

EMPLOYEE EARNINGS *at*
retail building materials,
hardware, and
farm equipment dealers

JUNE 1961

BULLETIN NO. 1338-1

UNITED STATES DEPARTMENT OF LABOR

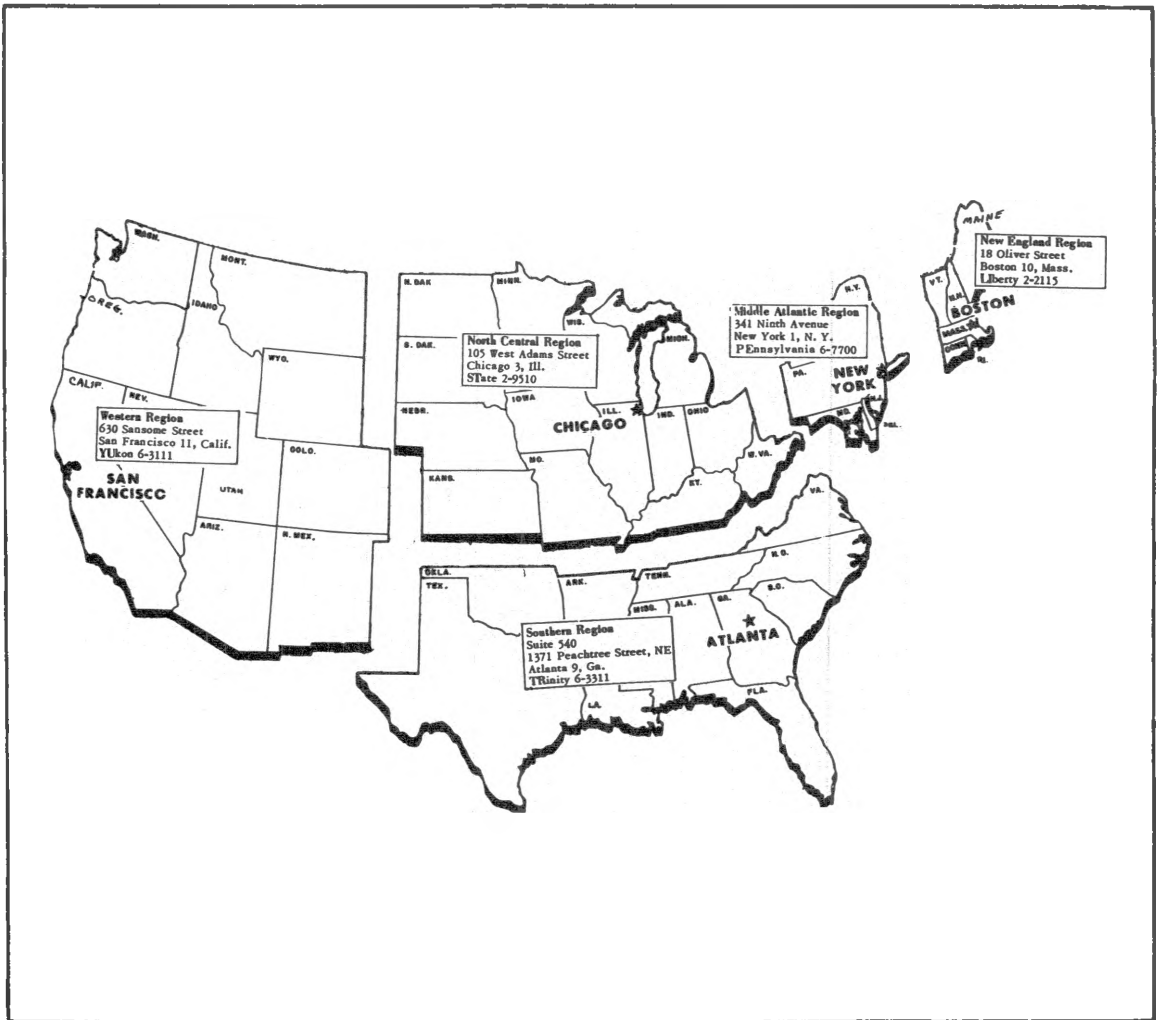
W. Willard Wirtz, Secretary

BUREAU OF LABOR STATISTICS

Ewan Clague, Commissioner



Bureau of Labor Statistics Regional Offices



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OCTOBER 1962

UNITED STATES DEPARTMENT OF LABOR

W. Willard Wirtz, Secretary

BUREAU OF LABOR STATISTICS

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Preface

This bulletin presents estimates of employment, average hourly and weekly earnings, and weekly hours of work of nonsupervisory employees in building materials, hardware, and farm equipment. The survey was part of a broad program of studies initiated by the U.S. Department of Labor for continuing appraisal of Federal minimum-wage legislation. The June 1961 findings will be used as a basis for measuring changes in employment, earnings, and hours of work to determine the economic effects resulting from the 1961 amendments to the Fair Labor Standards Act, which became effective in September 1961.

The statistics were obtained from a nationwide survey of retail trade (excluding eating and drinking places) conducted by the Bureau of Labor Statistics for a June 1961 payroll period. Data are provided separately for men and women; the Northeast, South, North Central, and West regions of the United States; metropolitan and nonmetropolitan areas; and for retail enterprises and establishments by their annual volume of sales. Appendix A provides technical information on the scope and method of the survey, as well as definitions of terms. A copy of the questionnaire used in the survey is shown in appendix B.

The Wage and Hour and Public Contracts Divisions participated in the planning of the survey and provided the necessary funds. The bulletin was prepared in the Bureau's Division of Wages and Industrial Relations under the general supervision of Herbert Schaffer. Norman J. Samuels directed the survey and Samuel E. Cohen and Theodore J. Golonka developed the statistical and sampling techniques.

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Building materials, hardware, and farm equipment

Table 1. Distribution and cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, United States and regions, June 1961

Average hourly earnings	Number of employees (in thousands)					Cumulative percent of employees				
	United States	North-east	South	North Central	West	United States	North-east	South	North Central	West
Under \$0.50	.9	-	.7	.2	-	-	-	-	-	-
\$0.50 and under \$0.55	1.6	.1	1.1	.3	.1	1	-	1	-	-
\$0.55 and under \$0.60	.4	-	.3	.1	-	1	-	1	-	-
\$0.60 and under \$0.65	1.3	-	.9	.2	.1	1	-	2	-	-
\$0.65 and under \$0.70	1.3	.2	.8	.4	-	1	-	3	1	-
\$0.70 and under \$0.75	2.0	.1	1.1	.7	-	2	-	3	1	-
\$0.75 and under \$0.80	4.8	.1	2.7	2.0	-	2	1	5	2	-
\$0.80 and under \$0.85	3.9	.3	2.7	.9	-	3	1	7	3	-
\$0.85 and under \$0.90	4.2	.4	2.2	1.2	.4	4	1	9	3	1
\$0.90 and under \$0.95	4.3	.2	2.6	1.2	.2	5	1	10	4	1
\$0.95 and under \$1.00	3.7	.2	2.5	.9	.1	6	2	12	4	1
\$1.00 and under \$1.05	36.3	3.9	18.6	11.6	2.2	13	6	25	11	5
\$1.05 and under \$1.10	7.0	.4	4.6	1.7	.2	14	6	28	12	5
\$1.10 and under \$1.15	15.8	2.8	8.1	4.4	.6	18	9	33	14	5
\$1.15 and under \$1.20	13.4	1.7	7.4	3.0	1.3	20	11	38	16	7
\$1.20 and under \$1.25	13.2	1.1	6.9	4.4	.8	23	12	43	18	8
\$1.25 and under \$1.30	29.5	5.4	9.8	11.4	3.0	29	18	50	24	13
\$1.30 and under \$1.35	11.9	2.2	5.3	3.3	1.2	31	20	53	26	14
\$1.35 and under \$1.40	16.4	2.8	5.7	6.2	1.7	34	23	57	29	16
\$1.40 and under \$1.45	14.6	3.1	4.6	5.3	1.6	37	26	60	32	19
\$1.45 and under \$1.50	12.8	2.8	4.6	4.5	.9	40	29	63	35	20
\$1.50 and under \$1.60	44.6	9.9	11.2	18.0	5.4	49	39	71	45	27
\$1.60 and under \$1.70	27.1	6.3	6.1	11.9	2.9	54	46	75	51	31
\$1.70 and under \$1.80	29.0	6.7	5.5	11.7	5.2	60	53	79	58	38
\$1.80 and under \$1.90	23.5	5.9	5.4	8.7	3.4	65	59	82	62	43
\$1.90 and under \$2.00	17.0	3.4	3.5	7.1	3.1	68	63	85	66	47
\$2.00 and under \$2.10	29.3	8.0	5.3	12.3	3.7	74	71	88	73	52
\$2.10 and under \$2.20	13.5	3.7	2.3	5.3	2.2	77	75	90	76	55
\$2.20 and under \$2.30	17.5	4.1	3.1	6.8	3.5	80	79	92	80	60
\$2.30 and under \$2.40	10.4	2.8	1.3	4.7	1.7	82	82	93	82	63
\$2.40 and under \$2.50	10.1	2.5	.7	4.0	2.9	84	85	93	84	67
\$2.50 and under \$2.60	13.7	2.7	2.0	6.1	2.8	87	87	95	88	70
\$2.60 and under \$2.70	10.0	2.1	1.0	4.6	2.2	89	90	95	90	73
\$2.70 and under \$2.80	8.0	1.5	1.1	3.1	2.3	91	91	96	92	77
\$2.80 and under \$2.90	7.3	1.5	.8	2.7	2.4	92	93	97	93	80
\$2.90 and under \$3.00	4.8	1.1	.3	2.0	1.4	93	94	97	94	82
\$3.00 and over	33.7	5.9	4.4	10.1	13.2	100	100	100	100	100
Total	498.8	95.8	147.4	182.8	72.8	100	100	100	100	100
Average hourly earnings	\$1.78	\$1.89	\$1.45	\$1.82	\$2.23	\$1.78	\$1.89	\$1.45	\$1.82	\$2.23

NOTE: See appendix A for definitions of terms and employment estimates. Dashes indicate less than 50 workers or less than 0.5 percent. Because of rounding, sums of individual items may not equal totals.

Building materials, hardware, and farm equipment

Table 2. Distribution of nonsupervisory employees by average straight-time hourly earnings, by sex, United States and regions, June 1961

Average hourly earnings	(In thousands)									
	United States		Northeast		South		North Central		West	
	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women
Under \$0.50 -----	.6	.2	-	-	.5	.2	.2	-	-	-
\$0.50 and under \$0.55 -----	1.1	.5	.1	-	.7	.4	.3	-	-	.1
\$0.55 and under \$0.60 -----	.3	.1	-	-	.3	-	-	.1	-	-
\$0.60 and under \$0.65 -----	1.0	.3	-	-	.6	.3	.2	-	.1	-
\$0.65 and under \$0.70 -----	.5	.9	-	.2	.3	.5	.2	.2	-	-
\$0.70 and under \$0.75 -----	1.2	.8	.1	-	.8	.3	.2	.5	-	-
\$0.75 and under \$0.80 -----	3.2	1.7	.1	-	2.0	.7	1.1	1.0	-	-
\$0.80 and under \$0.85 -----	3.3	.6	.2	.1	2.6	.1	.5	.4	-	-
\$0.85 and under \$0.90 -----	3.1	1.1	.4	-	1.7	.5	.8	.3	.2	.2
\$0.90 and under \$0.95 -----	3.4	.9	.1	.1	2.3	.3	.8	.4	.2	-
\$0.95 and under \$1.00 -----	3.0	.7	.1	-	2.2	.3	.7	.2	-	.1
\$1.00 and under \$1.05 -----	27.8	8.5	2.4	1.5	16.1	2.4	7.4	4.1	1.8	.4
\$1.05 and under \$1.10 -----	5.9	1.1	.3	.2	4.2	.5	1.3	.4	.1	.1
\$1.10 and under \$1.15 -----	12.2	3.6	1.8	1.0	7.2	.9	2.9	1.5	.4	.2
\$1.15 and under \$1.20 -----	10.0	3.3	1.0	.7	6.5	.9	1.7	1.3	.9	.4
\$1.20 and under \$1.25 -----	10.6	2.6	.7	.4	6.1	.8	3.2	1.2	.6	.2
\$1.25 and under \$1.30 -----	23.1	6.4	3.5	1.9	9.0	.9	8.9	2.5	1.8	1.1
\$1.30 and under \$1.35 -----	9.9	2.0	1.8	.4	4.6	.7	2.6	.6	.8	.3
\$1.35 and under \$1.40 -----	12.7	3.7	2.0	.8	5.2	.5	4.5	1.7	1.0	.6
\$1.40 and under \$1.45 -----	11.7	3.0	2.1	1.0	4.1	.5	4.5	.8	1.0	.6
\$1.45 and under \$1.50 -----	10.8	2.0	2.2	.6	4.2	.4	3.7	.8	.7	.2
\$1.50 and under \$1.60 -----	37.5	7.1	8.7	1.2	9.9	1.4	14.6	3.5	4.3	1.1
\$1.60 and under \$1.70 -----	20.7	6.4	4.6	1.7	4.8	1.4	9.3	2.5	2.1	.8
\$1.70 and under \$1.80 -----	24.9	4.1	6.2	.5	4.5	1.0	10.3	1.4	4.0	1.2
\$1.80 and under \$1.90 -----	19.9	3.6	5.4	.6	5.1	.4	6.7	2.0	2.8	.7
\$1.90 and under \$2.00 -----	15.6	1.4	3.2	.2	3.3	.2	6.4	.7	2.7	.4
\$2.00 and under \$2.10 -----	26.6	2.7	7.1	.9	4.7	.6	11.6	.7	3.1	.5
\$2.10 and under \$2.20 -----	11.7	1.7	3.1	.6	2.0	.3	4.8	.5	1.7	.4
\$2.20 and under \$2.30 -----	16.6	.9	3.7	.4	3.0	.1	6.7	.1	3.3	.2
\$2.30 and under \$2.40 -----	9.6	.9	2.7	.1	.8	.5	4.4	.3	1.7	-
\$2.40 and under \$2.50 -----	9.1	1.0	2.2	.3	.7	-	3.7	.3	2.5	.4
\$2.50 and under \$2.60 -----	12.9	.7	2.6	.1	1.8	.2	5.9	.2	2.6	.2
\$2.60 and under \$2.70 -----	9.7	.3	2.1	-	1.0	-	4.4	.2	2.2	-
\$2.70 and under \$2.80 -----	8.0	-	1.5	-	1.1	-	3.1	-	2.3	-
\$2.80 and under \$2.90 -----	7.1	.2	1.4	-	.7	.1	2.6	-	2.4	-
\$2.90 and under \$3.00 -----	4.7	-	1.1	-	.3	-	1.9	-	1.4	-
\$3.00 and over -----	33.1	.6	5.8	-	4.4	-	9.8	.3	13.0	.3
Number of employees -----	423.3	75.5	80.2	15.6	129.2	18.2	152.2	30.7	61.7	11.1
Average hourly earnings -----	\$1.83	\$1.43	\$1.95	\$1.50	\$1.47	\$1.29	\$1.89	\$1.42	\$2.32	\$1.61

NOTE: See appendix A for definitions of terms and employment estimates. Dashes indicate less than 50 workers. Because of rounding, sums of individual items may not equal totals.

Building materials, hardware, and farm equipment

Table 3. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by sex, United States and regions, June 1961

Average hourly earnings	United States		Northeast		South		North Central		West	
	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women
Under \$0.50	-	-	-	-	-	1	-	-	-	-
Under \$0.55	-	1	-	-	1	3	-	-	-	1
Under \$0.60	-	1	-	-	1	3	-	-	-	1
Under \$0.65	1	1	-	-	2	5	-	-	-	1
Under \$0.70	1	3	-	1	2	8	1	1	-	1
Under \$0.75	1	4	-	1	2	9	1	3	-	1
Under \$0.80	2	6	-	1	4	13	1	6	-	1
Under \$0.85	3	7	1	2	6	14	2	7	-	1
Under \$0.90	3	8	1	2	7	17	2	8	-	3
Under \$0.95	4	9	1	3	9	18	3	9	1	4
Under \$1.00	5	10	1	3	11	20	3	10	1	5
Under \$1.05	11	21	4	13	23	34	8	23	4	8
Under \$1.10	13	23	5	13	27	36	9	25	4	9
Under \$1.15	16	28	7	20	32	41	11	30	5	11
Under \$1.20	18	32	8	24	37	46	12	34	6	14
Under \$1.25	21	35	9	28	42	51	14	38	7	16
Under \$1.30	26	44	13	39	49	55	20	46	10	26
Under \$1.35	28	47	16	42	52	59	22	48	11	30
Under \$1.40	31	52	18	47	56	62	25	54	13	35
Under \$1.45	34	55	21	53	60	65	28	56	15	41
Under \$1.50	37	58	23	57	63	67	30	59	16	42
Under \$1.60	46	68	34	65	71	74	40	70	23	52
Under \$1.70	50	76	40	76	74	82	46	78	26	59
Under \$1.80	56	81	48	79	78	87	52	83	33	70
Under \$1.90	61	86	54	83	82	89	57	89	37	77
Under \$2.00	65	88	58	84	84	90	61	92	41	80
Under \$2.10	71	92	67	89	88	93	69	94	47	86
Under \$2.20	74	94	71	93	89	95	72	95	49	89
Under \$2.30	78	95	76	96	92	96	76	96	55	91
Under \$2.40	80	96	79	96	92	98	79	96	57	92
Under \$2.50	82	98	82	98	93	98	82	97	61	95
Under \$2.60	85	99	85	99	94	99	86	98	66	97
Under \$2.70	87	99	89	99	95	99	88	99	69	97
Under \$2.80	89	99	90	99	96	99	90	99	73	97
Under \$2.90	91	99	91	99	96	100	92	99	77	97
Under \$3.00	92	99	93	99	97	100	93	99	79	97
Total	100	100	100	100	100	100	100	100	100	100
Number of employees (in thousands)	423.3	75.5	80.2	15.6	129.2	18.2	152.2	30.7	61.7	11.1
Average hourly earnings	\$1.83	\$1.43	\$1.95	\$1.50	\$1.47	\$1.29	\$1.89	\$1.42	\$2.32	\$1.61

NOTE: See appendix A for definitions of terms and employment estimates. Dashes indicate less than 0.5 percent. Because of rounding, sums of individual items may not equal totals.

Building materials, hardware, and farm equipment

Table 4. Distribution of nonsupervisory employees by average straight-time hourly earnings, by metropolitan and nonmetropolitan areas, United States and regions, June 1961

Average hourly earnings	(In thousands)									
	United States		Northeast		South		North Central		West	
	Metro- politan areas	Nonmetro- politan areas	Metro- politan areas	Nonmetro- politan areas	Metro- politan areas	Nonmetro- politan areas	Metro- politan areas	Nonmetro- politan areas	Metro- politan areas	Nonmetro- politan areas
Under \$0.50	.1	.7	-	-	.1	.5	-	.2	-	-
\$0.50 and under \$0.55	.2	1.4	-	.1	.2	.9	-	.3	-	.1
\$0.55 and under \$0.60	-	.4	-	-	-	.3	-	.1	-	-
\$0.60 and under \$0.65	.4	.9	-	-	.3	.6	-	.2	-	.1
\$0.65 and under \$0.70	.4	1.0	.1	.1	.1	.7	.2	.2	-	-
\$0.70 and under \$0.75	.4	1.6	.1	-	.1	1.0	.1	.6	-	-
\$0.75 and under \$0.80	1.3	3.5	.1	.1	.6	2.1	.6	1.4	-	-
\$0.80 and under \$0.85	1.4	2.5	.3	-	.6	2.2	.5	.3	-	-
\$0.85 and under \$0.90	1.2	2.9	.4	-	.3	1.9	.5	.7	-	.4
\$0.90 and under \$0.95	1.0	3.3	-	.2	.4	2.2	.5	.7	.1	.1
\$0.95 and under \$1.00	.9	2.7	.1	-	.5	2.0	.2	.7	-	.1
\$1.00 and under \$1.05	14.7	21.7	2.4	1.5	7.3	11.3	4.3	7.3	.6	1.6
\$1.05 and under \$1.10	2.0	5.0	.3	.1	1.1	3.6	.5	1.2	.1	.1
\$1.10 and under \$1.15	7.1	8.7	1.3	1.4	4.5	3.7	1.1	3.3	.2	.4
\$1.15 and under \$1.20	6.1	7.2	1.4	.3	3.4	4.0	1.3	1.8	.1	1.2
\$1.20 and under \$1.25	5.3	7.9	.8	.4	2.6	4.3	1.7	2.7	.2	.5
\$1.25 and under \$1.30	14.9	14.6	3.1	2.2	5.0	4.8	5.1	6.2	1.7	1.2
\$1.30 and under \$1.35	5.6	6.3	1.8	.4	2.2	3.1	1.2	2.0	.4	.7
\$1.35 and under \$1.40	8.2	8.2	1.8	1.0	2.7	3.0	2.7	3.6	1.0	.6
\$1.40 and under \$1.45	6.2	8.4	2.1	1.0	2.1	2.5	1.5	3.8	.4	1.2
\$1.45 and under \$1.50	5.2	7.6	1.3	1.5	2.5	2.1	1.1	3.5	.3	.6
\$1.50 and under \$1.60	21.6	23.0	5.6	4.4	5.4	5.8	8.4	9.6	2.2	3.2
\$1.60 and under \$1.70	15.5	11.6	4.0	2.2	2.9	3.2	6.8	5.1	1.8	1.1
\$1.70 and under \$1.80	14.5	14.5	4.3	2.4	3.4	2.0	4.8	6.8	2.0	3.2
\$1.80 and under \$1.90	13.8	9.7	4.1	1.8	3.4	2.0	4.7	4.0	1.6	1.8
\$1.90 and under \$2.00	9.6	7.4	1.8	1.6	1.3	2.1	4.9	2.2	1.6	1.5
\$2.00 and under \$2.10	18.3	11.0	5.4	2.6	3.1	2.3	7.7	4.6	2.2	1.6
\$2.10 and under \$2.20	9.5	4.0	2.8	.9	1.8	.5	3.4	1.9	1.5	.7
\$2.20 and under \$2.30	11.8	5.7	2.5	1.6	2.2	.9	5.1	1.7	2.1	1.4
\$2.30 and under \$2.40	7.8	2.6	2.4	.4	1.0	.3	3.6	1.1	.9	.8
\$2.40 and under \$2.50	7.5	2.6	2.1	.4	.6	.1	3.0	.9	1.8	1.2
\$2.50 and under \$2.60	10.4	3.3	2.4	.4	1.5	.5	4.9	1.3	1.7	1.1
\$2.60 and under \$2.70	8.1	1.9	1.5	.6	.7	.3	4.1	.5	1.8	.4
\$2.70 and under \$2.80	7.4	.7	1.4	.1	.9	.2	2.8	.3	2.3	.1
\$2.80 and under \$2.90	5.4	1.9	1.0	.5	.6	.2	1.8	.9	2.0	.4
\$2.90 and under \$3.00	4.0	.7	1.1	-	.3	.1	1.4	.6	1.3	.1
\$3.00 and over	24.5	9.1	4.8	1.1	3.8	.7	6.5	3.6	9.5	1.8
Number of employees	272.4	226.4	64.3	31.5	69.4	77.9	97.1	85.8	41.6	31.3
Average hourly earnings	\$1.97	\$1.56	\$1.95	\$1.77	\$1.64	\$1.28	\$2.00	\$1.63	\$2.48	\$1.91

NOTE: See appendix A for definitions of terms and employment estimates. Dashes indicate less than 50 workers. Because of rounding, sums of individual items may not equal totals.

Building materials, hardware, and farm equipment

Table 5. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by metropolitan and nonmetropolitan areas, United States and regions, June 1961

Average hourly earnings	United States		Northeast		South		North Central		West	
	Metro- politan areas	Nonmetro- politan areas	Metro- politan areas	Nonmetro- politan areas	Metro- politan areas	Nonmetro- politan areas	Metro- politan areas	Nonmetro- politan areas	Metro- politan areas	Nonmetro- politan areas
Under \$0.50	-	-	-	-	-	1	-	-	-	-
Under \$0.55	-	1	-	-	1	2	-	1	-	-
Under \$0.60	-	1	-	-	1	2	-	1	-	-
Under \$0.65	-	2	-	-	1	3	-	1	-	1
Under \$0.70	-	2	-	1	1	4	-	1	-	1
Under \$0.75	1	3	-	1	1	5	-	2	-	1
Under \$0.80	-	-	-	-	-	-	-	-	-	-
Under \$0.85	1	4	-	1	2	8	1	3	-	1
Under \$0.90	2	5	1	1	3	11	2	4	-	1
Under \$0.95	2	7	2	1	4	13	2	5	-	2
Under \$1.00	2	8	2	1	4	16	3	5	-	3
	3	9	2	2	5	18	3	6	-	3
Under \$1.05	-	-	-	-	-	-	-	-	-	-
Under \$1.10	8	19	6	6	15	33	7	15	2	8
Under \$1.15	9	21	6	7	17	37	8	16	2	8
Under \$1.20	11	25	8	11	23	42	9	20	3	9
Under \$1.25	14	28	10	12	28	47	10	22	3	13
	16	32	11	14	32	53	12	25	3	15
Under \$1.30	-	-	-	-	-	-	-	-	-	-
Under \$1.35	21	38	16	21	39	59	17	32	8	19
Under \$1.40	23	41	19	22	42	63	18	35	9	21
Under \$1.45	26	44	22	25	46	67	21	39	11	23
Under \$1.50	28	48	25	28	49	70	23	43	12	27
	30	52	27	33	53	73	24	47	13	29
Under \$1.60	-	-	-	-	-	-	-	-	-	-
Under \$1.70	38	62	36	47	61	80	33	59	18	39
Under \$1.80	44	67	42	54	65	84	40	64	23	42
Under \$1.90	49	73	47	61	70	87	44	72	27	53
Under \$2.00	54	77	55	67	75	89	49	77	31	58
	58	81	58	72	77	92	54	80	35	64
Under \$2.10	-	-	-	-	-	-	-	-	-	-
Under \$2.20	65	86	66	81	81	95	62	85	40	68
Under \$2.30	68	87	70	83	84	96	66	87	44	71
Under \$2.40	72	90	74	89	87	97	71	89	49	75
Under \$2.50	75	91	78	90	88	97	75	91	51	78
	78	92	81	91	89	98	78	92	55	81
Under \$2.60	-	-	-	-	-	-	-	-	-	-
Under \$2.70	82	94	85	92	91	98	83	93	59	85
Under \$2.80	85	95	87	94	92	99	87	94	64	86
Under \$2.90	88	95	89	95	93	99	90	94	69	87
Under \$3.00	90	96	91	96	94	99	92	95	74	88
	91	96	93	96	95	99	93	96	77	88
Total	100	100	100	100	100	100	100	100	100	100
Number of employees (in thousands)	272.4	226.4	64.3	31.5	69.4	77.9	97.1	85.8	41.6	31.3
Average hourly earnings	\$1.97	\$1.56	\$1.95	\$1.77	\$1.64	\$1.28	\$2.00	\$1.63	\$2.48	\$1.91

NOTE: See appendix A for definitions of terms and employment estimates.
Dashes indicate less than 0.5 percent.
Because of rounding, sums of individual items may not equal totals.

Building materials, hardware, and farm equipment

Table 6. Distribution of nonsupervisory employees by average straight-time hourly earnings, by enterprise and establishment sales-size classes and metropolitan and nonmetropolitan areas, United States and regions, June 1961

Average hourly earnings	United States						Metropolitan areas				Nonmetropolitan areas			
	Enterprises with annual sales of—						Enterprises with annual sales of—				Enterprises with annual sales of—			
	\$1,000,000 or more			Less than \$1,000,000			\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000	
	Establishments with annual sales of—		All establishments	Establishments with annual sales of—		All establishments	Establishments with annual sales of—		All establishments	Establishments with annual sales of—		All establishments	Establishments with annual sales of—	
	\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000
Under \$0.50 -----	-	-	-	.8	.2	.7	-	-	-	.1	-	-	.1	.6
\$0.50 and under \$0.55 -----	-	-	-	1.6	.5	1.1	-	-	-	.2	-	-	.4	.9
\$0.55 and under \$0.60 -----	.1	-	.1	.3	.1	.2	-	-	-	-	-	.1	.1	.2
\$0.60 and under \$0.65 -----	.1	-	-	1.3	.3	1.0	-	-	-	.3	-	-	.3	.6
\$0.65 and under \$0.70 -----	.2	.1	.2	1.1	.2	.9	-	.1	-	.3	.1	.1	.2	.6
\$0.70 and under \$0.75 -----	.1	.1	-	1.9	.7	1.2	-	-	.1	.2	.1	-	.5	1.0
\$0.75 and under \$0.80 -----	.6	.3	.2	4.3	1.0	3.2	.1	.1	.2	.9	.3	.1	.8	2.3
\$0.80 and under \$0.85 -----	.7	.4	.3	3.2	.9	2.3	.1	.2	.2	.9	.3	.1	.7	1.4
\$0.85 and under \$0.90 -----	1.1	.6	.5	3.1	.9	2.2	.1	.3	-	.9	.5	.2	.9	1.3
\$0.90 and under \$0.95 -----	1.0	.7	.3	3.3	1.1	2.2	.2	.2	.2	.4	.5	.1	.8	1.9
\$0.95 and under \$1.00 -----	1.1	.6	.5	2.6	1.0	1.5	.2	.3	.2	.3	.4	.2	.9	1.2
\$1.00 and under \$1.05 -----	9.8	6.8	2.9	26.5	11.0	15.6	3.4	.9	5.1	5.3	3.5	2.1	5.9	10.3
\$1.05 and under \$1.10 -----	1.7	1.2	.5	5.2	2.9	2.4	.7	.2	.7	.4	.5	.4	2.2	1.9
\$1.10 and under \$1.15 -----	4.1	3.4	.8	11.7	5.8	5.9	2.3	.2	2.4	2.3	1.1	.6	3.4	3.6
\$1.15 and under \$1.20 -----	3.7	3.1	.6	9.7	4.5	5.1	2.1	.3	1.8	2.0	1.1	.3	2.8	3.1
\$1.20 and under \$1.25 -----	4.0	2.9	1.1	9.2	5.3	3.8	1.7	.4	1.4	1.7	1.2	.7	4.0	2.1
\$1.25 and under \$1.30 -----	7.4	5.4	2.1	22.1	7.7	14.4	3.8	.7	3.9	6.5	1.6	1.4	3.8	7.9
\$1.30 and under \$1.35 -----	4.0	3.4	.6	8.0	4.0	3.9	2.5	.1	1.6	1.5	.9	.5	2.4	2.4
\$1.35 and under \$1.40 -----	6.2	5.0	1.2	10.2	4.8	5.4	3.6	.3	2.0	2.3	1.3	.9	2.9	3.0
\$1.40 and under \$1.45 -----	3.5	2.9	.6	11.1	5.1	6.0	2.2	.3	1.4	2.3	.7	.3	3.7	3.7
\$1.45 and under \$1.50 -----	4.8	3.9	.9	8.0	4.1	3.9	2.1	.1	1.4	1.6	1.8	.8	2.8	2.3
\$1.50 and under \$1.60 -----	11.0	9.7	1.3	33.6	16.2	17.3	6.8	.3	5.8	8.8	3.0	1.0	10.4	8.6
\$1.60 and under \$1.70 -----	8.9	7.1	1.9	18.2	8.6	9.6	4.9	.5	3.9	6.1	2.2	1.3	4.7	3.5
\$1.70 and under \$1.80 -----	9.5	8.6	1.0	19.5	10.9	8.6	6.0	.3	4.3	3.9	2.6	.6	6.6	4.7
\$1.80 and under \$1.90 -----	8.2	7.4	.8	15.3	8.6	6.7	5.5	.1	4.4	3.8	1.9	.7	4.2	2.9
\$1.90 and under \$2.00 -----	7.5	6.0	1.5	9.5	6.0	3.4	5.4	.1	2.3	1.7	.7	1.4	3.1	1.1
\$2.00 and under \$2.10 -----	10.9	9.7	1.2	18.5	8.3	10.2	7.8	.8	4.0	5.8	1.9	.4	4.3	4.4
\$2.10 and under \$2.20 -----	5.2	4.9	.3	8.3	5.2	3.1	4.1	.1	3.2	2.1	.8	.2	2.0	1.0
\$2.20 and under \$2.30 -----	6.4	5.4	1.0	11.1	6.4	4.7	4.9	.4	3.7	2.8	.5	.6	2.7	1.9
\$2.30 and under \$2.40 -----	5.3	5.0	.3	5.2	3.7	1.5	4.6	.2	2.0	1.0	.3	.1	1.7	.5
\$2.40 and under \$2.50 -----	3.8	3.7	.1	6.3	5.2	1.1	3.4	.1	3.3	.6	.3	-	1.8	.5
\$2.50 and under \$2.60 -----	5.8	5.5	.3	7.9	4.0	3.9	5.0	.2	2.7	2.4	.4	.1	1.2	1.5
\$2.60 and under \$2.70 -----	4.1	3.9	.2	5.9	4.0	1.9	3.7	.1	3.0	1.3	.2	.1	1.0	.6
\$2.70 and under \$2.80 -----	3.7	3.6	.1	4.4	3.6	.7	3.2	.1	3.3	.7	.3	-	.3	-
\$2.80 and under \$2.90 -----	3.3	3.2	.1	4.0	2.9	1.1	2.8	.1	1.7	.9	.4	.1	1.2	.3
\$2.90 and under \$3.00 -----	2.4	2.4	-	2.3	1.8	.6	2.1	-	1.6	.3	.3	-	.2	.2
\$3.00 and over -----	17.1	16.6	.5	16.5	9.7	6.9	13.9	.4	5.7	4.6	2.7	.2	4.0	2.3
Number of employees -----	167.4	143.4	24.0	331.4	167.2	164.2	109.1	8.4	77.7	77.3	34.3	15.6	89.6	80.9
Average hourly earnings -----	\$1.96	\$2.03	\$1.54	\$1.69	\$1.78	\$1.59	\$2.15	\$1.61	\$1.95	\$1.76	\$1.68	\$1.50	\$1.64	\$1.45

NOTE: See appendix A for definitions of terms and employment estimates.
Dashes indicate less than 50 workers.
Because of rounding, sums of individual items may not equal totals.

Building materials, hardware, and farm equipment

Table 6. Distribution of nonsupervisory employees by average straight-time hourly earnings, by enterprise and establishment sales-size classes and metropolitan and nonmetropolitan areas, United States and regions, June 1961—Continued

Average hourly earnings	(In thousands)						Metropolitan areas				Nonmetropolitan areas			
	Northeast						Enterprises with annual sales of—							
	\$1,000,000 or more			Less than \$1,000,000			\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000	
	All establishments		Establishments with annual sales of—		All establishments		Establishments with annual sales of—		Establishments with annual sales of—		Establishments with annual sales of—		Establishments with annual sales of—	
	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000
Under \$0.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-
\$0.50 and under \$0.55	-	-	-	.1	-	-	-	-	-	-	-	-	-	-
\$0.55 and under \$0.60	-	-	-	-	-	-	-	-	-	-	-	-	-	-
\$0.60 and under \$0.65	-	-	-	-	-	-	-	-	-	-	-	-	-	-
\$0.65 and under \$0.70	-	-	-	.2	-	.2	-	-	-	-	-	-	.1	-
\$0.70 and under \$0.75	-	-	-	.1	-	.1	-	-	-	-	-	-	.1	-
\$0.75 and under \$0.80	.1	-	-	.1	-	-	-	-	-	-	-	-	-	-
\$0.80 and under \$0.85	-	-	-	.3	-	.3	-	-	-	-	-	-	.3	-
\$0.85 and under \$0.90	-	-	-	.4	-	.4	-	-	-	-	-	-	.4	-
\$0.90 and under \$0.95	-	-	-	.2	-	.2	-	-	-	-	-	-	-	-
\$0.95 and under \$1.00	-	-	-	.2	-	.1	-	-	-	-	-	-	.1	-
\$1.00 and under \$1.05	.8	.7	-	3.1	1.2	2.0	.5	-	.4	1.5	-	-	-	-
\$1.05 and under \$1.10	.1	.1	-	.3	.2	.2	.1	-	.2	.1	-	-	-	-
\$1.10 and under \$1.15	.8	.7	-	2.0	.7	1.3	.5	-	.2	.5	-	-	-	-
\$1.15 and under \$1.20	.3	.3	-	1.4	.2	1.3	.2	-	.1	1.0	-	-	-	-
\$1.20 and under \$1.25	.4	.3	-	.7	.2	.5	.3	-	.1	.3	-	-	-	-
\$1.25 and under \$1.30	.9	.8	-	4.5	1.8	2.7	.8	-	.8	1.5	-	-	-	-
\$1.30 and under \$1.35	.4	.4	-	1.8	.5	1.3	.4	-	.4	1.1	-	-	-	-
\$1.35 and under \$1.40	.6	.5	-	2.2	.9	1.3	.5	-	.4	.8	-	-	-	-
\$1.40 and under \$1.45	.6	.5	-	2.5	.7	1.8	.5	-	.3	1.3	-	-	-	-
\$1.45 and under \$1.50	.6	.5	-	2.2	1.4	.9	.4	-	.5	.4	-	-	-	-
\$1.50 and under \$1.60	1.6	1.5	-	8.4	4.3	4.1	1.1	-	1.3	3.2	-	-	-	-
\$1.60 and under \$1.70	1.2	1.0	-	5.0	2.2	2.8	.8	-	.8	2.4	-	-	-	-
\$1.70 and under \$1.80	1.9	1.7	-	4.8	3.0	1.8	1.6	-	1.5	.9	-	-	-	-
\$1.80 and under \$1.90	2.1	2.0	-	3.8	2.6	1.2	1.9	-	1.2	1.0	-	-	-	-
\$1.90 and under \$2.00	.6	.6	-	2.8	2.4	.4	.6	-	1.0	.2	-	-	-	-
\$2.00 and under \$2.10	2.1	2.0	-	5.9	3.4	2.5	1.8	-	1.0	2.4	-	-	-	-
\$2.10 and under \$2.20	1.0	1.0	-	2.8	1.5	1.3	.9	-	.8	1.0	-	-	-	-
\$2.20 and under \$2.30	.9	.8	-	3.2	2.2	1.1	.8	-	.8	.8	-	-	-	-
\$2.30 and under \$2.40	1.5	1.5	-	1.3	1.3	-	1.4	-	1.0	-	-	-	-	-
\$2.40 and under \$2.50	1.2	1.2	-	1.3	.9	.4	1.2	-	.6	.3	-	-	-	-
\$2.50 and under \$2.60	.9	.9	-	1.8	.7	1.1	.9	-	.6	.9	-	-	-	-
\$2.60 and under \$2.70	.5	.5	-	1.6	.9	.7	.5	-	.3	.6	-	-	-	-
\$2.70 and under \$2.80	.3	.3	-	1.2	1.1	.1	.3	-	.9	.1	-	-	-	-
\$2.80 and under \$2.90	.4	.4	-	1.0	.5	.5	.4	-	.1	.4	-	-	-	-
\$2.90 and under \$3.00	.3	.3	-	.8	.7	.1	.3	-	.7	.1	-	-	-	-
\$3.00 and over	2.7	2.5	-	3.1	1.5	1.6	2.4	-	1.1	1.1	-	-	-	-
Number of employees	24.7	23.1	-	71.1	36.8	34.4	21.3	-	17.1	24.8	-	-	-	-
Average hourly earnings	\$2.07	\$2.08	-	\$1.83	\$1.92	\$1.73	\$2.11	-	\$2.02	\$1.77	-	-	-	-

NOTE: See appendix A for definitions of terms and employment estimates.
Dashes indicate less than 50 workers.
Because of rounding, sums of individual items may not equal totals.

Building materials, hardware, and farm equipment

Table 6. Distribution of nonsupervisory employees by average straight-time hourly earnings, by enterprise and establishment sales-size classes and metropolitan and nonmetropolitan areas, United States and regions, June 1961—Continued

Average hourly earnings	(In thousands)													
	South						Metropolitan areas				Nonmetropolitan areas			
	Enterprises with annual sales of—													
	\$1,000,000 or more			Less than \$1,000,000			\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000	
	All estab-lish-ments	Establishments with annual sales of—		All estab-lish-ments	Establishments with annual sales of—		Establishments with annual sales of—		Establishments with annual sales of—		Establishments with annual sales of—		Establishments with annual sales of—	
	\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	
Under \$0.50 -----	-	-	.7	-	.6	-	-	-	.1	-	-	-	-	.5
\$0.50 and under \$0.55 -----	-	-	1.1	.4	.7	-	-	-	.2	-	-	-	.4	.5
\$0.55 and under \$0.60 -----	.1	-	.2	-	.2	-	-	-	-	-	-	-	-	.2
\$0.60 and under \$0.65 -----	-	-	.9	.3	.6	-	-	-	.3	-	-	.3	.3	.3
\$0.65 and under \$0.70 -----	.1	.1	.7	.1	.6	-	-	-	.1	-	-	.1	.5	.5
\$0.70 and under \$0.75 -----	-	-	1.1	.7	.4	-	-	.1	-	-	.5	.4		
\$0.75 and under \$0.80 -----	.3	.3	2.4	.8	1.7	-	-	.1	.5	-	.7	1.1		
\$0.80 and under \$0.85 -----	.4	.3	2.4	.9	1.5	.1	-	.2	.3	-	.7	1.2		
\$0.85 and under \$0.90 -----	.3	.2	1.9	.8	1.2	-	-	-	.3	-	.8	.9		
\$0.90 and under \$0.95 -----	.6	.5	2.0	.7	1.4	.1	-	.1	.2	-	.5	1.2		
\$0.95 and under \$1.00 -----	.8	.5	1.7	.7	1.0	.1	-	.1	.1	-	.6	.9		
\$1.00 and under \$1.05 -----	4.5	4.1	14.0	7.5	6.5	1.3		4.0	2.0		3.5	4.6		
\$1.05 and under \$1.10 -----	.8	.7	3.8	2.3	1.5	.4		.5	.2		1.8	1.3		
\$1.10 and under \$1.15 -----	2.0	1.8	6.1	4.0	2.2	1.2		1.9	1.3		2.0	.8		
\$1.15 and under \$1.20 -----	2.0	1.8	5.3	3.1	2.2	1.2		1.4	.7		1.7	1.5		
\$1.20 and under \$1.25 -----	2.0	1.8	4.9	3.3	1.5	.9		1.0	.6		2.3	1.0		
\$1.25 and under \$1.30 -----	2.1	1.9	7.7	3.4	4.2	1.4		2.0	1.5		1.5	2.7		
\$1.30 and under \$1.35 -----	1.9	1.8	3.4	1.8	1.7	1.4		.7	.2		1.1	1.5		
\$1.35 and under \$1.40 -----	2.3	2.1	3.5	2.0	1.4	1.6		.8	.3		1.3	1.1		
\$1.40 and under \$1.45 -----	1.2	1.1	3.5	2.1	1.4	.8		.7	.7		1.4	.8		
\$1.45 and under \$1.50 -----	1.4	1.3	3.2	1.3	1.9	.9		.6	1.0		.7	.9		
\$1.50 and under \$1.60 -----	2.9	2.7	8.3	3.5	4.8	1.9		1.6	1.9		1.9	3.0		
\$1.60 and under \$1.70 -----	2.0	1.7	4.1	2.2	1.9	1.2		.9	.7		1.4	1.2		
\$1.70 and under \$1.80 -----	2.0	1.8	3.5	1.7	1.8	1.3		1.0	1.0		.7	.8		
\$1.80 and under \$1.90 -----	1.4	1.2	4.0	2.2	1.8	.9		1.3	1.2		.8	.7		
\$1.90 and under \$2.00 -----	1.9	.7	1.6	1.2	.4	.6		.5	.2		.6	.2		
\$2.00 and under \$2.10 -----	1.4	1.2	3.9	1.4	2.5	.9		.8	1.3		.5	1.2		
\$2.10 and under \$2.20 -----	.7	.7	1.5	1.2	.3	.6		1.1	.1		.1	.2		
\$2.20 and under \$2.30 -----	.9	.4	2.2	1.5	.7	.4		1.3	.5		.2	.2		
\$2.30 and under \$2.40 -----	.5	.4	.7	.5	.2	.4		.2	.2		.3	-		
\$2.40 and under \$2.50 -----	.3	.2	.5	.5	-	.1		.4	-		-	-		
\$2.50 and under \$2.60 -----	.6	.5	1.4	.8	.6	.4		.6	.4		.2	.3		
\$2.60 and under \$2.70 -----	.2	.2	.8	.3	.5	.2		.3	.2		-	.3		
\$2.70 and under \$2.80 -----	.2	.1	.9	.5	.4	.1		.4	.3		.1	-		
\$2.80 and under \$2.90 -----	.5	.5	.3	.2	.1	.4		.2	-		-	.1		
\$2.90 and under \$3.00 -----	-	-	.3	.2	.1	-		.1	.1		.1	-		
\$3.00 and over -----	2.2	2.1	2.3	1.3	1.0	1.8		1.0	.9		.3	.1		
Number of employees -----	40.3	34.7	107.0	55.4	51.6	22.5		26.2	19.4		29.2	32.2		
Average hourly earnings -----	\$1.59	\$1.59	\$1.39	\$1.42	\$1.36	\$1.75		\$1.60	\$1.56		\$1.26	\$1.24		

NOTE: See appendix A for definitions of terms and employment estimates.
 Dashes indicate less than 50 workers.
 Because of rounding, sums of individual items may not equal totals.

Building materials, hardware, and farm equipment

Table 6. Distribution of nonsupervisory employees by average straight-time hourly earnings, by enterprise and establishment sales-size classes and metropolitan and nonmetropolitan areas, United States and regions, June 1961—Continued

Average hourly earnings	North Central						Metropolitan areas				Nonmetropolitan areas			
	Enterprises with annual sales of—						Enterprises with annual sales of—				Enterprises with annual sales of—			
	\$1,000,000 or more			Less than \$1,000,000			\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000	
	Establishments with annual sales of—		All establishments	Establishments with annual sales of—		All establishments	Establishments with annual sales of—		Establishments with annual sales of—		Establishments with annual sales of—		Establishments with annual sales of—	
	\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000
Under \$0.50	-	-	-	.2	.1	.1	-	-	-	-	-	.1	.1	.1
\$0.50 and under \$0.55	-	-	-	.3	-	.3	-	-	-	-	-	-	-	.3
\$0.55 and under \$0.60	-	-	-	.1	-	-	-	-	-	-	-	-	-	-
\$0.60 and under \$0.65	-	-	-	.2	-	.2	-	-	-	-	-	-	-	.2
\$0.65 and under \$0.70	.2	-	.2	.2	.1	.1	-	-	.1	-	.1	.1	-	.6
\$0.70 and under \$0.75	.1	.1	-	.7	-	.7	-	-	.1	-	-	-	-	.6
\$0.75 and under \$0.80	.3	.1	.2	1.8	.3	1.5	.1	.1	.4	-	.1	.2	1.1	-
\$0.80 and under \$0.85	.3	.1	.2	.6	-	.5	-	-	.4	-	-	-	.2	-
\$0.85 and under \$0.90	.6	.1	.4	.6	.1	.5	.1	-	.2	-	.2	.1	.3	-
\$0.90 and under \$0.95	.3	.1	.3	.9	.4	.5	.1	.1	.1	-	.1	.2	.4	-
\$0.95 and under \$1.00	.3	.1	.2	.6	.2	.3	.1	-	.1	-	.1	.2	.3	-
\$1.00 and under \$1.05	4.0	1.7	2.3	7.6	1.7	5.9	1.4	.4	1.7	-	1.5	1.3	4.2	-
\$1.05 and under \$1.10	.8	.4	.4	.9	.4	.5	.2	-	.1	-	.3	.4	.4	-
\$1.10 and under \$1.15	1.2	.8	.5	3.2	1.0	2.2	.6	.1	.4	-	.4	.9	1.8	-
\$1.15 and under \$1.20	1.0	.7	.3	2.0	1.2	.8	.6	.3	.2	-	.1	.9	.6	-
\$1.20 and under \$1.25	1.5	.7	.7	2.9	1.3	1.5	.5	.1	.8	-	.5	1.2	.8	-
\$1.25 and under \$1.30	3.5	1.8	1.7	7.8	1.9	5.9	1.1	.8	2.6	-	1.2	1.1	3.3	-
\$1.30 and under \$1.35	1.3	.9	.4	2.0	1.1	.8	.5	.4	.3	-	.4	.7	.6	-
\$1.35 and under \$1.40	2.9	1.9	1.0	3.4	1.5	1.9	1.2	.5	.8	-	.7	1.0	1.1	-
\$1.40 and under \$1.45	1.4	1.0	.4	3.9	1.6	2.3	.7	.3	.3	-	.2	1.3	.7	-
\$1.45 and under \$1.50	2.6	1.9	.7	2.0	1.1	.8	.6	.3	.1	-	.6	.9	.7	-
\$1.50 and under \$1.60	5.1	4.1	1.0	12.9	6.3	6.7	3.0	2.2	3.0	-	.8	4.1	3.7	-
\$1.60 and under \$1.70	4.2	3.1	1.2	7.6	3.6	4.0	2.0	1.9	2.5	-	.8	1.7	1.5	-
\$1.70 and under \$1.80	3.3	2.7	.6	8.4	4.9	3.5	1.9	1.4	1.4	-	.4	3.5	2.2	-
\$1.80 and under \$1.90	3.4	2.9	.5	5.3	2.9	2.4	2.1	1.4	1.1	-	.4	1.5	1.3	-
\$1.90 and under \$2.00	4.3	4.0	.3	2.8	1.8	.9	3.8	.4	.5	-	.2	1.4	.4	-
\$2.00 and under \$2.10	5.7	4.9	.8	6.6	2.7	3.9	4.1	1.4	1.5	-	.2	1.2	2.4	-
\$2.10 and under \$2.20	2.4	2.2	.2	2.9	2.0	.9	1.8	.9	.6	-	.1	1.1	.3	-
\$2.20 and under \$2.30	3.4	3.0	.4	3.4	1.8	1.7	2.8	1.3	.7	-	.1	.5	1.0	-
\$2.30 and under \$2.40	2.6	2.5	.2	2.0	1.2	.8	2.3	.6	.5	-	.1	.6	.3	-
\$2.40 and under \$2.50	1.7	1.6	.1	2.3	1.7	.6	1.5	1.1	.3	-	-	.6	.3	-
\$2.50 and under \$2.60	3.0	2.9	.2	3.1	1.5	1.7	2.8	.9	1.0	-	-	.6	.6	-
\$2.60 and under \$2.70	2.1	2.0	.1	2.5	2.0	.5	2.0	1.7	.3	-	.1	.3	.2	-
\$2.70 and under \$2.80	2.0	1.9	.1	1.1	.9	.2	1.7	.9	.2	-	-	.1	-	-
\$2.80 and under \$2.90	1.6	1.6	.1	1.0	.9	.1	1.3	.4	.1	-	-	.5	.1	-
\$2.90 and under \$3.00	1.2	1.2	-	.8	.5	.3	.9	.3	.1	-	-	.1	.2	-
\$3.00 and over	5.0	4.7	.3	5.1	3.2	1.9	4.5	1.4	.5	-	.2	1.8	1.4	-
Number of employees	73.1	57.6	15.6	109.7	52.0	57.7	46.3	22.0	23.0	-	9.7	30.0	34.7	-
Average hourly earnings	\$1.96	\$2.09	\$1.47	\$1.74	\$1.88	\$1.61	\$2.19	\$2.05	\$1.70	-	\$1.43	\$1.76	\$1.55	-

NOTE: See appendix A for definitions of terms and employment estimates.
Dashes indicate less than 50 workers.
Because of rounding, sums of individual items may not equal totals.

Building materials, hardware, and farm equipment

Table 6. Distribution of nonsupervisory employees by average straight-time hourly earnings, by enterprise and establishment sales-size classes and metropolitan and nonmetropolitan areas, United States and regions, June 1961—Continued

Average hourly earnings	(In thousands)													
	West						Metropolitan areas				Nonmetropolitan areas			
	Enterprises with annual sales of—													
	\$1,000,000 or more			Less than \$1,000,000			\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000	
	All establishments	Establishments with annual sales of—		All establishments	Establishments with annual sales of—		Establishments with annual sales of—		Establishments with annual sales of—		Establishments with annual sales of—		Establishments with annual sales of—	
	\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	
Under \$0.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-
\$0.50 and under \$0.55	-	-	-	.1	-	.1	-	-	-	-	-	-	-	-
\$0.55 and under \$0.60	-	-	-	-	-	-	-	-	-	-	-	-	-	-
\$0.60 and under \$0.65	-	-	-	.1	-	.1	-	-	-	-	-	-	-	-
\$0.65 and under \$0.70	-	-	-	-	-	-	-	-	-	-	-	-	-	-
\$0.70 and under \$0.75	-	-	-	-	-	-	-	-	-	-	-	-	-	-
\$0.75 and under \$0.80	-	-	-	-	-	-	-	-	-	-	-	-	-	-
\$0.80 and under \$0.85	-	-	-	-	-	-	-	-	-	-	-	-	-	-
\$0.85 and under \$0.90 .....	.2	.2	-	.2	-	.2	-	-	-	-	-	-	-	-
\$0.90 and under \$0.95	-	-	-	.2	-	.2	-	-	-	-	-	-	-	-
\$0.95 and under \$1.00	-	-	-	.1	.1	.1	-	-	-	-	-	-	-	-
\$1.00 and under \$1.05 .....	.5	.3	Insufficient data to warrant presentation.	1.7	.6	1.2	.2	-	-	-	-	-	-	-
\$1.05 and under \$1.10	-	-		.2	-	.2	-	-	-	-	-	-	-	-
\$1.10 and under \$1.15 .....	.2	.2		.4	.2	.2	-	-	-	-	-	-	-	-
\$1.15 and under \$1.20 .....	.4	.3		.9	.1	.8	-	-	-	-	-	-	-	-
\$1.20 and under \$1.25 .....	.1	.1		.7	.5	.2	-	-	-	-	-	-	-	-
\$1.25 and under \$1.30 .....	.9	.9		2.1	.5	1.5	.5	-	-	-	-	-	-	-
\$1.30 and under \$1.35 .....	.4	.3		.8	.6	.2	-	-	-	-	-	-	-	-
\$1.35 and under \$1.40 .....	.5	.5		1.2	.4	.7	-	-	-	-	-	-	-	-
\$1.40 and under \$1.45 .....	.4	.3		1.2	.8	.4	-	-	-	-	-	-	-	-
\$1.45 and under \$1.50 .....	.3	.2		.6	.3	.3	-	-	-	-	-	-	-	-
\$1.50 and under \$1.60	1.5	1.4	3.9	2.1	1.8	.8	-	-	-	-	-	-	-	
\$1.60 and under \$1.70	1.5	1.3	1.4	.5	.8	.9	-	-	-	-	-	-	-	
\$1.70 and under \$1.80	2.4	2.4	2.8	1.3	1.5	1.1	-	-	-	-	-	-	-	
\$1.80 and under \$1.90	1.3	1.3	2.2	.9	1.3	.5	-	-	-	-	-	-	-	
\$1.90 and under \$2.00 .....	.8	.7	2.3	.7	1.7	.4	-	-	-	-	-	-	-	
\$2.00 and under \$2.10	1.7	1.6	2.1	.9	1.2	.9	-	-	-	-	-	-	-	
\$2.10 and under \$2.20	1.1	1.1	1.1	.5	.6	.8	-	-	-	-	-	-	-	
\$2.20 and under \$2.30	1.3	1.2	2.2	.9	1.3	.9	-	-	-	-	-	-	-	
\$2.30 and under \$2.40 .....	.6	.6	1.1	.7	.4	.4	-	-	-	-	-	-	-	
\$2.40 and under \$2.50 .....	.7	.7	2.2	2.1	.1	.6	-	-	-	-	-	-	-	
\$2.50 and under \$2.60	1.2	1.2	1.6	1.0	.5	.9	-	-	-	-	-	-	-	
\$2.60 and under \$2.70	1.3	1.3	.9	.8	.1	1.1	-	-	-	-	-	-	-	
\$2.70 and under \$2.80	1.2	1.2	1.1	1.1	-	1.1	-	-	-	-	-	-	-	
\$2.80 and under \$2.90 .....	.7	.7	1.6	1.2	.4	.7	-	-	-	-	-	-	-	
\$2.90 and under \$3.00 .....	.9	.9	.5	.5	-	.8	-	-	-	-	-	-	-	
\$3.00 and over	7.2	7.2	6.0	3.7	2.3	5.1	-	-	-	-	-	-	-	
Number of employees	29.3	28.0	43.6	23.0	20.5	19.1	-	-	-	-	-	-	-	-
Average hourly earnings	\$2.41	\$2.45	\$2.09	\$2.27	\$1.90	\$2.58	-	-	-	-	-	-	-	-

NOTE: See appendix A for definitions of terms and employment estimates.
 Dashes indicate less than 50 workers.
 Because of rounding, sums of individual items may not equal totals.

Building materials, hardware, and farm equipment

Table 7. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by enterprise and establishment sales-size classes and metropolitan and nonmetropolitan areas, United States and regions, June 1961

Average hourly earnings	United States						Metropolitan areas				Nonmetropolitan areas			
	Enterprises with annual sales of—													
	\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000			
	All estab-lish-ments	Establishments with annual sales of— \$250,000 or more	Less than \$250,000	All estab-lish-ments	Establishments with annual sales of— \$250,000 or more	Less than \$250,000	Establishments with annual sales of— \$250,000 or more	Less than \$250,000	Establishments with annual sales of— \$250,000 or more	Less than \$250,000	Establishments with annual sales of— \$250,000 or more	Less than \$250,000		
Under \$ 0.50	-	-	-	-	-	-	-	-	-	-	-	-	-	1
Under \$ 0.55	-	-	-	1	-	1	-	-	-	-	-	-	1	2
Under \$ 0.60	-	-	-	1	-	1	-	-	-	-	1	1	1	2
Under \$ 0.65	-	-	-	1	1	2	-	-	-	1	-	1	1	3
Under \$ 0.70	-	-	1	2	1	2	-	1	-	1	-	1	1	3
Under \$ 0.75	-	-	1	2	1	3	-	1	-	1	1	1	2	5
Under \$ 0.80	1	-	2	3	2	5	-	2	1	3	1	2	3	7
Under \$ 0.85	1	1	3	4	2	6	-	5	1	4	2	2	4	9
Under \$ 0.90	2	1	5	5	3	8	-	8	1	5	4	4	5	10
Under \$ 0.95	2	2	7	6	3	9	-	11	1	5	5	4	5	13
Under \$ 1.00	3	2	9	7	4	10	1	14	1	6	6	6	6	14
Under \$ 1.05	9	7	21	15	11	20	4	25	8	13	16	19	13	26
Under \$ 1.10	10	8	23	17	12	21	4	26	9	13	18	21	16	28
Under \$ 1.15	12	10	26	20	16	25	6	29	12	16	21	25	19	32
Under \$ 1.20	15	12	29	23	19	28	8	32	14	19	24	27	22	36
Under \$ 1.25	17	14	33	26	22	30	10	37	16	21	28	31	27	38
Under \$ 1.30	21	18	42	33	26	39	13	45	21	29	32	40	31	47
Under \$ 1.35	24	20	44	35	29	41	16	46	23	31	35	44	34	50
Under \$ 1.40	27	24	50	38	32	44	19	50	26	34	39	49	37	54
Under \$ 1.45	30	26	52	41	35	48	21	54	27	37	41	51	41	58
Under \$ 1.50	32	28	56	44	37	50	23	55	29	39	46	56	44	60
Under \$ 1.60	39	35	61	54	47	61	29	58	37	51	55	63	56	70
Under \$ 1.70	44	40	67	59	52	67	34	64	42	59	61	72	61	74
Under \$ 1.80	50	46	73	65	59	72	39	68	47	64	69	76	68	80
Under \$ 1.90	55	51	76	70	64	76	44	69	53	69	74	80	73	83
Under \$ 2.00	59	56	83	73	67	78	49	70	56	71	76	89	77	85
Under \$ 2.10	66	62	88	78	72	84	56	80	61	78	82	92	82	90
Under \$ 2.20	69	66	89	81	75	86	60	81	65	81	84	93	84	91
Under \$ 2.30	73	70	93	84	79	89	64	86	70	85	86	97	87	93
Under \$ 2.40	76	73	94	86	81	90	69	88	72	86	87	97	89	94
Under \$ 2.50	78	76	95	88	85	91	72	89	77	87	87	97	91	94
Under \$ 2.60	82	79	96	90	87	93	76	93	80	90	89	97	93	96
Under \$ 2.70	84	82	97	92	89	94	80	94	84	92	89	98	94	97
Under \$ 2.80	86	85	97	93	91	95	83	95	88	92	90	98	94	97
Under \$ 2.90	88	87	98	94	93	95	85	95	91	94	91	99	95	97
Under \$ 3.00	90	88	98	95	94	96	87	95	93	94	92	99	96	97
Total	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Number of employees (in thousands)	167.4	143.4	24.0	331.4	167.2	164.2	109.1	8.4	77.7	77.3	34.3	15.6	89.6	86.9
Average hourly earnings	\$1.96	\$2.03	\$1.54	\$1.69	\$1.78	\$1.59	\$2.15	\$1.61	\$1.95	\$1.76	\$1.68	\$1.50	\$1.64	\$1.45

NOTE: See appendix A for definitions of terms and employment estimates.
Dashes indicate less than 0.5 percent.
Because of rounding, sums of individual items may not equal totals.

Building materials, hardware, and farm equipment

Table 7. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by enterprise and establishment sales-size classes and metropolitan and nonmetropolitan areas, United States and regions, June 1961—Continued

Average hourly earnings	Northeast					Metropolitan areas				Nonmetropolitan areas			
	Enterprises with annual sales of—												
	\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000		
	All establishments	Establishments with annual sales of—		All establishments	Establishments with annual sales of—		Establishments with annual sales of—		Establishments with annual sales of—		Establishments with annual sales of—		
		\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	
Under \$0.50 -----	-	-	-	-	-	-	-	-	-	-	-	-	-
Under \$0.55 -----	-	-	-	-	-	-	-	-	-	-	-	-	-
Under \$0.60 -----	-	-	-	-	-	-	-	-	-	-	-	-	-
Under \$0.65 -----	-	-	-	-	-	-	-	-	-	-	-	-	-
Under \$0.70 -----	-	-	-	-	1	-	-	-	-	-	-	-	-
Under \$0.75 -----	-	-	1	-	1	-	-	-	-	-	-	1	-
Under \$0.80 -----	-	-	1	-	1	-	-	-	-	-	-	1	-
Under \$0.85 -----	-	-	1	-	2	-	-	-	-	-	-	2	-
Under \$0.90 -----	-	-	2	-	3	-	-	-	-	-	-	4	-
Under \$0.95 -----	-	-	2	-	3	-	-	-	-	-	-	4	-
Under \$1.00 -----	-	-	2	-	4	-	-	1	-	-	-	4	-
Under \$1.05 -----	4	3	7	4	10	3	-	3	-	10	-	-	-
Under \$1.10 -----	4	4	7	4	10	3	-	4	-	10	-	-	-
Under \$1.15 -----	7	7	10	6	14	5	-	5	-	12	-	-	-
Under \$1.20 -----	8	8	12	6	18	7	-	6	-	16	-	-	-
Under \$1.25 -----	10	10	13	7	19	8	-	6	-	17	-	-	-
Under \$1.30 -----	13	13	19	12	27	11	-	11	-	23	-	-	-
Under \$1.35 -----	15	15	22	13	31	13	-	13	-	28	-	-	-
Under \$1.40 -----	17	17	25	15	35	15	-	15	-	31	-	-	-
Under \$1.45 -----	20	19	28	17	40	18	-	18	-	36	-	-	-
Under \$1.50 -----	22	21	32	21	42	20	-	20	-	38	-	-	-
Under \$1.60 -----	28	28	43	33	54	24	-	27	-	51	-	-	-
Under \$1.70 -----	33	32	50	39	63	28	-	32	-	60	-	-	-
Under \$1.80 -----	40	39	57	47	68	36	-	41	-	64	-	-	-
Under \$1.90 -----	49	48	62	54	71	45	-	48	-	68	-	-	-
Under \$2.00 -----	52	51	66	60	72	48	-	54	-	69	-	-	-
Under \$2.10 -----	60	59	75	70	80	56	-	60	-	79	-	-	-
Under \$2.20 -----	64	63	78	74	83	61	-	64	-	83	-	-	-
Under \$2.30 -----	68	67	83	80	87	64	-	68	-	86	-	-	-
Under \$2.40 -----	74	73	85	83	87	71	-	74	-	86	-	-	-
Under \$2.50 -----	79	78	87	85	88	77	-	78	-	88	-	-	-
Under \$2.60 -----	82	82	89	87	91	81	-	81	-	91	-	-	-
Under \$2.70 -----	84	84	91	90	93	83	-	84	-	94	-	-	-
Under \$2.80 -----	85	86	93	92	94	85	-	89	-	94	-	-	-
Under \$2.90 -----	87	88	95	94	95	87	-	89	-	96	-	-	-
Under \$3.00 -----	89	89	96	96	95	88	-	94	-	96	-	-	-
Total -----	100	100	100	100	100	100	-	100	-	100	-	-	-
Number of employees (in thousands) -----	24.7	23.1	71.1	36.8	34.4	21.3	-	17.1	-	24.8	-	-	-
Average hourly earnings -----	\$2.07	\$2.08	\$1.83	\$1.92	\$1.73	\$2.11	-	\$2.02	-	\$1.77	-	-	-

NOTE: See appendix A for definitions of terms and employment estimates.
 Dashes indicate less than 0.5 percent.
 Because of rounding, sums of individual items may not equal totals.

Building materials, hardware, and farm equipment

Table 7. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by enterprise and establishment sales-size classes and metropolitan and nonmetropolitan areas, United States and regions, June 1961—Continued

Average hourly earnings	South					Metropolitan areas				Nonmetropolitan areas			
	Enterprises with annual sales of—					Enterprises with annual sales of—				Enterprises with annual sales of—			
	\$1,000,000 or more		Less than \$1,000,000			\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000	
	All establishments	Establishments with annual sales of—	All establishments	Establishments with annual sales of—		Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—
		\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more
Under \$0.50	-	-	1	-	1	-	-	1	-	-	-	2	-
Under \$0.55	-	-	2	1	3	-	-	2	-	-	1	3	-
Under \$0.60	-	-	2	1	3	-	-	2	-	-	2	4	-
Under \$0.65	-	-	3	1	4	-	-	3	-	-	2	5	-
Under \$0.70	-	-	3	2	5	-	-	4	-	-	3	6	-
Under \$0.75	1	1	4	3	6	-	-	4	-	-	5	7	-
Under \$0.80	1	1	7	4	9	-	-	6	-	-	7	11	-
Under \$0.85	2	2	9	6	12	-	-	8	-	-	9	15	-
Under \$0.90	3	3	11	7	14	-	-	9	-	-	12	17	-
Under \$0.95	4	4	13	8	17	1	1	10	2	2	14	21	2
Under \$1.00	6	5	14	10	19	1	1	11	3	3	16	24	4
Under \$1.05	18	17	27	23	32	7	7	21	18	18	28	38	8
Under \$1.10	20	20	31	27	35	8	8	22	20	20	34	42	10
Under \$1.15	25	24	37	35	39	14	14	29	27	27	41	45	14
Under \$1.20	30	30	42	40	43	19	19	32	33	33	47	49	18
Under \$1.25	35	35	46	46	46	23	23	36	37	37	54	52	22
Under \$1.30	40	40	53	52	54	29	29	43	44	44	60	61	26
Under \$1.35	45	46	57	56	58	35	35	44	47	47	63	66	30
Under \$1.40	50	51	60	59	60	42	42	46	50	50	68	69	34
Under \$1.45	53	54	63	63	63	46	46	49	52	52	73	71	38
Under \$1.50	57	58	66	65	67	50	50	54	55	55	75	74	42
Under \$1.60	64	66	74	72	76	58	58	64	61	61	82	83	46
Under \$1.70	68	71	78	76	80	64	64	67	64	64	86	87	50
Under \$1.80	73	76	81	79	83	69	69	72	68	68	88	89	54
Under \$1.90	77	80	85	83	87	73	73	78	73	73	91	92	58
Under \$2.00	82	82	86	85	87	76	76	79	75	75	93	92	62
Under \$2.10	85	85	90	87	92	80	80	86	79	79	95	96	66
Under \$2.20	87	87	91	90	93	83	83	87	83	83	96	97	70
Under \$2.30	89	88	93	92	94	84	84	89	87	87	97	98	74
Under \$2.40	91	90	94	93	95	86	86	90	89	89	98	98	78
Under \$2.50	91	90	94	94	95	87	87	90	90	90	98	98	82
Under \$2.60	93	92	96	95	96	88	88	92	92	92	98	98	86
Under \$2.70	93	92	96	96	97	89	89	93	94	94	98	99	90
Under \$2.80	94	93	97	97	98	90	90	95	95	95	99	99	94
Under \$2.90	95	94	98	97	98	92	92	96	96	96	99	99	98
Under \$3.00	95	94	98	98	98	92	92	96	96	96	99	99	100
Total	100	100	100	100	100	100	100	100	100	100	100	100	100
Number of employees (in thousands)	40.3	34.7	107.0	55.4	51.6	22.5	22.5	19.4	26.2	26.2	29.2	32.2	29.2
Average hourly earnings	\$1.59	\$1.59	\$1.39	\$1.42	\$1.36	\$1.75	\$1.75	\$1.56	\$1.60	\$1.56	\$1.26	\$1.24	\$1.24

NOTE: See appendix A for definitions of terms and employment estimates.
Dashes indicate less than 0.5 percent.
Because of rounding, sums of individual items may not equal totals.

Building materials, hardware, and farm equipment

Table 7. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by enterprise and establishment sales-size classes and metropolitan and nonmetropolitan areas, United States and regions, June 1961—Continued

Average hourly earnings	North Central						Metropolitan areas				Nonmetropolitan areas			
	Enterprises with annual sales of—													
	\$1,000,000 or more			Less than \$1,000,000			\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000	
	All estab-lish-ments	Establishments with annual sales of—		All estab-lish-ments	Establishments with annual sales of—		Establishments with annual sales of—		Establishments with annual sales of—		Establishments with annual sales of—		Establishments with annual sales of—	
\$250,000 or more		Less than \$250,000	\$250,000 or more		Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	
Under \$0.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Under \$0.55	-	-	-	-	-	1	-	-	-	-	-	-	-	1
Under \$0.60	-	-	-	-	-	1	-	-	-	-	-	-	-	1
Under \$0.65	-	-	1	-	-	1	-	-	-	-	-	-	-	2
Under \$0.70	-	1	1	1	-	1	-	-	-	-	1	1	1	2
Under \$0.75	-	1	1	1	-	3	-	-	-	1	1	1	1	3
Under \$0.80	1	-	3	3	1	5	-	-	3	-	2	1	7	
Under \$0.85	1	-	3	4	1	6	-	-	4	-	2	1	7	
Under \$0.90	2	1	6	4	1	7	-	-	5	-	4	2	8	
Under \$0.95	2	1	6	5	2	8	1	1	5	-	4	3	10	
Under \$1.00	3	1	7	5	2	8	1	1	6	-	5	3	10	
Under \$1.05	8	4	24	12	6	19	4	3	13	-	21	8	22	
Under \$1.10	9	5	26	13	7	19	4	3	13	-	24	9	23	
Under \$1.15	11	6	27	16	8	23	5	4	15	-	28	12	29	
Under \$1.20	12	7	31	18	11	25	6	5	16	-	29	15	31	
Under \$1.25	14	8	36	21	13	27	8	6	19	-	33	19	33	
Under \$1.30	19	11	47	28	17	38	10	10	30	-	46	22	42	
Under \$1.35	21	13	50	30	19	39	11	11	32	-	49	25	44	
Under \$1.40	25	16	56	33	22	42	14	14	35	-	58	28	47	
Under \$1.45	27	18	58	36	25	46	15	15	37	-	60	32	53	
Under \$1.50	30	21	63	38	27	48	16	17	37	-	66	35	54	
Under \$1.60	37	28	67	50	39	59	23	26	50	-	74	49	65	
Under \$1.70	43	34	70	57	46	66	27	35	61	-	82	54	69	
Under \$1.80	47	39	80	64	56	72	32	41	67	-	88	66	76	
Under \$1.90	52	44	83	69	61	76	36	48	72	-	92	71	80	
Under \$2.00	58	51	85	72	65	78	44	50	74	-	93	76	81	
Under \$2.10	66	59	90	78	70	85	53	56	81	-	95	80	88	
Under \$2.20	69	63	91	80	74	86	57	60	83	-	96	83	88	
Under \$2.30	74	68	94	84	77	89	63	66	87	-	97	85	91	
Under \$2.40	77	73	94	85	79	91	68	69	89	-	98	87	92	
Under \$2.50	80	75	95	88	83	92	71	74	90	-	98	89	93	
Under \$2.60	84	80	96	90	86	95	78	78	95	-	98	91	95	
Under \$2.70	87	84	97	93	89	95	82	86	96	-	99	92	95	
Under \$2.80	89	87	97	94	91	96	85	90	97	-	99	92	95	
Under \$2.90	92	90	98	95	93	96	88	92	97	-	99	94	95	
Under \$3.00	93	92	98	95	94	97	90	94	98	-	99	94	96	
Total	100	100	100	100	100	100	100	100	100	-	100	100	100	
Number of employees (in thousands)	73.1	57.6	15.6	109.7	52.0	57.7	46.3	22.0	23.0	-	9.7	30.0	34.7	
Average hourly earnings	\$1.96	\$2.09	\$1.47	\$1.74	\$1.88	\$1.61	\$2.19	\$2.05	\$1.70	-	\$1.43	\$1.76	\$1.55	

NOTE: See appendix A for definitions of terms and employment estimates.
Dashes indicate less than 0.5 percent.
Because of rounding, sums of individual items may not equal totals.

Building materials, hardware, and farm equipment

Table 7. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by enterprise and establishment sales-size classes and metropolitan and nonmetropolitan areas, United States and regions, June 1961—Continued

Average hourly earnings	West						Metropolitan areas				Nonmetropolitan areas			
	Enterprises with annual sales of—													
	\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000			
	All establishments	Establishments with annual sales of—	All establishments	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—		
	\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	
Under \$0.50	-	-	-	-	-	-	-	-	-	-	-	-	-	
Under \$0.55	-	-	-	-	-	-	-	-	-	-	-	-	-	
Under \$0.60	-	-	-	-	-	-	-	-	-	-	-	-	-	
Under \$0.65	-	-	-	-	-	1	-	-	-	-	-	-	-	
Under \$0.70	-	-	-	-	-	1	-	-	-	-	-	-	-	
Under \$0.75	-	-	-	-	-	1	-	-	-	-	-	-	-	
Under \$0.80	-	-	-	-	-	1	-	-	-	-	-	-	-	
Under \$0.85	-	-	-	-	-	1	-	-	-	-	-	-	-	
Under \$0.90	1	1	1	-	-	2	-	-	-	-	-	-	-	
Under \$0.95	1	1	1	-	-	3	-	-	-	-	-	-	-	
Under \$1.00	1	1	2	-	-	3	-	-	-	-	-	-	-	
Under \$1.05	3	2	6	3	9	1	-	-	-	-	-	-	-	
Under \$1.10	3	2	6	3	10	2	-	-	-	-	-	-	-	
Under \$1.15	3	3	7	4	11	2	-	-	-	-	-	-	-	
Under \$1.20	4	4	9	4	15	2	-	-	-	-	-	-	-	
Under \$1.25	5	4	11	7	16	3	-	-	-	-	-	-	-	
Under \$1.30	8	7	15	9	23	5	-	-	-	-	-	-	-	
Under \$1.35	9	8	17	11	24	6	-	-	-	-	-	-	-	
Under \$1.40	11	10	20	13	27	8	-	-	-	-	-	-	-	
Under \$1.45	12	11	22	17	30	10	-	-	-	-	-	-	-	
Under \$1.50	13	12	24	18	31	11	-	-	-	-	-	-	-	
Under \$1.60	18	17	33	27	40	15	-	-	-	-	-	-	-	
Under \$1.70	24	22	36	30	44	20	-	-	-	-	-	-	-	
Under \$1.80	32	30	43	35	51	25	-	-	-	-	-	-	-	
Under \$1.90	36	33	46	39	58	28	-	-	-	-	-	-	-	
Under \$2.00	39	37	53	42	65	30	-	-	-	-	-	-	-	
Under \$2.10	44	43	58	46	72	35	-	-	-	-	-	-	-	
Under \$2.20	48	47	60	48	74	39	-	-	-	-	-	-	-	
Under \$2.30	53	51	65	52	80	43	-	-	-	-	-	-	-	
Under \$2.40	55	53	68	55	82	46	-	-	-	-	-	-	-	
Under \$2.50	57	55	73	64	83	49	-	-	-	-	-	-	-	
Under \$2.60	61	60	76	68	86	54	-	-	-	-	-	-	-	
Under \$2.70	66	64	79	72	86	60	-	-	-	-	-	-	-	
Under \$2.80	70	69	81	77	87	65	-	-	-	-	-	-	-	
Under \$2.90	72	71	85	82	89	69	-	-	-	-	-	-	-	
Under \$3.00	75	74	86	84	89	73	-	-	-	-	-	-	-	
Total	100	100	100	100	100	100	-	-	-	-	-	-	-	
Number of employees (in thousands)	29.3	28.0	43.6	23.0	20.5	19.1	-	-	-	-	-	-	-	
Average hourly earnings	\$2.41	\$2.45	\$2.09	\$2.27	\$1.90	\$2.58	-	-	-	-	-	-	-	

NOTE: See appendix A for definitions of terms and employment estimates. Dashes indicate less than 0.5 percent. Because of rounding, sums of individual items may not equal totals.

Building materials, hardware, and farm equipment

Table 8. Number and average straight-time weekly earnings of nonsupervisory employees by weekly hours of work, by sex, United States and regions, June 1961

Weekly hours of work	(In thousands)									
	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
<u>All nonsupervisory employees</u>										
1 and under 15	18.8	\$ 14.13	4.1	\$ 13.81	4.5	\$ 12.99	7.4	\$ 13.88	2.8	\$ 17.10
15 and under 35	43.8	\$ 38.25	8.8	\$ 37.77	11.3	\$ 32.34	18.4	\$ 38.43	5.4	\$ 50.95
35 and under 40	22.4	\$ 68.09	6.8	\$ 70.29	5.0	\$ 58.99	8.5	\$ 65.44	2.1	\$ 93.83
40	103.8	\$ 82.60	23.1	\$ 82.01	26.0	\$ 67.34	35.5	\$ 81.43	19.2	\$ 106.13
Over 40 and under 44	22.9	\$ 82.28	4.4	\$ 81.82	5.8	\$ 67.22	8.6	\$ 83.16	4.1	\$ 102.00
44	46.1	\$ 90.40	9.0	\$ 87.24	8.5	\$ 74.23	17.5	\$ 95.52	11.1	\$ 97.19
Over 44 and under 49	99.6	\$ 83.79	20.2	\$ 89.83	25.9	\$ 68.88	38.2	\$ 80.11	15.3	\$ 95.21
49 and over	141.3	\$ 83.09	19.4	\$ 94.27	60.4	\$ 71.26	48.7	\$ 87.33	12.8	\$ 105.77
Total	498.8	\$ 76.54	95.8	\$ 78.75	147.3	\$ 64.96	182.8	\$ 77.59	72.8	\$ 94.28
<u>Men</u>										
1 and under 15	13.8	\$ 14.66	2.8	\$ 14.25	3.8	\$ 12.90	5.2	\$ 15.16	1.9	\$ 17.43
15 and under 35	31.0	\$ 40.32	6.0	\$ 39.52	8.2	\$ 32.36	12.6	\$ 41.00	4.2	\$ 54.74
35 and under 40	13.4	\$ 72.71	2.8	\$ 80.87	3.6	\$ 59.12	5.6	\$ 69.38	1.3	\$ 107.19
40	76.7	\$ 90.58	18.2	\$ 88.22	20.2	\$ 71.55	23.7	\$ 91.71	14.6	\$ 118.07
Over 40 and under 44	18.7	\$ 87.88	3.7	\$ 85.74	4.5	\$ 71.15	7.3	\$ 88.12	3.2	\$ 112.92
44	40.4	\$ 94.05	8.1	\$ 90.11	6.9	\$ 77.37	15.5	\$ 99.41	9.9	\$ 100.55
Over 44 and under 49	92.0	\$ 85.77	19.3	\$ 90.96	23.4	\$ 70.16	35.1	\$ 88.40	14.2	\$ 98.04
49 and over	137.3	\$ 83.72	19.3	\$ 94.62	58.5	\$ 71.67	47.0	\$ 88.16	12.5	\$ 106.62
Total	423.3	\$ 80.79	80.3	\$ 83.92	129.1	\$ 67.07	152.2	\$ 82.77	61.7	\$ 100.36
<u>Women</u>										
1 and under 15	5.1	\$ 12.70	1.3	\$ 12.86	.7	\$ 13.54	2.2	\$ 10.79	.9	\$ 16.43
15 and under 35	12.8	\$ 33.22	2.8	\$ 33.94	3.2	\$ 32.29	5.7	\$ 32.74	1.1	\$ 36.60
35 and under 40	9.0	\$ 61.21	4.0	\$ 62.90	1.4	\$ 58.68	2.8	\$ 57.54	.8	\$ 70.66
40	27.2	\$ 60.06	4.9	\$ 58.84	5.8	\$ 52.79	11.8	\$ 60.77	4.6	\$ 68.67
Over 40 and under 44	4.2	\$ 57.66	.7	\$ 60.59	1.3	\$ 53.72	1.4	\$ 56.85	.9	\$ 62.38
44	5.6	\$ 64.25	.9	\$ 60.50	1.5	\$ 60.01	2.0	\$ 64.58	1.3	\$ 71.36
Over 44 and under 49	7.5	\$ 59.56	.9	\$ 65.70	2.4	\$ 56.44	3.1	\$ 60.11	1.1	\$ 59.86
49 and over	4.0	\$ 61.90	.1	\$ 40.02	1.8	\$ 58.27	1.7	\$ 64.58	.4	\$ 75.69
Total	75.5	\$ 52.67	15.5	\$ 51.86	18.2	\$ 49.83	30.7	\$ 51.82	11.1	\$ 60.13

NOTE: See appendix A for definitions of terms and employment estimates.
 Dashes indicate less than 50 workers.
 Because of rounding, sums of individual items may not equal totals.

Building materials, hardware, and farm equipment

Table 9. Number and average straight-time weekly earnings of nonsupervisory employees by weekly hours of work, by metropolitan and nonmetropolitan areas, United States and regions, June 1961

Weekly hours of work	(In thousands)									
	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
<u>Metropolitan areas</u>										
1 and under 15	12.3	\$ 14.44	2.9	\$ 15.06	2.3	\$ 12.93	5.1	\$ 13.12	2.1	\$ 18.46
15 and under 35	24.8	\$ 41.10	5.7	\$ 40.84	5.2	\$ 33.53	10.6	\$ 40.78	3.3	\$ 54.55
35 and under 40	14.1	\$ 73.24	5.2	\$ 73.18	3.1	\$ 64.00	4.4	\$ 73.84	1.4	\$ 92.26
40	69.7	\$ 88.33	15.7	\$ 88.01	14.5	\$ 77.87	25.4	\$ 82.84	14.1	\$ 109.55
Over 40 and under 44	14.8	\$ 88.54	2.8	\$ 88.01	3.2	\$ 71.77	5.9	\$ 88.51	2.9	\$ 107.50
44	23.6	\$ 98.67	6.1	\$ 94.23	4.7	\$ 82.86	8.4	\$ 107.50	4.4	\$ 104.92
Over 44 and under 49	50.4	\$ 90.73	13.3	\$ 88.17	13.2	\$ 75.32	16.6	\$ 97.25	7.3	\$ 108.59
49 and over	62.6	\$ 93.89	12.6	\$ 94.38	23.2	\$ 81.30	20.8	\$ 98.57	6.1	\$ 124.91
Total	272.4	\$ 82.54	64.3	\$ 81.09	69.4	\$ 72.48	97.1	\$ 82.48	41.6	\$ 101.40
<u>Nonmetropolitan areas</u>										
1 and under 15	6.5	\$ 13.54	1.2	\$ 10.79	2.2	\$ 13.06	2.3	\$ 15.53	.7	\$ 13.22
15 and under 35	19.0	\$ 34.54	3.0	\$ 31.98	6.1	\$ 31.33	7.8	\$ 35.23	2.1	\$ 45.23
35 and under 40	8.3	\$ 59.33	1.6	\$ 61.00	1.9	\$ 50.76	4.1	\$ 56.49	.7	\$ 97.13
40	34.1	\$ 70.76	7.4	\$ 69.31	11.5	\$ 54.07	10.1	\$ 77.92	5.1	\$ 96.53
Over 40 and under 44	8.1	\$ 70.84	1.6	\$ 70.59	2.6	\$ 61.62	2.7	\$ 71.68	1.2	\$ 88.86
44	22.4	\$ 81.67	2.9	\$ 72.72	3.7	\$ 63.33	9.1	\$ 84.33	6.7	\$ 92.14
Over 44 and under 49	49.2	\$ 76.68	6.9	\$ 93.01	12.6	\$ 62.14	21.6	\$ 77.57	8.0	\$ 83.12
49 and over	78.7	\$ 74.50	6.8	\$ 94.07	37.2	\$ 65.00	28.0	\$ 78.98	6.8	\$ 88.57
Total	226.4	\$ 69.31	31.5	\$ 73.83	77.9	\$ 58.22	85.7	\$ 72.01	31.3	\$ 84.67

NOTE: See appendix A for definitions of terms and employment estimates.
Dashes indicate less than 50 workers.
Because of rounding, sums of individual items may not equal totals.

Building materials, hardware, and farm equipment

Table 10. Number and average straight-time weekly earnings of nonsupervisory employees by weekly hours of work, by enterprise and establishment sales-size classes, United States and regions, June 1961

(In thousands)										
Item	Enterprises with annual sales of \$1,000,000 or more									
	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
Establishments with annual sales of—										
\$250,000 or more:										
1 and under 15	3.6	\$ 16.54	.6	\$ 18.61	.4	\$ 14.08	2.2	\$ 16.16	.4	\$ 18.05
15 and under 35	10.2	\$ 46.73	2.0	\$ 43.17	1.6	\$ 36.25	4.8	\$ 44.30	1.9	\$ 65.20
35 and under 40	6.1	\$ 79.65	1.7	\$ 87.82	1.7	\$ 62.83	2.2	\$ 75.32	1.1	\$103.20
40	34.0	\$ 91.61	6.7	\$ 90.02	3.9	\$ 84.51	16.2	\$ 82.60	7.2	\$117.07
Over 40 and under 44	11.5	\$ 89.23	1.9	\$ 93.72	2.6	\$ 63.70	4.5	\$ 90.46	2.4	\$110.56
44	15.2	\$102.45	1.6	\$ 84.31	2.2	\$ 92.06	7.3	\$108.17	4.1	\$105.54
Over 44 and under 49	28.7	\$ 92.63	5.3	\$ 90.18	6.9	\$ 77.93	11.2	\$ 98.26	5.3	\$102.28
49 and over	33.6	\$ 92.57	3.1	\$105.36	15.5	\$ 74.61	9.2	\$102.58	5.6	\$118.21
Total	143.4	\$ 87.33	23.1	\$ 86.04	34.7	\$ 73.51	57.6	\$ 86.63	28.0	\$106.49
Less than \$250,000:										
1 and under 15 .....	.9	\$ 10.63					.6	\$ 10.44		
15 and under 35	3.3	\$ 32.68					2.6	\$ 31.82		
35 and under 40 .....	.8	\$ 43.83					.6	\$ 43.21		
40	4.1	\$ 69.71					3.1	\$ 67.14		
Over 40 and under 44 .....	.5	\$ 62.27					.3	\$ 71.19		
44	2.8	\$ 79.10	Insufficient data to warrant presentation.				1.1	\$ 86.28	Insufficient data to warrant presentation.	
Over 44 and under 49	5.9	\$ 71.23					4.1	\$ 69.67		
49 and over	2.7	\$ 77.16					3.3	\$ 74.67		
Total	24.0	\$ 64.55					15.6	\$ 60.58		
Establishments with annual sales of—										
\$250,000 or more:										
1 and under 15	5.6	\$ 13.19	1.5	\$ 11.90	1.9	\$ 17.07	1.2	\$ 13.92	1.1	\$ 16.06
15 and under 35	12.7	\$ 41.09	2.0	\$ 41.94	4.5	\$ 32.13	4.2	\$ 46.61	1.2	\$ 53.52
35 and under 40	6.9	\$ 69.43	2.3	\$ 71.77	1.8	\$ 59.65	2.5	\$ 73.55	.3	\$ 83.50
40	23.1	\$ 75.32	9.7	\$ 81.15	19.3	\$ 67.48	6.8	\$ 94.18	7.3	\$107.10
Over 40 and under 44	7.7	\$ 77.59	1.2	\$ 81.37	2.2	\$ 69.42	3.3	\$ 77.01	1.1	\$106.64
44	14.0	\$ 88.64	2.9	\$ 87.57	2.1	\$ 79.26	5.0	\$ 88.97	4.0	\$ 93.94
Over 44 and under 49	33.2	\$ 85.69	8.8	\$ 90.78	7.1	\$ 66.53	12.0	\$ 90.83	5.2	\$ 90.51
49 and over	53.9	\$ 82.80	8.5	\$ 98.37	25.5	\$ 70.72	17.0	\$ 87.32	2.9	\$116.78
Total	167.2	\$ 78.11	36.8	\$ 81.51	55.4	\$ 64.33	52.0	\$ 82.77	23.0	\$ 94.78
Less than \$250,000:										
1 and under 15	8.6	\$ 14.12	2.0	\$ 14.04	2.0	\$ 13.92	3.4	\$ 13.01	1.3	\$ 17.65
15 and under 35	17.6	\$ 32.36	3.8	\$ 32.15	4.8	\$ 30.79	6.8	\$ 31.72	2.3	\$ 38.00
35 and under 40	3.0	\$ 59.67	2.8	\$ 58.60	1.3	\$ 55.56	3.2	\$ 56.36	.7	\$ 88.71
40	32.6	\$ 72.05	7.5	\$ 75.84	11.2	\$ 60.55	9.4	\$ 74.86	4.5	\$ 88.44
Over 40 and under 44	3.3	\$ 66.10	1.2	\$ 63.56	.8	\$ 72.89	.6	\$ 67.81	.6	\$ 60.92
44	14.1	\$ 81.36	3.9	\$ 88.80	3.6	\$ 62.17	4.1	\$ 83.57	2.5	\$ 93.51
Over 44 and under 49	31.8	\$ 76.24	5.7	\$ 77.77	10.8	\$ 62.98	11.0	\$ 76.13	4.4	\$ 93.95
49 and over	48.1	\$ 77.50	7.4	\$ 74.81	17.2	\$ 67.96	19.2	\$ 82.14	4.3	\$ 82.36
Total	164.2	\$ 67.20	34.4	\$ 70.84	51.6	\$ 59.07	57.7	\$ 68.30	20.5	\$ 77.99

NOTE: See appendix A for definitions of terms and employment estimates.
 Dashes indicate less than 50 workers.
 Because of rounding, sums of individual items may not equal totals.

Appendix A: Scope and Method of Survey

Scope of Survey

This bulletin relates to those retail establishments which were classified, according to the 1957 edition of the Standard Industrial Classification Manual, as part of the building materials, hardware, and farm equipment group (SIC 52). This major group includes retail establishments primarily engaged in selling lumber; building materials; heating and plumbing equipment; paint, glass, and wallpaper; electrical supplies, hardware, and farm equipment. Establishments included in this group sell to contractors as well as to the general public. Included also are auxiliary units such as warehouses and central offices.

The 50 States and the District of Columbia are covered. The data reflect the earnings and hours of work of nonsupervisory employees for a representative payroll period ending nearest June 15, 1961.

Sample Design

The sample was designed to yield national and regional estimates for each of the major kinds of business groups in retail trade and for some specific lines of retail business. A stratified sample design was used with variable sampling ratios depending on the kind of business and employment size of the sample unit. For example, the sample size for lines of business shown separately was proportionately larger than for those not published and the probability of selection increased with the employment size of the sample unit.

The sample of 1,435 establishments for the building materials, hardware, and farm equipment group did not provide for publication of separate data for specific lines of business within the group.

Establishment samples were obtained from three different sources: (1) State Unemployment Insurance listings furnished by employer reporting units with eight or more employees. (2) The large chainstore enterprises provided current lists of retail stores and auxiliary units from which a sample of such units was selected. It was necessary to obtain these lists from the large chainstore enterprises because State Unemployment Insurance listings frequently provide data on a statewide or county basis for such companies rather than on an individual establishment basis. (3) The Bureau of the Census sample used in conjunction with its Monthly Survey of Retail Sales covering single-unit retail stores with fewer than eight employees. The Census coverage of small units was necessary to supplement the Bureau's universe list for retail trade, since State Unemployment Insurance laws in many States do not cover employers with fewer than four employees.

Method of Collection

The majority of the establishments included in the sample were solicited for information by mail. The largest units were visited in person by field economists of the Bureau of Labor Statistics, as were the smallest units by the Bureau of the Census enumerators acting as agents for the BLS. Personal visits were also made to a sample of the nonrespondents to the mail questionnaire.

Estimating Procedure

Data collected for each sampling unit were weighted in accordance with the probability of selecting that unit. For example, where 1 store out of 10 was selected from an industry-size group, data for that store were considered as representative of the 10 stores in the group. Thus, each segment of the retail trade industry was given its appropriate weight in the total, regardless of the disproportionate coverage of large and small stores.

No assumption has been made that the wage structures of the units not responding to the mail questionnaire were similar to those of the units responding. To minimize the bias resulting from nonresponse, data obtained by personal visits from a sample of nonrespondents were weighted to represent all other nonrespondents in similar industry-size groups. To compensate for schedules with unusable data, their weights were assigned to usable schedules of the same industry-size group and from the same or related area.

All estimated totals derived from the weighting process were further adjusted to the employment levels for June 1961, as reported in the Bureau of Labor Statistics monthly employment series. The published estimates in this report are, thus, consistent with the production worker employment shown in the monthly series. Employment estimates for individual industry groups, which the Bureau does not publish monthly, were prepared especially for purposes of this survey. Current regional estimates, which could not be prepared from the monthly series, were based on regional distributions from the most recent Census of Business, prepared by the Bureau of the Census.

The adjustment of the survey totals to the predesignated totals was confined, for the most part, to that segment of the survey for which the sample units were obtained from State Unemployment Insurance listings. The lists generally were prepared prior to the time of the survey and consequently do not account for units opened or closed after the date of the lists. In the Census and the large chainstore enterprise samples, the best unbiased estimates of totals were presumed to be the weighted-up sample totals, since there was no apparent problem of unrepresented business births in these groups.

Criteria for Publication of Estimates

The results of this survey differ from those that would have been obtained by a complete canvass of all retail operations, since the survey was conducted on a sample basis. These differences may be substantial in those instances where the sample was small. It has not been possible, therefore, to present data for all cases. No earnings distributions are shown for groupings of fewer than 50 stores, except for department stores where the sample included most of the large stores in the universe.

Definitions of Terms

Nonsupervisory employees include all full-time, part-time, seasonal, and casual employees below the supervisory level, such as salespersons, shipping, receiving, and stock clerks, laborers, warehousemen, caretakers, office clerks, driver-salesmen, deliverymen, installation and repairmen, elevator operators, porters, janitors, food service employees, and working supervisors.

Establishment is generally defined as a single physical location where business is conducted. In the case of two separate business entities transacting business at a single physical location (for example, a leased shoe department in a department store), each was treated as a separate establishment. On the other hand, a drug store which also operated a food counter was treated as a single establishment.

Enterprise. Establishments were considered to be part of a larger enterprise if owned by a company operating other establishments engaged in the same general field of business and under its general direction or control. The terms "enterprise" and "establishment" were used synonymously for single-unit companies.

Annual volume of sales excludes excise taxes at the retail level.

Earnings data relate to straight-time earnings and exclude premium pay for overtime and for work on weekends, holidays, and late shifts. Commission and bonus earnings and special sales bonuses, such as "P.M.'s" and "stims" paid quarterly or oftener, are included.

Individual average hourly earnings for employees not paid by the hour (e. g. , salary, commissions) were obtained by dividing individual earnings reported by the number of hours worked during the corresponding period.

Individual weekly earnings were obtained by multiplying the individual average hourly earnings by the number of hours worked during a single week in June 1961.

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

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

Regions used in this study include the following States: 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—Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming.

Metropolitan areas as used in this report refers to those cities and county areas defined by the Bureau of the Budget as "Standard Metropolitan Statistical Areas." Metropolitan areas include those counties containing at least one central city of 50,000 population and those counties around such cities which are metropolitan in character and economically and socially integrated with the county containing the central city. For a more detailed description, see Standard Metropolitan Statistical Areas, prepared by the Bureau of the Budget, 1961.

Appendix B: Questionnaire

BLS 2753

U. S. DEPARTMENT OF LABOR
BUREAU OF LABOR STATISTICS
WASHINGTON 25, D. C.

Budget Bureau No. 44-6114.
Approval expires 3-31-62.

Your report will be
held in confidence

RETAIL TRADE
Individual Hours and Earnings

BLS USE ONLY

State	Area	Ent. sales	SIC	Wgt.

1. COMPANY IDENTIFICATION:

The data, except for Item 2 which relates to the entire company, should cover all establishments (retail stores, warehouses, central offices, etc.) in the county or area designated to the left.

2. ANNUAL GROSS SALES FOR THE COMPANY OR ENTERPRISE:

Less than \$1,000,000 ☐ \$1,000,000 or more ☐

Check the block which indicates the annual gross volume of sales (exclusive of excise taxes at the retail level) from all related activities of the enterprise. Include receipts from stores covered by this report as well as all other related activities. Use the last calendar or fiscal year.

3. ESTABLISHMENT INFORMATION:

Please enter the information requested in the columns below for each separate establishment (retail store, warehouse, or central office) covered by this report. Each retail store in a separate location is considered a separate establishment for the purpose of this survey. However, if the records for main store and suburban branch are kept on a combined basis, they may be considered as one establishment.

(a) **Location:** Identify each establishment by its street address and city.

(b) **Type of Retail Activity:** Enter for each establishment the major retail activity such as department store, drug store, gas station, etc.

(c) **Employment:** Include all full-time, part-time, seasonal, and casual employees who received pay for any part of the payroll period ending nearest June 15, 1961. Exclude employees, such as those in leased department and demonstrators, who received all or a substantial part of their pay from another employer.

Total—Enter total number of employees including officers and other principle executives, such as buyers, department heads, and managers whose work is above the working supervisory level.

Nonsupervisory—Enter total number of employees below the supervisory level, such as salespersons, shipping and receiving clerks, laborers, warehousemen, caretakers, office clerks, driver-salesmen, installation and repairmen, elevator operators, porters, janitors, watchmen, and other employees whose services are closely associated with those listed above. Do not include officers and other principle executives, such as buyers, department heads, and managers whose work is above the working supervisory level.

(d) **Annual Gross Sales for the Establishment:** Check the column which indicates the annual gross volume of sales (exclusive of excise taxes at the retail level).

(e) **Weekly Store Hours:** Enter the number of hours that each retail store was open for business to the public during the week of June 11 to 17, 1961.

(a) Location (street address and city)	(b) Type of retail activity	(c) Employment for payroll period ending nearest June 15, 1961		(d) Gross establishment sales (were last year's sales \$250,000 or more?)		(e) Weekly store hours for June 11-17, 1961
		Total	Non- supervisory	Yes	No	

4. PAYROLL PERIOD:

Earnings and hours data reported on the following pages should correspond to your payroll period (for example, weekly, biweekly, or monthly) ending nearest June 15, 1961. Indicate the dates for the payroll period used. If the length of the payroll period varies among employees, enter the dates affecting the greatest number.

From _____, 19__ to _____, 19__.

5. EARNINGS AND HOURS OF WORK OF NONSUPERVISORY EMPLOYEES:

This study is designed to provide information on hourly earnings and weekly hours of work for both male and female nonsupervisory employees and working supervisors for a payroll period ending nearest June 15, 1961. The number of employees in each establishment for which earnings and hours data are reported should correspond with the number of nonsupervisory employees shown in item 3(c) on page 1. The information requested should be reported separately for each establishment and the establishment identified. If the establishment is a Department, Drug, or Variety Store and employs food counter, cafeteria, or restaurant workers, information for such workers should be entered only on the blue supplement provided.

Report earnings and hours separately for each employee unless these data are identical for two or more employees. Do not report aggregate earnings and hours for several workers. For convenience of reporting for employees paid on other than an hourly basis, columns 5 through 8 are provided. Data will not, however, be published separately by various methods of pay. Instructions and examples for reporting the necessary data in each column are listed below.

INSTRUCTIONS

<i>Complete columns 1, 2, and 3 for all nonsupervisory employees covered by this report.</i>	<p>Column (1)—Indicate whether the employee is male (M) or female (F).</p> <p>Column (2)—Use a separate line for each employee and enter "1," unless two or more employees of the same sex work the same number of hours during the selected week, and receive identical hourly or salary rates (see example 1). Data are to be reported individually for each employee whose earnings are based entirely or in part on commissions or bonuses (see examples 3, 4, and 5).</p> <p>Column (3)—Enter the number of hours worked during the week of June 11 to June 17, 1961. Include hours paid for sick leave, holidays, vacations, etc.</p>
<i>Use Column 4 to report earnings of employees paid on an hourly basis.</i>	<p>Column (4)—Enter the base (straight-time) hourly rate, exclusive of premium pay for overtime. This column may also be used to report earnings of employees paid on other than an hourly basis if average straight-time hourly earnings are available.</p>
<i>Use columns 5 and 6 to report earnings of employees paid on a weekly, biweekly, monthly, or semimonthly basis.</i>	<p>Column (5)—Enter the straight-time earnings for the salary period (weekly, biweekly, monthly, or semimonthly) ending nearest June 15, 1961. Include straight-time pay for overtime, but exclude overtime premium. Do not include "draws" against commission as salary.</p> <p>Column (6)—Enter the number of hours worked during the salary period. Include hours paid for sick leave, holidays, vacations, etc.</p>
<i>Use columns 7 and 8 to report earnings of nonsupervisory employees based entirely or in part on commissions and bonuses.</i>	<p>Column (7)—Enter the total commission and/or bonus earnings, including "PM's," "Stims," or any special bonuses based on sales paid quarterly or oftener by the store. These earnings are to be reported for the commission or bonus period ending nearest June 15, 1961. If the commissions earned during that pay period are not representative of normal commission earnings, a longer period may be used. If store employees receive both commission and bonus payments for an identical period of time, report the combined figure (see example 4). If bonus payments cover a period longer than the commission period, add only the prorated amount of the bonus to the commission earnings that correspond to the commission period (see example 5). For employees paid an hourly rate or salary in addition to commissions or bonuses, it is also necessary to complete column 4, or columns 5 and 6 (see examples 4 and 5).</p> <p>Column (8)—Enter the number of hours worked during the commission or bonus period. (The hours should refer to the total hours worked during the period and not necessarily only to those hours during which commissions or bonuses were earned.)</p>

EXAMPLES

- Two women each worked 36½ hours during the selected week, and each were paid a straight-time hourly rate of \$1.05.
- One man worked 40 hours during the selected week, and received a salary of \$125, exclusive of premium pay for overtime, for 88 hours worked during the salary period (½ month).
- One man worked 32½ hours during the selected week and was paid on a straight commission basis, receiving \$215.70 for 168 hours.
- One woman worked 40 hours during the selected week and was paid an hourly rate of \$1.25; she also received \$35 in commissions and \$7.50 in "PM's" for 173.6 hours worked during the commission period (1 month).
- One man worked 37½ hours during the selected week, and was paid a weekly salary of \$75; he also earned commissions of \$102 during a 1-month period (162 hours) and \$150 in bonuses during a 3-month period. Only ⅓ of the bonus, or \$50 is reported so that the bonus period corresponds to the commission period.

5. EARNINGS AND HOURS OF WORK OF NONSUPERVISORY EMPLOYEES:—Continued

BLS USE ONLY				
Sch.	Est. sales	City size	Emp.	Class. emp.

[illegible]

DATA FOR EACH ESTABLISHMENT SHOULD BE REPORTED SEPARATELY AND THE ESTABLISHMENT IDENTIFIED.

Do you want a copy of the Bureau's report on this survey? Yes ☐ No ☐

Name and title of person furnishing data _____