 6.49   |
| Maintenance Repairer, General<br>Utility          | 24                | 3.35   | 4.80    | 4.47              | 3.72         | 5.30   | 7.99   |
| <u>CLERICAL OCCUPATIONS</u>                       |                   |        |         |                   |              |        |        |
| Accounting Clerk                                  | 17                | 3.50   | 4.45    | 4.41              | 4.13         | 4.88   | 5.40   |
| Bookkeeper, Hand                                  | 31                | 3.50   | 4.76    | 4.60              | 4.25         | 4.90   | 7.46   |
| Computer Operator                                 | 3                 | 4.72   | 5.03    | 5.00              | 4.72         | 5.38   | 5.38   |
| File Clerk  | 7                 | 3.35   | 3.71    | 3.50              | 3.35         | 4.00   | 4.57   |
| General Clerk                                     | 27                | 3.35   | 3.94    | 3.85              | 3.69         | 4.27   | 4.88   |
| Receptionist                                      | 28                | 3.35   | 3.98    | 4.11              | 3.63         | 4.20   | 4.76   |
| Secretary   | 104               | 3.46   | 4.39    | 4.30              | 3.83         | 4.75   | 6.10   |
| Switchboard Operator/Receptionist                 | 15                | 3.78   | 4.22    | 4.20              | 3.92         | 4.28   | 5.73   |
| Teacher Aide and/or Educational<br>Assistant      | 61                | 3.35   | 3.79    | 3.80              | 3.48         | 4.00   | 4.81   |
| Typist  | 26                | 3.35   | 3.71    | 3.73              | 3.47         | 3.85   | 4.26   |

# MEMBERSHIP ORGANIZATIONS

## OCCUPATIONAL WAGE RATES S I C 86

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>ANNUAL GROSS SALARY</u> |                |               |                     |          |             |
|--|---------------------------|----------------------------|----------------|---------------|---------------------|----------|-------------|
|  |                           | <u>LOW</u>                 | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |          | <u>HIGH</u> |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                           |                            |                |               |                     |          |             |
| Office Manager   | 4                         | \$9,000                    | \$14,369       | \$15,738      | \$11,988            | \$16,750 | \$17,000    |

| <u>OCCUPATION</u>           | <u>NO. OF<br/>WORKERS</u> | <u>HOURLY WAGE RATES</u> |                |               |                     |        |             |
|-----------------------------|---------------------------|--------------------------|----------------|---------------|---------------------|--------|-------------|
|                             |                           | <u>LOW</u>               | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |        | <u>HIGH</u> |
| <u>SERVICE OCCUPATIONS</u>  |                           |                          |                |               |                     |        |             |
| Bartender                   | 21                        | \$2.90                   | \$3.89         | \$3.50        | \$3.35              | \$5.00 | \$5.00      |
| Janitor, Porter, or Cleaner | 14                        | 3.35                     | 3.61           | 3.35          | 3.35                | 3.35   | 5.10        |
| <u>CLERICAL OCCUPATIONS</u> |                           |                          |                |               |                     |        |             |
| Bookkeeper, Hand            | 4                         | 3.50                     | 4.24           | 4.24          | 3.75                | 4.74   | 5.00        |

# MISCELLANEOUS \*

## SERVICES

### OCCUPATIONAL

### WAGE RATES

SIC 89

| OCCUPATION   | NO. OF<br>WORKERS | ANNUAL GROSS SALARY |          |          |              |          |          |
|--|-------------------|---------------------|----------|----------|--------------|----------|----------|
|  |                   | LOW                 | AVERAGE  | MEDIAN   | MIDDLE RANGE |          | HIGH     |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                   |                     |          |          |              |          |          |
| Accountant   | 42                | \$10,920            | \$19,609 | \$17,167 | \$14,500     | \$25,500 | \$40,000 |
| Auditor  | 54                | 13,000              | 20,626   | 21,275   | 18,231       | 21,275   | 39,400   |
| Civil Engineer   | 27                | 14,020              | 22,558   | 20,675   | 18,500       | 27,000   | 39,000   |
| Controller   | 4                 | 21,840              | 29,460   | 30,000   | 23,920       | 35,000   | 36,000   |
| Drafter  | 51                | 9,776               | 18,573   | 20,717   | 16,000       | 20,717   | 27,872   |
| Electrical Engineer  | 6                 | 19,250              | 26,387   | 23,950   | 21,000       | 27,675   | 42,500   |
| Office Manager   | 5                 | 10,608              | 18,049   | 14,500   | 11,024       | 26,850   | 37,200   |
| Personnel Manager  | 4                 | 13,000              | 22,375   | 23,500   | 17,000       | 27,750   | 29,500   |
| Surveyor   | 14                | 11,440              | 18,078   | 17,472   | 13,000       | 20,072   | 26,000   |

| OCCUPATION  | NO. OF<br>WORKERS | LOW    | AVERAGE | HOURLY WAGE RATES |              |        |         |
|---|-------------------|--------|---------|-------------------|--------------|--------|---------|
|   |                   |        |         | MEDIAN            | MIDDLE RANGE |        | HIGH    |
| <u>SERVICE OCCUPATIONS</u>                        |                   |        |         |                   |              |        |         |
| Janitor, Porter, or Cleaner                       | 11                | \$3.63 | \$4.48  | \$4.25            | \$4.16       | \$4.91 | \$ 5.42 |
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u> |                   |        |         |                   |              |        |         |
| Maintenance Repairer, General<br>Utility          | 14                | 3.35   | 6.68    | 6.96              | 6.50         | 7.39   | 7.54    |
| Surveyor Helper                                   | 17                | 3.75   | 5.13    | 5.00              | 4.00         | 6.05   | 6.55    |
| <u>CLERICAL OCCUPATIONS</u>                       |                   |        |         |                   |              |        |         |
| Accounting Clerk                                  | 19                | 3.60   | 5.77    | 5.33              | 4.50         | 6.87   | 12.98   |
| Bookkeeper, Hand                                  | 6                 | 5.00   | 5.78    | 5.76              | 5.00         | 6.51   | 6.65    |
| Computer Operator                                 | 13                | 4.50   | 6.75    | 5.50              | 5.03         | 8.76   | 10.25   |
| File Clerk  | 5                 | 3.75   | 4.54    | 4.50              | 4.00         | 5.11   | 5.42    |
| General Clerk                                     | 16                | 3.35   | 5.09    | 5.31              | 4.46         | 5.52   | 6.75    |
| Receptionist                                      | 3                 | 5.32   | 5.42    | 5.33              | 5.32         | 5.60   | 5.60    |
| Secretary   | 53                | 4.00   | 5.54    | 5.35              | 4.92         | 6.32   | 8.81    |
| Switchboard Operator/Receptionist                 | 8                 | 3.61   | 4.82    | 4.80              | 4.43         | 5.42   | 5.65    |
| Typist  | 23                | 3.35   | 4.94    | 4.75              | 4.50         | 5.51   | 7.05    |

\*This major industry group includes establishments engaged in performing services such as those rendered by engineers, architects, and accountants. Also included in this group are noncommercial establishments primarily engaged in education, scientific and research activities.

# PORTLAND SMSA\*

## OCCUPATIONAL WAGE RATES

| OCCUPATION   | NO. OF<br>WORKERS | ANNUAL GROSS SALARY |          |          |              |          |          |
|--|-------------------|---------------------|----------|----------|--------------|----------|----------|
|  |                   | LOW                 | AVERAGE  | MEDIAN   | MIDDLE RANGE |          | HIGH     |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                   |                     |          |          |              |          |          |
| Accountant   | 74                | \$ 8,500            | \$18,594 | \$16,167 | \$14,000     | \$22,500 | \$40,000 |
| Auditor  | 44                | 8,840               | 20,511   | 21,275   | 21,275       | 21,275   | 39,400   |
| Branch Bank Manager  | 31                | 11,700              | 18,543   | 19,558   | 16,300       | 19,558   | 25,000   |
| Buyer  | 55                | 7,904               | 18,149   | 16,600   | 12,740       | 20,900   | 52,000   |
| Caseworker   | 50                | 7,862               | 11,927   | 11,410   | 9,750        | 13,431   | 22,700   |
| Controller   | 32                | 13,500              | 26,661   | 26,780   | 20,400       | 31,550   | 52,000   |
| Dietitian and/or Nutritionist                                  | 5                 | 8,112               | 15,846   | 12,400   | 9,942        | 23,473   | 26,146   |
| Director, Food and Beverage<br>and/or Manager, Catering        | 8                 | 9,776               | 15,885   | 14,950   | 10,252       | 21,450   | 24,000   |
| Electronic Technician  | 12                | 9,100               | 14,386   | 15,600   | 11,700       | 16,900   | 18,200   |
| Group Recreation Worker  | 8                 | 9,000               | 11,745   | 11,012   | 10,500       | 13,470   | 15,000   |
| Lawyer   | 24                | 17,000              | 27,145   | 25,000   | 22,750       | 28,000   | 52,000   |
| Licensed Practical Nurse                                       | 37                | 8,320               | 10,440   | 10,400   | 9,828        | 11,003   | 13,666   |
| Manager, Automobile Parts<br>Department                        | 5                 | 20,000              | 21,947   | 22,089   | 20,000       | 23,823   | 25,000   |
| Manager, Automobile Service<br>Department                      | 12                | 11,003              | 19,980   | 19,000   | 18,000       | 22,383   | 30,000   |
| Manager, Hotel or Other Lodging<br>Place                       | 6                 | 10,400              | 19,250   | 21,000   | 10,600       | 25,500   | 27,000   |
| Manager, Merchandise   | 33                | 10,400              | 19,069   | 16,360   | 15,210       | 25,000   | 30,000   |
| Manager, Restaurant, Coffee<br>Shop, or Liquor Establishment   | 59                | 8,320               | 14,702   | 13,000   | 10,400       | 16,200   | 40,000   |
| Manager, Store   | 99                | 7,800               | 22,599   | 21,362   | 18,200       | 27,300   | 48,547   |
| Manual Arts, Music, and/or<br>Recreational Therapist           | 16                | 8,320               | 14,428   | 14,750   | 11,081       | 18,000   | 19,500   |
| Office Manager   | 83                | 7,488               | 16,497   | 14,000   | 10,400       | 20,000   | 37,200   |
| Personnel Manager  | 26                | 10,400              | 19,295   | 17,100   | 12,740       | 25,500   | 36,500   |
| Professional Nurse   | 89                | 9,464               | 13,161   | 12,960   | 11,826       | 14,206   | 19,240   |
| Underwriter  | 43                | 10,400              | 18,051   | 15,704   | 14,682       | 18,142   | 39,321   |
| Wholesaler   | 9                 | 13,780              | 32,144   | 34,000   | 22,912       | 41,600   | 50,000   |

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>HOURLY WAGE RATES</u> |                |               |                     |        |             |
|--|---------------------------|--------------------------|----------------|---------------|---------------------|--------|-------------|
|  |                           | <u>LOW</u>               | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |        | <u>HIGH</u> |
| <u>SERVICE OCCUPATIONS</u>   |                           |                          |                |               |                     |        |             |
| Baker, Bread and/or Pastry   | 6                         | \$3.35                   | \$4.65         | \$4.32        | \$4.00              | \$5.63 | \$ 6.30     |
| Bartender  | 133                       | 2.80                     | 3.68           | 3.50          | 3.35                | 4.00   | 5.25        |
| Bellhop, Baggage Porter, Door-<br>keeper, and/or Room Service<br>Attendant | 26                        | 3.35                     | 3.36           | 3.35          | 3.35                | 3.35   | 3.50        |
| Butcher and/or Meat Cutter   | 61                        | 4.55                     | 8.18           | 8.50          | 5.90                | 9.75   | 12.00       |
| Child Care Worker  | 42                        | 3.35                     | 4.71           | 4.33          | 3.37                | 5.17   | 8.13        |
| Cook, Institution  | 29                        | 3.35                     | 4.44           | 4.37          | 3.80                | 4.87   | 6.15        |
| Cook, Restaurant   | 126                       | 3.35                     | 4.52           | 4.00          | 3.65                | 5.00   | 11.88       |
| Cook, Short Order and/or<br>Specialty Fast Foods                           | 64                        | 2.40                     | 3.68           | 3.45          | 3.35                | 3.98   | 6.25        |
| Counter Attendant, Lunchroom,<br>Coffee Shop, or Cafeteria                 | 48                        | 3.35                     | 3.74           | 3.50          | 3.35                | 4.00   | 5.25        |
| Dining Room Attendant, Bartender<br>Helper, or Cafeteria Attendant         | 28                        | 2.35                     | 2.88           | 2.35          | 2.35                | 3.35   | 4.35        |

| OCCUPATION  | NO. OF<br>WORKERS | HOURLY WAGE RATES |         |        |              |        |         |
|---|-------------------|-------------------|---------|--------|--------------|--------|---------|
|   |                   | LOW               | AVERAGE | MEDIAN | MIDDLE RANGE |        | HIGH    |
| Food Preparation and Service                          |                   |                   |         |        |              |        |         |
| Worker, Fast-Food Restaurant                          | 314               | \$3.35            | \$3.52  | \$3.40 | \$3.35       | \$3.55 | \$ 5.50 |
| Guard, Patroller, or Doorkeeper                       | 24                | 3.50              | 5.21    | 5.52   | 5.00         | 5.53   | 6.33    |
| Hostess/Host, Restaurant,<br>Lounge or Coffee Shop    | 35                | 3.35              | 3.68    | 3.50   | 3.35         | 4.00   | 4.50    |
| Housekeeper   | 26                | 3.35              | 4.16    | 3.83   | 3.50         | 4.49   | 7.50    |
| Janitor, Porter, or Cleaner                           | 110               | 3.35              | 4.28    | 4.25   | 3.35         | 5.00   | 7.50    |
| Kitchen Helper  | 149               | 2.16              | 3.41    | 3.35   | 3.35         | 3.45   | 4.50    |
| Maid  | 135               | 3.35              | 3.41    | 3.35   | 3.35         | 3.35   | 3.85    |
| Nurse Aide and/or Orderly                             | 220               | 3.35              | 3.95    | 3.85   | 3.65         | 4.25   | 5.00    |
| Social Service Aide                                   | 34                | 3.35              | 3.89    | 3.87   | 3.61         | 4.08   | 5.38    |
| Store Detective                                       | 17                | 3.60              | 4.21    | 4.10   | 4.00         | 4.43   | 5.25    |
| Waiter/Waitress                                       | 583               | 1.45              | 2.23    | 2.01   | 2.01         | 2.05   | 4.42    |
| <u>MAINTENANCE AND PRODUCTION</u>                     |                   |                   |         |        |              |        |         |
| <u>OCCUPATIONS</u>                                    |                   |                   |         |        |              |        |         |
| Auto/Truck Mechanic                                   | 155               | 3.70              | 6.58    | 6.85   | 5.50         | 7.50   | 10.20   |
| Bagger  | 159               | 2.85              | 3.51    | 3.45   | 3.45         | 3.60   | 3.90    |
| Baker   | 10                | 4.50              | 6.43    | 5.90   | 5.40         | 7.90   | 10.50   |
| Body Repairer, Automotive                             | 14                | 4.50              | 6.99    | 7.20   | 7.15         | 7.50   | 7.69    |
| Fuel Pump Attendant and/or<br>Lubricator              | 5                 | 3.35              | 3.78    | 3.40   | 3.35         | 4.40   | 5.35    |
| Industrial Truck Operator                             | 23                | 3.35              | 5.60    | 4.91   | 4.91         | 5.00   | 10.01   |
| Laundry Operator, Small<br>Establishment              | 11                | 3.35              | 3.72    | 3.69   | 3.45         | 3.80   | 4.55    |
| Laundry Presser, Machine                              | 16                | 3.35              | 3.78    | 3.56   | 3.45         | 3.99   | 4.60    |
| Maintenance Repairer, General<br>Utility              | 80                | 3.35              | 5.33    | 4.70   | 3.50         | 6.13   | 11.05   |
| Order Filler  | 166               | 3.35              | 4.90    | 4.77   | 3.90         | 6.16   | 9.26    |
| Painter, Automotive                                   | 5                 | 3.35              | 5.92    | 7.00   | 3.35         | 7.95   | 8.65    |
| Production Packager                                   | 34                | 3.35              | 4.17    | 3.75   | 3.55         | 5.00   | 5.90    |
| Stock Clerk, Sales Floor                              | 341               | 3.00              | 5.03    | 5.28   | 4.17         | 5.65   | 9.38    |
| Truck Driver, Heavy                                   | 75                | 3.35              | 4.78    | 4.50   | 4.25         | 5.14   | 7.21    |
| Truck Driver, Light                                   | 37                | 3.75              | 4.48    | 4.25   | 4.06         | 4.94   | 6.00    |
| Truck Driver, Tractor-Trailer                         | 46                | 5.29              | 7.51    | 7.30   | 6.24         | 9.63   | 11.19   |
| Vehicle Cleaner                                       | 12                | 3.35              | 4.82    | 4.38   | 3.80         | 5.90   | 7.21    |
| Washer, Machine and/or Starcher                       | 15                | 3.35              | 3.88    | 3.69   | 3.65         | 4.20   | 4.95    |
| <u>CLERICAL OCCUPATIONS</u>                           |                   |                   |         |        |              |        |         |
| Accounting Clerk                                      | 114               | 3.50              | 5.17    | 5.00   | 4.36         | 5.83   | 12.98   |
| Bookkeeper, Hand                                      | 66                | 3.35              | 5.25    | 5.00   | 4.35         | 6.01   | 9.00    |
| Bookkeeping or Billing Machine<br>Operator            | 11                | 3.95              | 4.68    | 4.40   | 4.00         | 5.50   | 6.00    |
| Cashier   | 608               | 2.60              | 4.49    | 4.55   | 3.52         | 5.49   | 9.00    |
| Claim Adjuster  | 41                | 6.69              | 9.37    | 9.70   | 8.24         | 9.70   | 13.79   |
| Claims Clerk  | 27                | 3.66              | 5.66    | 5.50   | 4.80         | 6.34   | 9.81    |
| Collector   | 6                 | 5.00              | 5.75    | 5.59   | 5.23         | 6.11   | 6.99    |
| Computer Operator                                     | 68                | 3.70              | 5.47    | 5.48   | 4.72         | 6.13   | 9.28    |
| Desk Clerk  | 42                | 3.35              | 3.67    | 3.65   | 3.50         | 3.75   | 4.45    |
| File Clerk  | 40                | 3.35              | 3.91    | 3.93   | 3.54         | 4.13   | 4.83    |
| General Clerk   | 183               | 3.35              | 4.60    | 4.40   | 4.00         | 5.03   | 10.43   |
| Insurance Clerk, Medical                              | 3                 | 3.75              | 5.25    | 4.32   | 3.75         | 7.69   | 7.69    |
| Keypunch Operator                                     | 89                | 3.65              | 4.96    | 5.12   | 4.79         | 5.12   | 6.75    |
| Marking Clerk   | 17                | 3.35              | 4.34    | 4.48   | 3.95         | 4.70   | 5.06    |
| Messenger   | 5                 | 4.00              | 4.22    | 4.00   | 4.00         | 4.55   | 4.75    |
| New Accounts Teller                                   | 31                | 4.00              | 5.16    | 5.32   | 5.32         | 5.32   | 5.95    |
| Order Clerk   | 36                | 3.78              | 5.10    | 4.77   | 4.50         | 5.45   | 7.75    |
| Rater   | 50                | 4.08              | 5.53    | 5.31   | 4.87         | 5.92   | 8.52    |
| Receptionist  | 34                | 3.35              | 4.25    | 4.00   | 3.65         | 4.63   | 6.60    |
| Secretary   | 227               | 3.46              | 5.57    | 5.52   | 4.90         | 6.28   | 10.00   |
| Shipping and Receiving Clerk                          | 74                | 3.35              | 5.02    | 4.48   | 4.25         | 5.50   | 10.01   |
| Shipping Packer                                       | 18                | 3.35              | 4.68    | 4.36   | 3.50         | 5.00   | 8.92    |
| Stock Clerk, Stockroom, Warehouse,<br>or Storage Yard | 98                | 3.35              | 4.41    | 3.95   | 3.35         | 5.25   | 7.57    |
| Switchboard Operator/Receptionist                     | 48                | 3.35              | 4.24    | 4.10   | 3.76         | 4.59   | 6.45    |
| Teller  | 176               | 3.45              | 4.14    | 4.26   | 4.00         | 4.26   | 4.88    |
| Typist  | 78                | 3.35              | 4.33    | 4.35   | 3.83         | 4.60   | 6.46    |



| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>HOURLY WAGE RATES</u> |                |               |                     |        |             |
|--|---------------------------|--------------------------|----------------|---------------|---------------------|--------|-------------|
|  |                           | <u>LOW</u>               | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |        | <u>HIGH</u> |
| <u>SALES OCCUPATIONS</u>                                     |                           |                          |                |               |                     |        |             |
| Sales Clerk  | 666                       | \$3.35                   | \$4.34         | \$4.33        | \$3.66              | \$4.72 | \$12.02     |
| Sales Representative, Sales<br>Agent, and/or Sales Associate | 163                       | 3.60                     | 8.74           | 7.69          | 6.88                | 9.80   | 25.94       |

\*Portland SMSA: Cape Elizabeth, Cumberland, Falmouth, Freeport, Gorham, Portland, Scarborough, South Portland, Westbrook, Windham, and Yarmouth in Cumberland County, and Old Orchard Beach and Saco in York County.

# LEWISTON - AUBURN

**SMSA\***

## OCCUPATIONAL WAGE RATES

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>ANNUAL GROSS SALARY</u> |                |               |                     |          |             |
|--|---------------------------|----------------------------|----------------|---------------|---------------------|----------|-------------|
|  |                           | <u>LOW</u>                 | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |          | <u>HIGH</u> |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                           |                            |                |               |                     |          |             |
| Accountant   | 6                         | \$ 9,277                   | \$14,862       | \$14,800      | \$11,400            | \$18,824 | \$20,075    |
| Branch Bank Manager  | 27                        | 11,000                     | 14,886         | 15,000        | 12,000              | 17,000   | 21,500      |
| Buyer  | 20                        | 7,020                      | 13,437         | 13,000        | 8,600               | 17,000   | 25,000      |
| Caseworker   | 17                        | 10,806                     | 16,726         | 16,079        | 15,027              | 18,408   | 24,130      |
| Controller   | 10                        | 11,593                     | 22,402         | 21,350        | 19,051              | 26,000   | 35,400      |
| Manager, Merchandise   | 24                        | 13,000                     | 20,987         | 19,025        | 16,335              | 22,813   | 39,999      |
| Manager, Restaurant, Coffee Shop,<br>or Liquor Establishment   | 20                        | 8,632                      | 15,509         | 14,820        | 12,775              | 18,967   | 22,880      |
| Manager, Store   | 25                        | 9,600                      | 20,719         | 21,000        | 15,600              | 24,705   | 32,460      |
| Office Manager   | 25                        | 8,320                      | 12,804         | 11,500        | 10,244              | 14,400   | 26,780      |
| Personnel Manager  | 10                        | 8,000                      | 15,630         | 13,250        | 10,587              | 21,164   | 27,100      |
| Professional Nurse   | 40                        | 11,500                     | 15,764         | 16,054        | 12,881              | 18,616   | 18,616      |

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>HOURLY WAGE RATES</u> |                |               |                     |        |             |
|--|---------------------------|--------------------------|----------------|---------------|---------------------|--------|-------------|
|  |                           | <u>LOW</u>               | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |        | <u>HIGH</u> |
| <u>SERVICE OCCUPATIONS</u>                                 |                           |                          |                |               |                     |        |             |
| Bartender  | 19                        | \$3.35                   | \$3.79         | \$3.75        | \$3.50              | \$4.20 | \$ 4.50     |
| Butcher and/or Meat Cutter                                 | 12                        | 4.00                     | 8.34           | 8.10          | 6.10                | 9.90   | 14.18       |
| Cook, Institution  | 11                        | 3.50                     | 4.33           | 4.40          | 3.75                | 4.69   | 5.39        |
| Cook, Restaurant   | 17                        | 3.90                     | 4.78           | 4.60          | 4.25                | 4.85   | 8.89        |
| Cook, Short Order and/or<br>Specialty Fast Foods           | 124                       | 3.35                     | 3.51           | 3.45          | 3.45                | 3.65   | 4.25        |
| Counter Attendant, Lunchroom,<br>Coffee Shop, or Cafeteria | 39                        | 2.55                     | 3.38           | 3.35          | 3.35                | 3.50   | 5.50        |
| Hostess/Host, Restaurant, Lounge,<br>or Coffee Shop        | 11                        | 3.35                     | 3.86           | 3.50          | 3.35                | 4.00   | 6.25        |
| Janitor, Porter, or Cleaner                                | 51                        | 3.35                     | 4.13           | 3.92          | 3.50                | 4.27   | 7.70        |
| Kitchen Helper   | 28                        | 2.85                     | 3.78           | 3.35          | 3.35                | 3.88   | 5.55        |
| Nurse Aide and/or Orderly                                  | 222                       | 3.40                     | 4.48           | 4.56          | 4.56                | 4.56   | 4.56        |
| Store Detective  | 7                         | 3.35                     | 4.35           | 4.20          | 4.10                | 4.70   | 5.42        |
| Waiter/Waitress  | 74                        | 1.68                     | 2.08           | 2.01          | 2.01                | 2.25   | 3.85        |

| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u> |     |      |      |      |      |      |       |
|---|-----|------|------|------|------|------|-------|
| Auto/Truck Mechanic                               | 43  | 3.75 | 6.82 | 7.38 | 6.50 | 7.65 | 8.80  |
| Bagger  | 51  | 3.35 | 3.50 | 3.45 | 3.35 | 3.55 | 4.50  |
| Baker   | 10  | 3.35 | 4.95 | 4.00 | 3.50 | 6.35 | 7.90  |
| Fuel Pump Attendant and/or<br>Lubricator          | 6   | 3.00 | 4.28 | 4.38 | 3.50 | 4.90 | 5.50  |
| Maintenance Repairer, General<br>Utility          | 22  | 3.35 | 4.93 | 4.95 | 3.50 | 5.50 | 9.52  |
| Stock Clerk, Sales Floor                          | 136 | 2.84 | 4.11 | 3.88 | 3.45 | 4.35 | 8.21  |
| Truck Driver, Heavy                               | 51  | 4.00 | 5.73 | 5.08 | 4.85 | 5.30 | 12.00 |
| Truck Driver, Tractor-Trailer                     | 19  | 4.80 | 6.02 | 4.80 | 4.80 | 7.53 | 10.00 |
| Vehicle Cleaner                                   | 14  | 2.64 | 3.34 | 3.35 | 2.85 | 3.50 | 4.50  |

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>LOW</u> | <u>AVERAGE</u> | <u>HOURLY WAGE RATES</u> |                     |        |             |
|--|---------------------------|------------|----------------|--------------------------|---------------------|--------|-------------|
|  |                           |            |                | <u>MEDIAN</u>            | <u>MIDDLE RANGE</u> |        | <u>HIGH</u> |
| <u>CLERICAL OCCUPATIONS</u>                                  |                           |            |                |                          |                     |        |             |
| Accounting Clerk   | 17                        | \$3.40     | \$4.66         | \$4.42                   | \$3.99              | \$5.22 | \$ 6.87     |
| Bookkeeper, Hand   | 21                        | 3.38       | 5.21           | 5.08                     | 4.25                | 6.10   | 7.23        |
| Cashier  | 133                       | 3.35       | 3.97           | 3.65                     | 3.45                | 4.10   | 6.45        |
| Collector  | 8                         | 4.00       | 4.68           | 4.66                     | 4.66                | 4.71   | 5.36        |
| Computer Operator  | 14                        | 3.48       | 4.65           | 4.32                     | 4.00                | 4.88   | 7.25        |
| File Clerk   | 12                        | 3.35       | 3.67           | 3.62                     | 3.40                | 3.70   | 4.50        |
| General Clerk  | 135                       | 3.35       | 4.27           | 4.20                     | 3.85                | 4.51   | 6.25        |
| Keypunch Operator  | 36                        | 3.69       | 4.39           | 4.41                     | 3.79                | 4.70   | 5.20        |
| Marking Clerk  | 15                        | 3.40       | 3.79           | 3.75                     | 3.55                | 3.95   | 4.75        |
| Messenger  | 3                         | 3.75       | 4.07           | 3.80                     | 3.75                | 4.65   | 4.65        |
| New Accounts Teller  | 8                         | 3.90       | 4.91           | 5.17                     | 4.24                | 5.22   | 6.15        |
| Receptionist   | 13                        | 3.35       | 3.90           | 4.00                     | 3.56                | 4.16   | 4.80        |
| Secretary  | 52                        | 3.50       | 5.08           | 4.90                     | 4.39                | 5.75   | 7.77        |
| Shipping and Receiving Clerk                                 | 23                        | 3.35       | 5.17           | 5.10                     | 4.50                | 5.88   | 8.05        |
| Shipping Packer  | 18                        | 3.60       | 4.46           | 4.35                     | 4.10                | 4.50   | 7.70        |
| Stock Clerk, Stockroom, Warehouse,<br>or Storage Yard        | 74                        | 3.35       | 4.61           | 4.35                     | 4.07                | 4.80   | 8.75        |
| Switchboard Operator/Receptionist                            | 28                        | 3.35       | 4.28           | 4.20                     | 3.95                | 4.57   | 5.73        |
| Teller   | 173                       | 3.35       | 3.88           | 3.93                     | 3.50                | 4.18   | 4.90        |
| Typist   | 33                        | 3.35       | 3.99           | 3.85                     | 3.62                | 4.24   | 5.75        |
| <u>SALES OCCUPATIONS</u>                                     |                           |            |                |                          |                     |        |             |
| Sales Clerk  | 361                       | 3.35       | 3.75           | 3.55                     | 3.35                | 3.87   | 6.00        |
| Sales Representative, Sales Agent,<br>and/or Sales Associate | 78                        | 3.75       | 7.26           | 7.00                     | 5.15                | 10.10  | 11.25       |

\*Lewiston-Auburn SMSA: Auburn, Lewiston, and Lisbon in Androscoggin County.

# BANGOR - BREWER LMA\*

## OCCUPATIONAL WAGE RATES

| OCCUPATION   | NO. OF<br>WORKERS | LOW      | AVERAGE  | ANNUAL GROSS SALARY |              |          |          |
|--|-------------------|----------|----------|---------------------|--------------|----------|----------|
|  |                   |          |          | MEDIAN              | MIDDLE RANGE | HIGH     |          |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                   |          |          |                     |              |          |          |
| Accountant   | 15                | \$10,920 | \$16,680 | \$15,000            | \$14,300     | \$16,160 | \$29,600 |
| Auditor  | 16                | 9,360    | 18,237   | 18,231              | 18,231       | 18,231   | 28,392   |
| Branch Bank Manager  | 17                | 9,249    | 16,002   | 16,000              | 12,462       | 18,350   | 23,200   |
| Buyer  | 24                | 10,200   | 23,365   | 22,330              | 18,782       | 22,330   | 48,000   |
| Community Organization Worker                                  | 12                | 12,093   | 15,880   | 15,511              | 14,625       | 16,088   | 23,000   |
| Controller   | 15                | 11,700   | 24,096   | 24,000              | 16,848       | 31,200   | 37,000   |
| Group Recreation Worker  | 4                 | 7,322    | 8,902    | 8,684               | 7,353        | 10,452   | 10,920   |
| Licensed Practical Nurse                                       | 10                | 8,632    | 10,252   | 10,181              | 9,776        | 11,024   | 11,648   |
| Manager, Automobile Parts<br>Department                        | 5                 | 13,500   | 19,260   | 19,500              | 15,850       | 22,550   | 25,100   |
| Manager, Automobile Service<br>Department                      | 6                 | 10,600   | 17,326   | 17,420              | 12,220       | 22,300   | 24,000   |
| Manager, Hotel or Other Lodging<br>Place                       | 17                | 10,400   | 17,874   | 17,000              | 14,113       | 21,520   | 32,240   |
| Manager, Merchandise   | 17                | 9,880    | 16,099   | 15,000              | 13,362       | 18,300   | 26,000   |
| Manager, Restaurant, Coffee Shop,<br>or Liquor Establishment   | 16                | 8,580    | 14,733   | 14,250              | 13,000       | 16,325   | 21,000   |
| Manager, Store   | 39                | 8,320    | 19,639   | 18,000              | 13,780       | 26,000   | 48,000   |
| Office Manager   | 47                | 8,125    | 13,584   | 13,500              | 10,511       | 15,700   | 21,580   |
| Personnel Manager  | 13                | 7,800    | 17,161   | 15,050              | 12,740       | 23,275   | 26,000   |
| Professional Nurse   | 34                | 10,140   | 12,611   | 12,773              | 11,934       | 13,416   | 15,600   |
| Teacher, Preschool or Kindergarten                             | 22                | 7,644    | 9,974    | 9,637               | 9,280        | 11,271   | 12,266   |

| OCCUPATION   | NO. OF<br>WORKERS | HOURLY WAGE RATES |         |        |              |        | HIGH   |
|--|-------------------|-------------------|---------|--------|--------------|--------|--------|
|  |                   | LOW               | AVERAGE | MEDIAN | MIDDLE RANGE |        |        |
| <u>SERVICE OCCUPATIONS</u>   |                   |                   |         |        |              |        |        |
| Baker, Bread and/or Pastry   | 3                 | \$4.25            | \$4.87  | \$4.42 | \$4.25       | \$5.95 | \$5.95 |
| Bartender  | 44                | 3.35              | 3.80    | 3.55   | 3.35         | 4.00   | 6.50   |
| Bellhop, Baggage Porter, Door-<br>keeper, and/or Room Service<br>Attendant | 14                | 3.35              | 3.37    | 3.35   | 3.35         | 3.35   | 3.45   |
| Butcher and/or Meat Cutter   | 17                | 5.10              | 8.18    | 8.95   | 7.31         | 9.01   | 9.07   |
| Cook, Institution  | 15                | 3.55              | 4.27    | 4.25   | 3.90         | 4.60   | 5.50   |
| Cook, Restaurant   | 72                | 3.35              | 4.36    | 4.00   | 3.70         | 4.75   | 8.75   |
| Cook, Short Order and/or<br>Specialty Fast Foods                           | 8                 | 3.35              | 3.70    | 3.60   | 3.36         | 4.00   | 4.33   |
| Counter Attendant, Lunchroom,<br>Coffee Shop, or Cafeteria                 | 34                | 2.01              | 3.19    | 3.35   | 2.60         | 3.50   | 4.50   |
| Dining Room Attendant, Bartender<br>Helper, or Cafeteria Attendant         | 4                 | 3.35              | 3.35    | 3.35   | 3.35         | 3.35   | 3.35   |
| Food Preparation and Service<br>Worker, Fast-Food Restaurant               | 70                | 3.35              | 3.78    | 3.65   | 3.40         | 3.90   | 5.95   |
| Hostess/Host, Restaurant, Lounge,<br>or Coffee Shop                        | 12                | 3.35              | 4.06    | 4.00   | 3.75         | 4.25   | 5.00   |
| Housecleaner   | 10                | 3.37              | 3.50    | 3.37   | 3.37         | 3.50   | 4.25   |
| Housekeeper  | 12                | 3.35              | 4.27    | 3.73   | 3.50         | 4.65   | 7.75   |
| Janitor, Porter, or Cleaner  | 52                | 3.35              | 3.80    | 3.58   | 3.35         | 3.94   | 6.77   |
| Kitchen Helper   | 51                | 3.35              | 3.55    | 3.45   | 3.35         | 3.60   | 5.00   |

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>HOURLY WAGE RATES</u> |                |               |                     |        |             |
|--|---------------------------|--------------------------|----------------|---------------|---------------------|--------|-------------|
|  |                           | <u>LOW</u>               | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |        | <u>HIGH</u> |
| Maid   | 90                        | \$3.35                   | \$3.46         | \$3.40        | \$3.35              | \$3.50 | \$ 3.85     |
| Nurse Aide and/or Orderly                                    | 74                        | 3.45                     | 3.86           | 3.75          | 3.55                | 4.10   | 4.65        |
| Store Detective  | 4                         | 3.75                     | 4.13           | 4.13          | 3.88                | 4.38   | 4.50        |
| Waiter/Waitress  | 240                       | 2.00                     | 2.43           | 2.03          | 2.01                | 2.90   | 4.00        |
| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u>            |                           |                          |                |               |                     |        |             |
| Auto/Truck Mechanic  | 63                        | 3.50                     | 6.15           | 6.25          | 5.25                | 7.27   | 8.55        |
| Bagger   | 67                        | 3.45                     | 3.61           | 3.60          | 3.45                | 3.70   | 3.90        |
| Baker  | 15                        | 3.70                     | 5.71           | 5.65          | 4.70                | 7.00   | 7.00        |
| Carpenter  | 11                        | 3.35                     | 4.76           | 4.80          | 4.22                | 4.90   | 7.50        |
| Laundry Operator, Small Estab-<br>lishment                   | 17                        | 3.35                     | 3.50           | 3.50          | 3.35                | 3.60   | 3.85        |
| Maintenance Repairer, General<br>Utility                     | 47                        | 3.35                     | 5.61           | 5.13          | 3.75                | 7.02   | 9.15        |
| Order Filler   | 20                        | 3.65                     | 5.40           | 5.29          | 4.88                | 5.29   | 8.65        |
| Production Packager  | 25                        | 3.35                     | 4.83           | 4.70          | 4.00                | 5.55   | 7.00        |
| Stock Clerk, Sales Floor                                     | 164                       | 3.00                     | 4.60           | 4.15          | 3.85                | 5.18   | 7.50        |
| Truck Driver, Heavy  | 11                        | 4.00                     | 6.35           | 5.15          | 4.90                | 8.46   | 9.38        |
| Truck Driver, Light  | 37                        | 3.50                     | 4.86           | 5.08          | 4.50                | 5.19   | 6.90        |
| Vehicle Cleaner  | 10                        | 3.35                     | 3.77           | 3.35          | 3.35                | 4.25   | 5.03        |
| <u>CLERICAL OCCUPATIONS</u>                                  |                           |                          |                |               |                     |        |             |
| Accounting Clerk   | 53                        | 3.50                     | 4.40           | 4.20          | 4.05                | 4.75   | 6.30        |
| Bookkeeper, Hand   | 32                        | 3.50                     | 4.64           | 4.70          | 4.05                | 5.05   | 5.74        |
| Bookkeeping or Billing Machine<br>Operator                   | 8                         | 3.50                     | 4.26           | 4.00          | 3.88                | 4.81   | 5.25        |
| Cashier  | 217                       | 3.35                     | 4.06           | 3.80          | 3.65                | 4.00   | 7.00        |
| Checking Clerk, Bank Records                                 | 17                        | 3.45                     | 4.07           | 3.75          | 3.65                | 4.38   | 5.70        |
| Collector  | 5                         | 3.81                     | 4.86           | 4.90          | 4.35                | 5.35   | 5.61        |
| Computer Operator  | 18                        | 3.75                     | 6.02           | 5.60          | 5.00                | 7.00   | 10.25       |
| Credit Clerk   | 15                        | 3.51                     | 4.23           | 4.10          | 3.71                | 4.19   | 5.70        |
| Desk Clerk   | 44                        | 3.35                     | 3.92           | 3.75          | 3.50                | 4.25   | 5.50        |
| File Clerk   | 15                        | 3.35                     | 3.94           | 3.79          | 3.50                | 4.25   | 5.25        |
| General Clerk  | 111                       | 3.35                     | 4.08           | 3.97          | 3.70                | 4.25   | 6.25        |
| Keypunch Operator  | 7                         | 3.94                     | 4.32           | 4.25          | 4.10                | 4.55   | 4.85        |
| Marking Clerk  | 20                        | 3.35                     | 3.93           | 3.70          | 3.35                | 4.29   | 5.38        |
| New Accounts Teller  | 14                        | 3.55                     | 4.42           | 4.13          | 3.90                | 4.90   | 6.03        |
| Order Clerk  | 18                        | 3.75                     | 5.58           | 6.25          | 4.50                | 6.25   | 6.25        |
| Receptionist   | 11                        | 3.35                     | 3.95           | 3.80          | 3.50                | 4.50   | 4.99        |
| Secretary  | 84                        | 3.35                     | 4.34           | 4.15          | 3.75                | 4.77   | 8.00        |
| Shipping and Receiving Clerk                                 | 54                        | 3.35                     | 4.36           | 3.90          | 3.50                | 4.78   | 7.95        |
| Shipping Packer  | 8                         | 3.35                     | 4.11           | 3.93          | 3.68                | 4.66   | 5.00        |
| Stock Clerk, Stockroom, Warehouse,<br>or Storage Yard        | 40                        | 3.35                     | 4.11           | 3.75          | 3.35                | 4.87   | 6.10        |
| Switchboard Operator/Receptionist                            | 22                        | 3.35                     | 4.28           | 4.01          | 3.87                | 4.65   | 5.65        |
| Teller   | 108                       | 3.45                     | 3.83           | 3.80          | 3.55                | 3.85   | 5.23        |
| Typist   | 6                         | 3.45                     | 3.80           | 3.80          | 3.60                | 3.82   | 4.31        |
| <u>SALES OCCUPATIONS</u>                                     |                           |                          |                |               |                     |        |             |
| Sales Clerk  | 232                       | 3.35                     | 3.99           | 3.84          | 3.50                | 4.32   | 7.04        |
| Sales Representative, Sales Agent,<br>and/or Sales Associate | 80                        | 3.42                     | 7.57           | 7.26          | 6.63                | 9.44   | 12.77       |

\*Bangor-Brewer LMA: Bangor, Brewer, Eddington, Glenburn, Hampden, Hermon, Holden, Old Town, Orono, Orrington, and Veazie in Penobscot County.

# BIDDEFORD -

## OCCUPATIONAL WAGE RATES

### SANFORD LMA\*

| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>LOW</u> | <u>AVERAGE</u> | <u>ANNUAL GROSS SALARY</u> |                     |          |             |
|--|---------------------------|------------|----------------|----------------------------|---------------------|----------|-------------|
|  |                           |            |                | <u>MEDIAN</u>              | <u>MIDDLE RANGE</u> |          | <u>HIGH</u> |
| <u>PROFESSIONAL, TECHNICAL, AND<br/>MANAGERIAL OCCUPATIONS</u> |                           |            |                |                            |                     |          |             |
| Accountant   | 5                         | \$13,780   | \$18,803       | \$17,000                   | \$14,378            | \$24,130 | \$30,000    |
| Caseworker   | 10                        | 11,000     | 12,530         | 11,000                     | 11,000              | 11,700   | 19,215      |
| Controller   | 5                         | 20,000     | 31,863         | 29,000                     | 23,000              | 42,159   | 43,716      |
| Director, Food and Beverage<br>and/or Manager, Catering        | 3                         | 15,000     | 19,333         | 21,500                     | 15,000              | 21,500   | 21,500      |
| Manager, Restaurant, Coffee Shop<br>or Liquor Establishment    | 9                         | 9,100      | 14,165         | 15,000                     | 9,906               | 17,840   | 18,000      |
| Office Manager   | 14                        | 8,320      | 12,633         | 11,053                     | 9,378               | 14,976   | 21,190      |
| Personnel Manager  | 6                         | 13,416     | 17,844         | 17,630                     | 15,600              | 19,500   | 23,291      |
| Professional Nurse   | 22                        | 8,299      | 13,937         | 13,577                     | 12,480              | 14,955   | 20,356      |

|  |                           | HOURLY WAGE RATES |                |               |                     |        |             |
|--|---------------------------|-------------------|----------------|---------------|---------------------|--------|-------------|
| <u>OCCUPATION</u>  | <u>NO. OF<br/>WORKERS</u> | <u>LOW</u>        | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |        | <u>HIGH</u> |
| <u>SERVICE OCCUPATIONS</u>                                   |                           |                   |                |               |                     |        |             |
| Bartender  | 15                        | \$3.35            | \$3.63         | \$3.50        | \$3.35              | \$3.80 | \$ 4.50     |
| Cook, Institution  | 16                        | 3.52              | 4.38           | 4.50          | 3.52                | 4.71   | 6.53        |
| Cook, Restaurant   | 5                         | 3.50              | 4.54           | 4.35          | 3.50                | 5.68   | 7.00        |
| Cook, Short Order and/or<br>Specialty Fast Foods             | 11                        | 2.85              | 3.77           | 3.50          | 3.15                | 5.00   | 5.00        |
| Food Preparation and Service<br>Worker, Fast-Food Restaurant | 119                       | 3.35              | 3.51           | 3.35          | 3.35                | 3.45   | 5.05        |
| Guard, Patroller, or Doorkeeper                              | 9                         | 3.45              | 4.00           | 3.85          | 3.53                | 4.43   | 5.05        |
| Housekeeper  | 14                        | 3.45              | 3.77           | 3.65          | 3.62                | 4.00   | 4.34        |
| Janitor, Porter, or Cleaner                                  | 21                        | 3.35              | 3.93           | 3.75          | 3.60                | 4.34   | 5.25        |
| Kitchen Helper   | 52                        | 2.51              | 3.57           | 3.50          | 3.35                | 3.77   | 4.33        |
| Nurse Aide and/or Orderly                                    | 142                       | 3.40              | 3.98           | 4.01          | 4.01                | 4.07   | 4.80        |
| Waiter/Waitress  | 71                        | 1.26              | 2.05           | 2.01          | 2.01                | 2.01   | 3.75        |

| <u>MAINTENANCE AND PRODUCTION<br/>OCCUPATIONS</u> |    |      |      |      |      |      |       |
|---|----|------|------|------|------|------|-------|
| Auto/Truck Mechanic                               | 14 | 4.44 | 5.63 | 5.60 | 5.00 | 6.12 | 7.50  |
| Gardener, Groundskeeper                           | 5  | 3.50 | 3.97 | 3.62 | 3.50 | 4.63 | 5.50  |
| Laundry Presser, Machine                          | 35 | 3.35 | 3.38 | 3.35 | 3.35 | 3.35 | 3.75  |
| Maintenance Repairer, General                     |    |      |      |      |      |      |       |
| Utility   | 24 | 3.35 | 5.07 | 4.38 | 3.35 | 5.60 | 12.85 |
| Order Filler                                      | 26 | 3.65 | 4.65 | 4.25 | 4.00 | 5.00 | 12.10 |
| Truck Driver, Heavy                               | 35 | 4.40 | 4.98 | 4.75 | 4.40 | 5.50 | 6.35  |
| Truck Driver, Light                               | 35 | 3.70 | 4.54 | 4.10 | 4.00 | 5.60 | 5.60  |
| Washer, Machine and/or Starcher                   | 17 | 3.35 | 3.74 | 3.60 | 3.60 | 3.80 | 4.75  |

| CLERICAL OCCUPATIONS |    |      |      |      |      |      |      |
|----------------------|----|------|------|------|------|------|------|
| Accounting Clerk     | 13 | 3.75 | 4.52 | 4.54 | 4.01 | 5.00 | 5.40 |
| Bookkeeper, Hand     | 14 | 3.50 | 4.54 | 4.45 | 3.75 | 4.91 | 7.46 |
| Cashier              | 48 | 3.35 | 3.61 | 3.53 | 3.45 | 3.68 | 4.75 |

| <u>OCCUPATION</u>   | <u>NO. OF<br/>WORKERS</u> | <u>HOURLY WAGE RATES</u> |                |               |                     |        |             |
|---|---------------------------|--------------------------|----------------|---------------|---------------------|--------|-------------|
|   |                           | <u>LOW</u>               | <u>AVERAGE</u> | <u>MEDIAN</u> | <u>MIDDLE RANGE</u> |        | <u>HIGH</u> |
| General Clerk   | 28                        | \$3.50                   | \$4.08         | \$3.94        | \$3.75              | \$4.28 | \$ 5.15     |
| Receptionist  | 9                         | 3.35                     | 3.95           | 3.75          | 3.60                | 4.38   | 4.69        |
| Secretary   | 14                        | 3.70                     | 4.68           | 4.72          | 4.33                | 5.08   | 5.50        |
| Shipping and Receiving Clerk                              | 9                         | 3.35                     | 4.78           | 4.10          | 4.00                | 5.05   | 8.50        |
| Shipping Packer   | 18                        | 3.75                     | 4.14           | 4.00          | 3.75                | 4.25   | 6.03        |
| Stock Clerk, Stockroom, Warehouse, or Storage Yard        | 6                         | 4.00                     | 4.53           | 4.00          | 4.00                | 5.60   | 5.60        |
| Switchboard Operator/Receptionist                         | 5                         | 3.35                     | 4.49           | 4.46          | 3.74                | 5.27   | 5.39        |
| Teller  | 77                        | 3.35                     | 3.97           | 4.00          | 3.59                | 4.25   | 5.15        |
| <u>SALES OCCUPATIONS</u>                                  |                           |                          |                |               |                     |        |             |
| Sales Clerk   | 139                       | 3.35                     | 4.32           | 4.50          | 3.45                | 4.97   | 8.02        |
| Sales Representative, Sales Agent, and/or Sales Associate | 32                        | 6.25                     | 7.95           | 8.00          | 6.97                | 8.65   | 12.10       |

\*Biddeford-Sanford LMA: Acton, Alfred, Arundel, Biddeford, Buxton, Cornish, Dayton, Hollis, Kennebunk, Kennebunkport, Lebanon, Limerick, Limington, Lyman, Newfield, North Berwick, Parsonsfield, Sanford, Shapleigh, and Waterboro in York County.

# OCCUPATIONAL DESCRIPTIONS

## PROFESSIONAL, TECHNICAL, AND MANAGERIAL EMPLOYEES

Accountant - Performs a variety of routine functions. May prepare complex financial statements and reports, develop financial data, and predict effects of different accounting changes. May apply advanced accounting practices and supervise the work of other accountants.

Auditor - Performs a variety of routine auditing functions. May prepare complex reports concerning the financial status and operating procedures of a company, and may make recommendations regarding improving operations and the financial position of a company.

Branch Bank Manager - Has full responsibility for all aspects of managing a branch office. Work involves establishing and maintaining relationships with customers, businesses, and organizations as well as the overall supervision of the personnel and activities in the bank.

Buyer, Retail and/or Wholesale Trade - Buys merchandise for one or more selling departments, allocates buying funds for specified periods to departments, analyzes past buying and selling records, considers current fashion and market trends to forecast sales and inventory levels, and prepares plans for buying merchandise.

Caseworker - Counsels and aids individuals and families requiring social service assistance. Interviews clients with problems; secures information on factors contributing to the situation; refers clients to community resources and other organizations. Usually required to have knowledge and skill in casework method acquired through degree program at school of social work.

Civil Engineer - Performs a variety of engineering work in planning, designing, and overseeing construction and maintenance of structures and facilities such as roads, railroads, airports, bridges, harbors, channels, dams, irrigation projects, pipelines, power plants, water and sewage systems, and waste disposal units.

Community Organization Worker - Plans, organizes, and works with community groups concerned with social problems of community. Stimulates, promotes, and coordinates agencies, groups, and individuals to meet identified needs. Studies and assesses existing resources. Interprets needs, programs, and services to agencies, groups, and individuals involved and provides leadership and assistance.

Controller - Directs financial affairs of an organization, prepares governmental reports, advises management on financial matters, and arranges for audits of a company's accounts.

Dietitian and/or Nutritionist - Organizes, plans, and conducts food service or nutritional program to assist in promotion of health and control of disease. May plan, organize, and conduct programs in nutritional research. May administer activities of department providing quantity food service.

Director, Food and Beverage, and/or Manager, Catering - Coordinates activities of workers engaged in preparing and serving food and beverages in hotel, chain of hotels, or restaurant to insure profitable food service, and plans and arranges for banquets and other social functions.

Drafter - Prepares clear, complete, and accurate working plans and detail drawings from rough or detailed sketches or notes for engineering or manufacturing purposes, according to specified dimensions. Utilizes knowledge of various machines, engineering practices, mathematics, building materials, and other physical sciences to complete drawings.

Electrical Engineer - Performs a variety of engineering work in designing, planning, and overseeing the manufacture, construction, installation, operation, and maintenance of electric or electronic components, equipment, systems, facilities, and machinery used in generation, transmission, distribution, and utilization of electrical energy for domestic, commercial, or industrial consumption.

Electronic Technician - Technicians with a background in electronic theory, physical science, and mathematics that enables them to perform jobs above the routine operating or maintenance levels. Normally, such employees are engaged in constructing, repairing, testing, installing, modifying, operating, or even designing a variety of production or experimental types of complex electronic equipment.



Group Recreation Worker (excludes recreation facility attendant) - Conducts recreation activities with groups in public, private, or volunteer agencies or recreation facilities. Considering needs and interests of individual members, organizes and promotes activities such as arts and crafts, sports, games, music, dramatics, social recreation, camping and hobbies.

Lawyer - Conducts criminal and civil lawsuits, draws up legal documents, advises clients as to legal rights, and practices other phases of law.

Licensed Practical Nurse (excludes professional nurse) - Cares for ill, injured, convalescent, and handicapped persons in hospitals, clinics, private homes, sanitariums, and similar institutions.

Manager, Automobile Parts Department - Manages retail automotive parts establishment or department of repair shop or service station. Requisitions new stock; verifies cash receipts and keeps sales records; hires, trains, and discharges workers. May sell parts.

Manager, Automobile Service Department - Coordinates and supervises activities of workers in one or more service departments of automobile accessories sales-service establishment; assists sales personnel in adjusting customers' service complaints; hires, transfers, and discharges workers; supervises activities of workers engaged in testing new equipment and recommends purchase or rejection of equipment; determines work standards and evaluates workers' performance.

Manager, Hotel or Other Lodging Places - Manages hotel or other lodging place to insure efficient and profitable operation. Establishes standards for personnel administration and performance. Delegates authority and assigns responsibilities. In small motels or hotels, processes reservations and adjusts guest complaints.

Manager, Merchandise - Formulates merchandising activities in wholesale or retail establishment. Determines markup and markdown percentages necessary to insure profit, specifies the amount of merchandise to be stocked, and directs buyers in purchase of supplies for resale.

Manager, Restaurant, Coffee Shop, or Liquor Establishment - Supervises and coordinates activities of workers in a restaurant, coffee shop, or an establishment selling alcoholic beverages for consumption on the premises.

Manager, Store - Manages retail store, performing the following duties personally or through subordinates: hires, trains, and discharges employees; plans work schedules and supervises workers; prepares purchase orders; formulates price policies; etc.

Manual Arts, Music, and/or Recreational Therapist - Plans, organizes, and directs medically oriented manual arts, musical, or recreational programs in hospital or similar institution to rehabilitate patients who are physically or mentally ill.

Medical Laboratory Assistant - Performs routine tests in medical laboratory for use in treatment and diagnosis of disease, under supervision of other medical technologist or other qualified individual.

Office Manager - Supervises and coordinates activities of personnel in centralized clerical functions of an organization. May participate in budget preparation. May perform clerical duties, such as bookkeeping or making up payroll.

Paralegal Personnel - Assists lawyer by doing research in the preparation of lawsuits and/or legal documents as a career professional, usually having either a four-year college degree or a degree from an institution specializing in the paralegal profession. May advise clients in routine cases.

Personnel Manager - Plans and carries out policies relating to all phases of personnel activities. Establishes social, recreational, and educational activities. May represent company in negotiating wage agreements with labor representatives. May act as liaison between management and labor within organization.

Pharmacist - Compounds and dispenses medications, following prescriptions issued by physician, dentist, or other authorized medical practitioner.

Physician and/or Surgeon - A doctor of medicine who diagnoses and treats mental or physical disorders. May specialize in surgery, obstetrics, psychiatry and the like.

Professional Nurse (excludes practical nurse) - Administers nursing care to ill or injured. Licensing or registration is required. Includes administrative and instructing nurses and public health, industrial, private duty, and surgical nurses.

Psychologist (excludes psychiatrist) - Collects, interprets, and applies scientific data relating to human behavior and mental processes. Includes occupations in personnel research and in administration of testing and counseling programs.

Surveyor (excludes surveyor helper) - Includes workers who are concerned with determining and identifying the shape, contour, location, and dimensions of land or land features.

Teacher, Preschool or Kindergarten - Teaches subjects, such as elemental, natural, or social science, personal hygiene, music, art, and literature to children prior to entry into elementary school, to promote their physical, mental, and social development.

Underwriter (excludes life insurance sales agent) - Reviews individual applications for insurance to evaluate degree of risk involved and determines acceptance of applications.

Vocational and Educational Counselor - Counsels individuals and provides group educational and vocational guidance services.

Wholesaler - Manages wholesale trade enterprise engaged in buying merchandise and selling it to retailers or to industrial or commercial consumers. Estimates stock requirements based on sales orders, inventory, projected volume of sales, and current conditions of the economy. Advises customers concerning market conditions; directs workers engaged in wholesaling merchandise.

#### SERVICE EMPLOYEES

Baker, Bread and/or Pastry - Prepares and bakes bread, rolls, muffins, biscuits, cakes, pies, cookies, and puddings according to recipe by measuring and mixing ingredients, shaping and molding dough into desired shapes, placing pans of dough in oven, etc.

Bartender - Mixes and serves alcoholic and nonalcoholic drinks to patrons of bars, following standard recipes.

Bellhop, Baggage Porter, Doorkeeper, and/or Room Service Attendant - Performs general services concerned with catering to wants of guests at a hotel or related establishment such as escorting guests to rooms; carrying luggage; running errands; delivering ice, beverages, and packages; and paging guests.

Butcher and/or Meat Cutter - Includes workers in hotels, restaurants, or wholesale or retail trade concerned with cutting and otherwise preparing meat for cooking or sale.

Child Care Worker - Serves and assists children in their daily activities and needs in institutions, special schools, day care centers, or nursery schools. May be under direction of professional staff.

Cook, Institution - Prepares and cooks family-style meals for institutions, such as schools, hospitals, or cafeterias. Usually prepares meals in large quantities rather than to individual order. May cook for employees of office building or other large facility.

Cook, Restaurant (excludes supervisory chefs) - Prepares, seasons, and cooks soups, meats, vegetables, desserts, and other foodstuffs in restaurants. May order supplies, keep records and accounts, price items on menu, plan menu, etc.

Cook, Short Order and/or Specialty Fast Foods - Prepares and cooks to order all kinds of food for consumption which require only a short time to prepare. May take order from customer and serve patrons at counters or tables. May prepare specialty foods such as pizzas, fish and chips, tacos, etc. May be designated according to type of food prepared, such as hamburger-fry cook; cook, pizza; sandwich maker; etc. Additional duties may include carving meats, making sandwiches, and brewing coffee.

Counter Attendant, Lunchroom, Coffee Shop, or Cafeteria (excludes workers who serve customers at table) - Serves food to diners at counter or from steam table. May prepare short order food items, ladle soup, or carve meat.

Dining Room Attendant, Bartender Helper, or Cafeteria Attendant - Performs any combination of the following duties to facilitate food service: carries dirty dishes from dining room to kitchen; replaces soiled table linens and sets tables with silverware and glassware, etc.; replenishes supply of clean linens, silverware, glassware, and dishes; supplies service bar with food, such as soups, salads, and desserts; serves ice water to patrons. May also serve coffee to patrons and wash tables.

Food Preparation and Service Worker, Fast-Food Restaurant - This worker is employed in a fast food type of restaurant whose menu is limited to a few primary items such as hamburgers, roast beef, or chicken. The worker's duties are rotated between counter service and kitchen duties in such a way that any one worker will perform all or most duties and operate all or most equipment over a period of time.

Guard, Patroller, or Doorkeeper - Stands guard at entrance gate or walks about premises of business or industrial establishment to prevent theft, violence, or infractions of rules; guards property against fire, theft, vandalism, and illegal entry; directs patrons or employees and answers questions relative to services of establishment; and controls traffic to and from buildings and grounds.

Hostess/Host, Restaurant, Lounge, or Coffee Shop - Welcomes patrons, seats them at tables or in lounge, and insures quality of facilities and services.

Housecleaner - Performs any combination of tasks to maintain premises in clean and orderly manner. May clean rugs, carpets, upholstered furniture, rooms, hallways, lobby, and lounges; move and arrange furniture; turn mattresses; hang draperies; dust venetian blinds; etc.

Housekeeper - Supervises work activities of cleaning personnel to insure clean, orderly, attractive rooms in hotels, hospitals, educational institutions, and similar establishments. Assigns duties, inspects work, investigates complaints regarding housekeeping service and equipment, and takes corrective action. May purchase housekeeping supplies and equipment, and take periodic inventories. May screen job applicants, train new employees, and recommend dismissals.

Janitor, Porter, or Cleaner - Keeps building in clean and orderly condition; may have additional duties and responsibilities, such as tending furnace and boiler, performing routine maintenance activities, notifying management of need for repairs and additions, and clearing snow or debris from sidewalks.

Kitchen Helper - Performs tasks to maintain kitchen work areas and restaurant equipment and utensils in clean and orderly condition.

Maid - Cleans rooms and halls in such establishments as hotels, motels, restaurants, clubs, depots, beauty parlors, and dormitories performing duties such as sweeping and mopping floors, vacuuming, dusting, washing walls, sorting linens, etc.

Medical Assistant - Performs various duties under the direction of physician in examination and treatment of patients. Prepares treatment room, inventory of supplies, instruments, and patient for attention of physician. Hands instruments and materials to physician as directed.

Nurse Aide and/or Orderly - Assists in care of patients, under direction of nursing and medical staff, in bathing, transporting, bedding, reading of patient's temperature and pulse, cleaning room and other facilities, and related duties as required.

Pantry, Sandwich, and/or Coffee Maker - Pantry Maker: Prepares salads, appetizers, sandwich fillings and other cold dishes. Sandwich Maker: Prepares sandwiches to individual order of customer. Coffee Maker: Brews coffee, tea, or chocolate.

Recreation Facility Attendant - Includes workers who schedule or coordinate use of recreation facilities, such as golf courses or tennis courts, operate ski lifts, or load and operate shooting traps. May also collect fees, issue or sell athletic equipment, or clean and repair equipment and facilities.

Social Service Aide - Provides various specified duties to help clients obtain and use social and related services under supervision of professional staff or as part of a team.

Store Detective - Protects property, merchandise, and money of store or similar establishment by detecting theft, shoplifting, or other unlawful practices by public or by employees.

Waiter or Waitress (excludes captains, head waiters, counter attendants, and workers who only work at counters) - Serves food and/or beverages to patrons at tables. Usually takes order from patron and makes out check. May set table with linen and silverware and take payment from patron. May serve customers at counter as well as at table.

#### MAINTENANCE AND PRODUCTION EMPLOYEES

Alteration Tailor (excludes mender and custom sewer) - Alters clothing to fit individual customers or repairs defective garments, following alteration or repair tags or marks on garments.

Auto/Truck Mechanic - Repairs and overhauls automobiles, buses, trucks, and other automotive vehicles. May be designated according to specialty, such as automobile mechanic, motor mechanic, etc.

Bagger - Bags groceries in sack or carton and carries or pushes them in cart to customer's car.

Baker - Mixes and bakes ingredients according to recipes to produce breads, pastries, and other baked goods.

Body Repairer, Automotive - Repairs damaged bodies and body parts of automotive vehicles, such as automobiles, light trucks, and buses.

Bus Driver (excludes school bus driver) - Drives bus to transport passengers over specified routes to local or distant points according to time schedule. Assists passengers with baggage and collects tickets or cash fares.

Carpenter (excludes cabinetmaker) - Performs the carpentry duties necessary to make or repair wooden structures, structural members, or fixtures and equipment, using carpentry tools and woodworking machines.

Diesel Mechanic (excludes automotive mechanic and engineering equipment mechanic) - Repairs and maintains diesel engines used to power machines, such as autos, buses, trucks, ships, electric generators, and construction machinery, using hand tools, precision measuring instruments, and metalworking tools. May repair, in addition to engines, such components as brakes and clutches.

Doughnut Maker and/or Doughnut Machine Operator - Mixes, forms, and fries dough to produce doughnuts. May operate machine that automatically forms and fries dough.

Folder, Laundry - Folds fluff-dried or pressed laundry such as shirts, towels, uniforms, and jackets.

Fuel Pump Attendant and/or Lubricator - Services automobiles, buses, trucks, and other automotive vehicles with fuel, lubricants, and accessories. May lubricate vehicle and change motor oil, replace lights or other accessories such as windshield wiper blades or fan belts, or install anti-freeze. May repair or replace tires. Collects payment for services and supplies.

Gardener, Groundskeeper (excludes park caretakers and campground caretakers who disseminate information to public and patrol public parks to enforce rules and regulations and to detect fires) - Maintains grounds of public or private property, using hand or power tools or equipment, and performing any combination of the following tasks: mowing, trimming, planting, watering, fertilizing, digging, raking, and sweeping; also painting or repairing fences, benches, walks or driveways, and/or shoveling snow. May plan and execute small-scale landscaping operations or may dig and prepare graves.

Industrial Truck Operator - Drives gasoline or electric powered industrial truck or tractor equipped with fork lift, elevating platform, or trailer hitch to push, pull, lift, stack, or tier merchandise, equipment, or bulk materials in establishment, warehouse, storage yard, factory, or at construction site.

Laundry Operator, Small Establishment - Receives, marks, washes, finishes, checks, and wraps articles in a small laundry.

Laundry Presser, Machine - Tends pressing machine to press washed wearing apparel, such as uniforms, jackets, aprons, shirts, and household linens. Machine may be designed for specific article, such as handkerchief or shirt. May perform several tasks to finish household linens, such as sheets, pillowcases, tablecloths, and napkins.

Maintenance Repairer, General Utility - This occupation is generally found in a small establishment where specialization in maintenance work is impractical. Duties may involve pipefitting, boilermaking, insulating, welding, machining, machine and equipment repairing, carpentry and electrical work, as well as planning and laying out of work relating to repairs, repairing electrical and/or mechanical equipment, installing, aligning, and balancing new equipment, and repairing buildings, floors, or stairs.

Oil Burner Installer and Servicer - Installs and services automatic oil burners in furnaces, in homes and commercial establishments, using hand tools and pipe threading tools.

Order Filler - Fills shipping or transfer orders for goods from stored merchandise in accordance with specifications on sales slips, customer's orders, or other instructions. In addition to filling orders and indicating items filled or omitted, may keep records of outgoing orders, requisition additional stock, report short supplies to supervisor, and perform other related duties.

Painter, Automotive - Repaints automotive vehicles, such as automobiles, buses, and trucks. Removes old paint, masks portions of automobiles not to be painted, and sands rough spots. Mixes and applies paint, enamel, or other finishes to metal surfaces with brush or spray gun.

Presser, Machine (excludes laundry presser, machine) - Operates pressing machine to smooth surfaces, flatten seams, or shape articles, such as garments, drapes, slipcovers, and hose, in manufacturing or dry cleaning establishments. Uses hot-lead presser or steam table. May use puff iron and hand irons to finish.

Production Packager - Assembles containers; pours and places materials and products into containers; covers articles or goods with cellophane, paper, and other wrapping materials; cleans, closes, labels, stencils, and stacks articles and containers; and operates or tends filling, packing, or wrapping machine.

Stock Clerk, Sales Floor (excludes stock clerk, stockroom, warehouse, or storage yard) - Receives, stores, and issues merchandise on sales floor. Stocks shelves, racks, cases, bins, and tables with merchandise and arranges display of items to attract customers. May periodically take physical count of stock, check and mark merchandise, etc.

Surveyor Helper - Assists surveyor by performing a variety of duties, such as measuring distances between survey points using chain or tape; holding leveling or stadia rod at designated points to assist in determining elevations; laying out of construction stakes; positioning and adjusting light, mirror, or electronic signal equipment used in surveying by triangulation.

Television, Radio, and/or Tape Recorder Servicer and Repairer - Repairs and adjusts radios and television receivers, phonographs, tape recorders, and other electronic audio equipment. May specialize in one area of repair and be designated radio repairer, tape recorder repairer, etc.

Tire Fabricator and/or Repairer - Fabricates and/or repairs solid and pneumatic tires, pneumatic casings, inner tubes, tire treads, and related products. Includes recapping and retreading automobile tires. May patch inner tubes and seal punctures of damaged tires.

Truck Driver, Heavy - Drives a truck with a capacity over 3 tons to transport materials in liquid, loose, or packaged form over established routes or to and from specified destinations, such as railroad stations, business establishments, plants, residences, or within industrial yards; may be required to load and unload truck.

Truck Driver, Light - Drives a truck with a capacity up to 3 tons to transport materials in liquid, loose, or packaged form over established routes or to and from specified destinations, such as railroad stations, business establishments, plants, residences, or within industrial yards; may be required to load and unload truck.

Truck Driver, Tractor-Trailer - Drives gasoline or diesel powered tractor-trailer combination, usually over long distances, to transport a variety of materials in liquid, loose, or packaged form to and from specified destinations, such as railroad stations, business establishments, plants, shipping terminals, construction sites, etc.

Vehicle Cleaner - Cleans interior and exterior of transportation vehicles, such as automobiles and buses. Washes automobiles or vehicles; sweeps and cleans interiors of the vehicles; may polish automobile body.

Washer, Machine and/or Starcher - Tends one or more machines that wash commercial, industrial, or household articles, such as garments, blankets, curtains, draperies, fine linens, and rags.

#### CLERICAL EMPLOYEES

Accounting Clerk - Performs specialized clerical work involving the maintenance of simple fiscal and accounting records, posts figures and makes entries to ledgers or records, and performs simple balancing operations.

Bookkeeper, Hand - Keeps records of financial transactions of establishment or keeps one section of set of financial records.

Bookkeeping or Billing Machine Operator - Records financial transactions and prepares statements, bills, and invoices to be sent to customers using bookkeeping and billing machines with or without computing devices to calculate and post totals, net amounts, and other computations.

Cashier (includes cashier-checkers) - Receives and disburses money in establishments other than banks. Usually involves use of adding machines, cash registers, and change makers.

Checking Clerk, Bank Records - Verifies accuracy of bank records (e.g., compares trust debits and credits against proofsheets, examines data on loan records for purposes such as insuring adequate insurance, compares incoming remittances with list of payment-due notices previously sent out, etc.).

Claim Adjuster (excludes insurance investigator) - Investigates claims for loss or damages filed in conjunction with insurance policy and tries to effect settlement out of court.

Claims Clerk - Obtains claims information from insured or designated persons to settle claims with insurance carrier.

Collector - Includes workers concerned with collecting payments on installment, insurance premiums, or overdue accounts; tracing addresses of customer changing residence without notification; and collecting money from coin boxes.

Computer Operator - Performs a full range of computer, console, and peripheral equipment operations, according to instructions, to transfer data from one form to another and print output.

Credit Clerk - Processes applications of individuals applying for loans and credit. Interviews applicant, verifies credit limits, and notifies customer of acceptance or rejection of application.

Desk Clerk - Accommodates hotel patrons by registering and assigning rooms to guests; issuing room key; transmitting and receiving messages; keeping records of rooms occupied and guest accounts; making and confirming reservations; and presenting statements to and collecting payments from departing guests.

File Clerk - Files correspondence, cards, invoices, receipts, and other records in alphabetical or numerical order, or according to the filing system used. Locates and removes material from file when requested. May be required to classify and file new material.

General Clerk - Workers should be classified as general clerks only if their duties are too varied and diverse to be classified in any specific office clerical occupation. Performs routine and repetitive general clerical work requiring little or no independent judgment. May include a combination of bookkeeping, typing, stenography, office machine operation, distributing mail, and performing routine receptionist duties as well as a variety of other clerical tasks.

Insurance Clerk, Medical - Verifies hospitalization insurance coverage and computes benefits for patients in hospitals, clinics, and other medical facilities.

Keypunch Operator - Operates keypunch and verifying equipment, recording information on cards for data processing. May train new employees and may assign work to subordinate keypunch staff.

Marking Clerk - Prints and attaches price tickets to articles of merchandise using one of several methods, such as marking prices on tickets by hand or using ticket-printing machine.

Messenger - Delivers messages, documents, packages, and other items to offices or departments within establishment or to other business concerns.

New Accounts Teller - Interviews customers desiring to open bank accounts. Explains banking services available to prospective customers and assists them in preparing application form.

Order Clerk - Processes orders for material or merchandise from customers or company employees. May route orders to departments for filling and follow-up orders to ensure prompt delivery.

Policy Change Clerk - Compiles data on change in insurance policies and changes policies to conform to insured's specifications. May prepare abstract for typing new policy or rider to existing policy.

Proof Machine Operator - Sorts, records, and proves records of bank transactions, such as checks, deposit slips, and withdrawal slips, using proof machine.

Rater - Calculates amount of premium to be charged for various types of insurance using rate book. May calculate commissions.

Receptionist - Receives callers at establishment, determines nature of business, and directs callers to destination. May make future appointments, issue visitor's pass where required, and answer inquiries.

Secretary - Schedules appointments, gives information to callers, takes and transcribes dictation, and otherwise relieves officials of clerical work and minor administrative business detail.

Shipping and Receiving Clerk - Receives incoming shipments of merchandise and/or prepares merchandise for shipment and keeps records pertaining thereto. May supervise other shipping room workers such as shipping packers.

Shipping Packer - Assembles, packs, addresses, stamps, loads, and ships merchandise or material. Specific duties may include the following: counts and compares quantity and identification numbers of units against order; assembles wooden or cardboard containers or selects preassembled container; inserts items into containers; moves container to shipping dock. May be designated according to specialty such as freight clerk or re-shipping clerk.

Statement Clerk - Prepares and distributes bank statements to customers, answers inquiries, and reconciles discrepancies in records and accounts.

Stenographer - Takes dictation of correspondence, reports, and other matters, and transcribes dictated material. Performs variety of clerical duties, except when working in stenographic pool. May transcribe material from sound recordings.

Stock Clerk, Stockroom, Warehouse, or Storage Yard (excludes stockroom laborers and nonworking supervisors of stock clerks and laborers) - Receives, stores, and issues equipment, material, merchandise, supplies, tools, dies, or foodstuffs, and compiles stock records in stockroom, warehouse, or storage yard. Work involves a combination of the following: checking incoming orders, classifying and inspecting when necessary; storing supplies; applying identification to articles; issuing supplies; taking periodic or perpetual inventory; making up necessary reports and requesting or ordering supplies when needed.

Switchboard Operator/Receptionist - Operates cord or cordless switchboard to relay incoming, outgoing, and interoffice calls. May supply information to callers and record messages. Acts as receptionist and may also type or perform routine or clerical work as part of regular duties. The typing or routine clerical work may take part of this worker's time while at switchboard.

Teacher Aide and/or Educational Assistant - Under guidance of teacher, performs such duties as arranging work materials, supervising students at play, and operating audio-visual equipment.

Teller - Receives and pays out money and keeps records of money and negotiable instruments involved in various bank transactions.

Typist (includes clerk typist) - Types letters, reports, stencils, forms, addresses, or other straight copy material from rough draft or corrected copy. May perform other clerical duties as assigned.

#### SALES EMPLOYEES

Sales Agent, Sales Associate, and/or Sales Representative, Insurance - Sells insurance to new and present clients, recommending amount and type of coverage, based on analysis of prospect's circumstances. Explains features of policies offered. May collect weekly or monthly premium from policyholders. May be designated according to type of insurance sold.

Sales Clerk (excludes cashier) - Obtains or receives merchandise, totals bills, receives payment, makes change for customers, stocks shelves, and wraps or bags merchandise for customers.

Sales Representative, Sales Agent, and/or Sales Associate (excludes sales engineer, sales route driver, cashier) - Includes persons concerned wholly or primarily with selling when knowledge of the goods or services sold is required. Travels throughout territory, displays or demonstrates product, quotes prices and credit terms, prepares sales contracts, estimates date of delivery, prepares reports of business transactions, and keeps expense accounts.



