

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

JUNE 1962

BULLETIN NO. 1380-1

UNITED STATES DEPARTMENT OF LABOR

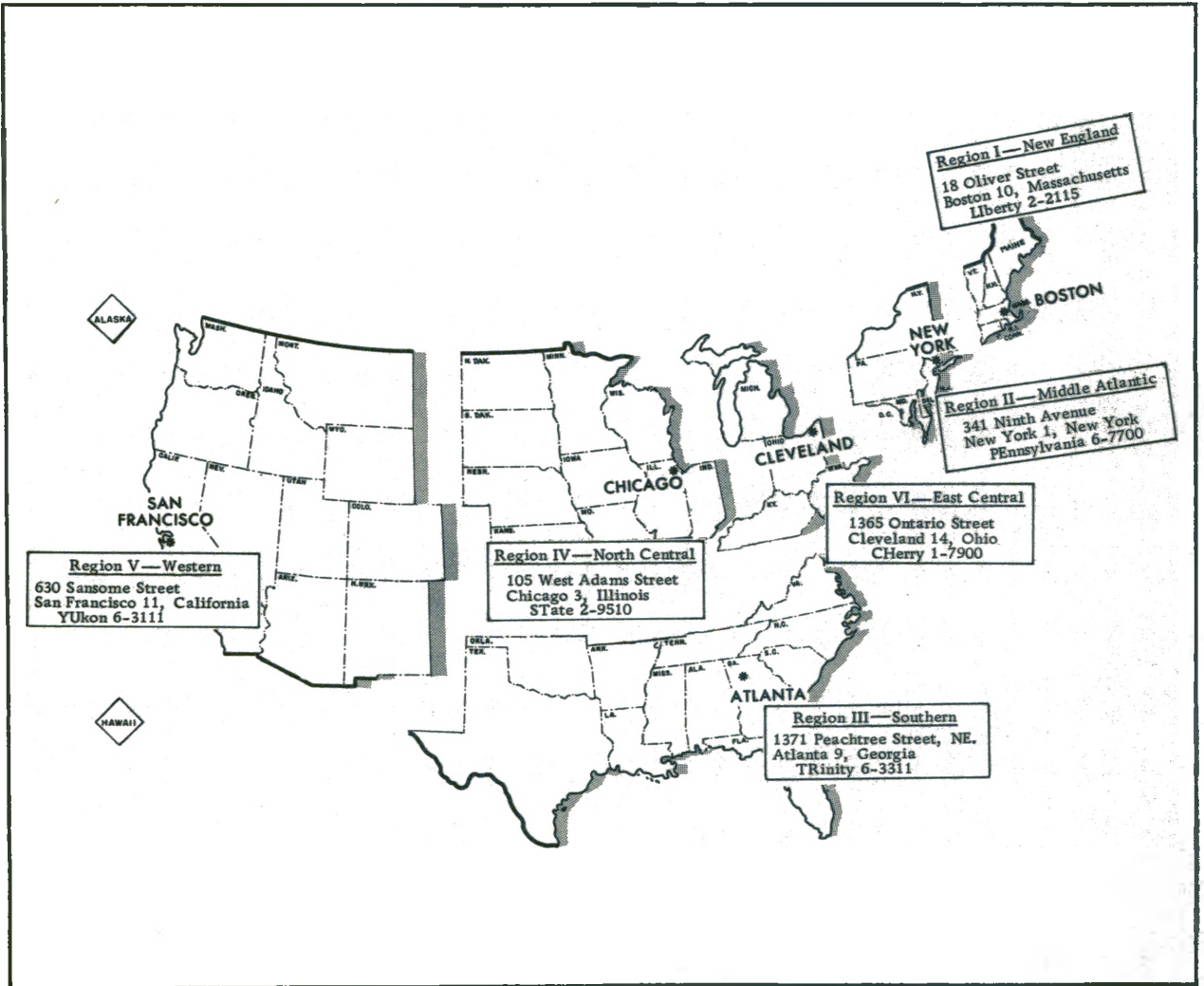
W. Willard Wirtz, Secretary

BUREAU OF LABOR STATISTICS

Ewan Clague, Commissioner



BUREAU OF LABOR STATISTICS REGIONAL OFFICES



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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 establishments in June 1962. This survey supplements a similar study conducted in June 1961. This bulletin provides data on changes in earnings and hours of work between the survey periods, during which time the 1961 amendments to the Fair Labor Standards Act that established a \$1 minimum wage for employees in large retail enterprises became effective. 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 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 1962 payroll period. Data are provided separately for men and women; four regions of the United States—Northeast, South, North Central, and West; metropolitan and nonmetropolitan areas; and for 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.

A bulletin containing comprehensive statistical data for the entire retail trade industry (except eating and drinking places) is available. Separate bulletins providing data for each of the other major retail groups comprising retail trade will also be issued. (See inside back cover.)

The Wage and Hour and Public Contracts Divisions participated in the planning of the survey and provided the necessary funds. This study was conducted in the Bureau's Division of National Wage and Salary Income by Norman J. Samuels, Chief of the Division, under the general direction of L. R. Linsenmayer, Assistant Commissioner for Wages and Industrial Relations. The analysis was prepared by Alvin Bauman and Joseph K. Cocco, under the immediate supervision of Herbert Schaffer.

Contents

	Page
Summary	1
Characteristics of building materials, hardware, and farm equipment dealers	1
Average hourly earnings.....	1
All nonsupervisory employees	1
Men and women.....	2
Metropolitan and nonmetropolitan areas	2
Enterprise and establishment sales-size classes	3
Weekly hours of work.....	4
Average weekly earnings	4
Changes in earnings and hours of work, June 1961-June 1962	5
 Tables:	
1. Distribution and cumulative percent distribution of nonsuper- visory employees by average straight-time hourly earnings, United States and regions, June 1962	6
2. Distribution of nonsupervisory employees by average straight- time hourly earnings, by sex, United States and regions, June 1962	7
3. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by sex, United States and regions, June 1962	8
4. Distribution of nonsupervisory employees by average straight- time hourly earnings, by metropolitan and nonmetropolitan areas, United States and regions, June 1962	9
5. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by metropolitan and nonmetropolitan areas, United States and regions, June 1962	10
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 1962	11
7. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by enterprise and establishment sales-size classes and metropolitan and nonmet- ropolitan areas, United States and regions, June 1962	16
8. Number and average straight-time weekly earnings of nonsuper- visory employees by weekly hours of work, by sex, United States and regions, June 1962	21
9. Number and average straight-time weekly earnings of nonsuper- visory employees by weekly hours of work, by metropolitan and nonmetropolitan areas, United States and regions, June 1962	22
10. Number and average straight-time weekly earnings of nonsuper- visory employees by weekly hours of work, by enterprise and establishment sales-size classes, United States and regions, June 1962	23
 Appendixes:	
A. Scope and method of survey	24
B. Questionnaire	27

Employee Earnings at Retail Building Materials, Hardware, and Farm Equipment Dealers, June 1962

Summary

Average straight-time hourly earnings were \$1.80 for the approximately 500,000 nonsupervisory workers employed by retail building materials, hardware, and farm equipment dealers in the United States in June 1962. The Bureau's survey showed that approximately an eighth of the workers earned less than \$1.05 an hour, a fifth less than \$1.25, and nearly a third \$2 or more an hour. During the survey week, nearly half of the employees worked more than 44 hours a week, a fifth worked exactly 40 hours, and fewer than a sixth worked on a part-time basis (less than 35 hours a week). Average weekly earnings were \$77.41 and ranged from \$13.74 for those employees who worked less than 15 hours a week to \$88.01 for those who worked exactly 44 hours a week.

Regionally, average pay levels ranged from \$1.50 in the South to \$2.28 an hour in the West. Men averaged \$1.84 an hour, 37 cents an hour more than women. Workers employed in the metropolitan areas of the United States averaged \$2.01 an hour compared to \$1.61 an hour for those in nonmetropolitan areas. Workers in large retail enterprises (those with annual sales of at least \$1 million) had average straight-time earnings of \$1.92 an hour, while those in smaller sales volume enterprises averaged 16 cents an hour less.

The level of average hourly earnings in June 1962 was 2 cents above the June 1961 level of \$1.78 an hour. The distribution of earnings in June of 1961 did not differ significantly from that in June 1962. Since only 6 percent of the workers were paid less than \$1 an hour in June 1961, the extent to which the introduction of the \$1 Federal minimum wage in September 1961 directly affected workers' earnings in this industry group was limited.

Characteristics of Building Materials, Hardware, and Farm Equipment Dealers

Building materials, hardware, and farm equipment dealers are primarily engaged in the retail sale of lumber and building materials, such as brick and tile, cement, sand and gravel; heating and plumbing equipment; paint, glass, and wallpaper; electrical supplies; basic lines of hardware, such as tools, builders' hardware, housewares, and household appliances; and farm machinery, equipment, and farm production supplies, such as tractors, plows, reapers, etc. Nationally, more than 500,000 nonsupervisory workers employed by building materials, hardware, and farm equipment dealers were included in the survey. All but 14 percent of these workers were men. The largest number of workers, almost two-fifths, were employed in the North Central region; about a fifth were in the Northeast, three-tenths were in the South, and nearly a sixth were in the West. About as many workers were employed in metropolitan as in nonmetropolitan areas of the United States. Among the regions, metropolitan areas accounted for two-thirds of the workers in the Northeast and more than half of those in the West, but for about two-fifths of those in the South and North Central regions. Fewer than a fifth of the workers were in establishments which were covered by the Fair Labor Standards Act.

Average Hourly Earnings

All Nonsupervisory Employees. In retail establishments selling building materials, hardware, and farm equipment in the United States, nonsupervisory workers averaged \$1.80 an hour in June 1962 (table 1). Three-fifths of the approximately 500,000 workers included in the survey earned \$1.50 or more and almost a third were paid at least \$2 an hour. Earnings for the middle half of the workers ranged from \$1.28 to \$2.17 an hour.¹

Average pay levels among the four geographic regions of the Nation ranged from \$1.50 an hour in the South to \$2.28 an hour in the West. In the South, slightly more than a third of the workers earned less than \$1.25, accounting for half of the workers in the United States with such earnings. A sixth of the workers in the South earned \$2 or more an hour. By contrast, fewer than a tenth of the workers in the West earned less than \$1.25 while nearly three-fifths earned \$2 or more an hour. The pay level of \$1.81 in the North Central region was 8 cents below that in the Northeast. A fifth of the workers in the former region earned less than \$1.25, twice the proportion in the Northeast. At the upper pay levels, however, differences between the two regions narrowed. For example, about two-thirds of the workers in each region earned less than \$2 an hour.

Men and Women. The pay level of \$1.84 an hour for men was 37 cents an hour higher than for women (tables 2 and 3). About a fifth of the men earned less than \$1.25 and more than a third earned \$2 or more an hour. By contrast, three-tenths of the women were paid less than \$1.25 an hour, and the proportion who earned \$2 or more an hour was less than half that of men.

Men's earnings were higher than those of women in each of the regions by amounts ranging from 11 cents in the South to 70 cents an hour in the West. Although the contrast in pay differentials was sharp between the South and West, the pay advantage for men in the Northeast did not differ substantially from that in the North Central region, 43 and 47 cents an hour, respectively. The higher earnings noted for men within each of the regions was altered when comparisons were made among the regions. The average pay level of men in the South was 1 cent below that of women in the Northeast and 17 cents an hour below that of women in the West. Thirty-five percent of the men in the South were paid less than \$1.25 an hour compared to 22 percent of the women in the Northeast, and 14 percent of the women in the West.

Men's earnings varied more widely among the regions than women's. Based on their pay level in the South, men averaged 24 percent more in the North Central region, 29 percent more in the Northeast, and 58 percent more in the West. On the other hand, there was no difference between women's earnings in the South and North Central regions, while women in the Northeast and West averaged only 9 and 20 percent more, respectively, than women in the South.

Metropolitan and Nonmetropolitan Areas. Metropolitan area workers average \$2.01 an hour, 40 cents an hour more than nonmetropolitan area workers (tables 4 and 5). The proportion of urban area workers earning less than \$1.25 (14 percent) was half that for nonurban area workers and the proportion earning \$2 or more (44 percent) was twice the proportion of nonurban area workers.

There was no apparent relationship between wage differentials and levels of earnings in the regions. Metropolitan area workers averaged more than those in nonmetropolitan areas by amounts ranging from 20 cents an hour in the Northeast to 47 cents an hour in the North Central and West. Nonmetropolitan area

¹ The range of earnings for the middle half of the workers was determined by interpolation within a 5- or 10-cent wage interval shown in the tables.

workers in the Northeast and West, on the other hand, averaged 8 and 36 cents an hour more, respectively, than those in metropolitan areas of the South. A fourth of the metropolitan area workers in the South earned less than \$1.25, at least twice the proportion in nonmetropolitan areas of the other two regions.

Based on earnings in the South, the relative pay advantages for workers in metropolitan and nonmetropolitan areas of the West were roughly the same (50 and 47 percent, respectively). When a similar comparison was made between the South and North Central regions, the percentage differential was greater in metropolitan than in nonmetropolitan areas (26 and 18 percent, respectively), whereas between the South and Northeast it was greater in nonmetropolitan than in metropolitan areas (27 and 17 percent, respectively).

Enterprise and Establishment Sales-Size Classes. For the purpose of this survey, establishments were classified by their annual gross volume of sales (exclusive of excise taxes) and by the sales of their parent enterprises (tables 6 and 7).² Nearly three-fourths of the workers in this industry group were employed in enterprises with less than \$1 million in annual sales, and slightly more than half of these were in establishments with \$250,000 or more in annual sales. Four-fifths of the workers in enterprises with \$1 million or more in sales were employed in establishments with \$250,000 or more in sales.

In enterprises with \$1 million or more in annual sales, workers averaged \$1.92 an hour. All but a sixth of the workers earned at least \$1.25 an hour, two-thirds \$1.50 or more, and two-fifths \$2 or more. Workers in establishments with \$250,000 or more in annual sales which were part of such enterprises average \$2 an hour. The distribution of individual earnings in such establishments did not differ significantly from the overall enterprise distribution. In establishments with less than \$250,000 in annual sales, workers' earnings averaged 41 cents an hour less than those in establishments with the higher sales volume. A fifth of these workers earned less than \$1.05, nearly a third less than \$1.25, and four-fifths less than \$2 an hour.

The pay level for workers in enterprises with less than \$1 million in annual sales was \$1.76 an hour. Nearly a fourth of the workers earned less than \$1.25, about two-fifths less than \$1.50, and seven-tenths less than \$2 an hour. Workers in the higher sales-volume establishments averaged \$1.90, compared to \$1.59 an hour for those in the lower sales-volume establishments. In the former sales-size establishments a sixth of the workers earned less than \$1.25, and about two-fifths earned \$2 or more an hour, slightly more than one-half and twice the proportions, respectively, with such earnings in establishments with less than \$250,000 in annual sales.

A comparison of average earnings between establishments of the same sales-size group but part of different enterprise sales-size groups showed that for establishments with sales of \$250,000 or more the pay level in those which were part of enterprises with sales of \$1 million or more was 10 cents an hour higher than in those which were part of the lower sales-volume enterprises. For establishments with less than \$250,000 in sales, average hourly earnings were the same in both enterprise sales-size groups.

² Generally, establishments with at least \$250,000 in annual sales which were part of enterprises with at least \$1 million in annual sales were included under the coverage of the 1961 amendments to the Fair Labor Standards Act (FLSA), effective September 3, 1961. However, more than a tenth of the workers in this sales-size group were employed by farm equipment dealers, who, regardless of their sales volume, were exempt from the provisions of the act.

Weekly Hours of Work

More than three-fifths of the employees worked more than 40 hours and half worked more than 44 hours during the survey week in June 1962 (table 8). A fifth of the employees worked exactly 40 hours, while slightly more than an eighth worked on a part-time basis (less than 35 hours a week).

Substantially larger proportions of men than women worked long hours. More than half of the men compared with fewer than a sixth of the women worked more than 44 hours a week, while the proportions who worked exactly 40 hours a week were a sixth and a third, respectively. More than a fourth of the women but only a tenth of the men worked on a part-time basis.

Among the regions, the proportions of employees who worked in excess of 44 hours a week ranged from 37 percent in the West to 54 percent in the South. In the North Central region, employees who worked more than 44 hours a week totaled 96,100 and comprised almost two-fifths of all workers with such hours of work. There was less of a difference among the regions in the proportions of employees who worked 40 hours a week and on a part-time basis. The proportions on the former schedule ranged from a sixth in the South to a fourth in the West, while those on the latter schedule ranged from an eighth in the South to a sixth in the Northeast.

The long work schedule was most prevalent in nonmetropolitan areas, where nearly three-fifths of the employees worked more than 44 hours a week, accounting for three-fifths of all nonsupervisory workers with such hours of work (table 9). This schedule applied to two-fifths of the metropolitan area workers. A fourth of the urban area workers, compared to an eighth of the nonurban area workers, were employed on a 40-hour work schedule, while similar proportions (a sixth and an eighth, respectively) worked on a part-time basis.

In both enterprise sales-size classes, substantial proportions of employees worked longer than 44 hours a week, 45 percent in the higher volume enterprises and 51 percent in the lower volume enterprises (table 10). Twenty-two percent of the workers in enterprises with \$1 million or more in sales and 18 percent in enterprises with less than \$1 million in sales worked exactly 40 hours, while 13 and 14 percent, respectively, worked on a part-time basis.

Average Weekly Earnings

Weekly earnings averaged \$77.41 and ranged from \$13.74 for nonsupervisory employees who worked less than 15 hours a week to \$88.01 for those who worked exactly 44 hours a week (table 8). However, weekly earnings did not always vary directly with the length of the workweek. For example, employees who worked over 44 and under 49 hours earned \$3.62 a week less than those who worked exactly 44 hours.

The pattern of wage differentials on a weekly basis generally paralleled those previously noted on an hourly basis for the regions, men and women, metropolitan and nonmetropolitan areas, and enterprise and establishment sales-size classes. For each of these characteristics, however, the relationship varied. For example, the pay advantage of men over women was higher when computed on a weekly basis, but the advantage of metropolitan area workers over those in nonmetropolitan areas was higher on an hourly basis.

Changes in Earnings and Hours of Work, June 1961-June 1962

The wage level of nonsupervisory employees in June 1962 was 2 cents above the June 1961 level of \$1.78 an hour. The distribution of individual earnings did not change significantly between survey years. As shown in the following tabulation, only in the South was there a noticeable upward shift in the movement of wages, particularly for workers earning \$1.25 or more an hour. Similar but smaller shifts occurred in the distributions of earnings for women and for workers employed in nonmetropolitan areas.

	Average straight-time hourly earnings		Percent of employees earning—							
			Under \$1		From \$1 to \$1.05		\$1.25 or more		\$2 or more	
	1961	1962	1961	1962	1961	1962	1961	1962	1961	1962
United States -----	\$1.78	\$1.80	6	5	7	7	77	79	32	32
Northeast -----	1.89	1.89	2	1	4	4	88	89	37	36
South-----	1.45	1.50	12	11	13	8	57	65	15	17
North Central -----	1.82	1.81	4	5	7	7	82	79	34	33
West -----	2.23	2.28	1	2	4	2	92	92	53	56
Men-----	1.83	1.84	5	5	6	5	79	80	35	35
Women-----	1.43	1.47	10	7	11	12	65	70	12	15
Metropolitan areas----	1.97	2.01	3	3	5	4	84	86	42	44
Nonmetropolitan areas-----	1.56	1.61	9	8	10	8	68	72	19	21

The introduction of a \$1 Federal minimum wage for employees in large retail enterprises appeared to have little effect on the earnings of workers employed in building materials, hardware, and farm equipment establishments. Three months prior to the September 1961 effective date of the \$1 Federal minimum, only 6 percent of the workers earned less than \$1 an hour. According to the June 1962 survey, fewer than a fifth of the workers in this retail group were employed in establishments which met the enterprise and establishment sales tests for coverage under the new amendments.³ In the South, where the largest proportion of workers in any region were found earning less than \$1 an hour in June 1961, this proportion remained approximately the same as of June 1962. About a sixth of the southern workers were in establishments subject to the Fair Labor Standards Act.

The number of hours worked during the selected week in June changed only slightly between 1961 and 1962. The proportion of employees who worked in excess of 44 hours increased from 48 to 49 percent and those on a part-time basis (less than 35 hours a week), from 13 to 14 percent. The proportion of those who worked exactly 40 hours decreased from 21 to 19 percent.

Average weekly earnings increased from \$76.54 to \$77.41. Earnings of part-time employees showed the largest weekly increase of \$2.22. Earnings for employees who worked 40 hours a week advanced by \$1.72 and for employees who worked more than 44 hours, by \$2.05 a week.

³ Farm equipment dealers were exempt from the provisions of the Act regardless of their sales volume. Workers in these establishments represented almost a fifth of the total employment of the retail group and more than a tenth of those in establishments with \$250,000 or more in sales which were part of enterprises with \$1 million or more in sales.

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 1962

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 -----	1.4	.1	.9	.2	.2	-	-	1	-	-
\$0.50 and under \$0.55 -----	.7	-	.3	.4	.1	-	-	1	-	-
\$0.55 and under \$0.60 -----	.6	-	.5	.1	-	1	-	1	-	-
\$0.60 and under \$0.65 -----	1.5	-	1.3	.2	-	1	-	2	-	-
\$0.65 and under \$0.70 -----	1.6	-	1.0	.5	.1	1	-	3	1	-
\$0.70 and under \$0.75 -----	1.6	.2	1.2	.2	-	1	-	3	1	-
\$0.75 and under \$0.80 -----	4.3	.2	1.8	1.9	.3	2	1	5	2	1
\$0.80 and under \$0.85 -----	3.7	.2	2.5	.8	.1	3	1	6	2	1
\$0.85 and under \$0.90 -----	4.3	.1	2.5	1.6	.1	4	1	8	3	1
\$0.90 and under \$0.95 -----	4.3	.1	2.6	1.3	.2	5	1	10	4	1
\$0.95 and under \$1.00 -----	2.7	.2	1.1	1.1	.2	5	1	11	5	2
\$1.00 and under \$1.05 -----	32.1	3.9	12.1	14.5	1.5	12	5	19	12	4
\$1.05 and under \$1.10 -----	5.5	.4	2.4	2.4	.3	13	6	20	14	4
\$1.10 and under \$1.15 -----	11.0	1.2	5.7	3.5	.6	15	7	24	16	5
\$1.15 and under \$1.20 -----	19.2	2.3	11.0	4.6	1.3	19	9	31	18	7
\$1.20 and under \$1.25 -----	12.9	1.5	5.8	4.9	.6	21	11	35	21	8
\$1.25 and under \$1.30 -----	35.2	5.9	12.4	13.6	3.3	28	17	44	28	12
\$1.30 and under \$1.35 -----	13.4	1.9	6.2	4.5	.8	31	19	48	30	13
\$1.35 and under \$1.40 -----	18.1	3.7	6.7	6.0	1.6	34	23	52	34	15
\$1.40 and under \$1.45 -----	13.8	2.4	5.9	4.7	.9	37	25	56	36	17
\$1.45 and under \$1.50 -----	10.3	1.9	3.6	4.0	.7	39	27	59	38	18
\$1.50 and under \$1.60 -----	49.0	11.2	13.1	18.8	5.9	49	39	67	48	26
\$1.60 and under \$1.70 -----	26.9	6.5	7.9	9.8	2.6	54	46	73	54	29
\$1.70 and under \$1.80 -----	28.5	7.0	6.7	10.2	4.6	60	53	77	59	36
\$1.80 and under \$1.90 -----	24.9	7.1	5.3	9.1	3.4	65	60	81	64	40
\$1.90 and under \$2.00 -----	15.1	3.9	3.6	4.8	2.7	68	64	83	67	44
\$2.00 and under \$2.10 -----	26.6	7.1	5.9	9.2	4.4	73	71	87	72	50
\$2.10 and under \$2.20 -----	12.9	4.4	2.1	4.4	2.0	76	76	88	74	52
\$2.20 and under \$2.30 -----	17.9	4.5	3.2	6.9	3.3	79	81	91	78	57
\$2.30 and under \$2.40 -----	13.2	2.8	2.5	5.2	2.6	82	83	92	81	60
\$2.40 and under \$2.50 -----	9.6	2.3	.9	4.2	2.3	84	86	93	83	64
\$2.50 and under \$2.60 -----	15.6	3.4	2.4	6.0	3.7	87	89	94	86	69
\$2.60 and under \$2.70 -----	9.2	1.6	.8	3.9	2.9	88	91	95	88	72
\$2.70 and under \$2.80 -----	8.1	.9	1.5	4.0	1.7	90	92	96	90	75
\$2.80 and under \$2.90 -----	7.3	1.0	.8	3.5	2.0	92	93	97	92	78
\$2.90 and under \$3.00 -----	5.0	1.1	.7	1.6	1.6	93	94	97	93	80
\$3.00 and over -----	37.9	5.8	4.5	12.6	15.0	100	100	100	100	100
Total -----	505.7	97.1	149.4	185.4	73.8	100	100	100	100	100
Average hourly earnings -----	\$1.80	\$1.89	\$1.50	\$1.81	\$2.28	\$1.80	\$1.89	\$1.50	\$1.81	\$2.28

NOTE: See appendix A for definitions of terms.
 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 1962

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 -----	1.2	.2	.1	-	.7	.2	.2	-	.2	-
\$ 0.50 and under \$ 0.55 -----	.6	.1	-	-	.2	-	.3	.1	.1	-
\$ 0.55 and under \$ 0.60 -----	.4	.2	-	-	.4	.1	-	.1	-	-
\$ 0.60 and under \$ 0.65 -----	1.3	.2	-	-	1.2	.1	.1	.1	-	-
\$ 0.65 and under \$ 0.70 -----	1.1	.6	-	-	.9	.1	.1	.4	.1	-
\$ 0.70 and under \$ 0.75 -----	1.4	.2	.2	-	1.1	.1	.2	-	-	-
\$ 0.75 and under \$ 0.80 -----	3.0	1.3	.2	-	1.3	.5	1.2	.7	.2	.1
\$ 0.80 and under \$ 0.85 -----	2.7	.9	.1	.1	2.1	.4	.4	.4	.1	-
\$ 0.85 and under \$ 0.90 -----	3.7	.6	.1	-	2.2	.3	1.3	.3	.1	-
\$ 0.90 and under \$ 0.95 -----	3.5	.8	-	.1	2.4	.3	1.0	.2	.1	.1
\$ 0.95 and under \$ 1.00 -----	2.3	.4	.2	-	.9	.2	.9	.2	.2	-
\$ 1.00 and under \$ 1.05 -----	23.5	8.5	2.2	1.7	10.2	1.9	10.1	4.5	1.1	.4
\$ 1.05 and under \$ 1.10 -----	4.5	1.0	.2	.2	2.2	.2	2.0	.5	.1	.2
\$ 1.10 and under \$ 1.15 -----	9.1	1.8	.8	.4	5.3	.4	2.7	.8	.4	.2
\$ 1.15 and under \$ 1.20 -----	16.0	3.2	1.5	.8	10.1	1.0	3.6	1.0	.8	.5
\$ 1.20 and under \$ 1.25 -----	10.9	1.9	1.1	.4	5.3	.6	4.3	.7	.3	.3
\$ 1.25 and under \$ 1.30 -----	26.7	8.6	3.8	2.2	11.4	1.0	10.0	3.6	1.5	1.8
\$ 1.30 and under \$ 1.35 -----	11.6	1.8	1.5	.4	5.7	.5	3.8	.7	.5	.3
\$ 1.35 and under \$ 1.40 -----	13.5	4.6	1.8	1.9	5.6	1.1	4.9	1.2	1.2	.4
\$ 1.40 and under \$ 1.45 -----	11.0	2.9	1.9	.5	4.8	1.0	3.6	1.1	.7	.2
\$ 1.45 and under \$ 1.50 -----	8.8	1.5	1.8	.2	3.3	.3	3.3	.7	.4	.3
\$ 1.50 and under \$ 1.60 -----	41.9	7.1	9.4	1.7	11.6	1.5	16.5	2.3	4.4	1.5
\$ 1.60 and under \$ 1.70 -----	22.1	4.7	5.6	.9	6.7	1.2	7.9	2.0	2.0	.7
\$ 1.70 and under \$ 1.80 -----	24.3	4.2	6.4	.6	6.0	.7	8.8	1.4	3.1	1.5
\$ 1.80 and under \$ 1.90 -----	21.4	3.6	5.9	1.2	4.6	.7	8.5	.6	2.3	1.0
\$ 1.90 and under \$ 2.00 -----	13.7	1.4	3.7	.3	3.3	.3	4.5	.3	2.2	.5
\$ 2.00 and under \$ 2.10 -----	23.4	3.2	5.9	1.2	5.0	.8	8.5	.8	4.0	.4
\$ 2.10 and under \$ 2.20 -----	11.3	1.7	3.9	.5	1.8	.2	3.9	.5	1.6	.4
\$ 2.20 and under \$ 2.30 -----	16.3	1.6	4.1	.3	3.0	.2	6.3	.6	2.8	.5
\$ 2.30 and under \$ 2.40 -----	12.2	1.0	2.6	.2	2.5	.1	5.0	.2	2.1	.5
\$ 2.40 and under \$ 2.50 -----	9.1	.5	2.2	.1	.7	.2	4.1	.1	2.1	.2
\$ 2.50 and under \$ 2.60 -----	14.2	1.3	2.8	.7	2.1	.3	5.7	.2	3.6	.1
\$ 2.60 and under \$ 2.70 -----	8.9	.3	1.6	-	.8	-	3.8	.1	2.7	.1
\$ 2.70 and under \$ 2.80 -----	7.9	.2	.8	-	1.5	-	3.9	.1	1.7	-
\$ 2.80 and under \$ 2.90 -----	7.0	.3	.9	.1	.8	-	3.4	.1	1.9	-
\$ 2.90 and under \$ 3.00 -----	4.9	.1	1.1	-	.7	-	1.6	-	1.5	.1
\$ 3.00 and over -----	37.4	.5	5.8	-	4.4	.1	12.5	.1	14.8	.2
Number of employees -----	432.9	72.9	80.1	17.0	133.0	16.5	158.5	26.9	61.3	12.6
Average hourly earnings -----	\$1.84	\$1.47	\$1.95	\$1.52	\$1.51	\$1.40	\$1.87	\$1.40	\$2.38	\$1.68

NOTE: See appendix A for definitions of terms.
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 1962

Average hourly earnings	United States		Northeast		South		North Central		West	
	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women
Under \$0.50	-	-	-	-	1	1	-	-	-	-
Under \$0.55	-	-	-	-	1	1	-	-	-	-
Under \$0.60	1	1	-	-	2	2	-	1	-	-
Under \$0.65	1	1	-	-	2	2	-	1	-	-
Under \$0.70	1	2	-	-	3	3	-	3	-	-
Under \$0.75	1	2	-	-	3	4	1	3	-	-
Under \$0.80	2	4	1	-	4	7	1	5	1	1
Under \$0.85	3	5	1	1	6	10	2	7	1	1
Under \$0.90	4	6	1	1	8	11	2	8	1	1
Under \$0.95	4	7	1	2	9	13	3	9	1	2
Under \$1.00	5	7	1	2	10	14	4	10	2	2
Under \$1.05	10	19	4	12	18	25	10	26	3	5
Under \$1.10	11	20	4	14	19	27	11	28	4	6
Under \$1.15	13	23	5	16	23	29	13	31	4	8
Under \$1.20	17	27	7	20	31	35	15	35	6	12
Under \$1.25	20	30	8	22	35	38	18	37	6	14
Under \$1.30	26	42	13	35	43	44	24	51	9	29
Under \$1.35	29	44	15	38	48	47	27	53	10	30
Under \$1.40	32	50	17	49	52	54	30	57	12	33
Under \$1.45	34	54	20	52	56	60	32	61	13	35
Under \$1.50	36	57	22	53	58	62	34	64	13	38
Under \$1.60	46	66	34	63	67	71	44	72	21	50
Under \$1.70	51	73	41	68	72	78	49	80	24	55
Under \$1.80	57	78	49	72	76	82	55	85	29	67
Under \$1.90	62	83	56	79	80	86	60	88	33	75
Under \$2.00	65	85	61	81	82	88	63	88	36	79
Under \$2.10	70	90	68	88	86	93	68	91	43	83
Under \$2.20	73	92	73	91	88	95	71	94	46	86
Under \$2.30	77	94	78	93	90	96	75	96	50	90
Under \$2.40	79	95	81	94	92	96	78	97	54	94
Under \$2.50	81	96	84	95	92	97	81	97	57	95
Under \$2.60	85	98	87	99	94	99	84	98	63	96
Under \$2.70	87	98	89	99	94	99	87	99	67	97
Under \$2.80	89	99	90	99	96	99	89	99	70	97
Under \$2.90	90	99	92	99	96	99	91	99	73	98
Under \$3.00	91	99	93	99	97	99	92	99	76	98
Total	100	100	100	100	100	100	100	100	100	100
Number of employees (in thousands)	432.9	72.9	80.1	17.0	133.0	16.5	158.5	26.9	61.3	12.6
Average hourly earnings	\$1.84	\$1.47	\$1.95	\$1.52	\$1.51	\$1.40	\$1.87	\$1.40	\$2.38	\$1.68

NOTE: See appendix A for definitions of terms.
 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 1962

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 .....	.5	.9	.1	-	.3	.6	-	.2	.1	.1
\$0.50 and under \$0.55 .....	.1	.6	-	-	-	.3	-	.3	.1	-
\$0.55 and under \$0.60	-	.6	-	-	-	.4	-	.1	-	-
\$0.60 and under \$0.65 .....	.3	1.2	-	-	.3	1.0	-	.2	-	-
\$0.65 and under \$0.70 .....	.5	1.2	-	-	.4	.7	.1	.4	-	.1
\$0.70 and under \$0.75 .....	.2	1.4	.1	.1	.1	1.1	-	.2	-	-
\$0.75 and under \$0.80	1.2	3.1	.1	.1	.4	1.4	.4	1.5	.2	.1
\$0.80 and under \$0.85 .....	.7	3.0	.2	-	.3	2.2	.1	.7	-	.1
\$0.85 and under \$0.90	1.6	2.7	.1	-	.8	1.7	.6	1.0	.1	-
\$0.90 and under \$0.95 .....	.8	3.5	-	.1	.4	2.3	.3	.9	.1	.1
\$0.95 and under \$1.00 .....	.4	2.2	.2	-	.2	.9	-	1.1	-	.2
\$1.00 and under \$1.05	9.8	22.3	2.2	1.8	3.3	8.8	3.7	10.8	.6	.9
\$1.05 and under \$1.10	1.3	4.2	.2	.2	.7	1.7	.3	2.1	.1	.2
\$1.10 and under \$1.15	3.7	7.3	.8	.4	2.0	3.7	.5	2.9	.4	.2
\$1.15 and under \$1.20	7.2	12.0	1.5	.8	4.5	6.5	.9	3.7	.3	1.0
\$1.20 and under \$1.25	5.6	7.2	1.1	.3	2.8	3.1	1.3	3.6	.4	.2
\$1.25 and under \$1.30	14.1	21.1	3.5	2.5	5.1	7.3	4.3	9.3	1.3	2.0
\$1.30 and under \$1.35	4.8	8.6	1.4	.5	2.4	3.8	.6	3.9	.4	.4
\$1.35 and under \$1.40	8.0	10.0	2.3	1.4	3.0	3.7	1.9	4.1	.8	.8
\$1.40 and under \$1.45	6.0	7.9	1.4	1.0	2.3	3.6	1.7	2.9	.5	.3
\$1.45 and under \$1.50	3.6	6.7	1.2	.7	1.4	2.2	.7	3.3	.3	.4
\$1.50 and under \$1.60	21.7	27.2	7.2	4.0	5.7	7.4	6.5	12.3	2.3	3.6
\$1.60 and under \$1.70	13.0	13.9	4.3	2.2	3.7	4.2	3.6	6.3	1.4	1.2
\$1.70 and under \$1.80	13.9	14.6	4.4	2.6	3.4	3.3	3.9	6.3	2.2	2.5
\$1.80 and under \$1.90	11.7	13.2	4.7	2.4	2.8	2.6	2.8	6.3	1.4	1.9
\$1.90 and under \$2.00	7.7	7.3	2.5	1.4	2.0	1.7	1.8	2.9	1.4	1.3
\$2.00 and under \$2.10	14.3	12.3	4.9	2.1	2.8	3.1	4.7	4.6	1.9	2.5
\$2.10 and under \$2.20	8.1	4.9	2.7	1.7	1.3	.8	3.0	1.4	1.1	.9
\$2.20 and under \$2.30	11.1	6.8	2.8	1.6	2.4	.8	4.0	2.9	1.8	1.5
\$2.30 and under \$2.40	9.0	4.1	2.6	.2	1.6	1.0	3.2	2.0	1.7	.9
\$2.40 and under \$2.50	6.7	2.9	1.9	.4	.7	.2	2.8	1.4	1.3	1.0
\$2.50 and under \$2.60	8.4	7.1	2.0	1.5	1.3	1.1	3.8	2.2	1.3	2.4
\$2.60 and under \$2.70	6.7	2.5	1.4	.2	.5	.2	2.9	1.0	1.9	1.0
\$2.70 and under \$2.80	5.6	2.5	.5	.3	.9	.6	3.0	.9	1.1	.6
\$2.80 and under \$2.90	5.8	1.5	.9	.1	.6	.2	3.0	.5	1.3	.7
\$2.90 and under \$3.00	4.1	.9	1.0	.1	.4	.3	1.3	.3	1.3	.3
\$3.00 and over	27.7	10.2	5.4	.4	3.3	1.2	7.4	5.2	11.7	3.4
Number of employees	246.1	259.6	65.8	31.3	63.9	85.5	75.5	109.9	40.9	33.0
Average hourly earnings	\$2.01	\$1.61	\$1.95	\$1.75	\$1.67	\$1.38	\$2.10	\$1.63	\$2.50	\$2.03

NOTE: See appendix A for definitions of terms.
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 1962

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	-	-	-	-
Under \$ 0.60	-	1	-	-	-	1	-	1	-	-
Under \$ 0.65	-	1	-	-	1	3	-	1	-	-
Under \$ 0.70	1	2	-	-	1	4	-	1	-	1
Under \$ 0.75	1	2	-	-	2	5	-	1	-	1
Under \$ 0.80	1	3	1	1	2	6	1	3	1	1
Under \$ 0.85	1	5	1	1	3	9	1	3	1	1
Under \$ 0.90	2	6	1	1	4	11	2	4	1	1
Under \$ 0.95	2	7	1	1	5	14	2	5	1	2
Under \$ 1.00	3	8	2	1	5	15	2	6	1	2
Under \$ 1.05	7	16	5	7	10	25	7	16	3	5
Under \$ 1.10	7	18	5	7	11	27	8	18	3	6
Under \$ 1.15	9	21	6	9	14	31	8	20	4	6
Under \$ 1.20	11	25	8	12	21	39	10	24	5	9
Under \$ 1.25	14	28	10	12	26	42	11	27	6	10
Under \$ 1.30	20	36	15	20	34	51	17	36	9	16
Under \$ 1.35	21	40	17	22	37	55	18	39	10	17
Under \$ 1.40	25	44	21	27	42	60	20	43	12	20
Under \$ 1.45	27	47	23	30	46	64	23	45	13	21
Under \$ 1.50	29	49	25	32	48	67	23	49	14	22
Under \$ 1.60	37	60	36	45	57	75	32	60	20	33
Under \$ 1.70	43	65	43	52	63	80	37	66	23	36
Under \$ 1.80	48	71	49	60	68	84	42	71	29	44
Under \$ 1.90	53	76	56	67	72	87	46	77	32	50
Under \$ 2.00	56	79	60	72	75	89	48	80	35	54
Under \$ 2.10	62	83	68	79	80	93	54	84	40	62
Under \$ 2.20	65	85	72	84	82	93	58	85	43	64
Under \$ 2.30	70	88	76	89	85	95	63	88	47	69
Under \$ 2.40	74	89	80	90	88	96	68	90	51	72
Under \$ 2.50	76	91	83	91	89	96	72	91	55	75
Under \$ 2.60	80	93	86	96	91	97	77	93	58	82
Under \$ 2.70	82	94	88	97	92	97	80	94	62	85
Under \$ 2.80	85	95	89	98	93	98	84	95	65	87
Under \$ 2.90	87	96	90	98	94	98	88	95	68	89
Under \$ 3.00	89	96	92	99	95	99	90	95	71	90
Total	100	100	100	100	100	100	100	100	100	100
Number of employees (in thousands)	246.1	259.6	65.8	31.3	63.9	85.5	75.5	109.9	40.9	33.0
Average hourly earnings	\$2.01	\$1.61	\$1.95	\$1.75	\$1.67	\$1.38	\$2.10	\$1.63	\$2.50	\$2.03

NOTE: See appendix A for definitions of terms.
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 1962

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	
	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	-	-	-	1.4	.3	1.1	-	-	.1	.4	-	-	.2	.6
\$0.50 and under \$0.55	-	-	-	.7	.2	.5	-	-	-	.1	-	-	.2	.4
\$0.55 and under \$0.60	-	-	-	.6	.1	.5	-	-	-	-	-	-	.1	.5
\$0.60 and under \$0.65 .....	.1	-	.1	1.4	.3	1.1	-	-	-	.3	-	-	.3	.8
\$0.65 and under \$0.70 .....	.2	-	.1	1.5	.6	.9	-	-	.1	.2	-	-	.5	.7
\$0.70 and under \$0.75 .....	.4	.3	.1	1.2	.4	.9	-	-	-	.2	-	.3	.3	.7
\$0.75 and under \$0.80 .....	.3	.1	.2	4.0	1.3	2.7	-	-	.3	.8	-	-	1.0	1.9
\$0.80 and under \$0.85 .....	.5	.3	.2	3.2	.9	2.3	-	-	.1	.4	-	.1	.7	1.9
\$0.85 and under \$0.90 .....	.4	.2	.2	3.9	1.5	2.4	-	-	.1	1.3	-	.2	1.4	1.1
\$0.90 and under \$0.95 .....	.6	.4	.2	3.7	1.3	2.4	.1	-	.3	.3	-	.3	1.0	2.1
\$0.95 and under \$1.00 .....	.3	.1	.2	2.4	.8	1.6	-	-	.1	.3	-	.1	.7	1.3
\$1.00 and under \$1.05	6.4	2.6	3.7	25.7	10.0	15.7	.8	-	2.3	6.4	1.9	-	7.6	9.4
\$1.05 and under \$1.10	1.1	.4	.7	4.4	2.0	2.4	.2	-	.6	.4	.3	-	1.4	2.0
\$1.10 and under \$1.15	2.2	1.3	.9	8.7	2.7	6.0	.5	-	1.0	2.1	.8	-	1.7	3.9
\$1.15 and under \$1.20	6.4	4.8	1.6	12.8	8.3	4.5	2.7	-	2.8	1.5	2.2	-	5.5	3.0
\$1.20 and under \$1.25	2.9	2.5	.4	10.0	4.5	5.4	1.3	-	1.8	2.5	1.2	-	2.7	3.0
\$1.25 and under \$1.30	7.6	4.9	2.7	27.6	12.5	15.1	3.1	-	5.3	4.7	1.8	-	7.2	10.4
\$1.30 and under \$1.35	3.0	2.3	.7	10.4	4.9	5.6	1.3	-	1.8	1.6	1.0	-	3.1	4.0
\$1.35 and under \$1.40	4.4	3.6	.7	13.7	6.6	7.1	2.5	-	2.4	2.7	1.1	-	4.2	4.3
\$1.40 and under \$1.45	3.5	2.5	1.0	10.3	5.0	5.3	1.6	-	1.9	2.0	.9	-	3.2	3.3
\$1.45 and under \$1.50	2.3	1.7	.6	8.0	4.1	3.9	1.1	-	1.5	.9	.6	-	2.6	3.0
\$1.50 and under \$1.60	10.0	8.2	1.9	39.0	17.1	21.8	4.5	-	7.8	8.8	3.7	-	9.3	13.0
\$1.60 and under \$1.70	6.8	5.1	1.7	20.1	11.0	9.1	3.4	-	4.6	3.9	1.6	-	6.4	5.2
\$1.70 and under \$1.80	6.8	5.2	1.6	21.7	10.7	11.0	3.8	-	4.8	4.7	1.4	-	5.9	6.4
\$1.80 and under \$1.90	6.1	4.8	1.3	18.8	11.7	7.1	3.2	-	5.0	2.8	1.7	-	6.7	4.4
\$1.90 and under \$2.00	5.0	4.5	.5	10.0	6.5	3.6	3.1	-	2.6	1.7	1.4	-	3.9	1.8
\$2.00 and under \$2.10	7.0	6.1	.9	19.6	10.9	8.7	4.3	-	5.5	4.2	1.8	-	5.4	4.5
\$2.10 and under \$2.20	4.6	4.3	.4	8.3	6.4	2.0	3.4	-	3.4	1.1	.8	-	3.0	.9
\$2.20 and under \$2.30	5.7	5.3	.4	12.2	8.1	4.1	4.1	-	4.6	2.2	1.2	-	3.5	1.9
\$2.30 and under \$2.40	3.5	2.9	.6	9.7	6.3	3.3	2.4	-	3.6	2.6	.5	-	2.7	.7
\$2.40 and under \$2.50	3.4	3.2	.2	6.2	4.7	1.5	2.8	-	3.0	.7	.4	-	1.7	.8
\$2.50 and under \$2.60	3.8	3.1	.7	11.8	7.5	4.3	2.6	-	4.0	1.5	.5	-	3.5	2.8
\$2.60 and under \$2.70	4.1	3.2	.9	5.1	3.7	1.4	2.9	-	2.4	.8	.3	-	1.3	.6
\$2.70 and under \$2.80	2.9	2.7	.2	5.2	3.4	1.9	2.4	-	2.5	.6	.3	-	.8	1.2
\$2.80 and under \$2.90	3.1	2.9	.3	4.2	2.3	1.9	2.5	-	1.9	1.4	.4	-	.4	.6
\$2.90 and under \$3.00	2.3	2.2	.1	2.7	2.0	.7	1.9	-	1.6	.5	.3	-	.4	.2
\$3.00 and over	12.0	11.2	.8	25.9	20.2	5.7	10.4	-	12.2	4.3	.8	-	8.0	1.3
Number of employees	129.6	103.0	26.6	376.1	200.8	175.3	73.0	-	92.2	70.9	30.0	-	108.6	104.4
Average hourly earnings	\$1.92	\$2.00	\$1.59	\$1.76	\$1.90	\$1.59	\$2.16	-	\$2.09	\$1.75	\$1.65	-	\$1.74	\$1.50

NOTE: See appendix A for definitions of terms. 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 1962—Continued

(In thousands)

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—	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	-	-	.1	-	.1	-	-	-	-	.1	-	-	-	
\$ 0.50 and under \$ 0.55	-	-	-	-	-	-	-	-	-	-	-	-	-	
\$ 0.55 and under \$ 0.60	-	-	-	-	-	-	-	-	-	-	-	-	-	
\$ 0.60 and under \$ 0.65	-	-	-	-	-	-	-	-	-	-	-	-	-	
\$ 0.65 and under \$ 0.70	-	-	-	-	-	-	-	-	-	-	-	-	-	
\$ 0.70 and under \$ 0.75	-	-	.2	-	.2	-	-	-	-	.1	-	-	-	
\$ 0.75 and under \$ 0.80	-	-	.2	-	.2	-	-	-	-	.1	-	-	-	
\$ 0.80 and under \$ 0.85	-	-	.2	-	.2	-	-	-	-	.2	-	-	-	
\$ 0.85 and under \$ 0.90	-	-	.1	-	.1	-	-	-	-	.1	-	-	-	
\$ 0.90 and under \$ 0.95	-	-	.1	-	.1	-	-	-	-	.1	-	-	-	
\$ 0.95 and under \$ 1.00	-	-	.2	-	.2	-	-	-	-	.2	-	-	-	
\$ 1.00 and under \$ 1.05	.2	.2	3.8	1.5	2.2	.1	-	.4	1.6	-	-	-	-	
\$ 1.05 and under \$ 1.10	-	-	.3	.1	.2	-	-	.1	-	-	-	-	-	
\$ 1.10 and under \$ 1.15	.1	.1	1.1	.2	.9	.1	-	.2	.5	-	-	-	-	
\$ 1.15 and under \$ 1.20	.6	.4	1.7	.6	1.0	.4	-	.4	.5	-	-	-	-	
\$ 1.20 and under \$ 1.25	.3	.3	1.2	.5	.7	.2	-	.4	.5	-	-	-	-	
\$ 1.25 and under \$ 1.30	1.0	.6	4.9	1.7	3.2	.5	-	.8	1.8	-	-	-	-	
\$ 1.30 and under \$ 1.35	.3	.3	1.6	.6	1.0	.3	-	.4	.7	-	-	-	-	
\$ 1.35 and under \$ 1.40	.4	.4	3.3	1.5	1.8	.4	-	.8	1.2	-	-	-	-	
\$ 1.40 and under \$ 1.45	.5	.4	1.9	.6	1.3	.4	-	.4	.7	-	-	-	-	
\$ 1.45 and under \$ 1.50	.3	.2	1.7	1.0	.7	.2	-	.7	.3	-	-	-	-	
\$ 1.50 and under \$ 1.60	1.5	1.2	9.7	4.0	5.7	1.1	-	2.1	3.7	-	-	-	-	
\$ 1.60 and under \$ 1.70	1.4	.8	5.1	2.6	2.5	.7	-	1.7	1.5	-	-	-	-	
\$ 1.70 and under \$ 1.80	1.5	1.0	5.5	2.5	3.0	.8	-	1.5	1.8	-	-	-	-	
\$ 1.80 and under \$ 1.90	1.6	1.0	5.5	3.5	2.0	.9	-	1.9	1.3	-	-	-	-	
\$ 1.90 and under \$ 2.00	1.1	.9	2.8	1.8	1.0	.9	-	.8	.6	-	-	-	-	
\$ 2.00 and under \$ 2.10	1.6	1.5	5.4	3.1	2.3	1.4	-	1.9	1.5	-	-	-	-	
\$ 2.10 and under \$ 2.20	1.4	1.4	3.0	2.2	.8	1.3	-	.9	.5	-	-	-	-	
\$ 2.20 and under \$ 2.30	1.6	1.6	2.8	1.5	1.3	1.5	-	.5	.8	-	-	-	-	
\$ 2.30 and under \$ 2.40	.6	.5	2.2	1.1	1.1	.5	-	.9	1.1	-	-	-	-	
\$ 2.40 and under \$ 2.50	1.0	1.0	1.3	.9	.4	1.0	-	.6	.3	-	-	-	-	
\$ 2.50 and under \$ 2.60	.9	.7	2.6	2.1	.5	.7	-	.9	.2	-	-	-	-	
\$ 2.60 and under \$ 2.70	.7	.4	.9	.7	.2	.4	-	.5	.1	-	-	-	-	
\$ 2.70 and under \$ 2.80	.2	.2	.7	.5	.2	.2	-	.4	-	-	-	-	-	
\$ 2.80 and under \$ 2.90	.5	.5	.5	.3	.2	.4	-	.3	.2	-	-	-	-	
\$ 2.90 and under \$ 3.00	.5	.5	.6	.4	.2	.5	-	.4	.1	-	-	-	-	
\$ 3.00 and over	2.9	2.5	3.0	2.4	.6	2.5	-	2.1	.5	-	-	-	-	
Number of employees	22.7	18.6	74.4	38.1	36.2	17.3	-	22.2	22.9	-	-	-	-	
Average hourly earnings	\$2.16	\$2.18	\$1.80	\$1.96	\$1.65	\$2.21	-	\$2.03	\$1.66	-	-	-	-	

Insufficient data to warrant presentation.

Insufficient data to warrant presentation.

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NOTE: See appendix A for definitions of terms.
 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 1962—Continued

Average hourly earnings	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 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	-	-	.9	.2	.7	-	-	.1	.2	-	-	.1	.5	
\$ 0.50 and under \$ 0.55	-	-	.3	.1	.2	-	-	-	-	-	-	.1	.2	
\$ 0.55 and under \$ 0.60	-	-	.5	.1	.4	-	-	-	-	-	-	.1	.4	
\$ 0.60 and under \$ 0.65	-	-	1.3	.3	1.0	-	-	-	.3	-	-	.3	.8	
\$ 0.65 and under \$ 0.70	-	-	1.0	.5	.6	-	-	.1	.2	-	-	.3	.4	
\$ 0.70 and under \$ 0.75 .....	.3	.3	.9	.4	.6	-	-	-	.1	-	-	.3	.5
\$ 0.75 and under \$ 0.80 .....	.1	.1	1.7	.9	.9	-	-	.2	.3	-	-	.7	.6
\$ 0.80 and under \$ 0.85 .....	.3	.3	2.2	.8	1.4	-	-	.1	.2	-	-	.7	1.2
\$ 0.85 and under \$ 0.90 .....	.2	.1	2.3	1.1	1.2	-	-	.1	.7	-	-	1.0	.6
\$ 0.90 and under \$ 0.95 .....	.2	.2	2.4	1.0	1.4	-	-	.2	.1	-	-	.8	1.2
\$ 0.95 and under \$ 1.00 .....	.1	-	1.0	.4	.6	-	-	.1	.1	-	-	.3	.5
\$ 1.00 and under \$ 1.05	1.4	1.2	10.7	4.9	5.8	.2	-	1.3	1.9	-	-	3.6	4.0	
\$ 1.05 and under \$ 1.10 .....	.2	.2	2.2	1.0	1.1	.1	-	.3	.3	-	-	.7	.8
\$ 1.10 and under \$ 1.15 .....	.9	.8	4.8	1.7	3.1	.2	-	.6	1.2	-	-	1.1	1.9
\$ 1.15 and under \$ 1.20	3.3	3.1	7.7	5.9	1.8	1.9	-	1.8	.7	-	-	4.1	1.1	
\$ 1.20 and under \$ 1.25	1.8	1.7	4.1	2.3	1.8	.9	-	1.1	.7	-	-	1.2	1.0	
\$ 1.25 and under \$ 1.30	2.3	2.0	10.1	6.2	3.9	1.4	-	2.8	.8	-	-	3.4	3.0	
\$ 1.30 and under \$ 1.35	1.2	1.0	5.0	2.2	2.8	.7	-	1.0	.7	-	-	1.3	2.2	
\$ 1.35 and under \$ 1.40	1.5	1.4	5.2	2.6	2.6	1.0	-	1.0	.9	-	-	1.6	1.7	
\$ 1.40 and under \$ 1.45	1.2	1.2	4.7	2.5	2.1	.8	-	.9	.6	-	-	1.6	1.6	
\$ 1.45 and under \$ 1.50 .....	.8	.7	2.9	1.3	1.6	.4	-	.4	.5	-	-	.8	1.1
\$ 1.50 and under \$ 1.60	2.9	2.8	10.2	5.4	4.7	1.4	-	2.6	1.7	-	-	2.9	3.1	
\$ 1.60 and under \$ 1.70	2.1	2.0	5.8	3.2	2.7	1.4	-	1.3	1.1	-	-	1.9	1.6	
\$ 1.70 and under \$ 1.80	1.9	1.5	4.8	2.3	2.5	1.3	-	1.2	.8	-	-	1.1	1.7	
\$ 1.80 and under \$ 1.90	1.0	.9	4.4	2.6	1.7	.8	-	1.3	.7	-	-	1.3	1.1	
\$ 1.90 and under \$ 2.00	1.7	1.6	1.9	1.2	.7	1.0	-	.5	.5	-	-	.8	.2	
\$ 2.00 and under \$ 2.10	1.5	1.5	4.3	2.4	1.9	.7	-	1.2	.9	-	-	1.2	1.0	
\$ 2.10 and under \$ 2.20 .....	.6	.5	1.5	1.2	.3	.4	-	.8	.1	-	-	.4	.1
\$ 2.20 and under \$ 2.30	1.0	.9	2.2	1.5	.7	.8	-	1.1	.5	-	-	.4	.2	
\$ 2.30 and under \$ 2.40 .....	.5	.5	2.1	1.6	.5	.3	-	1.0	.3	-	-	.6	.2
\$ 2.40 and under \$ 2.50 .....	.5	.4	.4	.3	.1	.3	-	.3	-	-	-	-	.1
\$ 2.50 and under \$ 2.60 .....	.7	.7	1.6	.7	.9	.4	-	.5	.4	-	-	.2	.5
\$ 2.60 and under \$ 2.70 .....	.2	.1	.6	.4	.2	.1	-	.2	.2	-	-	.2	-
\$ 2.70 and under \$ 2.80 .....	.6	.5	.9	.5	.5	.5	-	.4	-	-	-	-	.5
\$ 2.80 and under \$ 2.90 .....	.2	.2	.6	.2	.4	.2	-	.1	.4	-	-	.1	.1
\$ 2.90 and under \$ 3.00 .....	.1	.1	.6	.5	.1	.1	-	.3	.1	-	-	.2	-
\$ 3.00 and over	1.2	1.1	3.3	2.9	.5	1.0	-	2.0	.3	-	-	.9	.2	
Number of employees	32.2	29.6	117.2	63.3	53.8	18.3	-	26.9	18.3	-	-	36.5	35.6	
Average hourly earnings	\$1.62	\$1.62	\$1.47	\$1.54	\$1.37	\$1.75	-	\$1.72	\$1.50	-	-	\$1.41	\$1.31	

NOTE: See appendix A for definitions of terms. 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 1962—Continued

Average hourly earnings	(In thousands)													
	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 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—	
	\$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	-	.2	-	-	-	-	-	-	-	.2
\$0.50 and under \$0.55	-	-	-	.4	.1	.2	-	-	-	-	-	-	.1	.2
\$0.55 and under \$0.60	-	-	-	.1	-	.1	-	-	-	-	-	-	-	.1
\$0.60 and under \$0.65	.1	-	.1	.1	-	.1	-	-	-	-	-	-	-	.1
\$0.65 and under \$0.70	.1	-	.1	.4	.1	.3	-	-	-	-	-	-	.1	.3
\$0.70 and under \$0.75	.1	-	.1	.1	-	.1	-	-	-	-	-	-	-	.1
\$0.75 and under \$0.80	.2	-	.2	1.7	.4	1.3	-	-	.1	.2	-	-	.3	1.1
\$0.80 and under \$0.85	.2	-	.2	.7	.1	.6	-	-	-	-	-	-	.1	.6
\$0.85 and under \$0.90	.3	.1	.2	1.4	.4	1.0	-	-	-	.5	-	-	.4	.5
\$0.90 and under \$0.95	.2	.1	.2	1.0	.2	.8	-	-	-	.2	-	-	.2	.6
\$0.95 and under \$1.00	.2	-	.1	1.0	.2	.8	-	-	-	-	-	-	.2	.8
\$1.00 and under \$1.05	4.6	1.2	3.4	9.9	3.2	6.7	.3	-	.5	2.6	-	-	2.7	4.2
\$1.05 and under \$1.10	.8	.2	.6	1.6	.7	.9	.1	-	.2	-	-	-	.5	.9
\$1.10 and under \$1.15	1.1	.4	.7	2.3	.6	1.7	.2	-	.2	.1	-	-	.5	1.6
\$1.15 and under \$1.20	2.3	1.2	1.0	2.3	1.5	.8	.3	-	.4	.1	-	-	1.0	.8
\$1.20 and under \$1.25	.8	.5	.3	4.1	1.7	2.4	.2	-	.3	.9	-	-	1.4	1.5
\$1.25 and under \$1.30	3.6	1.8	1.8	10.0	3.4	6.6	.9	-	1.2	1.5	-	-	2.1	5.1
\$1.30 and under \$1.35	1.4	.9	.5	3.1	1.8	1.3	.2	-	.3	-	-	-	1.5	1.3
\$1.35 and under \$1.40	1.8	1.3	.6	4.2	2.1	2.1	.6	-	.6	.4	-	-	1.5	1.7
\$1.40 and under \$1.45	1.6	.7	.9	3.1	1.5	1.6	.3	-	.4	.5	-	-	1.1	1.0
\$1.45 and under \$1.50	1.0	.5	.5	3.1	1.6	1.4	.3	-	.3	.1	-	-	1.3	1.4
\$1.50 and under \$1.60	3.8	2.6	1.2	15.0	6.0	9.0	.9	-	2.7	2.6	-	-	3.3	6.4
\$1.60 and under \$1.70	2.3	1.4	.9	7.6	4.1	3.5	.8	-	1.2	1.0	-	-	2.9	2.4
\$1.70 and under \$1.80	2.0	1.4	.6	8.1	3.7	4.4	.9	-	1.5	1.4	-	-	2.2	3.0
\$1.80 and under \$1.90	2.6	2.1	.4	6.6	3.9	2.7	.9	-	1.2	.6	-	-	2.7	2.1
\$1.90 and under \$2.00	1.4	1.3	.2	3.4	2.2	1.1	.6	-	.9	.2	-	-	1.3	.9
\$2.00 and under \$2.10	2.8	2.3	.5	6.4	3.6	2.9	1.5	-	1.9	1.2	-	-	1.7	1.7
\$2.10 and under \$2.20	1.8	1.6	.2	2.6	2.1	.5	1.1	-	1.4	.3	-	-	.7	.2
\$2.20 and under \$2.30	2.0	1.8	.2	4.9	3.3	1.5	1.1	-	2.5	.3	-	-	.9	1.2
\$2.30 and under \$2.40	1.7	1.3	.4	3.5	2.2	1.3	1.1	-	.9	1.0	-	-	1.3	.4
\$2.40 and under \$2.50	1.3	1.3	-	2.9	2.3	.6	1.0	-	1.5	.3	-	-	.8	.3
\$2.50 and under \$2.60	1.1	.8	.3	4.9	3.2	1.7	.8	-	2.0	.9	-	-	1.2	.8
\$2.60 and under \$2.70	1.9	1.7	.2	2.0	1.5	.5	1.6	-	.9	.3	-	-	.6	.2
\$2.70 and under \$2.80	1.6	1.5	.1	2.4	1.5	1.0	1.4	-	1.1	.5	-	-	.3	.5
\$2.80 and under \$2.90	1.3	1.3	-	2.2	1.1	1.1	1.2	-	1.0	.8	-	-	.1	.3
\$2.90 and under \$3.00	.8	.8	-	.8	.4	.4	.7	-	.4	.3	-	-	-	.1
\$3.00 and over	3.6	3.3	.2	9.0	6.2	2.8	3.0	-	2.3	1.8	-	-	3.9	1.0
Number of employees	52.3	35.4	16.9	133.1	67.1	66.0	22.1	-	27.9	20.6	-	-	39.1	45.4
Average hourly earnings	\$1.84	\$2.05	\$1.40	\$1.80	\$1.95	\$1.66	\$2.29	-	\$2.16	\$1.92	-	-	\$1.81	\$1.55

Insufficient data to warrant presentation.

Insufficient data to warrant presentation.

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 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, by metropolitan and nonmetropolitan areas, United States and regions, June 1962—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 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 -----	-	-	.2	.1	.1	-	-	-	-	-	-	-	-
\$ 0.50 and under \$ 0.55 -----	-	-	.1	-	.1	-	-	-	-	-	-	-	-
\$ 0.55 and under \$ 0.60 -----	-	-	-	-	-	-	-	-	-	-	-	-	-
\$ 0.60 and under \$ 0.65 -----	-	-	-	-	-	-	-	-	-	-	-	-	-
\$ 0.65 and under \$ 0.70 -----	-	-	.1	-	.1	-	-	-	-	-	-	-	-
\$ 0.70 and under \$ 0.75 -----	-	-	-	-	-	-	-	-	-	-	-	-	-
\$ 0.75 and under \$ 0.80 -----	-	-	.3	-	.3	-	-	-	-	-	-	-	-
\$ 0.80 and under \$ 0.85 -----	-	-	.1	-	.1	-	-	-	-	-	-	-	-
\$ 0.85 and under \$ 0.90 -----	-	-	.1	-	.1	-	-	-	-	-	-	-	-
\$ 0.90 and under \$ 0.95 -----	.1	.1	.1	-	.1	-	-	-	.1	-	-	-	-
\$ 0.95 and under \$ 1.00 -----	-	-	.2	-	.2	-	-	-	-	-	-	-	-
\$ 1.00 and under \$ 1.05 -----	.2	.1	1.3	.3	1.0	.1	-	-	-	-	-	-	-
\$ 1.05 and under \$ 1.10 -----	.1	-	.2	.1	.2	-	-	-	-	-	-	-	-
\$ 1.10 and under \$ 1.15 -----	.1	-	.5	.1	.4	-	-	-	-	-	-	-	-
\$ 1.15 and under \$ 1.20 -----	.2	.1	1.1	.3	.8	-	-	-	-	-	-	-	-
\$ 1.20 and under \$ 1.25 -----	-	-	.6	-	.5	-	-	-	-	-	-	-	-
\$ 1.25 and under \$ 1.30 -----	.7	.5	2.6	1.2	1.4	.3	-	-	-	-	-	-	-
\$ 1.30 and under \$ 1.35 -----	.1	.1	.7	.3	.4	.1	-	-	-	-	-	-	-
\$ 1.35 and under \$ 1.40 -----	.6	.6	1.0	.5	.5	.5	-	-	-	-	-	-	-
\$ 1.40 and under \$ 1.45 -----	.2	.2	.7	.4	.3	.1	-	-	-	-	-	-	-
\$ 1.45 and under \$ 1.50 -----	.3	.3	.4	.2	.2	.2	-	-	-	-	-	-	-
\$ 1.50 and under \$ 1.60 -----	1.8	1.5	4.1	1.7	2.4	1.0	-	-	-	-	-	-	-
\$ 1.60 and under \$ 1.70 -----	1.0	.9	1.6	1.1	.5	.6	-	-	-	-	-	-	-
\$ 1.70 and under \$ 1.80 -----	1.4	1.3	3.3	2.2	1.1	.8	-	-	-	-	-	-	-
\$ 1.80 and under \$ 1.90 -----	1.0	.8	2.4	1.7	.7	.6	-	-	-	-	-	-	-
\$ 1.90 and under \$ 2.00 -----	.8	.7	1.9	1.2	.7	.5	-	-	-	-	-	-	-
\$ 2.00 and under \$ 2.10 -----	1.0	.9	3.4	1.7	1.7	.7	-	-	-	-	-	-	-
\$ 2.10 and under \$ 2.20 -----	.8	.8	1.2	.9	.4	.6	-	-	-	-	-	-	-
\$ 2.20 and under \$ 2.30 -----	1.1	1.0	2.2	1.8	.5	.7	-	-	-	-	-	-	-
\$ 2.30 and under \$ 2.40 -----	.8	.6	1.8	1.4	.4	.5	-	-	-	-	-	-	-
\$ 2.40 and under \$ 2.50 -----	.7	.6	1.6	1.1	.5	.6	-	-	-	-	-	-	-
\$ 2.50 and under \$ 2.60 -----	1.1	.9	2.7	1.5	1.2	.6	-	-	-	-	-	-	-
\$ 2.60 and under \$ 2.70 -----	1.3	1.0	1.6	1.2	.4	.9	-	-	-	-	-	-	-
\$ 2.70 and under \$ 2.80 -----	.6	.5	1.2	.9	.3	.3	-	-	-	-	-	-	-
\$ 2.80 and under \$ 2.90 -----	1.1	.9	.8	.6	.2	.7	-	-	-	-	-	-	-
\$ 2.90 and under \$ 3.00 -----	.8	.8	.8	.8	-	.7	-	-	-	-	-	-	-
\$ 3.00 and over -----	4.4	4.2	10.6	8.8	1.9	3.9	-	-	-	-	-	-	-
Number of employees -----	22.4	19.4	51.5	32.3	19.2	15.3	-	-	-	-	-	-	-
Average hourly earnings -----	\$2.34	\$2.36	\$2.25	\$2.45	\$1.91	\$2.44	-	-	-	-	-	-	-

NOTE: See appendix A for definitions of terms.
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 1962

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		
	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—			
\$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	-	-	-	-	-	1	-	-	-	1	-	-	-	-	1
Under \$0.55	-	-	-	1	-	1	-	-	-	1	-	-	-	-	1
Under \$0.60	-	-	-	1	-	1	-	-	-	1	-	-	-	-	1
Under \$0.65	-	-	-	1	-	2	-	-	-	1	-	-	1	-	2
Under \$0.70	-	-	1	1	1	2	-	-	-	1	-	-	1	1	3
Under \$0.75	1	-	2	2	1	3	-	-	-	2	1	-	1	1	4
Under \$0.80	1	-	2	3	2	4	-	-	1	3	1	-	2	2	5
Under \$0.85	1	1	3	4	2	6	-	-	1	3	2	-	3	3	7
Under \$0.90	1	1	3	5	3	7	-	-	1	5	3	-	4	4	8
Under \$0.95	2	1	4	6	3	8	-	-	1	6	4	-	5	5	10
Under \$1.00	2	1	5	6	4	9	-	-	1	6	4	-	6	6	11
Under \$1.05	7	4	19	13	9	18	1	-	4	15	10	-	13	20	20
Under \$1.10	8	4	21	14	10	20	2	-	4	16	11	-	14	22	22
Under \$1.15	10	6	25	17	11	23	2	-	6	19	14	-	16	26	26
Under \$1.20	15	10	31	20	15	26	6	-	9	21	21	-	21	29	29
Under \$1.25	17	13	32	23	17	29	8	-	11	24	25	-	23	32	32
Under \$1.30	23	18	42	30	24	37	12	-	16	31	31	-	30	42	42
Under \$1.35	25	20	45	33	26	41	14	-	18	33	34	-	33	45	45
Under \$1.40	28	23	48	36	29	44	17	-	21	37	38	-	37	50	50
Under \$1.45	31	26	52	39	32	48	19	-	23	40	41	-	40	53	53
Under \$1.50	33	27	54	41	34	50	21	-	25	41	43	-	42	56	56
Under \$1.60	41	35	61	52	43	62	27	-	33	53	55	-	51	68	68
Under \$1.70	46	40	67	57	48	67	32	-	38	59	61	-	57	73	73
Under \$1.80	51	45	73	63	53	74	37	-	43	65	66	-	62	79	79
Under \$1.90	56	50	78	68	59	78	41	-	49	69	71	-	68	83	83
Under \$2.00	60	54	80	71	62	80	46	-	52	72	76	-	72	85	85
Under \$2.10	65	60	83	76	68	85	51	-	57	78	82	-	77	90	90
Under \$2.20	69	64	85	78	71	86	56	-	61	79	85	-	79	90	90
Under \$2.30	73	70	86	81	75	88	62	-	66	82	89	-	83	92	92
Under \$2.40	76	72	88	84	78	90	65	-	70	86	90	-	85	93	93
Under \$2.50	78	76	89	85	81	91	69	-	73	87	91	-	87	94	94
Under \$2.60	81	79	92	89	84	93	72	-	78	89	93	-	90	96	96
Under \$2.70	84	82	95	90	86	94	76	-	80	90	94	-	91	97	97
Under \$2.80	87	84	96	91	88	95	80	-	83	91	95	-	92	98	98
Under \$2.90	89	87	97	92	89	96	83	-	85	93	96	-	92	98	98
Under \$3.00	91	89	97	93	90	97	86	-	87	94	97	-	93	99	99
Total	100	100	100	100	100	100	100	-	100	100	100	-	100	100	100
Number of employees (in thousands)	129.6	103.0	26.6	376.1	200.8	175.3	73.0	-	92.2	70.9	30.0	-	108.6	104.4	104.4
Average hourly earnings	\$1.92	\$2.00	\$1.59	\$1.76	\$1.90	\$1.59	\$2.16	-	\$2.09	\$1.75	\$1.65	-	\$1.74	\$1.50	\$1.50

Insufficient data to warrant presentation.

Insufficient data to warrant presentation.

NOTE: See appendix A for definitions of terms.
 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 1962—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 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	-	-	-	-	-	-	-	-	-	-	-	-	-
Under \$ 0.60	-	-	-	-	-	-	-	-	-	-	-	-	-
Under \$ 0.65	-	-	-	-	-	-	-	-	-	-	-	-	-
Under \$ 0.70	-	-	-	-	-	-	-	-	-	-	-	-	-
Under \$ 0.75	-	-	-	-	1	-	-	-	-	-	-	1	-
Under \$ 0.80	-	-	1	-	1	-	-	-	-	-	-	1	-
Under \$ 0.85	-	-	1	-	2	-	-	-	-	-	-	2	-
Under \$ 0.90	-	-	1	-	2	-	-	-	-	-	-	3	-
Under \$ 0.95	-	-	1	-	3	-	-	-	-	-	-	3	-
Under \$ 1.00	-	-	2	-	3	-	-	-	-	-	-	3	-
Under \$ 1.05	1	1	7	4	9	1	2	10	3	11	10	13	11
Under \$ 1.10	1	1	7	5	10	1	3	11	4	13	11	15	13
Under \$ 1.15	4	2	9	5	12	2	4	13	5	15	15	17	15
Under \$ 1.20	4	4	11	7	15	4	5	15	7	17	15	21	17
Under \$ 1.25	5	5	13	8	17	5	7	17	11	21	17	25	17
Under \$ 1.30	10	8	19	13	26	8	11	25	13	28	21	34	25
Under \$ 1.35	11	10	21	14	29	10	13	28	16	34	25	37	28
Under \$ 1.40	13	12	26	18	34	12	16	34	18	37	25	41	34
Under \$ 1.45	15	15	28	20	37	14	18	37	21	41	25	45	37
Under \$ 1.50	17	16	31	22	39	15	21	38	23	45	25	49	38
Under \$ 1.60	23	23	44	33	55	21	31	54	27	54	25	60	54
Under \$ 1.70	29	27	51	40	62	25	38	60	33	60	25	68	60
Under \$ 1.80	36	32	58	46	70	30	45	68	40	68	25	74	68
Under \$ 1.90	43	37	65	55	76	35	54	74	48	74	25	81	74
Under \$ 2.00	48	42	69	60	79	40	58	76	55	76	25	87	76
Under \$ 2.10	55	50	76	68	85	49	66	83	63	83	25	93	83
Under \$ 2.20	61	58	80	74	87	56	70	85	70	85	25	97	85
Under \$ 2.30	68	67	84	78	91	65	73	89	77	89	25	100	89
Under \$ 2.40	71	69	87	81	94	68	77	93	80	93	25	100	93
Under \$ 2.50	75	74	89	83	95	73	79	95	83	95	25	100	95
Under \$ 2.60	79	78	92	89	96	77	83	96	86	96	25	100	96
Under \$ 2.70	82	80	94	91	97	80	86	97	88	97	25	100	97
Under \$ 2.80	83	81	94	92	98	80	87	97	89	97	25	100	97
Under \$ 2.90	85	84	95	93	98	83	88	97	90	97	25	100	97
Under \$ 3.00	88	87	96	94	99	86	90	98	92	98	25	100	98
Total	100	100	100	100	100	100	100	100	100	100	100	100	100
Number of employees (in thousands)	22.7	18.6	74.4	38.1	36.2	17.3	22.2	22.9	17.3	22.2	22.9	17.3	22.9
Average hourly earnings	\$2.16	\$2.18	\$1.80	\$1.96	\$1.65	\$2.21	\$2.03	\$1.66	\$2.21	\$2.03	\$1.66	\$2.21	\$1.66

Insufficient data to warrant presentation.

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NOTE: See appendix A for definitions of terms.
Dashes indicate less than 0.5 percent.
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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 1962—Continued

Average hourly earnings	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 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		
Under \$ 0.50	-	-	1	-	1	-	-	1	-	-	1	-	1
Under \$ 0.55	-	-	1	-	2	-	-	1	-	-	1	-	2
Under \$ 0.60	-	-	1	-	2	-	-	1	-	-	1	-	3
Under \$ 0.65	-	-	2	1	4	-	-	3	-	-	3	-	5
Under \$ 0.70	-	-	3	2	5	-	-	4	-	-	4	-	6
Under \$ 0.75	1	1	4	2	6	-	-	5	-	-	5	-	8
Under \$ 0.80	1	1	6	4	8	-	-	7	-	-	7	-	9
Under \$ 0.85	2	2	7	5	11	-	-	8	-	-	8	-	12
Under \$ 0.90	3	3	9	7	13	-	-	10	-	-	10	-	14
Under \$ 0.95	3	3	12	8	15	-	-	12	-	-	12	-	17
Under \$ 1.00	4	4	12	9	16	-	-	13	-	-	13	-	19
Under \$ 1.05	8	7	22	17	27	1	-	22	-	-	23	-	30
Under \$ 1.10	9	8	23	18	29	2	-	23	-	-	25	-	32
Under \$ 1.15	11	11	27	21	35	3	-	30	-	-	28	-	38
Under \$ 1.20	22	21	34	30	38	13	-	34	-	-	39	-	41
Under \$ 1.25	27	27	37	34	42	18	-	38	-	-	42	-	44
Under \$ 1.30	34	34	46	44	49	26	-	43	-	-	52	-	52
Under \$ 1.35	38	38	50	47	54	30	-	46	-	-	55	-	58
Under \$ 1.40	43	42	55	51	59	36	-	51	-	-	59	-	63
Under \$ 1.45	46	46	59	55	63	39	-	54	-	-	64	-	67
Under \$ 1.50	49	49	61	57	66	42	-	57	-	-	66	-	71
Under \$ 1.60	58	58	70	66	75	50	-	66	-	-	74	-	79
Under \$ 1.70	64	65	75	71	80	57	-	72	-	-	79	-	83
Under \$ 1.80	70	70	79	75	84	64	-	77	-	-	82	-	88
Under \$ 1.90	73	73	83	79	88	69	-	80	-	-	86	-	91
Under \$ 2.00	79	78	84	81	89	74	-	83	-	-	88	-	92
Under \$ 2.10	83	83	88	85	92	78	-	87	-	-	91	-	95
Under \$ 2.20	85	85	89	86	93	80	-	88	-	-	92	-	95
Under \$ 2.30	88	88	91	89	94	84	-	91	-	-	93	-	96
Under \$ 2.40	89	90	93	91	95	86	-	92	-	-	95	-	96
Under \$ 2.50	91	91	93	92	95	87	-	92	-	-	95	-	96
Under \$ 2.60	93	93	95	93	97	90	-	95	-	-	96	-	98
Under \$ 2.70	94	94	95	94	97	90	-	96	-	-	96	-	98
Under \$ 2.80	96	95	96	94	98	93	-	96	-	-	96	-	99
Under \$ 2.90	96	96	97	95	99	93	-	98	-	-	97	-	99
Under \$ 3.00	97	96	97	96	99	94	-	98	-	-	98	-	99
Total	100	100	100	100	100	100	-	100	-	-	100	-	100
Number of employees (in thousands)	32.2	29.6	117.2	63.3	53.8	18.3	-	26.9	-	-	18.3	-	36.5
Average hourly earnings	\$1.62	\$1.62	\$1.47	\$1.54	\$1.37	\$1.75	-	\$1.72	-	-	\$1.50	-	\$1.41

NOTE: See appendix A for definitions of terms.
 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 1962—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 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—	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	-	1	-	-	-	-	-	-	1	
Under \$ 0.65	-	-	1	1	-	1	-	-	-	-	-	-	1	
Under \$ 0.70	1	-	2	1	-	1	-	-	-	-	-	-	2	
Under \$ 0.75	1	-	2	1	-	1	-	-	-	-	-	-	2	
Under \$ 0.80	1	-	3	2	1	3	-	-	1	-	-	-	4	
Under \$ 0.85	1	-	4	3	1	4	-	-	1	-	-	-	6	
Under \$ 0.90	2	-	5	4	2	6	-	-	3	-	-	-	7	
Under \$ 0.95	2	1	6	5	2	7	-	-	4	-	-	-	8	
Under \$ 1.00	3	1	7	5	2	8	-	-	5	-	-	-	10	
Under \$ 1.05	11	4	27	13	7	18	2	-	2	17	-	-	19	
Under \$ 1.10	13	5	31	14	8	20	2	-	3	17	-	-	21	
Under \$ 1.15	15	5	36	16	9	22	3	-	4	18	-	-	24	
Under \$ 1.20	20	9	41	17	11	24	4	-	5	18	-	-	26	
Under \$ 1.25	21	10	43	21	14	27	5	-	6	22	-	-	30	
Under \$ 1.30	28	16	54	28	19	37	9	-	11	30	-	-	41	
Under \$ 1.35	30	18	57	30	22	39	10	-	11	30	-	-	43	
Under \$ 1.40	34	21	60	34	25	42	13	-	14	32	-	-	47	
Under \$ 1.45	37	23	66	36	27	45	14	-	15	34	-	-	50	
Under \$ 1.50	39	25	68	38	29	47	15	-	16	35	-	-	53	
Under \$ 1.60	46	32	75	49	38	61	19	-	26	48	-	-	67	
Under \$ 1.70	51	36	80	55	44	66	23	-	30	52	-	-	72	
Under \$ 1.80	54	40	84	61	50	73	27	-	36	59	-	-	79	
Under \$ 1.90	59	46	86	66	56	77	31	-	40	62	-	-	83	
Under \$ 2.00	62	50	88	69	59	78	34	-	43	63	-	-	85	
Under \$ 2.10	67	56	90	73	65	83	41	-	50	69	-	-	89	
Under \$ 2.20	71	61	91	76	68	83	46	-	55	70	-	-	89	
Under \$ 2.30	75	66	93	79	73	86	51	-	64	72	-	-	92	
Under \$ 2.40	78	70	95	82	76	88	56	-	67	77	-	-	93	
Under \$ 2.50	80	73	95	84	79	89	61	-	72	78	-	-	93	
Under \$ 2.60	82	76	97	88	84	91	65	-	80	83	-	-	95	
Under \$ 2.70	86	81	98	89	86	92	71	-	83	84	-	-	96	
Under \$ 2.80	89	85	98	91	89	93	78	-	87	86	-	-	97	
Under \$ 2.90	92	88	99	93	90	95	83	-	90	90	-	-	97	
Under \$ 3.00	93	91	99	93	91	96	86	-	92	92	-	-	98	
Total	100	100	100	100	100	100	100	-	100	100	-	-	100	
Number of employees (in thousands)	52.3	35.4	16.9	133.1	67.1	66.0	22.1	-	27.9	20.6	-	-	45.4	
Average hourly earnings	\$1.84	\$2.05	\$1.40	\$1.80	\$1.95	\$1.66	\$2.29	-	\$2.16	\$1.92	-	-	\$1.55	

NOTE: See appendix A for definitions of terms.
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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 1962—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—	
lish-ments	\$250,000 or more	Less than \$250,000	lish-ments	\$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	-	-	-	-	-	1	-	-	-	-	-	-	-	
Under \$0.55	-	-	1	-	1	-	-	-	-	-	-	-	-	
Under \$0.60	-	-	1	-	1	-	-	-	-	-	-	-	-	
Under \$0.65	-	-	1	-	1	-	-	-	-	-	-	-	-	
Under \$0.70	-	-	1	-	1	-	-	-	-	-	-	-	-	
Under \$0.75	-	-	1	-	1	-	-	-	-	-	-	-	-	
Under \$0.80	-	-	1	-	3	-	-	-	-	-	-	-	-	
Under \$0.85	-	-	1	-	3	-	-	-	-	-	-	-	-	
Under \$0.90	-	-	2	-	4	-	-	-	-	-	-	-	-	
Under \$0.95	-	1	2	-	4	1	-	-	-	-	-	-	-	
Under \$1.00	-	1	2	1	4	1	-	-	-	-	-	-	-	
Under \$1.05	1	1	5	2	9	1	-	-	-	-	-	-	-	
Under \$1.10	2	2	5	2	10	1	-	-	-	-	-	-	-	
Under \$1.15	2	2	6	2	13	2	-	-	-	-	-	-	-	
Under \$1.20	3	2	8	4	16	2	-	-	-	-	-	-	-	
Under \$1.25	4	3	10	4	19	2	-	-	-	-	-	-	-	
Under \$1.30	7	5	15	7	27	4	-	-	-	-	-	-	-	
Under \$1.35	7	6	16	8	29	5	-	-	-	-	-	-	-	
Under \$1.40	10	9	18	10	31	8	-	-	-	-	-	-	-	
Under \$1.45	11	10	19	11	33	9	-	-	-	-	-	-	-	
Under \$1.50	12	11	20	11	34	11	-	-	-	-	-	-	-	
Under \$1.60	21	19	28	17	46	17	-	-	-	-	-	-	-	
Under \$1.70	25	23	31	20	49	21	-	-	-	-	-	-	-	
Under \$1.80	31	30	37	27	55	26	-	-	-	-	-	-	-	
Under \$1.90	35	34	42	32	58	30	-	-	-	-	-	-	-	
Under \$2.00	39	38	46	36	62	33	-	-	-	-	-	-	-	
Under \$2.10	43	42	52	41	71	38	-	-	-	-	-	-	-	
Under \$2.20	47	46	55	44	72	42	-	-	-	-	-	-	-	
Under \$2.30	52	51	59	50	75	47	-	-	-	-	-	-	-	
Under \$2.40	55	54	63	54	77	50	-	-	-	-	-	-	-	
Under \$2.50	58	57	66	57	80	54	-	-	-	-	-	-	-	
Under \$2.60	63	62	71	62	86	58	-	-	-	-	-	-	-	
Under \$2.70	69	67	74	66	88	63	-	-	-	-	-	-	-	
Under \$2.80	71	70	76	68	89	66	-	-	-	-	-	-	-	
Under \$2.90	77	74	78	70	90	71	-	-	-	-	-	-	-	
Under \$3.00	80	78	79	73	90	75	-	-	-	-	-	-	-	
Total	100	100	100	100	100	100	-	-	-	-	-	-	-	
Number of employees (in thousands)	22.4	19.4	51.5	32.3	19.2	15.3	-	-	-	-	-	-	-	
Average hourly earnings	\$2.34	\$2.36	\$2.25	\$2.45	\$1.91	\$2.44	-	-	-	-	-	-	-	

Insufficient data to warrant presentation.

Insufficient data to warrant presentation.

Insufficient data to warrant presentation.

NOTE: See appendix A for definitions of terms.
 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 1962

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	19.5	\$ 13.74	5.4	\$ 15.27	4.0	\$ 11.95	6.7	\$ 12.91	3.4	\$ 15.05
15 and under 35	50.2	40.80	11.5	39.38	13.5	36.92	17.6	39.96	7.7	51.62
35 and under 40	20.5	70.17	4.8	75.31	6.2	56.20	6.5	71.28	3.0	88.01
40	95.3	84.32	17.2	80.09	25.5	67.95	34.4	86.61	18.2	106.90
Over 40 and under 44	25.9	81.17	5.4	83.97	9.1	67.52	7.5	85.63	4.0	100.18
44	45.7	88.01	9.1	91.40	9.9	71.15	16.6	84.22	10.1	107.80
Over 44 and under 49	100.0	84.39	20.2	88.66	29.2	71.28	36.0	86.15	14.5	100.49
49 and over	148.7	86.13	23.5	95.10	52.1	73.72	60.1	88.59	13.0	108.32
Total	505.7	77.41	97.1	78.10	149.4	65.98	185.4	79.25	73.8	94.84
<u>Men</u>										
1 and under 15	14.1	14.20	3.4	15.00	3.2	12.64	5.0	13.60	2.5	16.23
15 and under 35	35.6	43.49	7.6	42.34	10.8	37.60	12.3	43.23	4.9	58.84
35 and under 40	12.3	78.59	2.1	93.89	4.3	56.50	4.0	83.02	2.0	100.15
40	70.5	91.80	12.1	87.30	19.7	71.08	25.3	95.48	13.4	119.44
Over 40 and under 44	21.7	84.23	4.4	86.90	8.2	68.43	5.8	92.00	3.3	106.09
44	41.0	90.91	8.4	93.35	8.7	73.04	14.6	87.72	9.4	110.30
Over 44 and under 49	92.6	86.10	19.1	90.12	27.0	72.05	33.0	88.54	13.6	102.44
49 and over	145.2	86.54	23.1	95.37	51.3	73.61	58.5	89.45	12.3	109.87
Total	432.9	81.46	80.1	83.59	133.0	67.63	158.5	83.99	61.3	\$101.87
<u>Women</u>										
1 and under 15	5.4	12.50	1.9	15.80	.9	9.47	1.7	10.91	.9	11.74
15 and under 35	14.7	34.21	3.9	33.41	2.7	34.19	5.3	32.33	2.8	38.89
35 and under 40	8.2	57.29	2.8	60.25	1.9	55.54	2.5	52.81	1.0	63.98
40	24.8	62.81	5.2	62.17	5.8	57.35	9.0	61.74	4.8	72.06
Over 40 and under 44	4.2	65.07	1.0	69.10	.9	59.34	1.7	63.38	.7	71.58
44	4.7	61.92	.7	65.69	1.2	57.46	2.0	59.09	.7	74.29
Over 44 and under 49	7.4	62.81	1.2	62.18	2.2	61.86	3.1	60.44	1.0	73.19
49 and over	3.5	68.01	.4	62.48	.8	80.31	1.6	56.24	.7	81.48
Total	72.9	52.94	17.0	50.10	16.5	52.46	26.9	51.22	12.6	60.25

NOTE: See appendix A for definitions of terms.
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 1962

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	11.7	\$ 14.91	3.8	\$ 15.61	2.2	\$ 13.22	3.5	\$ 14.30	2.1	\$ 16.46
15 and under 35	27.1	44.06	7.5	42.54	5.6	38.86	8.9	40.96	5.1	57.40
35 and under 40	12.2	78.34	4.0	79.48	2.8	57.88	3.5	82.65	1.9	98.14
40	61.1	90.75	13.7	83.55	13.0	76.68	20.3	89.18	14.1	112.93
Over 40 and under 44	16.1	86.81	4.2	87.01	4.9	71.64	4.4	93.54	2.6	103.60
44	21.5	98.17	5.6	98.63	5.0	78.65	6.0	103.84	4.8	110.81
Over 44 and under 49	42.3	93.89	12.7	89.67	10.9	79.47	13.2	105.00	5.5	105.50
49 and over	54.2	94.96	14.2	97.38	19.5	81.41	15.8	101.89	4.7	120.61
Total	246.1	83.27	65.8	80.33	63.9	71.97	75.5	86.53	40.9	99.31
<u>Nonmetropolitan areas</u>										
1 and under 15	7.9	12.04	1.5	14.52	1.8	10.41	3.2	11.40	1.3	12.78
15 and under 35	23.2	37.01	4.0	33.63	7.9	35.53	8.7	38.94	2.6	40.36
35 and under 40	8.3	58.36	.8	56.78	3.4	54.80	3.0	58.26	1.1	70.59
40	34.1	72.84	3.5	67.17	12.4	58.77	14.1	82.92	4.0	85.88
Over 40 and under 44	9.8	72.08	1.2	74.32	4.2	62.73	3.0	74.18	1.4	93.78
44	24.2	79.07	3.5	80.25	4.9	63.47	10.6	73.09	5.2	105.00
Over 44 and under 49	57.7	77.47	7.5	86.98	18.3	66.42	22.9	75.31	9.0	97.42
49 and over	94.5	81.08	9.3	91.70	32.6	69.11	44.3	83.84	8.3	101.33
Total	259.6	71.87	31.3	73.45	85.5	61.46	109.9	74.22	33.0	89.15

NOTE: See appendix A for definitions of terms.
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 1962

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
(In thousands)										
Enterprises with annual sales of \$1,000,000 or more										
Establishments with annual sales of—										
\$250,000 or more:										
1 and under 15	2.8	\$ 15.08	.6	\$ 19.51	.6	\$ 14.40	.9	\$ 11.35	.6	\$ 17.26
15 and under 35	8.5	48.78	1.8	51.10	2.6	45.69	2.2	44.89	1.8	55.61
35 and under 40	5.1	83.91	1.4	87.27	1.2	64.23	1.6	84.97	.9	104.08
40	24.7	90.58	4.6	95.49	5.0	75.60	9.4	88.03	5.7	104.00
Over 40 and under 44	6.9	84.23	1.5	91.70	2.5	67.70	1.9	93.27	1.0	97.32
44	9.3	100.43	1.5	100.61	1.1	83.03	3.6	98.15	3.1	109.41
Over 44 and under 49	16.8	94.31	3.3	100.60	4.3	76.24	5.3	102.34	3.8	97.74
49 and over	29.1	93.36	3.9	105.13	12.3	79.89	10.4	97.79	2.4	123.39
Total	103.0	86.60	18.6	91.00	29.6	72.61	35.4	89.34	19.4	98.02
Less than \$250,000:										
1 and under 15	1.5	12.25					.6	10.02		
15 and under 35	3.8	30.54					2.2	28.49		
35 and under 40	1.1	58.42					.6	51.73		
40	3.7	89.43					1.9	77.22		
Over 40 and under 44 .....	.8	73.17	Insufficient data to warrant presentation.				.3	65.20	Insufficient data to warrant presentation.	
44	3.7	86.36					1.8	76.64		
Over 44 and under 49	5.3	73.75					3.6	68.51		
49 and over	6.9	68.41					5.9	66.52		
Total	26.8	65.97					16.9	61.44		
Enterprises with annual sales of less than \$1,000,000										
Establishments with annual sales of—										
\$250,000 or more:										
1 and under 15	7.9	\$ 14.81	2.9	\$ 14.97	1.4	\$ 13.61	2.2	\$ 14.59	1.4	\$ 15.98
15 and under 35	17.9	44.58	4.4	42.93	5.3	37.46	5.7	43.12	2.5	65.26
35 and under 40	7.8	73.56	1.9	87.17	3.0	56.57	1.5	78.15	1.4	90.13
40	37.6	93.15	6.7	78.03	10.9	72.25	11.9	103.28	8.1	118.00
Over 40 and under 44	12.2	85.51	2.2	87.46	3.7	68.97	3.8	86.93	2.4	107.30
44	17.3	91.70	3.9	92.98	3.3	69.28	5.2	88.55	4.9	108.98
Over 44 and under 49	41.7	87.53	8.1	92.76	13.3	74.60	15.2	89.65	5.1	107.10
49 and over	58.3	88.02	8.0	99.06	22.4	74.52	21.5	90.84	6.3	113.09
Total	200.8	81.79	38.1	79.27	63.3	68.23	67.1	85.51	32.3	103.08
Less than \$250,000:										
1 and under 15	7.3	12.48	1.5	15.10	1.9	9.79	3.0	12.80	.9	11.92
15 and under 35	20.0	36.08	4.6	33.67	5.3	31.83	7.4	39.41	2.7	39.52
35 and under 40	6.5	57.96	1.3	54.52	1.6	48.42	2.8	63.73	.7	65.43
40	29.2	67.36	5.0	63.99	9.2	58.10	11.2	69.24	4.0	88.03
Over 40 and under 44	6.0	70.68	1.4	74.13	2.6	64.66	1.5	77.01	.5	71.69
44	15.4	77.03	3.3	82.67	4.9	70.52	6.0	74.24	1.3	99.63
Over 44 and under 49	36.3	77.86	8.0	80.63	11.3	65.71	11.9	79.74	5.0	96.01
49 and over	54.5	82.52	11.2	89.28	17.0	68.32	22.2	87.94	4.0	93.07
Total	175.3	68.86	36.2	70.72	53.8	59.70	66.0	71.87	19.2	79.91

NOTE: See appendix A for definitions of terms.
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, 1962.

Sample Design

The sample was designed to yield national and regional estimates for the major industry group. A stratified sample design was used with variable sampling ratios depending on the employment size of the sample unit. For example, the probability of inclusion in the sample increased with the employment size of the sample unit. The sample of 1,929 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 establishment out of 10 was selected from an industry-size group, data for that establishment were considered as representative of the 10 establishments in the group.

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 data on employment levels for June 1962, which were prepared by the Bureau especially for purposes of this survey. Current regional estimates 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 for June 1962 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 the industry, 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.

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 when not reported were obtained by multiplying the individual average hourly earnings by the number of hours worked during a single week in June 1962.

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, 1961, prepared by the Bureau of the Budget.

Appendix B: Questionnaire

BLS 2786

Budget Bureau No. 44-6114.
Approval expires 6-30-63.

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

Your report will be held in confidence

RETAIL TRADE
Individual Hours and Earnings

BLS USE ONLY

1. COMPANY IDENTIFICATION:

State	Area	Ent. sales	SIC	Wgt.

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, 1962. 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 principal 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 10 to 16, 1962.

(a) Location (street address and city)	(b) Type of retail activity	(c) Employment for payroll period ending nearest June 15, 1962		(d) Gross establishment sales (were last year's sales \$250,000 or more?)		(e) Weekly store hours for June 10-16, 1962
		Total	Non-supervisory	Yes	No	

4. PAYROLL PERIOD:

Employment and earnings data reported should correspond to your payroll period (for example, weekly, biweekly, or monthly) ending nearest June 15, 1962. 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, 1962. 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. Earnings data for food counter, cafeteria, or restaurant workers in Department, Drug, or Variety Stores should be entered only on the blue supplement provided. Data for all other employees should be reported in Item 5 of this form.

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

(Please read carefully to avoid correspondence)

<p>Complete columns 1, 2, and 3 for all nonsupervisory employees covered by this report.</p>	<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 <u>same number</u> 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 10 to June 16, 1962. Include hours paid for sick leave, holidays, vacations, etc. These hours should relate to a 1-week period regardless of the length of the payroll period.</p>
<p>Use Column 4 to report earnings of employees paid on an hourly basis.</p>	<p>Column (4)—Enter the base (straight-time) hourly rate. Premium payments for overtime work are excluded from the survey and are not to be reported. 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>
<p>Use columns 5 and 6 to report earnings of employees paid on a weekly, biweekly, monthly, or semimonthly basis.</p>	<p>Column (5)—Enter for each employee the straight-time earnings for the salary period (weekly, biweekly, monthly, or semimonthly) ending nearest June 15, 1962. 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 (weekly, biweekly, monthly, or semimonthly). Include hours paid for sick leave, holidays, vacations, etc.</p>
<p>Use columns 7 and 8 to report earnings of nonsupervisory employees based entirely or in part on commissions and bonuses.</p>	<p>Column (7)—Enter for each employee 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, 1962. 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 (weekly, biweekly, monthly, or semimonthly) and not necessarily only to those hours during which commissions or bonuses were earned.)</p>

EXAMPLES ILLUSTRATED ON PAGE 3

1. Two women each worked 36½ hours during the selected week, and each were paid a straight-time hourly rate of \$1.05.
2. 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).
3. One man worked 32½ hours during the selected week and was paid on a straight commission basis, receiving \$215.70 for 168 hours.
4. 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).
5. 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 ½ of the bonus, or \$50 is reported so that the bonus period corresponds to the commission period.

Available on Request—

Employee Earnings in Retail Trade, June 1962.

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Limited price variety stores.

Food stores.
Grocery stores.

Automotive dealers and gasoline
service stations.
Motor vehicle dealers.
Gasoline service stations.

Apparel and accessory stores.
Men's and boys' clothing
and furnishings stores.
Women's ready-to-wear stores.
Shoe stores.

Furniture, home furnishings, and
household appliance stores.
Furniture, home furnishings,
and equipment stores.
Household appliance stores.

Miscellaneous retail stores.
Drug and proprietary stores.