

**EMPLOYEE EARNINGS** *at*  
*retail automotive dealers*  
*and in*  
*gasoline service stations*

**JUNE 1962**

**motor vehicle dealers**  
**(new and used cars)**

**gasoline service stations**

**BULLETIN NO. 1380-4**

UNITED STATES DEPARTMENT OF LABOR

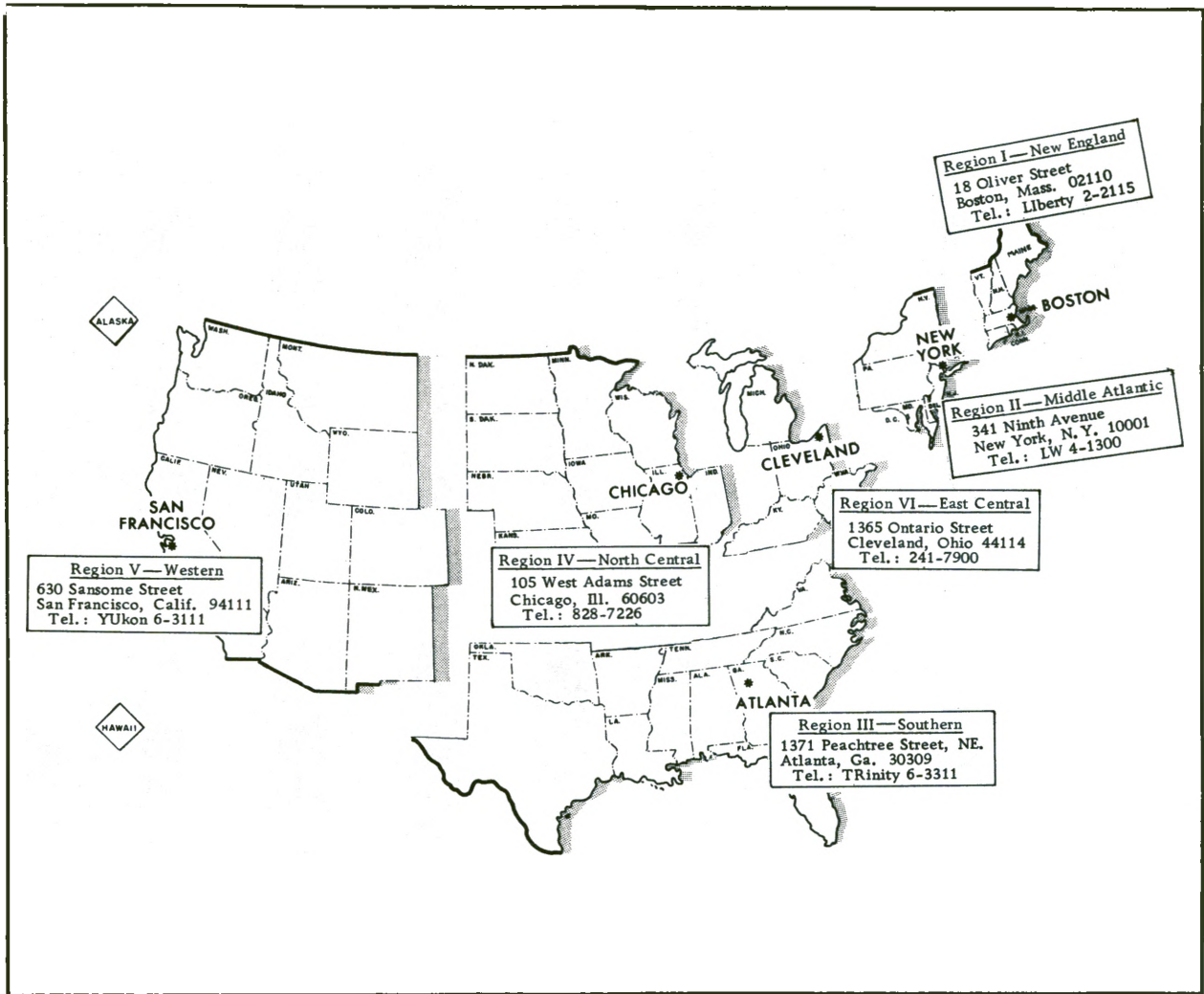
W. Willard Wirtz, Secretary

BUREAU OF LABOR STATISTICS

Ewan Clague, Commissioner



# BUREAU OF LABOR STATISTICS REGIONAL OFFICES



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## Preface

This bulletin presents estimates of employment, average hourly and weekly earnings, and weekly hours of work of nonsupervisory employees at automotive dealers and in gasoline service stations in June 1962. The survey supplements a similar study conducted in June 1961. This bulletin provides data on changes in average 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 non-metropolitan areas; and for retail enterprises and establishments by their annual volume of sales. Appendix A provides technical information on the scope and method of the survey, as well as definitions of terms. A copy of the questionnaire used in the survey is shown in appendix B.

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 Ira S. Metzman, under the immediate supervision of Herbert Schaffer.

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# Employee Earnings at Automotive Dealers and in Gasoline Service Stations, June 1962

## Summary

Average straight-time earnings were \$1.79 an hour for the approximately 1.1 million nonsupervisory employees in the Nation's automotive dealerships and gasoline service stations in June 1962. The Bureau's survey showed that 11 percent of the workers received less than \$1 an hour, 46 percent less than \$1.50, and 16 percent at least \$2.50. During the survey week, almost seven-tenths of the employees worked more than 40 hours and two-thirds worked at least 44 hours. Average weekly earnings were \$78.94. Employees who worked less than 15 hours had the lowest weekly wage level, \$12.56, while those who worked exactly 44 hours had the highest, \$100.49.

Among the four broad geographic regions of the United States, average earnings varied by as much as 69 cents an hour—from \$1.47 in the South to \$2.16 in the West. Men averaged \$1.81 an hour, 27 cents an hour more than women. Workers in metropolitan areas averaged \$1.98 an hour, 47 cents more than those in nonmetropolitan areas. Workers in enterprises with at least \$1 million in annual sales averaged \$2.24 an hour, 72 cents more than those in smaller sales volume enterprises.

Employee earnings differed sharply between the two major lines of retail business comprising the automotive dealers and gasoline service stations industry group. The wage level in gasoline service stations was \$1.33. About two-thirds of the workers in the overall industry group who earned less than \$1.05 an hour were employed in gasoline service stations. Average earnings were 81 cents an hour higher for employees of motor vehicle dealers. About two-thirds of those in the overall industry group who received at least \$1.50 an hour were employed by motor vehicle dealers.

Both long workweeks and part-time employment prevailed for a larger proportion of employees in gasoline service stations than at motor vehicle dealers. During the survey week, two-fifths of the service station attendants worked at least 49 hours a week and about a fourth less than 35 hours, compared with about three-tenths and a twentieth, respectively, of the employees in establishments selling motor vehicles.

Average weekly earnings at motor vehicle dealers were \$95.95 and varied from \$15.38 for employees who worked less than 15 hours a week to \$103.17 for those who worked more than 44 but less than 49 hours. The weekly average earnings at gasoline service stations were \$38.12 below those at motor vehicle dealers, and varied from \$11.89 for employees who worked less than 15 hours a week to \$75.60 for those who worked exactly 44 hours.

The June 1962 survey revealed that average hourly earnings for employees of the Nation's automotive dealers and gasoline service stations had increased 6 cents an hour since a similar survey conducted a year earlier. Earnings advanced by 10 cents an hour for employees at motor vehicle dealers and by 4 cents an hour for those at gasoline service stations. The \$1 an hour Federal minimum

wage applicable to retail trade, established by the September 1961 amendments to the Fair Labor Standards Act, had a limited effect on the distribution of earnings in the overall industry group, since only a tenth of the workers were in establishments which became subject to the act.<sup>1</sup> Twelve percent of the workers were paid less than \$1 an hour in June 1961 and 11 percent in June 1962. Changes in the distribution at this wage level were negligible at both motor vehicle dealers and gasoline service stations.

### Characteristics

The automotive dealers and gasoline service stations industry group includes retail establishments which sell new and used automobiles, trucks, aircraft, and boats; parts and accessories for such vehicles; and gasoline, lubricating oils, and related products. Establishments in this industry group differ substantially in a number of characteristics. For example, according to the 1958 Census of Business the majority of gasoline service stations had fewer than 4 employees, while about half the motor vehicle dealerships employed at least 10 workers. Methods of wage payment also differed between the two lines of business. Workers in gasoline service stations are usually paid on a time basis, whereas at motor vehicle dealers a substantial number of workers are paid on a commission or bonus basis. These and other factors influence the level and distribution of earnings, although the extent to which they do so has not been determined in this survey.

Approximately 1.1 million nonsupervisory employees were included in the survey. About half the workers were employed at motor vehicle dealers, nearly two-fifths were in gasoline service stations, and the remainder worked at tire, battery, and accessory dealers, used car dealers, and miscellaneous aircraft, marine, and automotive dealers.

The Northeast and West each accounted for about a fifth of the workers, while the South and the North Central regions each accounted for about three-tenths. The regional distribution of employment for workers at motor vehicle dealers and for those at gasoline service stations was similar to that for the entire industry group. Men constituted more than nine-tenths of the work force of the overall industry group. Metropolitan areas accounted for three-fifths of the workers in both the major group and in each of the two lines of business studied separately. Nearly two-fifths of the workers were employed in establishments which were part of enterprises with \$1 million or more in annual sales; about three-fourths of these were at motor vehicle dealers. Gasoline service stations employed three-fourths of the workers in establishments with annual sales of less than \$250,000.

## Automotive Dealers and Gasoline Service Stations

### Average Hourly Earnings

All Nonsupervisory Employees. Nonsupervisory employees at the Nation's automotive dealers and gasoline service stations were paid an average of \$1.79 an hour in June 1962 (table 1). Of the slightly more than 1.1 million workers included in the survey 19 percent earned less than \$1.05 an hour, 46 percent less than \$1.50, and 16 percent \$2.50 or more.

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<sup>1</sup> Included were employees in gasoline service stations with gross annual sales of \$250,000 or more and other such establishments which were part of enterprises with at least \$1 million in annual sales. Motor vehicle dealers were specifically exempt from the coverage of the Fair Labor Standards Act regardless of their sales volume.

Hourly wage levels among the four broad regions of the United States<sup>2</sup> were \$1.47 in the South, \$1.84 in the North Central region, \$1.97 in the Northeast, and \$2.16 in the West. These averages reflect the wide difference in the distribution of individual earnings between the South and the other regions. For example, in the South, 36 percent of the workers earned less than \$1.05, but among the other regions the proportions with these earnings ranged from 6 percent in the Northeast to 15 percent in the North Central region. Similarly, 18 percent of the southern workers were paid \$2 or more an hour, whereas from 31 percent of the workers in the North Central region to 44 percent in the West had such earnings.

Men and Women. Men averaged \$1.81 an hour, 27 cents an hour more than women (tables 2 and 3). Earnings were distributed similarly for both groups at the lower pay levels; 19 percent of the men and 18 percent of the women received less than \$1.05 an hour, and 46 and 48 percent, respectively, less than \$1.50 an hour. However, at \$2.50 or more an hour were 17 percent of the men compared with only 6 percent of the women. Since women accounted for fewer than a tenth of the workers in the industry group, their lower earnings had little effect on the overall wage level.

Men's earnings exceeded those of women in each of the regions by amounts ranging from 11 cents an hour in the South to 41 cents an hour in the West. A comparison among the regions, however, showed that men's earnings in the South were equaled or exceeded by those of women in each of the other regions. Slightly more than a fourth of the men in the South earned less than \$1 an hour, almost twice the proportion of women in any other region with such earnings.

Among the regions, men's earnings varied to a greater extent than women's. The pay level for men in the South was exceeded by 26 percent in the North Central region, 34 percent in the Northeast, and 48 percent in the West. Percentage pay differences for women were 8, 24, and 30 percent, respectively.

Metropolitan and Nonmetropolitan Areas. Average earnings of \$1.98 an hour for nonsupervisory employees in metropolitan areas exceeded by 47 cents the average for those in nonmetropolitan areas (tables 4 and 5). Approximately an eighth of the metropolitan area workers received less than \$1.05 an hour and about a fifth received at least \$2.50 an hour, compared with almost three-tenths and nearly a tenth, respectively, in nonmetropolitan areas.

The wage advantage of metropolitan over nonmetropolitan area workers was fairly uniform among three of the regions—38 cents in the West, 39 cents in the South, and 42 cents in the Northeast, but the advantage was 49 cents in the North Central region. The proportion of nonmetropolitan area workers who earned less than \$1.05 an hour was roughly one and one-half to two times that in metropolitan areas in the former three regions, whereas in the North Central region, it was almost three times as great.

Although workers in metropolitan areas averaged more than those in nonmetropolitan areas in each of the regions, the \$1.93 wage level for nonmetropolitan area workers in the West was 27 cents above that for metropolitan area workers in the South. Nearly three-tenths of the southern workers in large-size communities had earnings of less than \$1.05 an hour, compared with about a tenth of the western workers in small-size communities.

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<sup>2</sup> See appendix A for the States included in each region as well as for definitions of terms used in this bulletin.

The relative pay advantages were similar for workers in both metropolitan and nonmetropolitan areas of the North Central region and Northeast over those in the South. In the former region, the differential was 25 percent in metropolitan areas and 24 percent in nonmetropolitan areas, and in the latter region, the differentials were 24 and 29 percent, respectively. A comparison between the West and South, however, showed that the wage differential was substantially greater in nonmetropolitan than in metropolitan areas (52 and 39 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). Enterprises with \$1 million or more in annual sales employed nearly two-fifths of the workers within the scope of the survey. A wage level of \$2.24 an hour reflects the high earnings of employees in motor vehicle dealerships, which dominate this enterprise sales-size group. Only a tenth of the workers earned less than \$1.05 an hour, while more than seven-tenths received \$1.50 or more, and nearly three-tenths at least \$2.50 an hour. Employees in establishments with \$250,000 or more in annual sales which were part of the \$1 million group, averaged \$2.31 an hour. The distribution of their earnings was similar to that previously noted since they accounted for nine-tenths of the employees in the \$1 million or more enterprise class. Workers in establishments with less than \$250,000 in sales earned 74 cents an hour less, on the average, than those in the higher volume establishments. A third of these workers earned less than \$1.05 an hour and only a tenth \$2.50 or more.

In enterprises with less than \$1 million in yearly sales, earnings averaged \$1.52 an hour, reflecting, in part, the influence of the lower level of earnings at gasoline service stations, which employed more than half of the workers in this enterprise sales-size class. More than four-fifths of the workers earned less than \$2 an hour, slightly more than a third earned less than \$1.25, and about a fourth less than \$1.05. Thirty-seven percent of the employees in this enterprise sales-size group were employed in establishments with sales of \$250,000 or more. Average earnings were \$1.78 an hour, exceeding the average in establishments with a lower sales volume by 43 cents an hour. An eighth of the workers in the larger sales volume establishment group earned less than \$1.05 an hour, compared with about three-tenths of those in the smaller sales volume establishment group. Conversely, about three-tenths in the former group and an eighth in the latter earned \$2 or more an hour.

Metropolitan area workers had a pay advantage over those in nonmetropolitan areas in each establishment sales-size class in which a comparison could be made, with the largest differential occurring in the higher sales-size establishments of the million dollar enterprises.

### Weekly Hours of Work

Long hours of work were common in the automotive dealers and gasoline service stations industry group. During the survey week, nearly 7 out of 10 employees worked more than 40 hours, 2 out of 3 worked at least 44 hours, and 1 out of 3 worked 49 hours or more (table 8). Only about 1 out of 7 worked on a part-time basis (less than 35 hours a week).

Regionally, the South had the largest proportion of employees who worked long hours—four-fifths worked more than 40 hours and nearly half worked at least 49 hours a week. The West had the largest proportion of part-time employees—almost a fifth.

The weekly hours of work for men were similar to those noted for the entire industry group. About two-thirds of the women, on the other hand, worked no more than 40 hours a week.

A greater proportion of employees in nonmetropolitan than in metropolitan areas worked longer hours; 75 percent of the former workers and 64 percent of the latter worked more than 40 hours a week, while 44 and 27 percent, respectively, worked at least 49 hours (table 9). Similar proportions of workers were employed on a part-time basis—16 percent in metropolitan areas and 13 percent in nonmetropolitan areas.

In both enterprise sales-size classes were found large proportions of employees working more than 40 hours a week—about seven-tenths in enterprises with \$1 million or more in annual sales and two-thirds in enterprises with less than \$1 million in sales (table 10). However, in the lower volume enterprises, nearly three-fifths of the employees worked more than 44 hours and about two-fifths worked at least 49 hours, compared with fewer than a half and about a fourth, respectively, in the higher volume enterprises.

#### Average Weekly Earnings

Weekly earnings averaged \$78.94 for all nonsupervisory employees in June 1962. The wage level varied from \$12.56 for those working less than 15 hours to \$100.49 for those working 44 hours a week. Employees who worked more than 44 hours a week earned \$13.56 less than those on a 44-hour week, on the average.

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. Usually, the differential was greater, percentagewise, on an hourly than on a weekly basis. However, the wage advantage of men over women was greater on a weekly basis.

#### Motor Vehicle Dealers (New and Used Cars)

##### Average Hourly Earnings

All Nonsupervisory Employees. The nationwide wage level for nonsupervisory employees of motor vehicle dealers (new and used cars) was \$2.14 an hour in June 1962. Seven-tenths of the workers included in the survey received \$1.50 or more an hour, two-fifths \$2 or more, and almost a fourth at least \$2.50 an hour (table 11).

Average hourly earnings among the four broad regions of the United States were \$1.87 in the South, \$2.09 in the North Central region, \$2.28 in the Northeast, and \$2.60 in the West. Only in the South were there as many as a fifth of the workers paid less than \$1.05 an hour. The proportion of workers who earned \$1.50 or more was 54 percent in the South compared with 71 percent in the North Central, 80 percent in the Northeast, and 84 percent in the West. Earnings of at least \$2.50 were received by 46 percent of the workers in the West, whereas no more than 27 percent had such earnings in the other regions.

Men and Women. Men averaged \$2.19 an hour (tables 12 and 13). More than seven-tenths earned at least \$1.50 an hour and almost three-tenths at least \$2.50. The average pay level for women, which was 55 cents an hour below that for men, had a limited effect on the overall distribution of earnings since women accounted for only a tenth of the workers. Based on their pay level in the South, men's earnings were 12 percent higher in the North Central region, 22 percent higher in the Northeast, and 40 percent higher in the West.

Metropolitan and Nonmetropolitan Areas. Average earnings for non-supervisory employees in metropolitan areas were \$2.44 an hour, 67 cents an hour more than for those in nonmetropolitan areas (tables 14 and 15). Four-fifths of the workers in metropolitan areas earned \$1.50 or more an hour and about a third at least \$2.50, compared with about three-fifths and a sixth, respectively, in nonmetropolitan areas.

Differences in pay levels between metropolitan and nonmetropolitan area workers were greater in the lower paying regions than in the higher paying regions. Earnings for metropolitan area workers exceeded those for nonmetropolitan area workers by 71 cents in the South and 62 cents in the North Central region, compared with 56 cents in the Northeast and 48 cents in the West. Because of the lower level of earnings in the South, metropolitan area workers in that region averaged less than nonmetropolitan area workers in the West. More than a third of the southern workers in large-size communities had earnings of less than \$1.50 an hour, compared with about a fifth of the western workers in small-size communities.

The relative pay advantage of workers in the North Central, Northeast, and West regions over those in the South was greater in nonmetropolitan than in metropolitan areas—15, 19, and 48 percent compared with 7, 6, and 23 percent, respectively.

Enterprise and Establishment Sales-Size Classes. Nearly three-fifths of the workers within the scope of the survey were employed by enterprises with \$1 million or more in annual sales, and virtually all of these workers were in establishments with \$250,000 or more in sales (tables 16 and 17). The wage level for this enterprise group was \$2.37 an hour. About three-fourths of the workers received \$1.50 or more an hour, more than half at least \$2, and a third at least \$2.50.

In enterprises with less than \$1 million in annual sales, average earnings were \$1.83 an hour. Approximately an eighth of the workers earned less than \$1.05 an hour, slightly more than three-fifths \$1.50 or more, and a third at least \$2. About four-fifths of the workers were employed in establishments with \$250,000 or more in sales, where the wage level was \$1.85 an hour. The distribution of individual earnings for these workers was similar to that noted for the enterprise class. In the lower volume establishments, average earnings were \$1.71 an hour. A sixth of the workers received less than \$1.05, almost three-fifths \$1.50 or more, and about three-tenths at least \$2.

### Weekly Hours of Work

A relatively long workweek prevailed for a large proportion of employees of motor vehicle dealers. Three-fourths of the employees worked in excess of 40 hours during the week studied in June 1962, almost half worked more than 44 hours, and nearly three-tenths at least 49 hours (table 18).

Among the regions, the proportion of employees who worked more than 40 hours a week ranged from about three-fifths in the West to nearly nine-tenths in the South; the proportion who worked more than 44 hours ranged from three-tenths to more than two-thirds in the same regions. More than two-fifths of the southern employees worked 49 hours or more, nearly three times the proportion in either the West or Northeast and about a third greater than that in the North Central region.

A greater proportion of men than women worked long hours. For example, more than half of the men but fewer than a sixth of the women worked more than 44 hours a week. A workweek of less than 40 hours, on the other hand, prevailed for three-tenths of the women but for fewer than a tenth of the men.

A long workweek was more common proportionately in nonmetropolitan than in metropolitan areas (table 19). More than four-fifths of the employees in nonmetropolitan areas worked more than 40 hours a week and almost two-thirds more than 44 hours. The proportions of metropolitan area employees on these work schedules were about seven-tenths and two-fifths, respectively.

Long hours of work also prevailed for a large proportion of the workers in the various establishment sales-size groups (table 20). For example, in establishments with \$250,000 or more in annual sales which were part of enterprises with \$1 million or more in sales, nearly three-fourths of the employees worked more than 40 hours a week and more than two-fifths more than 44 hours. In establishments of the same sales volume group but part of the lower enterprise sales-size group, the proportions on these work schedules were nearly four-fifths and three-fifths, respectively.

### Average Weekly Earnings

Nonsupervisory employees earned a weekly average of \$95.95 in June 1962. Earnings varied from \$15.38 a week for those working less than 15 hours to \$103.17 for those working over 44 but under 49 hours. However, weekly earnings did not always vary directly with the length of the workweek. For example, employees who worked at least 49 hours a week received \$5.77 less than those who worked over 44 but under 49 hours a week.

Weekly wage differentials generally paralleled those noted on an hourly basis for the regions, men and women, metropolitan and nonmetropolitan areas, and enterprise and establishment sales-size classes. The differentials usually were greater, percentagewise, on an hourly than on a weekly basis. However, the wage advantage of men over women was greater on a weekly basis.

### Gasoline Service Stations

#### Average Hourly Earnings

All Nonsupervisory Employees. The national wage level for nonsupervisory employees in gasoline service stations was \$1.33 an hour in June 1962 (table 21). Nearly a fifth of the 438,000 workers included in the survey earned less than \$1 an hour, about two-thirds less than \$1.50, and all but about a tenth less than \$2. The same proportion of workers, an eighth each, earned between \$1 and \$1.05 and between \$1.25 and \$1.30 an hour.

Average hourly earnings among the four broad regions of the United States were 99 cents in the South, \$1.49 in the North Central region, \$1.50 in the Northeast, and \$1.65 in the West. The lower level of earnings in the South reflects the large proportion of workers, more than three-fifths, who earned less than \$1.05 an hour. Fewer than a fourth of the workers in any of the other regions had such earnings. Two-fifths of the workers in the Northeast and North Central region and more than half in the West earned \$1.50 or more an hour, compared with fewer than a tenth of the southern workers.

Men and Women. More than nine-tenths of the workers were men whose earnings were almost identical to those for all nonsupervisory employees (tables 22 and 23). Earnings data for women were not available separately.

Metropolitan and Nonmetropolitan Areas. The hourly wage level of \$1.45 for employees in metropolitan areas exceeded by 28 cents the level for those in nonmetropolitan areas (tables 24 and 25). More than a fifth of the urban area workers received less than \$1.05 an hour, and three-fifths less than \$1.50. In nonmetropolitan areas, the proportion earning less than \$1.05 was more than twice that in metropolitan areas and about four-fifths of the workers had earnings below \$1.50 an hour.

The wage advantage of metropolitan over nonmetropolitan area workers was similar in the West, Northeast, and South, varying from 13 to 19 cents an hour. In the North Central region, however, metropolitan area workers averaged 44 cents an hour more than those in nonmetropolitan areas. Significant proportions of workers earned less than \$1.05 an hour in both metropolitan and nonmetropolitan areas of the South, more than half and three-fourths, respectively. The second largest concentration of workers with such earnings was found in the North Central region, an eighth in metropolitan areas, and about two-fifths in nonmetropolitan areas.

The relative pay advantages for workers in the Northeast and West over workers in the South were greater in nonmetropolitan than in metropolitan areas (52 and 43 percent, respectively, in the former region, and 78 and 58 percent, respectively, in the latter). Between the South and the North Central region, however, the differential was greater in metropolitan areas (56 as compared with 40 percent).

Enterprise and Establishment Sales-Size Classes. Separate data for the enterprise and establishment sales-size classes were not available since 85 percent of the employees worked in establishments which had less than \$250,000 in annual sales.

### Weekly Hours of Work

A workweek exceeding 40 hours prevailed for about three-fifths of the workers in gasoline service stations in the United States at the time of the survey (table 26). Two-fifths of the employees worked at least 49 hours. On the other hand, about a fourth of the employees worked on a part-time basis (less than 35 hours a week).

In each of the regions more than half of the employees worked more than 40 hours a week; the largest proportion working these hours, about three-fourths, was found in the South. Employees who worked at least 49 hours a week ranged from a fourth of the work force in the Northeast to three-fifths in the South. Part-time employment varied from a sixth of the workers in the South to nearly two-fifths in the West.

In nonmetropolitan areas, two-thirds of the employees worked more than 40 hours a week and almost a half at least 49 hours compared with nearly three-fifths and about a third, respectively, in metropolitan areas (table 27). On the other hand, almost three-tenths of the workers in metropolitan areas compared with fewer than a fourth in nonmetropolitan areas worked on a part-time basis.

### Average Weekly Earnings

The weekly wage level for gasoline service station employees was \$57.83. Earnings varied from \$11.89 a week for those working less than 15 hours to \$75.60 for those working exactly 44 hours. Employees who worked more than 44 hours a week earned an average of \$72.68.

Wage differentials on a weekly basis generally paralleled the pattern previously noted on an hourly basis for the regions and metropolitan and nonmetropolitan areas, but were usually greater, percentagewise, on an hourly than on a weekly basis.

### Changes in Earnings and Hours of Work, June 1961–June 1962

#### Automotive Dealers and Gasoline Service Stations

The June 1961 wage level of \$1.73 for nonsupervisory employees at automotive dealers and gasoline service stations had increased 6 cents an hour by June 1962. The distribution of individual earnings changed only slightly during the 1-year period, as shown in the tabulation that follows. Median earnings<sup>3</sup>

Region	Average straight-time hourly earnings		Percent of employees earning—									
			Under \$1		Under \$1.25		Under \$1.50		Under \$2		\$3 or more	
			1961	1962	1961	1962	1961	1962	1961	1962	1961	1962
Automotive dealers and gasoline service stations												
United States -----	\$1.73	\$1.79	12	11	29	28	48	46	71	70	8	9
Northeast -----	1.91	1.97	2	1	17	13	38	35	67	65	7	8
South -----	1.38	1.47	29	25	52	51	68	66	84	82	4	5
North Central ----	1.81	1.84	6	6	23	24	45	43	69	69	7	8
West -----	2.14	2.16	2	3	12	12	29	29	58	56	15	17
Motor vehicle dealers												
United States -----	2.04	2.14	7	6	18	17	32	30	57	55	13	15
Northeast -----	2.13	2.28	1	1	8	6	21	20	52	48	11	14
South -----	1.72	1.87	15	13	32	32	48	46	72	70	8	10
North Central ----	2.04	2.09	5	3	16	14	32	29	57	55	13	13
West -----	2.56	2.60	2	3	6	8	17	16	37	37	26	30
Gasoline service stations												
United States -----	1.29	1.33	20	19	46	44	71	68	90	89	1	1
Northeast -----	1.40	1.50	3	2	35	22	70	60	93	90	1	1
South -----	.98	.99	51	47	79	77	93	93	98	97	1	1
North Central ----	1.48	1.49	7	8	32	36	62	61	85	85	1	2
West -----	1.62	1.65	2	3	20	20	46	46	81	79	2	4

<sup>3</sup> Median earnings were determined by interpolation within a 5- or 10-cent wage interval shown in the tables.

(below and above which earnings for 50 percent of the workers were found), for example, were \$1.53 in June 1961 and \$1.55 in June 1962. About the same proportion of workers were paid less than \$1 an hour in June 1962 as in June 1961, 11 and 12 percent, respectively.

Average earnings increased in each of the regions by amounts ranging from 2 cents an hour in the West, which had the highest pay level, to 9 cents an hour in the South, which had the lowest pay level. The most notable changes in the wage distribution were reductions in the proportion of southern workers paid less than \$1 an hour, from 29 to 25 percent, and in the proportion of north-eastern workers paid less than \$1.25, from 17 to 13 percent.

The level of earnings advanced by 10 cents an hour at motor vehicle dealers and by 4 cents an hour at gasoline service stations. Nationwide, for both lines of business no change in the proportion of workers at any selected pay interval was greater than 2 percentage points.

Regionally, the largest increases in average hourly earnings for workers employed by motor vehicle dealers were 15 cents in both the South and Northeast. In the latter region, the most noticeable change in the wage distribution was an increase of 4 percentage points in the proportion of workers who earned at least \$2 an hour, while in the former region, no change in any of the selected pay intervals was greater than 2 percentage points. The largest increase in the pay level for employees of gasoline service stations was 10 cents an hour in the Northeast. In that region, the proportion of workers who earned less than \$1.25 decreased from 35 to 22 percent and the proportion who earned at least \$1.50 an hour increased from 30 to 40 percent.

The average hourly pay level for men employed in the overall industry group rose by 7 cents from the June 1961 average of \$1.74 an hour. Like the overall distribution, the wage distribution for men, changed little between June of 1961 and 1962. Because of a 3-cent decrease in the average hourly earnings of women, the wage advantage of men widened between survey years.

Sex	Average straight-time hourly earnings		Percent of employees earning—									
			Under \$1		Under \$1.25		Under \$1.50		Under \$2		\$3 or more	
	1961	1962	1961	1962	1961	1962	1961	1962	1961	1962	1961	1962
Automotive dealers and gasoline service stations												
Men-----	\$1.74	\$1.81	12	11	29	28	48	46	71	69	8	9
Women-----	1.57	1.54	9	10	27	28	51	48	81	81	3	1
Motor vehicle dealers												
Men-----	2.08	2.19	7	6	18	16	31	29	55	53	15	17
Women-----	1.66	1.64	5	5	17	20	42	41	77	76	3	2
Gasoline service stations												
Men-----	1.30	1.34	20	18	45	43	70	68	90	89		

The rise in earnings for men employed by motor vehicle dealers and in gasoline service stations paralleled those previously noted for all nonsupervisory workers in the respective business lines.

The pay advantage of metropolitan area workers over those in nonmetropolitan areas in the overall retail group widened as a result of a 10-cent-an-hour increase in the pay level for the former workers compared with 3 cents for the latter workers. Changes in the earnings distribution in metropolitan areas, although not substantial, were more pronounced than those in nonmetropolitan areas, particularly for those earning less than \$1.50 as shown in the following tabulation.

Area	Average straight-time hourly earnings		Percent of employees earning—									
			Under \$1		Under \$1.25		Under \$1.50		Under \$2		\$3 or more	
	1961	1962	1961	1962	1961	1962	1961	1962	1961	1962	1961	1962
Automotive dealers and gasoline service stations												
Metropolitan -----	\$1.88	\$1.98	8	6	23	20	42	37	66	63	10	11
Nonmetropolitan ----	1.48	1.51	19	18	39	40	59	59	82	81	3	5
Motor vehicle dealers												
Metropolitan -----	2.28	2.44	4	3	12	10	23	20	47	43	19	21
Nonmetropolitan ----	1.71	1.77	11	10	26	26	45	43	73	71	5	7
Gasoline service stations												
Metropolitan -----	1.38	1.45	14	11	38	33	65	60	88	86	1	1
Nonmetropolitan ----	1.13	1.17	32	30	61	60	81	81	95	94	1	2

The wage level for workers at motor vehicle dealers increased by 16 cents an hour in metropolitan areas and by 6 cents an hour in nonmetropolitan areas. By contrast, pay increases for gasoline service station workers in metropolitan and nonmetropolitan areas were more nearly alike, 7 cents in the former areas and 4 cents in the latter. The most apparent change in the earnings distribution for motor vehicle employees in metropolitan areas was an increase in the proportion paid \$2 or more an hour, from 53 to 57 percent, and for gasoline service station employees in metropolitan areas, an increase in the proportion paid at least \$1.25 an hour, from 62 to 67 percent. Wage distribution changes were even smaller for nonmetropolitan area workers in both lines of business.

A comparison of changes in the wage level for the enterprise sales-size classes for the entire retail group showed that average earnings in enterprises with \$1 million or more in annual sales advanced by 14 cents an hour, while the wage level in enterprises with less than \$1 million in sales was unchanged. Earnings at motor vehicle dealerships which were part of enterprises with \$1 million or more in sales increased an average of 13 cents an hour, 9 cents an hour more than at dealerships which were part of lower volume enterprises. In the other lines of business which comprise the automotive dealers and gasoline service stations industry group, earnings increased by an average of 13 cents an hour in establishments which were part of enterprises with \$1 million or more in sales, but declined by 1 cent an hour in those which were part of enterprises with a lower sales volume.

Enterprises	Average straight-time hourly earnings	
	1961	1962
Automotive dealers and gasoline service stations		
Enterprises with \$1 million or more in annual sales -----	\$2.10	\$2.24
Enterprises with less than \$1 million in annual sales-----	1.52	1.52
Motor vehicle dealers		
Enterprises with \$1 million or more in annual sales -----	2.24	2.37
Enterprises with less than \$1 million in annual sales-----	1.79	1.83
Other lines of business in the automotive dealers and gasoline service stations industry		
Enterprises with \$1 million or more in annual sales -----	1.69	1.82
Enterprises with less than \$1 million in annual sales-----	1.38	1.37

Hours worked during the selected week in June for the entire retail group changed only slightly between June 1961 and June 1962. The proportion of employees working more than 44 hours a week increased from 52 to 53 percent, although the proportion working longer than 49 hours decreased from 34 to 33 percent. Fifteen percent of the employees in 1961 and 14 percent in 1962 worked exactly 40 hours while the proportion employed on a part-time basis (less than 35 hours) remained at 15 percent.

For motor vehicle dealers separately, the proportion of employees who worked 49 hours or more a week decreased by 1 percentage point, from 30 to 29 percent, while those who worked less than 49 but more than 44 hours increased from 20 to 21 percent. Changes in the proportions of employees on the other work schedules were also negligible.

More noticeable changes in the length of the workweek occurred for employees of gasoline service stations. The proportion working longer than 44 hours a week increased from 54 to 57 percent. This increase was partly offset by small reductions in the proportion of employees working less than 35 hours a week and exactly 40 hours a week.

Average weekly earnings for the retail group as a whole increased from \$76.23 to \$78.94 between survey periods. The weekly wage level for employees who worked more than 44 hours a week advanced by \$3.42, compared with 71 cents for part-time workers and 35 cents for those on a 40-hour schedule.

Average weekly earnings increased by \$4.05 for workers at motor vehicle dealers and by \$2.56 for those at gasoline service stations. As was noted for the entire industry group, in both lines of business the increase in weekly earnings for employees who worked longer than 44 hours (\$5.99 for those at motor vehicle dealers and \$3.12 for those at gasoline service stations) was substantially greater than the change for those who worked exactly 40 hours or on a part-time basis.

### Automotive dealers and gasoline service stations

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 -----	8.2	.3	6.1	.9	1.0	1	-	2	-	-
\$ 0.50 and under \$ 0.55 -----	7.4	.2	5.8	1.3	.2	1	-	3	1	1
\$ 0.55 and under \$ 0.60 -----	4.3	.1	3.4	.7	.2	2	-	4	1	1
\$ 0.60 and under \$ 0.65 -----	11.6	.2	10.3	.8	.3	3	-	7	1	1
\$ 0.65 and under \$ 0.70 -----	8.7	.1	7.5	1.0	.1	4	-	9	1	1
\$ 0.70 and under \$ 0.75 -----	8.5	.1	5.7	2.2	.6	4	-	10	2	1
\$ 0.75 and under \$ 0.80 -----	20.7	.3	16.4	3.6	.3	6	1	15	3	1
\$ 0.80 and under \$ 0.85 -----	16.6	.1	13.2	2.4	.8	8	1	18	4	2
\$ 0.85 and under \$ 0.90 -----	10.9	.9	7.0	2.3	.8	8	1	20	5	2
\$ 0.90 and under \$ 0.95 -----	17.0	.6	12.9	3.1	.5	10	1	24	5	2
\$ 0.95 and under \$ 1.00 -----	8.0	.3	5.7	1.2	.8	11	1	25	6	3
\$ 1.00 and under \$ 1.05 -----	90.8	10.9	40.6	30.3	9.1	19	6	36	15	7
\$ 1.05 and under \$ 1.10 -----	19.2	2.1	9.9	5.4	1.8	20	7	39	16	8
\$ 1.10 and under \$ 1.15 -----	32.6	4.3	16.3	9.5	2.6	23	9	43	19	9
\$ 1.15 and under \$ 1.20 -----	33.9	5.5	15.6	8.6	4.2	26	11	48	22	11
\$ 1.20 and under \$ 1.25 -----	22.1	3.3	10.5	6.6	1.8	28	13	51	24	12
\$ 1.25 and under \$ 1.30 -----	91.7	23.8	21.4	29.2	17.3	36	23	56	32	21
\$ 1.30 and under \$ 1.35 -----	24.4	4.7	8.2	8.0	3.6	38	25	59	34	23
\$ 1.35 and under \$ 1.40 -----	38.9	9.5	13.0	11.3	5.0	42	29	62	38	25
\$ 1.40 and under \$ 1.45 -----	29.9	7.4	7.4	9.2	5.9	44	32	64	40	28
\$ 1.45 and under \$ 1.50 -----	22.2	5.9	6.9	7.3	2.1	46	35	66	43	29
\$ 1.50 and under \$ 1.60 -----	92.3	22.7	20.0	28.1	21.5	54	44	71	51	40
\$ 1.60 and under \$ 1.70 -----	50.0	12.2	12.1	16.8	8.8	59	50	75	56	44
\$ 1.70 and under \$ 1.80 -----	52.5	16.0	10.8	16.4	9.3	63	57	78	61	49
\$ 1.80 and under \$ 1.90 -----	44.4	11.0	10.4	14.8	8.1	67	61	80	65	53
\$ 1.90 and under \$ 2.00 -----	35.1	9.0	7.4	12.0	6.8	70	65	82	69	56
\$ 2.00 and under \$ 2.10 -----	50.0	16.8	10.2	14.3	8.7	74	73	85	73	60
\$ 2.10 and under \$ 2.20 -----	26.8	6.7	5.0	8.9	6.1	77	75	86	75	63
\$ 2.20 and under \$ 2.30 -----	35.7	9.0	7.1	11.1	8.5	80	79	88	79	67
\$ 2.30 and under \$ 2.40 -----	23.8	5.5	4.6	8.6	5.0	82	82	90	81	70
\$ 2.40 and under \$ 2.50 -----	20.1	4.7	3.4	8.4	3.6	84	84	91	84	72
\$ 2.50 and under \$ 2.60 -----	26.9	6.8	4.8	9.2	6.0	86	87	92	86	75
\$ 2.60 and under \$ 2.70 -----	18.2	4.0	3.2	5.6	5.4	88	88	93	88	77
\$ 2.70 and under \$ 2.80 -----	17.2	3.5	2.7	6.2	4.9	89	90	93	90	80
\$ 2.80 and under \$ 2.90 -----	14.3	2.7	2.6	4.9	4.1	90	91	94	91	82
\$ 2.90 and under \$ 3.00 -----	9.1	1.9	1.9	2.9	2.5	91	92	95	92	83
\$ 3.00 and over -----	99.6	18.8	19.6	26.9	34.3	100	100	100	100	100
Total -----	1143.8	231.9	369.6	340.0	202.4	100	100	100	100	100
Average hourly earnings -----	\$1.79	\$1.97	\$1.47	\$1.84	\$2.16	\$1.79	\$1.97	\$1.47	\$1.84	\$2.16

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.

## Automotive dealers and gasoline service stations

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 -----	7.4	.8	.2	.1	5.4	.7	.9	-	1.0	-
\$ 0.50 and under \$ 0.55 -----	7.1	.3	.2	-	5.6	.1	1.1	.2	.2	-
\$ 0.55 and under \$ 0.60 -----	4.2	.1	.1	-	3.3	.1	.7	-	.2	-
\$ 0.60 and under \$ 0.65 -----	11.2	.4	.2	-	9.9	.3	.8	-	.3	-
\$ 0.65 and under \$ 0.70 -----	8.0	.7	.1	-	7.0	.5	.8	.2	.1	-
\$ 0.70 and under \$ 0.75 -----	7.9	.7	.1	-	5.6	.1	1.7	.6	.5	-
\$ 0.75 and under \$ 0.80 -----	18.7	1.9	.2	.1	15.7	.7	2.5	1.2	.3	-
\$ 0.80 and under \$ 0.85 -----	15.8	.8	.1	-	12.9	.3	2.1	.4	.8	.1
\$ 0.85 and under \$ 0.90 -----	9.9	1.0	.7	.1	6.6	.4	1.8	.5	.7	-
\$ 0.90 and under \$ 0.95 -----	15.8	1.2	.6	-	12.5	.4	2.3	.8	.5	-
\$ 0.95 and under \$ 1.00 -----	7.5	.6	.2	-	5.4	.4	1.1	.1	.7	.1
\$ 1.00 and under \$ 1.05 -----	83.8	7.0	9.6	1.3	38.2	2.4	27.1	3.2	8.9	.1
\$ 1.05 and under \$ 1.10 -----	17.6	1.6	2.0	.1	9.3	.6	5.1	.3	1.2	.6
\$ 1.10 and under \$ 1.15 -----	29.9	2.7	3.9	.4	15.0	1.2	8.7	.8	2.3	.3
\$ 1.15 and under \$ 1.20 -----	30.5	3.4	4.7	.8	14.2	1.4	7.8	.8	3.8	.4
\$ 1.20 and under \$ 1.25 -----	20.3	1.8	3.1	.2	9.1	1.3	6.4	.2	1.6	.1
\$ 1.25 and under \$ 1.30 -----	84.8	6.9	22.8	1.0	19.4	2.0	26.9	2.3	15.7	1.6
\$ 1.30 and under \$ 1.35 -----	22.9	1.6	4.4	.3	7.6	.6	7.5	.5	3.3	.3
\$ 1.35 and under \$ 1.40 -----	35.3	3.6	8.8	.7	11.7	1.3	10.1	1.2	4.6	.4
\$ 1.40 and under \$ 1.45 -----	26.9	3.0	7.0	.4	6.8	.6	8.4	.8	4.7	1.2
\$ 1.45 and under \$ 1.50 -----	19.7	2.5	5.4	.5	5.9	1.0	6.5	.7	1.8	.3
\$ 1.50 and under \$ 1.60 -----	82.8	9.5	20.1	2.7	17.2	2.8	25.7	2.4	19.9	1.6
\$ 1.60 and under \$ 1.70 -----	44.8	5.2	11.2	1.0	10.5	1.6	15.0	1.8	8.0	.8
\$ 1.70 and under \$ 1.80 -----	45.7	6.8	13.9	2.2	9.6	1.2	14.5	1.9	7.7	1.6
\$ 1.80 and under \$ 1.90 -----	39.9	4.5	10.0	1.1	9.3	1.1	13.6	1.2	7.0	1.1
\$ 1.90 and under \$ 2.00 -----	32.2	2.9	8.4	.6	6.9	.5	11.2	.7	5.7	1.1
\$ 2.00 and under \$ 2.10 -----	45.3	4.8	15.2	1.7	9.4	.8	13.5	.8	7.2	1.5
\$ 2.10 and under \$ 2.20 -----	24.3	2.5	6.2	.5	4.7	.4	8.1	.8	5.4	.8
\$ 2.20 and under \$ 2.30 -----	33.4	2.3	8.4	.6	6.8	.2	10.4	.8	7.8	.7
\$ 2.30 and under \$ 2.40 -----	22.1	1.7	5.5	-	4.2	.5	8.0	.7	4.4	.6
\$ 2.40 and under \$ 2.50 -----	19.4	.7	4.6	.1	3.3	.1	8.2	.2	3.3	.3
\$ 2.50 and under \$ 2.60 -----	25.1	1.8	6.4	.4	4.6	.2	8.7	.5	5.4	.7
\$ 2.60 and under \$ 2.70 -----	17.5	.6	3.9	.1	3.1	-	5.4	.2	5.1	.2
\$ 2.70 and under \$ 2.80 -----	16.5	.7	3.3	.2	2.6	-	6.1	.1	4.5	.4
\$ 2.80 and under \$ 2.90 -----	14.0	.3	2.7	.1	2.5	-	4.8	.1	4.0	.1
\$ 2.90 and under \$ 3.00 -----	8.9	.2	1.8	.1	1.9	-	2.9	.1	2.4	.1
\$ 3.00 and over -----	98.2	1.3	18.4	.4	19.4	.2	26.5	.4	34.0	.3
Number of employees -----	1055.4	88.4	214.2	17.7	343.2	26.3	312.8	27.2	185.1	17.2
Average hourly earnings -----	\$1.81	\$1.54	\$1.99	\$1.70	\$1.48	\$1.37	\$1.86	\$1.48	\$2.19	\$1.78

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.

Automotive dealers and gasoline service stations

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	-	1	2	3	-	-	1	-
Under \$ 0.55 -----	1	1	-	1	3	3	1	1	1	-
Under \$ 0.60 -----	2	1	-	1	4	4	1	1	1	-
Under \$ 0.65 -----	3	2	-	1	7	5	1	1	1	-
Under \$ 0.70 -----	4	3	-	1	9	7	1	1	1	-
Under \$ 0.75 -----	4	4	-	1	11	8	2	4	1	-
Under \$ 0.80 -----	6	6	1	1	15	10	3	8	1	-
Under \$ 0.85 -----	8	7	1	1	19	11	3	9	2	1
Under \$ 0.90 -----	9	8	1	2	21	13	4	11	2	1
Under \$ 0.95 -----	10	9	1	2	25	14	5	14	2	1
Under \$ 1.00 -----	11	10	1	2	26	16	5	14	3	1
Under \$ 1.05 -----	19	18	6	9	37	25	14	26	8	2
Under \$ 1.10 -----	20	19	7	10	40	27	15	27	8	5
Under \$ 1.15 -----	23	22	8	12	44	32	18	30	10	7
Under \$ 1.20 -----	26	26	11	16	49	37	21	33	12	9
Under \$ 1.25 -----	28	28	12	18	51	42	23	34	13	10
Under \$ 1.30 -----	36	36	23	23	57	50	31	42	21	19
Under \$ 1.35 -----	38	38	25	25	59	52	34	44	23	20
Under \$ 1.40 -----	42	42	29	29	62	57	37	48	25	23
Under \$ 1.45 -----	44	45	32	31	64	59	40	51	28	30
Under \$ 1.50 -----	46	48	35	34	66	63	42	54	29	31
Under \$ 1.60 -----	54	59	44	49	71	74	50	63	40	41
Under \$ 1.70 -----	58	65	49	55	74	80	55	69	44	45
Under \$ 1.80 -----	62	73	56	67	77	84	59	76	48	55
Under \$ 1.90 -----	66	78	60	73	80	89	64	81	52	61
Under \$ 2.00 -----	69	81	64	76	82	90	67	83	55	67
Under \$ 2.10 -----	74	86	71	86	85	94	72	86	59	76
Under \$ 2.20 -----	76	89	74	89	86	95	74	89	62	81
Under \$ 2.30 -----	79	92	78	92	88	96	77	92	66	84
Under \$ 2.40 -----	81	94	81	93	89	98	80	94	68	88
Under \$ 2.50 -----	83	94	83	93	90	98	83	95	70	90
Under \$ 2.60 -----	85	96	86	95	91	99	85	97	73	94
Under \$ 2.70 -----	87	97	88	95	92	99	87	97	76	95
Under \$ 2.80 -----	89	98	89	97	93	99	89	98	78	97
Under \$ 2.90 -----	90	98	91	97	94	99	91	98	80	98
Under \$ 3.00 -----	91	99	91	98	94	99	92	99	82	98
Total -----	100	100	100	100	100	100	100	100	100	100
Number of employees (in thousands) -----	1055.4	88.4	214.2	17.7	343.2	26.3	312.8	27.2	185.1	17.2
Average hourly earnings -----	\$1.81	\$1.54	\$1.99	\$1.70	\$1.48	\$1.37	\$1.86	\$1.48	\$2.19	\$1.78

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.

## Automotive dealers and gasoline service stations

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 -----	2.9	5.3	.2	.1	1.8	4.3	.4	.5	.5	.5
\$0.50 and under \$0.55 -----	2.0	5.4	-	.2	1.3	4.5	.7	.6	-	.1
\$0.55 and under \$0.60 -----	1.4	2.9	.1	-	1.1	2.3	.2	.5	.1	.1
\$0.60 and under \$0.65 -----	3.6	8.0	.1	.1	2.8	7.5	.6	.3	.2	.1
\$0.65 and under \$0.70 -----	3.4	5.4	.1	-	2.8	4.7	.3	.6	.1	-
\$0.70 and under \$0.75 -----	3.0	5.5	.1	-	2.1	3.6	.6	1.7	.3	.3
\$0.75 and under \$0.80 -----	5.7	15.0	.1	.2	5.2	11.1	.3	3.3	-	.3
\$0.80 and under \$0.85 -----	7.1	9.5	.1	-	5.8	7.4	.8	1.6	.4	.5
\$0.85 and under \$0.90 -----	3.3	7.6	.4	.4	2.3	4.7	.6	1.8	.1	.7
\$0.90 and under \$0.95 -----	6.3	10.8	.2	.3	5.0	7.9	.8	2.2	.2	.3
\$0.95 and under \$1.00 -----	3.3	4.8	.1	.1	2.4	3.3	.4	.8	.4	.5
\$1.00 and under \$1.05 -----	43.1	47.7	7.1	3.8	22.2	18.3	9.6	20.6	4.1	4.9
\$1.05 and under \$1.10 -----	8.9	10.3	1.2	1.0	5.6	4.3	1.3	4.1	.8	1.0
\$1.10 and under \$1.15 -----	15.4	17.2	2.5	1.7	8.7	7.6	3.3	6.2	.9	1.7
\$1.15 and under \$1.20 -----	18.9	15.0	3.4	2.1	8.9	6.8	4.5	4.1	2.2	2.0
\$1.20 and under \$1.25 -----	9.9	12.2	2.8	.5	4.6	5.9	1.5	5.1	1.0	.8
\$1.25 and under \$1.30 -----	53.8	37.9	16.7	7.1	13.7	7.7	14.8	14.4	8.6	8.7
\$1.30 and under \$1.35 -----	14.1	10.4	3.6	1.0	4.8	3.4	3.8	4.1	1.7	1.8
\$1.35 and under \$1.40 -----	22.2	16.6	6.8	2.7	7.5	5.5	5.2	6.1	2.8	2.3
\$1.40 and under \$1.45 -----	18.0	11.9	6.5	1.0	4.0	3.4	3.7	5.5	3.9	2.1
\$1.45 and under \$1.50 -----	11.1	11.1	3.7	2.2	3.2	3.7	3.1	4.2	1.1	1.0
\$1.50 and under \$1.60 -----	59.5	32.8	17.7	5.0	10.5	9.4	15.3	12.8	16.0	5.5
\$1.60 and under \$1.70 -----	30.0	20.0	9.2	3.0	5.7	6.5	8.8	8.0	6.2	2.6
\$1.70 and under \$1.80 -----	34.3	18.2	12.2	3.9	5.9	4.9	9.7	6.7	6.5	2.8
\$1.80 and under \$1.90 -----	27.7	16.7	8.7	2.3	5.2	5.2	9.0	5.8	4.8	3.3
\$1.90 and under \$2.00 -----	23.2	11.9	7.9	1.1	4.3	3.1	7.1	4.9	3.9	2.9
\$2.00 and under \$2.10 -----	35.0	15.0	14.4	2.4	6.2	4.0	9.2	5.0	5.1	3.6
\$2.10 and under \$2.20 -----	19.5	7.3	6.0	.7	3.5	1.6	5.9	3.0	4.1	2.0
\$2.20 and under \$2.30 -----	24.5	11.2	7.3	1.7	4.3	2.8	7.2	3.9	5.7	2.8
\$2.30 and under \$2.40 -----	17.3	6.5	4.9	.6	3.1	1.6	5.4	3.2	3.9	1.1
\$2.40 and under \$2.50 -----	15.7	4.4	4.3	.4	2.2	1.2	6.7	1.8	2.5	1.1
\$2.50 and under \$2.60 -----	20.0	6.9	6.2	.7	3.5	1.3	6.1	3.1	4.3	1.7
\$2.60 and under \$2.70 -----	13.5	4.6	3.7	.4	2.1	1.1	4.1	1.5	3.7	1.7
\$2.70 and under \$2.80 -----	13.0	4.2	3.1	.3	1.9	.8	4.6	1.6	3.3	1.5
\$2.80 and under \$2.90 -----	11.2	3.1	2.7	-	1.9	.7	4.0	.8	2.5	1.6
\$2.90 and under \$3.00 -----	6.4	2.7	1.5	.4	1.3	.6	1.9	1.1	1.8	.7
\$3.00 and over -----	78.4	21.1	17.2	1.6	15.0	4.6	21.5	5.4	24.7	9.6
Number of employees -----	686.5	457.3	182.7	49.2	192.3	177.2	183.2	156.8	128.3	74.1
Average hourly earnings -----	\$1.98	\$1.51	\$2.06	\$1.64	\$1.66	\$1.27	\$2.07	\$1.58	\$2.31	\$1.93

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.

Automotive dealers and gasoline service stations

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	-	-	1	2	-	-	-	1
Under \$ 0.55 -----	1	2	-	1	2	5	1	1	-	1
Under \$ 0.60 -----	1	3	-	1	2	6	1	1	-	1
Under \$ 0.65 -----	1	5	-	1	4	10	1	1	1	1
Under \$ 0.70 -----	2	6	-	1	5	13	1	2	1	1
Under \$ 0.75 -----	2	7	-	1	6	15	1	3	1	1
Under \$ 0.80 -----	3	10	-	1	9	22	2	5	1	2
Under \$ 0.85 -----	4	12	-	1	12	26	2	6	1	2
Under \$ 0.90 -----	5	14	1	2	13	28	2	7	1	3
Under \$ 0.95 -----	6	16	1	3	16	33	3	8	1	4
Under \$ 1.00 -----	6	18	1	3	17	35	3	9	2	4
Under \$ 1.05 -----	12	28	5	11	28	45	8	22	5	11
Under \$ 1.10 -----	14	30	5	13	31	47	9	25	6	12
Under \$ 1.15 -----	16	34	7	16	36	52	11	29	6	15
Under \$ 1.20 -----	19	37	9	21	41	56	13	31	8	17
Under \$ 1.25 -----	20	40	10	22	43	59	14	35	9	18
Under \$ 1.30 -----	28	48	19	36	50	63	22	44	15	30
Under \$ 1.35 -----	30	50	21	38	53	65	24	46	17	33
Under \$ 1.40 -----	33	54	25	44	56	68	27	50	19	36
Under \$ 1.45 -----	36	57	28	46	59	70	29	54	22	39
Under \$ 1.50 -----	37	59	30	50	60	72	31	56	23	40
Under \$ 1.60 -----	46	66	40	60	66	78	39	65	35	47
Under \$ 1.70 -----	51	71	45	66	69	81	44	70	40	51
Under \$ 1.80 -----	55	75	52	74	72	84	49	74	45	55
Under \$ 1.90 -----	60	78	57	79	74	87	54	78	49	59
Under \$ 2.00 -----	63	81	61	81	77	89	58	81	52	63
Under \$ 2.10 -----	68	84	69	86	80	91	63	84	56	68
Under \$ 2.20 -----	71	86	72	88	82	92	66	86	59	71
Under \$ 2.30 -----	74	88	76	91	84	93	70	88	64	74
Under \$ 2.40 -----	77	90	79	92	85	94	73	90	67	76
Under \$ 2.50 -----	79	91	81	93	87	95	77	91	69	77
Under \$ 2.60 -----	82	92	85	95	89	96	80	93	72	80
Under \$ 2.70 -----	84	93	87	95	90	96	83	94	75	82
Under \$ 2.80 -----	86	94	88	96	91	97	85	95	77	84
Under \$ 2.90 -----	88	95	90	96	92	97	87	96	79	86
Under \$ 3.00 -----	89	95	91	97	92	97	88	97	81	87
Total -----	100	100	100	100	100	100	100	100	100	100
Number of employees (in thousands) -----	686.5	457.3	182.7	49.2	192.3	177.2	183.2	156.8	128.3	74.1
Average hourly earnings -----	\$1.98	\$1.51	\$2.06	\$1.64	\$1.66	\$1.27	\$2.07	\$1.58	\$2.31	\$1.93

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.

## Automotive dealers and gasoline service stations

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—														
	\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000				
	All establishments	Establishments with annual sales of—		All establishments	Establishments with annual sales of—		Establishments with annual sales of—		Establishments with annual sales of—		Establishments with annual sales of—				
	\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000		
Under \$0.50	1.1	1.1	-	7.1	.5	6.7		.7		.3	1.9	.4	-	.2	4.8
\$0.50 and under \$0.55	.4	.4	-	7.0	.8	6.2		.3		.3	1.4	.1	-	.4	4.8
\$0.55 and under \$0.60	.7	.5	.2	3.7	.4	3.3		.3		.2	.8	.2	-	.2	2.5
\$0.60 and under \$0.65	1.3	.6	.6	10.3	2.4	7.9		.3		.1	2.6	.3	-	2.3	5.3
\$0.65 and under \$0.70	1.8	.8	1.1	6.9	.6	6.3		.4		.1	2.2	.3	.5	.5	4.1
\$0.70 and under \$0.75	2.2	.7	1.5	6.4	1.3	5.1		.3		.4	1.8	.3	1.0	.9	3.3
\$0.75 and under \$0.80	4.4	1.9	2.6	16.3	2.5	13.8		.5		-	3.9	1.3	1.4	2.5	9.9
\$0.80 and under \$0.85	3.9	1.8	2.1	12.7	2.3	10.4		.9		.7	4.6	.9	1.1	1.6	5.8
\$0.85 and under \$0.90	2.6	1.9	.7	8.3	1.6	6.7		.9		.4	2.1	1.1	.6	1.3	4.6
\$0.90 and under \$0.95	4.5	2.4	2.0	12.6	3.2	9.4		1.5		.6	3.7	.9	1.6	2.6	5.7
\$0.95 and under \$1.00	2.6	2.3	.3	5.5	2.4	3.1		1.4		.2	1.6	.9	.2	2.2	1.5
\$1.00 and under \$1.05	16.9	12.7	4.2	73.9	14.9	59.0		8.8		4.4	27.7	3.9	2.0	10.5	31.2
\$1.05 and under \$1.10	5.3	3.9	1.4	13.9	3.4	10.5		2.7		1.6	4.0	1.2	.9	1.8	6.5
\$1.10 and under \$1.15	8.6	7.0	1.6	24.0	6.5	17.5		4.6		1.8	8.3	2.5	.8	4.7	9.3
\$1.15 and under \$1.20	9.4	7.7	1.6	24.5	8.7	15.8		5.2		3.0	9.4	2.5	.4	5.7	6.4
\$1.20 and under \$1.25	6.6	5.3	1.4	15.5	7.1	8.4		3.4		2.5	3.4	1.9	.7	4.5	5.1
\$1.25 and under \$1.30	15.5	13.1	2.4	76.2	16.3	59.9		9.7		7.7	35.3	3.4	1.4	8.6	24.6
\$1.30 and under \$1.35	7.5	6.0	1.5	16.9	6.6	10.3		4.1		3.0	6.2	1.9	.6	3.6	4.1
\$1.35 and under \$1.40	10.5	9.8	.7	28.3	11.0	17.4		7.3		4.5	10.1	2.5	.4	6.4	7.3
\$1.40 and under \$1.45	10.7	9.6	1.1	19.2	8.6	10.6		6.7		3.1	7.6	2.9	.6	5.5	2.9
\$1.45 and under \$1.50	7.4	6.5	.8	14.8	7.3	7.5		4.7		1.8	4.0	1.8	.2	5.6	3.5
\$1.50 and under \$1.60	26.4	24.2	2.3	65.9	21.9	43.9		17.4		10.0	30.7	6.7	.9	11.9	13.3
\$1.60 and under \$1.70	18.1	16.0	2.1	31.9	16.9	15.0		12.3		6.5	9.6	3.7	.4	10.4	5.4
\$1.70 and under \$1.80	20.9	19.6	1.3	31.6	16.3	15.3		15.0		7.3	11.1	4.6	.4	9.0	4.2
\$1.80 and under \$1.90	19.5	18.6	.8	24.9	12.4	12.5		13.7		5.9	7.5	5.0	.2	6.5	5.0
\$1.90 and under \$2.00	16.7	15.0	1.7	18.4	9.0	9.5		11.8		4.3	5.9	3.2	.6	4.6	3.6
\$2.00 and under \$2.10	21.0	19.5	1.5	29.0	14.3	14.7		16.6		7.1	10.2	2.9	.5	7.1	4.5
\$2.10 and under \$2.20	14.2	12.6	1.6	12.6	7.8	4.9		10.6		4.5	3.2	2.0	.3	3.3	1.7
\$2.20 and under \$2.30	18.1	16.7	1.5	17.5	10.1	7.4		13.4		4.9	5.2	3.2	.5	5.3	2.2
\$2.30 and under \$2.40	13.0	12.7	.3	10.8	7.5	3.3		10.6		3.7	2.8	2.1	.1	3.8	.6
\$2.40 and under \$2.50	13.7	12.7	1.0	6.5	4.3	2.2		10.9		2.4	1.5	1.7	.2	1.9	.7
\$2.50 and under \$2.60	14.9	14.2	.7	12.0	7.2	4.8		11.8		4.3	3.4	2.3	.2	3.0	1.4
\$2.60 and under \$2.70	11.0	10.3	.7	7.2	5.7	1.5		9.1		3.2	.7	1.1	.2	2.5	.8
\$2.70 and under \$2.80	9.9	9.3	.6	7.3	4.4	2.9		8.1		2.2	2.3	1.2	.2	2.2	.7
\$2.80 and under \$2.90	9.3	8.8	.5	5.0	3.0	1.9		8.0		1.4	1.3	.8	.1	1.6	.6
\$2.90 and under \$3.00	6.3	6.2	.1	2.8	2.2	.6		5.1		.9	.4	1.1	.1	1.3	.2
\$3.00 and over	75.6	73.2	2.5	23.9	15.4	8.5		65.0		7.5	4.0	8.2	.5	7.9	4.5
Number of employees	432.4	385.7	46.7	711.3	266.7	444.6		304.3		112.9	242.2	81.4	19.7	153.8	202.4
Average hourly earnings	\$2.24	\$2.31	\$1.57	\$1.52	\$1.78	\$1.35		\$2.44		\$1.91	\$1.46	\$1.88	\$1.31	\$1.70	\$1.24

Insufficient data to warrant presentation.

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.

Automotive dealers and gasoline service stations

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	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—	
	\$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 -----	-	-	.3	.2	.1	-	-	.1	.1	-	-	-	-	
\$ 0.50 and under \$ 0.55 -----	-	-	.2	-	.2	-	-	-	-	-	-	-	.2	
\$ 0.55 and under \$ 0.60 -----	-	-	-	-	-	-	-	-	-	-	-	-	-	
\$ 0.60 and under \$ 0.65 -----	.1	.1	.1	-	.1	.1	-	-	-	-	-	-	.1	
\$ 0.65 and under \$ 0.70 -----	.1	.1	.1	.1	-	.1	-	.1	-	-	-	-	-	
\$ 0.70 and under \$ 0.75 -----	-	-	.1	.1	-	-	-	.1	-	-	-	-	-	
\$ 0.75 and under \$ 0.80 -----	-	-	.3	.1	.2	-	-	-	-	.1	-	-	.1	
\$ 0.80 and under \$ 0.85 -----	-	-	-	-	-	-	-	-	-	-	-	-	-	
\$ 0.85 and under \$ 0.90 -----	.1	.1	.8	.1	.7	.1	-	.1	.3	-	-	-	.4	
\$ 0.90 and under \$ 0.95 -----	-	-	.5	.1	.4	-	-	.1	.1	-	-	-	.3	
\$ 0.95 and under \$ 1.00 -----	-	-	.2	.1	.1	-	-	.1	-	-	-	-	.1	
\$ 1.00 and under \$ 1.05 -----	.9	.9	10.0	1.8	8.2	.8	-	.9	5.3	-	-	-	2.9	
\$ 1.05 and under \$ 1.10 -----	.3	.3	1.9	.6	1.3	.3	-	.5	.4	-	-	-	.8	
\$ 1.10 and under \$ 1.15 -----	.7	.6	3.6	.9	2.7	.4	-	.4	1.7	-	-	-	1.0	
\$ 1.15 and under \$ 1.20 -----	.9	.9	4.6	1.1	3.5	.9	-	.4	2.0	-	-	-	1.5	
\$ 1.20 and under \$ 1.25 -----	.3	.3	3.0	1.4	1.6	.2	-	1.0	1.6	-	-	-	.1	
\$ 1.25 and under \$ 1.30 -----	2.9	2.6	20.9	4.6	16.3	2.4	-	2.9	11.4	-	-	-	4.9	
\$ 1.30 and under \$ 1.35 -----	.7	.7	4.0	2.1	1.9	.5	-	1.6	1.5	-	-	-	.4	
\$ 1.35 and under \$ 1.40 -----	1.5	1.5	8.0	3.3	4.7	1.5	-	1.9	3.4	-	-	-	1.3	
\$ 1.40 and under \$ 1.45 -----	1.7	1.5	5.7	2.5	3.2	1.4	-	1.9	3.1	-	-	-	.2	
\$ 1.45 and under \$ 1.50 -----	1.2	1.2	4.7	2.3	2.4	1.2	-	.9	1.6	-	-	-	.8	
\$ 1.50 and under \$ 1.60 -----	4.8	4.7	17.9	7.0	11.0	4.5	-	5.0	8.2	-	-	-	2.8	
\$ 1.60 and under \$ 1.70 -----	3.7	3.5	8.5	4.5	4.0	3.3	-	2.8	2.9	-	-	-	1.1	
\$ 1.70 and under \$ 1.80 -----	4.9	4.7	11.2	6.6	4.6	4.5	-	3.9	3.7	-	-	-	.9	
\$ 1.80 and under \$ 1.90 -----	4.4	4.4	6.7	4.0	2.6	4.2	-	2.7	1.9	-	-	-	.8	
\$ 1.90 and under \$ 2.00 -----	3.6	3.3	5.4	2.8	2.6	3.2	-	2.1	2.4	-	-	-	.2	
\$ 2.00 and under \$ 2.10 -----	5.7	5.6	11.1	5.9	5.2	5.5	-	4.1	4.8	-	-	-	.4	
\$ 2.10 and under \$ 2.20 -----	2.8	2.8	3.9	3.3	.6	2.7	-	2.7	.6	-	-	-	-	
\$ 2.20 and under \$ 2.30 -----	4.0	4.0	5.0	3.1	1.9	3.7	-	2.2	1.5	-	-	-	.4	
\$ 2.30 and under \$ 2.40 -----	2.8	2.8	2.6	1.9	.8	2.8	-	1.4	.8	-	-	-	-	
\$ 2.40 and under \$ 2.50 -----	2.4	2.4	2.3	1.8	.5	2.4	-	1.5	.5	-	-	-	-	
\$ 2.50 and under \$ 2.60 -----	3.8	3.8	3.0	1.8	1.2	3.7	-	1.4	1.0	-	-	-	.2	
\$ 2.60 and under \$ 2.70 -----	1.9	1.9	2.1	2.0	.2	1.9	-	1.6	.2	-	-	-	-	
\$ 2.70 and under \$ 2.80 -----	1.8	1.8	1.7	1.4	.3	1.7	-	1.1	.3	-	-	-	-	
\$ 2.80 and under \$ 2.90 -----	1.2	1.2	1.5	.8	.7	1.2	-	.8	.7	-	-	-	-	
\$ 2.90 and under \$ 3.00 -----	1.1	1.1	.8	.7	.1	.9	-	.5	.1	-	-	-	-	
\$ 3.00 and over -----	14.2	14.1	4.6	3.5	1.1	14.0	-	2.3	.9	-	-	-	.3	
Number of employees -----	74.5	72.8	157.3	72.4	84.9	70.2	-	49.0	62.8	-	-	-	22.1	
Average hourly earnings -----	\$2.47	\$2.49	\$1.72	\$1.91	\$1.55	\$2.51	-	\$1.96	\$1.61	-	-	-	\$1.38	

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.

## Automotive dealers and gasoline service stations

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—						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 .....	.6	.6	-	5.5	.1	5.4		.3		1.4			-	3.9
\$0.50 and under \$0.55 .....	.3	.3	-	5.5	.5	5.0		.2		1.0			.4	4.0
\$0.55 and under \$0.60 .....	.4	.3	.1	3.0	.3	2.7		.1		.7			.1	2.0
\$0.60 and under \$0.65 .....	1.1	.4	.6	9.2	2.3	6.9		.2		2.0			2.3	4.9
\$0.65 and under \$0.70 .....	1.6	.6	1.0	5.9	.5	5.4		.2		1.9			.5	3.5
\$0.70 and under \$0.75 .....	1.1	.5	.6	4.6	.8	3.8		.2		1.3			.7	2.5
\$0.75 and under \$0.80 .....	4.1	1.6	2.4	12.3	1.6	10.8		.4		3.6			1.5	7.1
\$0.80 and under \$0.85 .....	3.1	1.5	1.6	10.1	1.4	8.8		.7		3.8			1.0	4.9
\$0.85 and under \$0.90 .....	2.0	1.5	.5	5.0	1.2	3.8		.5		1.5			1.0	2.3
\$0.90 and under \$0.95 .....	3.7	1.7	2.0	9.2	2.1	7.1		1.1		3.2			1.8	3.9
\$0.95 and under \$1.00 .....	1.9	1.7	.2	3.8	1.5	2.3		.9		1.3			1.4	1.0
\$1.00 and under \$1.05 .....	10.1	8.1	2.0	30.5	7.9	22.6		5.8		13.0			5.6	9.6
\$1.05 and under \$1.10 .....	2.9	2.6	.3	7.0	1.7	5.4		1.9		2.8			.9	2.6
\$1.10 and under \$1.15 .....	5.0	4.5	.5	11.2	2.8	8.4		3.3		4.3			2.0	4.1
\$1.15 and under \$1.20 .....	5.3	4.5	.8	10.4	4.4	5.9		3.0		3.6			2.7	2.3
\$1.20 and under \$1.25 .....	4.0	3.6	.4	6.5	3.8	2.7		2.4		1.0			2.8	1.6
\$1.25 and under \$1.30 .....	5.0	4.3	.7	16.4	4.0	12.4		3.0		8.6			2.1	3.8
\$1.30 and under \$1.35 .....	3.6	3.0	.6	4.6	1.3	3.3		2.0		2.1			.9	1.2
\$1.35 and under \$1.40 .....	4.9	4.7	.3	8.1	3.8	4.3		3.2		3.0			2.6	1.3
\$1.40 and under \$1.45 .....	3.1	2.9	.2	4.3	1.8	2.5		1.7		1.8			1.3	.8
\$1.45 and under \$1.50 .....	3.1	2.7	.3	3.9	2.6	1.3		1.6		.9			2.1	.4
\$1.50 and under \$1.60 .....	9.5	9.0	.5	10.4	5.7	4.8		5.2		3.0			3.7	1.8
\$1.60 and under \$1.70 .....	5.5	5.1	.4	6.6	4.3	2.4		3.1		1.2			3.3	1.1
\$1.70 and under \$1.80 .....	6.2	5.9	.3	4.6	2.6	2.0		3.6		1.2			1.6	.9
\$1.80 and under \$1.90 .....	6.4	6.3	.2	4.0	2.3	1.7		3.4		.8			1.4	.9
\$1.90 and under \$2.00 .....	4.6	4.4	.2	2.8	1.7	1.2		2.8		.9			1.1	.3
\$2.00 and under \$2.10 .....	5.9	5.3	.6	4.3	2.7	1.6		4.1		.9			1.7	.8
\$2.10 and under \$2.20 .....	3.6	3.4	.2	1.5	1.2	.3		2.5		.3			.6	-
\$2.20 and under \$2.30 .....	4.2	4.1	.1	2.9	1.6	1.3		3.0		.7			1.1	.6
\$2.30 and under \$2.40 .....	2.7	2.7	-	2.0	1.5	.5		2.2		.1			.7	.4
\$2.40 and under \$2.50 .....	2.3	2.3	-	1.1	.6	.5		1.7		.3			.4	.2
\$2.50 and under \$2.60 .....	3.1	2.9	.2	1.7	.9	.8		2.2		.7			.4	.2
\$2.60 and under \$2.70 .....	2.0	2.0	-	1.2	.7	.5		1.7		.1			.4	.4
\$2.70 and under \$2.80 .....	1.7	1.7	-	1.0	.5	.5		1.4		.2			.3	.3
\$2.80 and under \$2.90 .....	1.8	1.8	-	.8	.5	.3		1.6		.1			.3	.1
\$2.90 and under \$3.00 .....	1.6	1.6	-	.3	.1	.1		1.2		-			.1	.1
\$3.00 and over .....	15.7	15.3	.4	4.0	3.0	1.0		13.0		.5			1.8	.5
Number of employees .....	143.5	125.3	18.2	226.0	75.8	150.2		85.6		73.9			52.7	76.4
Average hourly earnings .....	\$1.89	\$2.00	\$1.17	\$1.21	\$1.52	\$1.06		\$2.17		\$1.14			\$1.44	\$ .99

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.

Automotive dealers and gasoline service stations

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	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—		
	\$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	.2	-	.7	.1	.5	.2	.1	.1			.1	.4	
\$ 0.50 and under \$ 0.55	.1	.1	-	1.2	.3	.9	.1	.2	.4			.1	.5	
\$ 0.55 and under \$ 0.60	.1	.1	-	.6	-	.6	-	-	.1			-	.5	
\$ 0.60 and under \$ 0.65	.1	.1	-	.8	.1	.7	.1	.7	.5			-	.2	
\$ 0.65 and under \$ 0.70	.2	.1	-	.8	-	.8	.1	-	.2			-	.6	
\$ 0.70 and under \$ 0.75	.9	.1	.9	1.3	.2	1.1	.1	-	.5			.2	.6	
\$ 0.75 and under \$ 0.80	.3	.2	.1	3.4	.7	2.7	-	-	.3			.7	2.4	
\$ 0.80 and under \$ 0.85	.6	.2	.4	1.8	.5	1.3	-	.1	.7			.4	.6	
\$ 0.85 and under \$ 0.90	.4	.3	.2	1.9	.4	1.5	.2	.1	.3			.3	1.2	
\$ 0.90 and under \$ 0.95	.5	.4	-	2.6	.8	1.8	.2	.2	.4			.6	1.4	
\$ 0.95 and under \$ 1.00	.3	.3	.1	.9	.6	.3	.2	.1	.1			.6	.2	
\$ 1.00 and under \$ 1.05	5.0	2.8	2.2	25.3	4.7	20.7	1.4	.8	6.3			3.8	14.3	
\$ 1.05 and under \$ 1.10	1.9	.7	1.2	3.5	.8	2.7	.3	.1	.5			.7	2.2	
\$ 1.10 and under \$ 1.15	2.5	1.5	1.0	7.0	2.0	5.1	.5	.4	1.8			1.6	3.2	
\$ 1.15 and under \$ 1.20	2.2	1.5	.7	6.5	2.8	3.7	.9	.8	2.3			2.0	1.4	
\$ 1.20 and under \$ 1.25	1.8	.9	.9	4.8	1.6	3.2	.4	.2	.4			1.3	2.8	
\$ 1.25 and under \$ 1.30	5.6	4.2	1.4	23.6	6.0	17.6	2.8	2.2	9.1			3.8	8.4	
\$ 1.30 and under \$ 1.35	2.3	1.6	.8	5.6	2.5	3.1	1.0	.6	1.8			1.9	1.4	
\$ 1.35 and under \$ 1.40	3.2	2.8	.4	8.1	3.1	5.0	2.0	1.1	2.0			2.0	3.0	
\$ 1.40 and under \$ 1.45	2.5	2.3	.2	6.7	3.7	2.9	1.3	.7	1.7			3.0	1.3	
\$ 1.45 and under \$ 1.50	2.6	2.0	.5	4.7	2.1	2.7	1.5	.3	1.0			1.7	1.7	
\$ 1.50 and under \$ 1.60	7.9	6.4	1.5	20.2	6.7	13.5	4.6	2.0	7.8			4.7	5.7	
\$ 1.60 and under \$ 1.70	5.3	4.3	1.0	11.5	6.3	5.3	3.0	1.9	3.2			4.3	2.1	
\$ 1.70 and under \$ 1.80	6.2	5.6	.6	10.1	4.9	5.2	4.0	1.7	3.5			3.2	1.7	
\$ 1.80 and under \$ 1.90	5.4	5.0	.5	9.4	4.1	5.3	3.6	1.8	3.3			2.3	2.0	
\$ 1.90 and under \$ 2.00	5.5	4.6	.9	6.5	3.4	3.0	3.6	1.5	1.3			1.9	1.7	
\$ 2.00 and under \$ 2.10	5.4	5.1	.3	8.8	4.1	4.8	4.2	1.7	3.2			2.4	1.5	
\$ 2.10 and under \$ 2.20	4.8	4.4	.4	4.1	2.5	1.6	3.6	1.0	1.0			1.4	.7	
\$ 2.20 and under \$ 2.30	5.8	5.3	.5	5.3	3.8	1.6	4.0	1.8	1.2			1.9	.4	
\$ 2.30 and under \$ 2.40	4.3	4.1	.2	4.3	3.0	1.3	3.0	1.1	1.2			1.9	.2	
\$ 2.40 and under \$ 2.50	6.3	5.8	.5	2.2	1.7	.5	5.0	.7	.5			.9	.1	
\$ 2.50 and under \$ 2.60	5.0	4.9	.1	4.2	3.0	1.1	3.7	1.4	.8			1.6	.3	
\$ 2.60 and under \$ 2.70	4.1	3.8	.3	1.5	1.1	.4	3.3	.4	.2			.7	.3	
\$ 2.70 and under \$ 2.80	3.4	3.4	.1	2.8	1.6	1.2	2.7	.7	1.1			.9	.1	
\$ 2.80 and under \$ 2.90	3.7	3.5	.2	1.2	.6	.6	3.1	.3	.4			.3	.2	
\$ 2.90 and under \$ 3.00	1.8	1.8	-	1.2	.9	.3	1.4	.2	.2			.7	-	
\$ 3.00 and over	19.5	18.6	1.0	7.3	5.2	2.1	16.0	3.1	1.6			2.1	.5	
Number of employees	127.8	108.9	18.9	212.2	85.6	126.6	82.1	29.5	60.9			56.1	65.7	
Average hourly earnings	\$2.23	\$2.32	\$1.67	\$1.60	\$1.81	\$1.45	\$2.43	\$2.01	\$1.60			\$1.72	\$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.

## Automotive dealers and gasoline service stations

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)						West				Metropolitan areas				Nonmetropolitan areas			
	Enterprises with annual sales of—						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		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		\$1,000,000 or more		Less than \$1,000,000	
	All establishments	Establishments with annual sales of—	All establishments	Establishments with annual sales of—	All establishments	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	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	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	
Under \$0.50	.3	.2	.7	.1	.6	.2	.2	.2	.2	.2	.2	.2	.2	.2	.2	.2	.2	.4
\$0.50 and under \$0.55	.1	.1	.1	-	.1	-	-	-	-	-	-	-	-	-	-	-	-	.1
\$0.55 and under \$0.60	.1	.1	-	-	-	.1	-	-	-	.1	-	-	-	-	-	-	-	-
\$0.60 and under \$0.65	.1	.1	.2	-	.2	-	-	-	-	.1	-	-	-	.1	-	-	-	.1
\$0.65 and under \$0.70	-	-	.1	-	.1	-	-	-	-	-	-	-	-	.1	-	-	-	-
\$0.70 and under \$0.75	.1	.1	.4	.2	.2	.1	.1	.1	.1	.1	.1	.1	.1	.1	.1	.1	.1	.2
\$0.75 and under \$0.80	-	-	.3	.1	.2	-	-	-	-	-	-	-	-	-	-	-	-	.2
\$0.80 and under \$0.85	.1	.1	.7	.4	.3	.1	.1	.1	.1	.1	.1	.1	.1	.1	.1	.1	.1	.3
\$0.85 and under \$0.90	.1	.1	.7	.4	.7	.1	.1	.1	.1	.1	.1	.1	.1	.1	.1	.1	.1	.7
\$0.90 and under \$0.95	.2	.2	.3	.2	.1	.2	.2	.2	.2	.2	.2	.2	.2	.2	.2	.2	.2	.1
\$0.95 and under \$1.00	.3	.3	.6	.2	.4	.3	.3	.3	.3	.3	.3	.3	.3	.3	.3	.3	.3	.3
\$1.00 and under \$1.05	1.0	.9	8.1	.6	7.4	.7	.7	.7	.7	.7	.7	.7	.7	.7	.7	.7	.7	4.4
\$1.05 and under \$1.10	.3	.3	1.5	.4	1.1	.2	.2	.2	.2	.2	.2	.2	.2	.2	.2	.2	.2	.9
\$1.10 and under \$1.15	.4	.4	2.2	.8	1.4	.3	.3	.3	.3	.3	.3	.3	.3	.3	.3	.3	.3	1.0
\$1.15 and under \$1.20	1.1	.9	3.1	.4	2.6	.5	.5	.5	.5	.5	.5	.5	.5	.5	.5	.5	.5	1.2
\$1.20 and under \$1.25	.6	.5	1.2	.3	.9	.4	.4	.4	.4	.4	.4	.4	.4	.4	.4	.4	.4	.5
\$1.25 and under \$1.30	2.0	1.9	15.3	1.7	13.6	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	7.5
\$1.30 and under \$1.35	.9	.8	2.7	.7	2.0	.5	.5	.5	.5	.5	.5	.5	.5	.5	.5	.5	.5	.9
\$1.35 and under \$1.40	.9	.8	4.2	.8	3.3	.7	.7	.7	.7	.7	.7	.7	.7	.7	.7	.7	.7	1.6
\$1.40 and under \$1.45	3.4	3.0	2.5	.6	1.9	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3	.7
\$1.45 and under \$1.50	.5	.5	1.5	.4	1.2	.5	.5	.5	.5	.5	.5	.5	.5	.5	.5	.5	.5	.6
\$1.50 and under \$1.60	4.2	4.1	17.3	2.6	14.7	3.1	3.1	3.1	3.1	3.1	3.1	3.1	3.1	3.1	3.1	3.1	3.1	2.9
\$1.60 and under \$1.70	3.5	3.1	5.3	1.9	3.4	2.9	2.9	2.9	2.9	2.9	2.9	2.9	2.9	2.9	2.9	2.9	2.9	1.1
\$1.70 and under \$1.80	3.6	3.4	5.7	2.2	3.5	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8	.7
\$1.80 and under \$1.90	3.3	3.1	4.8	2.0	2.9	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5	1.3
\$1.90 and under \$2.00	3.0	2.7	3.8	1.0	2.7	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	1.4
\$2.00 and under \$2.10	4.0	3.5	4.8	1.6	3.2	2.9	2.9	2.9	2.9	2.9	2.9	2.9	2.9	2.9	2.9	2.9	2.9	1.8
\$2.10 and under \$2.20	3.0	2.0	3.1	.8	2.3	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.0
\$2.20 and under \$2.30	4.1	3.2	4.3	1.7	2.7	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8	.7
\$2.30 and under \$2.40	3.2	3.1	1.9	1.1	.8	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	2.7	-
\$2.40 and under \$2.50	2.7	2.1	.9	.2	.7	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.8	.5
\$2.50 and under \$2.60	3.0	2.6	3.1	1.5	1.6	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	.7
\$2.60 and under \$2.70	2.9	2.5	2.4	2.0	.5	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	.2
\$2.70 and under \$2.80	3.0	2.5	1.9	1.0	.9	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	2.2	.3
\$2.80 and under \$2.90	2.6	2.3	1.5	1.1	.4	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	.3
\$2.90 and under \$3.00	1.8	1.8	.6	.5	.2	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.6	.1
\$3.00 and over	26.3	25.3	8.0	3.7	4.3	22.0	22.0	22.0	22.0	22.0	22.0	22.0	22.0	22.0	22.0	22.0	22.0	3.3
Number of employees	86.6	78.7	115.7	32.9	82.9	66.5	66.5	66.5	66.5	66.5	66.5	66.5	66.5	66.5	66.5	66.5	66.5	38.2
Average hourly earnings	\$2.67	\$2.70	\$1.78	\$2.08	\$1.66	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75	\$2.75	\$1.62

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.

Automotive dealers and gasoline service stations

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—													
	\$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	-	-	-	1	-	2	-	-	1	-	-	-	2	
Under \$0.55	-	-	-	2	-	3	-	1	1	1	-	-	5	
Under \$0.60	1	1	-	3	1	4	-	1	2	1	-	1	6	
Under \$0.65	1	1	2	4	1	5	1	1	3	1	1	2	9	
Under \$0.70	1	1	4	5	2	7	1	1	4	2	3	2	11	
Under \$0.75	2	1	7	6	2	8	1	1	4	2	8	3	12	
Under \$0.80	3	2	13	8	3	11	1	1	6	4	15	4	17	
Under \$0.85	4	2	17	10	4	13	1	2	8	5	20	6	20	
Under \$0.90	4	3	18	11	5	15	2	2	9	6	23	6	22	
Under \$0.95	5	3	23	13	6	17	2	3	10	7	31	8	25	
Under \$1.00	6	4	24	14	7	18	2	3	11	8	32	9	26	
Under \$1.05	10	7	33	24	12	31	5	7	22	13	43	16	41	
Under \$1.10	11	8	36	26	14	33	6	8	24	15	47	18	44	
Under \$1.15	13	10	39	29	16	37	8	10	27	18	51	21	49	
Under \$1.20	15	12	42	33	19	41	9	12	31	21	53	24	52	
Under \$1.25	17	13	45	35	22	43	11	15	33	23	57	27	55	
Under \$1.30	20	17	51	46	28	56	14	22	47	27	64	33	67	
Under \$1.35	22	18	54	48	31	58	15	24	50	30	67	35	69	
Under \$1.40	24	21	55	52	35	62	18	28	54	33	69	39	72	
Under \$1.45	27	23	57	55	38	65	20	31	57	36	72	43	74	
Under \$1.50	29	25	59	57	41	66	21	33	59	39	73	47	76	
Under \$1.60	35	31	64	66	49	76	27	41	71	47	78	54	82	
Under \$1.70	39	35	69	71	55	80	31	47	75	51	80	61	85	
Under \$1.80	44	40	71	75	61	83	36	54	80	57	82	67	87	
Under \$1.90	48	45	73	78	66	86	40	59	83	63	83	71	89	
Under \$2.00	52	49	77	81	69	88	44	63	86	67	86	74	91	
Under \$2.10	57	54	80	85	75	91	50	69	90	71	88	79	93	
Under \$2.20	60	57	83	87	78	93	53	73	91	73	90	81	94	
Under \$2.30	64	62	86	89	81	94	58	77	93	77	92	84	95	
Under \$2.40	67	65	87	91	84	95	61	81	94	80	93	87	96	
Under \$2.50	71	68	89	92	86	95	65	83	95	82	93	88	96	
Under \$2.60	74	72	91	94	89	96	69	87	96	85	94	90	97	
Under \$2.70	77	75	92	95	91	97	72	89	97	86	95	92	97	
Under \$2.80	79	77	93	96	92	98	74	91	98	87	96	93	97	
Under \$2.90	81	79	94	96	93	98	77	93	98	89	97	94	98	
Under \$3.00	83	81	95	97	94	98	79	93	98	90	97	95	98	
Total	100	100	100	100	100	100	100	100	100	100	100	100	100	
Number of employees (in thousands)	432.4	385.7	46.7	711.3	266.7	444.6	304.3	112.9	242.2	81.4	19.7	153.8	202.4	
Average hourly earnings	\$2.24	\$2.31	\$1.57	\$1.52	\$1.78	\$1.35	\$2.44	\$1.91	\$1.46	\$1.88	\$1.31	\$1.70	\$1.24	

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.

## Automotive dealers and gasoline service stations

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 establishments	Establishments with annual sales of— \$250,000 or more	Less than \$250,000	All establishments	Establishments with annual sales of— \$250,000 or more	Less than \$250,000	Establishments with annual sales of— \$250,000 or more	Less than \$250,000	Establishments with annual sales of— \$250,000 or more	Less than \$250,000	Establishments with annual sales of— \$250,000 or more	Less than \$250,000	
Under \$0.50	-	-	-	-	-	-	-	-	-	-	-	-	
Under \$0.55	-	-	-	-	-	-	-	-	-	-	-	1	
Under \$0.60	-	-	-	-	-	-	-	-	-	-	-	1	
Under \$0.65	-	-	-	-	-	-	-	-	-	-	-	1	
Under \$0.70	-	-	-	-	-	-	-	-	-	-	-	1	
Under \$0.75	-	-	-	-	-	-	-	-	-	-	-	1	
Under \$0.80	-	-	1	1	1	-	-	-	-	-	-	2	
Under \$0.85	-	-	1	1	1	-	-	1	-	-	-	2	
Under \$0.90	1	1	1	1	2	1	-	1	-	1	-	4	
Under \$0.95	1	1	2	1	2	1	-	1	-	1	-	5	
Under \$1.00	1	1	2	1	2	1	-	1	-	1	-	5	
Under \$1.05	2	2	8	4	12	2	-	3	-	9	-	19	
Under \$1.10	2	2	9	4	13	2	-	4	-	10	-	22	
Under \$1.15	3	3	11	6	16	3	-	5	-	13	-	26	
Under \$1.20	4	4	14	7	20	4	-	6	-	16	-	33	
Under \$1.25	5	5	16	9	22	4	-	8	-	19	-	33	
Under \$1.30	8	8	30	15	42	8	-	13	-	37	-	56	
Under \$1.35	9	9	32	19	44	9	-	17	-	39	-	57	
Under \$1.40	11	11	37	23	49	11	-	21	-	44	-	63	
Under \$1.45	14	13	41	26	53	13	-	24	-	49	-	64	
Under \$1.50	15	15	44	30	56	14	-	27	-	52	-	67	
Under \$1.60	22	21	55	39	69	21	-	37	-	65	-	80	
Under \$1.70	27	26	61	45	74	25	-	42	-	70	-	85	
Under \$1.80	33	32	68	54	79	32	-	50	-	75	-	90	
Under \$1.90	39	38	72	60	82	38	-	56	-	78	-	93	
Under \$2.00	44	43	75	64	85	42	-	60	-	82	-	94	
Under \$2.10	52	51	82	72	91	50	-	69	-	90	-	96	
Under \$2.20	55	55	85	77	92	54	-	74	-	91	-	96	
Under \$2.30	61	60	88	81	94	59	-	78	-	93	-	98	
Under \$2.40	65	64	90	84	95	63	-	81	-	94	-	98	
Under \$2.50	68	67	91	86	96	67	-	84	-	95	-	98	
Under \$2.60	73	72	93	89	97	72	-	87	-	97	-	99	
Under \$2.70	76	75	95	91	97	75	-	90	-	97	-	99	
Under \$2.80	78	77	96	93	98	77	-	93	-	97	-	99	
Under \$2.90	80	79	97	94	99	79	-	94	-	99	-	99	
Under \$3.00	81	81	97	95	99	80	-	95	-	99	-	99	
Total	100	100	100	100	100	100	-	100	-	100	-	100	
Number of employees (in thousands)	74.5	72.8	157.3	72.4	84.9	70.2	-	49.0	-	62.8	-	22.1	
Average hourly earnings	\$2.47	\$2.49	\$1.72	\$1.91	\$1.55	\$2.51	-	\$1.96	-	\$1.61	-	\$1.38	

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.

Automotive dealers and gasoline service stations

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—						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 -----	-	-	-	2	-	4	-	-	-	2	-	-	5	
Under \$0.55 -----	1	1	-	5	1	7	1	-	3	-	1	10	13	
Under \$0.60 -----	1	1	1	6	1	9	1	-	4	-	1	13	20	
Under \$0.65 -----	2	1	4	10	4	13	1	-	7	-	5	20	24	
Under \$0.70 -----	3	2	10	13	5	17	1	-	9	-	6	24	27	
Under \$0.75 -----	3	2	13	15	6	19	1	-	11	-	8	27	37	
Under \$0.80 -----	6	3	26	20	8	27	2	-	16	-	10	37	43	
Under \$0.85 -----	9	5	36	25	10	32	3	-	21	-	13	43	46	
Under \$0.90 -----	10	6	38	27	11	35	3	-	23	-	14	46	51	
Under \$0.95 -----	12	7	49	31	14	40	5	-	28	-	18	51	53	
Under \$1.00 -----	14	9	51	33	16	41	6	-	29	-	20	53	65	
Under \$1.05 -----	21	15	62	46	26	56	13	-	47	-	31	65	69	
Under \$1.10 -----	23	17	63	49	29	60	15	-	51	-	33	69	74	
Under \$1.15 -----	26	21	65	54	32	65	19	-	57	-	36	74	77	
Under \$1.20 -----	30	24	70	59	38	69	22	-	61	-	42	77	79	
Under \$1.25 -----	33	27	71	62	43	71	25	-	63	-	47	79	84	
Under \$1.30 -----	36	31	75	69	49	79	28	-	75	-	51	84	86	
Under \$1.35 -----	39	33	79	71	50	82	31	-	77	-	53	86	87	
Under \$1.40 -----	42	37	80	75	55	85	35	-	81	-	58	87	88	
Under \$1.45 -----	44	39	81	77	58	86	37	-	84	-	60	88	89	
Under \$1.50 -----	46	41	83	78	61	87	38	-	85	-	64	89	91	
Under \$1.60 -----	53	48	86	83	68	90	45	-	89	-	71	91	93	
Under \$1.70 -----	57	52	88	86	74	92	48	-	91	-	77	93	94	
Under \$1.80 -----	61	57	90	88	77	93	52	-	92	-	80	94	95	
Under \$1.90 -----	66	62	91	90	80	94	56	-	94	-	83	95	95	
Under \$2.00 -----	69	66	92	91	83	95	60	-	95	-	85	95	96	
Under \$2.10 -----	73	70	95	93	86	96	64	-	96	-	88	96	96	
Under \$2.20 -----	76	73	96	93	88	96	67	-	96	-	90	96	97	
Under \$2.30 -----	78	76	96	95	90	97	71	-	97	-	92	97	98	
Under \$2.40 -----	80	78	96	96	92	98	73	-	97	-	93	98	98	
Under \$2.50 -----	82	80	96	96	92	98	75	-	98	-	94	98	98	
Under \$2.60 -----	84	82	97	97	94	98	78	-	99	-	94	98	99	
Under \$2.70 -----	86	84	98	97	95	99	80	-	99	-	95	99	99	
Under \$2.80 -----	87	85	98	98	95	99	82	-	99	-	96	99	99	
Under \$2.90 -----	88	87	98	98	96	99	83	-	99	-	96	99	99	
Under \$3.00 -----	89	88	98	98	96	99	85	-	99	-	97	99	99	
Total -----	100	100	100	100	100	100	100	-	100	-	100	100	100	
Number of employees (in thousands) -----	143.5	125.3	18.2	226.0	75.8	150.2	85.6	-	73.9	-	52.7	76.4	99	
Average hourly earnings -----	\$1.89	\$2.00	\$1.17	\$1.21	\$1.52	\$1.06	\$2.17	-	\$1.14	-	\$1.44	\$ .99	99	

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.

## Automotive dealers and gasoline service stations

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—						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	
Under \$ 0.55 -----	-	-	-	1	-	1	-	1	1	-	-	-	1	
Under \$ 0.60 -----	-	-	-	1	1	2	-	1	1	-	-	-	2	
Under \$ 0.65 -----	-	-	-	2	1	2	-	1	2	-	-	-	2	
Under \$ 0.70 -----	-	1	-	2	1	3	-	1	2	-	-	-	3	
Under \$ 0.75 -----	1	1	5	2	1	4	1	1	3	-	-	1	4	
Under \$ 0.80 -----	1	1	5	4	2	6	1	1	3	-	-	2	8	
Under \$ 0.85 -----	2	1	8	5	2	7	1	1	5	-	-	3	9	
Under \$ 0.90 -----	2	1	8	6	3	8	1	2	5	-	-	3	11	
Under \$ 0.95 -----	3	2	8	7	4	9	1	2	6	-	-	4	13	
Under \$ 1.00 -----	3	2	9	7	4	10	1	2	6	-	-	5	13	
Under \$ 1.05 -----	7	4	21	19	10	26	3	5	16	-	-	12	35	
Under \$ 1.10 -----	8	5	27	21	11	28	4	6	17	-	-	13	38	
Under \$ 1.15 -----	10	6	32	24	13	32	4	7	20	-	-	16	43	
Under \$ 1.20 -----	12	8	35	27	16	35	5	9	24	-	-	20	45	
Under \$ 1.25 -----	13	9	41	30	18	38	6	11	25	-	-	22	49	
Under \$ 1.30 -----	18	12	48	41	25	51	9	18	40	-	-	29	52	
Under \$ 1.35 -----	19	14	52	43	28	54	10	20	43	-	-	32	54	
Under \$ 1.40 -----	22	17	54	47	32	58	13	24	46	-	-	36	59	
Under \$ 1.45 -----	24	19	55	50	36	60	14	26	48	-	-	41	71	
Under \$ 1.50 -----	26	20	58	53	38	62	16	27	50	-	-	44	74	
Under \$ 1.60 -----	32	26	66	62	46	73	22	34	63	-	-	53	82	
Under \$ 1.70 -----	36	30	71	68	54	77	25	40	68	-	-	60	85	
Under \$ 1.80 -----	41	35	75	72	59	81	30	46	74	-	-	66	88	
Under \$ 1.90 -----	45	40	77	77	64	85	35	53	79	-	-	70	91	
Under \$ 2.00 -----	50	44	81	80	68	88	39	58	81	-	-	74	94	
Under \$ 2.10 -----	54	49	83	84	73	91	44	63	87	-	-	78	96	
Under \$ 2.20 -----	58	53	85	86	76	93	48	67	88	-	-	80	97	
Under \$ 2.30 -----	62	58	88	88	80	94	53	73	90	-	-	84	98	
Under \$ 2.40 -----	66	62	89	90	84	95	57	77	92	-	-	87	98	
Under \$ 2.50 -----	71	67	91	91	86	95	63	79	93	-	-	89	98	
Under \$ 2.60 -----	74	72	92	93	89	96	68	84	94	-	-	92	98	
Under \$ 2.70 -----	78	75	93	94	90	97	72	85	94	-	-	93	99	
Under \$ 2.80 -----	80	78	94	95	92	98	75	88	96	-	-	94	99	
Under \$ 2.90 -----	83	81	95	96	93	98	79	89	97	-	-	95	99	
Under \$ 3.00 -----	85	83	95	97	94	98	80	90	97	-	-	96	99	
Total -----	100	100	100	100	100	100	100	100	100	-	-	100	100	
Number of employees (in thousands)-----	127.8	108.9	18.9	212.2	85.6	126.6	82.1	29.5	60.9	-	-	56.1	65.7	
Average hourly earnings -----	\$2.23	\$2.32	\$1.67	\$1.60	\$1.81	\$1.45	\$2.43	\$2.01	\$1.60	-	-	\$1.72	\$1.31	

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.

### Automotive dealers and gasoline service stations

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—					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—
-ments	\$250,000 or more	Less than \$250,000	-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	-	1	-	-	-	-	-	-	-	1
Under \$ 0.55	-	-	1	-	1	-	-	-	-	-	-	-	1
Under \$ 0.60	1	1	1	-	1	-	-	-	-	-	-	-	1
Under \$ 0.65	1	1	1	-	1	-	-	-	-	-	-	-	2
Under \$ 0.70	1	1	1	-	1	-	-	-	-	-	-	-	2
Under \$ 0.75	1	1	1	1	1	1	1	1	1	1	1	1	2
Under \$ 0.80	1	1	2	2	2	1	1	1	1	1	1	1	3
Under \$ 0.85	1	1	2	3	2	1	1	1	1	1	1	1	3
Under \$ 0.90	1	1	3	3	3	1	1	1	1	1	1	1	5
Under \$ 0.95	1	1	3	3	3	1	1	1	1	1	1	1	5
Under \$ 1.00	2	2	4	4	3	2	2	1	1	1	1	1	6
Under \$ 1.05	3	3	11	6	13	3	3	8	8	8	8	8	18
Under \$ 1.10	3	3	12	7	14	3	3	9	9	9	9	9	20
Under \$ 1.15	4	4	14	9	16	3	3	10	10	10	10	10	23
Under \$ 1.20	5	5	16	10	19	4	4	13	13	13	13	13	26
Under \$ 1.25	5	6	17	11	20	5	5	14	14	14	14	14	27
Under \$ 1.30	8	8	31	16	36	7	7	27	27	27	27	27	47
Under \$ 1.35	9	9	33	19	39	8	8	29	29	29	29	29	50
Under \$ 1.40	10	10	37	21	43	9	9	33	33	33	33	33	54
Under \$ 1.45	14	14	39	23	45	12	12	36	36	36	36	36	56
Under \$ 1.50	14	14	40	24	46	13	13	37	37	37	37	37	58
Under \$ 1.60	19	20	55	32	64	18	18	63	63	63	63	63	65
Under \$ 1.70	23	24	60	38	68	22	22	68	68	68	68	68	68
Under \$ 1.80	27	28	64	45	72	26	26	74	74	74	74	74	70
Under \$ 1.90	31	32	69	51	76	30	30	78	78	78	78	78	74
Under \$ 2.00	35	35	72	54	79	33	33	81	81	81	81	81	77
Under \$ 2.10	39	40	76	59	83	38	38	84	84	84	84	84	82
Under \$ 2.20	43	42	79	61	86	40	40	87	87	87	87	87	84
Under \$ 2.30	48	46	83	66	89	45	45	91	91	91	91	91	86
Under \$ 2.40	51	50	84	70	90	49	49	93	93	93	93	93	86
Under \$ 2.50	54	53	85	71	91	51	51	93	93	93	93	93	87
Under \$ 2.60	58	56	88	75	93	55	55	96	96	96	96	96	89
Under \$ 2.70	61	59	90	81	93	58	58	96	96	96	96	96	90
Under \$ 2.80	65	63	91	84	94	62	62	97	97	97	97	97	91
Under \$ 2.90	68	66	93	87	95	65	65	98	98	98	98	98	91
Under \$ 3.00	70	68	93	89	95	67	67	98	98	98	98	98	92
Total	100	100	100	100	100	100	100	100	100	100	100	100	100
Number of employees (in thousands)	86.6	78.7	115.7	32.9	82.9	66.5	66.5	44.6	44.6	44.6	44.6	44.6	38.2
Average hourly earnings	\$2.67	\$2.70	\$1.78	\$2.08	\$1.66	\$2.75	\$2.75	\$1.69	\$1.69	\$1.69	\$1.69	\$1.69	\$1.62

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.

## Automotive dealers and gasoline service stations

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
<b>All nonsupervisory employees</b>										
1 and under 15 .....	50.5	\$ 12.56	14.5	\$ 13.78	12.8	\$ 10.11	14.6	\$ 12.52	8.7	\$ 14.19
15 and under 35 .....	119.4	33.70	28.3	34.56	23.7	26.82	37.4	32.39	29.9	39.98
35 and under 40 .....	38.7	68.38	13.7	78.71	6.6	46.26	12.5	62.89	5.9	80.32
40 .....	154.7	86.34	33.9	90.49	32.1	66.98	47.4	86.07	41.3	98.26
Over 40 and under 44 .....	36.3	85.66	10.5	85.50	6.7	59.05	10.5	94.79	8.7	95.55
44 .....	135.2	100.49	27.6	100.99	37.0	84.07	41.8	103.68	28.8	116.46
Over 44 and under 49 .....	226.4	90.65	56.1	91.44	71.8	85.07	62.7	89.60	35.8	102.46
49 and over .....	382.4	84.72	47.4	99.98	178.8	72.73	113.2	89.59	43.0	104.91
Total .....	1143.8	78.94	231.9	81.33	369.6	69.93	340.0	80.41	202.4	90.11
<b>Men</b>										
1 and under 15 .....	46.2	\$ 12.48	13.2	\$ 13.72	12.1	\$ 9.95	13.3	\$ 12.66	7.6	\$ 14.00
15 and under 35 .....	106.8	33.78	25.8	34.81	20.6	26.40	32.7	32.38	27.8	39.92
35 and under 40 .....	25.8	70.71	8.3	83.82	4.1	46.58	8.5	61.87	4.8	84.36
40 .....	127.0	90.56	28.5	95.10	25.6	68.45	40.2	89.78	32.7	104.81
Over 40 and under 44 .....	30.1	90.31	9.5	87.61	4.5	59.56	8.4	102.85	7.7	97.99
44 .....	124.6	103.12	26.7	102.11	33.1	86.64	38.3	106.57	26.6	119.69
Over 44 and under 49 .....	217.4	91.78	55.3	91.70	66.8	86.73	60.1	90.93	35.1	102.93
49 and over .....	377.4	84.94	47.0	100.08	176.3	72.90	111.3	89.88	42.7	105.09
Total .....	1055.4	80.62	214.2	83.11	343.2	71.08	312.8	82.39	185.1	92.32
<b>Women</b>										
1 and under 15 .....	4.3	\$ 13.48	1.3	\$ 14.42	.7	\$ 12.89	1.3	\$ 10.94	1.1	\$ 15.51
15 and under 35 .....	12.5	33.04	2.5	32.02	3.1	29.54	4.8	32.47	2.1	40.73
35 and under 40 .....	13.0	63.71	5.5	70.98	2.4	45.72	4.0	65.13	1.1	62.05
40 .....	27.7	66.96	5.4	66.14	6.5	61.21	7.2	65.02	8.6	73.41
Over 40 and under 44 .....	6.2	62.63	1.0	65.64	2.2	57.99	2.1	60.05	.9	75.53
44 .....	10.5	68.83	.9	67.00	3.9	62.45	3.4	69.97	2.3	78.85
Over 44 and under 49 .....	9.0	63.31	.8	72.30	5.0	62.69	2.6	67.60	.7	78.31
49 and over .....	5.0	67.23	.3	85.81	2.5	60.49	1.9	71.36	.3	78.18
Total .....	88.4	58.61	17.7	59.55	26.3	54.81	27.2	56.68	17.2	65.94

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.

### Automotive dealers and gasoline service stations

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 .....	30.8	\$ 13.55	11.6	\$ 14.07	6.2	\$ 11.58	6.8	\$ 13.64	6.1	\$ 14.45
15 and under 35 .....	79.4	35.46	21.3	35.58	14.7	27.39	22.0	35.68	21.3	40.68
35 and under 40 .....	27.4	74.71	12.0	82.06	3.2	53.29	7.6	67.89	4.6	81.82
40 .....	112.9	92.89	29.0	95.28	21.2	75.94	33.9	93.23	28.9	102.48
Over 40 and under 44 .....	28.7	88.93	9.5	87.09	4.5	60.09	7.9	101.63	6.8	95.64
44 .....	89.3	108.63	23.1	104.41	21.3	94.00	25.2	113.04	19.7	123.71
Over 44 and under 49 .....	136.0	99.59	42.4	93.80	35.9	99.46	36.0	98.64	21.6	112.78
49 and over .....	182.0	92.90	33.8	106.01	85.4	81.18	43.7	98.94	19.2	108.20
Total .....	686.5	85.16	182.7	84.59	192.3	78.11	183.2	87.77	128.3	92.74
<u>Nonmetropolitan areas</u>										
1 and under 15 .....	19.8	\$ 11.01	2.8	\$ 12.59	6.6	\$ 8.73	7.7	\$ 11.51	2.6	\$ 13.57
15 and under 35 .....	40.0	30.20	7.0	31.46	9.0	25.88	15.5	27.65	8.6	38.23
35 and under 40 .....	11.2	52.70	1.8	55.96	3.3	39.44	4.8	54.77	1.3	74.97
40 .....	41.8	68.55	4.9	61.83	10.9	49.59	13.5	67.87	12.5	88.48
Over 40 and under 44 .....	7.6	73.14	1.0	70.55	2.2	56.95	2.5	72.56	1.8	95.20
44 .....	45.9	84.57	4.5	83.29	15.7	70.63	16.6	89.29	9.1	100.77
Over 44 and under 49 .....	90.4	77.17	13.6	84.06	35.9	70.68	26.7	77.32	14.2	86.72
49 and over .....	200.4	77.28	13.6	84.95	93.4	65.00	69.5	83.70	23.9	102.26
Total .....	457.3	69.55	49.2	69.09	177.2	61.03	156.8	71.72	74.1	85.50

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.

## Automotive dealers and gasoline service stations

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	(In thousands)									
	Enterprises with annual sales of \$1,000,000 or more									
	United States		Northeast		South		North Central		West	
	Number of employees	Average weekly earnings	Number of employees	Average weekly earnings	Number of employees	Average weekly earnings	Number of employees	Average weekly earnings	Number of employees	Average weekly earnings
Establishments with annual sales of—										
\$250,000 or more:										
1 and under 15 .....	6.1	\$ 16.94	1.4	\$ 23.22	1.1	\$ 12.93	2.1	\$ 15.85	1.5	\$ 15.72
15 and under 35 .....	20.2	46.78	4.2	52.62	4.0	31.55	6.0	45.79	5.9	54.00
35 and under 40 .....	14.6	89.42	6.0	90.46	1.6	66.92	4.4	84.11	2.5	110.61
40 .....	73.3	104.01	16.6	106.49	12.2	82.99	21.6	104.72	22.8	112.77
Over 40 and under 44 .....	16.9	97.28	4.6	95.49	2.9	68.22	5.0	106.84	4.4	107.72
44 .....	84.9	110.15	15.6	111.78	21.8	94.16	26.9	110.33	20.6	125.55
Over 44 and under 49 .....	81.5	111.33	15.5	112.36	33.7	106.32	20.2	107.21	12.1	130.89
49 and over .....	88.1	103.58	8.8	131.73	47.7	93.34	22.7	105.68	8.8	125.50
Total .....	385.7	101.58	72.8	105.14	125.3	92.29	108.9	101.04	78.7	113.62
Less than \$250,000:										
1 and under 15 .....	3.0	\$ 13.36			.9	\$ 9.48	1.4	\$ 12.91		
15 and under 35 .....	7.6	38.29			2.1	19.92	3.2	31.09		
35 and under 40 .....	1.8	52.70			.5	35.37	1.0	52.63		
40 .....	4.5	86.59			1.3	79.15	1.0	64.86		
Over 40 and under 44 .....	2.0	107.56			.5	54.77	1.1	141.98		
44 .....	2.4	83.78			1.6	72.90	.7	109.36		
Over 44 and under 49 .....	10.5	87.07			3.2	61.98	5.6	96.58		
49 and over .....	14.9	67.31			8.1	54.95	4.9	72.60		
Total .....	46.7	67.36			18.2	52.26	18.9	71.95		
	Enterprises with annual sales of less than \$1,000,000									
Establishments with annual sales of—										
\$250,000 or more:										
1 and under 15 .....	8.7	\$ 12.21	2.9	\$ 14.07	3.2	\$ 8.95	1.9	\$ 12.86	.6	\$ 18.11
15 and under 35 .....	18.3	35.75	6.8	35.40	2.5	36.30	6.3	33.25	2.7	41.90
35 and under 40 .....	10.0	64.72	5.2	71.01	1.4	49.30	2.5	64.00	.7	53.03
40 .....	25.8	83.22	6.9	89.67	5.5	70.90	7.6	81.81	5.9	88.93
Over 40 and under 44 .....	8.7	83.99	4.2	83.71	1.1	56.66	1.8	94.06	1.7	91.68
44 .....	34.2	87.86	8.0	93.04	9.1	71.33	10.7	94.99	6.3	93.04
Over 44 and under 49 .....	56.5	85.91	21.2	87.63	15.3	74.88	13.3	92.37	6.8	92.84
49 and over .....	104.4	90.30	17.2	99.23	37.7	79.47	41.5	91.42	8.0	116.17
Total .....	266.7	80.90	72.4	81.82	75.8	71.57	85.6	84.32	32.9	91.17
Less than \$250,000:										
1 and under 15 .....	32.8	\$ 11.78	10.0	\$ 12.38	7.5	\$ 10.26	9.2	\$ 11.64	6.1	\$ 12.83
15 and under 35 .....	73.2	29.13	17.2	29.85	15.0	24.91	22.1	28.66	19.0	32.34
35 and under 40 .....	12.3	48.66	2.4	65.82	3.0	35.40	4.5	43.39	2.4	56.58
40 .....	51.1	62.63	10.4	65.58	13.1	49.29	17.1	65.65	10.5	71.46
Over 40 and under 44 .....	8.7	60.44	1.6	64.79	2.2	48.88	2.7	55.80	2.3	73.91
44 .....	13.5	74.85	3.9	74.66	4.6	65.20	3.3	77.05	1.7	96.34
Over 44 and under 49 .....	77.8	72.92	19.0	78.80	19.6	60.19	23.6	71.39	15.7	83.99
49 and over .....	175.0	73.36	20.4	86.90	85.4	59.91	44.1	81.36	25.2	93.94
Total .....	444.6	59.32	84.9	60.47	150.2	52.55	126.6	61.11	82.9	67.53

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.

Motor vehicle dealers (new and used cars)

Table 11. 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 -----	1.5	-	.9	.3	.2	-	-	1	-	-
\$ 0.50 and under \$ 0.55 -----	1.4	.1	1.0	.3	.1	1	-	1	-	-
\$ 0.55 and under \$ 0.60 -----	.8	.1	.5	.1	.2	1	-	1	-	-
\$ 0.60 and under \$ 0.65 -----	2.2	.2	1.6	.2	.2	1	-	2	1	1
\$ 0.65 and under \$ 0.70 -----	1.7	.1	1.3	.3	-	1	-	3	1	1
\$ 0.70 and under \$ 0.75 -----	2.2	.1	1.4	.4	.4	2	-	4	1	1
\$ 0.75 and under \$ 0.80 -----	4.3	.2	3.2	.8	.1	3	1	6	1	1
\$ 0.80 and under \$ 0.85 -----	4.4	.1	3.2	.7	.5	3	1	8	2	2
\$ 0.85 and under \$ 0.90 -----	3.4	.1	2.6	.6	.1	4	1	9	2	2
\$ 0.90 and under \$ 0.95 -----	6.0	.2	4.0	1.3	.4	5	1	11	3	2
\$ 0.95 and under \$ 1.00 -----	4.1	.2	2.7	.9	.4	6	1	13	3	3
\$ 1.00 and under \$ 1.05 -----	23.3	2.0	12.3	7.7	1.3	10	3	20	8	4
\$ 1.05 and under \$ 1.10 -----	6.1	.7	3.5	1.6	.3	11	3	22	9	4
\$ 1.10 and under \$ 1.15 -----	12.5	1.3	6.0	3.9	1.3	13	4	26	11	6
\$ 1.15 and under \$ 1.20 -----	10.4	1.7	4.3	3.1	1.4	15	6	28	13	7
\$ 1.20 and under \$ 1.25 -----	9.4	1.0	5.5	2.3	.6	17	6	32	14	8
\$ 1.25 and under \$ 1.30 -----	22.7	6.2	5.7	8.1	2.7	21	11	35	19	11
\$ 1.30 and under \$ 1.35 -----	9.7	1.6	3.8	3.1	1.2	23	13	37	21	12
\$ 1.35 and under \$ 1.40 -----	16.7	3.7	6.4	5.4	1.2	25	16	41	24	13
\$ 1.40 and under \$ 1.45 -----	13.1	2.2	4.0	4.9	2.1	28	17	43	27	15
\$ 1.45 and under \$ 1.50 -----	11.5	2.8	4.2	3.4	1.1	30	20	46	29	16
\$ 1.50 and under \$ 1.60 -----	37.8	9.1	12.2	11.6	5.0	37	27	53	36	22
\$ 1.60 and under \$ 1.70 -----	25.5	5.7	8.3	8.2	3.2	41	31	58	41	25
\$ 1.70 and under \$ 1.80 -----	29.9	9.3	7.8	8.9	3.9	47	39	62	46	29
\$ 1.80 and under \$ 1.90 -----	26.8	6.7	7.9	8.4	3.8	51	44	67	51	33
\$ 1.90 and under \$ 2.00 -----	20.9	5.1	5.5	7.0	3.2	55	48	70	55	37
\$ 2.00 and under \$ 2.10 -----	28.5	10.3	7.1	7.3	3.9	60	57	74	59	41
\$ 2.10 and under \$ 2.20 -----	18.9	5.7	4.0	6.5	2.6	63	61	77	63	43
\$ 2.20 and under \$ 2.30 -----	25.1	7.0	4.9	8.6	4.5	68	67	80	68	48
\$ 2.30 and under \$ 2.40 -----	17.5	4.2	3.5	6.3	3.5	71	70	82	72	52
\$ 2.40 and under \$ 2.50 -----	13.1	4.0	2.6	4.2	2.3	73	73	83	74	54
\$ 2.50 and under \$ 2.60 -----	18.9	5.3	3.2	6.8	3.6	77	77	85	78	58
\$ 2.60 and under \$ 2.70 -----	13.5	3.7	2.6	3.9	3.3	79	80	87	81	62
\$ 2.70 and under \$ 2.80 -----	12.3	3.0	2.0	4.3	3.0	81	83	88	83	65
\$ 2.80 and under \$ 2.90 -----	11.2	2.1	1.9	3.8	3.4	83	84	89	85	68
\$ 2.90 and under \$ 3.00 -----	7.6	1.7	1.8	2.1	2.0	85	86	90	87	70
\$ 3.00 and over -----	85.6	17.8	17.1	22.6	28.2	100	100	100	100	100
Total -----	560.5	125.1	170.5	169.7	95.2	100	100	100	100	100
Average hourly earnings -----	\$2.14	\$2.28	\$1.87	\$2.09	\$2.60	\$2.14	\$2.28	\$1.87	\$2.09	\$2.60

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.

## Motor vehicle dealers (new and used cars)

Table 12. 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 -----	1.5	-	-	-	.9	-	.3	-	.2	-
\$ 0.50 and under \$ 0.55 -----	1.4	-	.1	-	.9	-	.3	-	.1	-
\$ 0.55 and under \$ 0.60 -----	.8	-	.1	-	.5	-	.1	-	.2	-
\$ 0.60 and under \$ 0.65 -----	2.1	.1	.2	-	1.6	-	.2	-	.2	-
\$ 0.65 and under \$ 0.70 -----	1.2	.5	.1	-	.9	.4	.2	-	-	-
\$ 0.70 and under \$ 0.75 -----	2.1	.1	.1	-	1.3	.1	.4	-	.3	-
\$ 0.75 and under \$ 0.80 -----	3.7	.7	.1	.1	2.8	.4	.6	-	.1	-
\$ 0.80 and under \$ 0.85 -----	4.3	.1	.1	-	3.1	.1	.7	-	.5	-
\$ 0.85 and under \$ 0.90 -----	3.1	.3	.1	-	2.3	.2	.5	-	.1	-
\$ 0.90 and under \$ 0.95 -----	5.5	.4	.2	-	3.8	.2	1.1	-	.4	-
\$ 0.95 and under \$ 1.00 -----	3.6	.5	.1	-	2.4	.4	.8	-	.3	.1
\$ 1.00 and under \$ 1.05 -----	19.6	3.7	1.2	.7	11.1	1.2	6.1	-	1.2	.1
\$ 1.05 and under \$ 1.10 -----	5.5	.6	.6	.1	3.2	.3	1.5	-	.2	.1
\$ 1.10 and under \$ 1.15 -----	10.5	2.0	.9	.4	5.0	1.0	3.4	-	1.2	.1
\$ 1.15 and under \$ 1.20 -----	8.8	1.6	1.4	.3	3.6	.7	2.8	-	1.0	.3
\$ 1.20 and under \$ 1.25 -----	8.7	.7	.9	.1	5.0	.4	2.2	-	.6	-
\$ 1.25 and under \$ 1.30 -----	18.3	4.5	5.3	.9	4.6	1.1	6.3	-	2.0	.7
\$ 1.30 and under \$ 1.35 -----	8.6	1.1	1.4	.2	3.4	.4	2.8	-	1.0	.2
\$ 1.35 and under \$ 1.40 -----	14.5	2.2	3.2	.4	5.6	.9	4.6	-	1.1	.1
\$ 1.40 and under \$ 1.45 -----	10.9	2.2	1.9	.3	3.4	.5	4.2	-	1.4	.7
\$ 1.45 and under \$ 1.50 -----	9.9	1.6	2.4	.4	3.7	.6	3.0	-	.9	.2
\$ 1.50 and under \$ 1.60 -----	31.2	6.6	7.1	2.0	10.4	1.7	9.7	-	4.0	1.1
\$ 1.60 and under \$ 1.70 -----	22.1	3.4	4.9	.9	7.4	.9	7.1	-	2.7	.5
\$ 1.70 and under \$ 1.80 -----	25.3	4.7	7.9	1.4	6.8	1.0	7.6	-	3.0	.9
\$ 1.80 and under \$ 1.90 -----	23.2	3.6	5.7	.9	7.0	.9	7.4	-	3.1	.8
\$ 1.90 and under \$ 2.00 -----	19.1	1.7	4.7	.5	5.2	.3	6.6	-	2.7	.5
\$ 2.00 and under \$ 2.10 -----	25.0	3.5	8.9	1.4	6.5	.5	6.7	-	2.9	1.0
\$ 2.10 and under \$ 2.20 -----	16.8	2.0	5.2	.5	3.9	.1	5.8	-	1.9	.7
\$ 2.20 and under \$ 2.30 -----	23.1	2.0	6.5	.6	4.7	.2	8.0	-	3.9	.6
\$ 2.30 and under \$ 2.40 -----	16.1	1.4	4.2	-	3.1	.4	5.8	-	3.0	.5
\$ 2.40 and under \$ 2.50 -----	12.5	.6	4.0	.1	2.5	.1	4.0	-	2.0	.3
\$ 2.50 and under \$ 2.60 -----	17.5	1.4	4.9	.3	3.0	.2	6.4	-	3.2	.4
\$ 2.60 and under \$ 2.70 -----	12.9	.6	3.6	.1	2.6	.1	3.7	-	3.1	.2
\$ 2.70 and under \$ 2.80 -----	12.0	.3	2.8	.2	2.0	-	4.2	-	3.0	-
\$ 2.80 and under \$ 2.90 -----	10.9	.3	2.0	.1	1.9	-	3.7	-	3.3	.1
\$ 2.90 and under \$ 3.00 -----	7.5	.1	1.6	.1	1.8	-	2.1	-	2.0	-
\$ 3.00 and over -----	84.6	1.0	17.3	.4	17.0	.1	22.3	-	28.0	.2
Number of employees -----	504.5	56.0	111.7	13.5	154.9	15.6	153.2	-	84.7	10.5
Average hourly earnings -----	\$2.19	\$1.64	\$2.33	\$1.76	\$1.91	\$1.44	\$2.13	-	\$2.68	\$1.85

Insufficient data to warrant presentation.

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.

Motor vehicle dealers (new and used cars)

Table 13. 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	-	-	-	-	-
Under \$0.55	1	-	-	-	1	-	-	-	-	-
Under \$0.60	1	-	-	-	1	-	-	-	-	-
Under \$0.65	1	-	-	-	3	1	1	1	1	-
Under \$0.70	1	1	-	-	3	3	1	1	1	-
Under \$0.75	2	1	1	-	4	3	1	1	1	-
Under \$0.80	3	3	1	1	6	6	1	1	1	-
Under \$0.85	3	3	1	1	8	6	2	2	2	-
Under \$0.90	4	3	1	1	9	8	2	2	2	-
Under \$0.95	5	4	1	1	12	10	3	3	2	-
Under \$1.00	6	5	1	1	13	12	3	3	3	1
Under \$1.05	10	11	2	6	20	19	7	7	4	2
Under \$1.10	11	13	3	7	23	21	8	8	4	3
Under \$1.15	13	16	3	10	26	28	11	11	6	5
Under \$1.20	15	19	5	12	28	32	12	12	7	8
Under \$1.25	16	20	6	13	31	35	14	14	8	8
Under \$1.30	20	28	10	19	34	42	18	18	10	14
Under \$1.35	22	30	12	21	37	44	20	20	11	16
Under \$1.40	25	34	14	24	40	50	23	23	13	17
Under \$1.45	27	38	16	27	42	53	26	26	14	24
Under \$1.50	29	41	18	30	45	57	27	27	15	26
Under \$1.60	35	53	25	44	51	68	34	34	20	36
Under \$1.70	39	59	29	51	56	74	38	38	23	41
Under \$1.80	44	67	36	61	61	81	43	43	27	49
Under \$1.90	49	73	41	68	65	87	48	48	30	56
Under \$2.00	53	76	45	72	68	88	53	53	34	61
Under \$2.10	58	83	53	82	73	92	57	57	37	70
Under \$2.20	61	86	58	86	75	92	61	61	39	77
Under \$2.30	66	90	64	90	78	94	66	66	44	84
Under \$2.40	69	92	68	90	80	97	70	70	47	88
Under \$2.50	71	93	71	91	82	97	72	72	50	90
Under \$2.60	75	96	76	93	84	99	77	77	54	94
Under \$2.70	77	97	79	94	85	99	79	79	57	97
Under \$2.80	80	98	81	96	87	99	82	82	61	97
Under \$2.90	82	98	83	96	88	99	84	84	65	98
Under \$3.00	83	98	84	96	89	99	86	86	67	98
Total	100	100	100	100	100	100	100	100	100	100
Number of employees (in thousands)	504.5	56.0	111.7	13.5	154.9	15.6	153.2	153.2	84.7	10.5
Average hourly earnings	\$2.19	\$1.64	\$2.33	\$1.76	\$1.91	\$1.44	\$2.13	\$2.13	\$2.68	\$1.85

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.

## Motor vehicle dealers (new and used cars)

Table 14. 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 .....	.8	.8	-	-	.4	.6	.2	.1	.1	.1
\$ 0.50 and under \$ 0.55 .....	.7	.8	-	.1	.4	.6	.2	.1	-	-
\$ 0.55 and under \$ 0.60 .....	.4	.4	.1	-	.2	.3	-	.1	.1	.1
\$ 0.60 and under \$ 0.65 .....	.5	1.7	.1	.1	.2	1.5	.1	.2	.2	-
\$ 0.65 and under \$ 0.70 .....	.4	1.3	.1	-	.2	1.1	.1	.2	-	-
\$ 0.70 and under \$ 0.75 .....	.8	1.4	.1	-	.2	1.2	.2	.2	.3	.1
\$ 0.75 and under \$ 0.80 .....	.5	3.8	.1	.1	.4	2.8	-	.8	-	.1
\$ 0.80 and under \$ 0.85 .....	1.3	3.1	.1	-	.8	2.4	.1	.6	.3	.2
\$ 0.85 and under \$ 0.90 .....	.7	2.6	.1	-	.4	2.1	.1	.4	.1	-
\$ 0.90 and under \$ 0.95 .....	1.8	4.2	.1	-	1.2	2.9	.3	1.0	.2	.2
\$ 0.95 and under \$ 1.00 .....	1.5	2.6	.1	-	.9	1.8	.3	.6	.2	.2
\$ 1.00 and under \$ 1.05 .....	8.2	15.1	1.1	.9	4.6	7.7	1.8	5.9	.7	.6
\$ 1.05 and under \$ 1.10 .....	3.3	2.8	.5	.2	2.1	1.4	.4	1.2	.2	.1
\$ 1.10 and under \$ 1.15 .....	3.9	8.7	.6	.7	2.2	3.8	.8	3.1	.3	1.0
\$ 1.15 and under \$ 1.20 .....	4.6	5.8	.9	.8	2.0	2.3	1.1	2.0	.6	.8
\$ 1.20 and under \$ 1.25 .....	3.3	6.1	.6	.4	1.8	3.7	.5	1.9	.4	.2
\$ 1.25 and under \$ 1.30 .....	11.0	11.7	3.9	2.4	2.4	3.3	3.4	4.6	1.3	1.4
\$ 1.30 and under \$ 1.35 .....	4.3	5.4	1.0	.6	1.6	2.2	1.1	2.0	.6	.6
\$ 1.35 and under \$ 1.40 .....	7.6	9.1	2.3	1.4	2.6	3.9	2.2	3.2	.5	.6
\$ 1.40 and under \$ 1.45 .....	5.7	7.4	1.8	.4	1.3	2.6	1.3	3.5	1.2	.9
\$ 1.45 and under \$ 1.50 .....	4.6	6.9	1.4	1.4	1.7	2.6	1.2	2.2	.4	.7
\$ 1.50 and under \$ 1.60 .....	18.5	19.4	6.9	2.2	4.5	7.7	4.3	7.2	2.7	2.3
\$ 1.60 and under \$ 1.70 .....	12.1	13.3	4.2	1.5	2.9	5.4	3.3	4.9	1.7	1.5
\$ 1.70 and under \$ 1.80 .....	16.7	13.2	6.9	2.5	3.5	4.4	4.4	4.5	2.0	1.9
\$ 1.80 and under \$ 1.90 .....	14.3	12.5	5.1	1.6	3.0	4.8	4.0	4.4	2.2	1.7
\$ 1.90 and under \$ 2.00 .....	12.3	8.6	4.4	.8	2.7	2.8	3.5	3.5	1.8	1.5
\$ 2.00 and under \$ 2.10 .....	18.8	9.7	8.2	2.1	3.9	3.2	4.2	3.1	2.5	1.4
\$ 2.10 and under \$ 2.20 .....	13.2	5.7	5.0	.7	2.6	1.4	4.0	2.5	1.6	1.0
\$ 2.20 and under \$ 2.30 .....	16.1	9.0	5.5	1.5	2.8	2.1	5.1	3.5	2.6	1.9
\$ 2.30 and under \$ 2.40 .....	11.9	5.6	3.6	.6	2.2	1.4	3.5	2.8	2.6	.9
\$ 2.40 and under \$ 2.50 .....	9.4	3.8	3.7	.4	1.5	1.1	2.5	1.7	1.7	.6
\$ 2.50 and under \$ 2.60 .....	13.2	5.7	4.6	.7	2.0	1.2	4.1	2.7	2.5	1.1
\$ 2.60 and under \$ 2.70 .....	9.5	4.0	3.3	.4	1.6	1.0	2.5	1.4	2.0	1.3
\$ 2.70 and under \$ 2.80 .....	8.6	3.7	2.7	.3	1.3	.7	2.8	1.5	1.8	1.2
\$ 2.80 and under \$ 2.90 .....	8.6	2.5	2.0	-	1.5	.5	3.1	.6	2.0	1.4
\$ 2.90 and under \$ 3.00 .....	5.3	2.4	1.3	.4	1.2	.6	1.3	.8	1.4	.6
\$ 3.00 and over .....	68.2	17.3	16.2	1.6	13.0	4.0	18.1	4.4	20.9	7.3
Number of employees .....	322.4	238.1	98.5	26.6	77.6	92.9	86.2	83.5	60.1	35.1
Average hourly earnings .....	\$2.44	\$1.77	\$2.40	\$1.84	\$2.26	\$1.55	\$2.41	\$1.79	\$2.78	\$2.30

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.

Motor vehicle dealers (new and used cars)

Table 15. 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	1	-	-	-	-
Under \$0.55	-	1	-	-	1	1	-	-	-	-
Under \$0.60	1	1	-	-	1	2	1	-	-	1
Under \$0.65	1	2	-	1	1	3	1	-	1	1
Under \$0.70	1	2	-	1	2	4	1	1	1	1
Under \$0.75	1	3	-	1	2	6	1	1	1	1
Under \$0.80	1	4	-	1	2	9	1	2	1	1
Under \$0.85	2	6	1	1	3	11	1	3	2	1
Under \$0.90	2	7	1	1	4	13	1	3	2	2
Under \$0.95	2	8	1	2	6	17	2	4	2	2
Under \$1.00	3	10	1	2	7	19	2	5	3	3
Under \$1.05	5	16	2	5	13	27	4	12	4	4
Under \$1.10	6	17	2	6	15	28	5	14	4	5
Under \$1.15	8	21	3	8	18	32	5	17	5	7
Under \$1.20	9	23	4	11	21	35	7	20	6	9
Under \$1.25	10	26	5	13	23	39	7	22	6	10
Under \$1.30	14	31	9	21	26	42	11	27	9	14
Under \$1.35	15	33	10	24	28	45	12	30	10	16
Under \$1.40	17	37	12	29	32	49	15	34	10	18
Under \$1.45	19	40	14	30	33	52	17	38	12	20
Under \$1.50	20	43	15	36	35	54	18	40	13	22
Under \$1.60	26	51	22	44	41	63	23	49	18	29
Under \$1.70	30	56	26	50	45	69	27	55	21	33
Under \$1.80	35	62	34	59	49	73	32	60	24	38
Under \$1.90	40	67	39	65	53	78	37	66	28	43
Under \$2.00	43	71	43	68	57	81	40	70	30	47
Under \$2.10	49	75	51	75	62	85	45	74	35	51
Under \$2.20	53	77	56	78	65	87	50	77	37	54
Under \$2.30	58	81	62	84	69	89	56	81	42	59
Under \$2.40	62	83	66	86	72	90	60	84	46	62
Under \$2.50	65	85	69	87	73	91	63	86	49	64
Under \$2.60	69	87	74	90	76	93	68	90	53	67
Under \$2.70	72	89	77	91	78	94	71	91	56	70
Under \$2.80	75	91	80	92	80	95	74	93	59	74
Under \$2.90	77	92	82	92	82	95	77	94	63	77
Under \$3.00	79	93	84	94	83	96	79	95	65	79
Total	100	100	100	100	100	100	100	100	100	100
Number of employees (in thousands)	322.4	238.1	98.5	26.6	77.6	92.9	86.2	83.5	60.1	35.1
Average hourly earnings	\$2.44	\$1.77	\$2.40	\$1.84	\$2.26	\$1.55	\$2.41	\$1.79	\$2.78	\$2.30

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.

## Motor vehicle dealers (new and used cars)

Table 16. 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	(In thousands)												
	United States						Metropolitan areas				Nonmetropolitan areas		
	Enterprises with annual sales of—												
	\$1,000,000 or more			Less than \$1,000,000			\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000
All 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	1.0	1.0	.5	.3	.3	.6	.1			.4	.1	.3	
\$0.50 and under \$0.55	.4	.4	1.0	.6	.4	.3	.2			.1	.4	.2	
\$0.55 and under \$0.60	.5	.5	.3	.3	-	.2	.1			.2	.2	-	
\$0.60 and under \$0.65	.5	.5	1.7	.7	.9	.2	.1			.3	.6	.8	
\$0.65 and under \$0.70	.7	.7	1.0	.4	.6	.3	.1			.3	.4	.6	
\$0.70 and under \$0.75	.7	.7	1.5	1.2	.3	.3	.4			.3	.8	.2	
\$0.75 and under \$0.80	1.9	1.8	2.4	1.8	.7	.4	-			1.3	1.8	.6	
\$0.80 and under \$0.85	1.9	1.8	2.6	1.9	.6	.8	.4			.9	1.5	.6	
\$0.85 and under \$0.90	1.8	1.7	1.6	1.2	.4	.6	.1			1.1	1.1	.4	
\$0.90 and under \$0.95	2.3	2.2	3.7	2.9	.8	1.3	.5			.9	2.4	.8	
\$0.95 and under \$1.00	2.2	2.2	1.9	1.9	-	1.3	.2			.9	1.7	-	
\$1.00 and under \$1.05	10.4	10.1	12.9	10.5	2.4	6.4	1.4			3.7	9.1	2.1	
\$1.05 and under \$1.10	3.2	3.1	2.9	2.4	.5	2.3	.9			.8	1.5	.5	
\$1.10 and under \$1.15	5.4	5.2	7.2	4.9	2.2	3.2	.6			2.1	4.4	2.1	
\$1.15 and under \$1.20	5.8	5.7	4.6	4.2	.4	3.7	.8			1.9	3.4	.4	
\$1.20 and under \$1.25	4.3	4.1	5.1	4.1	1.0	2.4	.7			1.7	3.4	.8	
\$1.25 and under \$1.30	10.8	10.5	11.9	8.7	3.2	7.8	2.2			2.7	6.5	2.4	
\$1.30 and under \$1.35	5.3	5.0	4.5	3.7	.8	3.2	.7			1.7	2.9	.5	
\$1.35 and under \$1.40	7.8	7.6	8.9	7.4	1.5	5.5	1.8			2.1	5.6	1.2	
\$1.40 and under \$1.45	7.5	7.3	5.6	5.0	.6	4.6	.7			2.7	4.3	.3	
\$1.45 and under \$1.50	5.4	5.4	6.1	5.1	1.0	3.9	.7			1.5	4.4	1.0	
\$1.50 and under \$1.60	20.1	19.5	17.8	13.8	4.0	13.6	3.8			5.9	10.0	2.9	
\$1.60 and under \$1.70	12.5	12.3	12.9	10.7	2.2	8.7	2.8			3.6	7.9	1.7	
\$1.70 and under \$1.80	16.2	15.8	13.8	12.1	1.7	11.6	4.4			4.2	7.7	1.2	
\$1.80 and under \$1.90	16.4	16.3	10.3	8.0	2.3	11.5	2.2			4.8	5.8	1.8	
\$1.90 and under \$2.00	12.3	12.2	8.5	6.9	1.6	9.4	2.5			2.8	4.3	1.4	
\$2.00 and under \$2.10	16.5	16.2	12.0	10.0	2.0	13.6	4.1			2.7	5.8	1.2	
\$2.10 and under \$2.20	11.4	11.2	7.5	6.1	1.5	9.2	3.2			2.0	2.8	.8	
\$2.20 and under \$2.30	14.8	14.7	10.3	8.2	2.1	11.7	3.8			2.9	4.4	1.6	
\$2.30 and under \$2.40	11.5	11.4	6.0	5.3	.8	9.4	1.9			2.0	3.4	.2	
\$2.40 and under \$2.50	8.9	8.8	4.3	3.6	.6	7.1	1.8			1.7	1.8	.3	
\$2.50 and under \$2.60	11.9	11.9	6.9	5.8	1.1	9.6	3.0			2.3	2.8	.5	
\$2.60 and under \$2.70	8.4	8.3	5.0	4.4	.6	7.2	2.1			1.1	2.3	.5	
\$2.70 and under \$2.80	7.6	7.5	4.7	3.8	.9	6.3	1.7			1.2	2.1	.4	
\$2.80 and under \$2.90	8.1	8.0	3.0	2.4	.6	7.2	1.0			.8	1.5	.2	
\$2.90 and under \$3.00	5.5	5.5	2.1	1.8	.3	4.3	.7			1.1	1.1	.1	
\$3.00 and over	69.0	68.1	16.5	13.1	3.5	60.3	5.8			7.8	7.2	2.0	
Number of employees	330.7	325.1	229.7	185.1	44.6	250.4	57.7			74.7	127.4	32.7	
Average hourly earnings	\$2.37	\$2.37	\$1.83	\$1.85	\$1.71	\$2.52	\$2.13			\$1.90	\$1.74	\$1.58	

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.

Motor vehicle dealers (new and used cars)

Table 16. 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)													
	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—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	
	\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	
Under \$ 0.50 -----	-	-	-	-	-	-	-	-	-	-	-	-	-	
\$ 0.50 and under \$ 0.55 -----	-	-	-	-	-	-	-	-	-	-	-	-	-	
\$ 0.55 and under \$ 0.60 -----	-	-	-	-	-	-	-	-	-	-	-	-	-	
\$ 0.60 and under \$ 0.65 -----	.1	.1	-	-	-	.1	-	.1	-	-	-	-	-	
\$ 0.65 and under \$ 0.70 -----	.1	.1	-	-	-	.1	-	.1	-	-	-	-	-	
\$ 0.70 and under \$ 0.75 -----	-	-	-	-	.1	.1	-	-	-	-	-	-	-	
\$ 0.75 and under \$ 0.80 -----	-	-	-	.2	.1	-	-	-	-	-	-	-	-	
\$ 0.80 and under \$ 0.85 -----	-	-	-	-	-	-	-	-	-	-	-	-	-	
\$ 0.85 and under \$ 0.90 -----	.1	.1	-	.1	.1	.1	-	.1	-	-	-	-	-	
\$ 0.90 and under \$ 0.95 -----	-	-	-	.1	.1	-	-	-	-	-	-	-	-	
\$ 0.95 and under \$ 1.00 -----	-	-	-	.1	.1	-	-	-	-	-	-	-	-	
\$ 1.00 and under \$ 1.05 -----	.7	.6	-	1.3	1.1	.6	-	.6	-	-	-	-	-	
\$ 1.05 and under \$ 1.10 -----	.2	.2	-	.4	.4	.2	-	.2	-	-	-	-	-	
\$ 1.10 and under \$ 1.15 -----	.5	.5	-	.7	.7	.4	-	.4	-	-	-	-	-	
\$ 1.15 and under \$ 1.20 -----	.8	.8	-	.9	.7	.8	-	.8	-	-	-	-	-	
\$ 1.20 and under \$ 1.25 -----	.2	.2	-	.8	.6	.1	-	.1	-	-	-	-	-	
\$ 1.25 and under \$ 1.30 -----	2.4	2.3	Insufficient data to warrant presentation.	3.9	2.5	2.1	-	2.1	-	-	-	-	-	
\$ 1.30 and under \$ 1.35 -----	.6	.6	Insufficient data to warrant presentation.	1.0	.8	.5	-	.5	-	-	-	-	-	
\$ 1.35 and under \$ 1.40 -----	1.4	1.4	Insufficient data to warrant presentation.	2.3	1.9	1.3	-	1.3	-	-	-	-	-	
\$ 1.40 and under \$ 1.45 -----	1.3	1.3	Insufficient data to warrant presentation.	.9	.7	1.2	-	1.2	-	-	-	-	-	
\$ 1.45 and under \$ 1.50 -----	1.1	1.1	Insufficient data to warrant presentation.	1.7	1.5	1.1	-	1.1	-	-	-	-	-	
\$ 1.50 and under \$ 1.60 -----	4.4	4.3	Insufficient data to warrant presentation.	4.7	3.9	4.1	-	4.1	-	-	-	-	-	
\$ 1.60 and under \$ 1.70 -----	2.8	2.8	Insufficient data to warrant presentation.	2.9	2.6	2.6	-	2.6	-	-	-	-	-	
\$ 1.70 and under \$ 1.80 -----	4.0	4.0	Insufficient data to warrant presentation.	5.3	4.8	3.9	-	3.9	-	-	-	-	-	
\$ 1.80 and under \$ 1.90 -----	3.9	3.9	Insufficient data to warrant presentation.	2.7	2.3	3.7	-	3.7	-	-	-	-	-	
\$ 1.90 and under \$ 2.00 -----	3.0	3.0	Insufficient data to warrant presentation.	2.2	2.0	2.8	-	2.8	-	-	-	-	-	
\$ 2.00 and under \$ 2.10 -----	5.2	5.1	Insufficient data to warrant presentation.	5.2	4.2	5.0	-	5.0	-	-	-	-	-	
\$ 2.10 and under \$ 2.20 -----	2.8	2.8	Insufficient data to warrant presentation.	2.9	2.8	2.7	-	2.7	-	-	-	-	-	
\$ 2.20 and under \$ 2.30 -----	3.6	3.6	Insufficient data to warrant presentation.	3.5	2.8	3.3	-	3.3	-	-	-	-	-	
\$ 2.30 and under \$ 2.40 -----	2.6	2.6	Insufficient data to warrant presentation.	1.6	1.4	2.5	-	2.5	-	-	-	-	-	
\$ 2.40 and under \$ 2.50 -----	2.2	2.2	Insufficient data to warrant presentation.	1.6	1.7	2.1	-	2.1	-	-	-	-	-	
\$ 2.50 and under \$ 2.60 -----	3.2	3.1	Insufficient data to warrant presentation.	2.1	1.4	3.1	-	3.1	-	-	-	-	-	
\$ 2.60 and under \$ 2.70 -----	1.8	1.8	Insufficient data to warrant presentation.	1.8	1.8	1.8	-	1.8	-	-	-	-	-	
\$ 2.70 and under \$ 2.80 -----	1.7	1.7	Insufficient data to warrant presentation.	1.3	1.2	1.6	-	1.6	-	-	-	-	-	
\$ 2.80 and under \$ 2.90 -----	1.1	1.1	Insufficient data to warrant presentation.	1.0	.8	1.1	-	1.1	-	-	-	-	-	
\$ 2.90 and under \$ 3.00 -----	1.0	1.0	Insufficient data to warrant presentation.	.7	.6	.8	-	.8	-	-	-	-	-	
\$ 3.00 and over -----	13.4	13.3	Insufficient data to warrant presentation.	4.3	3.3	13.3	-	13.3	-	-	-	-	-	
Number of employees -----	66.2	65.8	Insufficient data to warrant presentation.	58.9	49.5	63.2	-	63.2	-	-	-	-	-	
Average hourly earnings -----	\$2.52	\$2.52	Insufficient data to warrant presentation.	\$2.01	\$2.02	\$2.55	-	\$2.55	-	-	-	-	-	

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.

## Motor vehicle dealers (new and used cars)

Table 16. 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)										
	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 .....	.6	.6	.4	.1		.3					-
\$0.50 and under \$0.55 .....	.3	.3	.7	.5		.2					.4
\$0.55 and under \$0.60 .....	.2	.2	.2	.2		.1					.1
\$0.60 and under \$0.65 .....	.3	.3	1.3	.6		.1					.6
\$0.65 and under \$0.70 .....	.5	.5	.8	.4		.2					.4
\$0.70 and under \$0.75 .....	.5	.5	.9	.7		.2					.6
\$0.75 and under \$0.80 .....	1.6	1.5	1.5	1.2		.4					1.1
\$0.80 and under \$0.85 .....	1.5	1.4	1.7	1.0		.6					.9
\$0.85 and under \$0.90 .....	1.4	1.4	1.1	.8		.4					.8
\$0.90 and under \$0.95 .....	1.6	1.5	2.5	2.1		.9					1.8
\$0.95 and under \$1.00 .....	1.7	1.6	1.0	1.0		.8					.9
\$1.00 and under \$1.05 .....	6.3	6.2	6.0	5.4		4.0					4.9
\$1.05 and under \$1.10 .....	2.2	2.1	1.3	1.1		1.6					.6
\$1.10 and under \$1.15 .....	3.2	3.2	2.8	2.0		2.0					1.9
\$1.15 and under \$1.20 .....	3.0	3.0	1.3	1.2		1.8					.9
\$1.20 and under \$1.25 .....	2.8	2.7	2.7	2.2		1.6					2.0
\$1.25 and under \$1.30 .....	3.3	3.2	2.4	1.9		2.0					1.5
\$1.30 and under \$1.35 .....	2.4	2.2	1.4	1.0		1.4					.8
\$1.35 and under \$1.40 .....	3.5	3.4	3.0	2.4		2.2					2.1
\$1.40 and under \$1.45 .....	2.4	2.4	1.5	1.3		1.2					1.3
\$1.45 and under \$1.50 .....	2.4	2.4	1.8	1.7		1.4					1.5
\$1.50 and under \$1.60 .....	7.3	7.2	4.9	3.8		3.8					3.3
\$1.60 and under \$1.70 .....	4.5	4.4	3.9	3.0		2.5					2.6
\$1.70 and under \$1.80 .....	5.1	5.0	2.8	2.2		2.8					1.6
\$1.80 and under \$1.90 .....	5.3	5.3	2.5	1.7		2.5					1.4
\$1.90 and under \$2.00 .....	3.8	3.8	1.7	1.5		2.3					1.1
\$2.00 and under \$2.10 .....	4.3	4.2	2.8	2.4		3.0					1.6
\$2.10 and under \$2.20 .....	2.9	2.9	1.1	.8		2.1					.5
\$2.20 and under \$2.30 .....	3.4	3.4	1.4	.9		2.5					.6
\$2.30 and under \$2.40 .....	2.4	2.4	1.2	.9		1.9					.7
\$2.40 and under \$2.50 .....	1.8	1.8	.8	.4		1.2					.3
\$2.50 and under \$2.60 .....	2.4	2.4	.8	.7		1.6					.4
\$2.60 and under \$2.70 .....	1.7	1.7	.9	.6		1.5					.4
\$2.70 and under \$2.80 .....	1.4	1.4	.6	.4		1.2					.3
\$2.80 and under \$2.90 .....	1.6	1.6	.4	.3		1.4					.2
\$2.90 and under \$3.00 .....	1.6	1.5	.3	.1		1.1					.1
\$3.00 and over .....	14.3	14.1	2.8	2.5		12.0					1.7
Number of employees .....	105.2	103.4	65.3	51.3		66.5					42.2
Average hourly earnings .....	\$2.05	\$2.06	\$1.58	\$1.61		\$2.30					\$1.51

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.

Motor vehicle dealers (new and used cars)

Table 16. 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—					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—	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—	
	\$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	.2	.1	.1	.2							.1	
\$ 0.50 and under \$ 0.55	.1	.1	.2	.1	.1							.1	
\$ 0.55 and under \$ 0.60	.1	.1	—	—	—							—	
\$ 0.60 and under \$ 0.65	.1	.1	.2	.1	.1							—	
\$ 0.65 and under \$ 0.70	.1	.1	.2	—	.1							—	
\$ 0.70 and under \$ 0.75	.1	.1	.3	.2	.1							.2	
\$ 0.75 and under \$ 0.80	.2	.2	.6	.4	—							.4	
\$ 0.80 and under \$ 0.85	.2	.2	.5	.5	—							.4	
\$ 0.85 and under \$ 0.90	.2	.2	.4	.3	.1							.3	
\$ 0.90 and under \$ 0.95	.4	.4	.9	.5	.2							.4	
\$ 0.95 and under \$ 1.00	.3	.3	.6	.6	.2							.6	
\$ 1.00 and under \$ 1.05	2.5	2.4	5.2	3.6	1.2							3.3	
\$ 1.05 and under \$ 1.10	.5	.5	1.1	.8	.3							.7	
\$ 1.10 and under \$ 1.15	1.2	1.2	2.7	1.6	.4							1.3	
\$ 1.15 and under \$ 1.20	1.0	1.0	2.1	2.0	.7							1.6	
\$ 1.20 and under \$ 1.25	.8	.7	1.6	1.2	.3							1.1	
\$ 1.25 and under \$ 1.30	3.4	3.3	4.7	3.6	2.4							2.8	
\$ 1.30 and under \$ 1.35	1.4	1.4	1.7	1.4	.9							1.3	
\$ 1.35 and under \$ 1.40	2.3	2.2	3.1	2.5	1.5							1.9	
\$ 1.40 and under \$ 1.45	1.9	1.9	2.9	2.5	1.0							2.4	
\$ 1.45 and under \$ 1.50	1.5	1.4	1.9	1.5	1.0							1.4	
\$ 1.50 and under \$ 1.60	5.2	4.8	6.4	4.8	3.4							4.2	
\$ 1.60 and under \$ 1.70	3.5	3.4	4.7	4.0	2.2							3.3	
\$ 1.70 and under \$ 1.80	4.5	4.5	4.3	3.9	3.1							2.9	
\$ 1.80 and under \$ 1.90	4.4	4.4	4.0	2.9	3.1							2.2	
\$ 1.90 and under \$ 2.00	3.5	3.5	3.5	2.5	2.7							1.7	
\$ 2.00 and under \$ 2.10	4.2	4.2	3.1	2.5	3.4							1.9	
\$ 2.10 and under \$ 2.20	4.0	4.0	2.5	1.8	3.1							1.2	
\$ 2.20 and under \$ 2.30	5.0	4.9	3.7	3.3	3.7							1.9	
\$ 2.30 and under \$ 2.40	3.8	3.8	2.5	2.3	2.7							1.7	
\$ 2.40 and under \$ 2.50	2.9	2.9	1.3	1.3	2.1							.9	
\$ 2.50 and under \$ 2.60	4.2	4.2	2.7	2.7	3.0							1.6	
\$ 2.60 and under \$ 2.70	2.8	2.7	1.1	.8	2.2							.6	
\$ 2.70 and under \$ 2.80	2.7	2.7	1.6	1.2	2.1							.8	
\$ 2.80 and under \$ 2.90	3.2	3.2	.6	.4	2.8							.3	
\$ 2.90 and under \$ 3.00	1.4	1.4	.7	.6	1.1							.4	
\$ 3.00 and over	17.8	17.6	4.8	4.3	15.2							1.8	
Number of employees	91.4	89.9	78.3	62.8	67.0							47.7	
Average hourly earnings	\$2.37	\$2.38	\$1.79	\$1.83	\$2.49							\$1.73	

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.

## Motor vehicle dealers (new and used cars)

Table 16. 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)											
	West				Metropolitan areas				Nonmetropolitan areas			
	Enterprises with annual sales of—											
	\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000		\$1,000,000 or more		Less than \$1,000,000	
	All establishments	Establishments with annual sales of—	All establishments	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—	Establishments with annual sales of—
	\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	\$250,000 or more	Less than \$250,000	
Under \$ 0.50 .....	.2	.2				.1						
\$ 0.50 and under \$ 0.55 .....	.1	.1				-						
\$ 0.55 and under \$ 0.60 .....	.1	.1				.1						
\$ 0.60 and under \$ 0.65 .....	.1	.1				-						
\$ 0.65 and under \$ 0.70 .....	-	-				-						
\$ 0.70 and under \$ 0.75 .....	.1	.1				.1						
\$ 0.75 and under \$ 0.80 .....	-	-				-						
\$ 0.80 and under \$ 0.85 .....	.1	.1				.1						
\$ 0.85 and under \$ 0.90 .....	.1	.1				.1						
\$ 0.90 and under \$ 0.95 .....	.2	.2				.2						
\$ 0.95 and under \$ 1.00 .....	.2	.2				.2						
\$ 1.00 and under \$ 1.05 .....	.9	.9				.7						
\$ 1.05 and under \$ 1.10 .....	.3	.3				.2						
\$ 1.10 and under \$ 1.15 .....	.4	.4				.3						
\$ 1.15 and under \$ 1.20 .....	1.0	.9				.5						
\$ 1.20 and under \$ 1.25 .....	.5	.5				.3						
\$ 1.25 and under \$ 1.30 .....	1.8	1.7				1.3						
\$ 1.30 and under \$ 1.35 .....	.8	.8				.5						
\$ 1.35 and under \$ 1.40 .....	.7	.7				.5						
\$ 1.40 and under \$ 1.45 .....	1.8	1.7				1.1						
\$ 1.45 and under \$ 1.50 .....	.5	.5				.4						
\$ 1.50 and under \$ 1.60 .....	3.3	3.3				2.3						
\$ 1.60 and under \$ 1.70 .....	1.7	1.7				1.4						
\$ 1.70 and under \$ 1.80 .....	2.5	2.3				1.8						
\$ 1.80 and under \$ 1.90 .....	2.8	2.7				2.1						
\$ 1.90 and under \$ 2.00 .....	2.1	2.0				1.6						
\$ 2.00 and under \$ 2.10 .....	2.9	2.7				2.2						
\$ 2.10 and under \$ 2.20 .....	1.7	1.6				1.3						
\$ 2.20 and under \$ 2.30 .....	2.8	2.8				2.3						
\$ 2.30 and under \$ 2.40 .....	2.7	2.7				2.3						
\$ 2.40 and under \$ 2.50 .....	2.0	2.0				1.7						
\$ 2.50 and under \$ 2.60 .....	2.2	2.2				1.8						
\$ 2.60 and under \$ 2.70 .....	2.1	2.1				1.8						
\$ 2.70 and under \$ 2.80 .....	1.8	1.8				1.5						
\$ 2.80 and under \$ 2.90 .....	2.3	2.1				1.9						
\$ 2.90 and under \$ 3.00 .....	1.5	1.5				1.3						
\$ 3.00 and over .....	23.6	23.1				19.8						
Number of employees .....	67.9	65.8				53.7						
Average hourly earnings .....	\$2.76	\$2.76				\$2.84						

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 50 workers.  
 Because of rounding, sums of individual items may not equal totals.

Motor vehicle dealers (new and used cars)

Table 17. 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—	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—	
	\$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
Under \$0.55	-	-	1	-	2	-	1	1	-	1	-	-	2
Under \$0.60	1	1	1	1	2	-	1	1	1	1	1	1	2
Under \$0.65	1	1	2	1	4	1	1	1	1	1	1	1	4
Under \$0.70	1	1	2	1	5	1	1	1	1	2	1	1	6
Under \$0.75	1	1	3	2	6	1	2	2	2	2	2	2	7
Under \$0.80	2	2	4	3	7	1	2	4	3	4	3	3	9
Under \$0.85	2	2	5	4	9	1	2	5	5	5	5	5	10
Under \$0.90	3	3	6	5	9	2	3	7	7	7	7	7	12
Under \$0.95	4	3	7	6	11	2	3	8	8	8	7	7	14
Under \$1.00	4	4	8	7	11	3	4	9	9	9	9	9	14
Under \$1.05	7	7	14	13	17	5	6	14	14	14	16	16	20
Under \$1.10	8	8	15	14	18	6	8	15	15	15	17	17	22
Under \$1.15	10	10	18	17	23	7	9	18	18	18	20	20	28
Under \$1.20	12	12	20	19	24	9	10	21	21	21	23	23	30
Under \$1.25	13	13	22	21	26	10	11	23	23	23	26	26	32
Under \$1.30	16	16	27	26	33	13	15	26	26	26	31	31	39
Under \$1.35	18	18	29	28	35	14	16	29	29	29	33	33	41
Under \$1.40	20	20	33	32	38	16	20	31	31	31	38	38	45
Under \$1.45	22	22	36	35	40	18	21	35	35	35	41	41	46
Under \$1.50	24	24	38	37	42	20	22	37	37	37	44	44	49
Under \$1.60	30	30	46	45	51	25	29	45	45	45	52	52	58
Under \$1.70	34	34	52	51	56	29	34	50	50	50	58	58	63
Under \$1.80	39	38	58	57	60	33	41	56	56	56	64	64	66
Under \$1.90	44	43	62	61	65	38	45	62	62	62	69	69	72
Under \$2.00	48	47	66	65	69	42	49	66	66	66	72	72	76
Under \$2.10	52	52	71	71	73	47	57	69	69	69	77	77	80
Under \$2.20	56	56	74	74	76	51	62	72	72	72	79	79	82
Under \$2.30	60	60	79	78	81	55	69	76	76	76	83	83	87
Under \$2.40	64	64	81	81	83	59	72	79	79	79	85	85	88
Under \$2.50	67	66	83	83	84	62	75	81	81	81	87	87	89
Under \$2.60	70	70	86	86	87	66	80	84	84	84	89	89	90
Under \$2.70	73	73	89	89	88	69	84	85	85	85	91	91	92
Under \$2.80	75	75	91	91	90	71	87	87	87	87	92	92	93
Under \$2.90	77	77	92	92	92	74	89	88	88	88	93	93	94
Under \$3.00	79	79	93	93	92	76	90	90	90	90	94	94	94
Total	100	100	100	100	100	100	100	100	100	100	100	100	100
Number of employees (in thousands)	330.7	325.1	229.7	185.1	44.6	250.4	57.7	74.7	74.7	127.4	32.7	32.7	32.7
Average hourly earnings	\$2.37	\$2.37	\$1.83	\$1.85	\$1.71	\$2.52	\$2.13	\$1.90	\$1.90	\$1.74	\$1.58	\$1.58	\$1.58

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.

## Motor vehicle dealers (new and used cars)

Table 17. 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—		All estab-lish-ments	Establishments with annual sales of—		All estab-lish-ments	Establishments with annual sales of—		All estab-lish-ments	Establishments with annual sales of—
	\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000
Under \$ 0.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Under \$ 0.55	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Under \$ 0.60	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Under \$ 0.65	-	-	-	1	-	-	-	-	-	-	-	-	-	-
Under \$ 0.70	-	-	-	1	-	-	-	-	-	-	-	-	-	-
Under \$ 0.75	-	-	-	1	-	-	-	-	-	-	-	-	-	-
Under \$ 0.80	-	-	-	1	-	-	-	-	-	-	-	-	-	-
Under \$ 0.85	-	-	-	1	1	-	-	-	-	-	-	-	-	-
Under \$ 0.90	1	1	-	1	1	-	-	-	1	1	-	-	-	-
Under \$ 0.95	1	1	-	1	1	-	-	-	1	1	-	-	-	-
Under \$ 1.00	1	1	-	2	1	-	-	-	1	1	-	-	-	-
Under \$ 1.05	2	2	-	4	3	-	-	-	2	2	-	-	-	-
Under \$ 1.10	2	2	-	4	4	-	-	-	2	2	-	-	-	-
Under \$ 1.15	3	3	-	6	6	-	-	-	3	3	-	-	-	-
Under \$ 1.20	4	4	-	7	7	-	-	-	4	4	-	-	-	-
Under \$ 1.25	4	4	-	8	8	-	-	-	4	4	-	-	-	-
Under \$ 1.30	8	8	-	15	13	-	-	-	7	7	-	-	-	-
Under \$ 1.35	9	9	-	17	15	-	-	-	8	8	-	-	-	-
Under \$ 1.40	11	11	-	21	19	-	-	-	10	10	-	-	-	-
Under \$ 1.45	13	13	-	22	21	-	-	-	12	12	-	-	-	-
Under \$ 1.50	15	14	-	25	24	-	-	-	14	14	-	-	-	-
Under \$ 1.60	21	21	-	33	32	-	-	-	20	20	-	-	-	-
Under \$ 1.70	25	25	-	38	37	-	-	-	25	25	-	-	-	-
Under \$ 1.80	31	31	-	47	47	-	-	-	31	31	-	-	-	-
Under \$ 1.90	37	37	-	52	52	-	-	-	37	37	-	-	-	-
Under \$ 2.00	42	42	-	55	56	-	-	-	41	41	-	-	-	-
Under \$ 2.10	50	50	-	64	64	-	-	-	49	49	-	-	-	-
Under \$ 2.20	54	54	-	69	70	-	-	-	53	53	-	-	-	-
Under \$ 2.30	59	59	-	75	75	-	-	-	58	58	-	-	-	-
Under \$ 2.40	63	63	-	78	78	-	-	-	62	62	-	-	-	-
Under \$ 2.50	66	67	-	81	82	-	-	-	66	66	-	-	-	-
Under \$ 2.60	71	71	-	84	84	-	-	-	71	71	-	-	-	-
Under \$ 2.70	74	74	-	88	88	-	-	-	73	73	-	-	-	-
Under \$ 2.80	77	77	-	90	91	-	-	-	76	76	-	-	-	-
Under \$ 2.90	78	78	-	92	92	-	-	-	78	78	-	-	-	-
Under \$ 3.00	80	80	-	93	93	-	-	-	79	79	-	-	-	-
Total	100	100	-	100	100	-	-	-	100	100	-	-	-	-
Number of employees (in thousands)	66.2	65.8	-	58.9	49.5	-	-	-	63.2	63.2	-	-	-	-
Average hourly earnings	\$2.52	\$2.52	-	\$2.01	\$2.02	-	-	-	\$2.55	\$2.55	-	-	-	-

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.

Motor vehicle dealers (new and used cars)

Table 17. 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	\$250,000 or more	Less than \$250,000
Under \$ 0.50 -----	1	1	1	-	-	-	-	-	-	-	-	-	-
Under \$ 0.55 -----	1	1	2	1	1	1	1	1	1	1	1	1	1
Under \$ 0.60 -----	1	1	2	2	1	1	1	1	1	1	1	1	1
Under \$ 0.65 -----	1	1	4	3	1	1	1	1	1	1	1	1	1
Under \$ 0.70 -----	2	2	5	4	1	1	1	1	1	1	1	1	1
Under \$ 0.75 -----	2	2	7	5	2	2	2	2	2	2	2	2	2
Under \$ 0.80 -----	4	4	9	7	2	2	2	2	2	2	2	2	2
Under \$ 0.85 -----	5	5	11	9	3	3	3	3	3	3	3	3	3
Under \$ 0.90 -----	7	6	13	11	4	4	4	4	4	4	4	4	4
Under \$ 0.95 -----	8	8	17	15	5	5	5	5	5	5	5	5	5
Under \$ 1.00 -----	10	9	19	17	6	6	6	6	6	6	6	6	6
Under \$ 1.05 -----	16	15	28	27	12	12	12	12	12	12	12	12	12
Under \$ 1.10 -----	18	18	30	30	14	14	14	14	14	14	14	14	14
Under \$ 1.15 -----	21	21	34	34	17	17	17	17	17	17	17	17	17
Under \$ 1.20 -----	24	24	36	36	20	20	20	20	20	20	20	20	20
Under \$ 1.25 -----	26	26	40	40	23	23	23	23	23	23	23	23	23
Under \$ 1.30 -----	29	29	44	44	26	26	26	26	26	26	26	26	26
Under \$ 1.35 -----	32	31	46	46	28	28	28	28	28	28	28	28	28
Under \$ 1.40 -----	35	35	51	50	31	31	31	31	31	31	31	31	31
Under \$ 1.45 -----	37	37	53	53	33	33	33	33	33	33	33	33	33
Under \$ 1.50 -----	40	39	56	56	35	35	35	35	35	35	35	35	35
Under \$ 1.60 -----	46	46	63	64	41	41	41	41	41	41	41	41	41
Under \$ 1.70 -----	51	50	69	70	45	45	45	45	45	45	45	45	45
Under \$ 1.80 -----	56	55	74	74	49	49	49	49	49	49	49	49	49
Under \$ 1.90 -----	61	60	77	77	53	53	53	53	53	53	53	53	53
Under \$ 2.00 -----	64	64	80	80	56	56	56	56	56	56	56	56	56
Under \$ 2.10 -----	68	68	84	85	60	60	60	60	60	60	60	60	60
Under \$ 2.20 -----	71	71	86	87	64	64	64	64	64	64	64	64	64
Under \$ 2.30 -----	74	74	88	88	67	67	67	67	67	67	67	67	67
Under \$ 2.40 -----	77	76	90	90	70	70	70	70	70	70	70	70	70
Under \$ 2.50 -----	78	78	91	91	72	72	72	72	72	72	72	72	72
Under \$ 2.60 -----	81	80	92	92	74	74	74	74	74	74	74	74	74
Under \$ 2.70 -----	82	82	94	93	77	77	77	77	77	77	77	77	77
Under \$ 2.80 -----	84	83	95	94	78	78	78	78	78	78	78	78	78
Under \$ 2.90 -----	85	85	95	95	80	80	80	80	80	80	80	80	80
Under \$ 3.00 -----	87	86	96	95	82	82	82	82	82	82	82	82	82
Total -----	100	100	100	100	100	100	100	100	100	100	100	100	100
Number of employees (in thousands)-----	105.2	103.4	65.3	51.3	66.5	66.5	66.5	66.5	66.5	66.5	66.5	66.5	66.5
Average hourly earnings -----	\$2.05	\$2.06	\$1.58	\$1.61	\$2.30	\$2.30	\$2.30	\$2.30	\$2.30	\$2.30	\$2.30	\$2.30	\$2.30

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.

## Motor vehicle dealers (new and used cars)

Table 17. 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—					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— \$250,000 or more	Less than \$250,000	All establishments	Establishments with annual sales of— \$250,000 or more	Less than \$250,000	Establishments with annual sales of— \$250,000 or more	Less than \$250,000	Establishments with annual sales of— \$250,000 or more	Less than \$250,000	Establishments with annual sales of— \$250,000 or more	Less than \$250,000	Establishments with annual sales of— \$250,000 or more
Under \$ 0.50	-	-	-	-	-	-	-	-	-	-	-	-	-
Under \$ 0.55	-	-	-	-	-	-	-	-	-	-	-	-	-
Under \$ 0.60	-	-	1	-	-	-	-	-	-	-	-	-	-
Under \$ 0.65	1	1	1	-	-	-	-	-	-	-	-	-	-
Under \$ 0.70	1	1	1	-	-	1	-	-	-	-	-	-	-
Under \$ 0.75	1	1	1	1	1	1	-	-	-	-	-	-	1
Under \$ 0.80	1	1	2	1	1	1	-	-	-	-	-	-	2
Under \$ 0.85	1	1	3	2	2	1	-	-	-	-	-	-	3
Under \$ 0.90	1	1	3	3	3	1	-	-	-	-	-	-	3
Under \$ 0.95	2	2	4	4	4	1	-	-	-	-	-	-	4
Under \$ 1.00	2	2	5	5	5	2	-	-	-	-	-	-	5
Under \$ 1.05	5	5	12	10	10	4	-	-	-	-	-	-	12
Under \$ 1.10	5	5	13	12	12	4	-	-	-	-	-	-	14
Under \$ 1.15	7	7	16	14	14	4	-	-	-	-	-	-	16
Under \$ 1.20	8	8	19	17	17	6	-	-	-	-	-	-	20
Under \$ 1.25	9	8	21	19	19	6	-	-	-	-	-	-	22
Under \$ 1.30	12	12	27	25	25	10	-	-	-	-	-	-	28
Under \$ 1.35	14	14	29	27	27	11	-	-	-	-	-	-	30
Under \$ 1.40	16	16	33	31	31	13	-	-	-	-	-	-	34
Under \$ 1.45	19	18	37	35	35	15	-	-	-	-	-	-	39
Under \$ 1.50	20	20	39	38	38	16	-	-	-	-	-	-	42
Under \$ 1.60	26	25	48	45	45	21	-	-	-	-	-	-	51
Under \$ 1.70	30	29	54	52	52	25	-	-	-	-	-	-	58
Under \$ 1.80	35	34	59	58	58	29	-	-	-	-	-	-	64
Under \$ 1.90	39	39	64	62	62	34	-	-	-	-	-	-	69
Under \$ 2.00	43	43	69	66	66	38	-	-	-	-	-	-	72
Under \$ 2.10	48	47	73	70	70	43	-	-	-	-	-	-	76
Under \$ 2.20	52	52	76	73	73	48	-	-	-	-	-	-	79
Under \$ 2.30	58	57	81	79	79	53	-	-	-	-	-	-	83
Under \$ 2.40	62	61	84	82	82	57	-	-	-	-	-	-	87
Under \$ 2.50	65	65	85	84	84	60	-	-	-	-	-	-	89
Under \$ 2.60	69	69	89	88	88	65	-	-	-	-	-	-	92
Under \$ 2.70	73	72	90	90	90	68	-	-	-	-	-	-	93
Under \$ 2.80	75	75	92	92	92	71	-	-	-	-	-	-	95
Under \$ 2.90	79	79	93	92	92	76	-	-	-	-	-	-	95
Under \$ 3.00	81	81	94	93	93	77	-	-	-	-	-	-	96
Total	100	100	100	100	100	100	-	-	-	-	-	-	100
Number of employees (in thousands)	91.4	89.9	78.3	62.8	62.8	67.0	-	-	-	-	-	-	47.7
Average hourly earnings	\$2.37	\$2.38	\$1.79	\$1.83	\$1.83	\$2.49	-	-	-	-	-	-	\$1.73

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.

Motor vehicle dealers (new and used cars)

Table 17. 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 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—			
	\$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 -----	1	-				-								
Under \$ 0.65 -----	1	1				-								
Under \$ 0.70 -----	1	1				1								
Under \$ 0.75 -----	1	1				1								
Under \$ 0.80 -----	1	1				1								
Under \$ 0.85 -----	1	1				1								
Under \$ 0.90 -----	1	1				1								
Under \$ 0.95 -----	2	2				1								
Under \$ 1.00 -----	2	2				2								
Under \$ 1.05 -----	3	3				3								
Under \$ 1.10 -----	4	4				3								
Under \$ 1.15 -----	4	4				4								
Under \$ 1.20 -----	6	6				5								
Under \$ 1.25 -----	6	6				5								
Under \$ 1.30 -----	9	9				8								
Under \$ 1.35 -----	10	10				9								
Under \$ 1.40 -----	11	11				10								
Under \$ 1.45 -----	14	14				12								
Under \$ 1.50 -----	15	14				12								
Under \$ 1.60 -----	19	19				17								
Under \$ 1.70 -----	22	22				19								
Under \$ 1.80 -----	26	25				23								
Under \$ 1.90 -----	30	29				26								
Under \$ 2.00 -----	33	33				29								
Under \$ 2.10 -----	37	37				34								
Under \$ 2.20 -----	39	39				36								
Under \$ 2.30 -----	44	43				40								
Under \$ 2.40 -----	48	47				45								
Under \$ 2.50 -----	51	50				48								
Under \$ 2.60 -----	54	54				51								
Under \$ 2.70 -----	57	57				54								
Under \$ 2.80 -----	60	59				57								
Under \$ 2.90 -----	63	63				61								
Under \$ 3.00 -----	65	65				63								
Total -----	100	100				100								
Number of employees (in thousands) -----	67.9	65.8				53.7								
Average hourly earnings -----	\$2.76	\$2.76				\$2.84								

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.

## Motor vehicle dealers (new and used cars)

Table 18. 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 .....	8.8	\$ 15.38	2.8	\$ 20.64	2.8	\$ 9.86	2.4	\$ 14.66	.8	\$ 18.62
15 and under 35 .....	25.0	44.69	8.5	46.07	4.1	35.50	7.3	42.09	5.1	53.65
35 and under 40 .....	20.9	85.52	10.5	86.42	2.3	62.98	5.3	79.20	2.8	112.84
40 .....	87.2	100.29	23.0	102.73	11.1	79.21	26.2	97.77	27.0	109.35
Over 40 and under 44 .....	23.2	93.03	8.8	89.41	3.4	67.30	5.7	101.91	5.3	106.27
44 .....	117.9	103.06	23.7	103.44	31.2	86.76	37.2	105.22	25.8	119.35
Over 44 and under 49 .....	115.1	103.17	29.3	102.61	42.1	99.05	29.1	100.28	14.6	121.98
49 and over .....	162.1	97.40	18.5	115.20	73.2	89.60	56.5	95.59	13.9	122.15
Total .....	560.5	95.95	125.1	96.65	170.5	87.29	169.7	95.03	95.2	112.05
<u>Men</u>										
1 and under 15 .....	7.1	\$ 15.23	1.9	\$ 22.48	2.7	\$ 9.94	1.9	\$ 15.26	.5	\$ 15.85
15 and under 35 .....	18.8	47.17	7.0	48.97	2.9	36.54	5.1	43.54	3.8	56.94
35 and under 40 .....	12.4	96.05	5.8	97.65	1.2	68.74	2.9	83.76	2.4	120.89
40 .....	69.6	108.06	19.2	109.29	7.5	86.48	21.6	104.10	21.2	118.59
Over 40 and under 44 .....	18.6	99.31	7.8	92.44	2.0	68.16	4.4	113.98	4.5	110.83
44 .....	109.1	105.79	22.8	104.85	28.1	89.28	34.1	108.44	24.0	122.29
Over 44 and under 49 .....	109.6	105.15	28.7	103.32	38.9	102.11	27.7	102.24	14.3	122.70
49 and over .....	159.2	97.93	18.5	115.20	71.3	90.26	55.5	95.99	13.9	122.17
Total .....	504.5	99.55	111.7	100.75	154.9	89.97	153.2	98.53	84.7	117.11
<u>Women</u>										
1 and under 15 .....	1.7	\$ 15.99	.9	\$ 16.59	.1	\$ 7.75			.3	\$ 24.16
15 and under 35 .....	6.3	37.25	1.6	33.15	1.2	32.87			1.2	43.55
35 and under 40 .....	8.5	70.25	4.7	72.54	1.1	56.38			.4	59.16
40 .....	17.6	69.64	3.7	69.07	3.6	64.13			5.7	75.05
Over 40 and under 44 .....	4.6	67.47	1.0	65.59	1.4	66.11			.8	80.33
44 .....	8.8	69.20	.9	67.00	3.1	63.60			1.8	79.46
Over 44 and under 49 .....	5.4	63.17	.6	69.85	3.2	61.61			.2	74.48
49 and over .....	2.9	68.58	.1	115.17	1.9	65.27				
Total .....	56.0	63.45	13.5	62.37	15.6	60.42			10.5	70.30

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.

Motor vehicle dealers (new and used cars)

Table 19. 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 .....	4.1	\$ 18.92	2.1	\$ 21.63	.6	\$ 16.81	1.0	\$ 14.82	.4	\$ 18.12
15 and under 35 .....	14.9	48.67	6.3	49.65	1.9	36.02	3.6	48.85	3.1	54.29
35 and under 40 .....	16.1	91.34	9.3	89.58	1.1	77.47	3.9	80.81	1.8	131.74
40 .....	65.9	105.62	20.8	105.28	7.0	90.57	19.4	105.83	18.7	111.44
Over 40 and under 44 .....	18.7	96.05	7.9	91.51	2.3	70.69	4.6	106.26	4.0	108.18
44 .....	78.1	111.35	19.8	106.93	18.2	97.24	22.3	114.37	17.8	126.93
Over 44 and under 49 .....	63.3	118.06	20.1	108.57	19.1	124.78	15.2	111.37	8.8	136.60
49 and over .....	61.1	114.05	12.2	125.71	27.2	108.39	16.3	108.80	5.4	131.86
Total .....	322.4	106.01	98.5	100.86	77.6	104.02	86.2	104.98	60.1	118.26
<u>Nonmetropolitan areas</u>										
1 and under 15 .....	4.7	\$ 12.23	.7	\$ 17.59	2.2	\$ 7.88	1.5	\$ 14.56	.3	\$ 19.23
15 and under 35 .....	10.1	38.81	2.2	36.00	2.2	35.05	3.8	35.61	1.9	52.61
35 and under 40 .....	4.8	65.79	1.3	63.04	1.2	49.05	1.4	74.63	1.0	77.18
40 .....	21.3	83.78	2.1	78.01	4.1	59.58	6.8	74.73	8.3	104.64
Over 40 and under 44 .....	4.5	80.40	.9	71.21	1.1	60.29	1.2	84.81	1.3	100.41
44 .....	39.7	86.76	3.9	85.76	13.0	72.00	14.9	91.58	7.9	102.29
Over 44 and under 49 .....	51.8	84.97	9.2	89.54	23.0	77.65	13.8	88.08	5.8	99.41
49 and over .....	101.0	87.33	6.3	94.73	46.1	78.52	40.2	90.23	8.5	115.95
Total .....	238.1	82.29	26.6	80.92	92.9	73.25	83.5	84.70	35.1	101.22

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.

## Motor vehicle dealers (new and used cars)

Table 20. 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	(In thousands)									
	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
Enterprises with annual sales of \$1,000,000 or more										
Establishments with annual sales of—										
\$250,000 or more:										
1 and under 15 .....	3.2	\$ 18.72	1.1	\$ 25.67	.7	\$ 14.91	1.0	\$ 15.12	.5	\$ 15.84
15 and under 35 .....	12.8	48.89	3.8	55.26	2.3	33.95	3.9	46.33	2.9	55.65
35 and under 40 .....	12.8	92.79	5.9	90.80	1.3	69.95	3.5	86.91	2.0	123.82
40 .....	58.5	107.45	15.0	108.44	7.2	87.35	17.2	107.78	19.1	113.92
Over 40 and under 44 .....	15.0	98.62	4.5	95.40	2.5	69.85	4.1	108.50	3.9	109.97
44 .....	81.2	110.17	14.7	111.03	21.1	94.55	25.6	109.53	19.9	126.90
Over 44 and under 49 .....	66.3	114.62	13.1	113.94	27.0	111.53	16.2	109.34	10.0	132.35
49 and over .....	75.0	106.11	7.7	135.12	41.4	95.38	18.4	109.22	7.5	127.85
Total .....	325.1	105.09	65.8	106.22	103.4	96.03	89.9	104.34	65.8	118.97
Less than \$250,000:										
1 and under 15 .....										
15 and under 35 .....										
35 and under 40 .....										
40 .....										
Over 40 and under 44 .....										
44 .....										
Over 44 and under 49 .....										
49 and over .....										
Total .....										
										Insufficient data to warrant presentation.
Enterprises with annual sales of less than \$1,000,000										
Establishments with annual sales of—										
\$250,000 or more:										
1 and under 15 .....	4.5	\$ 11.43	1.3	\$ 13.60	2.0	\$ 7.42	.9	\$ 14.28		
15 and under 35 .....	8.9	40.71	3.8	39.84	1.3	40.90	2.5	38.67		
35 and under 40 .....	6.5	70.00	3.9	75.85	.8	52.37	1.6	65.46		
40 .....	19.2	84.83	6.3	91.99	2.9	69.74	5.6	81.68		
Over 40 and under 44 .....	6.9	86.10	3.6	85.36	.6	52.91	1.3	92.87		
44 .....	30.7	88.62	7.9	92.93	7.6	71.55	10.2	95.62		
Over 44 and under 49 .....	37.9	89.18	13.2	94.82	11.4	77.30	9.0	93.30		
49 and over .....	70.4	91.71	9.5	101.46	24.7	83.65	31.6	90.22		
Total .....	185.1	84.56	49.5	86.82	51.3	74.65	62.8	86.99		
Less than \$250,000:										
1 and under 15 .....	1.0	\$ 21.64								
15 and under 35 .....	2.9	40.50								
35 and under 40 .....	1.5	91.63								
40 .....	8.3	86.22								
Over 40 and under 44 .....	1.2	65.36								
44 .....	4.9	76.29								
Over 44 and under 49 .....	10.0	80.87								
49 and over .....	14.8	80.09								
Total .....	44.6	77.03								
										Insufficient data to warrant presentation.

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.

Gasoline service stations

Table 21. 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	5.6	.1	5.0	.4	.2	1	-	3	-	-
\$0.50 and under \$0.55	5.5	.1	4.6	.7	.1	3	-	7	1	-
\$0.55 and under \$0.60	3.1	-	2.6	.5	-	3	-	9	1	-
\$0.60 and under \$0.65	9.1	-	8.5	.5	.1	5	-	15	1	-
\$0.65 and under \$0.70	6.5	-	6.1	.3	.1	7	-	19	2	1
\$0.70 and under \$0.75	6.1	-	4.2	1.7	.2	8	-	22	3	1
\$0.75 and under \$0.80	14.5	.1	11.9	2.3	.2	12	-	30	5	1
\$0.80 and under \$0.85	11.2	-	9.3	1.7	.3	14	-	36	6	1
\$0.85 and under \$0.90	7.1	.6	4.2	1.7	.7	16	1	39	7	2
\$0.90 and under \$0.95	10.0	.3	8.2	1.3	.1	18	1	45	8	2
\$0.95 and under \$1.00	3.0	.1	2.3	.2	.4	19	2	47	8	3
\$1.00 and under \$1.05	58.0	7.6	23.1	20.3	7.0	32	11	63	24	12
\$1.05 and under \$1.10	11.8	1.4	5.7	3.2	1.5	35	13	67	26	14
\$1.10 and under \$1.15	16.4	2.6	7.7	4.9	1.1	38	16	72	30	15
\$1.15 and under \$1.20	14.2	2.8	4.3	4.4	2.8	42	19	75	33	18
\$1.20 and under \$1.25	9.3	2.2	2.5	3.7	1.0	44	22	77	36	20
\$1.25 and under \$1.30	59.9	15.8	12.7	18.6	12.7	57	42	86	50	36
\$1.30 and under \$1.35	11.5	2.9	2.9	3.6	2.1	60	45	88	52	38
\$1.35 and under \$1.40	17.4	5.4	4.1	4.8	3.1	64	52	91	56	42
\$1.40 and under \$1.45	12.2	3.9	2.2	3.9	2.2	67	57	92	59	45
\$1.45 and under \$1.50	7.0	2.6	.8	2.8	.8	68	60	93	61	46
\$1.50 and under \$1.60	40.8	10.4	3.4	13.0	14.0	78	73	95	71	63
\$1.60 and under \$1.70	15.0	4.4	1.2	6.1	3.3	81	78	96	75	67
\$1.70 and under \$1.80	14.1	4.7	1.0	5.1	3.2	84	84	97	79	71
\$1.80 and under \$1.90	11.7	3.0	.7	4.8	3.2	87	88	97	83	75
\$1.90 and under \$2.00	8.5	2.2	.5	3.0	2.8	89	90	97	85	79
\$2.00 and under \$2.10	11.5	3.8	1.1	4.1	2.6	92	95	98	88	82
\$2.10 and under \$2.20	4.6	.6	.2	1.6	2.2	93	96	98	89	85
\$2.20 and under \$2.30	6.2	1.2	.5	1.7	2.7	94	97	99	90	88
\$2.30 and under \$2.40	3.3	.6	.4	1.6	.7	95	98	99	92	89
\$2.40 and under \$2.50	4.8	.3	-	3.5	.9	96	98	99	94	90
\$2.50 and under \$2.60	4.2	.5	.2	1.5	1.8	97	99	99	95	92
\$2.60 and under \$2.70	2.5	.1	.1	1.3	1.0	97	99	99	96	94
\$2.70 and under \$2.80	2.7	.3	.2	1.1	1.0	98	99	99	97	95
\$2.80 and under \$2.90	1.7	.1	.2	.8	.6	98	99	99	98	96
\$2.90 and under \$3.00	.8	.1	-	.5	.2	99	99	99	98	96
\$3.00 and over	6.5	.1	.7	2.3	3.3	100	100	100	100	100
Total	438.2	80.9	143.4	133.8	80.1	100	100	100	100	100
Average hourly earnings	\$1.33	\$1.50	\$ .99	\$1.49	\$1.65	\$1.33	\$1.50	\$ .99	\$1.49	\$1.65

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.

## Gasoline service stations

Table 22. 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 .....	4.9		.1		4.3		.4		.2	
\$ 0.50 and under \$ 0.55 .....	5.2		.1		4.5		.5		.1	
\$ 0.55 and under \$ 0.60 .....	2.9		-		2.5		.5		-	
\$ 0.60 and under \$ 0.65 .....	8.8		-		8.2		.5		.1	
\$ 0.65 and under \$ 0.70 .....	6.3		-		5.9		.3		.1	
\$ 0.70 and under \$ 0.75 .....	5.5		-		4.2		1.2		.2	
\$ 0.75 and under \$ 0.80 .....	13.5		.1		11.6		1.6		.2	
\$ 0.80 and under \$ 0.85 .....	10.7		-		9.1		1.3		.3	
\$ 0.85 and under \$ 0.90 .....	6.6		.6		4.1		1.2		.7	
\$ 0.90 and under \$ 0.95 .....	9.5		.3		8.1		1.0		.1	
\$ 0.95 and under \$ 1.00 .....	3.0		.1		2.3		.2		.4	
\$ 1.00 and under \$ 1.05 .....	55.8		7.2		22.6		19.0		7.0	
\$ 1.05 and under \$ 1.10 .....	10.9		1.4		5.4		3.1		1.0	
\$ 1.10 and under \$ 1.15 .....	16.0		2.6		7.7		4.6		1.0	
\$ 1.15 and under \$ 1.20 .....	13.8		2.7		4.2		4.2		2.8	
\$ 1.20 and under \$ 1.25 .....	9.0		2.1		2.3		3.7		.9	
\$ 1.25 and under \$ 1.30 .....	59.3		15.8		12.4		18.4		12.7	
\$ 1.30 and under \$ 1.35 .....	11.4		2.9		2.9		3.6		2.0	
\$ 1.35 and under \$ 1.40 .....	17.0		5.3		4.1		4.6		3.0	
\$ 1.40 and under \$ 1.45 .....	12.0		3.9		2.2		3.7		2.2	
\$ 1.45 and under \$ 1.50 .....	6.9		2.6		.8		2.7		.8	
\$ 1.50 and under \$ 1.60 .....	39.8		10.0		3.2		12.7		13.9	
\$ 1.60 and under \$ 1.70 .....	14.4		4.2		1.2		5.7		3.3	
\$ 1.70 and under \$ 1.80 .....	13.5		4.5		1.0		4.8		3.2	
\$ 1.80 and under \$ 1.90 .....	11.6		3.0		.7		4.7		3.1	
\$ 1.90 and under \$ 2.00 .....	8.0		2.2		.5		2.8		2.5	
\$ 2.00 and under \$ 2.10 .....	11.3		3.6		1.1		4.0		2.6	
\$ 2.10 and under \$ 2.20 .....	4.5		.6		.2		1.5		2.2	
\$ 2.20 and under \$ 2.30 .....	6.1		1.2		.5		1.7		2.7	
\$ 2.30 and under \$ 2.40 .....	3.3		.6		.4		1.6		.7	
\$ 2.40 and under \$ 2.50 .....	4.8		.3		-		3.5		.9	
\$ 2.50 and under \$ 2.60 .....	3.9		.5		.2		1.5		1.6	
\$ 2.60 and under \$ 2.70 .....	2.5		.1		.1		1.3		1.0	
\$ 2.70 and under \$ 2.80 .....	2.7		.3		.2		1.1		1.0	
\$ 2.80 and under \$ 2.90 .....	1.7		.1		.2		.8		.6	
\$ 2.90 and under \$ 3.00 .....	.8		.1		-		.5		.2	
\$ 3.00 and over .....	6.2		.1		.6		2.2		3.2	
Number of employees .....	424.0		79.4		139.7		126.7		78.2	
Average hourly earnings .....	\$1.34		\$1.50		\$ .99		\$1.51		\$1.65	

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.

Gasoline service stations

Table 23. 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		-		3		-		-	
Under \$ 0.55 -----	2		-		6		1		-	
Under \$ 0.60 -----	3		-		8		1		-	
Under \$ 0.65 -----	5		-		14		1		1	
Under \$ 0.70 -----	7		-		18		2		1	
Under \$ 0.75 -----	8		-		21		3		1	
Under \$ 0.80 -----	11		-		29		4		1	
Under \$ 0.85 -----	14		-		36		5		2	
Under \$ 0.90 -----	15		1		39		6		2	
Under \$ 0.95 -----	17		2		45		7		3	
Under \$ 1.00 -----	18		2		46		7		3	
Under \$ 1.05 -----	31		11		63		22		12	
Under \$ 1.10 -----	34		12		66		24		13	
Under \$ 1.15 -----	38		16		72		28		14	
Under \$ 1.20 -----	41		19		75		31		18	
Under \$ 1.25 -----	43		22		77		34		19	
Under \$ 1.30 -----	57		42		86		49		35	
Under \$ 1.35 -----	60		45		88		51		38	
Under \$ 1.40 -----	64		52		91		55		42	
Under \$ 1.45 -----	67		57		92		58		45	
Under \$ 1.50 -----	68		60		93		60		46	
Under \$ 1.60 -----	78		73		95		70		63	
Under \$ 1.70 -----	81		78		96		75		68	
Under \$ 1.80 -----	84		84		97		78		72	
Under \$ 1.90 -----	87		88		97		82		76	
Under \$ 2.00 -----	89		90		97		84		79	
Under \$ 2.10 -----	91		95		98		87		82	
Under \$ 2.20 -----	92		96		98		89		85	
Under \$ 2.30 -----	94		97		99		90		88	
Under \$ 2.40 -----	95		98		99		91		89	
Under \$ 2.50 -----	96		98		99		94		90	
Under \$ 2.60 -----	97		99		99		95		92	
Under \$ 2.70 -----	97		99		99		96		94	
Under \$ 2.80 -----	98		99		99		97		95	
Under \$ 2.90 -----	98		99		99		98		96	
Under \$ 3.00 -----	99		99		99		98		96	
Total -----	100		100		100		100		100	
Number of employees (in thousands) -----	424.0		79.4		139.7		126.7		78.2	
Average hourly earnings -----	\$1.34		\$1.50		\$ .99		\$1.51		\$1.65	

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.

## Gasoline service stations

Table 24. 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	1.6	4.1	-	.1	1.4	3.6	.1	.2	-	.2
\$0.50 and under \$0.55	1.1	4.4	-	.1	.9	3.7	.2	.5	-	.1
\$0.55 and under \$0.60	.9	2.2	-	-	.9	1.7	-	.5	-	-
\$0.60 and under \$0.65	3.0	6.1	-	-	2.6	5.9	.4	.1	-	.1
\$0.65 and under \$0.70	2.7	3.8	-	-	2.5	3.6	.1	.2	.1	-
\$0.70 and under \$0.75	2.1	4.0	-	-	1.8	2.4	.3	1.5	-	.2
\$0.75 and under \$0.80	4.7	9.8	-	.1	4.5	7.4	.3	2.1	-	.2
\$0.80 and under \$0.85	5.3	5.9	-	-	4.7	4.6	.6	1.0	-	.3
\$0.85 and under \$0.90	2.4	4.8	.2	.4	1.8	2.4	.4	1.3	-	.7
\$0.90 and under \$0.95	3.9	6.1	.1	.2	3.3	4.9	.4	.9	-	.1
\$0.95 and under \$1.00	1.7	1.4	-	.1	1.4	.9	.1	.1	.1	.3
\$1.00 and under \$1.05	29.1	28.9	5.2	2.4	14.0	9.1	6.8	13.6	3.1	3.9
\$1.05 and under \$1.10	5.0	6.8	.6	.8	3.2	2.4	.6	2.6	.6	.9
\$1.10 and under \$1.15	9.3	7.0	1.7	.9	4.9	2.9	2.2	2.7	.6	.6
\$1.15 and under \$1.20	8.9	5.3	2.0	.8	2.7	1.6	2.7	1.7	1.6	1.2
\$1.20 and under \$1.25	4.8	4.5	2.1	-	1.4	1.1	.7	2.9	.5	.4
\$1.25 and under \$1.30	37.2	22.7	11.6	4.1	9.4	3.4	10.1	8.6	6.1	6.6
\$1.30 and under \$1.35	7.8	3.7	2.4	.5	2.2	.7	2.2	1.4	.9	1.1
\$1.35 and under \$1.40	11.6	5.8	4.1	1.3	3.3	.8	2.4	2.4	1.8	1.3
\$1.40 and under \$1.45	8.7	3.5	3.7	.2	1.6	.5	2.1	1.7	1.2	1.0
\$1.45 and under \$1.50	4.5	2.6	2.0	.6	.7	.1	1.3	1.5	.5	.3
\$1.50 and under \$1.60	30.9	9.9	8.0	2.4	2.4	1.0	9.0	4.0	11.5	2.5
\$1.60 and under \$1.70	10.6	4.4	3.3	1.1	.9	.3	4.0	2.1	2.4	.9
\$1.70 and under \$1.80	11.3	2.8	3.8	.9	.8	.2	3.9	1.2	2.8	.4
\$1.80 and under \$1.90	8.8	2.8	2.5	.5	.6	.2	3.9	.8	1.8	1.4
\$1.90 and under \$2.00	6.6	1.8	2.0	.2	.4	.1	2.6	.4	1.7	1.1
\$2.00 and under \$2.10	9.3	2.2	3.6	.1	.6	.5	3.2	.9	1.9	.7
\$2.10 and under \$2.20	3.5	1.1	.6	-	.1	.1	1.5	.2	1.3	.9
\$2.20 and under \$2.30	5.1	1.0	1.1	.1	.3	.2	1.5	.3	2.2	.5
\$2.30 and under \$2.40	2.9	.4	.6	-	.2	.2	1.5	.2	.6	.1
\$2.40 and under \$2.50	4.2	.5	.3	-	-	-	3.5	.1	.5	.5
\$2.50 and under \$2.60	3.3	.9	.5	-	.2	.1	1.3	.3	1.3	.6
\$2.60 and under \$2.70	2.1	.4	.1	-	-	.1	1.3	.1	.7	.3
\$2.70 and under \$2.80	2.3	.4	.3	-	.2	-	1.0	.1	.7	.4
\$2.80 and under \$2.90	1.3	.4	.1	-	.1	.1	.7	.1	.4	.2
\$2.90 and under \$3.00	.5	.4	.1	-	-	-	.3	.3	.1	.1
\$3.00 and over	3.4	3.1	.1	-	.3	.4	1.8	.5	1.1	2.2
Number of employees	262.3	175.9	62.9	18.0	76.3	67.1	74.9	58.8	48.2	32.0
Average hourly earnings	\$1.45	\$1.17	\$1.54	\$1.35	\$1.08	\$ .89	\$1.69	\$1.25	\$1.71	\$1.58

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.

Gasoline service stations

Table 25. 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	2	-	1	2	5	-	-	-	1
Under \$ 0.55	1	5	-	1	3	11	1	1	-	1
Under \$ 0.60	1	6	-	1	4	13	1	2	-	1
Under \$ 0.65	3	10	-	1	8	22	1	2	-	1
Under \$ 0.70	4	12	-	1	11	28	1	3	-	1
Under \$ 0.75	4	14	-	1	13	31	2	5	-	2
Under \$ 0.80	6	20	-	2	19	42	2	9	-	3
Under \$ 0.85	8	23	-	2	25	49	3	10	-	3
Under \$ 0.90	9	26	-	4	28	52	3	13	-	6
Under \$ 0.95	11	29	-	5	32	60	4	14	-	6
Under \$ 1.00	11	30	-	6	34	61	4	14	-	7
Under \$ 1.05	22	46	9	18	52	75	13	37	7	19
Under \$ 1.10	24	50	10	23	56	78	14	42	8	22
Under \$ 1.15	28	54	12	28	63	83	17	46	9	23
Under \$ 1.20	31	57	16	32	66	85	20	49	12	27
Under \$ 1.25	33	60	19	33	68	87	21	54	13	29
Under \$ 1.30	47	73	38	56	80	92	35	69	26	49
Under \$ 1.35	50	75	41	58	83	93	38	71	28	53
Under \$ 1.40	55	78	48	66	88	94	41	75	32	57
Under \$ 1.45	58	80	54	67	90	95	44	78	34	60
Under \$ 1.50	60	81	57	71	91	95	46	81	35	61
Under \$ 1.60	71	87	69	84	94	96	58	87	60	69
Under \$ 1.70	75	90	75	89	95	97	63	91	65	72
Under \$ 1.80	80	91	81	94	96	97	68	93	70	73
Under \$ 1.90	83	93	85	97	97	97	73	95	74	77
Under \$ 2.00	86	94	88	98	97	98	77	95	78	81
Under \$ 2.10	89	95	94	99	98	98	81	97	82	83
Under \$ 2.20	91	96	95	99	98	99	83	97	84	85
Under \$ 2.30	92	96	97	100	99	99	85	97	89	87
Under \$ 2.40	94	97	97	100	99	99	87	98	90	87
Under \$ 2.50	95	97	98	100	99	99	91	98	91	88
Under \$ 2.60	96	97	99	100	99	99	93	98	94	90
Under \$ 2.70	97	98	99	100	99	99	95	98	95	91
Under \$ 2.80	98	98	99	100	99	99	96	98	97	92
Under \$ 2.90	99	98	99	100	99	99	97	99	97	93
Under \$ 3.00	99	98	99	100	99	99	98	99	98	93
Total	100	100	100	100	100	100	100	100	100	100
Number of employees (in thousands)	262.3	175.9	62.9	18.0	76.3	67.1	74.9	58.8	48.2	32.0
Average hourly earnings	\$1.45	\$1.17	\$1.54	\$1.35	\$1.08	\$ .89	\$1.69	\$1.25	\$1.71	\$1.58

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.

## Gasoline service stations

Table 26. 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 .....	36.6	\$ 11.89	10.2	\$ 12.03	8.4	\$ 10.09	10.9	\$ 11.99	7.1	\$ 13.66
15 and under 35 .....	80.8	30.19	17.2	29.62	16.0	24.02	26.3	28.40	21.4	37.46
35 and under 40 .....	12.5	44.64	2.0	51.06	2.8	33.99	5.4	46.73	2.3	46.99
40 .....	43.0	61.34	7.5	59.03	10.8	43.36	15.9	70.66	8.8	68.68
Over 40 and under 44 .....	7.6	69.07	1.0	62.56	1.8	43.64	2.8	90.66	1.9	66.13
44 .....	7.3	75.60	2.5	75.53	1.9	60.68	1.9	78.06	1.1	98.75
Over 44 and under 49 .....	74.6	73.61	20.2	74.96	15.3	55.45	24.9	78.36	14.3	82.86
49 and over .....	175.8	72.29	20.3	89.12	86.4	57.52	45.7	80.88	23.4	95.45
Total .....	438.2	57.83	80.9	58.66	143.4	49.11	133.8	62.05	80.1	65.52
<u>Men</u>										
1 and under 15 .....	34.8	\$ 11.87	10.1	\$ 12.07	8.0	\$ 9.79	10.4	\$ 12.09	6.4	\$ 13.81
15 and under 35 .....	77.5	30.31	16.9	29.67	15.4	24.10	24.2	28.61	21.0	37.33
35 and under 40 .....	11.1	44.49	1.8	48.93	2.4	36.32	4.7	45.48	2.2	47.31
40 .....	39.6	62.05	6.9	59.26	10.1	43.83	14.1	72.43	8.5	68.72
Over 40 and under 44 .....	6.9	72.86	1.1	62.68	1.5	49.23	2.5	95.34	1.8	66.82
44 .....	7.1	76.08	2.5	75.53	1.8	62.42	1.7	77.95	1.0	99.19
Over 44 and under 49 .....	72.9	74.12	20.2	74.96	14.6	55.78	24.0	79.44	14.1	82.90
49 and over .....	174.1	72.39	20.1	89.27	86.0	57.63	44.9	81.10	23.2	95.67
Total .....	424.0	58.39	79.4	58.80	139.7	49.61	126.7	63.01	78.2	66.05
<u>Women</u>										
1 and under 15 .....	Insufficient data to warrant presentation.									
15 and under 35 .....	Insufficient data to warrant presentation.									
35 and under 40 .....	Insufficient data to warrant presentation.									
40 .....	Insufficient data to warrant presentation.									
Over 40 and under 44 .....	Insufficient data to warrant presentation.									
44 .....	Insufficient data to warrant presentation.									
Over 44 and under 49 .....	Insufficient data to warrant presentation.									
49 and over .....	Insufficient data to warrant presentation.									
Total .....	Insufficient data to warrant presentation.									

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.

**Gasoline service stations**

Table 27. 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 .....	22.6	\$ 12.71	8.2	\$ 12.36	4.4	\$ 10.93	5.1	\$ 13.40	4.9	\$ 14.16
15 and under 35 .....	54.7	31.68	13.1	29.65	10.0	25.27	15.9	30.94	15.7	38.19
35 and under 40 .....	8.5	47.00	1.7	54.03	1.8	37.58	3.0	50.20	2.1	44.26
40 .....	28.1	67.72	5.2	63.59	5.6	44.79	11.8	76.62	5.4	76.17
Over 40 and under 44 .....	5.1	71.69	.9	62.58	1.1	39.49	1.8	106.40	1.3	59.53
44 .....	4.9	82.30	2.1	77.33	.8	59.69	1.0	94.89	1.1	98.75
Over 44 and under 49 .....	46.6	78.55	17.1	75.53	8.3	58.93	14.3	89.44	6.8	87.22
49 and over .....	91.8	79.21	14.6	94.56	44.4	64.23	22.0	90.10	10.8	97.53
Total .....	262.3	61.07	62.9	60.38	76.3	53.01	74.9	68.85	48.2	62.44
<u>Nonmetropolitan areas</u>										
1 and under 15 .....	14.0	\$ 10.54	2.0	\$ 10.64	4.0	\$ 9.16	5.8	\$ 10.72	2.2	\$ 12.55
15 and under 35 .....	26.1	27.04	4.1	29.52	6.0	21.94	10.4	24.42	5.6	35.41
35 and under 40 .....	4.0	39.47	.4	36.17	1.1	28.08	2.4	42.11	.2	71.40
40 .....	14.9	49.15	2.3	48.51	5.2	41.79	4.0	52.57	3.4	56.79
Over 40 and under 44 .....	2.4	63.22	.1	62.25	.7	49.84	1.1	62.68	.5	82.64
44 .....	2.4	61.13	.4	65.85	1.1	61.44	.9	58.45	-	-
Over 44 and under 49 .....	28.1	65.33	3.1	71.82	6.9	51.28	10.6	63.09	7.4	78.86
49 and over .....	84.0	64.69	5.7	75.05	42.1	50.45	23.7	72.23	12.6	93.66
Total .....	175.9	52.95	18.0	52.43	67.1	44.63	58.8	53.17	32.0	70.05

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 automotive dealers and gasoline service stations group (SIC 55). Establishments within this group were further identified as motor vehicle dealers (SIC 551) and gasoline service stations (SIC 554). The major group includes retail dealers selling new and used automobiles, trucks, parts and accessories, aircraft, boats, and gasoline service stations.

Motor vehicle dealers are primarily engaged in the retail sales of new automobiles and trucks, either exclusively or in combination with used vehicles. Automobile repair shops operated by motor vehicle dealers are also included.

Gasoline service stations are primarily engaged in selling gasoline, lubricating oils, and related merchandise, and also may perform minor repair work.

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 and for the lines of business for which separate data are shown. A stratified sample design was used with variable sampling ratios depending on the kind of business and employment size of the sample unit. For example, the sample size for lines of business shown separately was proportionately larger than for those not published and the probability of selection increased with the employment size of the sample unit.

The following tabulation shows the number of units included in the sample of the automotive dealers and gasoline service stations group and of the motor vehicle dealers (new and used cars), and gasoline service stations for which separate data are published:

Kind of business	Number of units
Automotive dealers and gasoline service stations group -----	3,163
Motor vehicle dealers (new and used cars)-----	954
Gasoline service stations -----	1,745

Establishment samples were obtained from three different sources: (1) State Unemployment Insurance listings furnished 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. Thus, each segment of the industry was given its appropriate weight in the total, regardless of the disproportionate coverage of large and small establishments.

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

All estimated totals derived from the weighting process were further adjusted to the employment levels for June 1962, as reported in the Bureau of Labor Statistics monthly employment series. The published estimates in this report are, thus, consistent with the production worker employment shown in the monthly series. Employment estimates for individual industry groups, which the Bureau does not publish monthly, were prepared especially for purposes of this survey. Current regional estimates, which could not be prepared from the monthly series, were based on regional distributions from the most recent Census of Business, prepared by the Bureau of the Census.

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

### Criteria for Publication of Estimates

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

### 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 exclude excise taxes at the retail level.

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

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

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

State	Area	Ent. sales	SIC	Wgt.

**1. COMPANY IDENTIFICATION:**

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

**2. ANNUAL GROSS SALES FOR THE COMPANY OR ENTERPRISE:**

Less than  \$1,000,000 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 <u>identical hourly or salary rates</u> (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 non-supervisory 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

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





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