

MAINE STATE LEGISLATURE

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1996

Maine Occupational Staffing

Building Materials, Hardware, Garden Supply, and Mobile Home Dealers
SIC 52

Second Quarter 1994



Introduction

We wish to express our thanks to all the employers who supplied the necessary occupational employment and wage data by responding to the Occupational Employment Statistics (OES) program survey. This OES program is a federal/state cooperative effort between the Maine Department of Labor's Division of Labor Market Information Services, and the U.S. Department of Labor's Bureau of Labor Statistics, to determine, by industry and occupation, employment and wage levels in the state as well as the nation. This type of information has many uses, both public and private. Employers use this data to compare their staffing to their industry. Vocational advisors in high schools, trade and vocational schools, universities, and government employment offices use this data to help place current job seekers and to advise those of the future. This data helps determine what skills would be needed to attract a new firm or industry into an area. The information also gives insight into what jobs might be lost should an industry experience massive reductions in employment. Also, this data forms the basis of the state's occupational employment projections program. The output of this program helps job training specialists and planners from economic development agencies to plan for the future.

Each year approximately one-third of the State's industries are surveyed. Thus the entire economy will be covered every three years. Using this cycle, employers are asked to provide occupational data only once every three years. This ensures that no part of the data base is over three years old, and that significant changes in the staffing patterns of industries can be identified early, as the trend develops.

Only data which meet the following criteria are published in the accompanying tables: an occupational employment estimate must be ten or greater and have a relative error less than 51 percent or 36 percent depending if the industry's response rate was 70 percent or greater, or between 60 and 70 percent, respectively. Data was screened to ensure that the identity of sample firms may not be derived from the published data. Data for occupations that do not meet publication or confidentiality criteria are combined with the appropriate "all other" category.

The industry classification used in the OES program and in this publication are defined in the 1987 edition of the *Standard Industrial Classification (SIC) Manual*, prepared by the Executive Office of the President, Office of Management and Budget, Statistical Policy Division.

The wage data collected through the OES program is collected by wage **ranges** rather than by actual wages. However, the U.S. Bureau of Labor Statistics determined that the mean, median, 25th percentile and 75th percentile could be accurately calculated from this data. For this publication, only the mean, or average, and median wage have been included. It should be noted that to produce this average hourly wage, it was assumed that full-time employees worked a 40-hour week. Also, it was requested during wage collection, that hourly, rather than annual, wages be reported for all part-time workers.

For further information regarding this report, or the OES program methodology, please call Wendy Nelson, Occupational Employment Statistics Program Manager, at (207)287-2271.

Building Materials, Hardware, Garden Supply, and Mobile Home Dealers SIC 52

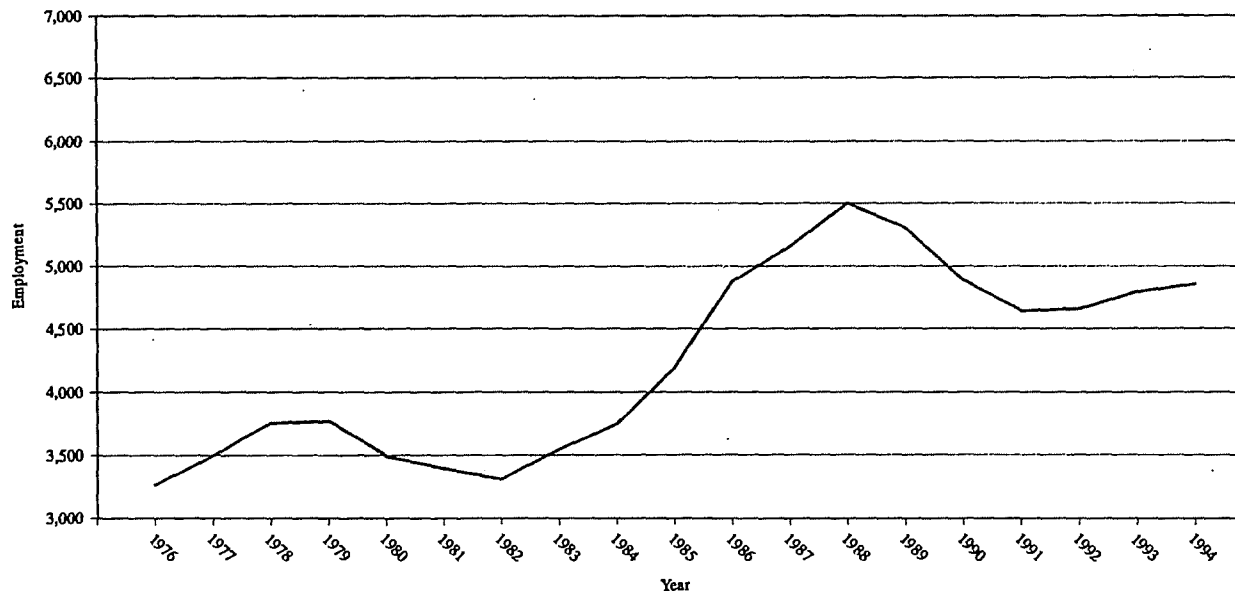
This major industry group includes retail establishments primarily engaged in selling lumber and other building materials; paint, glass, and wallpaper; hardware; nursery stock; lawn and garden supplies; and mobile homes.

The annual average wage and salary employment in this industry grew dramatically between 1982 and 1988, adding 2,190 workers and reaching a high of 5,500 employees. This was a 66.1 percent total gain, or an average annual increase of 11 percent. However, the recessionary times hit the industry quite hard, with employment declining by 15.6 percent, or 860 workers, between 1988 and 1991. Since then, employment has shown a slight improvement, reaching 4,860 workers by 1994.

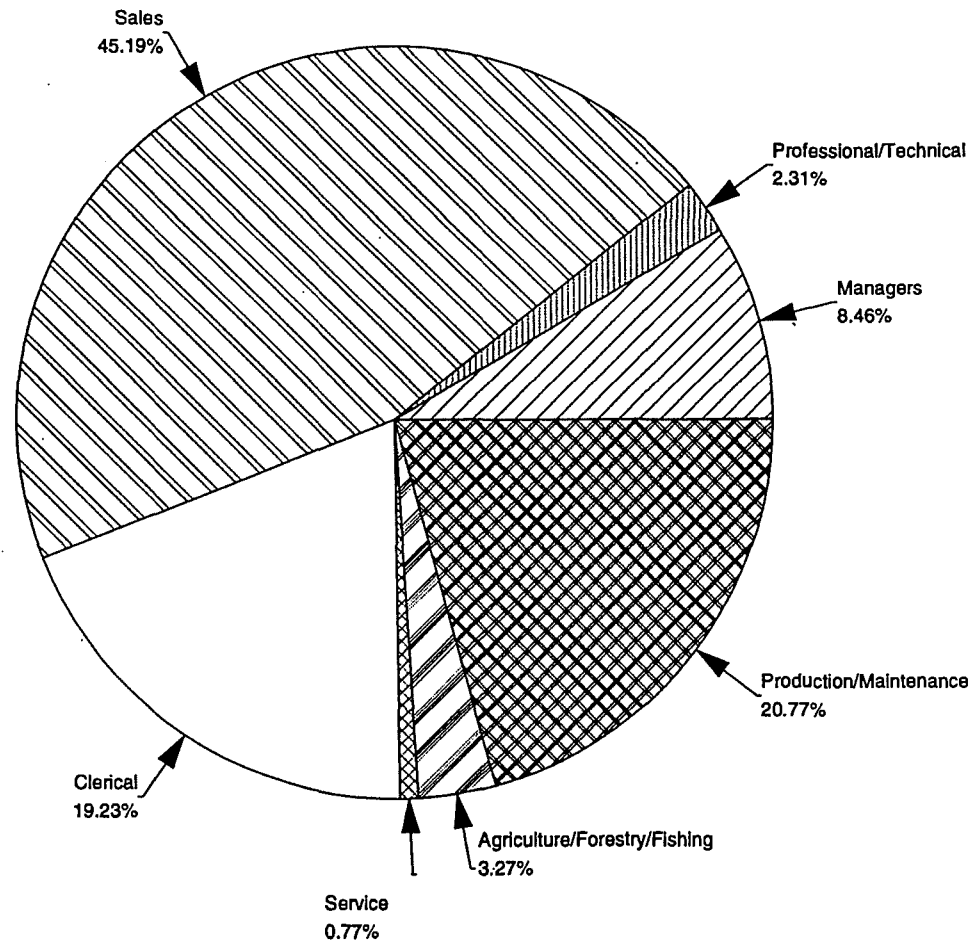
Most of the employment in 1994 was concentrated in just two industry divisions: lumber and other building materials dealers, 50 percent; and hardware stores, 33 percent.

In 1994, total wages paid to employees in the building materials, hardware, garden supply, and mobile home dealers industry equaled \$94.9 million. The average annual wage per worker was \$19,530. This average wage was 6.3 percent higher than the \$18,379 annual average wage for this industry's workers in 1991.

Employment in Building Materials, Hardware,
Garden Supply, and Mobile Home Dealers



Employment Distribution by Major Occupational Categories
in the Building Materials, Hardware, Garden Supply,
and Mobile Home Dealers Industry
June 1994



MAINE
 SIC 52 BUILDING MATERIALS & GARDEN SUPPLIES
 BENCHMARK EMPLOYMENT: 5,190 TOTAL NUMBER OF RESPONDENTS: 91
 REFERENCE DATE : June 12, 1994

TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	MEAN HOURLY WAGE	MEDIAN HOURLY WAGE
SALESPERSONS, RETAIL.....490113	1,340	25.77	9.04	75.82	\$ 7.70	\$ 6.90
TRUCK DRIVERS-LIGHT, INCLUDING DELIVERY/ROUTE WORKERS.....971053	350	6.73	17.14	39.56	7.80	7.60
GENERAL MANAGERS & TOP EXECUTIVES.....190053	320	6.15	7.21	65.93	18.80	16.50
STOCK CLERKS, SALES FLOOR.....490213	300	5.77	20.99	30.77	6.40	6.00
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	290	5.58	12.08	47.25	12.50	12.30
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....580233	260	5.00	15.38	27.47	7.60	7.20
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	210	4.04	11.60	45.05	8.60	8.40
CASHIERS.....490233	180	3.46	9.13	23.08	6.20	5.90
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....490083	160	3.08	33.13	15.38	11.80	12.20
NURSERY WORKERS.....790053	160	3.08	26.96	8.79	6.70	6.10

TOP 10 OCCUPATIONS BY FIRMS REPORTING

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	MEAN HOURLY WAGE	MEDIAN HOURLY WAGE
SALESPERSONS, RETAIL.....490113	1,340	25.77	9.04	75.82	\$ 7.70	\$ 6.90
GENERAL MANAGERS & TOP EXECUTIVES.....190053	320	6.15	7.21	65.93	18.80	16.50
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	290	5.58	12.08	47.25	12.50	12.30
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	210	4.04	11.60	45.05	8.60	8.40
TRUCK DRIVERS-LIGHT, INCLUDING DELIVERY/ROUTE WORKERS.....971053	350	6.73	17.14	39.56	7.80	7.60
STOCK CLERKS, SALES FLOOR.....490213	300	5.77	20.99	30.77	6.40	6.00
GENERAL OFFICE CLERKS.....553473	140	2.69	10.86	30.77	7.60	7.40
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....580233	260	5.00	15.38	27.47	7.60	7.20
TRAFFIC, SHIPPING, & RECEIVING CLERKS.....580283	130	2.50	22.17	25.27	7.20	7.10
CASHIERS.....490233	180	3.46	9.13	23.08	6.20	5.90

TOP 10 OCCUPATIONS BY MEDIAN WAGE VALUE

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	MEAN HOURLY WAGE	MEDIAN HOURLY WAGE
ACCOUNTANTS & AUDITORS.....211143	10	0.19	24.74	4.40	\$18.10	\$18.00
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS.....130113	10	0.19	24.49	4.40	16.30	17.00
GENERAL MANAGERS & TOP EXECUTIVES.....190053	320	6.15	7.21	65.93	18.80	16.50
COST ESTIMATORS.....219023	20	0.38	30.00	7.69	13.80	14.20
BUYERS, EXCEPT FARM PRODUCTS.....213023	40	0.77	17.50	9.89	11.80	12.50
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	290	5.58	12.08	47.25	12.50	12.30
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....490083	160	3.08	33.13	15.38	11.80	12.20
PURCHASING MANAGERS.....130083	70	1.35	32.27	14.29	13.80	11.40
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS.....130053	10	0.19	33.07	3.30	13.90	11.30
FIRST LINE SUPERVISORS, HELPERS/LABORERS/MOVERS-HAND.....810173	20	0.38	0.00	3.30	11.20	10.90

MAINE
 SIC 52 BUILDING MATERIALS & GARDEN SUPPLIES
 BENCHMARK EMPLOYMENT: 5,190 TOTAL NUMBER OF RESPONDENTS: 91
 REFERENCE DATE : June 12, 1994

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	MEAN HOURLY WAGE	MEDIAN HOURLY WAGE
TOTAL.....000000	5,200	100.00	N.A.	N.A.	\$ 9.10	\$ 7.80
MANAGERIAL & ADMINISTRATIVE.....100003	440	8.46	N.A.	N.A.	17.70	15.70
PERSONNEL, TRAINING & LABOR RELATIONS MANAGERS.....130053	10	0.19	33.07	3.30	13.90	11.30
PURCHASING MANAGERS.....130083	70	1.35	32.27	14.29	13.80	11.40
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS.....130113	10	0.19	24.49	4.40	16.30	17.00
OTHER ADMINISTRATIVE MANAGERS.....130993	20	0.38	N.A.	N.A.	18.10	13.00
GENERAL MANAGERS & TOP EXECUTIVES.....190053	320	6.15	7.21	65.93	18.80	16.50
ALL OTHER MANAGERS & ADMINISTRATORS.....199993	10	0.19	N.A.	N.A.	14.70	13.60
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	120	2.31	N.A.	N.A.	12.00	11.40
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS.....211003	10	0.19	N.A.	N.A.	18.10	18.00
ACCOUNTANTS & AUDITORS.....211143	10	0.19	24.74	4.40	18.10	18.00
BUYERS, EXCEPT FARM PRODUCTS.....213023	40	0.77	17.50	9.89	11.80	12.50
COST ESTIMATORS.....219023	20	0.38	30.00	7.69	13.80	14.20
ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....225003	30	0.58	N.A.	N.A.	10.00	9.50
OTHER ENGINEERING & RELATED TECHNICIANS & TECHNOLOGISTS.....225993	30	0.58	N.A.	N.A.	10.00	9.50
COMPUTER SCIENTISTS & RELATED.....251003	10	0.19	N.A.	N.A.	17.00	18.00
OTHER COMPUTER SCIENTISTS & RELATED.....251993	10	0.19	N.A.	N.A.	17.00	18.00
DESIGNERS, EXCEPT INTERIOR.....340383	10	0.19	20.20	6.59	9.10	8.30
SALES & RELATED OCCUPATIONS.....400003	2,350	45.19	N.A.	N.A.	8.30	7.20
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	290	5.58	12.08	47.25	12.50	12.30
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....490083	160	3.08	33.13	15.38	11.80	12.20
SALESPERSONS, RETAIL.....490113	1,340	25.77	9.04	75.82	7.70	6.90
COUNTER & RENTAL CLERKS.....490173	70	1.35	31.25	8.79	9.70	8.50
STOCK CLERKS, SALES FLOOR.....490213	300	5.77	20.99	30.77	6.40	6.00
CASHIERS.....490233	180	3.46	9.13	23.08	6.20	5.90
ALL OTHER SALES & RELATED.....499993	10	0.19	N.A.	N.A.	11.40	8.20
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	1,000	19.23	N.A.	N.A.	7.80	7.60
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	10	0.19	24.49	4.40	10.70	10.50
OTHER BANKING, SECURITY, FINANCE & CREDIT WORKERS.....531993	20	0.38	N.A.	N.A.	7.10	6.50
ORDER CLERKS, MATERIALS, MERCHANDISE & SERVICE.....553233	10	0.19	0.00	3.30	9.10	9.00
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	210	4.04	11.60	45.05	8.60	8.40
BILLING, COST & RATE CLERKS.....553443	50	0.96	33.01	8.79	6.80	6.40

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE
 SIC 52 BUILDING MATERIALS & GARDEN SUPPLIES
 BENCHMARK EMPLOYMENT: 5,190 TOTAL NUMBER OF RESPONDENTS: 91
 REFERENCE DATE : June 12, 1994

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	MEAN HOURLY WAGE	MEDIAN HOURLY WAGE
GENERAL OFFICE CLERKS.....553473	140	2.69	10.86	30.77	\$ 7.60	\$ 7.40
OFFICE MACHINE OPERATORS, DATA PROCESSORS.....560003	30	0.58	N.A.	N.A.	8.30	8.10
COMPUTER OPERATORS, EXCEPT PERIPHERAL EQUIPMENT.....560113	20	0.38	34.51	4.40	8.30	8.10
OTHER OFFICE MACHINE OPERATORS.....560993	10	0.19	N.A.	N.A.	8.20	8.00
SWITCHBOARD OPERATORS.....571023	10	0.19	0.00	3.30	7.70	7.30
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....580003	470	9.04	N.A.	N.A.	7.40	7.10
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....580233	260	5.00	15.38	27.47	7.60	7.20
TRAFFIC, SHIPPING, & RECEIVING CLERKS.....580283	130	2.50	22.17	25.27	7.20	7.10
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING.....580993	80	1.54	N.A.	N.A.	7.50	6.90
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	50	0.96	N.A.	N.A.	8.30	8.00
SERVICE OCCUPATIONS.....600003	40	0.77	N.A.	N.A.	6.20	5.80
JANITORS & CLEANERS.....670053	30	0.58	30.06	9.89	6.30	5.90
ALL OTHER SERVICE WORKERS.....699993	10	0.19	N.A.	N.A.	5.70	5.30
AGRICULTURAL, FORESTRY, FISHING & RELATED.....700003	170	3.27	N.A.	N.A.	6.80	6.20
NURSERY WORKERS.....790053	160	3.08	26.96	8.79	6.70	6.10
ALL OTHER AGRICULTURAL, FORESTRY & FISHING WORKERS.....799993	10	0.19	N.A.	N.A.	8.50	8.40
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	1,080	20.77	N.A.	N.A.	8.60	8.10
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED...810003	90	1.73	N.A.	N.A.	12.00	11.40
FIRST LINE SUPERVISORS, HELPERS/LABORERS/MOVERS-HAND.....810173	20	0.38	0.00	3.30	11.20	10.90
OTHER FIRST LINE SUPERVISORS, PRODUCT/CONSTRUCT/MAINTAIN.....810993	70	1.35	N.A.	N.A.	12.10	11.60
INSPECTORS & RELATED.....830003	10	0.19	N.A.	N.A.	10.50	10.50
OTHER INSPECTORS, TESTERS & RELATED WORKERS.....830993	10	0.19	N.A.	N.A.	10.50	10.50
MECHANICS, INSTALLERS & REPAIRERS.....850003	90	1.73	N.A.	N.A.	9.40	8.90
MACHINERY MAINTENANCE MECHANICS.....851103	20	0.38	0.00	3.30	11.90	12.00
MAINTENANCE REPAIRERS, GENERAL UTILITY.....851323	40	0.77	29.73	10.99	9.10	8.80
OTHER MOBILE EQUIPMENT MECHANICS/INSTALL/REPAIR.....853993	30	0.58	N.A.	N.A.	8.30	7.90
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....870003	100	1.92	N.A.	N.A.	8.70	9.00
OTHER CARPENTRY & RELATED.....871993	10	0.19	N.A.	N.A.	7.20	7.30
ALL OTHER CONSTRUCTION TRADES.....878993	80	1.54	N.A.	N.A.	9.00	9.50
OTHER CONSTRUCTION & EXTRACTIVE, EXCEPT HELPERS.....879993	10	0.19	N.A.	N.A.	6.80	6.50
PRECISION WORKERS, NEC.....899003	60	1.15	N.A.	N.A.	9.40	8.30
OTHER PRECISION WORKERS, NEC.....899993	60	1.15	N.A.	N.A.	9.40	8.30
OTHER MACHINE SETTERS, OPERATORS & TENDERS.....929003	60	1.15	N.A.	N.A.	8.80	8.30
OTHER MACHINE OPERATORS & TENDERS.....929983	60	1.15	N.A.	N.A.	8.80	8.30

N.A. - not available or not calculated
 Benchmark employment may not equal total employment due to rounding.
 Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE
 SIC 52 BUILDING MATERIALS & GARDEN SUPPLIES
 BENCHMARK EMPLOYMENT: 5,190 TOTAL NUMBER OF RESPONDENTS: 91
 REFERENCE DATE : June 12, 1994

OCCUPATION	EMPLOYMENT	PERCENT OF RELATIVE ESTABLISHMENTS		MEAN HOURLY WAGE	MEDIAN HOURLY WAGE
		TOTAL EMPLOYMENT	ERROR (IN %)		
MOTOR VEHICLE OPERATORS.....971003	440	8.46	N.A.	\$8.00	\$7.70
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER.....971023	80	1.54	15.08	8.90	8.40
TRUCK DRIVERS-LIGHT, INCLUDE DELIVERY/ROUTE WORKERS.....971053	350	6.73	17.14	7.80	7.60
OTHER MOTOR VEHICLE OPERATORS.....971993	10	0.19	N.A.	7.90	6.40
MATERIAL MOVING EQUIPMENT OPERATORS.....979003	70	1.35	N.A.	8.50	7.80
INDUSTRIAL TRUCK & TRACTOR OPERATORS.....979473	60	1.15	27.91	9.00	8.20
OTHER MATERIAL MOVING EQUIPMENT OPERATORS.....979893	10	0.19	N.A.	6.40	6.10
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....980003	40	0.77	N.A.	5.70	5.00
FREIGHT, STOCK & MATERIAL MOVERS, HAND.....987003	40	0.77	N.A.	5.70	5.00
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING.....999993	120	2.31	N.A.	8.10	7.80

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

ORDER FORM

Listed are the 1994 OES Survey Reports published for selected industries in Maine. If you would like to receive any of these, please complete and return this form to:

**Maine Department of Labor
Labor Market Information Services
20 Union Street
Augusta, ME 04330-6826**

Name: _____

Company: _____

Address: _____

City, State, Zip _____

Tel. # _____

- Local and Suburban Transit and Interurban Highway Passenger Transportation (SIC 41)
- Motor Freight Transportation and Warehousing (SIC 42)
- Water Transportation (SIC 44)
- Communications (SIC 48)
- Electric, Gas, and Sanitary Services (SIC 49)
- Wholesale Trade of Durable Goods (SIC 50)
- Wholesale Trade of Nondurable Goods (SIC 51)
- Building Materials, Hardware, Garden Supply, and Mobile Home Dealers (SIC 52)
- General Merchandise Stores (SIC 53)
- Food Stores (SIC 54)
- Automobile Dealers and Gasoline Service Stations (SIC 55)
- Home Furniture, Furnishings, and Equipment Stores (SIC 57)
- Eating and Drinking Places (SIC 58)
- Miscellaneous Retail (SIC 59)
- Educational Services (SIC 82)
- Federal, State, and Local Government

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Ken Bridges	Coastal	20 Union St. Augusta, ME 04330	287-2271 287-2947(Fax)
Gerard F. Dennison	Western	522 Lisbon St. Lewiston, ME 04243-0441	783-5314 783-5301(Fax)
Craig Holland	North/East	45 Oak St. Bangor, ME 04401-1804	941-3076 561-4665(Fax)
Eva Smith	Southern	105 Elm St. Portland, ME 04104-3574	822-0216 822-0221(Fax)



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Contact Your Local
Job Service Office”*

