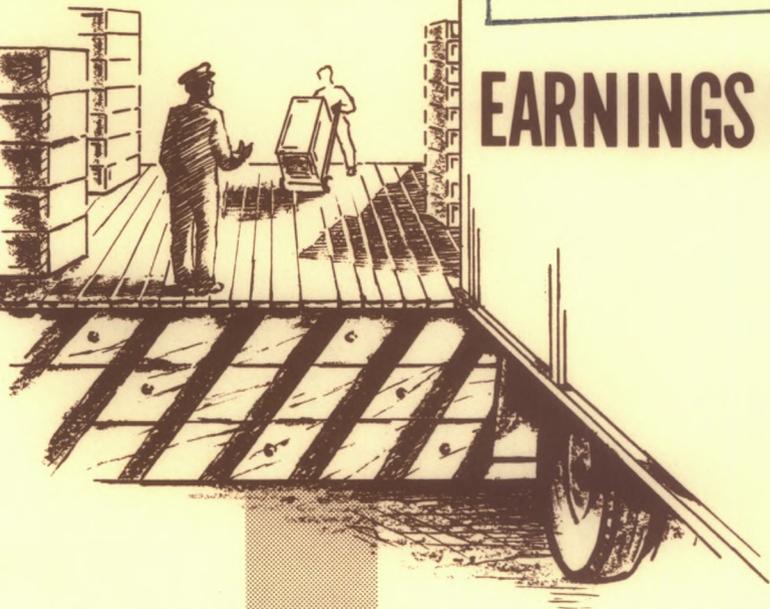


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EARNINGS IN WHOLESALE TRADE

**Distribution of Nonsupervisory Workers in
Selected Wholesale Trade Industries by
Straight-Time Hourly Earnings**

JUNE 1958

**Bulletin No. 1253
UNITED STATES DEPARTMENT OF LABOR
James P. Mitchell, Secretary**

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



EXAMINING THE WHOLESALE TRADE

of the Wholesale Trade
in the United States
by
[illegible]

APPENDIX

TABLE I
Wholesale Trade in the United States
1919-1920



EARNINGS IN WHOLESALE TRADE

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Preface

The U. S. Department of Labor's Bureau of Labor Statistics provides in this report the basic results of a nationwide survey of straight-time hourly earnings (exclusive of premium pay for overtime and work on weekends, holidays, and late shifts) of nonsupervisory workers (excluding outside salesmen) in wholesale trade. The survey was limited to the three major employing groups in the wholesale trade industry—merchant wholesalers, agents and brokers, and assemblers of farm products. The payroll period data refer to June 1958.

The survey was part of a broad program of studies initiated by the Department of Labor in connection with Federal minimum wage legislation. The Wage and Hour and Public Contracts Divisions participated in the planning of the survey and provided the necessary funds.

This report was prepared in the Bureau's Division of Wages and Industrial Relations. The statistical and sampling techniques were developed by Samuel E. Cohen and Theodore Golonka; the analysis was prepared by Herbert Schaffer under the direction of Norman J. Samuels.

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Earnings in Wholesale Trade, June 1958

Summary

Workers in wholesale trade within the scope of this survey averaged \$1.74 an hour at straight-time rates in June 1958. Of the 1½ million non-supervisory workers in wholesale trade, 43 percent were employed in office and inside sales jobs. Their average earnings of \$1.86 exceeded those for other nonsupervisory workers by 20 cents an hour.

Wholesalers in the Northeast and the North Central regions each employed approximately 30 percent of the Nation's wholesale trade work force; 25 percent were employed in the South; and 15 percent in the West. Average earnings varied among these regions by as much as 55 cents an hour. Nonsupervisory employees averaged \$1.43 in the South, \$1.75 in the North Central, \$1.87 in the Northeast, and \$1.98 in the West. Hourly earnings for office and inside sales workers were higher than those for other nonsupervisory workers in each of the four regions, with differences ranging from 6 cents in the North Central to 26 cents in the Northeast.

Almost four-fifths of the workers were employed in the metropolitan areas of the country. Workers in these areas averaged \$1.83, 39 cents an hour more than those in nonmetropolitan areas.

Companies with fewer than 20 workers employed 42 percent of the workers in wholesale trade; those with 20 to 99 workers, 38 percent; and those with 100 or more workers, 20 percent. Company size appeared to have little overall affect, if any, on average earnings, which were \$1.79 in the large size group, \$1.76 in the small size, and \$1.71 in the medium size.

More than 200,000 workers (about 14 percent) earned less than \$1.05 an hour and a like number were paid \$2.40 or more. Almost three of every four workers earning less than \$1.05 an hour were nonoffice employees and more than half were employed in the South. Although a higher proportion of nonmetropolitan than metropolitan area workers received less than \$1.05, the number of workers in metropolitan areas below that level exceeded the number in the nonmetropolitan areas by about 22,000.

Merchant wholesalers employed 86 percent of the workers within scope of the survey and paid an average of \$1.76 an hour. The highest average earnings among the three segments of wholesale trade studied separately were \$1.81 for workers employed by agents and brokers and the lowest, \$1.43 for workers engaged in assembling farm products.

Data for nine wholesale merchandise lines were available separately. Average earnings ranged from \$1.60 in motor vehicles to \$1.92 in dry goods and apparel. Almost three of every four workers in merchant wholesaling earning less than \$1.05 an hour were employed by miscellaneous merchant wholesalers, handlers of groceries and food specialties, and distributors of edible farm products.

Characteristics of Wholesale Trade

Wholesale trade in its earliest form dates back to Biblical times when caravans unloaded their goods at the market place. The Greeks recognized wholesaling as a distinct branch of commerce, largely with respect to import and export transactions.¹ Adam Smith in his *Wealth of Nations* noted the importance of the wholesale distribution function in the employment of capital. Today, the complexity of our economy has made wholesaling a vital and indispensable sector of our business structure.

The definition of wholesaling used in this study conforms with that of the 1949 edition of the *Standard Industrial Classification Manual* (Volume II, Non-manufacturing Industries) prepared by the Bureau of the Budget. This definition includes establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, or professional users; or to other wholesalers; or acting as agents in buying merchandise for or selling merchandise to such persons or companies.

Merchandise of every description is distributed at wholesale by merchant wholesalers, agents and brokers, assemblers of farm products, sales branches of manufacturing and mining companies, and petroleum bulk stations. Only the first three of these major types of wholesaling are included in this study. They account, however, for about three-fourths of the industry employment.² Wholesaling organizations range in size from single unit operations to companies with branch operations throughout the country. The average wholesale establishment employs about 10 workers. Approximately three-fifths of the employment in wholesale trade was divided between the Northeast and North Central regions; the South accounted for about a fourth, with the remainder in the West. Nearly four of every five workers were employed in metropolitan areas and the principal center for wholesale activities was New York City which accounted for almost half of the wholesale trade employment in the Northeast.³

According to the 1950 Census of Population,⁴ all but a fifth of the workers employed in wholesale trade were men. Although they were employed in a variety of jobs ranging from engineers to laborers, saleswork was by far the predominant occupation and provided employment for a fourth of the men. Most of the women (65 percent) in wholesale trade were clerical personnel such as stenographers, typists, secretaries, and bookkeepers. The job skills required in the industry are to a large extent influenced by the merchandise lines carried. For example, industrial distributors frequently hire engineers who are familiar with the problems of the prospective customers, whereas assemblers of farm products require a large number of laborers in materials handling jobs.

Data furnished by the Bureau of Labor Statistics in its *Employment and Earnings Series* showed that the employment gain in wholesale trade averaged about 4 percent annually between 1939 and 1957. Moreover, employment in wholesale trade appeared to be less affected by cyclical trends than that in manufacturing and retail trade. Another aspect of employment in wholesaling is the relative lack of seasonal fluctuations, although employment levels do tend to decline after the Christmas season. In 1957, for example, monthly employment varied at a maximum of only 2.5 percent.

¹ Beckman, T. N. and Engle, N. H., *Wholesaling*, The Ronald Press Co., New York, 1949.

² 1954 *Census of Business*, U.S. Department of Commerce, Bureau of the Census, Bull. W-H.

³ *Ibid.*

⁴ 1950 *Census of Population, Occupation by Industry*, Special Report P-E No. 1, U.S. Department of Commerce, Bureau of the Census.

Wholesale Trade

An estimated 1,482,700 nonsupervisory workers⁵ were employed in the three major segments of wholesale trade—merchant wholesalers, agents and brokers, and assemblers of farm products—included in the present study. These workers averaged \$1.74 an hour at straight-time rates in June 1958. All but 6.5 percent of these employees had earnings ranging from \$1 to \$3 an hour⁶ (chart 1). The middle half of the workers earned between \$1.25 and \$2.10 an hour; like proportions of approximately 14 percent were paid less than \$1.05 and \$2.40 or more. The largest single concentration of workers at any one wage interval was at \$1 to \$1.05; an estimated 182,500 workers (12.3 percent) were at this interval. Earnings were distributed evenly over a 30-cent range around the average (tables 1 and 2).

For purposes of this study, nonsupervisory workers were divided into two broad occupational groups—office and inside sales and other nonsupervisory employees.⁷ Viewed broadly, the former group can be considered as "white collar workers" and the latter, "blue collar workers." About 43 percent (639,800) of the workers in wholesale trade were engaged at the time of the study in clerical and related office functions or as inside sales personnel. Their straight-time earnings averaged \$1.86, 20 cents an hour more than other nonsupervisory employees. This difference between the two groups is reflected in the distribution, primarily at the lower wage levels and, to a lesser extent, at the upper wage levels (chart 2). About 150,000 nonoffice workers, or nearly 18 percent, received less than \$1.05 an hour and accounted for nearly three-fourths of all the workers paid these rates. Otherwise, the proportions of workers in both groups at the various earnings intervals were not too widely different, although about 50,000 office and inside sales workers, compared with 25,000 other nonsupervisory workers, earned \$3 or more an hour (tables 1 and 2).

Nationwide data were divided into four broad geographical regions.⁸ The Northeast employed 447,000 or 30 percent of the wholesale trade workers within scope of the study and the proportion in the North Central area was roughly similar. The South accounted for 25 percent of the work force, or 369,700, and the West for 15 percent, or 227,700. The highest average recorded was \$1.98 in the West, followed by \$1.87 in the Northeast, \$1.75 in the North Central, and \$1.43 in the South (tables 1 and 2).

The 55 cents an hour difference between the South and the West, or even the 11 cents difference between the Northeast and West, indicates significant variation in the distributions of earnings among the regions. Almost three-tenths of the workers in the South earned less than \$1.05 an hour. These 106,300 workers represented more than half of the wholesale trade workers in the country falling below this level. Nearly a majority of the southern workers earned less than \$1.25 whereas about 13 percent earned \$2 or more an hour. In the other regions, the largest proportion of workers earning less than \$1.05 was 12 percent in the North Central; and no more than 7 percent were found in the Northeast and West. The proportion of workers earning \$2 or more ranged from 31 percent in the North Central to 47 percent in the West.

⁵ Excludes outside salesmen.

⁶ For ease of reading, in this and subsequent discussions of tabulations, the limits of the class intervals are designated as \$1 to \$3, \$1 to \$1.05, etc., instead of using the more precise terminology of \$1 and under \$3, \$1 and under \$1.05, etc.

⁷ See appendix A for definitions of these broad occupational classifications.

⁸ See footnote 3, table 1, for listing of States in each region.

Average hourly earnings for office and inside sales workers ranged from \$1.58 in the South to \$2.10 in the West; for other nonsupervisory workers, the range was from \$1.33 to \$1.89 in the same two regions. The difference in average earnings between the two occupational groups within regions amounted to only 6 cents an hour in the North Central, but ranged from 21 to 26 cents in the other regions.

The lower earnings levels for nonoffice workers can be readily observed in the distributions, particularly at the lower end of the wage scale. For example, at pay levels of less than \$1.05 were 23,100 other nonsupervisory workers or 72 percent of all the workers in the Northeast earning these relatively low wages; 81,200 or 76 percent in the South; 36,200 or 67 percent in the North Central; and 10,200 or 78 percent in the West (tables 1 and 2).

The narrower pay differential noted in the North Central between the two broad occupational groups is also reflected in the wage distributions. In that region, 19 percent of the office and inside sales workers and 22 percent of the other nonsupervisory workers earned less than \$1.25 an hour; compared with 10 and 19 percent, respectively, in the Northeast; 32 and 57 percent, respectively, in the South; and 7 and 16 percent, respectively, in the West.

Metropolitan and Nonmetropolitan Areas

The business site of the wholesale establishments is a factor which apparently influences wages. In June 1958, nearly four of every five workers were employed in metropolitan areas where average earnings were \$1.83, 39 cents an hour above nonmetropolitan areas (table 3).⁹

Almost three-tenths of the workers in nonmetropolitan areas received less than \$1.05 an hour, compared with almost a tenth in metropolitan areas. Despite this difference in proportions, almost 22,000 more workers in metropolitan than in nonmetropolitan areas earned less than \$1.05. More than two-fifths of the workers in nonmetropolitan areas earned less than \$1.25 an hour, more than twice the proportion in metropolitan areas. Earnings of \$2 or more were paid to nearly three-eighths of the workers in the latter group, about 2½ times the proportion in the former group (chart 3).

Metropolitan area averages for office and inside sales and other nonsupervisory workers exceeded those in nonmetropolitan areas by 42 and 33 cents, respectively. Differences in wage levels between office and inside sales workers and other nonsupervisory workers were greater in metropolitan than in nonmetropolitan areas—19 and 10 cents, respectively. These relationships can also be observed in the wage distributions. The proportion of office and inside sales workers earning less than \$1.25 in nonmetropolitan areas was more than three times as great as in metropolitan areas, whereas the proportion of other nonsupervisory workers at this wage interval in small cities was less than twice the proportion found in large cities. The proportions of office and inside sales and other nonsupervisory employees at those wages in metropolitan areas were 12.5 and 24.2 percent, respectively, compared with 39.7 and 44.9 percent in nonmetropolitan areas.

On a regional basis, employment in metropolitan areas ranged from about seven-tenths of the wholesale trade workers in the South to more than nine-tenths in the Northeast. Average earnings for workers in metropolitan areas ranged from \$1.49 in the South to \$2.08 an hour in the West, and for those in

⁹ See appendix A for definitions of metropolitan and nonmetropolitan areas.

nonmetropolitan areas from \$1.29 to \$1.73 in the same two regions. Averages in metropolitan areas exceeded those in nonmetropolitan areas by 20 cents an hour in the South, 35 cents in the West, 45 cents in the North Central, and 46 cents in the Northeast. Of the approximately 113,800 workers earning less than \$1.05 in metropolitan areas, the South employed half, the North Central a fourth, the Northeast a fifth, and the West a twentieth. In nonmetropolitan areas, the South employed more than half of the 91,900 workers paid less than \$1.05, the North Central about three-tenths, and the Northeast and West nearly a tenth each.

Pay advantages held by office and inside sales workers in large communities over those in small communities ranged from 23 cents an hour in the West to 53 cents in the Northeast, and for other nonsupervisory workers, the differences ranged from 12 cents in the South to 45 cents in the North Central. Differences in wage levels between office and inside sales and other nonsupervisory workers were smallest in the North Central region in both metropolitan and nonmetropolitan areas (2 and 4 cents, respectively). The largest difference between the two groups in metropolitan areas was recorded in the South (29 cents), and in nonmetropolitan areas, the West (26 cents).

Company Size

Data do not provide conclusive evidence concerning the effect of company size on the wage structure in wholesale trade. Companies employing fewer than 20 workers accounted for 42 percent of the work force, companies with 20 to 99 workers, for 38 percent, and those with 100 or more workers, for 20 percent. Average earnings were \$1.79 an hour in the large size companies, \$1.76 in the small size, and \$1.71 in the middle size. Although a 5-cent differential existed between the average earnings of the middle and small size groups, and an 8-cent differential between the middle and large size groups, roughly, the same proportions of workers (19 to 25 percent) in each of the groups earned less than \$1.25 an hour. The effect of company size on wages is also obscure if the nationwide earnings of office and inside sales and other nonsupervisory workers are examined. For example, office and inside sales workers in the small size companies had the highest average, whereas those in the large size companies had the lowest average (table 4).

The pattern is further complicated after inspecting the data on a regional basis. The highest averages in the West for all nonsupervisory employees were in the small and middle size companies, but in the Northeast, the highest average was in the large size companies. Viewed another way, earnings in the Northeast were directly related to the size of the company, whereas earnings in the West were inversely related to the size. In the other two regions, the middle size companies had the lowest earnings.

Merchant Wholesalers

As indicated earlier, the study was limited to three segments of wholesale trade. The most important segment, numerically, was made up of merchant wholesalers who, in June 1958, employed 1,280,000 nonsupervisory employees representing 86 percent of the workers included in the survey. Consequently, their earnings exerted great influence on the overall wage structure in wholesale trade. These workers averaged \$1.76, 2 cents an hour more than the average for the three segments combined. About an eighth of the workers earned less than \$1.05 and another eighth \$2.50 or more; approximately a fourth were at each of three earnings ranges—\$1.05 to \$1.45, \$1.45 to \$1.90, and \$1.90 to \$2.50 (table 5).

Office and inside sales workers employed by merchant wholesalers averaged \$1.84, 14 cents an hour above the level for other nonsupervisory workers. Although the pay differential between the two occupational groups was 6 cents less than the difference between the two groups in the three segments combined, the proportions of workers at the various wage intervals were not significantly different from the overall distributional pattern in wholesale trade.

On a regional basis, the highest average was \$2.06 in the West, followed by \$1.85 in the Northeast, \$1.79 in the North Central, and \$1.44 in the South. Almost 46 percent of the workers in the South earned less than \$1.25 an hour, compared with from 7 to 17 percent in the other regions. Earnings of \$2.50 or more were paid to 6 percent of the workers in the South, compared with 11 to 21 percent in the other regions.

Average hourly earnings of office and inside sales workers exceeded those of other nonsupervisory workers by 24 cents in the South, 22 cents in the Northeast, and 7 cents in the West. Earnings were identical for both groups in the North Central region. A comparison of the proportions of workers in both occupational categories paid less than \$1.25 illustrates these pay differences among the regions. For example, in the South, earnings for 32 percent of the office and inside sales and 56 percent of the other nonsupervisory employees fell below the \$1.25 level, whereas equal proportions of 17 percent were at this level in the North Central.

Selected Wholesale Lines

The wage picture for merchant wholesalers would not be complete without examining briefly the wage levels prevailing in the various component industries. Data for 9 wholesale lines are available separately. Merchants wholesaling miscellaneous products, such as metals, paper, beer, furniture, etc., employed about one-half million nonsupervisory workers representing nearly two of every five workers in merchant wholesaling. Handlers of grocery products and machinery equipment together employed about one-third million workers and accounted for one of every four workers. Wholesalers of motor vehicles and farm products each employed fewer than 100,000 workers, and distributors of electrical goods, hardware and related supplies, dry goods, and drug products combined employed almost one of every five workers (table 6).

Among the various wholesale lines, average earnings ranged from \$1.60 in motor vehicles to \$1.92 in dry goods and apparel. Workers in miscellaneous wholesaling averaged \$1.76 an hour, the same as for merchant wholesalers as a group. Averages for three other wholesale lines fell below and three others were above that wage level.

Although the lowest average earnings were recorded in motor vehicles, only 13 percent of these workers earned less than \$1.05 an hour compared with 25 percent in handlers of farm products and 17 percent in groceries. Less than 10 percent of the workers were at that wage level in the other wholesale lines, except miscellaneous wholesaling where 12 percent earned less than \$1.05 an hour. At the other end of the pay scale, 29 to 38 percent of the workers earned \$2 or more an hour in each of the wholesale lines, except in motor vehicles.

The three major employers within each of the regions were miscellaneous merchant wholesalers, suppliers of machinery, and distributors of groceries and food specialties. Wage levels were generally highest in the West, followed by the Northeast, the North Central, and the South. In the grocery line, however, the North Central ranked second in earnings (table 7).

Agents and Brokers

Agents and brokers employed 106,900 nonsupervisory employees, approximately 7 percent of the wholesale trade workers included in the survey. These workers averaged \$1.81 an hour, the highest average among the three segments studied. Earnings for the middle half of these workers were dispersed somewhat evenly between \$1.15 and \$2.20 an hour. The most apparent concentration of workers was at the \$1 to \$1.05 wage interval, where more than a fifth of the workers were found. Earnings of at least \$3 an hour were paid to almost 9 percent of the workers (table 8).

The majority of workers employed by agents and brokers held office and inside sales jobs. Their average earnings of \$2.07 exceeded those for other nonsupervisory workers by 60 cents. Almost four-fifths of the workers earning less than \$1.05 an hour were other nonsupervisory employees. More than two-fifths of the other nonsupervisory workers were at that wage level compared with fewer than a tenth of the office and inside sales workers. About half of the workers in the latter group earned at least \$2 an hour, whereas fewer than a fifth of those in the former group were at this relatively high wage level.

Average hourly earnings for all nonsupervisory workers were \$2.15 in the Northeast, \$1.70 in the North Central, and \$1.47 in the South. Although the average in the North Central was 23 cents an hour more than in the South, 33 percent of the workers in that region earned less than \$1.05 compared with 29 percent in the South. Median earnings, however, were at the \$1.50 level in the North Central and \$1.30 in the South. About 7 percent of the workers in the Northeast earned less than \$1.05 an hour and more than half received at least \$2 an hour.

Marked differences in employment between office and inside sales and other nonsupervisory workers existed among the regions. Although the number of office workers employed by agents and brokers exceeded the number of nonoffice workers for the country as a whole, the office workers represented a majority of the workers only in the Northeast. In that region, 80 percent of the workers employed by agents and brokers were office and inside sales workers. In the South and North Central, other nonsupervisory workers dominated employment. Average earnings of \$2.23 for office and inside sales workers in the Northeast exceeded those in the North Central by 19 cents, and in the South by 64 cents an hour. The \$1.84 average for other nonsupervisory workers in the Northeast was 40 and 46 cents an hour more than for those in the other two regions, respectively. The differences in earnings between the two occupational groups ranged from 21 cents in the South to 60 cents in the North Central. These differences in wage levels between the two groups appear to stem primarily from the concentrations in the lower wage intervals. For example, almost nine-tenths of the workers in the North Central, about three-fourths in the Northeast, and nearly three-fifths in the South earning less than \$1.05 an hour were other nonsupervisory workers.

Assemblers of Farm Products

Average earnings at straight-time rates were \$1.43 for the 95,800 nonsupervisory workers employed by wholesale assemblers of farm products at the time of the survey. About a fourth of the workers were concentrated below the \$1.05 wage level and another fourth were widely dispersed above the \$1.70 level (table 9).

Office and inside sales employees averaged \$1.60 an hour, 22 cents more than other nonsupervisory workers who constituted three-fourths of those employed by assemblers of farm products. The major difference in the earnings distributions between the two groups occurred at the lower wage levels. Twenty-three

percent of the office and inside sales workers received less than \$1.10 an hour, and 37 percent of the other nonsupervisory workers earned less than that amount.

Assemblers of farm products employed 32,600 workers in the North Central, 29,800 in the West, 26,500 in the South, and 6,900 in the Northeast. Average earnings ranged from \$1.32 in the South to \$1.55 in the West, the latter average exceeding those in the Northeast and North Central by 12 and 13 cents, respectively. These pay differences are reflected in the wage distributions. Earnings of less than \$1.05 were paid to 7 percent of the workers in the West, almost 30 percent in the North Central and the Northeast, and 44 percent in the South. Variations in the proportions of workers at the other end of the pay scales were substantially smaller—about 10 to 20 percent of the workers in each of the regions earned \$2 or more an hour.

Average earnings for office and inside sales workers exceeded those for other nonsupervisory workers by 5 cents in the North Central, 30 cents in the Northeast, 32 cents in the South, and 44 cents in the West. Relatively little difference existed in the North Central between the proportions of office and inside sales and other nonsupervisory workers earning less than \$1.05, 32 and 26 percent respectively, and the proportions earning less than \$1.25 were almost identical. In the other regions, the differences at the lower wage intervals were sharp as between the two occupational groups. In the South, for example, about half of the other nonsupervisory workers earned less than \$1.05, whereas only a fifth of the office and inside sales received less than that amount.

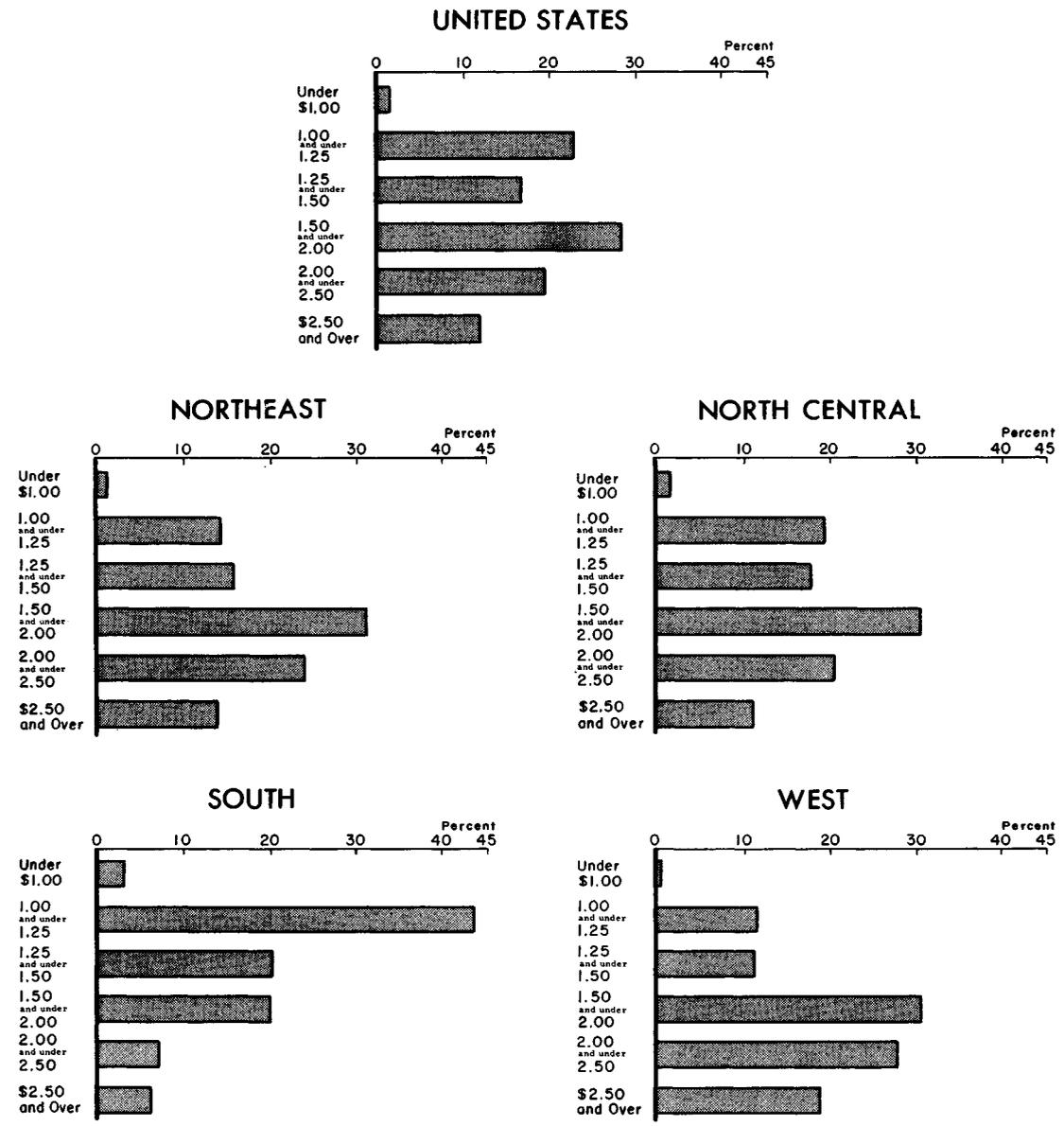
Wage Comparisons Among Types of Wholesaling

Wage characteristics found in each of the three major types of wholesaling studied varied significantly. The \$1.81 average recorded by workers employed by agents and brokers was almost 27 percent higher than the average for assemblers of farm products and 3 percent higher than for merchant wholesalers. Despite the higher average earnings of workers employed by agents and brokers, 23 percent or about 24,500, earned less than \$1.05 compared with 26 percent or 24,900 in assemblers of farm products, and 12 percent or about 156,200 in merchant wholesalers. The proportions of workers earning less than \$1.25 were 29, 44, and 22 percent, respectively. The distributions at the upper wage intervals reflected the minor differences in wage levels noted between merchant wholesalers and agents and brokers and the distinctly lower pay levels of assemblers of farm products. Earnings of \$2 or more an hour were paid to 32 percent of the workers employed by merchant wholesalers and 36 percent of those employed by agents and brokers. Only 14 percent of the workers employed by assemblers of farm products earned these relatively high wages (chart 4).

Variations in hourly earnings also prevailed among the regions. For example, average earnings in the Northeast for those employed by merchant wholesalers and agents and brokers exceeded average earnings for those employed by assemblers of farm products by 29 and 50 percent, respectively. In the South, percentage differences amounted to only 9 and 11 percent, respectively.

Among the three segments of wholesale trade, average earnings varied more widely for office and inside sales workers than those for nonoffice workers. Averages for the former occupational group ranged from \$1.60 for those employed by assemblers of farm products to \$2.07 for those employed by agents and brokers, whereas averages for the nonoffice workers ranged from \$1.38 for those working for assemblers of farm products to \$1.70 for those working for merchant wholesalers. The difference in earnings between the two occupational groups also varied among the three types of wholesaling—14 cents, merchant wholesalers; 22 cents, assemblers of farm products; and 60 cents, agents and brokers.

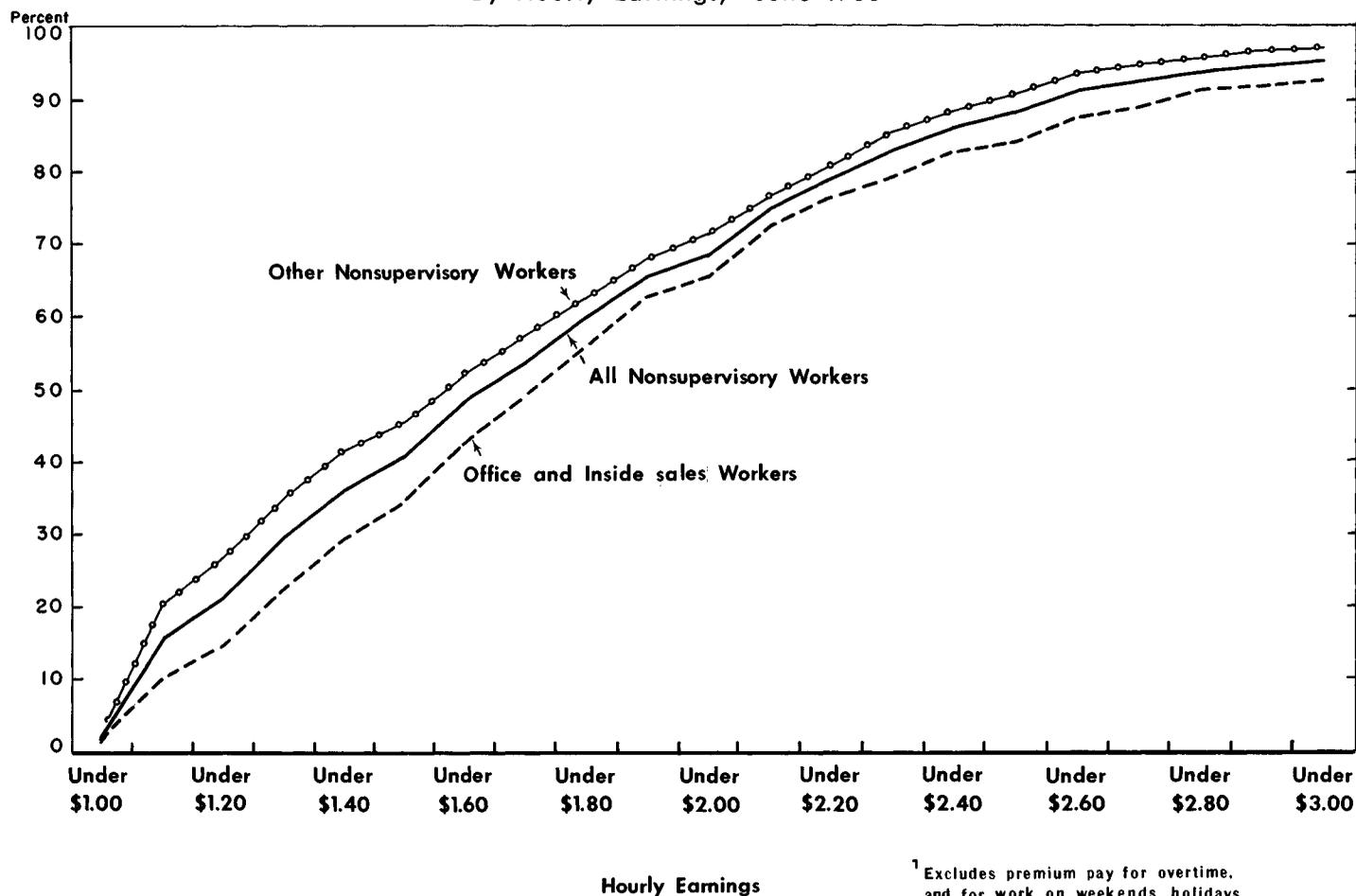
**Chart 1. Percentage Distributions of
All Nonsupervisory Workers in Wholesale Trade
By Hourly Earnings,¹ United States and Regions, June 1958**



UNITED STATES DEPARTMENT OF LABOR
BUREAU OF LABOR STATISTICS

¹Excludes premium pay for overtime, and for work on weekends, holidays, and late shifts.

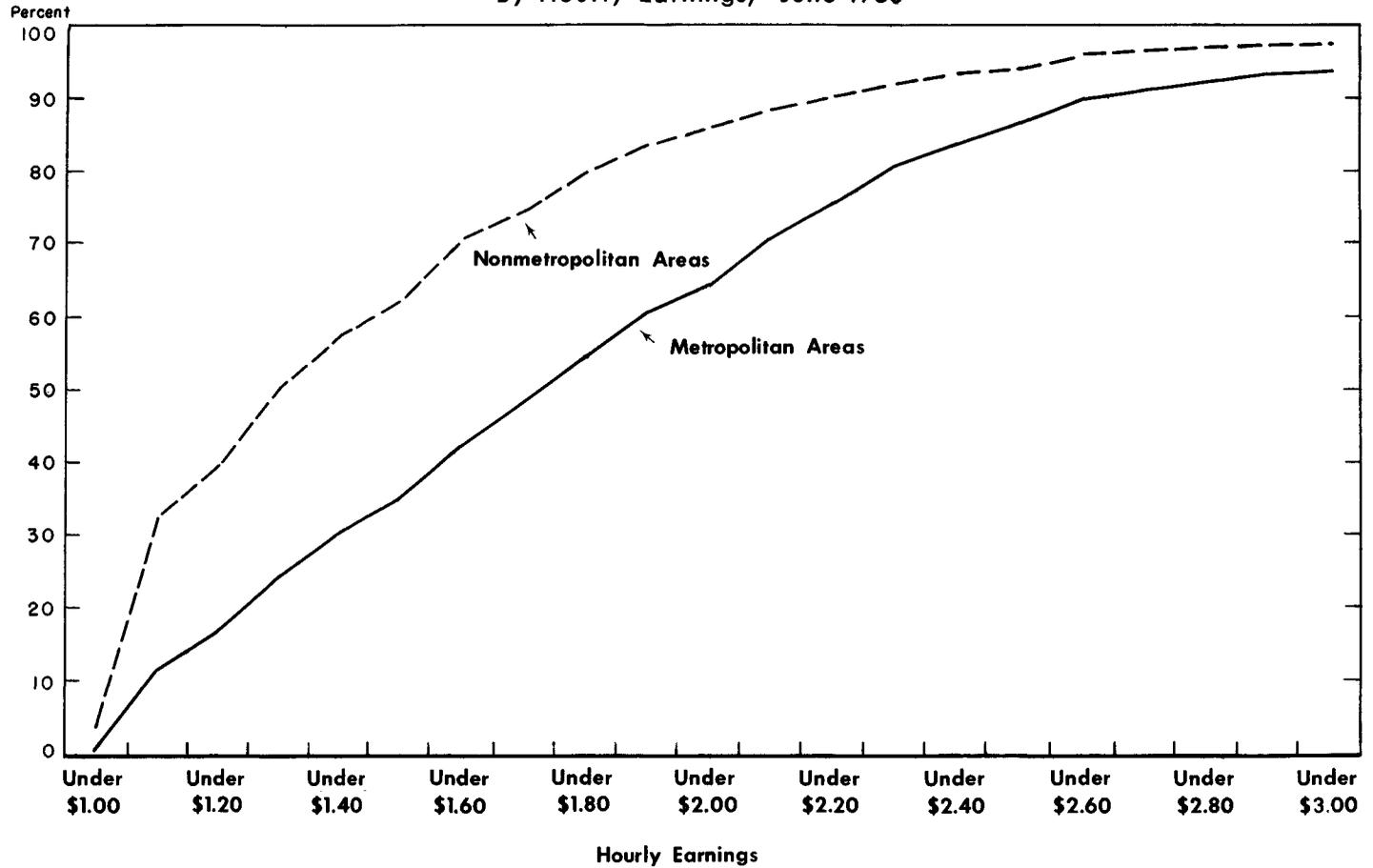
Chart 2. Cumulative Percentage Distributions of All Nonsupervisory,
Office and Inside sales, and Other Nonsupervisory Workers in Wholesale Trade
By Hourly Earnings,¹ June 1958



UNITED STATES DEPARTMENT OF LABOR
BUREAU OF LABOR STATISTICS

¹ Excludes premium pay for overtime, and for work on weekends, holidays, and late shifts.

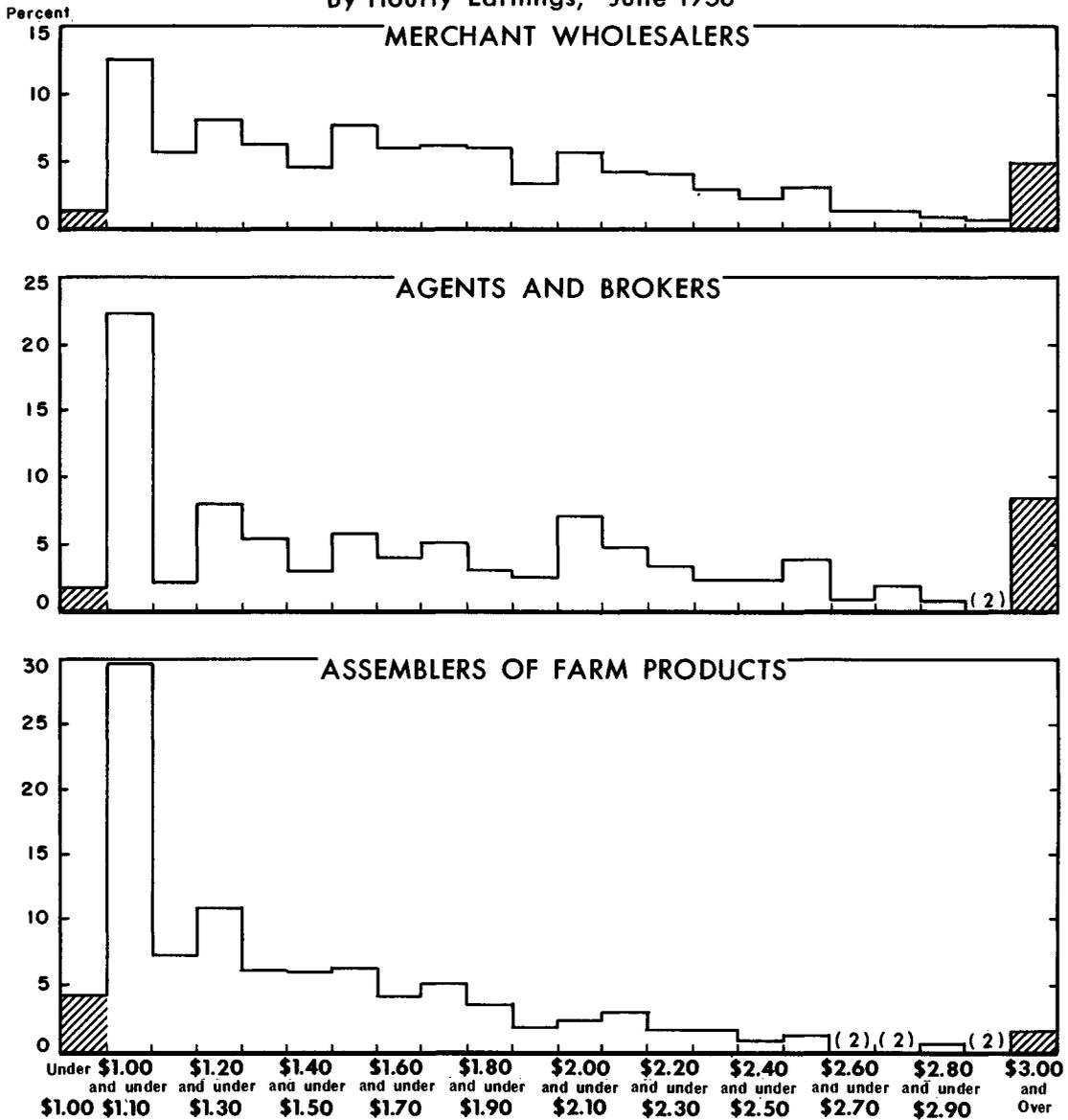
**Chart 3. Cumulative Percentage Distributions of All Nonsupervisory Workers
in Metropolitan and Nonmetropolitan Areas
By Hourly Earnings,¹ June 1958**



UNITED STATES DEPARTMENT OF LABOR
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¹Excludes premium pay for overtime, and for work on weekends, holidays, and late shifts.

Chart 4. Percentage Distributions of All Nonsupervisory Workers Employed by Merchant Wholesalers, Agents and Brokers, and Assemblers of Farm Products By Hourly Earnings,¹ June 1958



UNITED STATES DEPARTMENT OF LABOR
BUREAU OF LABOR STATISTICS

Hourly Earnings

¹ Excludes premium pay for overtime, and for work on weekends, holidays, and late shifts.
² Less than 0.5 percent.

TABLE 1. Distribution of nonsupervisory employees in wholesale trade¹ by average straight-time hourly earnings,² United States and regions,³ June 1958

Average hourly earnings ²	(In thousands)								
	United States			Northeast			South		
	All non-supervisory ⁴	Office and inside sales	Other non-supervisory ⁴	All non-supervisory ⁴	Office and inside sales	Other non-supervisory ⁴	All non-supervisory ⁴	Office and inside sales	Other non-supervisory ⁴
Under \$1.00	22.7	9.1	13.5	4.6	1.5	3.1	11.1	3.5	7.6
\$1.00 and under \$1.05	182.5	45.5	137.1	27.3	7.4	20.0	95.2	21.6	73.6
\$1.05 and under \$1.10	30.3	10.1	20.3	5.9	2.0	3.9	12.9	5.0	7.9
\$1.10 and under \$1.15	56.6	19.3	37.3	13.6	4.1	9.5	26.1	8.1	18.0
\$1.15 and under \$1.20	27.6	10.9	16.7	6.9	1.9	5.0	10.5	4.4	6.1
\$1.20 and under \$1.25	37.6	15.4	22.2	9.3	4.0	5.3	16.7	6.4	10.3
\$1.25 and under \$1.30	84.8	34.3	50.5	24.0	9.8	14.2	25.7	11.3	14.4
\$1.30 and under \$1.35	41.1	18.4	22.6	11.5	5.2	6.3	13.0	6.6	6.4
\$1.35 and under \$1.40	51.9	24.0	27.9	14.5	6.8	7.7	17.0	7.1	9.9
\$1.40 and under \$1.45	42.9	19.3	23.6	12.4	5.3	7.0	11.7	6.5	5.2
\$1.45 and under \$1.50	27.7	14.8	12.9	8.2	4.4	3.8	7.1	3.6	3.5
\$1.50 and under \$1.60	110.6	53.4	57.2	36.2	16.1	20.1	22.2	11.6	10.6
\$1.60 and under \$1.70	85.9	42.2	43.7	31.7	14.2	17.4	16.0	8.5	7.4
\$1.70 and under \$1.80	87.9	44.4	43.6	27.9	14.1	13.9	16.5	9.1	7.4
\$1.80 and under \$1.90	83.4	39.9	43.4	26.9	14.7	12.2	12.2	7.2	5.1
\$1.90 and under \$2.00	47.8	19.2	28.7	16.4	6.4	9.9	7.0	4.0	3.0
\$2.00 and under \$2.10	84.0	42.0	41.9	30.8	16.1	14.7	9.0	5.5	3.6
\$2.10 and under \$2.20	64.7	25.5	39.2	22.9	10.6	12.4	7.4	3.2	4.2
\$2.20 and under \$2.30	59.0	21.5	37.5	22.1	9.3	12.8	4.4	2.7	1.7
\$2.30 and under \$2.40	45.4	17.3	28.1	16.6	5.0	11.6	3.3	1.5	1.8
\$2.40 and under \$2.50	32.2	11.7	20.5	15.0	6.6	8.4	1.8	.9	1.0
\$2.50 and under \$2.60	45.3	24.5	20.8	15.2	9.9	5.3	7.0	4.1	2.9
\$2.60 and under \$2.70	18.4	7.5	10.8	6.3	2.6	3.7	2.1	1.7	.5
\$2.70 and under \$2.80	18.2	8.8	9.4	7.2	4.6	2.5	1.5	.6	.9
\$2.80 and under \$2.90	12.7	8.1	4.6	4.3	2.4	1.9	1.6	1.3	.3
\$2.90 and under \$3.00	7.1	3.5	3.6	2.5	1.0	1.5	.5	.2	.3
\$3.00 and over	74.3	49.1	25.2	26.9	20.0	6.9	10.3	6.2	4.1
Number of workers	1,482.7	639.8	842.9	447.0	206.1	240.9	369.7	152.2	217.5
Average hourly earnings ²	\$1.74	\$1.86	\$1.66	\$1.87	\$2.01	\$1.75	\$1.43	\$1.58	\$1.33
				North Central			West		
Under \$1.00				6.2	3.7	2.6	0.8	0.5	0.3
\$1.00 and under \$1.05				47.7	14.1	33.6	12.3	2.4	9.9
\$1.05 and under \$1.10				5.8	2.9	3.0	5.8	.2	5.5
\$1.10 and under \$1.15				12.7	5.4	7.4	4.2	1.7	2.5
\$1.15 and under \$1.20				8.7	3.8	5.0	1.5	.9	.7
\$1.20 and under \$1.25				9.3	4.3	5.0	2.2	.8	1.5
\$1.25 and under \$1.30				26.3	10.7	15.6	8.8	2.5	6.3
\$1.30 and under \$1.35				12.9	5.1	7.7	3.7	1.5	2.2
\$1.35 and under \$1.40				15.8	7.8	8.0	4.6	2.3	2.3
\$1.40 and under \$1.45				14.0	5.2	8.8	4.8	2.3	2.5
\$1.45 and under \$1.50				8.8	4.6	4.2	3.6	2.2	1.4
\$1.50 and under \$1.60				35.6	19.1	16.5	16.6	6.6	10.0
\$1.60 and under \$1.70				26.9	14.0	12.9	11.4	5.4	6.0
\$1.70 and under \$1.80				25.8	12.9	12.9	17.6	8.3	9.4
\$1.80 and under \$1.90				29.7	10.7	19.0	14.5	7.3	7.2
\$1.90 and under \$2.00				15.3	5.1	10.3	9.2	3.7	5.5
\$2.00 and under \$2.10				25.3	10.3	15.0	18.8	10.1	8.8
\$2.10 and under \$2.20				20.7	6.2	14.4	13.8	5.5	8.2
\$2.20 and under \$2.30				20.8	5.1	15.6	11.7	4.4	7.4
\$2.30 and under \$2.40				13.9	4.5	9.4	11.6	6.3	5.3
\$2.40 and under \$2.50				8.1	2.5	5.6	7.3	1.8	5.5
\$2.50 and under \$2.60				13.4	6.2	7.2	9.7	4.4	5.4
\$2.60 and under \$2.70				4.5	1.4	3.1	5.5	1.8	3.6
\$2.70 and under \$2.80				4.6	1.8	2.8	4.9	1.8	3.1
\$2.80 and under \$2.90				3.0	1.7	1.3	3.8	2.6	1.2
\$2.90 and under \$3.00				1.6	.7	.8	2.6	1.5	1.0
\$3.00 and over				20.8	12.6	8.2	16.3	10.3	6.0
Number of workers				438.4	182.5	255.8	227.7	98.9	128.8
Average hourly earnings ²				\$1.75	\$1.79	\$1.73	\$1.98	\$2.10	\$1.89

¹ Limited to 3 major branches of wholesale trade: Merchant wholesalers, agents and brokers, and assemblers of farm products. Excluded from the survey were manufacturers' sales branches and petroleum bulk stations.

² Excludes premium pay for overtime and for work on weekends, holidays, and late shifts.

³ The regions used in this study include:

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; and

West Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming.

⁴ Excludes outside salesmen.

NOTE: Because of rounding, sums of individual items may not equal totals.

TABLE 3. Percentage distribution of nonsupervisory employees in wholesale trade¹ by average straight-time hourly earnings,² for metropolitan and nonmetropolitan areas, United States and regions,³ June 1958

Average hourly earnings ²	United States					
	Metropolitan area			Nonmetropolitan area		
	All non-super- visory ⁴	Office and inside sales	Other non- super- visory ⁴	All non- super- visory ⁴	Office and inside sales	Other non- super- visory ⁴
Under \$1.00	0.8	0.9	0.8	4.1	4.0	4.1
\$1.00 and under \$1.05	9.0	4.3	12.8	24.5	20.3	26.7
\$1.05 and under \$1.10	1.5	1.3	1.8	3.9	3.1	4.3
\$1.10 and under \$1.15	3.4	2.4	4.3	5.3	6.1	4.8
\$1.15 and under \$1.20	1.8	1.5	2.0	2.1	2.5	1.9
\$1.20 and under \$1.25	2.3	2.1	2.5	3.3	3.7	3.1
\$1.25 and under \$1.30	5.3	5.3	5.4	7.1	5.9	7.8
\$1.30 and under \$1.35	2.5	2.7	2.3	3.8	3.6	3.9
\$1.35 and under \$1.40	3.5	3.5	3.5	3.5	4.8	2.9
\$1.40 and under \$1.45	2.9	3.1	2.8	2.8	2.6	2.9
\$1.45 and under \$1.50	1.9	2.4	1.5	1.7	1.9	1.5
\$1.50 and under \$1.60	7.1	8.2	6.2	8.7	9.2	8.5
\$1.60 and under \$1.70	6.3	7.2	5.5	4.0	3.6	4.2
\$1.70 and under \$1.80	6.1	7.2	5.1	5.4	5.8	5.3
\$1.80 and under \$1.90	6.2	6.7	5.7	3.7	3.9	3.6
\$1.90 and under \$2.00	3.5	3.1	3.8	2.3	2.3	2.3
\$2.00 and under \$2.10	6.5	7.3	5.9	2.6	3.2	2.2
\$2.10 and under \$2.20	5.0	4.4	5.5	2.0	1.9	2.0
\$2.20 and under \$2.30	4.7	3.8	5.5	1.4	1.5	1.4
\$2.30 and under \$2.40	3.5	2.9	4.1	1.4	2.0	1.2
\$2.40 and under \$2.50	2.5	2.1	2.9	.9	.6	1.0
\$2.50 and under \$2.60	3.4	4.2	2.8	1.6	2.2	1.4
\$2.60 and under \$2.70	1.4	1.3	1.6	.5	.7	.4
\$2.70 and under \$2.80	1.3	1.4	1.3	.8	1.1	.7
\$2.80 and under \$2.90	1.0	1.4	.7	.3	.8	.1
\$2.90 and under \$3.00	.6	.6	.5	.2	.1	.3
\$3.00 and over	5.8	8.7	3.4	2.0	2.8	1.6
Total	100.0	100.0	100.0	100.0	100.0	100.0
Number of workers (in thousands)	1,111.4	528.6	632.8	321.3	111.2	210.1
Average hourly earnings ²	\$1.83	\$1.93	\$1.74	\$1.44	\$1.51	\$1.41
	Northeast					
Under \$1.00	0.7	0.5	0.9	4.4	3.8	4.7
\$1.00 and under \$1.05	5.2	3.0	7.1	16.9	12.9	19.0
\$1.05 and under \$1.10	1.2	.8	1.5	3.2	4.4	2.6
\$1.10 and under \$1.15	2.9	1.8	3.9	4.7	5.4	4.4
\$1.15 and under \$1.20	1.5	.8	2.2	1.8	2.9	1.2
\$1.20 and under \$1.25	2.0	1.8	2.2	2.5	3.3	2.1
\$1.25 and under \$1.30	5.2	4.5	5.8	7.5	8.1	7.3
\$1.30 and under \$1.35	2.3	2.3	2.3	5.5	6.1	5.2
\$1.35 and under \$1.40	3.3	3.2	3.3	3.1	4.1	2.6
\$1.40 and under \$1.45	2.7	2.6	2.9	3.1	3.0	3.1
\$1.45 and under \$1.50	1.9	2.2	1.6	1.2	1.0	1.4
\$1.50 and under \$1.60	7.5	7.6	7.4	15.1	10.9	17.2
\$1.60 and under \$1.70	7.1	7.0	7.3	6.4	5.3	6.9
\$1.70 and under \$1.80	6.2	6.8	5.1	6.8	6.9	6.8
\$1.80 and under \$1.90	6.2	7.4	5.1	3.7	2.4	4.3
\$1.90 and under \$2.00	3.8	3.2	4.3	1.8	1.1	2.1
\$2.00 and under \$2.10	7.2	8.0	6.5	3.0	4.6	2.2
\$2.10 and under \$2.20	5.4	5.2	5.5	2.5	4.2	1.6
\$2.20 and under \$2.30	5.2	4.8	5.5	2.1	.1	3.1
\$2.30 and under \$2.40	3.9	2.4	5.3	1.4	2.7	.7
\$2.40 and under \$2.50	3.5	3.3	3.8	1.0	1.3	.9
\$2.50 and under \$2.60	3.6	4.9	2.4	1.0	2.5	.2
\$2.60 and under \$2.70	1.5	1.3	1.7	.1	.1	.1
\$2.70 and under \$2.80	1.7	2.3	1.1	.4	.9	.1
\$2.80 and under \$2.90	1.0	1.2	.9	.4	1.1	.1
\$2.90 and under \$3.00	.6	.5	.7	.1	-	.1
\$3.00 and over	6.5	10.2	3.2	.4	1.1	(5)
Total	100.0	100.0	100.0	100.0	100.0	100.0
Number of workers (in thousands)	411.2	194.0	217.2	35.8	12.1	23.7
Average hourly earnings ²	\$1.91	\$2.04	\$1.79	\$1.45	\$1.51	\$1.42

See footnotes at end of table.

TABLE 3. Percentage distribution of nonsupervisory employees in wholesale trade¹ by average straight-time hourly earnings,² for metropolitan and nonmetropolitan areas, United States and regions,³ June 1958—Continued

Average hourly earnings ²	South					
	Metropolitan area			Nonmetropolitan area		
	All non-supervisory ⁴	Office and inside sales	Other non-supervisory ⁴	All non-supervisory ⁴	Office and inside sales	Other non-supervisory ⁴
Under \$1.00	1.3	1.3	1.4	7.0	5.1	8.1
\$1.00 and under \$1.05	20.5	8.1	29.0	38.3	30.4	43.3
\$1.05 and under \$1.10	3.5	2.8	4.1	3.4	4.6	2.6
\$1.10 and under \$1.15	6.9	4.3	8.9	7.4	8.0	7.0
\$1.15 and under \$1.20	3.1	3.2	3.0	2.3	2.2	2.4
\$1.20 and under \$1.25	4.4	4.0	4.7	4.7	4.7	4.7
\$1.25 and under \$1.30	8.1	8.2	8.0	4.3	5.5	3.5
\$1.30 and under \$1.35	4.0	5.0	3.3	2.4	2.7	2.2
\$1.35 and under \$1.40	5.2	4.7	5.7	3.0	4.7	2.0
\$1.40 and under \$1.45	3.9	5.1	3.1	1.4	2.0	1.0
\$1.45 and under \$1.50	2.1	2.9	1.6	1.4	1.0	1.7
\$1.50 and under \$1.60	6.1	8.1	4.6	5.7	6.3	5.4
\$1.60 and under \$1.70	5.1	6.5	4.0	2.5	3.2	2.1
\$1.70 and under \$1.80	4.8	6.7	3.3	3.8	4.1	3.6
\$1.80 and under \$1.90	3.8	5.6	2.5	2.1	2.2	2.0
\$1.90 and under \$2.00	2.0	2.7	1.5	1.6	2.5	1.0
\$2.00 and under \$2.10	2.8	4.2	1.8	1.5	1.9	1.2
\$2.10 and under \$2.20	2.3	2.6	2.0	1.3	.8	1.6
\$2.20 and under \$2.30	1.4	1.9	1.0	.8	1.5	.3
\$2.30 and under \$2.40	.9	1.2	.7	.8	.5	1.0
\$2.40 and under \$2.50	.4	.6	.3	.7	.6	.8
\$2.50 and under \$2.60	2.2	2.9	1.6	1.3	2.1	.8
\$2.60 and under \$2.70	.6	1.2	.2	.4	.8	.2
\$2.70 and under \$2.80	.5	.3	.6	.3	.6	.1
\$2.80 and under \$2.90	.5	1.0	.2	.1	.3	(⁵)
\$2.90 and under \$3.00	.2	.1	.2	(⁵)	.1	(⁵)
\$3.00 and over	3.3	4.9	2.2	1.5	1.8	1.2
Total	100.0	100.0	100.0	100.0	100.0	100.0
Number of workers (in thousands)	261.0	110.6	150.4	108.7	41.6	67.0
Average hourly earnings ²	\$1.49	\$1.66	\$1.37	\$1.29	\$1.36	\$1.25
	North Central					
Under \$1.00	0.8	1.3	0.4	3.2	4.5	2.6
\$1.00 and under \$1.05	7.4	4.9	9.4	21.0	18.3	22.4
\$1.05 and under \$1.10	1.0	1.3	.8	2.2	2.4	2.1
\$1.10 and under \$1.15	2.1	2.1	2.1	5.2	6.0	4.7
\$1.15 and under \$1.20	1.8	1.8	1.7	2.7	3.0	2.5
\$1.20 and under \$1.25	1.7	2.0	1.4	3.5	3.9	3.3
\$1.25 and under \$1.30	4.4	5.6	3.5	10.6	7.0	12.5
\$1.30 and under \$1.35	2.1	2.5	1.9	5.3	4.2	5.8
\$1.35 and under \$1.40	3.1	3.8	2.6	5.0	6.3	4.4
\$1.40 and under \$1.45	3.0	3.0	3.0	3.8	2.4	4.5
\$1.45 and under \$1.50	2.0	2.6	1.6	1.9	2.3	1.7
\$1.50 and under \$1.60	7.7	9.7	6.2	9.3	13.3	7.2
\$1.60 and under \$1.70	6.5	8.7	4.8	4.9	3.8	5.5
\$1.70 and under \$1.80	6.7	7.8	5.9	3.4	4.3	2.9
\$1.80 and under \$1.90	7.5	6.3	8.4	4.7	4.1	5.0
\$1.90 and under \$2.00	3.9	3.2	4.5	2.3	1.1	2.9
\$2.00 and under \$2.10	6.9	6.5	7.3	2.4	2.7	2.3
\$2.10 and under \$2.20	5.6	3.8	7.1	2.0	1.9	2.1
\$2.20 and under \$2.30	6.0	3.2	8.1	1.2	1.4	1.1
\$2.30 and under \$2.40	3.8	2.7	4.7	1.2	1.3	1.2
\$2.40 and under \$2.50	2.4	1.7	2.9	.3	.3	.3
\$2.50 and under \$2.60	3.7	4.0	3.5	1.1	1.2	1.0
\$2.60 and under \$2.70	1.3	.8	1.6	.4	.6	.2
\$2.70 and under \$2.80	1.2	1.2	1.3	.5	.3	.6
\$2.80 and under \$2.90	.8	1.0	.7	.3	.9	(⁵)
\$2.90 and under \$3.00	.5	.5	.4	(⁵)	-	.1
\$3.00 and over	5.9	8.1	4.1	1.5	2.5	.9
Total	100.0	100.0	100.0	100.0	100.0	100.0
Number of workers (in thousands)	327.2	144.5	182.7	111.2	38.1	73.1
Average hourly earnings ²	\$1.87	\$1.88	\$1.86	\$1.42	\$1.45	\$1.41

See footnotes at end of table.

TABLE 3. Percentage distribution of nonsupervisory employees in wholesale trade¹ by average straight-time hourly earnings,² for metropolitan and nonmetropolitan areas, United States and regions,³ June 1958—Continued

Average hourly earnings ²	West					
	Metropolitan area			Nonmetropolitan area		
	All non-super- visory ⁴	Office and inside sales	Other non- super- visory ⁴	All non- super- visory ⁴	Office and inside sales	Other non- super- visory ⁴
Under \$1.00 -----	0.3	0.4	0.1	0.5	0.7	0.5
\$1.00 and under \$1.05 -----	3.0	1.3	4.6	11.4	7.0	13.2
\$1.05 and under \$1.10 -----	.3	.2	.5	7.9	.4	11.1
\$1.10 and under \$1.15 -----	1.7	1.5	1.8	2.2	2.6	2.0
\$1.15 and under \$1.20 -----	.5	.5	.5	1.1	2.2	.6
\$1.20 and under \$1.25 -----	.9	.5	1.2	1.2	1.7	1.0
\$1.25 and under \$1.30 -----	3.2	2.4	4.0	5.6	3.2	6.6
\$1.30 and under \$1.35 -----	1.1	1.1	1.1	2.9	2.9	2.9
\$1.35 and under \$1.40 -----	2.0	2.2	1.8	2.0	2.6	1.8
\$1.40 and under \$1.45 -----	1.7	2.0	1.4	3.2	3.8	2.9
\$1.45 and under \$1.50 -----	1.4	1.9	1.0	1.9	3.8	1.1
\$1.50 and under \$1.60 -----	6.4	6.7	6.2	9.4	6.2	10.7
\$1.60 and under \$1.70 -----	5.7	6.1	5.2	3.3	2.8	3.6
\$1.70 and under \$1.80 -----	6.5	7.5	5.5	10.9	11.7	10.5
\$1.80 and under \$1.90 -----	7.1	7.3	6.9	4.6	7.8	3.2
\$1.90 and under \$2.00 -----	4.1	3.4	4.7	3.9	4.9	3.6
\$2.00 and under \$2.10 -----	9.8	11.1	8.6	4.4	6.4	3.6
\$2.10 and under \$2.20 -----	7.4	6.2	8.5	2.7	3.0	2.6
\$2.20 and under \$2.30 -----	6.2	4.9	7.5	2.5	2.4	2.6
\$2.30 and under \$2.40 -----	6.0	6.5	5.6	2.8	5.9	1.6
\$2.40 and under \$2.50 -----	3.7	2.0	5.3	2.0	1.0	2.4
\$2.50 and under \$2.60 -----	4.5	4.5	4.6	3.6	4.0	3.4
\$2.60 and under \$2.70 -----	2.9	2.1	3.8	1.1	1.0	1.1
\$2.70 and under \$2.80 -----	2.1	1.4	2.8	2.3	3.6	1.8
\$2.80 and under \$2.90 -----	2.1	3.0	1.2	.7	1.4	.4
\$2.90 and under \$3.00 -----	1.3	1.9	.7	.8	.2	1.0
\$3.00 and over -----	8.1	11.3	5.0	4.9	6.7	4.2
Total -----	100.0	100.0	100.0	100.0	100.0	100.0
Number of workers (in thousands) -----	162.1	79.6	82.5	65.6	19.4	46.3
Average hourly earnings ² -----	\$2.08	\$2.15	\$2.01	\$1.73	\$1.92	\$1.66

¹ See footnote 1, table 1.

² Excludes premium pay for overtime and for work on weekends, holidays, and late shifts.

³ See footnote 3, table 1.

⁴ Excludes outside salesmen.

⁵ Less than 0.05 percent.

NOTE: Because of rounding, sums of individual items may not equal 100.

TABLE 4. Percentage distribution of nonsupervisory employees in wholesale trade¹ by average straight-time hourly earnings,² for size of company, United States and regions,³ June 1958

Average hourly earnings ²	United States								
	100 or more employees			20-99 employees			Under 20 employees		
	All non-supervisory ⁴	Office and inside sales	Other non-supervisory ⁴	All non-supervisory ⁴	Office and inside sales	Other non-supervisory ⁴	All non-supervisory ⁴	Office and inside sales	Other non-supervisory ⁴
Under \$1.00 -----	0.6	0.1	0.8	0.7	0.4	1.0	2.7	2.7	2.7
\$1.00 and under \$1.05 -----	7.5	3.6	10.0	13.6	6.2	18.4	13.5	9.2	17.6
\$1.05 and under \$1.10 -----	3.4	1.5	4.7	1.9	1.8	2.0	1.5	1.5	1.5
\$1.10 and under \$1.15 -----	3.0	2.7	3.2	3.8	3.1	4.3	4.2	3.1	5.3
\$1.15 and under \$1.20 -----	2.3	2.7	2.0	2.2	2.2	2.3	1.3	1.0	1.6
\$1.20 and under \$1.25 -----	2.3	3.1	1.8	2.9	2.8	2.9	2.3	1.8	2.8
\$1.25 and under \$1.30 -----	5.0	5.3	4.8	6.0	5.7	6.3	5.8	5.2	6.4
\$1.30 and under \$1.35 -----	3.1	3.7	2.6	3.1	3.6	2.7	7.3	2.0	2.7
\$1.35 and under \$1.40 -----	2.9	3.8	2.3	3.8	3.8	3.8	3.5	3.7	3.4
\$1.40 and under \$1.45 -----	3.7	4.7	3.0	2.9	3.1	2.7	2.5	2.3	2.7
\$1.45 and under \$1.50 -----	2.4	3.2	1.8	2.0	2.6	1.7	1.5	1.7	1.2
\$1.50 and under \$1.60 -----	6.6	8.8	5.1	7.4	8.8	6.4	8.0	7.8	8.2
\$1.60 and under \$1.70 -----	5.8	7.8	4.4	5.8	6.3	5.5	5.8	6.3	5.3
\$1.70 and under \$1.80 -----	7.3	8.2	6.7	6.0	7.2	5.3	5.2	6.2	4.2
\$1.80 and under \$1.90 -----	6.2	6.8	5.8	5.8	6.5	5.4	5.2	5.8	4.6
\$1.90 and under \$2.00 -----	4.0	3.6	4.3	3.3	3.3	3.3	2.8	2.6	3.1
\$2.00 and under \$2.10 -----	6.5	6.4	6.6	5.0	6.0	4.3	5.9	7.0	4.8
\$2.10 and under \$2.20 -----	6.3	4.6	7.5	3.8	3.8	3.8	3.9	3.8	4.0
\$2.20 and under \$2.30 -----	4.1	2.7	5.0	4.5	3.4	5.2	3.5	3.6	3.4
\$2.30 and under \$2.40 -----	3.7	2.9	4.2	2.9	2.8	3.0	2.9	2.5	3.2
\$2.40 and under \$2.50 -----	3.0	2.1	3.6	2.0	2.0	7.0	1.9	1.6	2.2
\$2.50 and under \$2.60 -----	2.1	2.3	2.0	2.5	3.0	2.2	4.0	5.1	3.1
\$2.60 and under \$2.70 -----	1.7	1.1	2.1	1.1	1.1	1.1	1.2	1.3	1.1
\$2.70 and under \$2.80 -----	1.2	1.1	1.3	1.3	1.5	1.2	1.2	1.4	.9
\$2.80 and under \$2.90 -----	.9	1.2	.8	.8	1.1	.5	.9	1.4	.4
\$2.90 and under \$3.00 -----	.8	.4	1.1	.4	.5	.3	.4	.6	.2
\$3.00 and over -----	3.8	5.5	2.7	4.4	7.3	2.6	6.1	8.8	3.6
Total -----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of workers (in thousands) -----	305.8	122.6	183.2	558.5	219.0	339.5	618.4	298.2	320.2
Average hourly earnings ² -----	\$1.79	\$1.81	\$1.77	\$1.71	\$1.84	\$1.62	\$1.76	\$1.88	\$1.64
	Northeast								
Under \$1.00 -----	(⁵)	0.1	-	1.3	0.5	1.9	1.1	1.2	1.1
\$1.00 and under \$1.05 -----	2.3	1.4	3.1	4.9	2.8	6.4	8.3	4.8	11.4
\$1.05 and under \$1.10 -----	1.1	1.2	1.0	1.2	1.1	1.2	1.5	.9	2.1
\$1.10 and under \$1.15 -----	2.1	2.1	2.1	2.4	1.9	2.7	3.8	2.0	5.5
\$1.15 and under \$1.20 -----	1.3	1.5	1.1	2.1	1.2	2.7	1.2	.5	1.9
\$1.20 and under \$1.25 -----	1.3	1.7	.8	2.6	2.0	3.0	2.0	1.9	2.0
\$1.25 and under \$1.30 -----	3.8	3.9	3.7	4.1	4.2	3.9	6.9	5.4	8.2
\$1.30 and under \$1.35 -----	3.0	2.8	3.1	2.8	3.1	2.5	2.3	2.0	2.6
\$1.35 and under \$1.40 -----	3.1	3.9	2.3	2.8	2.9	2.7	3.6	3.3	3.9
\$1.40 and under \$1.45 -----	2.4	2.7	2.1	3.0	2.4	3.5	2.7	2.7	2.7
\$1.45 and under \$1.50 -----	2.0	2.9	1.1	2.2	2.1	2.3	1.5	1.8	1.2
\$1.50 and under \$1.60 -----	6.4	8.5	4.3	7.4	7.6	7.2	9.2	7.7	10.5
\$1.60 and under \$1.70 -----	6.8	9.0	4.7	7.9	5.4	9.7	6.6	7.2	6.0
\$1.70 and under \$1.80 -----	6.1	8.2	4.0	8.0	7.9	8.0	5.0	5.6	4.5
\$1.80 and under \$1.90 -----	7.6	9.0	6.2	6.0	7.9	4.6	5.5	6.0	5.1
\$1.90 and under \$2.00 -----	4.0	3.6	4.3	3.6	4.2	3.2	3.6	2.2	4.8
\$2.00 and under \$2.10 -----	6.6	7.4	5.7	6.4	6.9	5.9	7.4	8.6	6.3
\$2.10 and under \$2.20 -----	8.6	5.5	11.7	4.8	4.9	4.6	4.3	5.1	3.5
\$2.20 and under \$2.30 -----	5.9	3.8	8.0	5.9	4.0	7.2	4.0	5.1	2.9
\$2.30 and under \$2.40 -----	4.1	1.6	6.6	3.8	2.5	4.9	3.5	2.7	4.2
\$2.40 and under \$2.50 -----	5.2	3.4	7.0	3.1	3.2	3.0	2.9	3.1	2.8
\$2.50 and under \$2.60 -----	2.7	2.7	2.6	2.6	3.6	1.9	4.2	6.3	2.4
\$2.60 and under \$2.70 -----	2.1	1.3	2.9	1.7	1.7	1.6	1.0	.9	1.0
\$2.70 and under \$2.80 -----	2.0	1.5	2.4	1.8	2.3	1.5	1.3	2.5	.2
\$2.80 and under \$2.90 -----	1.8	1.4	2.1	.8	1.0	.7	.8	1.2	.5
\$2.90 and under \$3.00 -----	1.9	.6	3.3	.4	.5	.3	.2	.5	-
\$3.00 and over -----	5.9	8.1	3.7	6.9	12.1	2.9	5.4	8.5	2.6
Total -----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of workers (in thousands) -----	68.6	34.0	34.6	162.4	70.1	92.3	216.0	102.0	113.9
Average hourly earnings ² -----	\$1.99	\$1.95	\$2.03	\$1.90	\$2.07	\$1.77	\$1.81	\$1.98	\$1.66

See footnotes at end of table.

TABLE 4. Percentage distribution of nonsupervisory employees in wholesale trade¹ by average straight-time hourly earnings,² for size of company, United States and regions,³ June 1958—Continued

Average hourly earnings ²	South								
	100 or more employees			20-99 employees			Under 20 employees		
	All non-super- visory ⁴	Office and inside sales	Other non- super- visory ⁴	All non- super- visory ⁴	Office and inside sales	Other non- super- visory ⁴	All non- super- visory ⁴	Office and inside sales	Other non- super- visory ⁴
Under \$1.00 -----	2.1	0.1	3.6	1.2	1.0	1.3	5.5	4.4	6.5
\$1.00 and under \$1.05 -----	17.3	5.9	25.7	28.8	14.3	36.5	76.5	17.8	34.5
\$1.05 and under \$1.10 -----	4.6	3.1	5.7	4.0	3.5	4.2	2.3	3.1	1.7
\$1.10 and under \$1.15 -----	6.9	4.1	8.8	7.1	5.4	8.0	7.1	5.8	8.3
\$1.15 and under \$1.20 -----	4.4	4.4	4.3	3.3	3.8	3.0	1.5	1.5	1.6
\$1.20 and under \$1.25 -----	5.0	5.5	4.7	4.7	4.9	4.5	4.1	3.0	5.1
\$1.25 and under \$1.30 -----	7.1	7.3	6.9	7.4	8.8	6.6	6.4	6.3	6.4
\$1.30 and under \$1.35 -----	4.5	4.5	4.4	3.5	5.8	2.3	3.0	3.1	3.0
\$1.35 and under \$1.40 -----	3.9	4.3	3.5	5.7	4.3	6.5	3.6	5.1	2.3
\$1.40 and under \$1.45 -----	4.7	6.3	3.5	3.1	4.1	7.6	2.4	3.5	1.5
\$1.45 and under \$1.50 -----	2.6	3.4	2.0	2.0	3.2	1.4	1.5	1.2	1.7
\$1.50 and under \$1.60 -----	5.8	7.0	4.9	5.8	8.6	4.3	6.3	7.0	5.6
\$1.60 and under \$1.70 -----	5.0	6.5	4.0	4.2	5.2	3.6	4.1	5.5	2.8
\$1.70 and under \$1.80 -----	6.3	7.9	5.2	3.9	5.0	3.3	4.2	6.0	2.6
\$1.80 and under \$1.90 -----	3.3	4.5	2.5	3.1	4.8	2.2	3.5	4.7	2.5
\$1.90 and under \$2.00 -----	2.5	2.8	2.3	1.7	2.6	1.2	1.8	2.6	1.1
\$2.00 and under \$2.10 -----	3.3	5.7	1.6	2.0	2.8	1.6	2.5	3.3	1.7
\$2.10 and under \$2.20 -----	2.7	3.4	2.1	1.5	2.2	1.2	2.2	1.5	2.8
\$2.20 and under \$2.30 -----	1.3	2.0	.7	.9	1.8	.4	1.5	1.6	1.4
\$2.30 and under \$2.40 -----	1.4	2.1	.8	.5	.9	.3	1.0	.5	1.5
\$2.40 and under \$2.50 -----	.8	1.5	.3	.3	.4	.2	.6	.3	.9
\$2.50 and under \$2.60 -----	.8	1.5	.2	2.0	2.3	1.9	2.3	3.5	1.3
\$2.60 and under \$2.70 -----	.3	.6	.1	.3	.6	.2	1.0	1.7	.3
\$2.70 and under \$2.80 -----	.5	.8	.2	.3	.2	.4	.5	.4	.6
\$2.80 and under \$2.90 -----	.5	1.0	.2	.3	.6	.2	.5	1.0	-
\$2.90 and under \$3.00 -----	.1	.1	.1	.2	.3	.2	-	-	-
\$3.00 and over -----	2.4	3.6	1.5	2.1	2.6	1.8	3.8	5.6	2.2
Total -----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of workers (in thousands) -----	70.1	29.6	40.4	160.0	55.8	104.2	139.6	66.7	72.9
Average hourly earnings ² -----	\$1.48	\$1.66	\$1.35	\$1.39	\$1.52	\$1.32	\$1.47	\$1.59	\$1.35
	North Central								
Under \$1.00 -----	0.2	0.3	0.1	0.1	0.1	(⁵)	3.4	4.4	2.5
\$1.00 and under \$1.05 -----	7.0	5.2	8.1	9.4	4.3	12.7	14.4	11.6	16.7
\$1.05 and under \$1.10 -----	1.2	1.2	1.1	1.3	1.6	1.1	1.4	1.7	1.2
\$1.10 and under \$1.15 -----	2.4	2.8	2.1	3.1	3.4	2.9	3.0	2.6	3.3
\$1.15 and under \$1.20 -----	2.5	3.2	2.0	2.1	2.4	1.9	1.6	1.3	1.9
\$1.20 and under \$1.25 -----	2.1	3.5	1.2	2.0	2.5	1.7	2.2	1.6	2.7
\$1.25 and under \$1.30 -----	3.8	6.1	2.4	7.9	5.7	9.3	5.4	5.9	5.0
\$1.30 and under \$1.35 -----	3.0	4.8	1.9	3.3	3.2	3.5	2.5	1.6	3.3
\$1.35 and under \$1.40 -----	3.1	4.4	2.4	3.7	4.5	3.1	3.8	4.0	3.6
\$1.40 and under \$1.45 -----	4.2	5.6	3.4	3.1	3.6	2.7	2.7	.9	4.2
\$1.45 and under \$1.50 -----	3.3	3.5	3.1	2.2	3.0	1.6	1.1	1.6	.7
\$1.50 and under \$1.60 -----	7.6	10.1	6.1	7.8	11.1	5.5	8.7	10.1	7.6
\$1.60 and under \$1.70 -----	6.5	8.2	5.5	5.6	8.3	3.8	6.5	6.9	6.1
\$1.70 and under \$1.80 -----	6.2	7.3	5.6	6.2	8.6	4.6	5.4	5.7	5.1
\$1.80 and under \$1.90 -----	7.7	6.2	8.6	8.1	6.5	9.2	5.0	5.2	4.9
\$1.90 and under \$2.00 -----	4.5	3.6	5.1	4.1	2.9	4.9	2.4	2.3	2.5
\$2.00 and under \$2.10 -----	8.5	5.5	10.3	5.5	6.0	5.2	4.5	5.5	3.8
\$2.10 and under \$2.20 -----	7.2	4.1	9.2	4.5	3.5	5.2	3.5	3.1	3.9
\$2.20 and under \$2.30 -----	4.5	2.1	6.1	6.5	3.7	8.3	3.2	2.4	3.9
\$2.30 and under \$2.40 -----	4.0	2.6	4.9	2.9	2.2	3.3	3.0	2.6	3.4
\$2.40 and under \$2.50 -----	2.0	1.2	2.5	1.9	2.0	1.8	1.7	1.0	2.4
\$2.50 and under \$2.60 -----	2.2	2.0	2.3	2.6	2.5	2.6	4.0	4.8	3.3
\$2.60 and under \$2.70 -----	1.5	.8	1.9	.8	.6	.9	1.0	.9	1.1
\$2.70 and under \$2.80 -----	1.2	.9	1.5	.8	1.0	.7	1.2	1.0	1.2
\$2.80 and under \$2.90 -----	.7	.9	.5	.8	1.3	.4	.6	.7	.5
\$2.90 and under \$3.00 -----	.3	.2	.4	.3	.3	.3	.4	.6	.3
\$3.00 and over -----	2.5	4.0	1.7	3.6	5.1	2.5	7.1	9.7	4.9
Total -----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of workers (in thousands) -----	96.7	36.8	59.9	165.6	66.0	99.6	176.1	79.7	96.3
Average hourly earnings ² -----	\$1.78	\$1.71	\$1.82	\$1.74	\$1.78	\$1.72	\$1.75	\$1.83	\$1.69

See footnotes at end of table.

TABLE 4. Percentage distribution of nonsupervisory employees in wholesale trade¹ by average straight-time hourly earnings,² for size of company, United States and regions,³ June 1958—Continued

Average hourly earnings ²	West								
	100 or more employees			20-99 employees			Under 20 employees		
	All non-super- visory ⁴	Office and inside sales	Other non- super- visory ⁴	All non- super- visory ⁴	Office and inside sales	Other non- super- visory ⁴	All non- super- visory ⁴	Office and inside sales	Other non- super- visory ⁴
Under \$1.00 -----	0.1	0.2	(⁵)	-	-	-	0.8	0.8	0.8
\$1.00 and under \$1.05 -----	3.3	1.3	4.2	9.5	3.1	13.5	3.8	2.5	5.5
\$1.05 and under \$1.10 -----	7.6	.5	10.8	.5	.2	.7	(⁵)	.1	-
\$1.10 and under \$1.15 -----	.8	1.5	.5	1.4	1.0	1.7	3.0	2.2	4.0
\$1.15 and under \$1.20 -----	.9	1.1	.8	.6	.8	.4	.6	.7	.3
\$1.20 and under \$1.25 -----	1.0	1.1	1.0	1.4	1.2	1.6	.6	.4	.8
\$1.25 and under \$1.30 -----	5.7	3.7	6.7	3.1	2.7	3.3	3.0	1.9	4.5
\$1.30 and under \$1.35 -----	1.8	2.1	1.7	2.2	1.6	2.6	.9	1.1	.7
\$1.35 and under \$1.40 -----	1.4	2.3	1.0	2.1	3.1	1.5	2.4	1.9	3.1
\$1.40 and under \$1.45 -----	3.2	4.1	2.8	1.7	2.1	1.4	1.6	1.7	1.4
\$1.45 and under \$1.50 -----	1.2	2.8	.5	1.3	1.3	1.4	2.1	2.5	1.5
\$1.50 and under \$1.60 -----	6.0	9.4	4.4	10.0	6.8	12.0	6.2	5.3	7.3
\$1.60 and under \$1.70 -----	4.5	7.1	3.3	5.6	6.4	5.1	4.9	4.3	5.8
\$1.70 and under \$1.80 -----	10.8	9.9	11.2	6.1	6.3	6.0	6.6	8.8	3.6
\$1.80 and under \$1.90 -----	5.7	7.7	4.8	6.1	6.5	5.9	7.1	7.8	6.1
\$1.90 and under \$2.00 -----	4.7	4.4	4.9	4.1	3.2	4.7	3.4	3.7	3.1
\$2.00 and under \$2.10 -----	6.9	7.5	6.6	7.3	10.4	5.4	10.2	11.3	8.7
\$2.10 and under \$2.20 -----	6.4	5.8	6.7	5.0	5.4	4.7	6.6	5.6	8.0
\$2.20 and under \$2.30 -----	4.5	3.1	5.1	4.8	4.5	5.0	6.0	4.9	7.4
\$2.30 and under \$2.40 -----	5.2	6.6	4.5	6.2	9.0	4.4	4.2	4.9	3.3
\$2.40 and under \$2.50 -----	4.3	2.6	5.1	3.9	2.4	4.9	1.7	1.1	2.5
\$2.50 and under \$2.60 -----	2.8	3.2	2.6	3.0	3.8	2.5	6.5	5.3	8.1
\$2.60 and under \$2.70 -----	2.9	1.9	3.3	2.1	1.6	2.5	2.3	2.0	2.6
\$2.70 and under \$2.80 -----	1.3	1.3	1.2	3.3	3.3	3.3	2.0	1.2	3.0
\$2.80 and under \$2.90 -----	.8	1.4	.6	1.6	2.4	1.2	2.4	3.4	1.0
\$2.90 and under \$3.00 -----	1.2	.6	1.4	.8	1.6	.3	1.4	2.0	.6
\$3.00 and over -----	5.0	6.7	4.3	6.1	9.6	3.9	9.8	12.5	6.2
Total -----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of workers (in thousands) -----	70.6	22.2	48.3	70.4	27.0	43.4	86.8	49.7	37.1
Average hourly earnings ² -----	\$1.89	\$1.97	\$1.86	\$1.93	\$2.10	\$1.83	\$2.09	\$2.16	\$1.99

¹ See footnote 1, table 1.² Excludes premium pay for overtime and for work on weekends, holidays, and late shifts.³ See footnote 3, table 1.⁴ Excludes outside salesmen.⁵ Less than 0.05 percent.

NOTE: Because of rounding, sums of individual items may not equal 100.

TABLE 6. Percentage distribution of nonsupervisory employees in wholesale trade¹ by average straight-time hourly earnings,² for selected wholesale lines of merchant wholesalers, United States, June 1958

Average hourly earnings ²	Motor vehicles and auto-motive equipment	Drugs, chemicals, and allied products	Dry goods and apparel	Groceries and food specialties	Farm products—goods for immediate consumption	Electrical goods	Hardware and plumbing and heating equipment supplies	Machinery, equipment, and supplies	Miscellaneous merchant wholesalers
Under \$1.00 -----	1.1	0.2	0.7	2.9	2.3	1.6	0.2	0.9	1.0
\$1.00 and under \$1.05 -----	12.2	8.2	8.5	13.8	22.6	4.5	5.2	5.4	11.3
\$1.05 and under \$1.10 -----	2.8	1.9	2.8	2.0	1.9	1.5	1.9	1.3	1.3
\$1.10 and under \$1.15 -----	4.5	3.0	6.7	3.5	6.6	2.6	3.1	2.7	3.9
\$1.15 and under \$1.20 -----	3.1	3.0	2.0	2.2	2.8	1.2	1.7	1.2	1.7
\$1.20 and under \$1.25 -----	4.4	2.4	2.9	2.1	2.5	2.8	2.8	1.8	2.4
\$1.25 and under \$1.30 -----	5.5	4.8	5.4	4.9	4.8	4.3	6.0	5.5	6.2
\$1.30 and under \$1.35 -----	3.8	2.6	2.7	2.8	1.8	3.4	3.0	2.2	2.9
\$1.35 and under \$1.40 -----	4.8	5.5	2.7	4.9	1.8	4.8	3.6	2.4	3.2
\$1.40 and under \$1.45 -----	4.4	4.1	1.5	1.8	1.6	3.2	3.4	2.9	3.1
\$1.45 and under \$1.50 -----	2.2	2.9	1.7	1.4	1.6	2.6	2.7	2.2	1.8
\$1.50 and under \$1.60 -----	8.3	10.9	5.0	5.5	5.5	10.1	9.0	8.4	7.9
\$1.60 and under \$1.70 -----	7.0	4.6	5.0	4.6	2.4	7.0	7.0	6.6	6.8
\$1.70 and under \$1.80 -----	6.4	6.1	5.9	4.7	3.4	6.7	6.1	6.5	6.8
\$1.80 and under \$1.90 -----	6.7	6.7	6.2	4.9	5.0	6.3	6.6	7.1	5.8
\$1.90 and under \$2.00 -----	3.7	4.0	1.9	3.5	2.3	2.6	4.2	5.8	2.9
\$2.00 and under \$2.10 -----	3.8	5.3	7.7	6.2	5.0	5.5	7.8	7.8	5.1
\$2.10 and under \$2.20 -----	2.0	3.3	3.8	3.8	3.8	6.3	5.7	4.3	5.0
\$2.20 and under \$2.30 -----	3.2	5.2	3.5	5.8	2.7	2.8	4.1	4.6	4.2
\$2.30 and under \$2.40 -----	2.0	2.1	2.7	4.4	5.2	4.0	3.0	3.8	2.6
\$2.40 and under \$2.50 -----	.6	1.8	2.9	4.7	3.1	1.4	1.1	2.1	1.8
\$2.50 and under \$2.60 -----	2.6	2.8	2.0	3.4	2.6	4.2	2.2	4.2	3.0
\$2.60 and under \$2.70 -----	.5	2.1	2.5	1.1	1.1	1.6	1.6	2.1	1.1
\$2.70 and under \$2.80 -----	1.4	.3	.6	1.7	1.4	1.1	.6	1.3	1.3
\$2.80 and under \$2.90 -----	.2	.8	1.2	.6	.8	1.1	1.3	1.2	.9
\$2.90 and under \$3.00 -----	.5	.5	.6	.1	.2	.4	.1	1.0	.6
\$3.00 and over -----	2.2	4.3	10.7	2.8	5.2	6.2	5.7	4.5	5.4
Total -----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of workers (in thousands) -----	93.2	49.5	63.5	173.3	95.5	72.9	72.3	156.7	503.1
Average hourly earnings ² -----	\$1.60	\$1.75	\$1.92	\$1.72	\$1.66	\$1.86	\$1.80	\$1.85	\$1.76

¹ See footnote 1, table 1.

² Excludes premium pay for overtime and for work on weekends, holidays, and late shifts.

NOTE: Because of rounding, sums of individual items may not equal 100.

TABLE 7. Number and average straight-time hourly earnings¹ of nonsupervisory employees in wholesale trade,² for selected wholesale lines of merchant wholesalers, United States and regions,³ June 1958

Wholesale line	(Workers in thousands)					
	United States		Northeast		South	
	Number of workers	Average hourly earnings	Number of workers	Average hourly earnings	Number of workers	Average hourly earnings
Motor vehicles and automotive equipment	93.2	\$1.60	-	-	28.0	\$1.38
Drugs, chemicals, and allied products	49.5	1.75	-	-	-	-
Dry goods and apparel	63.5	1.92	41.1	\$1.97	-	-
Groceries and food specialties	173.3	1.72	50.3	1.79	54.2	1.26
Farm products—goods for immediate consumption	95.5	1.66	21.1	1.99	29.6	1.28
Electrical goods	72.9	1.86	-	-	-	-
Hardware and plumbing and heating equipment and supplies	72.3	1.80	-	-	-	-
Machinery, equipment, and supplies	156.7	1.85	42.6	1.89	41.2	1.68
Miscellaneous merchant wholesalers	503.1	1.76	170.0	1.85	107.2	1.45
			North Central		West	
Motor vehicles and automotive equipment			28.2	\$1.64	-	-
Drugs, chemicals, and allied products			-	-	-	-
Dry goods and apparel			-	-	-	-
Groceries and food specialties			45.9	1.98	22.9	\$2.09
Farm products—goods for immediate consumption			28.1	1.49	-	-
Electrical goods			-	-	-	-
Hardware and plumbing and heating equipment and supplies			-	-	-	-
Machinery, equipment, and supplies			46.5	1.84	26.3	2.10
Miscellaneous merchant wholesalers			157.5	1.76	68.4	2.05

¹ Excludes premium pay for overtime and for work on weekends, holidays, and late shifts.

² See footnote 1, table 1.

³ See footnote 3, table 1.

NOTE: Dashes indicate no data reported or data that do not meet publication criteria.

TABLE 8. Percentage distribution of nonsupervisory employees in wholesale trade¹ by average straight-time hourly earnings,² for agents and brokers, United States and regions,³ June 1958

Average hourly earnings ²	United States ⁴			Northeast		
	All non-super- visory ⁵	Office and inside sales	Other non- super- visory ⁵	All non- super- visory ⁵	Office and inside sales	Other non- super- visory ⁵
Under \$1.00 -----	1.6	0.7	3.2	2.9	0.5	12.7
\$1.00 and under \$1.05 -----	21.1	8.0	38.0	3.8	1.5	12.7
\$1.05 and under \$1.10 -----	1.2	.6	2.0	1.1	.4	3.8
\$1.10 and under \$1.15 -----	1.7	2.0	1.3	1.0	1.2	.3
\$1.15 and under \$1.20 -----	.4	.2	.6	.1	.1	.3
\$1.20 and under \$1.25 -----	2.4	1.9	3.0	1.9	2.4	-
\$1.25 and under \$1.30 -----	5.7	5.9	5.4	4.0	4.0	4.0
\$1.30 and under \$1.35 -----	2.2	.8	4.1	1.0	.8	1.9
\$1.35 and under \$1.40 -----	3.3	.8	6.6	1.0	1.0	1.0
\$1.40 and under \$1.45 -----	2.1	2.7	1.3	2.4	2.0	3.9
\$1.45 and under \$1.50 -----	.9	1.5	.2	1.0	1.2	.1
\$1.50 and under \$1.60 -----	5.9	3.4	9.2	2.4	1.9	4.4
\$1.60 and under \$1.70 -----	4.1	5.8	1.9	5.3	6.0	2.8
\$1.70 and under \$1.80 -----	5.1	8.9	2.8	7.9	8.1	6.9
\$1.80 and under \$1.90 -----	3.2	4.5	1.5	5.6	6.0	3.9
\$1.90 and under \$2.00 -----	2.0	3.8	1.0	3.1	3.9	-
\$2.00 and under \$2.10 -----	7.1	11.5	1.3	11.4	13.4	3.1
\$2.10 and under \$2.20 -----	4.8	5.9	3.4	7.5	7.4	7.7
\$2.20 and under \$2.30 -----	3.4	4.0	2.6	5.4	5.4	5.4
\$2.30 and under \$2.40 -----	2.4	2.3	2.5	.8	.7	1.0
\$2.40 and under \$2.50 -----	2.4	3.4	1.1	5.1	5.2	4.8
\$2.50 and under \$2.60 -----	4.0	6.3	1.1	5.6	6.1	3.7
\$2.60 and under \$2.70 -----	.9	.7	1.1	1.2	.9	2.4
\$2.70 and under \$2.80 -----	1.8	2.9	.2	2.8	3.5	-
\$2.80 and under \$2.90 -----	.8	1.1	.3	1.1	1.0	1.7
\$2.90 and under \$3.00 -----	.3	.6	(⁶)	.8	1.0	-
\$3.00 and over -----	8.5	11.7	4.3	13.8	14.4	11.4
Total -----	100.0	100.0	100.0	100.0	100.0	100.0
Number of workers (in thousands) -----	106.9	60.2	46.7	34.4	27.5	6.9
Average hourly earnings ² -----	\$1.81	\$2.07	\$1.47	\$2.15	\$2.23	\$1.84
	South			North Central		
Under \$1.00 -----	1.0	2.2	-	2.0	0.1	3.3
\$1.00 and under \$1.05 -----	28.1	24.9	30.7	30.7	8.4	47.7
\$1.05 and under \$1.10 -----	3.5	2.3	4.5	(⁶)	-	(⁶)
\$1.10 and under \$1.15 -----	3.5	5.0	2.2	1.7	2.1	1.4
\$1.15 and under \$1.20 -----	.8	-	1.5	.4	.6	.2
\$1.20 and under \$1.25 -----	6.8	4.3	8.8	.5	-	.8
\$1.25 and under \$1.30 -----	6.9	9.3	5.1	7.5	8.9	6.5
\$1.30 and under \$1.35 -----	3.6	-	6.4	3.4	1.7	4.8
\$1.35 and under \$1.40 -----	10.0	.7	17.5	2.0	1.0	2.7
\$1.40 and under \$1.45 -----	4.1	7.5	1.3	.9	1.1	.7
\$1.45 and under \$1.50 -----	.6	1.3	-	.5	.4	.6
\$1.50 and under \$1.60 -----	4.4	3.5	5.1	5.5	5.3	5.7
\$1.60 and under \$1.70 -----	5.6	8.0	3.6	3.3	6.5	.9
\$1.70 and under \$1.80 -----	4.1	5.4	3.0	3.8	6.0	2.1
\$1.80 and under \$1.90 -----	.9	.7	1.0	3.5	6.0	1.5
\$1.90 and under \$2.00 -----	1.6	2.3	1.0	3.2	6.0	1.0
\$2.00 and under \$2.10 -----	2.8	6.4	-	4.3	8.2	1.3
\$2.10 and under \$2.20 -----	3.5	4.0	3.1	4.3	5.5	3.4
\$2.20 and under \$2.30 -----	.8	1.5	.2	4.1	3.5	4.5
\$2.30 and under \$2.40 -----	1.1	.2	1.7	2.4	1.7	2.9
\$2.40 and under \$2.50 -----	.1	.2	-	1.5	2.7	.5
\$2.50 and under \$2.60 -----	2.2	4.1	.6	4.6	9.1	1.0
\$2.60 and under \$2.70 -----	.1	.2	-	1.2	.3	1.9
\$2.70 and under \$2.80 -----	-	-	-	.9	1.5	.5
\$2.80 and under \$2.90 -----	.3	.7	-	.6	1.3	.1
\$2.90 and under \$3.00 -----	-	-	-	(⁶)	.1	-
\$3.00 and over -----	3.8	5.5	2.4	7.3	11.9	3.7
Total -----	100.0	100.0	100.0	100.0	100.0	100.0
Number of workers (in thousands) -----	25.8	11.5	14.3	31.8	13.8	18.0
Average hourly earnings ² -----	\$1.47	\$1.59	\$1.38	\$1.70	\$2.04	\$1.44

¹ See footnote 1, table 1.

² Excludes premium pay for overtime and for work on weekends, holidays, and late shifts.

³ See footnote 3, table 1.

⁴ Includes data for regions in addition to those shown separately.

⁵ Excludes outside salesmen.

⁶ Less than 0.05 percent.

NOTE: Because of rounding, sums of individual items may not equal 100.

TABLE 9. Percentage distribution of nonsupervisory employees in wholesale trade¹ by average straight-time hourly earnings,² for assemblers of farm products, United States and regions,³ June 1958

Average hourly earnings ²	United States			Northeast			South		
	All non-super- visory ⁴	Office and inside sales	Other non- super- visory ⁴	All non-super- visory ⁴	Office and inside sales	Other non- super- visory ⁴	All non-super- visory ⁴	Office and inside sales	Other non- super- visory ⁴
Under \$1.00	4.3	2.7	4.8	1.2	4.3	-	9.2	1.4	11.3
\$1.00 and under \$1.05	21.7	18.5	22.7	28.3	8.5	36.2	35.2	19.3	39.7
\$1.05 and under \$1.10	8.0	2.0	9.9	4.2	1.6	5.3	4.5	1.3	5.3
\$1.10 and under \$1.15	4.8	4.1	5.1	3.5	.7	4.6	6.5	6.9	6.4
\$1.15 and under \$1.20	2.6	2.1	2.8	1.3	2.3	.9	2.7	2.1	2.8
\$1.20 and under \$1.25	3.0	2.4	3.2	4.9	3.3	5.6	1.8	1.9	1.8
\$1.25 and under \$1.30	7.9	5.9	8.5	3.8	.3	5.3	5.9	7.0	5.6
\$1.30 and under \$1.35	3.1	3.0	3.1	2.8	3.2	2.7	2.3	2.9	2.1
\$1.35 and under \$1.40	3.1	3.7	2.9	2.6	3.1	2.4	1.9	4.6	1.1
\$1.40 and under \$1.45	4.2	4.4	4.2	4.6	5.1	4.4	1.3	4.3	.5
\$1.45 and under \$1.50	1.9	2.7	1.7	1.7	.4	2.2	1.7	1.8	1.6
\$1.50 and under \$1.60	6.4	7.7	6.0	8.8	13.3	7.0	4.5	9.3	3.2
\$1.60 and under \$1.70	4.3	5.6	3.9	6.8	13.4	4.2	2.9	6.4	1.9
\$1.70 and under \$1.80	5.1	7.6	4.4	7.5	6.8	7.8	4.7	5.6	4.4
\$1.80 and under \$1.90	3.7	5.6	3.1	6.0	15.8	2.0	4.2	5.2	3.9
\$1.90 and under \$2.00	1.8	2.2	1.6	1.0	.8	1.1	.6	1.5	.3
\$2.00 and under \$2.10	2.5	3.7	2.1	3.0	3.7	2.8	1.7	4.1	1.0
\$2.10 and under \$2.20	3.1	3.5	3.0	1.2	1.7	1.0	3.0	1.6	3.4
\$2.20 and under \$2.30	1.8	1.9	1.7	2.3	5.4	1.1	.9	1.7	.6
\$2.30 and under \$2.40	1.8	1.6	1.8	1.0	.6	1.2	.4	.9	.3
\$2.40 and under \$2.50	.8	1.0	.7	.3	-	.4	.5	1.7	.2
\$2.50 and under \$2.60	1.2	2.1	.9	1.0	1.6	.8	1.4	2.7	1.1
\$2.60 and under \$2.70	.2	.4	.2	.5	1.1	.2	.1	.4	.1
\$2.70 and under \$2.80	.3	.5	.2	.4	1.1	.1	.3	.8	.2
\$2.80 and under \$2.90	.6	1.7	.2	(⁵)	-	.1	.2	.6	.1
\$2.90 and under \$3.00	.1	.2	(⁵)	-	-	-	(⁵)	.1	-
\$3.00 and over	1.6	3.3	1.1	1.0	1.8	.7	1.8	4.0	1.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of workers (in thousands)	95.8	23.6	72.2	6.9	2.0	4.9	26.5	5.8	20.7
Average hourly earnings ²	\$1.43	\$1.60	\$1.38	\$1.43	\$1.65	\$1.35	\$1.32	\$1.57	\$1.25
				North Central			West		
Under \$1.00				4.7	4.0	5.0	0.1	0.8	-
\$1.00 and under \$1.05				23.1	28.2	20.7	6.5	1.5	7.6
\$1.05 and under \$1.10				3.1	3.1	3.1	17.4	.8	20.8
\$1.10 and under \$1.15				5.8	4.5	6.5	2.6	1.2	2.9
\$1.15 and under \$1.20				4.2	2.2	5.1	1.2	1.9	1.1
\$1.20 and under \$1.25				4.8	3.2	5.5	1.8	1.0	1.9
\$1.25 and under \$1.30				7.8	6.8	8.2	10.7	4.8	12.0
\$1.30 and under \$1.35				3.9	3.9	3.9	2.9	1.0	3.3
\$1.35 and under \$1.40				4.4	4.1	4.6	2.8	2.2	3.0
\$1.40 and under \$1.45				4.9	2.2	6.2	6.0	8.8	5.4
\$1.45 and under \$1.50				2.8	4.2	2.1	1.2	1.4	1.2
\$1.50 and under \$1.60				4.4	6.4	3.4	9.7	6.3	10.5
\$1.60 and under \$1.70				4.6	3.5	5.2	4.7	6.2	4.4
\$1.70 and under \$1.80				3.4	4.5	2.9	6.9	16.6	4.9
\$1.80 and under \$1.90				3.2	3.5	3.1	3.4	6.5	2.7
\$1.90 and under \$2.00				1.7	1.1	2.1	3.0	5.6	2.4
\$2.00 and under \$2.10				2.5	2.4	2.6	3.1	5.9	2.5
\$2.10 and under \$2.20				2.7	3.0	2.6	4.0	7.2	3.3
\$2.20 and under \$2.30				1.8	1.5	2.0	2.3	1.6	2.5
\$2.30 and under \$2.40				1.3	1.3	1.3	3.7	3.6	3.7
\$2.40 and under \$2.50				1.0	.4	1.2	1.0	1.6	.9
\$2.50 and under \$2.60				1.1	1.9	.6	1.3	2.0	1.1
\$2.60 and under \$2.70				.3	.3	.3	.2	.5	.2
\$2.70 and under \$2.80				.3	.4	.3	.2	.3	.2
\$2.80 and under \$2.90				.3	.4	.2	1.4	6.1	.4
\$2.90 and under \$3.00				.1	.2	.1	.1	.5	(⁵)
\$3.00 and over				1.7	2.7	1.2	1.5	4.3	.9
Total				100.0	100.0	100.0	100.0	100.0	100.0
Number of workers (in thousands)				32.6	10.7	21.9	29.8	5.2	24.6
Average hourly earnings ²				\$1.42	\$1.45	\$1.40	\$1.55	\$1.91	\$1.47

¹ See footnote 1, table 1.

² Excludes premium pay for overtime and for work on weekends, holidays, and late shifts.

³ See footnote 3, table 1.

⁴ Excludes outside salesmen.

⁵ Less than 0.05 percent.

NOTE: Because of rounding, sums of individual items may not equal 100.

Appendix A: Scope and Method of Survey

Scope of Survey

The June 1958 survey of employee earnings in wholesale trade covered all establishments primarily in wholesale trade with one or more employees excluding sales offices of manufacturing and mining companies, separately incorporated sales subsidiaries of such companies, and petroleum bulk stations. Wholesale trade, as defined in the 1949 edition of the Standard Industrial Classification (SIC) Manual of the Bureau of the Budget, includes establishments whose chief functions are selling goods to trading establishments, or to industrial, commercial, institutional, and professional users; and bringing buyer and seller together. In addition to selling, functions frequently performed by wholesale establishments include maintaining inventories of goods; extending credit; physically assembling, sorting, and grading goods in large lots; breaking bulk and redistribution in smaller lots; delivery; refrigeration; and various types of promotion, such as advertising and label designing. The exceptions mentioned are the only segments of wholesale trade not covered in this report.

Establishments engaged in the processing and distribution of fluid milk for sale in stores were excluded. (Such units are considered as part of manufacturing in the 1957 edition of the SIC Manual and were included generally in retail trade under prior classification systems.)

The following types of wholesaling activity were included:

1. Merchant Wholesalers.—This major group includes establishments usually known as wholesalers, merchant wholesalers, or jobbers, primarily engaged in buying, taking title to, and where customary physically storing and handling goods, and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial distributors, exporters, and importers, cash-and-carry wholesalers, drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing machinery, equipment, and fixtures; and collecting and baling waste materials.

2. Agents and Brokers

3. Assemblers of Farm Products.—Establishments primarily engaged in purchasing and assembling farm products and sea foods in local growers' markets, at local producing points, and in the cities of producing regions. These establishments are primarily engaged in concentrating farm products produced on a relatively small scale and assembling larger lots for shipment to other wholesale buyers. In addition to the actual buying and wholesale distribution of farm products, establishments included in this group frequently grade, pack, store, and in some cases, finance the commodities they handle.

Survey coverage extended to the 48 States and the District of Columbia in June 1958. Data relate to a representative payroll period ending nearest June 15, 1958.

Wage data are presented separately for inside sales and office workers, and for all other nonsupervisory workers. The definitions of these classes of workers are provided in the reprint of the questionnaire form (appendix B), but are repeated under Definition of Terms on page 30. Wage data for supervisory, executive, and professional employees, and outside salesmen, are excluded.

Collection and Sampling Procedure

The survey was conducted on a sample basis, with the sample derived from two sources.

1. State Unemployment Compensation Listings.—A highly stratified probability sample was selected from the lists of reporting units classified under wholesale trade in the returns to State unemployment insurance agencies (UI).

The stratification took account of such factors as type of operation, location, and establishment employment size. Within each type of operation-regional grouping, the sample was selected to yield the most accurate estimates possible with the resources available. This was done by including in the sample a greater proportion of large establishments than of small—in general, an establishment's chance of inclusion was roughly proportionate to its employment size.

Establishments with fewer than four employees are not included in this sampling frame, since such small establishments are not covered by the Unemployment Insurance laws of many States.

The industry classifications are those of the Social Security Board (SSB) industry classification system, since the UI had not yet converted to the SIC system. However, the data collected on kind of business made it possible to tabulate the information on the basis of the SIC system.

Since the UI lists are set up by State, and County within State, an almost perfect geographic stratification was possible.

Of the 3,058 reporting units originally solicited, 1,963 responded to two mail requests. Some 476 were, however, found to be outside the scope of the industry as defined. Personal visits by Bureau field representatives were made to a sample of the nonrespondents and an additional 437 usable questionnaires were obtained. This part of the sample, therefore, included 1,924 reporting units.

2. Area Sample.—To cover the numerically important group of establishments with fewer than four employees, an area sampling frame was employed. Use was made of the resources of the Bureau of the Census, which each month makes a survey of selected geographic segments in its Survey of Current Business.

The representatives of the Census Bureau, in their exhaustive check of the geographic segments while enumerating the retail and service establishments, also uncovered the appropriate wholesale trade units within these segments, and obtained the appropriate wage data from them. This was done in 2 months—to account for a 1-percent sample of wholesale trade establishments of that size.

To reinforce the sample of units with four and five employees, such units were also included in the area sample design. Branches of multi-unit enterprises, which are generally included in the UI lists in all States, were not covered in the area sample, nor were any units covered which fell in the parts of wholesale trade excluded from the survey. Usable data from 463 establishments were included.

Method of Estimation

Data collected from each sampling unit, whether a single establishment or group of establishments, were weighted in accordance with the probability of selecting that unit. For instance, if 1 establishment was chosen from 10 similar units, data from that unit were given a weight of 10—so that it would represent itself and the 9 other units in the final estimate. This procedure held for both the sample drawn from the Unemployment Compensation lists and that drawn by the area sampling method of the Bureau of the Census.

In the latter case, the weights depended almost entirely upon the probability of the selection of the particular geographic segments—which in 2 months was about 1 in 100. Slight upward adjustment of the weights was necessary in some areas because of failure to obtain usable wage data from a few of the identified wholesale establishments.

Two estimates for establishments employing four or five workers were made—one on the basis of the sample drawn from the Unemployment Insurance Agency lists, and the other from the area sample developed by the Bureau of the Census. These two estimates were combined with equal weight (each given a weight of one-half) in the overall estimate, so that establishments of this size were not over represented in the results.

All employment totals obtained by application of the weights thus described were further adjusted to the totals published for June 1958 by the Bureau of Labor Statistics in its monthly employment series. Strict agreement with the published totals is not possible, however, since the published nonsupervisory employment totals include outside salesmen, which are not included in this survey. The published series, unlike the present wage survey, also includes merchant wholesalers which are independently incorporated sales subsidiaries of manufacturing and mining companies.

The published estimates of employment for June 1958 in the groups studied (merchant wholesalers, agents and brokers, and assemblers of farm products) were reduced on the basis of proportions found from the survey sample to (1) eliminate outside salesmen from the nonsupervisory total and (2) eliminate separately incorporated sales subsidiaries of manufacturing and mining firms. It is these reduced totals that are used as the estimates of total nonsupervisory employment.

Although the Bureau does not publish regional totals in wholesale trade, the geographic data available in the 1954 Census of Business formed the basis for distributing current totals among the regional components.

No assumption has been made that the nonrespondents were similar to the respondents in their wage structure. In order to minimize the bias of nonresponse, the sample returns obtained by personal visit from the nonrespondents to the mail query were weighted to represent all other nonrespondents in the same industry-regional-size classes.

Criteria for Publication of Estimate

Since the data were collected on a sample basis, the results may differ from the findings that would have been obtained from a complete census. As a rule, the published estimates are based on a sample of at least 50 establishments to minimize the possibility of excessive sampling error. Where certain important segments of the industry were not adequately represented in the sample, estimates were not shown separately, even though the sample appeared to be numerically large enough.

Definition of Terms

Establishment.—Data were reported for individual establishments rather than 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.

Data for auxiliary units, such as a warehouse operated primarily for the use of a wholesaling establishment, were included in the report.

Nonsupervisory employees.—Included in the survey were all employees, full-time and part-time (including working supervisors) who worked or received pay for any part of the payroll period reported, except executive, professional, and other personnel whose work is above the working supervisory level, and outside salesmen.

Office and inside sales employees.—Included in this group are all non-supervisory employees engaged in clerical and related office functions, such as billing, filing, bookkeeping, stenography, typing, etc., and employees engaged in selling commodities to customers calling in person or by telephone.

Other nonsupervisory employees.—Included in this group are all non-supervisory employees (other than office and inside sales) engaged in such functions as assembling, delivery, shipping, receiving, order filling, packing, trucking, maintenance, etc.

Earnings data.—For purposes of this study, earnings data relate to straight-time earnings, excluding premium pay for overtime work, and for work on weekends, holidays, and late shifts. Cost-of-living and production bonuses are considered part of earnings, but nonproduction bonuses are not.

Individual average hourly earnings for employees not paid by the hour were obtained by dividing total straight-time earnings reported by the number of hours paid for in the corresponding period.

Group average hourly earnings published in this report were obtained by dividing the sum of the hourly earnings by the number of individuals represented in the group total.

Regions.—The regions used in this study are defined in footnote 3 to table 1.

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. There were, as of the period covered, 168 such areas in the country meeting certain criteria as to population, degree of urbanization, contiguity, and population density. These areas include all major cities and their contiguous suburban areas. They include all areas containing at least one central city of 50,000 or more, and include certain areas around such cities if they meet established criteria of being metropolitan in character and economically integrated with the central city.

Appendix B: Questionnaire

BLS 2609

Budget Bureau No. 44-R1100.
Approval expires June 30, 1959.U. S. DEPARTMENT OF LABOR
BUREAU OF LABOR STATISTICS
WASHINGTON-25, D. C.Your report will be
held in confidence

DISTRIBUTION OF STRAIGHT-TIME HOURLY EARNINGS IN WHOLESALE TRADE

COMPANY IDENTIFICATION:

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This report should cover wholesale outlets, warehouses,
and central offices in the location included in your
report to the State unemployment compensation agency.

I. NUMBER AND LOCATION OF WHOLESALE ESTABLISHMENTS COVERED BY REPORT:

(List communities and number of wholesale establishments in each.)

--

II. TYPE OF WHOLESALE OPERATION: (Check one of the following.)

1. Merchant wholesaler 2. Agent or broker 3. Assembler of farm products
4. Sales branch or sales office of manufacturing or mining company 5. Independently incorporated sales subsidiary of manufacturing or mining company 6. Petroleum bulk station

(If blocks 1, 2, or 3 have been checked, complete the remainder of the form. If blocks 4, 5, or 6 have been checked, sign at Item VII and return the form without further information.)

III. WHOLESALE LINE: (Such as apparel, chemicals, cotton, dairy products, dry goods, drugs, fresh fruit, grain, hardware, leaf tobacco, livestock, machinery, poultry, textile waste, etc.)

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IV. PAYROLL PERIOD:

The data reported should be for the payroll period ending nearest June 15, 1958.

Payroll period covered: From _____ 1958 to _____ 1958.

V. EMPLOYMENT IN WHOLESALE OUTLETS, WAREHOUSES, AND CENTRAL OFFICES COVERED BY REPORT:

(a) Total -----

Enter total number of employees, full-time and part-time who received pay for any part of the payroll period covered. Exclude proprietors, members of unincorporated firms, pensioners, members of the Armed Forces carried on the payroll and unpaid family workers.

(b) Nonsupervisory employees (except outside salesmen) and working supervisors -----

Enter total number of nonsupervisory employees, full-time and part-time (including working supervisors) who worked or received pay for any part of the payroll period reported. Include persons on sick leave paid directly by your company, on paid holidays, on paid vacations, or on other paid leave. Exclude executive, professional, and other personnel whose work is above the working supervisory level, and outside salesmen.

VI. TOTAL EMPLOYMENT IN ALL ESTABLISHMENTS OPERATED BY THE COMPANY:

Check the group below approximating the total number of employees in the firm.

(Employment covered by this report plus employment in all other establishments of the company.)

Under 20 employees 20 to 99 employees 100 or more employees VII. Do you want a copy of the Bureau's report on this survey? Yes No

Name and title of person furnishing data _____

FOR OFFICE USE ONLY

Schedule number	Area	Reg.	State	City size	SIC code	Est. size	Weight	Special charac.

INSTRUCTIONS FOR ENTERING DATA IN ITEM VIII

This study is designed to provide information on the number of nonsupervisory employees (except outside salesmen) and working supervisors* receiving various earnings. The total number of employees for which data are reported should correspond with the number entered in Item V (b) on page 1. Separate sections are provided for reporting earnings data for two groups of employees:

Office and inside sales employees — This group includes employees engaged in clerical and related office functions, such as billing, filing, bookkeeping, stenography, typing, etc., and employees engaged in selling commodities to customers calling in person or by telephone.

Other nonsupervisory employees — This group includes all nonsupervisory employees (other than office and inside sales) engaged in such functions as assembling, delivery, shipping, receiving, order filling, packing, trucking, maintenance, etc.

* Working supervisors are employees who spend 20 percent or more of their time at tasks similar to those of employees under their supervision.

Instructions for entering data are listed below: Data for any employee should be entered in one section only.

Separate earnings information will be shown in the survey report by city population sizes. If this report covers establishments in two or more communities (cities, towns, villages, etc., as entered in Item I), earnings information should be reported separately for each community and the community identified. Data for two or more establishments in the same community may be grouped or presented separately, as preferred, under the community designation.

NOTE: EXCLUDE PREMIUM PAY FOR OVERTIME AND FOR WORK ON WEEKENDS, HOLIDAYS, AND LATE SHIFTS FROM ALL WAGE DATA REPORTED.

<u>Method of Wage Payment</u>	<u>Column Entries</u>
Hourly rate	Use columns 1 and 2. Enter each straight-time hourly rate in the establishment in column 2, and the number of employees at each rate in column 1.
Salary rate	Use columns 1, 3, and 4. Enter each straight-time salary rate in the establishment in column 4, the number of hours in column 3 for which straight-time salary rate is paid, and the number of employees in column 1 for each salary rate and hours entry.
Hourly or salary rate <i>plus</i> commission, bonus, or incentive	Use columns 1, 3, and 4. Enter <i>total</i> straight-time earnings for the payroll period in column 4, the number of hours worked during the payroll period, and the number of employees in column 1 for each earnings and hours entry. If the commission, bonus, or incentive earnings cover a period longer than the payroll period reported, add only the prorated amount of the latter earnings to correspond with the hours reported in column 3.
Straight commission, bonus, or incentive	Use columns 1, 3, and 4. Enter <i>total</i> straight-time incentive earnings in column 4, the number of hours worked corresponding to the commission or incentive period in column 3, and the number of workers in column 1 for each earnings and hours entry. If average hourly earnings excluding overtime and shift premium pay are readily available, enter such averages for each incentive worker in column 2 and leave columns 3 and 4 blank.

If all data (rates or hours and earnings) are identical for 2 or more workers, a single entry may be made and the number of workers entered in column 1.

