

# **EMPLOYEE EARNINGS IN RETAIL TRADE IN OCTOBER 1956**

**DISTRIBUTION OF NONSUPERVISORY EMPLOYEES BY AVERAGE EARNINGS**

## **BUILDING MATERIALS AND FARM EQUIPMENT DEALERS**

**Bulletin No. 1220-1**

**UNITED STATES DEPARTMENT OF LABOR**  
**James P. Mitchell, Secretary**

**BUREAU OF LABOR STATISTICS**  
**Ewan Clague, Commissioner**

## Bulletins in the Retail Trade Series, October 1956

The Bureau of Labor Statistics' study of Employee Earnings in Retail Trade, October 1956, covered all major retail trade industry groups, except eating and drinking places. The final results of this study are published in a series of separate bulletins for each of these major groups. As indicated, some of these bulletins include separate tabulations for specific lines of business. The final bulletin in this series relates to retail trade as a group and provides summary information for the various lines of retail activity.

<u>Bull. No.</u>	<u>Title</u>
1220-1	BUILDING MATERIALS AND FARM EQUIPMENT DEALERS
1220-2	GENERAL MERCHANDISE STORES (Separate data for Department Stores and for Variety Stores)
1220-3	FOOD STORES (Separate data for Grocery Stores)
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1220-5	APPAREL AND ACCESSORIES STORES (Separate data for Men's and Boys' Clothing Stores, Women's Ready-to-Wear Stores, and Shoe Stores)
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1220	RETAIL TRADE (A summary bulletin)

### Availability of Bulletins

For information relating to the availability and price of the above named bulletins, write to the U. S. Department of Labor, Bureau of Labor Statistics, Washington 25, D. C., or any of the regional offices listed on the inside back cover.

**NOTE:** An initial report entitled **EMPLOYEE EARNINGS IN RETAIL TRADE, OCTOBER 1956** (BLS Report 119), containing detailed tabulations for the retail trade industry as a whole was issued in May 1957 and may be purchased from the Superintendent of Documents or from the Bureau's regional offices at 30 cents a copy.

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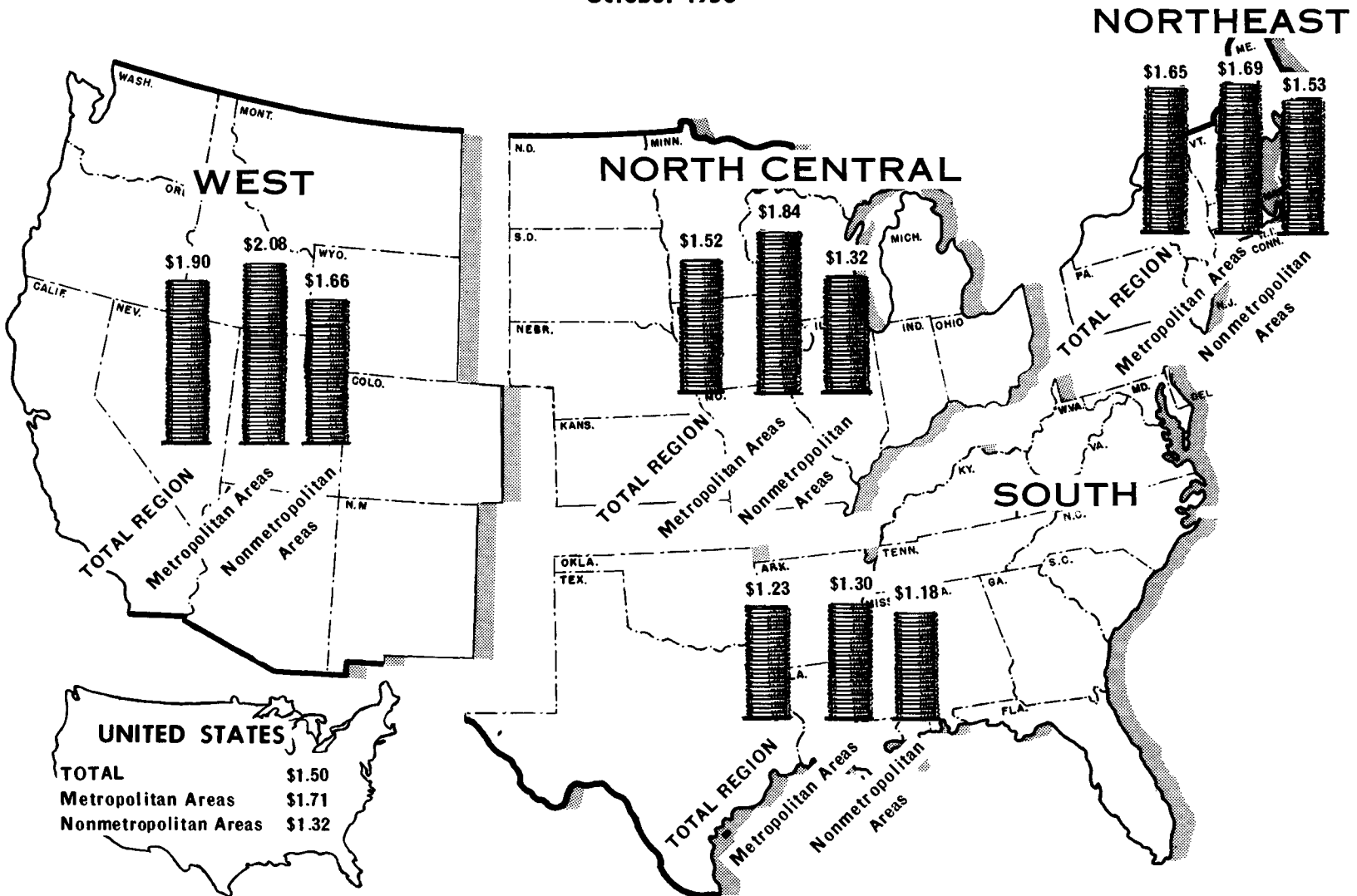
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# STRAIGHT-TIME AVERAGE HOURLY EARNINGS OF NONSUPERVISORY EMPLOYEES Building Materials and Farm Equipment Dealers

UNITED STATES AND REGIONS BY METROPOLITAN AND NONMETROPOLITAN AREA COUNTIES

October 1956



UNITED STATES DEPARTMENT OF LABOR  
BUREAU OF LABOR STATISTICS

## Employee Earnings in Retail Trade in October 1956

### Building Materials and Farm Equipment Dealers\*

#### Introduction

This bulletin provides information on the hourly and weekly earnings of nonsupervisory employees in building materials and farm equipment retail stores. These data were obtained as part of a comprehensive study conducted by the U. S. Department of Labor's Bureau of Labor Statistics of the straight-time earnings of nonsupervisory employees in retail trade (except eating and drinking places) in October 1956. Other publications relating to this broad study of retail trade are listed on the inside front cover.

Establishments in the building materials and farm equipment dealer group may sell to contractors as well as to the general public. Included are retail establishments primarily engaged in selling lumber, building materials, and basic lines of hardware, such as tools, builders' hardware, paint and glass, electrical supplies, roofing materials, and other equipment and supplies for home construction or repair. Also included are retailers of farm tractors, plows, reapers, and other farm equipment.

As shown in the accompanying tables, the survey provides information on the number of employees at various wage levels between 50 cents and \$3 an hour. In recognition of the wide variations in weekly work schedules that exist, distribution of employees by wage intervals are provided according to hours worked in a week. In addition to data for the United States and four broad regions, tabulations are provided by community size and number of stores operated by company. Summary information on average weekly earnings is also shown.

About three-fourths of the nonsupervisory employees were employed by building materials and farm equipment dealers operating only one store. Slightly more than half of the workers were employed by dealers located in nonmetropolitan areas. The bulk of the employees were men of whom two-fifths worked 48 or more hours a week. A larger proportion of women than men were employed on a part-time basis.

Nationwide, building materials and farm equipment stores employed approximately 494,000 nonsupervisory employees in October

1956. These workers averaged \$1.50 an hour, excluding overtime pay but including commissions or bonuses. An estimated 18,000 employees, or 4 percent of the total, earned less than 75 cents an hour; 62,000, or 13 percent, under \$1; and 173,000, or 35 percent, under \$1.25. About 31,000 employees, or 6 percent of the total, earned \$2.50 or more an hour.

Substantial variation was noted in the hours worked by individual employees in the mid-October survey week. An estimated 59,000 employees worked less than 35 hours a week. As a group, these employees averaged \$1.32 an hour. Approximately 115,000 employees worked from 35 to 40 hours a week and averaged \$1.72. An average of \$1.54 was recorded for the 13,000 employees who worked from 41 to 47 hours. Forty-eight or more hours were worked by 190,000 employees (nearly two-fifths of the total) who averaged \$1.40.

#### Earnings of Men and Women

Men accounted for 86 percent (426,000) of the nonsupervisory employees in building materials and farm equipment retail stores (table 1). About 3 percent of the men earned less than 75 cents an hour; 10 percent, under \$1; and 32 percent, under \$1.25. Hourly earnings of \$2.50 or more were recorded for 7 percent of all men nonsupervisory employees. Men, as a group, averaged \$1.55 an hour. Those who worked from 1 to 34 hours averaged \$1.38. Among men who worked longer hours, hourly averages ranged from \$1.42 (48 or more hours) to \$1.85 (35 to 40 hours).

The earnings of the 68,000 women in nonsupervisory jobs were at a generally lower level and were less widely dispersed than for men. Hourly earnings of less than 75 cents were recorded for 10 percent of the women; 26 percent earned less than \$1 and 57 percent earned less than \$1.25 an hour. Comparatively few women (about 1 percent) earned \$2.50 or more an hour. About 1 out of 7 women earned \$1 but less than \$1.05. Women as a group averaged \$1.19 an hour.

A larger proportion of women than of men worked on a part-time basis. From 1 to 34 hours were worked by 20 percent of the women compared with about 11 percent of the men; these women employees averaged \$1.14 an hour with 1 out of 3 in the group earning less than \$1. From 35 to 40 hours were worked by 41 percent of the women; such employees averaged \$1.31.

\* Prepared in the Division of Wages and Industrial Relations.

NOTE: See appendix, page 19, for definition of terms used in this bulletin.

### Earnings by Region

For purposes of this study the 48 States and the District of Columbia were grouped into 4 broad regions with approximately the following number of employees: Northeast - 9 States—95,000 employees; South - 16 States and the District of Columbia—140,000 employees; North Central - 12 States—195,000 employees; and West - 11 States—65,000 employees.

The average and proportions of employees earning less than any given amount, particularly at the lower pay levels shown below, varied widely among regions.

<u>Region</u>	<u>Straight-time average hourly earnings</u>	<u>Percent with hourly earnings of less than—</u>		
		<u>\$0.75</u>	<u>\$1</u>	<u>\$1.25</u>
United States .....	\$1.50	4	13	35
Northeast .....	1.65	1	6	21
South .....	1.23	7	23	57
North Central .....	1.52	3	11	33
West .....	1.90	1	4	15

Proportions of men earning less than \$1 ranged from 3 percent in the West to 20 percent in the South. Similarly, the proportions of women earning less than \$1 ranged from 13 percent in the West to 38 percent in the South.

Although the South accounted for only 28 percent of the employment in building materials and farm equipment retail stores, it accounted for 51 percent of those employees earning less than \$1 and 56 percent of those earning less than 75 cents an hour. By contrast, the West accounted for 13 percent of the employment in the industry, but only 5 percent of the employees earning less than \$1 and 2 percent of those earning less than 75 cents an hour.

### Earnings by Community Size

Stores and auxiliary units were also classified according to location in metropolitan areas or in counties not included in such areas; in addition, separation was provided between central cities and other than central cities in metropolitan areas and between com-

munities with 5,000 or more and under 5,000 population in the case of nonmetropolitan area counties (tables 2 and 3). Nationwide, about 48 percent of the employment was in metropolitan areas; of the employment in metropolitan areas, about 63 percent was in central cities. In the nonmetropolitan counties, about 56 percent of the employment was in communities of 5,000 or more population.

The relationship between community size and employee hourly earnings for all building materials and farm equipment retail stores can be noted from the averages and the proportions earning less than \$1 as shown in the following tabulation.

<u>Size of community</u>	<u>Straight-time average hourly earnings</u>	<u>Percent earning less than \$1 an hour</u>
Metropolitan areas .....	\$1.71	6
Central cities .....	1.73	6
Communities other than central cities .....	1.68	7
Nonmetropolitan areas .....	1.32	18
Communities of 5,000 or more .....	1.41	15
Communities of less than 5,000 .....	1.22	22

Although a generally similar wage relationship by community size was noted within each region, the differences shown in nationwide comparisons reflect, in part, regional differences in general pay levels and in distributions of employment by community size. Thus, employment in metropolitan areas in the comparatively high-wage Northeast and West regions exceeded that in nonmetropolitan areas; whereas in the South and North Central regions, employment in nonmetropolitan areas was greater than in metropolitan areas.

The effect of these regional differences in pay and distribution of employment by community size can be illustrated by comparing wage relationships in the Northeast and North Central regions. Workers in metropolitan areas in the North Central region averaged \$1.84 an hour compared with \$1.69 in the Northeast. This relationship was reversed in nonmetropolitan areas where workers in the Northeast averaged 21 cents an hour more than those in the North Central region (\$1.53 compared with \$1.32). Workers in the Northeast as a whole averaged \$1.65 compared with \$1.52 in the North Central region.



### Earnings by Number of Stores Operated

Nationwide, 76 percent of the nonsupervisory employment in October 1956 was accounted for by single-store retailers (table 3). Employers operating 2 or 3 stores accounted for 12 percent of the employment in building materials and farm equipment retail stores, 4-to-10-store firms accounted for 6 percent, and chains with 11 or more stores accounted for 7 percent. This pattern also held, with only minor variations, within each of the four broad regions.

Differences in employee earnings among these store groupings were relatively minor at the lower earnings intervals. For example, the proportions of employees earning less than \$1 were as follows: Single stores - 13 percent; 2 or 3 stores - 9 percent; 4 to 10 stores - 14 percent; and 11 or more stores - 12 percent. The general level

of hourly earnings, however, ranged from \$1.42 for firms with 11 stores or more to \$1.62 for firms with 2 or 3 stores.

### Weekly Earnings

There was no consistent relationship between hours worked and weekly earnings in building materials and farm equipment retail stores, with the exception that part-time employees always had the lowest weekly earnings (table 4). On an overall basis, employees working from 1 to 34 hours averaged \$25.44 a week, those working 35 to 40 hours averaged \$67.99, those with 41-to-47-hour weeks averaged \$68.53, and employees working 48 or more hours averaged \$72.38 a week. However, men working from 35 to 40 hours averaged \$73.28 compared with an average of \$71.63 for men with weekly hours of from 41 to 47. Women working 35 to 40 hours averaged more per week than women working longer hours.

Table 1: Distribution of nonsupervisory employees by straight-time average hourly earnings and hours worked in week, October 1956

BUILDING MATERIALS AND FARM EQUIPMENT DEALERS - UNITED STATES: BY SEX															
(Number of employees in hundreds)															
Average hourly earnings (in cents)	All employees					Men					Women				
	Total	Hours worked in week				Total	Hours worked in week				Total	Hours worked in week			
		1 to 34	35 to 40	41 to 47	48 or more		1 to 34	35 to 40	41 to 47	48 or more		1 to 34	35 to 40	41 to 47	48 or more
Under 50 .....	23	1	3	6	12	14	1	3	3	6	9			3	6
50 and under 55 .....	12	3			10	7				6	6	3			3
55 and under 60 .....	18	3	2	9	5	14	3	1	4	5	5			4	
60 and under 65 .....	30	3	8	3	16	17	2	2		11	14		5	3	5
65 and under 70 .....	44	12	11	9	11	29	8	8	3	9	16	3	3	6	2
70 and under 75 .....	49	8	1	7	23	30	3	1	2	24	20	4		5	8
75 and under 80 .....	105	26	28	16	35	81	17	24	10	30	24	9	3	6	6
80 and under 85 .....	92	20	10	14	49	71	15	5	7	43	21	5	5	6	5
85 and under 90 .....	83	12	24	18	29	54	3	11	12	27	28	9	13	6	2
90 and under 95 .....	101	20	10	25	47	75	12	5	17	42	27	10	5	8	5
95 and under 100 .....	61	3	5	26	27	51	1	3	22	25	10	2	1	5	2
100 and under 105 .....	497	146	96	100	153	396	115	62	75	145	100	31	36	25	8
105 and under 110 .....	123	3	17	29	74	95	1	6	14	73	28	2	10	14	1
110 and under 115 .....	209	11	45	58	95	169	10	26	41	92	40	1	20	16	3
115 and under 120 .....	129	9	17	31	71	101	7	2	23	70	26	3	15	7	1
120 and under 125 .....	157	8	15	30	104	142	6	11	23	104	15	2	4	7	1
125 and under 130 .....	360	67	84	73	136	288	51	49	59	128	72	15	35	14	7
130 and under 135 .....	150	5	22	47	75	124	4	9	37	73	26	1	13	9	2
135 and under 140 .....	218	22	38	69	90	189	19	24	59	87	29	3	14	10	3
140 and under 145 .....	151	12	30	45	62	128	7	19	41	61	21	6	10	4	2
145 and under 150 .....	163	7	18	48	88	150	7	15	40	88	13	1	3	8	
150 and under 160 .....	428	57	92	103	176	380	49	68	91	173	48	8	25	12	3
160 and under 170 .....	234	20	44	75	95	211	15	29	73	95	23	5	15	3	
170 and under 180 .....	257	20	56	93	85	242	18	44	93	85	16	2	12		
180 and under 190 .....	185	7	55	59	63	170	6	46	55	63	14		10	3	
190 and under 200 .....	111	4	22	49	36	107	3	18	48	36	5	1	3	2	
200 and under 210 .....	223	19	77	71	67	211	13	72	69	57	11	6	4		
210 and under 220 .....	144	11	48	55	30	139	11	44	54	29	4		3	1	
220 and under 230 .....	151	9	71	40	32	148		68	40	32	4		2	1	
230 and under 240 .....	93	4	40	22	27	91	4	38	22	26	2		2		
240 and under 250 .....	37	2	13	10	11	36	2	11	10	11	2		2		
250 and under 260 .....	75	7	30	13	24	73	6	29	13	24	2	1	1		
260 and under 270 .....	35	1	12	9	13	35	1	12	9	12					
270 and under 280 .....	32	7	14	6	4	30	7	14	6	4					
280 and under 290 .....	28	3	21	3	3	28	3	20	3	3	1		1		
290 and under 300 .....	18	2	8	6	1	18	2	7	6	1					
300 and over .....	117	11	64	21	21	114	11	62	20	21	2		1	1	
Number of employees (in hundreds) .....	4944	585	1152	1298	1900	4258	452	868	1104	1821	684	133	276	189	75
Average hourly earnings (dollars) .....	1.50	1.32	1.72	1.54	1.40	1.55	1.38	1.85	1.61	1.42	1.19	1.14	1.31	1.15	.95

NOTE: For definitions of terms used in this table, see Appendix.  
Absence of a column entry indicates less than 50 employees.

Because of rounding, sums of individual items do not necessarily equal totals.

Table 1-A: Distribution of nonsupervisory employees by straight-time average hourly earnings and hours worked in week, October 1956

## BUILDING MATERIALS AND FARM EQUIPMENT DEALERS - NORTHEAST: BY SEX

Average hourly earnings (in cents)	(Number of employees in hundreds)														
	All employees					Men					Women				
	Total	Hours worked in week				Total	Hours worked in week				Total	Hours worked in week			
1 to 34		35 to 40	41 to 47	48 or more	1 to 34		35 to 40	41 to 47	48 or more	1 to 34		35 to 40	41 to 47	48 or more	
Under 50 .....	2				2					2				2	
50 and under 55 .....															
55 and under 60 .....															
60 and under 65 .....	2	2				2	2								
65 and under 70 .....	5	4			2	4	3				2			2	
70 and under 75 .....	1	1									1				
75 and under 80 .....	11	8			3	8	8				3			3	
80 and under 85 .....	9	5		2	2	5	4		2		3	2		2	
85 and under 90 .....	11	4	5	2		7	1	5	1		4	4		1	
90 and under 95 .....	6	2	1		3	5	2		3		2	1	1		
95 and under 100 .....	10			4	6	9			4	5	2		1	1	
100 and under 105 .....	58	31	12	4	10	42	25	5	2	10	16	6	7	2	
105 and under 110 .....	11		3	5	2	5			2	2	6		3	3	
110 and under 115 .....	35	2	6	6	21	29	2	2	4	21	6		4	2	
115 and under 120 .....	19	6	1	5	6	14	5		4	6	4	2	1	1	
120 and under 125 .....	20	6	3	6	6	16	4	2	4	6	5	2	1	2	
125 and under 130 .....	77	22	21	12	22	54	13	9	10	22	23	9	12	2	
130 and under 135 .....	35	2	9	10	14	28	2	3	9	14	7		6	1	
135 and under 140 .....	47	3	7	21	16	44	3	5	20	16	4		2	1	
140 and under 145 .....	32	4	6	5	16	29	3	6	5	16	2	1			
145 and under 150 .....	19	2	1	4	12	19	2	1	4	12				1	
150 and under 160 .....	100	18	20	31	31	90	14	15	30	31	10	4	6	1	
160 and under 170 .....	64	4	11	25	24	59	2	9	25	24	5	3	2		
170 and under 180 .....	58	7	13	20	17	55	7	10	20	17	3		3		
180 and under 190 .....	73	4	24	20	25	69	3	21	20	25	3		3		
190 and under 200 .....	31	2	7	17	5	29	1	6	17	5	2	1	1		
200 and under 210 .....	66	6	25	23	13	62	3	23	22	13	4	3	1		
210 and under 220 .....	29	1	13	13	1	29	1	13	13	1					
220 and under 230 .....	30	4	13	10	3	29	4	12	10	3	1		1		
230 and under 240 .....	14	1	6	5	2	13	1	4	5	2	1		1		
240 and under 250 .....	10		5	4	1	9		4	4	1	1		1		
250 and under 260 .....	20	1	11	4	3	18		10	4	3	2	1	1		
260 and under 270 .....	6	1	1	2	2	6	1	1	2	2					
270 and under 280 .....	9	3	5		1	9	3	5		1					
280 and under 290 .....	10	1	7	1	2	10	1	7	1	2					
290 and under 300 .....	3		2			3		2							
300 and over .....	17	1	7	4	5	17	1	7	4	5					
Number of employees (in hundreds) .....	950	158	245	265	278	827	121	187	246	270	124	39	57	19	9
Average hourly earnings (dollars) .....	1.65	1.38	1.83	1.69	1.54	1.69	1.40	1.96	1.73	1.56	1.28	1.31	1.41	1.14	.83

NOTE: For definitions of terms used in this table, see Appendix.  
Absence of a column entry indicates less than 50 employees.

Because of rounding, sums of individual items do not necessarily equal totals.

Table 1-B: Distribution of nonsupervisory employees by straight-time average hourly earnings and hours worked in week, October 1956

## BUILDING MATERIALS AND FARM EQUIPMENT DEALERS - SOUTH: BY SEX

(Number of employees in hundreds)

Average hourly earnings (in cents)	All employees					Men					Women				
	Total	Hours worked in week				Total	Hours worked in week				Total	Hours worked in week			
		1 to 34	35 to 40	41 to 47	48 or more		1 to 34	35 to 40	41 to 47	48 or more		1 to 34	35 to 40	41 to 47	48 or more
Under 50	13	1	3	2	7	9	1	2	2	3	4				4
50 and under 55	10	1			9	6				5	4	1			3
55 and under 60	11	1	2	6	2	9	1	1	4	2				2	
60 and under 65	19	1	4	2	12	13		2		10	6		1	2	2
65 and under 70	25		9	9	7	18		2	3	7	7		1	5	
70 and under 75	21	1	1	4	15	16		1	2	13	6	1		2	2
75 and under 80	57	9	24	13	17	46	4	22	9	12	11	5	1	4	1
80 and under 85	47	7	4	8	28	42	5	4	7	25	5	2			3
85 and under 90	41	3	11	10	17	30		6	7	17	11	3	5	3	
90 and under 95	50	3	5	20	23	41	1	2	15	22	6	2	3	5	
95 and under 100	24	2	3	11	8	17		1	8	8	6	2	1	2	
100 and under 105	229	51	41	61	76	206	46	35	52	73	23	5	6	9	3
105 and under 110	53		6	16	32	47		4	11	32	6		1	5	
110 and under 115	89	3	19	30	37	80	3	15	25	37	9		4	5	
115 and under 120	56	2	5	20	29	47	1	2	15	29	9	1	3	5	
120 and under 125	46	1	6	12	26	42	1	5	11	26	4		1	1	1
125 and under 130	113	7	37	32	38	96	7	24	30	34	17		13	1	3
130 and under 135	46	1	5	18	22	41		3	15	22	5	1	2	2	
135 and under 140	64	6	19	17	23	53	4	15	13	21	10	2	3	4	2
140 and under 145	34	2	6	16	10	29	1	3	16	9	5	2	2	1	1
145 and under 150	50		10	19	20	45		9	16	20	5		1	3	
150 and under 160	89	5	25	34	25	79	5	21	29	24	10		4	5	1
160 and under 170	40	2	9	14	16	35		6	13	16	5	1	3	1	
170 and under 180	62	1	12	39	9	60	1	11	39	9	2		1		
180 and under 190	20		7	11	2	16		4	10	2	4		3	1	
190 and under 200	14		3	8	3	14		2	8	3					
200 and under 210	24	2	8	6	7	22	1	2	6	7	1	1			
210 and under 220	9		1	8	1	9		1	8	1					
220 and under 230	10		5	4	1	10		5	4	1	1				
230 and under 240															
240 and under 250				1		2				1					
250 and under 260	9	2	1	2	5	9	2	1	2	5					
260 and under 270	4		2	1	1	4		2	1	1					
270 and under 280	2			1		1			1						
280 and under 290	6	1	6			6	1	6							
290 and under 300	2		1			2		1							
300 and over	7		1	4	2	7		1	4	2					
Number of employees (in hundreds)	1398	115	301	458	525	1209	85	234	387	499	187	29	59	69	26
Average hourly earnings (dollars)	1.23	1.08	1.29	1.31	1.15	1.25	1.09	1.31	1.35	1.17	1.09	1.03	1.21	1.09	.87

NOTE: For definitions of terms used in this table, see Appendix.  
Absence of a column entry indicates less than 50 employees.

Because of rounding, sums of individual items do not necessarily equal totals.

Table 1-C: Distribution of nonsupervisory employees by straight-time average hourly earnings and hours worked in week, October 1956

BUILDING MATERIALS AND FARM EQUIPMENT DEALERS - NORTH CENTRAL: BY SEX

(Number of employees in hundreds)

Average hourly earnings (in cents)	All employees					Men					Women				
	Total	Hours worked in week				Total	Hours worked in week				Total	Hours worked in week			
		1 to 34	35 to 40	41 to 47	48 or more		1 to 34	35 to 40	41 to 47	48 or more		1 to 34	35 to 40	41 to 47	48 or more
Under 50	8			4	3	5			1	3	3			3	
50 and under 55	3	2			1	1				1	2	2			
55 and under 60	7	2		3	3	5	2			3	3			2	
60 and under 65	6		1	1	4	2				1	5		1	1	
65 and under 70	14	8	2	1	2	7	5			2	7	3	2	1	
70 and under 75	26	6		2	18	14	3			11	12	3		2	
75 and under 80	32	7	3	2	20	23	3	2		18	9	4	1	2	
80 and under 85	30	7	5	2	17	20	5			14	11	1	5	2	
85 and under 90	30	5	8	5	12	17	2		4	10	12	2	8	1	
90 and under 95	35	9	4	4	18	24	5	3	2	15	11	5	1	2	
95 and under 100	24	1	1	10	12	22	1	1	9	11	2			1	
100 and under 105	173	52	37	31	53	121	36	18	20	48	52	16	20	11	
105 and under 110	52	2	5	7	38	41	1	2	1	37	11	1	3	5	
110 and under 115	80	5	18	21	36	58	5	8	12	33	22		10	8	
115 and under 120	43	1	6	5	31	35	1		4	30	7		6	1	
120 and under 125	81	1	4	10	66	75	1	2	7	66	5		2	3	
125 and under 130	138	20	23	22	73	116	16	15	16	69	22	4	8	6	
130 and under 135	60	1	5	17	36	49	1	2	12	34	11		3	5	
135 and under 140	91	10	7	28	46	81	9	4	23	45	10	1	4	5	
140 and under 145	68	3	11	22	32	61	2	8	19	32	6	1	3	2	
145 and under 150	73	2	6	19	45	68	2	5	16	45	5	1	1	3	
150 and under 160	185	27	35	28	95	172	27	27	24	95	13		8	4	
160 and under 170	97	12	15	22	47	87	11	8	21	47	10	1	7	2	
170 and under 180	99	9	20	20	49	95	9	16	20	49	5		4		
180 and under 190	65	2	16	20	26	60	2	14	18	26	5		2	2	
190 and under 200	46	1	7	14	24	45	1	6	13	24	2		1	1	
200 and under 210	89	8	30	30	22	85	6	28	30	22	4	2	2		
210 and under 220	72	6	17	24	24	71	6	17	24	24					
220 and under 230	60	3	28	12	17	59	3	27	12	17	1			1	
230 and under 240	45	2	13	10	20	44	2	13	10	19	1		1		
240 and under 250	13	1	4	2	6	13	1	3	2	6	1		1		
250 and under 260	25	1	6	3	15	25	1	6	3	15					
260 and under 270	14	4	4	4	7	14	4	4	4	6					
270 and under 280	15	4	5	4	2	14	4	5	4	2					
280 and under 290	4	2	1	1	1	4	2	2	1	1					
290 and under 300	5		1	4		5		1	4						
300 and over	42	3	23	7	8	39	3	22	6	8	2		1	1	
Number of employees (in hundreds)	1950	223	372	421	929	1677	176	269	342	889	272	47	105	77	
Average hourly earnings (dollars)	1.52	1.34	1.74	1.59	1.45	1.57	1.43	1.93	1.68	1.47	1.17	1.03	1.26	1.19	

NOTE: For definitions of terms used in this table, see Appendix.  
Absence of a column entry indicates less than 50 employees.

Because of rounding, sums of individual items do not necessarily equal totals.

Table 1-D: Distribution of nonsupervisory employees by straight-time average hourly earnings and hours worked in week, October 1956

## BUILDING MATERIALS AND FARM EQUIPMENT DEALERS - WEST: BY SEX

(Number of employees in hundreds)

Average hourly earnings (in cents)	All employees					Men					Women								
	Total	Hours worked in week				Total	Hours worked in week				Total	Hours worked in week							
		1 to 34	35 to 40	41 to 47	48 or more		1 to 34	35 to 40	41 to 47	48 or more		1 to 34	35 to 40	41 to 47	48 or more				
Under 50 -----																			
50 and under 55 -----																			
55 and under 60 -----																			
60 and under 65 -----	3		3											3		3			
65 and under 70 -----																			
70 and under 75 -----	1				1									1					1
75 and under 80 -----	5	2	1		1	4	2			1				1				1	
80 and under 85 -----	6	1	1		2	4	1			1				2				2	
85 and under 90 -----	1				1									1				1	
90 and under 95 -----	10	6			1	3	5	4					1	5	2			1	2
95 and under 100 -----	3				1	1	3			1			1						
100 and under 105 -----	37	12	6		4	14	27	8			4	1	14	9	4		3	3	
105 and under 110 -----	7	1	3		1	2	2						2	5	1		3	1	
110 and under 115 -----	5	1	2		1	1	2			1			1	3	1		2	1	
115 and under 120 -----	11				1	5	5						5	6			5		
120 and under 125 -----	10		2		2	6	9			2		1	6	1					1
125 and under 130 -----	32	18	3		7	3	22	15			1	3	3	10	2		2	5	
130 and under 135 -----	9	1	3		2	3	6	1			1	1	3	3			2	1	
135 and under 140 -----	16	3	5		3	5	11	3			3	3	5	5			5		
140 and under 145 -----	17	3	14		7	2	4	9			2	1	4	8	2		5	1	
145 and under 150 -----	21	3	1		6	11	18	3			4	11		3			1	2	
150 and under 160 -----	54	7	12		10	25	39	3			5	8	23	15	4		7	2	2
160 and under 170 -----	33	2	9		14	8	30	2			6	14	8	3			3		
170 and under 180 -----	38	3	11		14	10	32	1			7	14	10	6	2		4		
180 and under 190 -----	27	1	9		8	10	25	1			7	7	10	2			2		
190 and under 200 -----	20	1	5		10	4	19	1			4	10	4	1			1	1	
200 and under 210 -----	44	3	14		12	15	42	3			13	11	15	2			1		
210 and under 220 -----	34	4	17		10	4	30	4			13	9	3	4			3	1	
220 and under 230 -----	51	2	25		14	11	50	2			24	14	11	1			1		
230 and under 240 -----	34	1	21		7	5	34	1			21	7	5						
240 and under 250 -----	12	1	4		3	4	12	1			4	3	4						
250 and under 260 -----	21	3	12		4	1	21	3			12	4	1						
260 and under 270 -----	11		5		2	3	11				5	2	3						
270 and under 280 -----	6		4		1	1	6				4	1	1						
280 and under 290 -----	8	1	6		1	1	8	1			5	1	1	1			1		
290 and under 300 -----	8	2	4		2	1	8	2			3	2	1						
300 and over -----	51	7	33		6	6	51	7			32	6	6						
Number of employees (in hundreds) -----	646	89	234		154	168	545	70			178	129	163	101	18		55	24	4
Average hourly earnings (dollars) -----	1.90	1.63	2.12		1.88	1.71	1.99	1.73			2.33	1.98	1.73	1.37	1.31		1.44	1.25	1.29

NOTE: For definitions of terms used in this table, see Appendix.  
Absence of a column entry indicates less than 50 employees.

Because of rounding, sums of individual items do not necessarily equal totals.

Table 2: Distribution of nonsupervisory employees by straight-time average hourly earnings and hours worked in week, October 1956

## BUILDING MATERIALS AND FARM EQUIPMENT DEALERS - UNITED STATES: BY SEX AND METROPOLITAN AND NONMETROPOLITAN AREA COUNTIES

(Number of employees in hundreds)

Average hourly earnings (in cents)	All employees						Men						Women					
	Metropolitan area counties			Nonmetropolitan area counties			Metropolitan area counties			Nonmetropolitan area counties			Metropolitan area counties			Nonmetropolitan area counties		
	Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week	
		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more
Under 50	4	1	2	18		18	4	1	2	9		9			9		9	
50 and under 55	4	1	2	8	2	6	2	2	2	4		4	2	1	1	4	2	2
55 and under 60	6	2	3	11		11	6	2	3	6		6			5		5	
60 and under 65	5		5	25	2	23	3		3	13	2	11	2		12		12	
65 and under 70	4	3	1	39	8	31	4	2	1	24	5	19	2		15	3	12	
70 and under 75	4		2	44	7	36	1		1	28	2	25	3		16	4	11	
75 and under 80	27	15	11	76	10	64	21	13	7	58	3	55	6	2	4	18	7	9
80 and under 85	15	10	6	76	10	66	11	8	4	60	9	52	4	2	2	16	2	14
85 and under 90	23	6	16	57	3	53	12		12	40	2	38	11	6	4	17	1	15
90 and under 95	30	13	14	72	6	65	17	7	10	58	4	53	13	6	4	14	2	12
95 and under 100	19	2	18	41		40	12		12	38		38	7	2	6	3		2
100 and under 105	193	82	111	302	63	240	145	63	81	251	51	201	48	19	30	51	12	39
105 and under 110	51	2	48	70	1	70	35	1	35	59		59	16	1	13	11	1	11
110 and under 115	72	4	65	136	4	132	52	4	47	115	4	109	19		18	21		21
115 and under 120	57	7	49	72	2	70	40	6	34	62	1	61	17	1	15	10	1	9
120 and under 125	38	3	33	116	3	114	28	2	25	113	3	111	10	1	8	3		3
125 and under 130	134	39	94	225	26	200	98	32	65	188	18	171	36	7	29	37	8	29
130 and under 135	64	2	62	84	1	81	50	1	49	74	1	71	14	1	13	10		10
135 and under 140	83	12	70	130	7	122	67	12	54	119	5	113	16		16	11	2	9
140 and under 145	64	7	59	82	6	77	54	6	51	70	1	69	10	1	8	13	5	8
145 and under 150	64	5	58	97	2	96	56	5	51	94	2	93	8		7	3		3
150 and under 160	212	24	185	219	33	188	182	21	160	200	28	173	30	3	25	19	5	15
160 and under 170	133	15	118	102	6	97	113	10	103	97	5	93	20	5	15	5	1	4
170 and under 180	147	14	133	110	6	104	136	13	122	107	4	103	11	1	11	3	2	1
180 and under 190	122	4	115	60		60	112	4	106	57		57	10		9	3		3
190 and under 200	77	3	73	35	1	35	73	2	70	33	1	33	4	1	3	2		2
200 and under 210	159	13	142	64	3	60	150	9	138	63	2	60	9	4	4	1	1	
210 and under 220	116	11	105	26		26	112	11	101	26		26	4		4			
220 and under 230	118	8	108	33		33	115	8	105	32		32	3		3			
230 and under 240	73	4	70	18		18	71	4	68	18		18	2		2			
240 and under 250	27	1	25	9		9	25	1	23	9		9	2		2			
250 and under 260	55	6	49	19	1	18	53	5	48	19	1	18	2	1	1			
260 and under 270	24		24	9	1	8	24		24	9	1	8						
270 and under 280	26	7	20	5		5	26	7	20	5		5						
280 and under 290	19	3	15	9		9	18	3	14	9		9	1		1			
290 and under 300	13	2	12	3		3	13	2	12	3		3						
300 and over	93	6	88	23	5	19	91	6	86	22	5	18	2		2	1		1
Number of employees (in hundreds)	2375	337	2014	2526	219	2305	2033	272	1750	2193	160	2034	342	65	264	333	59	271
Average hourly earnings (dollars)	1.71	1.41	1.73	1.32	1.20	1.33	1.77	1.46	1.79	1.36	1.25	1.36	1.32	1.20	1.34	1.06	1.06	1.06

NOTE: For definitions of terms used in this table, see Appendix.  
Absence of a column entry indicates less than 50 employees.

Because of rounding, sums of individual items do not necessarily equal totals.

Table 2-A: Distribution of nonsupervisory employees by straight-time average hourly earnings and hours worked in week, October 1956

## BUILDING MATERIALS AND FARM EQUIPMENT DEALERS - NORTHEAST: BY SEX AND METROPOLITAN AND NONMETROPOLITAN AREA COUNTIES

(Number of employees in hundreds)

Average hourly earnings (in cents)	All employees						Men						Women					
	Metropolitan area counties			Nonmetropolitan area counties			Metropolitan area counties			Nonmetropolitan area counties			Metropolitan area counties			Nonmetropolitan area counties		
	Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week	
		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more
Under 50			2		2										2		2	
50 and under 55																		
55 and under 60																		
60 and under 65			2		2				2		2				2		2	
65 and under 70	3	3	2		2	3	3											
70 and under 75	1											1						
75 and under 80	9	8	1	2		8	8					1		1	2		2	
80 and under 85	5	4	1	4	2	3	2	1	3	2	1	2	2	1	1		1	
85 and under 90	11	3	7			6		6				5	3	1				
90 and under 95	4	1	3	2	2	3		3	2	2		1	1					
95 and under 100	7		7	3		7		7	2		2				1		1	
100 and under 105	32	19	14	24	12	13	23	16	8	18	9	10	9	3	6	6	3	3
105 and under 110	6		6	4		4	3		3	2		2	3		3	2		2
110 and under 115	23		22	12	2	10	16		15	12	2	10	7		7			
115 and under 120	15	5	9	4	1	3	10	4	6	4	1	3	5	1	3			
120 and under 125	9	3	5	10	2	8	6	2	3	10	2	8	3	1	2			
125 and under 130	48	15	33	31	7	25	34	10	24	20	3	18	14	5	9	11	4	7
130 and under 135	25	1	24	10	1	9	21	1	20	7	1	6	4		4	3		3
135 and under 140	32	3	29	14		13	30	3	27	13		12	2		2	1		1
140 and under 145	22	4	18	9		9	20	3	18	8		8	2	1		1		1
145 and under 150	10		9	10	2	9	10		9	10	2	9						
150 and under 160	71	11	61	28	8	21	63	8	56	26	7	20	8	3	5	2	1	1
160 and under 170	48	5	43	16		16	43	2	41	16		16	5	3	2			
170 and under 180	43	7	36	15		15	40	7	33	15		15	3		3			
180 and under 190	62	3	59	10		10	59	3	56	10		10	3		3			
190 and under 200	27	2	25	3		3	25	1	24	3		3	2	1	1			
200 and under 210	49	5	43	18	1	17	45	2	42	18	1	17	4	3	1			
210 and under 220	26	1	25	2		2	26	1	25	2		2						
220 and under 230	25	4	20	6		6	24	4	19	6		6	1		1			
230 and under 240	13	1	13				12	1	12				1		1			
240 and under 250	7		7	3		3	6		6	3		3	1		1			
250 and under 260	17	1	16	2		2	15		15	2		2	2	1	1			
260 and under 270	4		4	3	1	2	4		4	3	1	2						
270 and under 280	9	3	6	1		1	9	3	6	1		1						
280 and under 290	7	1	6	3		3	7	1	6	3		3						
290 and under 300	2		2				2		2									
300 and over	14	1	13	3		3	14	1	13	3		3						
Number of employees (in hundreds)	686	114	567	258	43	218	597	86	510	224	35	192	89	28	57	34	8	26
Average hourly earnings (dollars)	1.69	1.40	1.71	1.53	1.29	1.54	1.73	1.42	1.75	1.59	1.32	1.60	1.35	1.34	1.36	1.07	1.11	1.07

NOTE: For definitions of terms used in this table, see Appendix.  
Absence of a column entry indicates less than 50 employees.

Because of rounding, sums of individual items do not necessarily equal totals.



Table 2-B: Distribution of nonsupervisory employees by straight-time average hourly earnings and hours worked in week, October 1956

## BUILDING MATERIALS AND FARM EQUIPMENT DEALERS - SOUTH: BY SEX AND METROPOLITAN AND NONMETROPOLITAN AREA COUNTIES

(Number of employees in hundreds)

Average hourly earnings (in cents)	All employees						Men						Women					
	Metropolitan area counties			Nonmetropolitan area counties			Metropolitan area counties			Nonmetropolitan area counties			Metropolitan area counties			Nonmetropolitan area counties		
	Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week	
		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more
Under 50	4	1	3	9		9	4	1	3	5		5				4		4
50 and under 55	4	1	3	5		5	2		2	3		3	2	1	1	2		2
55 and under 60	3	1	2	7		7	3	1	2	5		5				2		2
60 and under 65	4		4	15		15	3		3	10		10	1		1	5		5
65 and under 70	1		1	24		23	1		1	17		17				7		6
70 and under 75	3		3	18	1	16	1		1	14		14	2		2	4	1	2
75 and under 80	13	3	9	45	5	39	8	1	6	38	2	36	5	2	3	7	3	3
80 and under 85	5	3	3	40	3	37	5	3	3	36	2	34				4	1	3
85 and under 90	9	1	7	32	1	30	5		5	25		25	4	1	2	7	1	5
90 and under 95	11	1	9	39	1	38	5		5	36	1	35	6	1	4	3		3
95 and under 100	8	2	7	14		13	3		3	13		13	5	2	4	1		
100 and under 105	95	24	72	134	26	106	85	21	64	121	24	96	10	3	8	13	2	10
105 and under 110	76		26	27		27	21		21	26		26	5		5	1		1
110 and under 115	30	2	27	58		57	27	2	24	53		52	3		3	5		5
115 and under 120	23	1	23	34	1	33	20	1	20	28		28	3		3	6	1	5
120 and under 125	19		18	26	1	26	16		16	25	1	25	3		2	1		1
125 and under 130	40	4	36	72	3	69	33	4	29	62	3	59	7		7	10		10
130 and under 135	25	1	24	21		21	21		21	20		20	4	1	3	1		1
135 and under 140	20	1	18	42	4	38	17	1	15	36	2	34	3		3	6	2	4
140 and under 145	13	1	13	19	2	17	10	1	10	17		17	3		3	2		2
145 and under 150	21		21	28		28	17		17	28		28	4		4			
150 and under 160	33	1	32	58	4	54	30	1	29	51	4	47	3		3	7		7
160 and under 170	17		17	23	1	22	14		14	21		21	3		3	2	1	1
170 and under 180	26	1	26	35		35	25	1	25	35		35	1		1			
180 and under 190	7		7	12		12	5		5	11		11	2		2	1		1
190 and under 200	11		11	4		4	11		11	4		4						
200 and under 210	14	1	13	10	1	8	14	1	13	9		8				1	1	
210 and under 220	2		2	8		8	2		2	8		8						
220 and under 230	5		4	5		5	5		4	5		5						
230 and under 240																		
240 and under 250	1		1				1		1									
250 and under 260	3		3	6	1	5	3		3	6	1	5						
260 and under 270	1		1	2		2	1		1	2		2						
270 and under 280	1		1				1		1									
280 and under 290	2	1	1	4		4	2	1	1	4		4						
290 and under 300	1		1	1		1	1		1	1		1						
300 and over	5		5	1		1	5		5	1		1						
Number of employees (in hundreds)	506	51	454	878	55	815	427	40	387	776	40	734	79	11	67	102	15	81
Average hourly earnings (dollars)	1.30	1.07	1.32	1.18	1.08	1.19	1.33	1.10	1.34	1.20	1.08	1.21	1.16	.95	1.18	1.02	1.09	1.02

NOTE: For definitions of terms used in this table, see Appendix.  
Absence of a column entry indicates less than 50 employees.

Because of rounding, sums of individual items do not necessarily equal totals.

Table 2-C: Distribution of nonsupervisory employees by straight-time average hourly earnings and hours worked in week, October 1956

## BUILDING MATERIALS AND FARM EQUIPMENT DEALERS - NORTH CENTRAL: BY SEX AND METROPOLITAN AND NONMETROPOLITAN AREA COUNTIES

(Number of employees in hundreds)

Average hourly earnings (in cents)	All employees						Men						Women					
	Metropolitan area counties			Nonmetropolitan area counties			Metropolitan area counties			Nonmetropolitan area counties			Metropolitan area counties			Nonmetropolitan area counties		
	Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week	
		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more
Under 50 -----				7		7				4		4				3		3
50 and under 55 -----				3	2	1				1		1				2	2	
55 and under 60 -----	3	1	1	4		4	3	1	1	1		1				3		3
60 and under 65 -----	1		1	5		5				1		1	1	1		4		4
65 and under 70 -----				13	8	6				7	5	2				6	3	4
70 and under 75 -----				25	6	19				14	3	11				11	3	8
75 and under 80 -----	4	3	1	26	4	21	4	3	1	18		18				8	4	3
80 and under 85 -----	4	2	2	27	5	22	2	2		18	4	14	2		2	9	1	8
85 and under 90 -----	3	2	2	24	2	22	1		1	15	2	13	2	2	1	9		9
90 and under 95 -----	9	5	2	27	3	23	5	3	2	19	1	17	4	2		8	2	6
95 and under 100 -----	4		4	21		21	2		2	20		20	2		2	1		1
100 and under 105 -----	51	32	17	122	20	103	29	21	6	92	14	78	22	11	11	30	6	25
105 and under 110 -----	17	1	15	34	1	34	11	1	11	29		29	6		4	5	1	5
110 and under 115 -----	15	2	13	63	2	61	9	2	7	48	2	46	6		6	15		15
115 and under 120 -----	9	1	8	33		33	5	1	4	29		29	4		4	4		4
120 and under 125 -----	8		8	72		72	5		5	70		70	3		3	2		2
125 and under 130 -----	25	6	19	111	13	98	18	6	12	97	9	88	7		7	14	4	11
130 and under 135 -----	11		11	47		46	6		6	42		41	5		5	5		5
135 and under 140 -----	23	6	17	68	3	65	16	6	10	64	3	61	7		7	4		4
140 and under 145 -----	25	1	24	43	2	41	22	1	21	39	1	38	3		3	4	1	3
145 and under 150 -----	24	2	21	48		48	22	2	20	46		46	2		1	2		2
150 and under 160 -----	81	10	70	106	17	89	70	10	60	103	17	86	11		10	3		3
160 and under 170 -----	52	10	43	46	4	43	43	8	36	44	4	41	9	2	7	2		2
170 and under 180 -----	60	5	54	40	4	36	57	5	51	39	4	35	3		3	1		1
180 and under 190 -----	38	1	35	26		26	34	1	32	25		25	4		3	1		1
190 and under 200 -----	29		29	17	1	17	28		27	16	1	16	1		1	1		1
200 and under 210 -----	67	5	61	21	1	20	63	4	59	21	1	20	4	1	2			
210 and under 220 -----	60	6	55	10		10	60	6	55	10		10						
220 and under 230 -----	48	3	45	12		12	47	3	44	12		12	1		1			
230 and under 240 -----	33	2	31	12		12	32	2	30	12		12	1		1			
240 and under 250 -----	10	1	8	3		3	9	1	7	3		3	1		1			
250 and under 260 -----	16	1	15	9		9	16	1	15	9		9						
260 and under 270 -----	12		12	1		1	12		12	1		1						
270 and under 280 -----	11	4	8	3		3	11	4	8	3		3						
280 and under 290 -----	3		3	1		1	3		3	1		1						
290 and under 300 -----	4		4	1		1	4		4	1		1						
300 and over -----	38	3	36	4		4	36	3	34	3		3	2		2	1		1
Number of employees (in hundreds) -----	798	115	674	1135	98	1040	685	97	586	977	71	906	113	18	88	159	27	134
Average hourly earnings (dollars) -----	1.84	1.49	1.87	1.32	1.16	1.32	1.91	1.57	1.93	1.36	1.26	1.36	1.36	1.18	1.38	1.04	.90	1.05

NOTE: For definitions of terms used in this table, see Appendix.  
Absence of a column entry indicates less than 50 employees.

Because of rounding, sums of individual items do not necessarily equal totals.

Table 2-D: Distribution of nonsupervisory employees by straight-time average hourly earnings and hours worked in week, October 1956

## BUILDING MATERIALS AND FARM EQUIPMENT DEALERS - WEST: BY SEX AND METROPOLITAN AND NONMETROPOLITAN AREA COUNTIES

Average hourly earnings (in cents)	(Number of employees in hundreds)																	
	All employees						Men						Women					
	Metropolitan area counties			Nonmetropolitan area counties			Metropolitan area counties			Nonmetropolitan area counties			Metropolitan area counties		Nonmetropolitan area counties			
	Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week	
1 to 34		35 or more	1 to 34		35 or more	1 to 34		35 or more	1 to 34		35 or more	1 to 34		35 or more	1 to 34		35 or more	
Under 50 .....																		
50 and under 55 .....																		
55 and under 60 .....																		
60 and under 65 .....				3		3									3		3	
65 and under 70 .....																		
70 and under 75 .....				1		1									1		1	
75 and under 80 .....																		
80 and under 85 .....	1	1		3	1	2	1	1		2	1	1			1		1	
85 and under 90 .....	1	1		5		5	1	1		3		3			2		2	
90 and under 95 .....				1		1									1		1	
95 and under 100 .....	6	6		4		4	4	4		1		1	2	2	3		3	
100 and under 105 .....				3		3				3		3						
105 and under 110 .....	15	7	8	22	5	18	8	5	3	20	4	17	7	2	5	2	1	1
110 and under 115 .....	2	1	1	5		5				2		2	2	1	1	3		3
115 and under 120 .....	4		3	3		2	1		1	2		1	3		2		1	
120 and under 125 .....	10		9	1		1	5		4	1		1	5		5		1	
125 and under 130 .....	2		2	8		8	1		1	8		8	1		1		1	
130 and under 135 .....	21	14	6	11	3	7	13	12		9	3	6	8	2	6	2		1
135 and under 140 .....	3		3	6		5	2		2	5		4	1		1			1
140 and under 145 .....	8	2	6	6		6	4	2	2	6		6	4		4			4
145 and under 150 .....	4	1	4	12	2	10	2	1	2	6		6	2		2	6	2	4
150 and under 160 .....	9	3	7	11		11	7	3	5	10		10	2		2	1		1
160 and under 170 .....	27	2	22	27	4	24	19	2	15	20		20	8		7	7	4	4
170 and under 180 .....	16		15	17	1	16	13		12	16	1	15	3		3	1		1
180 and under 190 .....	18	1	17	20	2	18	14		13	18		18	4	1	4	2	2	1
190 and under 200 .....	15		14	12		12	14		13	11		11	1		1	1		1
200 and under 210 .....	10	1	9	11		11	9	1	8	10		10	1		1	1		1
210 and under 220 .....	29	2	25	15		15	28	2	24	15		15	1		1			
220 and under 230 .....	28	4	23	6		6	24	4	19	6		6	4		4			
230 and under 240 .....	40	1	39	10		10	39	1	38	10		10	1		1			
240 and under 250 .....	27	1	26	6		6	27	1	26	6		6						
250 and under 260 .....	9		9	3		3	9		9	3		3						
260 and under 270 .....	19	4	15	2		2	19	4	15	2		2						
270 and under 280 .....	7		7	3		3	7		7	3		3						
280 and under 290 .....	5		5	1		1	5		5	1		1						
290 and under 300 .....	7	1	5	1		1	6	1	4	1		1	1		1			
300 and over .....	6	2	5	1		1	6	2	5	1		1						
Number of employees (in hundreds) .....	385	57	319	255	23	232	324	49	267	216	14	202	61	8	52	39	9	30
Average hourly earnings (dollars) .....	2.08	1.66	2.11	1.66	1.55	1.66	2.19	1.76	2.22	1.73	1.65	1.73	1.47	1.17	1.49	1.23	1.42	1.20

NOTE: For definitions of terms used in this table, see Appendix.  
Absence of a column entry indicates less than 50 employees.

Because of rounding, sums of individual items do not necessarily equal totals.



Table 3: Distribution of nonsupervisory employees by straight-time average hourly earnings and hours worked in week, October 1956

BUILDING MATERIALS AND FARM EQUIPMENT DEALERS - UNITED STATES AND REGIONS: BY SIZE OF COMMUNITY AND NUMBER OF STORES OPERATED - Continued

Average hourly earnings (in cents)		(Number of employees in hundreds)																							
		South																							
		Metropolitan area counties						Nonmetropolitan area counties						Single store			Two or three stores			Four to ten stores			Eleven or more stores		
		Central cities			Communities other than central cities			Communities of 5,000 or more population			Communities of less than 5,000 population			Total			Total			Total			Total		
		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week	
	1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		
Under 50									5		5	4		4	11	1	10								
50 and under 60	3	2	2				3		2	10		10	18	1	17										
60 and under 70	1		1				28	1	27	10		10	37		37							1		1	
70 and under 80	11	2	9				25	1	24	38	6	32	64	8	57							2		2	
80 and under 90	9	2	7				48	4	45	23	1	22	67	8	59							10		9	
90 and under 100	19	3	16				30	1	29	23		23	58	2	55							3		3	
100 and under 110	89	17	72				79	17	62	81	9	72	203	29	173							29	7	22	
110 and under 120	45	3	42				54	1	53	37	1	36	108	2	106							12		12	
120 and under 130	46	4	42				66	3	63	33	1	32	126	7	119							9		9	
130 and under 140	32	2	31				39	2	37	25	2	23	93	7	86							4		4	
140 and under 150	27	1	26				29	2	27	19		19	60	2	58							8		8	
150 and under 170	42	1	41				50	4	46	30	1	28	104	6	98							5		5	
170 and under 190	27	1	26				35		35	12		12	63		62							4	1	3	
190 and under 210	20	1	19				11	1	10	1		1	31	2	29							1		1	
210 and under 230	4		3				12		12				18	1	17										
230 and under 250	2		2										2		2										
250 and over	10	1	9				7		7	9	1	8	22	2	21										
Number of employees (in hundreds)	387	40	348	132	15	118	521	37	484	355	22	332	1085	78	1006	167	24	141				88	8	79	
Average hourly earnings (dollars)	1.33	1.12	1.34	1.25	.97	1.27	1.22	1.09	1.22	1.13	1.07	1.13	1.23	1.09	1.23	1.27	.99	1.30				1.15	1.07	1.15	
North Central																									
Under 50												7		7	7		7								
50 and under 60	2	2		2		2	8	5	2	7	2	5	9	3	6				1		1				
60 and under 70				1		1	12	3	9	11	3	8	14	6	9	4	3	1	2		2				
70 and under 80	5	4	1	2		2	15	2	13	40	7	33	33	11	22	2		2	15	1	14	8	1	7	
80 and under 90	8	4	5	5		5	22	3	20	36	5	31	45	10	35	2		2	8	1	8	5		5	
90 and under 100	7	1	6	5	4	1	22	3	20	25	2	23	42	8	34	6		6	1		1	11	1	10	
100 and under 110	44	22	22	23	12	12	54	10	44	104	10	93	156	39	117	15	3	12	24	7	17	30	5	25	
110 and under 120	19	3	16	7		6	54	5	49	54	4	50	84	4	80	13		13	11	2	9	15	1	14	
120 and under 130	28	7	21	6	1	5	98	10	88	86	3	84	157	11	146	27	6	20	12	1	11	23	3	21	
130 and under 140	30	6	24	6	1	5	48	4	44	66		66	105	6	99	19	4	15	5		5	22	1	21	
140 and under 150	42	4	39	6		6	63	2	61	29		29	96	4	92	17	1	16	13		13	16	1	14	
150 and under 170	105	13	92	24	7	18	88	9	79	65	10	54	202	30	172	44	6	37	18	1	17	18	2	16	
170 and under 190	64	6	58	35	1	34	44	5	39	22		22	117	10	107	23	1	22	9		9	15		15	
190 and under 210	73	4	68	23	2	21	32	1	31	7	1	6	90	6	84	22	2	20	13	1	13	10	1	10	
210 and under 230	71	5	66	38	3	34	19		19	4		4	104	7	97	11	1	10	12	1	12	5		4	
230 and under 250	35	3	32	8		7	14		14	2		2	31	1	30	8	1	7	12	1	11	8	1	7	
250 and over	74	7	67	13	1	12	14		14	4		4	73	7	66	8	1	8	16	1	16	7	1	6	
Number of employees (in hundreds)	607	91	517	201	32	166	585	54	531	558	45	510	1365	163	1203	221	29	190	172	17	157	193	18	175	
Average hourly earnings (dollars)	1.86	1.51	1.89	1.77	1.41	1.80	1.43	1.24	1.44	1.20	1.08	1.21	1.52	1.32	1.53	1.57	1.40	1.58	1.60	1.36	1.61	1.44	1.36	1.45	

NOTE: For definitions of terms used in this table, see Appendix.  
Absence of a column entry indicates less than 50 employees.

Because of rounding, sums of individual items do not necessarily equal totals.

Table 3: Distribution of nonsupervisory employees by straight-time average hourly earnings and hours worked in week, October 1956

BUILDING MATERIALS AND FARM EQUIPMENT DEALERS - UNITED STATES AND REGIONS: BY SIZE OF COMMUNITY AND NUMBER OF STORES OPERATED - Continued

(Number of employees in hundreds)

Average hourly earnings (in cents)	West																							
	Metropolitan area counties						Nonmetropolitan area counties						Single store			Two or three stores			Four to ten stores			Eleven or more stores		
	Central cities			Communities other than central cities			Communities of 5,000 or more population			Communities of less than 5,000 population			Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week	
	Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week			Total	Hours worked in week		Total	Hours worked in week		Total	Hours worked in week			
	1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more		1 to 34	35 or more	
Under 50																								
50 and under 60																								
60 and under 70																								
70 and under 80				1	1		4	1	3															
80 and under 90				1	1		2		2															
90 and under 100				6	6		7		7															
100 and under 110	10	4	6	7	4	3	11	5	6															
110 and under 120	2		2	11		10	2	1	2															
120 and under 130	3	1	3	19	14	5	9	1	8															
130 and under 140	3		3	9	2	7	6	1	5															
140 and under 150	8	3	5	6	1	5	11	1	10															
150 and under 170	21	2	19	20	2	18	22	2	20															
170 and under 190	18	1	17	15	1	14	24	1	23															
190 and under 210	19	3	16	19	1	18	23		23															
210 and under 230	28	1	27	40	4	35	8		8															
230 and under 250	19	1	18	17		17	7		6															
250 and over	58	6	52	24	3	21	18	3	15															
Number of employees (in hundreds)	189	22	168	195	40	153	154	16	138															
Average hourly earnings (dollars)	2.20	1.92	2.21	1.96	1.47	2.00	1.78	1.61	1.79															

NOTE: For definitions of terms used in this table, see Appendix.  
Absence of a column entry indicates less than 50 employees.

Because of rounding, sums of individual items do not necessarily equal totals.

Table 4: Number and straight-time average weekly earnings of nonsupervisory employees by hours worked in week, October 1956

Item	United States		Northeast		South		North Central		West	
	Number of employees	Average weekly earnings	Number of employees	Average weekly earnings	Number of employees	Average weekly earnings	Number of employees	Average weekly earnings	Number of employees	Average weekly earnings
<b>All employees:</b>										
1 to 34 hours -----	585	\$25.44	158	\$24.03	115	\$24.72	223	\$26.06	89	\$27.28
35 to 40 hours -----	1152	67.99	245	72.06	301	51.04	372	68.71	234	84.04
41 to 47 hours -----	1298	68.53	265	75.08	458	58.68	421	70.13	154	82.29
48 or more hours -----	1900	72.38	278	78.83	525	59.86	929	75.10	168	85.72
<b>Men:</b>										
1 to 34 hours -----	452	26.18	121	24.62	85	25.25	176	27.30	70	27.20
35 to 40 hours -----	868	73.28	187	77.38	234	51.87	269	76.41	178	92.48
41 to 47 hours -----	1104	71.63	246	77.19	387	60.49	342	74.39	129	87.17
48 or more hours -----	1821	73.46	270	80.10	499	60.72	889	76.18	163	86.53
<b>Women:</b>										
1 to 34 hours -----	133	22.94	39	22.15	29	23.21	47	21.68	18	27.62
35 to 40 hours -----	276	51.62	57	54.57	59	47.86	105	49.42	55	56.91
41 to 47 hours -----	189	50.71	19	50.04	69	48.60	77	51.77	24	54.14
48 or more hours -----	75	47.28	9	40.61	26	43.50	36	49.54	4	61.25
<b>Community size:</b>										
<b>Metropolitan area counties:</b>										
Total -										
1 to 34 hours -----	337	26.75	114	25.93	51	25.99	115	28.02	57	26.40
35 or more hours -----	2014	78.55	567	77.06	454	61.34	674	85.89	319	90.59
<b>Central cities -</b>										
1 to 34 hours -----	204	28.84	51	26.96	40	25.66	91	29.07	22	37.44
35 or more hours -----	1323	78.50	290	76.67	348	61.02	517	86.45	168	93.44
<b>Communities other than central cities -</b>										
1 to 34 hours -----	156	24.12	69	25.21	15	26.84	32	25.23	40	20.45
35 or more hours -----	722	78.66	285	77.45	118	62.30	166	84.13	153	87.45
<b>Nonmetropolitan area counties:</b>										
Total -										
1 to 34 hours -----	219	23.37	43	18.79	55	23.60	98	23.62	23	29.56
35 or more hours -----	2305	62.55	218	71.19	815	55.12	1040	63.74	232	75.14
<b>Communities of 5,000 or more population -</b>										
1 to 34 hours -----	123	25.59	16	27.53	37	23.69	54	24.66	16	31.49
35 or more hours -----	1292	66.14	139	74.56	484	57.09	531	68.78	138	79.10
<b>Communities of less than 5,000 population -</b>										
1 to 34 hours -----	106	20.82	*	*	22	23.46	45	22.38	*	*
35 or more hours -----	1013	57.98	*	*	332	52.23	510	58.51	*	*
<b>Number of stores operated by company:</b>										
<b>Single store:</b>										
1 to 34 hours -----	458	24.50	144	24.37	78	23.94	163	25.06	73	24.12
35 or more hours -----	3283	69.63	687	74.85	1006	57.31	1203	72.65	387	82.94
<b>Two or three stores:</b>										
1 to 34 hours -----	73	31.07	*	*	24	25.21	29	33.51	10	46.91
35 or more hours -----	495	74.37	*	*	141	58.79	190	74.22	124	90.30
<b>Four to ten stores:</b>										
1 to 34 hours -----	18	26.51	*	*	*	*	17	25.59	*	*
35 or more hours -----	271	72.07	*	*	*	*	157	74.63	*	*
<b>Eleven or more stores:</b>										
1 to 34 hours -----	32	24.54	*	*	8	26.92	18	23.42	*	*
35 or more hours -----	308	66.13	*	*	79	54.33	175	67.80	*	*

NOTE: For definitions of terms used in this table, see Appendix.  
\* Insufficient data to warrant presentation.

Because of rounding, sums of individual items do not necessarily equal totals.

## Appendix: Scope and Method of Survey

The October 1956 survey of employee earnings in all retail trade establishments (except eating and drinking places) conducted by the U. S. Department of Labor's Bureau of Labor Statistics was designed to provide separate information for major retail industry groups as well as for selected specific lines of business.

### Industry Classification

This bulletin relates to the major group of Building Materials and Farm Equipment Dealers (group 52) as defined in the Standard Industrial Classification Manual, 1949 edition, prepared by the Bureau of the Budget, Executive Office of the President.

The Building Materials and Farm Equipment Dealers group, as defined in the Standard Industrial Classification Manual, includes retail establishments selling lumber, building materials, and basic lines of hardware, such as tools, builders' hardware, paint and glass, electrical supplies, roofing materials, and other equipment and supplies for home construction. This major group also includes farm equipment dealers. Establishments included in this major group sell to contractors as well as to the general public.

### Sampling and Collection Procedure

The retail trade survey was conducted on a sample basis. Data were obtained from about 28,000 stores and auxiliary units, selected in accordance with line of business, location, and employment size. The sample design was such as to permit the publication of data for each of the major groups in retail trade (except eating and drinking places) but for only a few of the specific lines of business. The sample of 1,843 establishments for the Building Materials and Farm Equipment Dealers group did not provide for publication of separate data for specific lines of business within the group.

The sample used in the retail trade study was selected from three different sources:

1. Large multiunit companies.—Current lists of stores and auxiliary units (such as warehouses and offices) were provided by 110 chains with the largest employment (chains operating a small number of large urban stores were not included in this group). Units in each of these lists were stratified by location and employment size. A systematic sample was then selected in accordance with a set of sampling ratios that varied by line of business.

In a few cases, company records for individual employees were available in groupings broader than store units; in these instances, a systematic sample of employees in all units was selected.

The 110 chains in this class were visited by Bureau representatives who explained the nature of the sample and the information needed. Actual compilation of the data was done by the company in the bulk of the cases. About 8,000 units were selected from these large companies.

2. State Unemployment Compensation Insurance listings.—The most currently available listings of the State Unemployment Insurance (U.I.) agencies provided the basis for selecting the largest number of sample units.

After units belonging to the large chains referred to above and establishments with fewer than eight employees (see item 3) were excluded, a sample of reporting units was selected in a systematic fashion from lists arranged by State and line of business. The sampling ratios varied by line of business and region and increased with employment size—all units of 500 or more employees were included.

All units thus selected and having 1,000 or more employees were visited by trained representatives of the Bureau. About 1,800 units were included in this part of the sample. The bulk of the respondents in this group were large urban department stores which were not considered as chains in the sampling design, even where a number of store units were under common ownership.

The remainder of the units selected from unemployment compensation lists were included in a mail canvass. A sample of those not replying to two mail requests was visited by Bureau representatives. Altogether, about 13,000 stores were covered in this group.

3. Single-unit stores with fewer than eight employees.—Data for single-unit stores with fewer than eight employees were collected by the Bureau of the Census in its monthly survey of retail trade. Two monthly samples of such stores were used, totaling about 5,000 stores.

### Estimating Procedure

Data for each sampling unit collected, whether store, group of stores, or individual employee, were weighted in accordance with the probability of selecting that unit. For instance, where 1 store out of 10 was selected from a chain, all data from that store were considered as representing itself and 9 other stores. Thus, each segment was given its appropriate weight in the total, despite the inclusion of all large stores and only a small proportion of small stores.

All estimated totals derived from this weighting process were further adjusted to the employment levels for October 1956, as given in the Bureau of Labor Statistics monthly employment series after



excluding eating and drinking places (6.7 million). The totals published in this survey differ from those in the monthly series since the latter include total instead of nonsupervisory employment. In order to derive these employment levels for the detailed line of business-regional groups presented in this report, the totals in the Bureau's employment series were broken down on the basis of the line of business-regional employment totals found in the 1954 Census of Business. For fluid milk pasteurizing and home delivery (included in this study but not in the Census of Business), data from the 1954 Census of Manufactures were used.

With very few exceptions, the adjustment of the survey totals to the predesignated totals was confined to that part of the survey which was collected by mail, or by personal visit to the nonrespondents thereto. Obviously, lists available from the U.I. omitted units opened after the effective date of the lists. Adjustment to predesignated totals was necessary to keep this sector from being underrepresented in the total. In the case of the census sample, the large store sample, and the chain store sample, the best unbiased estimates of totals were presumed to be the weighted-up sample totals, there being no problem of unrepresented business births in these groups.

#### Problems of Nonresponse

In that part of the survey conducted by mail canvass, estimates for the nonrespondent population were made from the field followup of a sample of the nonrespondents. In the estimating procedure this sample, therefore, carried larger weights than those received by mail. The response rate to the mail questionnaire portion of the survey was about 53 percent. About 30 percent of the remainder were followed up by personal visit, the ratio varying by kind of business. Analysis of the results showed that within each kind of business-regional class, the schedules obtained by personal visit averaged slightly less in earnings than those replying by mail.

In the part of the survey made by mail or personal visit to the nonrespondents thereto, the weight of unusable schedules and of refusals was imputed to the whole of this subuniverse. This was carried out in the process of adjusting to the predetermined totals for the regional kind of business groups.

In that part of the survey where collection was done by the Bureau of the Census representatives, less than 5 percent of the stores within scope of the survey failed to provide usable data. To compensate for the loss of these schedules, their weight was assigned to usable schedules in the same kind of business in the same or related areas.

The problems of response and unusable data were almost nonexistent in the large store and large chain samples.

#### Criteria for Publication of Estimates

Since the survey was done on a sample basis, the results of this survey differ from those that would have been obtained by a complete canvass of all retail activities. These differences may be substantial in those instances where the sample was small; it has not been possible, therefore, to present distributions and averages for all cases.

The following general criteria have been followed:

1. No distributions are shown for groupings of less than 50 stores, except department stores where the sample covered most of the large stores in the universe.
2. No data of any kind are shown for situations with less than 30 stores.
3. No published segment, regardless of number of stores involved, contains data from fewer than 10 distinct employers.

#### Definition of Terms

Establishment.—Data were reported for individual establishments rather than for companies. An establishment is generally defined as a single physical location where business is conducted. Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity (in terms of sales); all data for such an establishment were included in that classification. Thus, earnings data for cafeteria employees of department stores and lunch-counter employees of drug stores were included, whereas employees of establishments classified as primarily eating places were excluded.

When two or more activities were carried on at a single location by separate business entities, each entity was treated as an establishment. Thus, a leased department in a department or clothing store was treated as a separate establishment and was included in these tabulations on the basis of its activities rather than as a part of the store within which it operated.

Data for auxiliary units of retail establishments (such as separate warehouses, administrative offices, etc.) were included in this report and classified on the basis of the major activity of the retail establishment serviced.

Nonsupervisory Employees.—The term "nonsupervisory employees," as used in this report, includes all full-time and part-time employees such as salespersons, shipping and receiving clerks, stock clerks, laborers, warehousemen, caretakers, office clerks, drivers, driver-salesmen, installation and repair men, demonstrators, alteration hands, elevator operators, porters, janitors, and watchmen, and other employees whose services are closely associated with those of employees listed above, including working supervisors. Excluded are officers and principal executives, such as buyers, department heads, and managers whose work is above the working supervisory level.

Earnings Data.—For purposes of this study, earnings data relate to straight-time earnings, excluding overtime premium pay. Commission and/or bonus earnings and special sales bonuses (such as PM's and Stims) paid quarterly or oftener are included. Bonuses paid less frequently than quarterly are excluded.

Individual average hourly earnings for employees not paid by the hour were obtained by dividing total earnings reported by the number of hours worked during the corresponding period.

Individual weekly earnings were obtained by multiplying the average hourly earnings, computed as above, by the number of hours worked during the selected week ending nearest October 15, 1956.

Group average hourly earnings published in this report were obtained by dividing total individual weekly earnings by total individual weekly hours worked.

Group average weekly earnings were computed by dividing the sum of the individual weekly earnings by the number of employees represented in the group total.

Hours Worked in Week.—Individual earnings data are tabulated in this report according to the number of hours worked by the employee during the selected week ending nearest October 15, 1956. Weeks containing nonworking holidays or other irregular work schedules were avoided.

Regions.—The regions used in this study are: Northeast—Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont; South—Alabama, Arkansas, Delaware, District of Columbia, Florida, Georgia, Kentucky,

Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, and West Virginia; North Central—Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin; West—Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming.

Metropolitan Areas.—The term "metropolitan area" used in this report refers to the Standard Metropolitan Areas established under the sponsorship of the Bureau of the Budget. Central cities of metropolitan areas include the largest city (over 50,000 inhabitants by definition of the term metropolitan area) and all other cities in the area with a population of 25,000 or more, provided each such city has a population amounting to at least one-third the population of the largest city. All other communities in the metropolitan area are included as "communities other than central cities."

Nonmetropolitan Areas.—All communities not in a metropolitan area were classified as to their population according to the 1950 census—those with 5,000 or more and those with less than 5,000.

Number of Stores Operated.—Data were tabulated in accordance with the number of retail stores reported as operated by the parent company, as follows: (a) Single store; (b) 2 or 3 stores; (c) 4 to 10 stores; and (d) 11 or more stores. Respondents were requested to indicate the number of stores operated by the parent company rather than by a subsidiary company. Thus, if the parent company operated a total of 12 stores through 2 subsidiary companies of 6 each, data for all stores were grouped according to the total of 12 (appearing in the group, 11 or more) rather than the 6 (4 to 10) operated by the subsidiary.