

MAINE STATE LEGISLATURE

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Maine Occupational Staffing

Home Furniture, Furnishings, and Equipment Stores
SIC 57

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.

Home Furniture, Furnishing, and Equipment Stores SIC 57

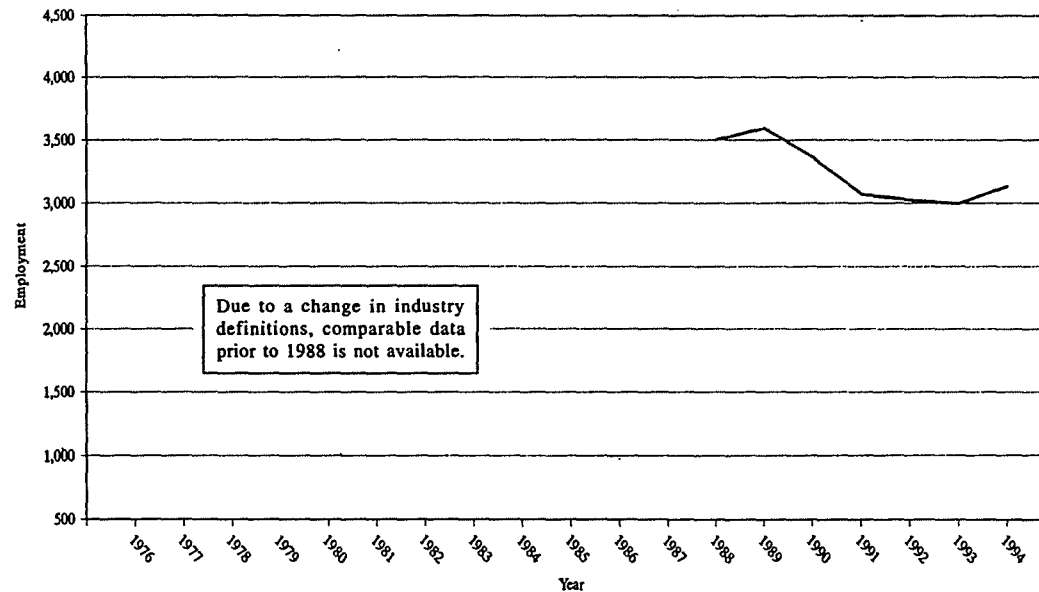
This major industry group includes retail stores selling goods used for furnishing the home, such as furniture, floor coverings, draperies, glass and chinaware, domestic stoves, refrigerators, other household electrical and gas appliances, radios, television, and consumer electronics.

The annual average wage and salary employment in this industry was hit hard by Maine's economic recession as it dropped by 17 percent between 1989 and 1993, from 3,600 to 3,000 workers. In 1994, employment had shown a slight gain, ending this period with 3,140 workers.

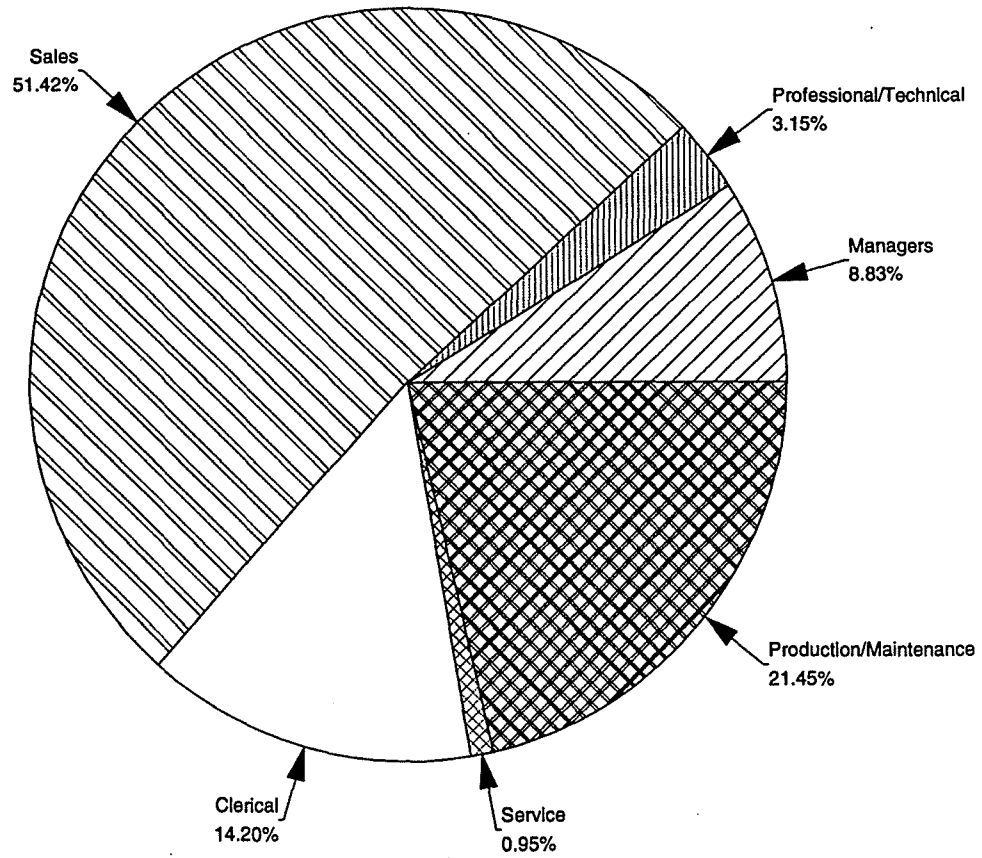
In 1994, a majority of the employment in this industry, 60 percent, was concentrated in home furniture and furnishings stores, which sell items such as furniture, floor coverings, drapery, china, glassware, and bedding. Another 27 percent was concentrated in radio, television, and computer stores.

In 1994, total wages paid to employees in the home furniture, furnishing, and equipment stores industry equaled \$53.2 million. The average annual wage per worker was \$16,986. This average wage was 7.5 percent higher than the \$15,795 annual average wage for this industry's workers in 1991.

Employment in Home Furniture, Furnishings, and Equipment Stores



Employment Distribution by Major Occupational Categories
in the Home Furniture, Furnishings,
and Equipment Stores Industry
June 1994



MAINE
 SIC 57 FURNITURE AND HOME FURNISHINGS STORES
 BENCHMARK EMPLOYMENT: 3,150 TOTAL NUMBER OF RESPONDENTS: 101
 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	1,130	35.65	5.90	82.18	\$ 7.80	\$ 6.90
GENERAL MANAGERS & TOP EXECUTIVES.....190053	240	7.57	10.56	53.47	19.60	15.60
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	240	7.57	11.72	39.60	11.80	10.90
TRUCK DRIVERS-LIGHT, INCLUDING DELIVERY/ROUTE WORKERS.....971053	220	6.94	15.98	31.68	6.80	6.70
GENERAL OFFICE CLERKS.....553473	120	3.79	21.64	24.75	7.50	7.40
ELECTRONIC HOME ENTERTAINMENT EQUIPMENT REPAIRERS.....857083	110	3.47	24.91	13.86	9.20	9.30
SALESPERSONS, SCIENTIFIC PRODUCTS & SERVICES.....490053	100	3.15	6.93	6.93	11.70	9.30
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	90	2.84	14.98	27.72	8.70	8.30
STOCK CLERKS, SALES FLOOR.....490213	80	2.52	19.74	12.87	6.90	7.00
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....580233	70	2.21	19.69	14.85	6.90	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	1,130	35.65	5.90	82.18	\$ 7.80	\$ 6.90
GENERAL MANAGERS & TOP EXECUTIVES.....190053	240	7.57	10.56	53.47	19.60	15.60
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	240	7.57	11.72	39.60	11.80	10.90
TRUCK DRIVERS-LIGHT, INCLUDING DELIVERY/ROUTE WORKERS.....971053	220	6.94	15.98	31.68	6.80	6.70
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	90	2.84	14.98	27.72	8.70	8.30
GENERAL OFFICE CLERKS.....553473	120	3.79	21.64	24.75	7.50	7.40
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	60	1.89	14.66	16.83	11.90	12.30
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....580233	70	2.21	19.69	14.85	6.90	6.10
ELECTRONIC HOME ENTERTAINMENT EQUIPMENT REPAIRERS.....857083	110	3.47	24.91	13.86	9.20	9.30
STOCK CLERKS, SALES FLOOR.....490213	80	2.52	19.74	12.87	6.90	7.00

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
GENERAL MANAGERS & TOP EXECUTIVES.....190053	240	7.57	10.56	53.47	\$19.60	\$15.60
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....490083	20	0.63	29.77	4.95	14.10	13.20
DATA PROCESSING EQUIPMENT REPAIRERS.....857053	20	0.63	16.33	2.97	13.10	12.90
INTERIOR DESIGNERS.....340413	40	1.26	8.55	4.95	12.40	12.60
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	60	1.89	14.66	16.83	11.90	12.30
ELECTRIC HOME APPLIANCE & POWER TOOL REPAIRERS.....857113	30	0.95	19.08	6.93	11.60	11.50
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS.....810023	20	0.63	27.13	8.91	11.50	11.00
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	240	7.57	11.72	39.60	11.80	10.90
CARPET INSTALLERS.....876023	40	1.26	25.79	6.93	11.10	10.60
MERCHANDISE DISPLAYERS, WINDOW TRIMMERS.....340443	10	0.32	16.67	3.96	10.20	10.00

MAINE

SIC 57 FURNITURE AND HOME FURNISHINGS STORES

BENCHMARK EMPLOYMENT: 3,150

TOTAL NUMBER OF RESPONDENTS: 101

REFERENCE DATE : June 12, 1994

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	MEAN HOURLY WAGE	MEDIAN HOURLY WAGE
TOTAL.....	3,170	100.00	N.A.	N.A.	\$ 9.50	\$ 8.20
MANAGERIAL & ADMINISTRATIVE.....	280	8.83	N.A.	N.A.	18.20	14.60
PURCHASING MANAGERS.....	40	1.26	25.63	11.88	10.70	9.50
GENERAL MANAGERS & TOP EXECUTIVES.....	240	7.57	10.56	53.47	19.60	15.60
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....	100	3.15	N.A.	N.A.	11.10	10.80
BUYERS, EXCEPT FARM PRODUCTS.....	20	0.63	26.67	4.95	9.10	9.20
ALL OTHER MANAGEMENT SUPPORT.....	10	0.32	N.A.	N.A.	9.50	9.60
COMPUTER SCIENTISTS & RELATED.....	10	0.32	N.A.	N.A.	12.90	12.00
OTHER COMPUTER SCIENTISTS & RELATED.....	10	0.32	N.A.	N.A.	12.90	12.00
INTERIOR DESIGNERS.....	40	1.26	8.55	4.95	12.40	12.60
MERCHANDISE DISPLAYERS & WINDOW TRIMMERS.....	10	0.32	16.67	3.96	10.20	10.00
OTHER PROFESSIONAL, PARAPROFESSIONAL/TECHNICIANS.....	10	0.32	N.A.	N.A.	10.20	8.80
SALES & RELATED OCCUPATIONS.....	1,630	51.42	N.A.	N.A.	8.60	7.70
FIRST LINE SUPERVISORS, SALES & RELATED.....	240	7.57	11.72	39.60	11.80	10.90
SALESPERSONS, SCIENTIFIC PRODUCTS & SERVICES.....	100	3.15	6.93	6.93	11.70	9.30
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....	20	0.63	29.77	4.95	14.10	13.20
SALESPERSONS, RETAIL.....	1,130	35.65	5.90	82.18	7.80	6.90
STOCK CLERKS, SALES FLOOR.....	80	2.52	19.74	12.87	6.90	7.00
CASHIERS.....	30	0.95	20.73	4.95	6.20	6.00
ALL OTHER SALES & RELATED.....	30	0.95	N.A.	N.A.	6.00	5.80
CLERICAL & ADMINISTRATIVE SUPPORT.....	450	14.20	N.A.	N.A.	8.20	7.80
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....	60	1.89	14.66	16.83	11.90	12.30
OTHER BANKING, SECURITY, FINANCE & CREDIT WORKERS.....	20	0.63	N.A.	N.A.	6.90	7.10
RECEPTIONISTS & INFORMATION CLERKS.....	20	0.63	22.78	7.92	7.40	7.40
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....	90	2.84	14.98	27.72	8.70	8.30
GENERAL OFFICE CLERKS.....	120	3.79	21.64	24.75	7.50	7.40
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....	120	3.79	N.A.	N.A.	7.30	6.80
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....	70	2.21	19.69	14.85	6.90	6.10
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING.....	50	1.58	N.A.	N.A.	7.90	7.60
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....	20	0.63	N.A.	N.A.	7.30	7.30
SERVICE OCCUPATIONS.....	30	0.95	N.A.	N.A.	6.80	6.50

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 57 FURNITURE AND HOME FURNISHINGS STORES
 BENCHMARK EMPLOYMENT: 3,150 TOTAL NUMBER OF RESPONDENTS: 101
 REFERENCE DATE : June 12, 1994

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	MEAN HOURLY WAGE	MEDIAN HOURLY WAGE
JANITORS & CLEANERS.....670053	30	0.95	27.56	7.92	\$ 6.80	\$ 6.50
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	680	21.45	N.A.	N.A.	8.60	8.20
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED....810003	20	0.63	N.A.	N.A.	11.50	11.00
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS.....810023	20	0.63	27.13	8.91	11.50	11.00
MECHANICS, INSTALLERS & REPAIRERS.....850003	250	7.89	N.A.	N.A.	9.60	9.60
DATA PROCESSING EQUIPMENT REPAIRERS.....857053	20	0.63	16.33	2.97	13.10	12.90
ELECTRONIC HOME ENTERTAINMENT EQUIPMENT REPAIRERS.....857083	110	3.47	24.91	13.86	9.20	9.30
ELECTRIC HOME APPLIANCE & POWER TOOL REPAIRERS.....857113	30	0.95	19.08	6.93	11.60	11.50
OTHER ELECTRICAL/ELECTRONIC EQUIPMENT MECHANIC/INSTALL.....857993	20	0.63	N.A.	N.A.	9.10	8.60
OTHER MECHANICS, INSTALLERS & REPAIRERS.....859993	70	2.21	N.A.	N.A.	8.90	9.30
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....870003	40	1.26	N.A.	N.A.	11.10	10.60
CARPET INSTALLERS.....876023	40	1.26	25.79	6.93	11.10	10.60
PRECISION WOODWORKERS.....893003	10	0.32	N.A.	N.A.	9.60	8.60
FURNITURE FINISHERS.....893143	10	0.32	16.67	3.96	9.60	8.60
OTHER TEXTILE & RELATED SETTERS & OPERATORS.....927993	20	0.63	N.A.	N.A.	7.30	5.20
OTHER HAND WORKERS, NEC.....939003	20	0.63	N.A.	N.A.	9.40	9.60
OTHER HAND WORKERS, NEC.....939993	20	0.63	N.A.	N.A.	9.40	9.60
MOTOR VEHICLE OPERATORS.....971003	230	7.26	N.A.	N.A.	6.90	6.80
TRUCK DRIVERS-LIGHT, INCLUDE DELIVERY/ROUTE WORKERS.....971053	220	6.94	15.98	31.68	6.80	6.70
OTHER MOTOR VEHICLE OPERATORS.....971993	10	0.32	N.A.	N.A.	9.60	9.80
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....980003	50	1.58	N.A.	N.A.	7.00	6.10
FREIGHT, STOCK & MATERIAL MOVERS, HAND.....987003	50	1.58	N.A.	N.A.	7.00	6.10
OTHER PRODUCT/CONSTRUCT/ MAINTENANCE/MATERIAL HANDLING.....999993	40	1.26	N.A.	N.A.	9.20	9.90

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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For Area Labor Market Information, Contact:

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Alan J. Cox	Central	2 Anthony Ave. Augusta, ME 04330	624-5190 624-5107(Fax)
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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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