

# EMPLOYEE EARNINGS AND HOURS IN RETAIL TRADE

**JUNE 1965**



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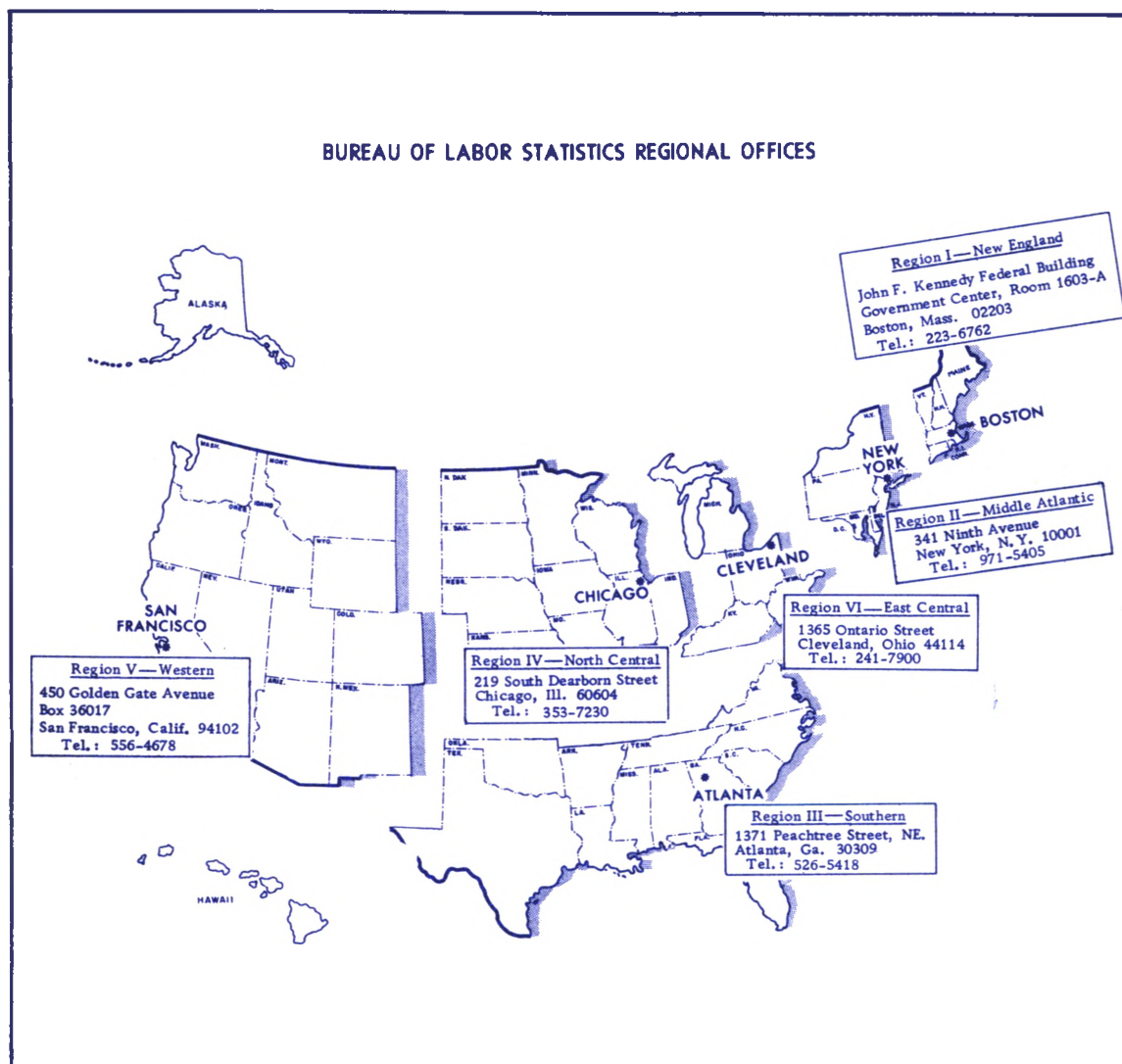
**UNITED STATES DEPARTMENT OF LABOR**

**W. Willard Wirtz, Secretary**

**BUREAU OF LABOR STATISTICS**

**Arthur M. Ross, Commissioner**

# BUREAU OF LABOR STATISTICS REGIONAL OFFICES



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January 1967

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## Preface

The Bureau of Labor Statistics conducted a nationwide survey of retail trade (excluding eating and drinking places) for a June 1965 payroll period. Data on employment, average hourly and weekly earnings, and weekly hours of work of nonsupervisory employees were obtained and are presented in this bulletin. This information bridges the period since June 1962, when a similar survey was conducted. In addition to data for 1965, the bulletin provides an analysis of changes in employee earnings and hours between the two survey periods, during which time a Federal minimum wage of \$1.15 an hour and a 42-hour standard workweek were applied to certain large retail enterprises which were subject to the Fair Labor Standards Act. Data are provided for the United States; the Northeast, South, North Central, and West regions; metropolitan and nonmetropolitan areas; men and women; 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.

Comprehensive statistical data for each of the major retail groups which retail trade comprises, and for selected lines of retail business are available in the individual bulletins listed on the inside back cover.

The survey was part of a broad program of studies initiated by the U.S. Department of Labor's Wage and Hour and Public Contracts Divisions for continuing appraisal of Federal legislation relating to minimum wages and maximum hours standards. In this connection, data from the survey were published in the Report Submitted to the Congress in Accordance With the Requirements of Section 4(d) of the Fair Labor Standards Act—January 1966.

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## Contents

	Page
Summary .....	1
Characteristics .....	2
Average hourly earnings .....	3
Major groups and selected industries .....	8
Selected groups .....	12
Weekly hours of work .....	13
Average weekly earnings .....	17
Hourly earnings and weekly hours .....	19
Wage changes, June 1962-June 1965 .....	21
Changes in weekly hours of work, June 1962-June 1965 .....	27
Changes in average weekly earnings, June 1962-June 1965 .....	31

### Tables:

1. Number, average straight-time hourly earnings, and weekly hours of work of nonsupervisory employees in retail trade and selected retail industry groups by selected characteristics, United States, June 1965 .....	34
2. Cumulative numerical and percent distributions of nonsupervisory employees in retail trade by average straight-time hourly earnings, United States and regions, June 1965 .....	37
3. Cumulative percent distribution of nonsupervisory employees in retail trade by average straight-time hourly earnings, by metropolitan and nonmetropolitan areas, United States and regions, June 1965 .....	38
4. Cumulative percent distribution of nonsupervisory employees in retail trade by average straight-time hourly earnings, by sex, United States and regions, June 1965 .....	39
5. Cumulative percent distribution of nonsupervisory employees in retail trade by average straight-time hourly earnings, by enterprise and establishment sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1965 .....	40
6. Numerical and percent distributions of nonsupervisory employees in retail trade by weekly hours of work, United States and regions, June 1965 .....	44
7. Percent distribution of nonsupervisory employees in retail trade by weekly hours of work, by metropolitan and nonmetropolitan areas, United States and regions, June 1965 .....	44
8. Percent distribution of nonsupervisory employees in retail trade by weekly hours of work, by sex, United States and regions, June 1965 .....	45
9. Percent distribution of nonsupervisory employees in retail trade by weekly hours of work, by enterprise and establishment sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1965 .....	46
10. Percent distribution of nonsupervisory employees in retail trade having specified average straight-time hourly earnings by weekly hours of work, United States and regions, June 1965 .....	48
11. Percent distribution of nonsupervisory employees in retail trade working specified weekly hours by average straight-time hourly earnings, United States and regions, June 1965 .....	50
12. Average straight-time hourly and weekly earnings of nonsupervisory employees in retail trade by weekly hours of work, United States and regions, June 1965 .....	52

## Contents—Continued

Page

### Tables—Continued

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings, United States and regions, June 1965:	
13.	Building materials, hardware, and farm equipment dealers -----
	53
14.	General merchandise stores -----
	54
15.	Department stores -----
	55
16.	Limited price variety stores -----
	56
17.	Food stores -----
	57
18.	Grocery stores -----
	58
19.	Automotive dealers and gasoline service stations -----
	59
20.	Motor vehicle dealers (new and used cars) -----
	60
21.	Gasoline service stations -----
	61
22.	Apparel and accessory stores -----
	62
23.	Men's and boys' clothing and furnishings stores -----
	63
24.	Women's ready-to-wear stores -----
	64
25.	Shoe stores -----
	65
26.	Furniture, home furnishings, and household appliance stores -----
	66
27.	Furniture, home furnishings, and equipment stores -----
	67
28.	Household appliance stores -----
	68
29.	Miscellaneous retail stores -----
	69
30.	Drug and proprietary stores -----
	70

Numerical and percent distributions of nonsupervisory employees by weekly hours of work, United States and regions, June 1965:	
31.	Building materials, hardware, and farm equipment dealers -----
	71
32.	General merchandise stores -----
	71
33.	Department stores -----
	72
34.	Limited price variety stores -----
	72
35.	Food stores -----
	73
36.	Grocery stores -----
	73
37.	Automotive dealers and gasoline service stations -----
	74
38.	Motor vehicle dealers (new and used cars) -----
	74
39.	Gasoline service stations -----
	75
40.	Apparel and accessory stores -----
	75
41.	Men's and boys' clothing and furnishings stores -----
	76
42.	Women's ready-to-wear stores -----
	76
43.	Shoe stores -----
	77
44.	Furniture, home furnishings, and household appliance stores -----
	77
45.	Furniture, home furnishings, and equipment stores -----
	78
46.	Household appliance stores -----
	78
47.	Miscellaneous retail stores -----
	79
48.	Drug and proprietary stores -----
	79

### Appendixes:

A.	Scope and method of survey -----
	81
B.	Questionnaire -----
	87

## Employee Earnings and Hours in Retail Trade, June 1965

### Summary

Nonsupervisory employees in the retail trade industry (except eating and drinking places) earned an average of \$1.85 on a straight-time hourly basis in June 1965. They earned \$68.07 a week and worked 36.9 hours, on the average, according to the Bureau's survey of earnings and hours of work of approximately 6.7 million nonsupervisory retail trade employees in the United States.

Employees were widely dispersed throughout the pay scale. Four out of five employees earned between \$1.10 and \$3 an hour, and the middle 50 percent earned between \$1.27 and \$2.13 an hour.

Among the four broad geographic regions, earnings were lowest in the South, \$1.54 an hour, and highest in the West, \$2.22 an hour. Employees in the Nation's metropolitan areas averaged \$1.95 an hour, 38 cents an hour more than those in nonmetropolitan areas. Men earned an average of \$2.04 an hour, compared to \$1.52 for women. Employees of enterprises with \$1 million or more in annual sales were paid an average of \$1.99 an hour; those in enterprises with annual sales between \$250,000 and \$1 million earned \$1.88 an hour, on the average, and those in enterprises which had sales of less than \$250,000 a year earned \$1.58 an hour, on the average.

Among the seven major industry groups which constitute retail trade (except eating and drinking places) average hourly pay levels were \$1.63 in general merchandise stores, \$1.70 in apparel and accessory stores, \$1.75 in miscellaneous stores, \$1.91 in food stores, \$1.98 at building materials and hardware dealers, \$2.02 at automotive dealers and gasoline service stations, and \$2.10 in furniture and appliance stores.

During the survey week employees worked an average of 36.9 hours. Three-tenths of the employees worked less than 35 hours, one-fourth worked 40 hours, and one-fifth worked 48 hours or more. Among the four regions the average number of hours worked during the week ranged from 34.4 in the Northeast to 39.6 in the South. Employees in metropolitan areas worked an average of 36.0 hours; those in nonmetropolitan areas worked 3.3 hours longer on the average. Men worked 39.3 hours a week, on the average, 5.9 hours more than women. Among the three enterprise size groups, employees in enterprises with \$1 million or more in annual sales had the shortest workweek, 35.7 hours, those in enterprises with less than \$250,000 in annual sales had the next longest, 37.1 hours, and those in the intermediate group worked the longest week, 39.3 hours.

Among employees of the seven major industry groups, average weekly hours ranged from 33.8 for those in apparel and accessory stores to 42.8 at automotive dealers and gasoline service stations. Employees at building materials and hardware dealers and those in furniture and appliance stores also worked longer than the industry average.

The average pay level for retail employees increased 18 cents an hour since June 1962 when a similar survey was conducted.<sup>1</sup> Although there was a general upward movement in the distribution, employees at the lower end of the pay scale showed the greatest improvement, the proportion who earned less than \$1.25 an hour declined from one-third to one-fifth. During the same period, average weekly hours declined from 37.8 to 36.9, reflecting a small but noticeable decrease in the proportion of employees who worked 48 hours or more, and a corresponding increase in the proportion who worked less than 35 hours a week.

### Characteristics

Retail trade, as defined by the Standard Industrial Classification system, is the selling of merchandise for personal, household, or farm consumption. It is the means by which goods and their ultimate consumers are brought together. Because of their function, retail establishments are distributed throughout the country in about the same proportion as population is distributed. Retail trade is probably the most widespread industry in the United States.

Retail stores vary widely by size, type, and extent of specialization. The large metropolitan department store, the country store, and the local confectionery bear little resemblance to one another, but all are retail establishments. In addition to the more commonly recognized stores, mail-order houses, door-to-door selling organizations, and vending machine operators are also retailers.

The retail trade industry provides jobs (part- and full-time) for about 1 out of 7 of the Nation's nonagricultural employees. Individual establishments vary widely in terms of employment—from the large department store with several thousand employees to the neighborhood grocery with only one or two paid employees. According to the 1963 Census of Business, of the 1.2 million retail establishments (excluding eating and drinking places) in the United States open during the entire year, three-fourths had fewer than four paid employees; only one-eighth had 10 or more. This latter group of establishments, however, accounted for 64 percent of the \$226 billion in retail sales. Only 6 percent of the establishments had as many as 20 employees, but they accounted for almost one-half (47 percent) of all retail sales.

More than one-third of all retail trade employees were engaged in selling, according to the 1960 Census of Population. About one-fifth worked as managers, officials, or proprietors; one-quarter were evenly divided between clerical or operative jobs. The size of an establishment governs the nature of the labor force employed there. A small dry-goods store may employ only sales personnel. A large department store, while employing many salespeople, also employs people in other fields—artists, carpenters, accountants, appliance repairmen, and truckdrivers.

Certain retail stores require people with special skills. Apparel stores employ tailors, automobile dealers employ mechanics, and drug stores employ pharmacists. Occupational requirements vary even among sales positions, from the limited training required to sell sundries in a variety store to the extensive experience and knowledge required to sell automobiles.

Methods of wage payment vary among establishments, types of stores, and even among sales positions in the same store. Some employees are paid on an hourly basis, some on a salary basis, and some entirely or partially on a commission basis.

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<sup>1</sup> See Employee Earnings in Retail Trade, June 1962 (BLS Bulletin 1380, 1963).

Nearly 6.7 million nonsupervisory employees were within the scope of the survey in June 1965. Three-fourths of these worked in metropolitan areas. The South and North Central regions each accounted for 28 percent of the employees, the Northeast had 26 percent, and the West had only 18 percent. Enterprises with \$1 million or more in annual sales employed one-half the retail workers, those with less than \$250,000 in annual sales employed about three-tenths. Three-fifths of the employees were men.

The distribution among the industry groups of the employees included in the survey is shown below:

Line of retail business	Percent of all nonsupervisory employees covered by the survey in June 1965
Retail trade, total -----	100.0
Building materials, hardware, and farm equipment dealers -----	7.3
General merchandise stores -----	24.6
Department stores -----	15.2
Limited price variety stores -----	4.1
Food stores -----	20.4
Grocery stores -----	17.2
Automotive dealers and gasoline service stations -----	19.0
Motor vehicle dealers (new and used cars) -----	9.0
Gasoline service stations -----	7.1
Apparel and accessory stores -----	8.7
Men's and boys' clothing and furnishings stores -----	1.4
Women's ready-to-wear stores -----	3.2
Shoe stores -----	1.6
Furniture, home furnishings, and household appliance stores -----	5.4
Furniture, home furnishings, and equipment stores -----	3.4
Household appliance stores -----	1.2
Miscellaneous retail stores -----	14.4
Drug and proprietary stores -----	5.6

In each major group, the majority of the employees worked in metropolitan areas. General merchandise and food were the only major groups in which enterprises with \$1 million or more in annual sales accounted for a majority of the employees. Men comprised the majority of the employees in every major group except general merchandise and apparel and accessories.

#### Average Hourly Earnings

Nonsupervisory employees in retail trade (except eating and drinking places) averaged \$1.85 an hour at straight-time rates in June 1965 (table 2). Earnings for the approximately 6.7 million employees surveyed were broadly distributed; 5 out of 6 employees earned between \$1 and \$3 an hour; earnings for the middle half of the work force ranged from \$1.27 to \$2.13 an hour. Median earnings (that amount below and above which earnings for 50 percent of the employees are found) were \$1.54 an hour, or 31 cents an hour below the mean, reflecting the disproportionate concentration of employees at the lower end of the wage scale. About one-eighth of the employees, or 809,000, earned less than \$1.15 an hour and about one-half of these were paid less than \$1 an hour. Nearly one-fifth of the employees earned less than \$1.25 an hour. About 770,000, or nearly one-eighth, earned between \$1.25 to \$1.30 an hour; they constituted the largest group of employees within any single wage interval. However, higher earnings were not unusual. For example, nearly as many employees averaged

\$2 an hour, or more as earned less than \$1.30 an hour—2 million compared with 2.1 million employees, respectively. One-sixth of the employees surveyed earned \$2.50 an hour or more and one-tenth earned at least \$3 an hour.

Geographically, earnings were lowest in the South at \$1.54 an hour and highest in the West at \$2.22 an hour; in the North Central and Northeast regions average earnings were \$1.85 and \$1.95 an hour, respectively. The substantial difference in pay levels between the South and the other regions reflects the marked difference in the distribution of individual employee earnings. For example, 1 out of 4 employees in the South earned less than \$1.15 an hour, but among the other regions no more than 1 out of 8 employees had such earnings. Southern retail employees accounted for nearly three-fifths of the Nation's retail employees earning less than that amount. Almost two-fifths of the employees in the South earned less than \$1.25 an hour compared with fewer than one-tenth in both the Northeast and West, and one-fifth in the North Central region. In 3 of the 4 regions (the West was the exception), however, the proportion of employees earning from \$1.25 to \$1.30 an hour was greater than at any other point on the pay scale thus, paralleling the wage pattern found on a nationwide basis.<sup>2</sup> Differences between the South and the other regions were not confined to the lower wage intervals, but were spread throughout the distribution. Only slightly more than one-sixth of the employees in the South earned as much as \$2 an hour, whereas among the three other regions the proportions with such earnings ranged from three-tenths upwards. In contrast to the South, where there was a heavy concentration of employees at the lower end of the pay scale, earnings in the other regions were more evenly distributed. For example, earnings for the middle half of the work force were spread over a 60-cent range in the South compared with ranges of 83 cents in the North Central region, 89 cents in the Northeast, and \$1.16 in the West.

Community size appeared to influence the level of employee earnings. Employees in metropolitan areas averaged \$1.95 an hour, 38 cents an hour more than those in nonmetropolitan areas (table 3). Whereas earnings of employees in metropolitan areas were broadly distributed, they were grouped toward the lower end of the pay scale in nonmetropolitan areas. Earnings for the middle half of the employees were spread over a 95-cent range in metropolitan areas (from \$1.30 to \$2.25 an hour) but over only a 64-cent range in the less populous areas (from \$1.15 to \$1.79 an hour). Nonmetropolitan area employees accounted for only one-fourth of the retail work force, but represented slightly more than half of all retail workers paid less than \$1.15 an hour. In both population groups, the largest concentration of employees was found at the \$1.25 to \$1.30 pay interval, thus, highlighting the relationship noted previously for the United States and regions. Differences between the wage distributions diminished somewhat only at the upper pay levels. For example, the proportion of nonmetropolitan area employees who earned less than \$1.15 an hour was about three times as great as that of metropolitan area employees (25 and 8 percent, respectively). Thirty-four percent of the metropolitan area employees earned \$2 or more, compared with 19 percent of the nonmetropolitan area employees. Earning at least \$3 an hour were 11 percent of the employees in the metropolitan areas and 4 percent in the less populous areas.

Among the regions, average earnings of employees in metropolitan areas ranged from \$1.66 an hour in the South to \$2.29 an hour in the West. In nonmetropolitan areas, earnings ranged from \$1.35 an hour in the South to \$2 an

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<sup>2</sup> In the Northeast, the distribution of employees below \$1.25 and at or just above that amount is partly traceable to the influence of State minimum wage laws. Roughly three-fifths of the employees in the Northeast were in the five States in which the statutory minimum wage generally applicable in retail trade was \$1.25 an hour at the time of the survey.



hour in the West. The downward pull of wages paid in the South on the overall pay level was evident in both metropolitan and nonmetropolitan areas. This drag is well illustrated when wage data for metropolitan and nonmetropolitan areas are examined first including and then excluding the South. As shown in the following tabulation, the South exerted a 9-cent drag on the pay level in metropolitan areas, and a 15-cent drag in nonmetropolitan areas.

Area	Average straight-time hourly earnings		Difference in the average pay level (in cents)
	Including the South	Excluding the South	
United States -----	\$1.85	\$1.97	12
Metropolitan areas -----	1.95	2.04	9
Nonmetropolitan areas -----	1.57	1.72	15

In each region wages in metropolitan areas were higher than those in nonmetropolitan areas. The wage differential, however, did not appear to be related to the regional wage level. For example, average hourly earnings of metropolitan area employees exceeded those in nonmetropolitan areas by 31 cents in the South, where earnings were the lowest, and by 29 cents in the West, where earnings were the highest. In relative terms, the pay advantage of metropolitan over nonmetropolitan area employees ranged from 14 percent in the Northeast to 23 percent in both the South and North Central regions.

Within each region, employees in metropolitan areas averaged more than those in nonmetropolitan areas but this relationship did not hold true on an inter-regional basis. Employees in nonmetropolitan areas of the West and Northeast averaged 34 cents and 8 cents an hour more, respectively, than the \$1.66 average for employees in southern metropolitan areas.

In each region, regardless of its earnings level, wages of employees in metropolitan areas were more broadly distributed than those of employees in nonmetropolitan areas. For example, in the South earnings for the middle half of the employees extended over a 68-cent range in metropolitan areas as opposed to 53 cents in nonmetropolitan areas. When the highest paying region is examined (the West), this relationship still exists; that is, earnings for the same group of employees in the wage distribution covered a range of \$1.26 in metropolitan areas and \$1.04 in nonmetropolitan areas.

Men earned an average of \$2.04 an hour, 52 cents an hour more than women (table 4). Earnings for men were widely distributed, whereas, those for women were concentrated in the low and middle pay intervals. Although similar proportions of both sexes earned less than \$1.15 an hour (11 percent of the men and 14 percent of the women), women's earnings were compressed between \$1.15 and \$2 an hour—seven-tenths of the women had such earnings compared with one-half of the men. Women accounted for somewhat more than one-half of the retail workers earning less than \$1.30 in June 1965, although they made up only about two-fifths of the work force. Relatively few women were found at the upper end of the pay scale; for example, two-fifths of the men earned \$2 an hour or more compared with slightly fewer than one-sixth of the women. Women, thus, accounted for only about one-fifth of the employees who earned as much as \$2 an hour.

Regionally, average earnings for men ranged from \$1.67 an hour in the South to \$2.45 an hour in the West, and for women from \$1.31 to \$1.81 an hour, again in the South and West, respectively. In each region men averaged

more than women; the smallest difference between their earnings, 36 cents an hour, was recorded in the South, while the largest, 64 cents an hour, was observed in the West. Men averaged 56 cents an hour more than women in the North Central region, and 58 cents an hour more in the Northeast. Thus only a limited relationship appeared to exist between the absolute magnitude of the pay differential between men and women and the regional level of earnings. Relatively, this relationship was nonexistent. Although the narrowest differential between men and women (27 percent) was found in the South, the differentials in the other regions were closely grouped between 35 and 37 percent.

Although men earned more than women in each of the regions, an inter-regional comparison revealed that women in the West, the highest paying region, averaged 14 cents an hour more than men in the South, the lowest paying region. This differential reflects the fact that a greater proportion of men in the South are concentrated in the lower reaches of the pay scale than are women in the West. At the upper end, however, differences between distributions eventually disappeared. For example, 15 percent of the southern men were paid \$2.40 an hour or more, 1 percentage point more than the proportion of western women with such earnings, and beyond this point, slightly greater proportions of men in the South than women in the West are represented.

The annual volume of sales of the enterprise and establishment in which he works has a bearing on an employee's earnings. This was revealed when employee earnings were tabulated according to these characteristics. Retail enterprises were classified according to whether their annual volume of sales were: (1) \$1,000,000 or more, (2) at least \$250,000 but less than \$1,000,000, and (3) less than \$250,000. In addition, retail establishments which were part of the above enterprises were divided into two groups—those with an annual sales volume of \$250,000 or more and those with a lower sales volume. Employees in enterprises with \$1 million or more in annual sales averaged \$1.99 an hour, 11 cents an hour more than those in the intermediate size enterprises, and 41 cents an hour more than employees in the lowest volume enterprises (table 5). Similarly, regardless of the enterprise group, employees in establishments with \$250,000 or more in annual sales had a higher average pay level than those in establishments with lower sales. The relationship between earnings and enterprise sales did not always hold on an establishment basis. Thus, while employees of establishments with \$250,000 or more in sales averaged more in \$1 million enterprises than in smaller ones, employees of establishments with less than \$250,000 in sales had lower earnings in \$1 million enterprises than in either of the lower volume enterprise groups. This results, in part, from the disproportionately large number of limited price variety store employees (who, as is noted below, were among the lowest paid in retail trade) found among employees in lower volume establishments which were part of \$1 million enterprises.

There was a distinct similarity between enterprises with over \$1 million in sales and those with \$250,000 to \$1 million in sales in the distribution of employee earnings, except at the lower end of the pay scale. Thus, fewer than one-twentieth of the employees in the largest enterprises earned less than \$1.15 an hour compared with one-eighth of those in the intermediate size enterprises. Below the \$1.25 pay level the distributions were more alike with 14 percent in the former group and 18 percent in the latter earning less than that amount. In both groups, about three-fifths of the employees earned \$1.50 or more, and this similarity was maintained further up the pay scale. In enterprises with less than \$250,000 in sales, the distribution differed sharply from those in the two higher volume enterprises. Three-tenths of the employees earned less than \$1.25 an hour and fewer than one-half as much as \$1.50.

The distribution of employee earnings in establishments with \$250,000 or more in sales closely paralleled that of the enterprise of which they were a part, reflecting the fact that these establishments accounted for better than nine-tenths of the employees in both the high and medium volume enterprises. About seven-eighths of the employees in \$250,000 establishments which were part of enterprises with \$1 million or more in sales, were within the scope of the \$1.15 minimum wage under the Fair Labor Standards Act, as applied to retail trade.<sup>3</sup> This, in part, accounts for the smaller proportion of employees earning less than \$1.15 an hour in these establishments, than in those which were part of smaller volume enterprises which generally were not covered by the Fair Labor Standards Act.

Typically, when a legislated minimum wage directly serves to raise the earnings of a large group of employees, this is reflected in the earnings distribution by a concentration of employees with earnings at or just above the minimum. In establishments generally covered by the Federal minimum in retail trade such a concentration was found, but it was small (7.5 percent). On the other hand, 10.4 percent of the employees earned between \$1.25 and \$1.30 an hour, just 3 months prior to the time when the minimum wage was to be raised to \$1.25 an hour. This concentration may, in part, reflect an anticipation of the raise in the minimum on the part of some employers. However, in each of the other enterprise-establishment groups (which are generally not covered by the Federal minimum) there was a similar concentration of employees earning \$1.25 to \$1.30 an hour. This may have resulted from some indirect influence of the impending minimum even on establishments not within the scope of the legislation; or the indirect influence of the \$1.25 hourly minimum already applicable to many other industries (e. g., manufacturing and wholesale trade) in some establishments. Most probably a combination of these and other factors resulted in the clustering of employee earnings at \$1.25 an hour in all of retail trade.

The distribution of employee earnings in establishments with sales of less than \$250,000 annually was characterized by a concentration around the lower end of the pay scale. In each enterprise group from three-tenths to one-third of the employees in these low sales volume establishments earned less than \$1.25 an hour and no more than about one-fifth earned as much as \$2 an hour.

Within each enterprise-establishment sales-size class, the variation in the regional level of earnings followed the national pattern; that is, earnings were lowest in the South and highest in the West. On the other hand, the wage relationships among the sales-size groups varied somewhat among the regions. Among three regions (the Northeast being the exception) employees in establishments with \$250,000 or more in annual sales which were part of enterprises with \$1,000,000 or more in sales earned at least 12 cents an hour more than those in any other group. In the Northeast, however, employees in these establishments averaged 1 cent an hour less than those in the same establishment group in the intermediate size enterprises. This deviation from the usual pattern is partly a result of the unique earnings relationship among the sales groups in some of the major industry groups in the Northeast.<sup>4</sup> For example, employees in general merchandise establishments with \$250,000 or more in sales which were parts of enterprises with \$1 million or more in sales averaged only 1 cent an hour more than their counterparts in lower volume enterprises in the Northeast, but among the three other regions, they averaged at least 19 cents an hour more. At the same time, in three major retail groups in the Northeast (apparel,

<sup>3</sup> In general, the \$1.15 minimum applied to employees in retail establishments with \$250,000 or more in annual sales which were part of enterprises with \$1 million or more in annual sales. Excluded were employees of motor vehicle and farm implement dealers, and employees engaged in food service occupations.

<sup>4</sup> State minimum wage laws also played a role in creating these atypical relationships. See footnote 2, p. 4.

furniture, and miscellaneous retail stores) employees in the \$250,000 or more establishments averaged more in intermediate volume enterprises than in the higher volume enterprises. Among the three other regions this occurred only in miscellaneous retail stores in the West.

The South was the only region in which a large concentration of employees of establishments generally subject to the \$1.15 Federal minimum wage in retail trade was found at or just above the minimum. Sixteen percent of the southern employees in these establishments were paid between \$1.15 and \$1.20 an hour, compared with 7 percent or less among the other regions.

### Major Groups and Selected Industries

Among the seven major industry groups constituting retail trade (excluding eating and drinking places) average earnings ranged from \$1.63 an hour for employees in general merchandise stores to \$2.10 an hour for those in furniture, home furnishings, and household appliance stores (tables 13 through 30). This spread in pay levels contributed to the broad distribution of earnings in retail trade. In addition to employees in general merchandise stores, those in apparel and accessory stores and in miscellaneous retail stores earned less, on the average, than the all retail trade pay level of \$1.85 an hour. These employees comprised nearly half the retail work force. The wide variation in the wage levels of the major groups which comprise the retail trade industry may be attributed to a variety of factors. For example, the differing occupational requirements and methods of wage payment discussed earlier. Other factors such as the proportion of the work force located in metropolitan areas, the sales volume of the establishment, volume of sales per employee, Federal and State minimum wage legislation, and the number of part-time employees, also influence the level and distribution of earnings among the major retail groups.

As previously noted, the average pay levels among the major retail groups varied by as much as 47 cents an hour, reflecting substantial differences among the earnings distributions. The proportion of employees earning less than \$1.15 an hour, for example, ranged from 7 percent at building materials, hardware, and farm equipment dealers to 18 percent in miscellaneous retail stores. In each of the seven major groups, the proportion of employees earning from \$1.25 to \$1.30 was larger than the proportion whose earnings fell between \$1.15 and \$1.20 an hour. The proportion earning less than \$1.30 ranged from one-fifth at building materials dealers to nearly two-fifths in miscellaneous retail stores. Differences were not confined to the lower reaches of the pay scale. The proportion of employees who were paid \$2 or more, for example, ranged from 18 percent in general merchandise stores to 42 percent in furniture stores.

Major industry group	Average hourly earnings	Percent of employees earning—			
		Less than \$1.15	Less than \$1.30	\$2 or more	\$3 or more
Building materials, hardware, and farm equipment dealers -----	\$1.98	6.8	19.7	40.4	12.9
General merchandise stores -----	1.63	9.4	36.1	17.7	4.1
Food stores -----	1.91	12.5	30.5	37.0	11.6
Automotive dealers and gasoline service stations -----	2.02	13.7	25.2	37.8	13.7
Apparel and accessory stores -----	1.70	12.6	35.2	22.8	4.6
Furniture, home furnishings, and household appliance stores -----	2.10	7.9	20.1	42.1	14.8
Miscellaneous retail stores -----	1.75	18.3	37.1	26.8	8.1

For each major group the regional pattern of earnings was similar to that noted for the entire industry; that is, earnings were lowest for employees in the South and highest for those in the West. In 6 of the 7 groups, the Northeast registered next to the highest pay level; in furniture, home furnishings, and household appliance stores, employees in the North Central region averaged 1 cent an hour more than their counterparts in the Northeast. Among the groups, the relative wage advantage of employees in the West over those in the South ranged from 33 percent in general merchandise stores to 64 percent in food stores, compared with an industrywide advantage of 44 percent. There was little relationship between the amount of this differential and the level of earnings in the major group. For example, the South-West differential was 37 percent in apparel and accessory stores, which had next to the lowest average pay level, as well as in furniture stores, which recorded the highest average pay level. The sharp contrast between average earnings in the South and those in the other regions is highlighted when the differential among the other regions is examined for each major group. Excluding the South, the interregional variation ranged from 12 to 32 percent, and in four of the groups it was 15 percent or less, as shown below.

Major industry group	Interregional wage differentials			
	Including the South		Excluding the South	
	Cents-per-hour	Percent	Cents-per-hour	Percent
Building materials, hardware, and farm equipment dealers -----	\$0.88	55	\$0.55	28
General merchandise stores -----	.47	33	.24	15
Food stores -----	.97	64	.60	32
Automotive dealers and gasoline service stations -----	.63	37	.25	12
Apparel and accessory stores -----	.52	37	.26	15
Furniture, home furnishings, and household appliance stores -----	.65	37	.28	13
Miscellaneous retail stores -----	.68	48	.40	23

In each of the four regions, employees in general merchandise stores were the lowest paid (although in the South their pay level was matched by that in apparel and accessory stores). On the other hand, employees at building materials, hardware, and farm equipment dealers were the highest paid group in the Northeast and West; those in furniture stores were the highest paid group in the South and North Central regions.

With but three exceptions, employees in the highest paying major group in the South (furniture) averaged less than those in any major group in the other regions. Southern employees in furniture averaged 8 and 13 cents an hour more, respectively, than general merchandise employees in the Northeast and North Central regions, and 10 cents an hour more than apparel employees in the North Central region.

The distribution of employees among the seven major groups was similar among the regions and thus did not appear to be a factor influencing the regional wage levels. This is brought out if the distribution of employment among the major groups in the West is altered to conform with that in the South. Maintaining the average pay level in each major group, the average in the West declines only slightly, from \$2.22 an hour to \$2.20 an hour.

Community size also appeared to influence the level of employee earnings in each major group: Employees in metropolitan areas earned more, on an

average, than their counterparts in nonmetropolitan areas (as shown below). The amount of the wage advantage ranged from 32 cents an hour in miscellaneous retail stores to 51 cents an hour in food stores and at automotive dealers and gasoline service stations. In relative terms, the pay differentials ranged from 21 percent in miscellaneous retail stores to 34 percent in food stores (compared with 24 percent for all retail trade). No relationship appeared to exist between the amount of the wage differential and the overall level of earnings reported for the group. For example, the pay advantage of employees in metropolitan areas over those in nonmetropolitan areas was 27 percent in the highest paying retail group (furniture) and 26 percent in the lowest paying group (general merchandise).

Major industry group	Average hourly earnings of employees in—	
	Metropolitan areas	Nonmetropolitan areas
Building materials, hardware, and farm equipment dealers -----	\$2.18	\$1.72
General merchandise stores -----	1.70	1.35
Food stores -----	2.03	1.52
Automotive dealers and gasoline service stations -----	2.19	1.68
Apparel and accessory stores ----	1.77	1.42
Furniture, home furnishings, and household appliance stores -----	2.21	1.74
Miscellaneous retail stores -----	1.84	1.52

Unlike what was noted on a regional basis, the differences between the metropolitan and nonmetropolitan area wage levels appeared to be somewhat related to industry mix. When the distribution of employees among the major groups in metropolitan areas is transposed to nonmetropolitan areas (maintaining the same nonmetropolitan area average for each group) the overall retail average in nonmetropolitan areas declines by 5 cents, from \$1.57 an hour to \$1.52 an hour. This decrease is due, in part, to the increased proportion of employees in general merchandise stores, where average pay levels are low, introduced into the nonmetropolitan area average (these employees accounted for 18 percent of the nonmetropolitan area employment before the transposition and 27 percent after it). In addition, the aforementioned increase in the proportion of lower paid workers was accompanied by declines in the proportion of employees among two higher paying industries—from 12 to 6 percent at building materials, hardware, and farm equipment dealers, where the average in nonmetropolitan areas was \$1.72 an hour, and from 25 to 17 percent at automotive dealers and gasoline service stations, where the average was \$1.68 an hour.

In each major group men earned substantially more than women, the differential ranging from 32 cents an hour at automotive dealers and gasoline service stations to 59 cents in general merchandise stores. No apparent relationship was found between the major group's level of earnings and the amount by which men's earnings exceeded those for women. Men's level of earnings generally seemed less influenced by the place of employment, or the nature of the retail activity, than women's. For example, men at automotive dealers and gasoline service stations (next to the highest paying retail group) averaged \$2.04 an hour, 1 cent an hour less than men in general merchandise stores (the lowest paying group). Among the seven major groups, men averaged from \$1.97 to \$2.24 an hour; and in 5 of the 7 they averaged between \$2.03 and \$2.06 an hour. Because of this similarity and the lower pay level of women, there appeared to be a

relationship between the proportion of women employed by a major group and the level of earnings of the group. For example, among the three highest paying groups, no more than three-tenths of the employees were women whereas among the two lowest paying groups at least seven-tenths of the employees were women.

Major industry group	Average hourly earnings of—	
	Men	Women
Building materials, hardware, and farm equipment dealers -----	\$2.03	\$1.67
General merchandise stores -----	2.05	1.46
Food stores -----	2.03	1.66
Automotive dealers and gasoline service stations -----	2.04	1.72
Apparel and accessory stores -----	2.06	1.52
Furniture, home furnishings, and household appliance stores -----	2.24	1.67
Miscellaneous retail stores -----	1.97	1.44

If women were distributed in the same manner as men among the major lines of retail business, their average pay level would increase by 10 cents an hour, from \$1.52 to \$1.62. This increase is traceable to the shift in employment from lower to higher paying industries. For example, at automotive dealers and gasoline service stations women average \$1.72 an hour (highest among the groups) but represented only 4 percent of the women in the retail work force before the shift compared with 30 percent after it. Conversely, the proportion of women in general merchandise stores, where they averaged \$1.46 an hour, declined from 43 to 12 percent.

The earnings by volume of sales relationships noted for all retail trade were also true, in most cases, for each of the major retail groups. As shown in the following tabulation, in 6 of 7 major groups, employees in the highest volume enterprises had the highest level of earnings, and in each of the seven those in the lowest volume enterprises had the lowest level of earnings. In miscellaneous retail stores, the exception, employees in enterprises with between \$250,000 and \$1,000,000 in sales averaged 2 cents an hour more than those in the \$1 million enterprises. An interindustry comparison revealed, however, that employees in the lowest volume enterprises of two of the highest paying major groups (furniture and building materials) averaged more than those in either of the higher volume enterprises of the two lowest paying groups (general merchandise and apparel).

Major industry group	Average hourly earnings of employees in enterprises with annual sales of—		
	\$1,000,000 or more	\$250,000 to \$1,000,000	Less than \$250,000
Building materials, hardware, and farm equipment dealers -----	\$2.17	\$2.01	\$1.78
General merchandise stores -----	1.69	1.47	1.23
Food stores -----	2.15	1.69	1.44
Automotive dealers and gasoline service stations -----	2.47	1.95	1.55
Apparel and accessory stores -----	1.76	1.73	1.60
Furniture, home furnishings, and household appliance stores -----	2.31	2.26	1.81
Miscellaneous retail stores -----	1.83	1.85	1.65

### Selected Groups

Each major industry group comprises several industries. Therefore, inter-industry differences in pay levels and earnings distributions, which result from, among other things, differences in skill requirements and methods of wage payment, are sometimes masked when a major group is examined in its entirety and its component industries not considered. Two examples are readily available—the automotive dealers and gasoline service stations major group, and the general merchandise stores major group.

Nearly one-half of the employees in the automotive dealers and gasoline stations group worked at motor vehicle dealers and nearly two-fifths worked at gasoline stations. Most motor vehicle dealers employ a large proportion of highly skilled automotive mechanics and automobile salesmen, and frequently pay them on a commission basis. The typical job at a gasoline service station, on the other hand, requires relatively little skill or experience, and employees in these jobs are usually paid on a time basis. Employees at motor vehicle dealers earned an average of \$2.40 an hour, 88 cents an hour more than those at gasoline stations. Among employees at motor vehicle dealers only one-tenth earned less than \$1.25 and more than one-third received at least \$2.50 an hour. By contrast, more than one-fourth of the gasoline station employees earned less than \$1.25 and fewer than one-tenth were paid as much as \$2.50.

Similar circumstances prevailed in general merchandise stores. Department stores, which accounted for about three-fifths of the employment in general merchandise, hire skilled and knowledgeable salespeople to sell items such as furniture, appliances, and the more expensive lines of clothing. These employees are frequently paid on a commission basis. In limited price variety stores, which employed one-sixth of the employees in the major group, skill and experience requirements for most jobs are minimal and employees are paid primarily on a time basis. Department store employees earned an average of \$1.75 an hour, exceeding the earnings of variety store employees by 44 cents an hour. Only one-eighth of the department store employees earned less than \$1.25 an hour while more than one-fifth earned at least \$2. Variety store employees were concentrated in the lower reaches of the pay scale with close to one-half earning less than \$1.25 an hour and only 1 out of 20 earning as much as \$2.

Oftentimes when the job requirements and methods of wage payment (among other things) are similar, the level and distribution of earnings in component industries of a major group are similar. For example, employees averaged \$2.10 an hour in furniture and equipment stores and \$2.09 in household appliance stores, both part of the furniture and household appliance major group, where earnings were also \$2.10 an hour.

The wage relationships noted among the various selected characteristics—regions, metropolitan and nonmetropolitan areas, men and women, and enterprise-establishment sales-size classes for the major groups, were also found in most cases, for the selected kinds of retail business. There were a few noteworthy exceptions. In limited price variety stores, for example, earnings were 2 cents higher in the Northeast than in the West (table 16); women in some of the higher paying groups averaged more than men in the lower paying groups (as shown in the following tabulation)—which was not the case among the major groups; in shoe stores and household appliance stores, employees in enterprises with between \$250,000 and \$1,000,000 in sales earned more than those in the highest volume enterprise.



Average hourly earnings of employees by  
selected characteristics

Line of retail business	Metro- politan areas	Nonmetro- politan areas	Men	Women	Enterprises with sales of—		
					\$1,000,000 or more	\$250,000 to \$1,000,000	Less than \$250,000
Department stores -----	\$1.77	\$1.61	\$2.22	\$1.54	\$1.76	\$1.34	\$1.14
Limited price variety stores -----	1.39	1.14	1.59	1.27	1.36	1.13	1.06
Grocery stores -----	2.07	1.54	2.02	1.74	2.16	1.64	1.31
Motor vehicle dealers -----	2.65	1.93	2.46	1.83	2.61	2.05	1.91
Gasoline service stations -----	1.61	1.36	1.52	1.37	1.66	1.63	1.47
Men's and boys' clothing and furnishings stores -----	1.99	1.60	2.09	1.59	2.07	1.92	1.79
Women's ready-to-wear stores -----	1.61	1.32	1.84	1.52	1.63	1.53	1.46
Shoe stores -----	1.93	1.58	2.04	1.52	1.83	1.91	1.81
Furniture, home furnishings, and equipment stores -----	2.22	1.69	2.25	1.70	2.37	2.22	1.78
Household appliance stores -----	2.21	1.85	2.24	1.58	2.20	2.34	1.83
Drug and proprietary stores -----	1.64	1.34	1.88	1.36	1.66	1.60	1.49

### Weekly Hours of Work

Retail trade employees averaged 36.9 hours of work a week in June 1965 (table 6). A 40-hour workweek is a commonly accepted standard and more employees ( $1\frac{2}{3}$  million, one-fourth of the work force) worked these hours than worked any other set of hours on the hours scale. Part-time work (less than 35 hours a week) and relatively long workweeks (48 hours or more) are also common in retail trade—three-tenths of the retail employees worked on a part-time basis and nearly one-fifth had long workweeks.

Among the four geographic regions, average weekly hours were 34.4 in the Northeast, 36.3 in the North Central region, 37 in the West, and 39.6 in the South. Half the employees in the Northeast worked less than 40 hours, the largest proportion in any of the regions, contributing to this region's relatively low level of weekly hours. The distribution of average weekly hours for employees in the North Central region generally conformed to the nationwide pattern. In the West, the largest proportion of employees in any of the four regions, one-third, worked 40 hours a week, making this the only region in which more employees worked 40 hours than part time (fewer than three-tenths). These factors combined to give the West next to the longest average workweek. The length of the average workweek in the South is attributable to the fact that close to one-half the employees worked more than 40 hours a week and more than one-fourth worked 48 hours or more, one and a half times the proportion in the region with the next longest average workweek.

Employees in nonmetropolitan areas averaged 39.3 hours of work during the survey week, 3.3 hours more than those in metropolitan areas (table 7). Seven out of 10 employees in metropolitan areas worked 40 hours or less, and only 1 out of 2 employees worked such hours in the smaller areas. Similarly, of the employees who worked over 40 hours a week, one-half of those in metropolitan areas, compared with only two-fifths of those in nonmetropolitan areas, worked less than 48 hours.

Among the regions, the length of the workweek in metropolitan areas ranged from 34.1 hours in the Northeast to 38.9 hours in the South; and in nonmetropolitan areas, from 36.3 to 40.8 hours in the same two regions. In each of the regions, employees in nonmetropolitan areas worked longer hours, on the average, than those in metropolitan areas. The differential was 2.3 hours or

less in three of the regions, smaller than on a nationwide basis. In the North Central region, employees in the smaller population areas worked 3.8 hours more than those in the larger areas. This region had next to the largest proportion of part-time metropolitan area employees and next to the largest proportion of nonmetropolitan area employees working long hours.

Men had a longer average workweek than women, 39.3 hours compared with 33.4 hours (table 8). Women constituted a disproportionately large part of the part-time work force, whereas men generally worked the longer hours. Two-fifths of the women, compared with one-fourth of the men, worked on a part-time basis. Although overall women accounted for 2 out of 5 employees, they accounted for 1 out of 2 part-time employees. On the other hand, nearly three-tenths of the men (but only 5 percent of the women) worked 48 hours or more, and these 1.1 million men constituted all but one-eighth of the employees working long hours.

On a regional basis, the length of the workweek for men ranged from 36.8 to 42.1 hours, and for women from 31.2 to 35.9 hours in the Northeast and South, respectively. The pattern of hours worked by men and women regionally differed only in degree from the nationwide pattern. The only region in which more than one-sixth of the women worked longer than 40 hours was the South, where nearly three-tenths worked such hours, accounting for 1 out of 2 women in the Nation who worked longer than 40 hours. Similarly, the South was the only region in which a greater proportion of men worked 48 hours or more (nearly two-fifths) than less than 40 hours (fewer than one-fourth).

There appeared to be little relationship between the length of the average workweek and enterprise size. Employees in enterprises with \$1 million or more in annual sales had the lowest average weekly hours, 35.7, those in enterprises with less than \$250,000 in sales had the next highest, 37.1, and those in the intermediate sales-size enterprises had the highest, 39.3 (table 9).

Although there were points on the weekly hours scale where there was some similarity between 2 of the 3 enterprise sales-size classes, each distribution was unique. For instance, roughly one-third of the employees in both the largest and smallest enterprises worked part-time compared with only one-fourth of those in enterprises with sales of \$250,000 to \$1,000,000. On the other hand, the proportion of employees who worked 35 to 40 hours inclusive exceeded two-fifths in the largest enterprises but was less than three-tenths in each of the smaller enterprises. More than one-fourth of the employees in both enterprises with less than \$250,000 and those with \$250,000 to \$1,000,000 in sales, were on long workweeks, more than double the proportion in the largest enterprises.

Employees in establishments with \$250,000 or more in sales worked longer hours, on the average, than their counterparts in lower volume establishments in the same enterprise group. However, when employees were grouped by establishment sales-size without regard for enterprise size, the length of the average workweek was identical, 36.9 hours, in both establishment groups.

Since they constituted at least nine-tenths of the employment in their enterprise group, the distribution of employees in establishments with \$250,000 or more in sales by weekly hours paralleled that already noted in their respective enterprise groups. Thus, establishments with \$250,000 or more in sales which were part of enterprises with \$1 million or more in sales had the smallest proportion of employees who worked more than 40 hours a week (one-fourth, compared with from one-third to almost one-half in the other enterprise-establishment groups). This is of interest since the employees in these establishments made up the great majority of those covered by the maximum hours provisions of the

1961 amendments to the Fair Labor Standards Act. The amendments required most large retail establishments to pay their employees time and one-half for work beyond a maximum weekly standard—44 hours beginning September 1963, 42 hours a year later, and 40 hours beginning September 1965. However, even in June 1961, prior to the implementation of the amendments, only slightly more than three-tenths of the employees in these establishments worked more than 40 hours a week.<sup>5</sup>

Average weekly hours among employees in the seven major industry groups ranged from 33.8 for those in apparel and accessory stores to 42.8 for those at automotive dealers and gasoline service stations (tables 31–48). Employees at building materials dealers, and in furniture, home furnishings, and household appliance stores, with average workweeks of 42.3 and 38.9 hours, respectively, were the only others who exceeded the overall average of 36.9 hours of work a week.

The three major groups with the longest average workweeks each had a much smaller proportion of part-time employees than the other groups—fewer than one-fifth, compared with from one-third to two-fifths. Similarly, between two-fifths and two-thirds of their employees worked longer than 40 hours; among the four groups with the lower average no more than one-third worked such hours. The automotive dealers and gas stations group, and the building materials group had large proportions of employees who worked 48 hours or more a week, nearly two-fifths and one-third, respectively. In the furniture group, only one-fifth of the employees worked as much as 48 hours during the week and among the other groups the proportions were still smaller. Together, building materials dealers; automotive dealers and gasoline service stations; and furniture, home furnishings, and household appliance stores, which accounted for three-tenths of all the employees in retail trade, had fewer than one-fifth of the retail employees who worked less than 35 hours a week and three-fifths of those who worked 48 hours or more.

The relationship between the regions which was noted for all retail trade (shortest workweek in the Northeast, longest in the South) generally held true for each of the major groups. Similarly, the relationship between the major groups on a nationwide basis was generally paralleled in each region; employees at automotive dealers and gasoline stations and at building materials dealers worked the longest hours. Employees in metropolitan areas averaged fewer hours of work a week than those in nonmetropolitan areas, regardless of the major industry group.

Major industry group	Average weekly hours			
	Metro-politan areas	Nonmetro-politan areas	Men	Women
Building materials, hardware, and farm equipment dealers -----	41.3	43.8	43.4	36.1
General merchandise stores -----	33.7	35.3	36.3	33.1
Food stores -----	33.7	36.2	35.2	32.5
Automotive dealers and gasoline service stations -----	42.1	44.3	43.3	37.7
Apparel and accessory stores ----	33.7	33.9	36.1	32.7
Furniture, home furnishings, and household appliance stores -----	38.4	40.3	40.4	35.2
Miscellaneous retail stores -----	35.0	38.4	37.3	34.1

<sup>5</sup> See Employee Earnings in Retail Trade, June 1961 (Bulletin 1338-8, 1963), table 15.

In each major group, men worked longer hours, on the average, than women. The longest workweeks for both men and women were registered in the automotive and building materials major groups. The high average for men in these two groups reflects the large proportions who worked 48 hours or more (about two-fifths in each group, compared with no more than about one-fourth in the others). The average for women in these two groups, on the other hand, reflects the relatively small proportions working part-time and larger proportions working a 35 to 40-hour week. In none of the major groups did even one-tenth of the women work as long as 48 hours a week.

There was no consistent relationship between enterprise size and the average length of the workweek among the major groups as the tabulation below shows. In each major group, however, employees in the high volume establishments of an enterprise worked longer hours, on the average, than those in the low volume establishments. In each enterprise-establishment grouping the relationship among the major groups on the basis of the average length of the workweek was substantially the same as that noted on an overall basis. Thus, employees in the automotive and gas station group and in the building materials group worked the longest week; with one exception, employees in the apparel group worked the shortest week, on the average.

Major industry group	Average weekly hours of employees in enterprises with annual sales of—		
	\$1,000,000 or more	\$250,000 to \$1,000,000	Less than \$250,000
Building materials, hardware, and farm equipment dealers -----	43.0	42.3	41.8
General merchandise stores -----	33.7	38.1	34.3
Food stores -----	33.4	36.8	34.7
Automotive dealers and gasoline service stations -----	43.2	43.6	41.8
Apparel and accessory stores -----	33.1	34.8	33.9
Furniture, home furnishings, and household appliance stores -----	39.1	39.7	38.0
Miscellaneous retail stores -----	38.3	36.6	34.5

Even sharper differences in average weekly hours were found among the employees of the 11 groups for which data are shown separately. Average workweeks were shortest for limited price variety store employees, 31.7 hours, and longest for those employed by motor vehicle dealers, 43.7 hours. Employees at gasoline stations, furniture stores, and appliance stores, in addition to those at motor vehicle dealers, had an average workweek in excess of the all-retail trade average. With the exception of gasoline stations, these groups had relatively small proportions of part-time employees, fewer than one-fifth, compared with about three-tenths to two-fifths among the other groups. In gasoline stations, three-tenths of the work force consisted of part-time employees; the relatively long average workweek reflects the large proportion working long hours, close to one-half. Even at automobile dealers, fewer than one-third of the employees worked as many as 48 hours a week. Among the remaining groups, not even one-fourth of the employees worked as many as 48 hours.

The relationships for the various characteristics studied which were noted for all retail trade and for the major groups held true, by and large, for the industry groups as well. In each of the 11 industry groups studied separately, the longest average workweek was in the South, and in 8, the shortest was in the Northeast. In 10 groups, employees in metropolitan areas worked fewer

hours a week, on the average, than those in nonmetropolitan areas and in the other group their hours were identical. Men averaged more hours of work a week than women except in limited price variety stores, where they averaged the same, and drug stores, where women worked 1.8 hours more than men. However, in every industry a greater proportion of men than women worked more than 40 hours a week. In most of the industry groups in which comparisons were possible, employees in establishments with \$250,000 or more in sales averaged more hours of work a week than their counterparts in establishments with a lower sales volume in the same enterprise group.

### Average Weekly Earnings

Retail employees averaged \$68.07 a week at straight-time rates in June 1965 (table 12). Average weekly earnings ranged from \$13.56 for employees who worked less than 15 hours a week to \$98.36 for those who worked 44 hours. Average weekly earnings are dependent upon two variables: Average hourly earnings and the number of hours worked during the week. As has been shown, lower pay is associated more with part-time work and long workweeks than with a workweek of about 40 hours. It is, therefore, not surprising to find that average weekly earnings did not vary directly with the number of hours worked during the week. For example, employees who worked over 40 but less than 44 hours a week averaged less per week than employees who worked 40 hours. Also, employees who worked 44 hours a week earned more per week, on the average, than those who worked a longer week. Thus, although they worked a greater number of hours, some employees, because of their lower hourly pay, were unable to earn as much (on a straight-time basis) in a week as others who worked fewer hours at a higher rate of pay.

Among the regions, average weekly earnings ranged from \$60.95 in the South to \$82.34 in the West. The earnings differential between the South and each of the other regions was narrower on a weekly than on an hourly basis, reflecting the effect of the longer average workweek in the South on the weekly wage level there. In every region but the Northeast, employees who worked 44 hours a week earned more per week than any others. In the Northeast, employees who worked at least 48 hours a week had the highest weekly earnings, reflecting the relatively narrow differential between their hourly pay level and that of employees working shorter weeks. (See table 11.)

Employees in metropolitan areas averaged \$70.31 a week, \$8.73 or 14 percent more than those in nonmetropolitan areas. (See tabulation on following page.) The relative pay advantage of metropolitan area employees over those in nonmetropolitan areas was 10 percentage points smaller on a weekly than on an hourly basis because employees in the smaller population areas worked longer weekly hours, on the average, and were able to compensate somewhat for their lower hourly earnings.

Men earned \$80.24 a week, on the average, \$29.33 more than women. This was a relative advantage of 58 percent, compared with a 34 percent advantage on an hourly basis, and reflects the combination of higher hourly earnings and a longer workweek operating to the advantage of the men.

Among employees of the various establishment sales-size groups those in establishments with \$250,000 or more in sales which were part of enterprises with \$250,000 to \$1,000,000 in sales had the highest weekly earnings. Although their hourly earnings were 11 cents below those of employees in similar establishments which were part of \$1 million enterprises, they worked 3.8 hours longer during the week, making their weekly earnings highest.

Employees	Average weekly earnings
Metropolitan areas -----	\$70.31
Nonmetropolitan areas -----	61.58
Men -----	80.24
Women -----	50.91
Enterprises with \$1,000,000 or more in annual sales -----	70.98
Establishments with \$250,000 or more in annual sales -----	72.29
Establishments with less than \$250,000 in annual sales -----	54.20
Enterprises with \$250,000 to \$1,000,000 in annual sales -----	73.92
Establishments with \$250,000 or more in annual sales -----	75.40
Establishments with less than \$250,000 in annual sales -----	60.30
Enterprises with less than \$250,000 in annual sales -----	58.59

The interaction of hourly earnings and weekly hours is well illustrated by the relationships existing between employees in gasoline stations and those in each of two other industries—women's ready-to-wear and grocery. (See tabulation below.) Gas station employees averaged 3 cents an hour less than those in women's ready-to-wear. However, they worked 9 hours longer, on the average, than those in ready-to-wear and thus held a \$13 edge in term of weekly earnings. On the other hand, gas station employees and grocery employees averaged about the same on a weekly basis—\$63.24 and \$66.20, respectively. This similarity masks the 41-cent (27 percent) hourly pay advantage of grocery employees and the fact that gas station employees, on the average, had to work better than 7 hours more each week in order to achieve the weekly pay level of grocery store employees.

Major industry groups	Average weekly earnings
Building materials, hardware, and farm equipment dealers -----	\$83.75
General merchandise stores -----	55.51
Food stores -----	65.36
Automotive dealers and gasoline service stations -----	86.36
Apparel and accessory stores -----	57.39
Furniture, home furnishings, and household appliance stores -----	81.46
Miscellaneous retail stores -----	62.79
Selected industry groups	
Department stores -----	58.71
Limited price variety stores -----	41.53
Grocery stores -----	66.20
Motor vehicle dealers -----	105.40
Gasoline service stations -----	63.24
Men's and boys' clothing and furnishings stores -----	70.50
Women's ready-to-wear stores -----	50.41
Shoe stores -----	62.10
Furniture, home furnishings, and equipment stores -----	81.82
Household appliance stores -----	83.37
Drug and proprietary stores -----	52.04

### Hourly Earnings and Weekly Hours

Employees in retail trade were grouped by their average hourly earnings and, within each earnings group, distributed by their weekly hours of work (table 10). Tabulating the data in this manner revealed that, for the groups earning at least \$1.15 an hour, as average hourly earnings increased the average number of weekly hours of work generally rose. Employees in each earnings group below \$1.50 an hour (except under \$1) worked fewer hours, on an average, than the overall average of 36.9 hours, those in the earnings groups at or above \$1.50 worked more hours during the week surveyed, as shown below.

Employees with average hourly earnings of—	Average weekly hours of work
Under \$1.00 -----	38.0
\$1.00 and under \$1.15 -----	34.0
\$1.15 and under \$1.25 -----	32.8
\$1.25 and under \$1.35 -----	32.4
\$1.35 and under \$1.50 -----	36.4
\$1.50 and under \$1.75 -----	37.0
\$1.75 and under \$2.00 -----	38.8
\$2.00 and under \$2.50 -----	39.1
\$2.50 and under \$3.00 -----	40.6
\$3.00 and over -----	40.5

These averages, however, become more meaningful when the distribution of employees within the various earnings groups is examined. For example, from the tabulation shown below it becomes apparent that among lower paid employees (those paid less than \$1.25 an hour) both part-time work and long weeks (although to a lesser extent) were more common than among higher paid employees (i. e., those paid \$1.50 or more).

Weekly hours of work	Average hourly earnings of—						
	Under \$1.00	Under \$1.15	Under \$1.25	\$1.50 and over	\$2.00 and over	\$2.50 and over	\$3.00 and over
Under 35 -----	35	41	42	20	15	11	11
40 to 42 inclusive -----	13	15	17	36	41	46	47
Over 42 -----	45	38	31	35	37	37	37
48 and over -----	34	27	21	20	19	18	17

Similarly, it is evident that the average workweek of 38 hours reported for employees paid less than \$1 an hour is not typical of the work schedule for the majority of employees within this earnings group. These lower paid employees, in fact, were more likely to work either on a part-time basis (one-third worked less than 35 hours a week) or comparatively long hours (one-third worked 48 hours or more). Nearly two-fifths of the employees who were paid less than \$1 an hour and who worked 48 hours or more were concentrated in the automotive dealers and gasoline service station industry, which accounted for one-fifth of the retail work force. The relationship which exists between lower earnings and long workweeks becomes more striking when the tabulation is limited to employees who worked 40 hours or more as shown below.

Weekly hours of work	Average hourly earnings of—						
	Under \$1.00	Under \$1.15	Under \$1.25	\$1.50 and over	\$2.00 and over	\$2.50 and over	\$3.00 and over
40 to 42 -----	23	28	34	51	53	56	56
Over 42 -----	77	72	65	49	47	45	44
48 and over -----	58	51	45	28	25	21	21

Significantly, only one-eighth of all employees who were paid less than \$1 an hour worked from 40 to 42 hours inclusive. However, such a workweek became more prevalent at each higher point on the pay scale until, at the upper end of the scale, nearly one-half the employees were working such hours. This increased concentration of employees working from 40 to 42 hours, combined with the decline in the proportion of part-time employees, is largely responsible for the longer average workweeks among the higher earnings group—rather than an increase in the proportion of employees working over 42 hours. In fact, the proportion of employees working over 42 hours a week held relatively constant at the upper levels; those working 48 hours or more became slightly smaller at each progressive step up the pay scale.

When employees within each of the four regions were distributed in the same manner, the hours and earnings relationships that developed generally followed those noted for all retail trade. Some differences, however, are significant and require amplification. From the tabulation below, it is apparent that in the Northeast (in particular) and North Central region (to a lesser extent) part-time work was extremely common among low paid employees; few worked long hours.

Weekly hours of work	Employees with average hourly earnings of—							
	Less than \$1.00				\$3.00 or more			
	North- east	South	North Central	West	North- east	South	North Central	West
Under 35 -----	62	29	54	30	11	8	11	12
40 to 42 inclusive -----	15	13	13	27	48	34	44	52
Over 42 -----	15	52	26	39	31	53	40	32
48 and over -----	12	40	17	26	13	25	16	18

In the Northeast more than three-fifths of the employees who were paid less than \$1 an hour worked on a part-time basis. Nearly one-third of these employees were in general merchandise stores (the majority in department stores) which, due to the long hours most of these stores are open to the public, supplement their full-time work force with substantial numbers of part-time employees (usually women). In sharp contrast, the majority of the employees in the South who were paid less than \$1 an hour worked comparatively long hours—more than one-half worked over 42 hours a week and two-fifths worked at least 48 hours a week. Thus, in the Northeast and North Central regions the lowest paid retail employees worked on a part-time basis, whereas, in the South (the lowest paying region) 2 out of 3 employees who were paid less than \$1 an hour worked at these low paying jobs on a full-time basis (40 hours or more a week). Automotive dealers and gas stations (primarily the latter) in the South accounted for 44 percent of the region's work force who were paid less than \$1 an hour and who were working at least 48 hours a week. Furthermore, even employees in the highest earnings group in the South worked longer hours than their counterparts in the other regions. Over one-half of the employees with earnings of \$3 or more an hour worked more than 42 hours a week in the South, whereas, among the other regions, no more than two-fifths of the employees with such earnings worked similar hours.

Interestingly, when employees in metropolitan and nonmetropolitan areas were similarly distributed, each distribution—although to a lesser extent in nonmetropolitan areas—generally followed the pattern established by all retail trade. At most points along the earnings scale, greater proportions of metropolitan area employees worked part time; long weeks were more common among nonmetropolitan area employees.



More variation was found when men and women were compared. Among the men, part-time work and, to a smaller degree, long weeks became less common and a standard workweek more common as hourly earnings increased. Among the women, part-time work declined in importance with increasing hourly earnings but the decline was not as great as among men. Even among the highest paid women more than one-fourth worked part time. Long weeks were worked by only small proportions of women, except among those paid less than \$1 an hour, more than one-fifth of whom worked such hours. About three-fifths of these women were employed in miscellaneous stores (mostly drug stores) and general merchandise stores.

When employees were grouped according to the number of hours they worked each week and then distributed by the average hourly earnings much the same picture emerged (table 11). That is, greater proportions of low paid employees (paid less than \$1.25 an hour) were found among those working part time or long weeks than among those working a standard week (40-42 hours). This last group, on the other hand, had the greatest proportions paid \$1.50 or more and the smallest proportions paid less than \$1.25. In terms of average hourly earnings, employees on a standard week (as well as those working from 40 to 48 hours) earned \$2.04, 27 cents more than those working at least 48 hours a week and 54 cents more than those working less than 35 hours a week.

Among the several characteristics studied separately, there was general adherence to this earnings pattern.

#### Wage Changes, June 1962-June 1965

The Bureau's 1962 survey<sup>6</sup> of employee earnings and hours in retail trade makes possible a measurement of the change in employee pay levels and distributions over a 3-year period. During this period retail employment increased by nearly one-tenth, from 6.1 million in 1962 to 6.7 million in 1965 and average straight-time hourly earnings rose by 18 cents, from \$1.67 to \$1.85. This advance of nearly 11 percent in the pay level reflects changes throughout the earnings distribution but especially in the lower reaches. The change in earnings for the middle 50 percent of the work force is an indication of the widespread earnings increase. In June 1962, the middle 50 percent of the employees earned between \$1.12 and \$1.99 an hour. By June 1965, the same group was earning between \$1.27 and \$2.13 an hour. Thus, the earnings differential separating the lowest from the highest paid fourth of the employees narrowed by only 1 cent, reflecting the similarity of the wage increases for these two groups. Similarly, median earnings rose from \$1.43 an hour to \$1.54 an hour.

The proportion of employees paid less than \$1 an hour declined from close to one-tenth to about one-twentieth. Greater changes occurred above this point on the pay scale, however. Nearly one-eighth of the employees earned between \$1 and \$1.05 an hour in 1962, but fewer than one-twentieth had such earnings in 1965. Much of the earlier concentration at this pay level was attributable to the Federal minimum wage of \$1 an hour which applied to most employees in large retail enterprises. However, in 1965, when the minimum for such employees was \$1.15 an hour, there was no concentration at this pay level. But nearly one-eighth of the employees were grouped at or just above \$1.25 an hour,

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<sup>6</sup> See Employee Earnings in Retail Trade, June 1962 (BLS Bulletin 1380, 1963). Data for June 1962 which were published previously were readjusted to the updated 1962 employment levels reported in Employment and Earnings Statistics for the United States, 1909-64 (December 1964). Consequently, data for June 1962 shown in this bulletin are not necessarily identical to those published previously.

which in September 1965 was to be the new Federal minimum wage applied to covered employees. The decline in the proportion of employees who were paid less than \$1.25 an hour, from more than one-third to less than one-fifth, was the most noteworthy change in the distribution during the 3 years. Changes were also evident at the upper end of the distribution; for example, the proportion of employees earning \$2 or more increased from one-fourth to three-tenths.

Item	United States	North-east	South	North Central	West
Average hourly earnings:					
1962-----	\$1.67	\$1.80	\$1.38	\$1.67	\$2.04
1965-----	1.85	1.95	1.54	1.85	2.22
Percent of employees earning—					
Under \$1.00:					
1962-----	9.4	1.8	20.5	8.7	2.7
1965-----	5.4	.8	14.1	4.0	.8
\$1.00 and under \$1.05:					
1962-----	11.6	8.5	16.9	12.6	5.0
1965-----	4.4	2.7	6.7	5.2	1.8
Under \$1.15:					
1962-----	27.2	15.6	45.3	27.9	11.3
1965-----	12.1	4.6	24.4	12.1	3.7
\$1.15 and under \$1.20:					
1962-----	4.6	5.9	5.0	3.8	2.9
1965-----	5.3	2.6	10.0	5.4	1.8
Under \$1.25:					
1962-----	34.4	24.5	53.1	34.6	15.6
1965-----	19.3	8.3	37.6	19.8	6.0
\$1.25 and under \$1.30:					
1962-----	7.5	7.8	6.3	7.9	8.3
1965-----	11.6	14.9	11.9	11.5	6.0
Under \$2.00:					
1962-----	75.2	71.2	86.9	75.9	58.6
1965-----	69.8	66.3	82.4	70.6	53.6
\$3.00 or more:					
1962-----	5.6	5.5	2.9	5.1	11.9
1965-----	9.3	9.0	4.4	8.3	19.1

Average hourly pay levels advanced by similar amounts in each of the four regions, by 15 cents in the Northeast, 16 cents in the South, and 18 cents in the West and North Central regions. In relative terms, these increases ranged from 8 percent in the Northeast to 12 percent in the South. Thus, the interregional pay differential widened somewhat in absolute terms, but narrowed slightly on a relative basis.

Changes in the distribution of earnings were evident in each region. At the lower end of the pay scale, the sharpest changes occurred in the South. The proportion of southern employees paid less than \$1.15 an hour dropped from 45 percent to 24 percent, accounting for two-fifths of the nationwide decline at this pay level. At the same time, the South was the only region in which there was a substantial increase in the proportion of employees paid between \$1.15 and \$1.20 an hour—from one-twentieth to one-tenth. Substantial decreases in the proportion of employees paid less than \$1.25 an hour were recorded. In each of the regions, except the West, the decline amounted to from 15 to 16 percentage points. In the West, the decline was only 10 points, but in 1962 only 16 percent of the employees in the West earned less than \$1.25. The West was also the only region in which there was no increase in the proportion of employees earning between \$1.25 and \$1.30 an hour. Further up the pay scale changes in the distribution were more alike. For example, the proportions earning at least \$1.50 an hour increased by 7 to 9 percentage points, depending on region.

Earnings for the Nation's retail employees in metropolitan areas advanced by 17 cents an hour, to \$1.95, earnings for those in nonmetropolitan areas advanced by 13 cents an hour, to \$1.57, widening the difference between the two areas both absolutely and relatively. The proportion of employees earning less than \$1.15 an hour decreased in both areas—from 21 to 8 percent in urban areas and from 41 to 25 percent in less urbanized areas. Although nonmetropolitan area employees accounted for only about one-fourth of the retail work force, these employees represented more than two-fifths of the reduction in workers earning less than \$1.15 an hour. Little change was evident in either area in the proportion of employees earning between \$1.15 and \$1.20 an hour. The proportion of employees earning less than \$1.25 declined by the same amounts in both areas, from 28 to 15 percent, in metropolitan areas, and from 48 to 34 percent in nonmetropolitan areas. Similarly, there was little difference between the areas in changes which took place further up the pay scale.

Item	Metropolitan areas	Nonmetropolitan areas
Average hourly earnings:		
1962-----	\$1.78	\$1.44
1965-----	1.95	1.57
Percent of employees earning—		
Under \$1.15:		
1962-----	21.1	40.8
1965-----	7.8	24.7
\$1.15 and under \$1.20:		
1962-----	4.6	4.4
1965-----	4.9	6.5
Under \$1.25:		
1962-----	28.4	47.7
1965-----	14.5	33.5
\$1.25 and under \$1.30:		
1962-----	7.5	7.5
1965-----	11.3	12.2
Under \$1.50:		
1962-----	47.3	65.6
1965-----	39.6	58.1
Under \$2.00:		
1962-----	71.0	84.5
1965-----	65.9	81.2
\$3.00 or more:		
1962-----	6.7	3.2
1965-----	11.1	4.2

The average hourly pay level for men increased by 20 cents an hour between surveys, 5 cents more than the increase for women. Each group showed marked changes in the lower end of its wage distribution. For example, the proportion of men paid less than \$1.15 an hour declined by about one-half, from 21 to 11 percent, and the proportion earning less than \$1.25 by about two-fifths, from 28 to 15 percent. For women, declines at the same intervals were three-fifths (from 37 to 14 percent) and more than two-fifths (from 47 to 26 percent), respectively. Thus, differences at the lower end of the pay scale narrowed over the 3-year period. At the higher end of the scale, on the other hand, differences become greater. The proportion of men earning at least \$3 an hour increased from 9 percent to 15 percent; the proportion of women with such earnings barely changed, as shown in the tabulation on the next page.

Item	Men	Women
Average hourly earnings:		
1962-----	\$1.84	\$1.37
1965-----	2.04	1.52
Percent of employees earning—		
Under \$1.15:		
1962-----	20.5	37.0
1965-----	10.5	14.4
\$1.15 and under \$1.20:		
1962-----	3.2	6.4
1965-----	3.3	8.1
Under \$1.25:		
1962-----	25.5	47.3
1965-----	15.0	25.5
\$1.25 and under \$1.30:		
1962-----	6.7	8.6
1965-----	9.4	14.5
Under \$1.50:		
1962-----	41.7	69.4
1965-----	34.1	58.8
Under \$2.00:		
1962-----	65.2	89.6
1965-----	59.2	84.8
\$3.00 or more:		
1962-----	8.9	.8
1965-----	14.6	1.8

Average earnings of employees in enterprises with \$1 million or more in annual sales increased by 19 cents an hour, from \$1.80 in June 1962.<sup>7</sup> Earnings of those in smaller enterprises increased by 16 cents an hour, from \$1.55.

Item	Enterprises with annual sales of— \$1,000,000 or more			Enterprises with annual sales of— less than \$1,000,000		
	Total	Establishments with annual sales of—		Total	Establishments with annual sales of—	
		\$250,000 or more	Less than \$250,000		\$250,000 or more	Less than \$250,000
Average hourly earnings:						
1962-----	\$1.80	\$1.83	\$1.47	\$1.55	\$1.73	\$1.44
1965-----	1.99	2.02	1.55	1.71	1.91	1.58
Percent of employees earning—						
Under \$1.15:						
1962-----	21.6	19.6	41.8	32.9	22.5	38.9
1965-----	4.0	2.3	24.7	20.5	11.8	25.9
\$1.15 and under \$1.20:						
1962-----	5.2	5.2	5.0	3.9	4.1	3.8
1965-----	7.5	7.5	7.7	3.0	3.6	2.6
Under \$1.25:						
1962-----	29.9	28.0	49.9	38.9	28.9	44.7
1965-----	13.8	12.1	35.4	25.0	16.8	30.1
\$1.25 and under \$1.30:						
1962-----	5.8	5.7	6.7	9.2	7.2	10.4
1965-----	10.5	10.4	12.1	12.6	10.5	13.9
Under \$1.50:						
1962-----	48.1	46.4	66.2	57.9	47.4	64.0
1965-----	40.3	38.5	64.3	48.5	39.0	54.4
Under \$2.00:						
1962-----	71.0	69.8	82.8	79.4	72.2	83.7
1965-----	65.4	64.0	83.6	74.3	65.6	79.6
\$3.00 or more:						
1962-----	6.3	6.6	3.1	4.9	7.0	3.7
1965-----	11.4	12.0	3.6	7.2	10.7	5.0

<sup>7</sup> In 1962, data were tabulated for enterprises with \$1 million or more and those with less than \$1 million in annual sales as well as for establishments with more and less than \$250,000 in sales. The analysis of change is therefore limited to these groups.

Since nine-tenths of the employees in enterprises with \$1 million or more in sales worked in establishments with \$250,000 in sales, changes in the level and distribution of earnings in these establishments almost exclusively accounted for the changes in the enterprise group. Except for the approximately 15 percent working at automobile and farm equipment dealers and in food service occupations, employees in these establishments were generally under the protection of the Fair Labor Standards Act. The proportion of employees paid less than \$1.15 an hour, the minimum wage applied to covered retail establishments beginning September 1964, declined from one-fifth to only 2 percent between June 1962 and 1965. There was a similar sharp decline in the proportion paid less than \$1.25 an hour, from close to three-tenths to fewer than one-eighth. At the same time, the proportion earning between \$1.25 and \$1.30 an hour doubled, from one-twentieth to one-tenth. While changes in the distribution were not confined to the lower end of the pay scale, they were much greater there than towards the higher end of the scale. Overall, average hourly earnings in these establishments increased 19 cents.

Of course, the Federal minimum wage was not the only force acting to change employee earnings in retail trade. This is readily seen from an examination of the changes in the pay structure in the three other establishments groups which were generally exempt from the provisions of the Fair Labor Standards Act. Average hourly earnings among these establishments increased by from 8 to 18 cents an hour. Reductions in the proportions of employees paid less than \$1.15 and less than \$1.25 an hour in these establishments almost matched the magnitude of those in establishments covered by FLSA. Since they were greater in 1962, the proportions of employees earning less than these amounts (especially \$1.15) in noncovered establishments remained substantially greater than in covered establishments. Increases in the proportion of employees paid \$2 an hour or more were about the same in both establishment groups in the low volume enterprises as in establishments with \$250,000 or more in sales which were part of \$1 million enterprises. However, there was virtually no change in the proportion of such employees in establishments with less than \$250,000 in sales which were part of \$1 million enterprises.

The average pay level increased for employees in each of the seven major retail trade groups, by 13 cents an hour in miscellaneous retail stores to 25 cents an hour at automotive dealers and gasoline service stations. In 4 of the 7 groups, average earnings increased by 18 to 20 cents an hour.

No relationship appeared to exist between the amount the pay level advanced in a major group and its wage level in June 1962. For example, average earnings in furniture, home furnishings, and household appliance stores (the highest paying industry in 1962) advanced by 20 cents an hour, or by 11 percent, whereas in apparel and accessory stores (next to the lowest paying industry in 1962) earnings advanced by 19 cents an hour, or 13 percent.

Major industry groups	Wage level in June 1962	Cents-per- hour increase, 1962-1965	Relative increase, percent
General merchandise stores -----	\$1.49	0.14	9.4
Apparel and accessory stores -----	1.51	.19	12.6
Miscellaneous retail stores -----	1.62	.13	8.0
Food stores -----	1.73	.18	10.4
Automotive dealers and gasoline service stations -----	1.77	.25	14.1
Building materials, hardware, and farm equipment dealers -----	1.79	.19	10.6
Furniture, home furnishings, and household appliance stores -----	1.90	.20	10.5

The proportions of employees earning less than \$1.15 and less than \$1.25 an hour declined markedly between surveys in each of the major industry groups as shown below. The most dramatic declines occurred in general merchandise stores, where the proportion paid less than these amounts declined from 34 and 45 percent, respectively, in 1962 to 9 and 23 percent, respectively, in 1965. As shown on the following tabulation, changes were not confined to the wage intervals noted above but were spread throughout the wage distributions. For example, the proportion of automotive dealer and gasoline service station employees who were paid \$3 or more an hour increased from 8 to 14 percent. Similarly, the proportion of employees in food stores with such earnings increased by 7 percentage points, from 5 to 12 percent.

Item	Major industry groups						
	Building materials, hardware, and farm equipment dealers	General merchandise stores	Food stores	Automotive dealers and gasoline service stations	Apparel and accessory stores	Furniture, home furnishings, and equipment stores	Miscellaneous retail stores
Percent of employees earning—							
Under \$1.15:							
1962-----	15.1	33.8	26.0	23.4	32.5	16.1	30.4
1965-----	6.8	9.4	12.5	13.7	12.6	7.9	18.3
\$1.15 and under \$1.20:							
1962-----	3.8	7.3	2.9	3.0	5.2	3.0	5.1
1965-----	1.8	9.8	5.6	1.5	7.7	1.8	3.5
Under \$1.25:							
1962-----	21.4	45.3	30.9	28.4	41.3	20.7	37.4
1965-----	9.7	22.6	19.8	16.2	22.2	10.7	23.6
\$1.25 and under \$1.30:							
1962-----	7.0	7.3	5.8	8.0	9.3	7.2	8.6
1965-----	10.0	13.5	10.7	9.0	13.0	9.4	13.5
Under \$1.50:							
1962-----	39.4	66.8	45.8	46.7	63.1	37.8	55.8
1965-----	30.4	57.0	41.3	35.6	50.3	29.4	47.7
Under \$2.00:							
1962-----	67.9	85.8	67.7	70.7	83.9	64.3	76.9
1965-----	59.6	82.3	63.0	62.2	77.2	57.9	73.2
\$3.00 or more:							
1962-----	7.5	3.0	4.9	8.4	3.0	10.2	6.0
1965-----	12.9	4.1	11.6	13.7	4.6	14.8	8.1

Among the 11 selected industry groups, increases in the average pay level ranged from 10 cents an hour in shoe stores to 27 cents an hour at motor vehicle dealerships. Among 6 of the 11 groups earnings increased from 17 to 20 cents an hour. As was noted for the major groups, no relationship appeared to exist between the amount of the wage increase and the 1962 pay level in the industry group.

More dramatic changes appeared among the wage distributions in the selected industry groups than among the major groups. Generally, the more striking changes were found among the lower paying industries. For example, the proportion of employees in limited price variety stores who were paid less than \$1.15 an hour declined from two-thirds in June 1962 to about one-fifth in June 1965. In women's ready-to-wear stores, department stores, and drug stores, the proportion earning less than \$1.15 an hour declined by from 18 to 22 percentage points. While changes at higher pay levels took place in each of the groups, they were generally smaller than those taking place at lower levels.

## Selected lines of business

Item	Department stores	Limited price variety stores	Grocery stores	Motor vehicle dealers (new and used cars)	Gasoline service stations	Men's and boys' clothing and furnishings stores
Average hourly earnings:						
1962 -----	\$1. 61	\$1. 13	\$1. 75	\$2. 13	\$1. 34	\$1. 75
1965 -----	1. 75	1. 31	1. 93	2. 40	1. 52	1. 92
Percent of employees earning—						
Under \$1. 15:						
1962 -----	22. 0	65. 2	25. 1	13. 3	38. 0	21. 7
1965 -----	2. 0	21. 5	10. 9	8. 0	23. 4	8. 4
\$1. 15 and under \$1. 20:						
1962 -----	7. 5	8. 2	2. 6	1. 9	3. 3	3. 4
1965 -----	8. 3	17. 5	6. 1	1. 0	2. 1	4. 2
Under \$1. 25:						
1962 -----	34. 2	77. 4	29. 6	16. 9	43. 4	27. 0
1965 -----	12. 8	47. 4	18. 7	9. 9	26. 6	13. 9
\$1. 25 and under \$1. 30:						
1962 -----	7. 8	6. 3	5. 2	4. 1	13. 6	9. 6
1965 -----	14. 7	15. 4	9. 8	5. 0	13. 7	12. 0
Under \$1. 50:						
1962 -----	59. 3	91. 4	44. 1	30. 1	68. 0	45. 7
1965 -----	49. 9	83. 0	39. 2	22. 5	54. 5	36. 2
Under \$2. 00:						
1962 -----	82. 8	97. 9	66. 8	55. 2	88. 6	70. 7
1965 -----	78. 4	95. 2	61. 0	45. 5	83. 4	64. 7
\$3. 00 or more:						
1962 -----	3. 9	. 2	4. 5	15. 1	1. 7	5. 8
1965 -----	5. 2	. 5	12. 0	23. 4	2. 5	8. 8
		Women's ready-to-wear stores	Shoe stores	Furniture, home furnishings, and equipment stores	Household appliance stores	Drug and proprietary stores
Average hourly earnings:						
1962 -----		\$1. 35	\$1. 74	\$1. 91	\$1. 83	\$1. 45
1965 -----		1. 55	1. 84	2. 10	2. 09	1. 56
Percent of employees earning—						
Under \$1. 15:						
1962 -----		37. 6	24. 8	16. 7	16. 7	46. 9
1965 -----		15. 6	11. 4	8. 0	7. 1	28. 9
\$1. 15 and under \$1. 20:						
1962 -----		6. 2	3. 8	3. 0	2. 6	4. 5
1965 -----		10. 4	5. 5	2. 2	1. 4	6. 1
Under \$1. 25:						
1962 -----		47. 1	31. 6	21. 1	21. 3	53. 6
1965 -----		28. 7	19. 1	11. 3	9. 2	37. 6
\$1. 25 and under \$1. 30:						
1962 -----		9. 6	6. 9	7. 0	7. 4	8. 4
1965 -----		13. 3	9. 2	10. 0	8. 9	15. 0
Under \$1. 50:						
1962 -----		72. 6	48. 7	38. 3	38. 6	69. 8
1965 -----		58. 7	42. 5	30. 6	26. 6	63. 1
Under \$2. 00:						
1962 -----		92. 1	71. 4	64. 4	67. 0	82. 7
1965 -----		84. 5	69. 5	58. 9	54. 7	81. 6
\$3. 00 or more:						
1962 -----		1. 0	5. 3	11. 8	7. 4	7. 4
1965 -----		2. 7	5. 8	16. 1	13. 2	7. 4

## Changes in Weekly Hours of Work, June 1962–June 1965

Retail trade employees worked nearly 1 hour a week less, on the average, in June 1965 than in June 1962. The shortening of the average workweek from

37.8 to 36.9 hours reflects a small but noticeable movement away from long workweeks (48 hours or more) and towards more part-time employment (less than 35 hours a week). The proportion of employees on long workweeks declined by 3 percentage points, from 22 to 19 percent, matched by an increase from 27 to 30 percent in the proportion working part time. The nature of the change in the distribution is brought into sharp focus when it is noted that the number of employees who worked 48 hours or more declined by 73,000, despite an overall increase in employment of 563,000. Changes in the distribution, other than these, were negligible.

	Percent of employees working—									
	Average weekly hours		Under 35 hours		40 hours		Over 40 and under 48 hours		48 hours and over	
	1962	1965	1962	1965	1962	1965	1962	1965	1962	1965
United States -----	37.8	36.9	27.1	29.9	24.9	24.9	17.0	16.3	21.9	18.9
Northeast -----	35.6	34.4	31.7	36.1	25.7	24.6	15.7	13.7	13.9	12.5
South -----	40.5	39.6	20.9	22.6	21.2	21.4	20.4	20.3	30.0	26.8
North Central -----	37.5	36.3	29.0	33.0	23.6	22.9	16.7	16.5	22.0	17.9
West -----	37.2	37.0	27.0	27.8	32.8	33.8	13.5	13.4	19.8	17.9

Employees in each region worked fewer hours, on the average, in 1965 than in 1962. The length of the average workweek declined by 1.2 hours in both the Northeast and North Central regions, by 0.9 hours in the South, but by only 0.2 hours in the West. In each region the proportion of employees working more than 48 hours a week decreased while part-time employment increased, but none of these changes amounted to as much as 5 percentage points. In the West, the number of employees who worked 48 hours or more increased by about 28,000, even though they represented a smaller part of the region's retail work force in 1965 than in 1962. In each of the other regions the number working long hours declined.

The length of the average workweek declined by 0.8 hours in metropolitan areas and by 0.9 hours in nonmetropolitan areas from respective levels of 36.8 hours and 40.2 hours. Changes in the distribution of employees along the hours scale did not differ from the pattern noted on a national and regional basis.

	Percent of employees working—									
	Average weekly hours		Under 35 hours		40 hours		Over 40 and under 48 hours		48 hours and over	
	1962	1965	1962	1965	1962	1965	1962	1965	1962	1965
Metropolitan areas -----	36.8	36.0	28.9	31.6	28.0	27.0	16.0	15.3	16.9	15.4
Nonmetropolitan areas ---	40.2	39.3	23.2	25.3	17.8	18.6	19.5	19.3	32.8	29.3

The difference between men and women in the length of the average workweek narrowed somewhat between surveys. Men worked, on the average, 1.1 hours less and women 0.7 hours less in 1965 than in 1962. The proportion of men



working 48 hours or more declined from 33 to 29 percent while the proportion on a part-time week rose from 22 to 25 percent, following the general pattern noted previously. The decline in the proportion of women working long hours was only 1 percentage point, but only 6 percent worked such hours in 1962. The proportion of women working 40 hours declined from 31 percent to 29 percent; the proportion of those working part time advanced by 3 points.

Characteristics	Percent of employees working—									
	Average hourly hours		Under 35 hours		40 hours		Over 40 and under 48 hours		48 hours and over	
	1962	1965	1962	1965	1962	1965	1962	1965	1962	1965
Men -----	40.4	39.3	22.0	24.7	20.8	21.9	20.2	19.9	32.6	28.6
Women -----	34.1	33.4	34.5	37.4	30.7	29.0	12.6	11.3	6.4	5.4

A somewhat different pattern of hours changes emerged when employees were grouped by the sales-size of the enterprise and establishment in which they worked. In enterprises with \$1 million or more in annual sales, the average number of hours worked per week declined from 36.3 to 35.7. However, in enterprises with a lower sales volume the decline was more than twice as great—1.4 hours from a 1962 level of 39.4 hours a week. Unlike the pattern in other employee groupings, among employees in enterprises with \$1 million or more in annual sales there was virtually no change in the proportion working 48 hours or more a week and the number working such hours actually increased by 13,700. There was, however, a 3-point decline in the proportion working more than 42 and less than 48 hours a week. The proportion working exactly 40 hours dropped from 31 to 28 percent, while part-time employees increased

Characteristics	Percent of employees working—									
	Average weekly hours		Under 35 hours		40 hours		Over 40 and under 48 hours		48 hours and over	
	1962	1965	1962	1965	1962	1965	1962	1965	1962	1965
Enterprises with annual sales of \$1,000,000 or more -----	36.3	35.7	28.3	30.9	20.7	28.3	17.1	16.0	12.4	11.6
Establishments with \$250,000 or more in annual sales -----	36.3	35.8	27.8	30.4	32.0	28.9	17.1	16.3	11.3	10.8
Establishments with less than \$250,000 in annual sales -----	35.9	35.1	33.8	37.0	17.2	21.2	17.6	12.5	23.4	20.3
Enterprises with annual sales of less than \$1,000,000 -----	39.4	38.0	25.9	29.0	19.0	21.3	17.1	16.5	31.3	26.5
Establishments with \$250,000 or more in annual sales -----	40.8	39.6	19.5	22.3	19.2	23.7	22.7	20.8	31.2	26.3
Establishments with less than \$250,000 in annual sales -----	38.5	37.1	29.6	33.1	18.9	19.8	13.7	13.9	31.4	26.6

from 28 to 31 percent. Changes in the distribution of employees by weekly hours of work in establishments with \$250,000 or more in sales which were part of \$1 million enterprises generally followed the pattern for the entire enterprise group. In fact, the number of employees working 48 hours or more increased by more than twice the increase in the entire enterprise. The vast majority of the employees in this enterprise-establishment sales-size class were in establishments which were subject to the maximum hours standard applied by the 1961 amendments to the Fair Labor Standards Act. Thus, for these employees, a 44-hour maximum standard workweek was established in September of 1963 and then lowered to 42 hours a year later. Employees in establishments covered by the act would generally have to be paid  $1\frac{1}{2}$  times their regular rate of pay for all time worked beyond the standard. Despite the institution of the standard, the proportion of employees working longer than 42 hours a week declined by only 2 percentage points, from 24 percent in 1962, a decrease of 8 percent. In every other sales-size category, there was a greater decline, both absolutely and relatively, in the proportion working longer than 42 hours a week—ranging from 4 to 8 percentage points or from 10 to 22 percent. In these other enterprise and establishment groups, there was a decrease in the proportion of employees working 48 hours and over, and increases in the proportions working 40 hours and less than 35 hours. The magnitude of the changes at these levels varied but never exceeded 5 percentage points.

Employees in each major industry group experienced a decline in the average number of hours worked during the week. The greatest decline, 1.3 hours, occurred at automotive dealers and gasoline stations; the smallest, 0.5 hours, took place in general merchandise stores. Employees in this last group, along with those in the building materials and hardware major group (for whom the average workweek decreased by 0.8 hours) were the only ones for whom the average workweek declined by an amount less than that for retail employees overall. The movement away from long workweeks was evident in each major group. The greatest drop in the proportion of employees who worked longer than 48 hours a week occurred in the automotive and gasoline station group, from 45 to 39 percent, still the greatest proportion among the major groups.

	Percent of employees working—									
	Average weekly hours		Under 35 hours		40 hours		Over 40 and under 48 hours		48 hours and over	
	1962	1965	1962	1965	1962	1965	1962	1965	1962	1965
Major industry groups										
Building materials, hardware, and farm equipment dealers -----	43.1	42.3	13.7	14.6	18.9	23.2	25.5	24.2	37.6	33.5
General merchandise stores -----	34.5	34.0	32.4	34.4	33.0	30.0	11.9	10.6	6.8	6.3
Food stores -----	35.3	34.3	36.2	40.4	27.0	25.0	13.9	13.0	16.4	15.0
Automotive dealers and gasoline service stations -----	44.1	42.8	15.2	17.0	13.4	15.6	23.1	24.9	44.9	38.5
Apparel and accessory stores -----	34.8	33.8	32.2	35.8	25.5	25.7	15.7	13.2	12.0	9.7
Furniture, home furnishings, and household appliance stores -----	40.1	38.9	16.2	19.3	29.4	31.2	21.9	21.9	24.4	20.2
Miscellaneous retail stores -----	37.1	35.9	28.9	32.7	24.3	25.8	17.1	15.0	21.6	18.1

Declines of about 4 percentage points occurred in the building materials, furniture, and miscellaneous major groups. The automotive group was the only one in which the proportion of employees working more than 40 but less than 48 hours increased, but this was less than the decrease in the proportion working more than 48 hours a week. Thus, in each major group there was at least some decline in the proportion working more than 40 hours a week. Even at 40 hours, there were smaller proportions in two of the groups—general merchandise and food. Part-time employment increased in each major group, by from 1 to 4 percentage points.

The length of the average workweek declined for employees in each of the 11 selected industry groups, by from 0.5 hours in shoe stores to 1.7 hours in gasoline stations, the only industry in which the decrease was not within 0.5 hours of the overall drop of 0.9 hours. Five other groups in addition to gasoline stations registered decreases in the average workweek which were greater than the overall rate. The pattern of changes in the distribution of employees by weekly hours of work in the selected industries was similar to that noted in other employee groupings. That is, in each there was a drop in the proportion of employees who worked 48 hours or more, as well as a decline in the proportion working longer than 40 hours. At the same time, part-time work accounted for a greater proportion of employees in 1965 than in 1962 in each of the industries.

Selected line of retail business	Percent of employees working—									
	Average weekly hours		Under 35 hours		40 hours		Over 40 and under 48 hours		48 hours and over	
	1962	1965	1962	1965	1962	1965	1962	1965	1962	1965
Department stores ----	34.4	33.6	31.4	34.5	38.1	33.6	10.6	9.6	3.7	2.9
Limited price variety stores-----	32.3	31.7	40.3	42.4	25.2	22.1	8.1	9.7	5.9	3.7
Grocery stores -----	35.4	34.3	36.0	40.7	27.1	24.8	14.5	13.9	16.2	14.2
Motor vehicle dealers (new and used cars)-----	44.8	43.7	6.1	7.8	15.5	17.5	38.4	39.0	36.4	31.9
Gasoline service stations-----	43.3	41.6	26.8	30.0	9.8	11.3	6.7	7.9	54.0	46.7
Men's and boys' clothing and furnishings stores ----	37.4	36.7	25.9	28.6	22.7	24.7	20.0	18.6	22.0	20.0
Women's ready-to- wear stores -----	34.0	32.6	33.6	39.5	26.8	25.6	14.9	10.2	4.9	3.9
Shoe stores -----	34.3	33.8	35.0	36.5	21.7	21.0	17.0	17.9	19.7	16.5
Furniture, home furnishings, and equipment stores ----	40.1	39.0	16.3	18.7	32.1	30.3	21.0	22.7	23.6	19.7
Household appliance stores -----	40.7	39.8	16.2	17.4	21.5	33.1	25.4	22.8	28.3	23.0
Drug and proprietary stores -----	34.6	33.4	37.9	41.8	21.3	21.7	14.5	13.7	17.8	13.8

#### Changes in Average Weekly Earnings, June 1962–June 1965

Retail trade employees' average weekly earnings increased from \$63.53 to \$68.07, an advance of \$4.54, between June of 1962 and 1965. The increase in average hourly earnings is not fully reflected in increased weekly earnings (as the tabulation shows) because of the mitigating effect of the decrease in weekly hours. While hourly earnings increased 10.8 percent, weekly earnings increased only 7.1 percent.

	<u>Average weekly earnings</u>		<u>Increase</u>		Percent increase in average hourly earnings
	1962	1965	Dollars	Percent	
United States -----	\$63.53	\$68.07	\$4.54	7.1	10.8
Northeast-----	64.49	67.27	2.78	4.3	8.3
South-----	56.40	60.95	4.55	8.1	11.6
North Central-----	63.03	66.96	3.93	6.2	10.8
West-----	76.44	82.34	5.90	7.7	8.8

On a regional basis, weekly earnings increased by amounts ranging from \$2.78 in the Northeast to \$5.90 in the West. For employees in the South, the highest relative increase in hourly earnings, and next to the smallest relative decrease in weekly hours worked combined to provide an 8.1 percent increase in weekly earnings, highest among the four regions. For employees in the West, all but one-eighth of the increase in average hourly earnings is reflected in the increase in weekly earnings, as a result of the very small decrease in weekly hours worked. Among the other regions, at least three-tenths of the increase in hourly earnings was not reflected in weekly earnings because of the decrease in the number of hours worked during a week.

### Table Note

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

Dash (-) indicates no employees.

Asterisk (\*) indicates fewer than 50 employees or less than 0.05 percent.

Table 1. Number, average straight-time hourly earnings, and weekly hours of work of nonsupervisory employees in retail trade and selected retail industry groups by selected characteristics, United States, June 1965

Industry group	(Employees in thousands)														
	All nonsupervisory employees			Metropolitan areas			Nonmetropolitan areas			Men			Women		
	Total	Average hourly earnings	Average weekly hours	Number of employees	Average hourly earnings	Average weekly hours	Number of employees	Average hourly earnings	Average weekly hours	Number of employees	Average hourly earnings	Average weekly hours	Number of employees	Average hourly earnings	Average weekly hours
Retail trade-----	6687.0	\$1.85	36.9	4977.4	\$1.95	36.0	1709.6	\$1.57	39.3	3913.2	\$2.04	39.3	2773.8	\$1.52	33.4
Building materials, hardware, and farm equipment dealers-----	488.9	1.98	42.3	283.6	2.18	41.3	205.3	1.72	43.8	412.8	2.03	43.4	76.1	1.67	36.1
General merchandise stores-----	1647.3	1.63	34.0	1332.8	1.70	33.7	314.5	1.35	35.3	459.0	2.05	36.3	1188.3	1.46	33.1
Department stores-----	1019.3	1.75	33.6	906.7	1.77	33.5	112.6	1.61	34.5	298.2	2.22	35.3	721.1	1.54	32.8
Limited price variety stores-----	277.1	1.31	31.7	192.2	1.39	31.3	84.9	1.14	32.8	35.6	1.59	31.7	241.5	1.27	31.7
Food stores-----	1366.8	1.91	34.3	1055.7	2.03	33.7	311.1	1.52	36.2	895.3	2.03	35.2	471.5	1.66	32.5
Grocery stores-----	1150.9	1.93	34.3	870.0	2.07	33.8	280.9	1.54	35.8	778.7	2.02	34.9	372.2	1.74	33.0
Automotive dealers and gasoline service stations-----	1269.8	2.02	42.8	846.7	2.19	42.1	423.1	1.68	44.3	1167.2	2.04	43.3	102.6	1.72	37.7
Motor vehicle dealers (new and used cars)-----	604.4	2.40	43.7	401.7	2.65	42.9	202.7	1.93	45.3	541.2	2.46	44.3	63.2	1.83	38.6
Gasoline service stations-----	476.1	1.52	41.6	302.7	1.61	40.9	173.5	1.36	42.9	460.1	1.52	41.9	16.0	1.52	34.8
Apparel and accessory stores-----	582.1	1.70	33.8	466.8	1.77	33.7	115.4	1.42	33.9	180.2	2.06	36.1	401.9	1.52	32.7
Men's and boys' clothing and furnishings stores-----	98.5	1.92	36.7	81.7	1.99	36.5	16.8	1.60	37.7	62.8	2.09	37.9	35.7	1.59	34.8
Women's ready-to-wear stores-----	215.0	1.55	32.6	167.9	1.61	32.5	47.1	1.32	32.6	17.7	1.84	33.2	197.3	1.52	32.5
Shoe stores-----	105.0	1.84	33.8	78.0	1.93	33.8	27.0	1.58	33.8	62.5	2.04	35.1	42.5	1.52	31.9
Furniture, home furnishings, and household appliance stores-----	363.9	2.10	38.9	279.4	2.21	38.4	84.5	1.74	40.3	258.8	2.24	40.4	105.1	1.67	35.2
Furniture, home furnishings, and equipment stores-----	232.4	2.10	39.0	179.2	2.22	38.6	53.2	1.69	40.4	161.0	2.25	40.7	71.4	1.70	35.4
Household appliance stores-----	79.0	2.09	39.8	55.3	2.21	39.1	23.7	1.85	41.5	59.6	2.24	41.3	19.4	1.58	35.2
Miscellaneous retail stores-----	968.2	1.75	35.9	712.5	1.84	35.0	255.7	1.52	38.4	539.9	1.97	37.3	428.3	1.44	34.1
Drug and proprietary stores-----	371.8	1.56	33.4	274.5	1.64	33.0	97.3	1.34	34.6	149.8	1.88	32.3	222.0	1.36	34.1

Table 1. Number, average straight-time hourly earnings, and weekly hours of work of nonsupervisory employees in retail trade and selected retail industry groups by selected characteristics, United States, June 1965—Continued

Industry group	(Employees in thousands)								
	Enterprises with annual sales of—								
	\$1,000,000 or more								
	Establishments with annual sales of—								
	Total			\$250,000 or more			Less than \$250,000		
	Number of employees	Average hourly earnings	Average weekly hours	Number of employees	Average hourly earnings	Average weekly hours	Number of employees	Average hourly earnings	Average weekly hours
Retail trade —————	3385.9	\$1.99	35.7	3142.3	\$2.02	35.8	243.6	\$1.55	35.1
Building materials, hardware, and farm equipment dealers —————	135.6	2.17	43.0	121.8	2.22	43.1	13.8	1.75	41.7
General merchandise stores —————	1398.0	1.69	33.7	1333.3	1.71	33.7	64.7	1.18	32.3
Department stores —————	999.5	1.76	33.6	993.4	1.76	33.6	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
Limited price variety stores —————	227.9	1.36	31.6	186.3	1.41	31.9	41.6	1.13	30.5
Food stores —————	835.8	2.15	33.4	786.8	2.18	33.5	49.0	1.81	32.9
Grocery stores —————	785.5	2.16	33.4	753.6	2.17	33.4	31.9	2.00	34.0
Automotive dealers and gasoline service stations —————	488.2	2.47	43.2	452.4	2.55	43.3	35.8	1.53	41.9
Motor vehicle dealers (new and used cars) —————	387.1	2.61	43.6	385.3	2.61	43.6	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
Gasoline service stations —————	48.3	1.66	41.7	21.5	2.00	41.7	26.7	1.39	41.8
Apparel and accessory stores —————	252.5	1.76	33.1	209.4	1.79	33.5	43.1	1.59	31.0
Men's and boys' clothing and furnishings stores —————	29.0	2.07	35.1	25.1	2.12	35.1	3.9	1.76	34.9
Women's ready-to-wear stores —————	86.9	1.63	32.3	78.4	1.66	32.8	8.5	1.30	28.5
Shoe stores —————	52.4	1.83	31.9	28.2	1.91	33.0	24.2	1.73	30.6
Furniture, home furnishings, and household appliance stores —————	86.3	2.31	39.1	76.1	2.35	39.1	10.2	2.04	39.0
Furniture, home furnishings, and equipment stores —————	57.8	2.37	39.1	56.3	2.37	39.1	( <sup>1</sup> )	( <sup>1</sup> )	( <sup>1</sup> )
Household appliance stores —————	19.0	2.20	40.0	10.9	2.37	40.0	8.1	1.96	39.9
Miscellaneous retail stores —————	189.5	1.83	38.3	162.5	1.88	38.3	27.0	1.53	38.2
Drug and proprietary stores —————	84.0	1.66	34.7	76.0	1.68	34.9	8.0	1.46	32.9

<sup>1</sup> Insufficient data to warrant presentation.

Table 1. Number, average straight-time hourly earnings, and weekly hours of work of nonsupervisory employees in retail trade and selected retail industry groups by selected characteristics, United States, June 1965—Continued

Industry group	(Employees in thousands)											
	Enterprises with annual sales of—											
	\$250,000 to \$1,000,000									Less than \$250,000		
	Establishments with annual sales of—											
	Total			\$250,000 or more			Less than \$250,000			Total		
Number of employees	Average hourly earnings	Average weekly hours	Number of employees	Average hourly earnings	Average weekly hours	Number of employees	Average hourly earnings	Average weekly hours	Number of employees	Average hourly earnings	Average weekly hours	
Retail trade -----	1399.6	\$1.88	39.3	1262.3	\$1.91	39.6	137.2	\$1.62	37.3	1901.5	\$1.58	37.1
Building materials, hardware, and farm equipment dealers -----	193.3	2.01	42.3	181.7	2.01	42.4	11.7	1.97	40.3	160.0	1.78	41.8
General merchandise stores -----	106.9	1.47	38.1	85.2	1.49	38.3	21.8	1.39	37.4	142.3	1.23	34.3
Department stores -----	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Limited price variety stores -----	14.0	1.13	33.6	(1)	(1)	(1)	(1)	(1)	(1)	35.2	1.06	31.6
Food stores -----	211.7	1.69	36.8	199.8	1.70	36.9	11.9	1.56	35.0	319.3	1.44	34.7
Grocery stores -----	180.2	1.64	36.7	173.5	1.64	36.7	6.7	1.64	36.3	185.2	1.31	35.5
Automotive dealers and gasoline service stations -----	337.2	1.95	43.6	311.2	1.98	43.7	25.9	1.56	43.4	444.5	1.55	41.8
Motor vehicle dealers (new and used cars) -----	185.4	2.05	44.2	181.1	2.05	44.3	(1)	(1)	(1)	31.9	1.91	42.8
Gasoline service stations -----	86.3	1.63	42.7	70.3	1.69	42.3	16.0	1.37	44.1	341.6	1.47	41.4
Apparel and accessory stores -----	138.6	1.73	34.8	114.2	1.75	34.9	24.4	1.64	34.0	191.1	1.60	33.9
Men's and boys' clothing and furnishings stores -----	37.8	1.92	37.3	33.0	1.94	37.5	4.8	1.75	36.3	31.8	1.79	37.5
Women's ready-to-wear stores -----	59.5	1.53	32.7	53.6	1.54	32.8	6.0	1.42	31.7	68.6	1.46	32.7
Shoe stores -----	20.4	1.91	34.8	10.9	1.96	35.5	9.5	1.84	34.0	32.2	1.81	36.2
Furniture, home furnishings, and household appliance stores -----	131.3	2.26	39.7	124.0	2.29	39.8	7.3	1.83	38.0	146.3	1.81	38.0
Furniture, home furnishings, and equipment stores -----	86.4	2.22	40.0	82.0	2.24	40.1	4.4	1.76	39.3	88.2	1.78	38.1
Household appliance stores -----	27.8	2.34	39.3	26.4	2.36	39.4	(1)	(1)	(1)	32.2	1.83	40.1
Miscellaneous retail stores -----	280.6	1.85	36.6	246.3	1.88	36.9	34.3	1.63	34.7	498.1	1.65	34.5
Drug and proprietary stores -----	91.6	1.60	34.6	79.9	1.61	34.7	11.7	1.49	34.0	196.2	1.49	32.3

<sup>1</sup> Insufficient data to warrant presentation.



Table 2. Cumulative numerical and percent distributions of nonsupervisory employees in retail trade by average straight-time hourly earnings, United States and regions, June 1965

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	12.8	.2	.5		10.6	.6	1.4	.1	.2	*
Under \$0.75	129.0	1.9	2.3	.1	103.4	5.5	21.3	1.1	2.0	.2
Under \$1.00	363.9	5.4	13.3	.8	266.2	14.1	75.0	4.0	9.4	.8
Under \$1.05	656.2	9.8	61.7	3.5	391.9	20.8	171.2	8.2	31.4	2.6
Under \$1.10	707.5	10.6	67.7	3.9	419.5	22.3	184.3	9.9	35.9	3.0
Under \$1.15	811.3	12.1	81.1	4.6	460.1	24.4	225.8	12.1	44.3	3.7
Under \$1.20	1163.6	17.4	125.3	7.2	647.4	34.4	326.2	17.5	64.7	5.5
Under \$1.25	1293.8	19.2	145.4	8.3	708.4	37.6	369.3	19.8	70.7	6.0
Under \$1.30	2064.6	30.9	407.0	23.2	932.8	49.5	562.9	31.3	142.0	12.0
Under \$1.35	2310.8	34.6	474.4	27.1	1001.7	53.2	649.5	34.8	185.2	15.6
Under \$1.40	2604.2	38.9	568.1	32.4	1078.6	57.2	727.2	39.0	230.2	19.4
Under \$1.45	2817.8	42.1	626.6	35.8	1136.6	60.3	756.7	42.4	263.9	22.3
Under \$1.50	2966.7	44.4	667.1	38.1	1176.8	62.4	836.5	44.5	286.3	24.1
Under \$1.55	3389.6	50.7	795.8	45.4	1259.8	66.9	957.5	51.3	376.5	31.8
Under \$1.60	3539.2	52.9	839.9	47.9	1300.6	69.0	956.6	53.4	402.0	33.9
Under \$1.65	3742.5	56.0	907.4	51.8	1346.3	71.4	1055.1	56.6	433.7	36.6
Under \$1.70	3897.2	58.3	947.6	54.1	1378.8	73.2	1058.4	58.9	472.3	39.8
Under \$1.75	4023.5	60.2	983.1	56.1	1410.2	74.8	1134.3	60.8	496.0	41.8
Under \$1.80	4226.5	63.2	1043.3	59.5	1451.2	77.0	1187.0	63.7	545.0	46.0
Under \$1.85	4336.7	64.9	1070.4	61.1	1477.3	78.4	1222.2	65.5	566.8	47.8
Under \$1.90	4487.1	67.1	1114.5	63.6	1510.6	80.2	1262.7	67.7	598.9	50.5
Under \$1.95	4590.4	68.6	1143.9	65.3	1534.8	81.4	1293.2	69.3	618.6	52.2
Under \$2.00	4666.3	69.8	1161.9	66.3	1552.6	82.4	1315.9	70.6	636.0	53.6
Under \$2.10	4958.6	74.2	1254.7	71.6	1610.5	85.5	1356.9	74.9	656.6	58.7
Under \$2.20	5130.4	76.7	1309.1	74.7	1642.4	87.2	1448.2	77.7	730.7	61.6
Under \$2.30	5320.2	79.6	1370.1	78.2	1679.0	89.1	1500.0	80.4	771.1	65.0
Under \$2.40	5446.9	81.5	1406.1	80.3	1699.4	90.2	1538.3	82.5	803.1	67.7
Under \$2.50	5553.4	83.0	1441.6	82.3	1717.1	91.1	1567.5	84.1	827.1	69.8
Under \$2.60	5732.2	85.7	1494.7	85.3	1747.5	92.7	1617.1	86.7	872.8	73.6
Under \$2.70	5826.1	87.1	1524.4	87.0	1762.6	93.5	1642.2	88.1	896.9	75.6
Under \$2.80	5922.0	88.6	1556.3	88.8	1778.5	94.4	1668.1	89.5	919.1	77.5
Under \$2.90	6003.6	89.8	1579.1	90.1	1791.4	95.1	1689.8	90.6	943.4	79.6
Under \$3.00	6064.2	90.7	1595.1	91.0	1801.0	95.6	1709.1	91.7	959.0	80.9
Total	6687.0	100.0	1752.1	100.0	1884.4	100.0	1864.8	100.0	1185.7	100.0
Average hourly earnings	\$1.85		\$1.95		\$1.54		\$1.85		\$2.22	

Table 3. Cumulative percent distribution of nonsupervisory employees in retail trade by average straight-time hourly earnings, by metropolitan and nonmetropolitan areas, United States and regions, June 1965

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 .....										
Under \$0.75 .....	.1	.5	*	*	.3	1.0	*	.2	*	-
Under \$1.00 .....	.8	5.1	.1	.1	2.7	10.2	.5	2.8	.2	.2
	2.9	12.9	.8	.8	8.2	24.0	2.2	8.8	.7	1.3
Under \$1.05 .....										
Under \$1.10 .....	6.0	20.8	3.1	6.0	13.3	33.3	6.0	17.6	1.7	6.2
Under \$1.15 .....	6.6	22.2	3.4	6.8	14.5	35.3	6.4	18.9	2.0	7.1
Under \$1.20 .....	7.8	24.7	4.1	8.1	16.3	38.1	8.2	22.2	2.5	8.3
Under \$1.25 .....	12.7	31.2	6.4	12.0	26.7	47.3	13.5	27.9	4.0	10.9
	14.5	33.5	7.4	13.9	30.3	49.9	15.7	30.5	4.4	11.9
Under \$1.30 .....										
Under \$1.35 .....	25.8	45.7	21.8	32.1	43.0	60.4	26.6	43.4	9.4	21.7
Under \$1.40 .....	29.6	48.9	25.4	35.2	47.1	63.4	30.1	47.1	13.2	24.9
Under \$1.45 .....	34.2	52.6	31.1	40.5	51.7	66.6	34.5	50.6	16.9	28.9
Under \$1.50 .....	37.4	56.1	34.5	43.8	54.8	65.5	37.6	54.9	19.7	32.1
	39.6	58.1	36.8	46.1	57.1	71.5	40.2	56.9	21.5	34.2
Under \$1.55 .....										
Under \$1.60 .....	46.0	64.2	43.9	54.9	61.7	75.5	46.7	63.5	28.9	42.5
Under \$1.65 .....	48.2	66.6	46.3	58.2	63.9	77.6	48.7	65.8	30.9	45.2
Under \$1.70 .....	51.3	69.5	50.2	61.9	66.5	79.7	51.7	69.2	33.4	48.5
Under \$1.75 .....	53.8	71.3	52.5	64.0	68.4	81.2	54.1	71.3	37.0	50.5
	55.8	73.0	54.6	65.7	70.3	82.5	56.0	73.4	39.0	52.4
Under \$1.80 .....										
Under \$1.85 .....	59.0	75.5	58.1	68.8	72.6	84.3	59.0	75.8	43.3	56.2
Under \$1.90 .....	60.7	77.0	59.6	70.4	74.2	85.5	60.8	77.9	45.1	57.9
Under \$1.95 .....	63.1	78.9	62.1	72.9	76.2	86.9	63.1	79.7	48.0	60.1
Under \$2.00 .....	64.7	80.2	63.8	74.4	77.4	88.2	64.9	81.0	49.7	61.6
	65.9	81.2	64.9	75.4	78.4	89.1	66.2	82.0	51.2	62.7
Under \$2.10 .....										
Under \$2.20 .....	70.5	84.6	70.2	80.2	81.8	91.5	70.7	85.8	56.4	67.7
Under \$2.30 .....	73.2	86.6	73.3	83.6	84.0	92.5	73.8	87.7	59.4	70.0
Under \$2.40 .....	76.4	88.7	76.8	87.3	86.1	94.1	76.8	89.8	63.0	72.6
Under \$2.50 .....	78.5	89.9	78.9	88.8	87.4	94.8	79.3	90.9	65.7	75.3
	80.4	90.9	81.1	89.8	88.7	95.2	81.1	91.8	67.6	77.8
Under \$2.60 .....										
Under \$2.70 .....	83.3	92.7	84.2	92.0	90.6	96.3	84.0	93.7	71.6	81.2
Under \$2.80 .....	84.9	93.7	86.0	93.3	91.6	96.7	85.5	94.7	73.6	83.4
Under \$2.90 .....	86.5	94.5	88.0	94.3	92.7	97.2	87.2	95.3	75.4	85.7
Under \$3.00 .....	87.9	95.3	89.4	95.0	93.5	97.6	88.6	96.0	77.5	87.4
	88.9	95.8	90.3	95.6	94.2	97.9	89.8	96.5	78.9	88.5
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) .....	4977.4	1709.6	1511.6	240.5	1180.6	703.8	1346.9	517.9	938.4	247.3
Average hourly earnings .....	\$1.95	\$1.57	\$1.99	\$1.74	\$1.66	\$1.35	\$1.96	\$1.59	\$2.29	\$2.00

Table 4. Cumulative percent distribution of nonsupervisory employees in retail trade by average straight-time hourly earnings, by sex, United States and regions, June 1965

Average hourly earnings	United States		Northeast		South		North Central		West	
	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women
Under \$0.50	.2	.2	*	*	.6	.6	.1	.1	*	*
Under \$0.75	1.5	2.5	.1	.1	4.2	7.4	.9	1.5	.2	.2
Under \$1.00	4.7	6.5	.6	1.0	12.4	16.7	3.0	5.3	.7	.9
Under \$1.05	8.5	11.6	2.6	4.8	18.8	23.9	7.4	11.5	2.6	2.7
Under \$1.10	9.2	12.6	2.7	5.4	20.2	25.4	7.9	12.4	2.9	3.3
Under \$1.15	10.5	14.4	3.4	6.3	22.3	27.6	9.6	15.3	3.3	4.4
Under \$1.20	13.8	22.5	4.8	10.4	29.1	42.3	12.5	23.8	4.5	6.9
Under \$1.25	15.0	25.5	5.3	12.4	31.5	46.8	13.5	27.7	4.9	7.7
Under \$1.30	24.4	40.0	16.4	32.5	42.1	60.6	22.8	41.9	10.3	14.7
Under \$1.35	26.7	45.6	18.6	38.7	45.3	65.0	25.0	47.2	11.7	21.9
Under \$1.40	29.9	51.7	22.2	46.5	48.9	69.9	27.8	53.1	14.4	27.5
Under \$1.45	32.3	56.6	24.3	51.5	51.8	73.2	30.4	57.5	16.0	32.3
Under \$1.50	34.1	58.8	25.9	54.8	53.9	75.3	32.4	60.4	17.2	35.3
Under \$1.55	40.4	65.2	33.2	62.2	58.5	79.5	39.2	66.5	23.9	44.3
Under \$1.60	42.4	67.7	35.5	64.9	60.7	81.5	41.2	68.8	25.4	47.6
Under \$1.65	45.1	71.2	39.0	69.3	63.2	83.8	43.9	72.5	27.3	51.4
Under \$1.70	47.4	73.6	41.1	71.9	65.0	85.5	46.2	74.8	30.4	54.9
Under \$1.75	49.2	75.6	43.0	74.1	66.8	87.0	48.3	76.5	32.0	57.6
Under \$1.80	52.4	78.5	46.6	77.2	69.1	88.9	51.3	79.2	36.0	62.0
Under \$1.85	54.1	80.0	48.2	78.7	70.7	90.0	53.3	80.9	37.5	64.3
Under \$1.90	56.3	82.3	50.8	81.2	72.8	91.3	55.6	82.9	39.5	68.2
Under \$1.95	58.0	83.7	52.7	82.5	74.2	92.3	57.4	84.3	41.0	70.1
Under \$2.00	59.2	84.8	53.8	83.4	75.3	93.0	58.7	85.4	42.2	72.0
Under \$2.10	64.3	88.1	60.3	87.1	79.1	95.0	63.8	88.8	47.4	77.0
Under \$2.20	67.1	90.3	63.7	89.8	81.2	96.1	67.0	91.1	50.0	80.3
Under \$2.30	70.5	92.3	67.9	92.3	83.8	97.0	70.5	92.9	53.7	83.2
Under \$2.40	72.8	93.7	70.4	93.7	85.4	97.5	73.0	94.4	56.4	85.9
Under \$2.50	74.7	94.8	72.7	95.5	86.6	98.0	74.9	95.6	58.8	87.4
Under \$2.60	78.1	96.5	76.9	96.8	88.8	98.7	78.1	97.5	63.1	90.4
Under \$2.70	80.0	97.1	79.3	97.6	90.0	98.9	80.1	98.1	65.7	91.6
Under \$2.80	82.1	97.6	82.0	98.2	91.2	99.1	82.2	98.6	68.1	92.5
Under \$2.90	84.0	98.0	83.9	98.6	92.3	99.2	84.1	98.8	70.9	93.4
Under \$3.00	85.4	98.2	85.4	98.7	93.1	99.3	85.8	98.9	72.6	94.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)	3913.2	2773.8	1012.9	739.2	1132.4	752.0	1037.7	827.1	730.3	455.5
Average hourly earnings	\$2.04	\$1.52	\$2.18	\$1.60	\$1.67	\$1.31	\$2.07	\$1.51	\$2.45	\$1.81

Table 5. Cumulative percent distribution of nonsupervisory employees in retail trade by average straight-time hourly earnings, by enterprise and establishment sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1965

Average hourly earnings	United States						
	Enterprises with annual sales of—						
	\$1,000,000 or more			\$250,000 to \$1,000,000			Less than \$250,000
	Establishments with annual sales of—						
	Total	\$250,000 or more	Less than \$250,000	Total	\$250,000 or more	Less than \$250,000	Total
Under \$0.50	*	*	.2	.1	.1	.1	.5
Under \$0.75	.5	.2	3.6	1.5	1.1	4.7	4.9
Under \$1.00	1.6	.9	10.2	5.1	4.4	11.8	12.6
Under \$1.05	3.0	1.8	19.4	9.9	8.8	15.3	21.9
Under \$1.10	3.4	2.0	21.5	10.7	9.7	20.6	23.2
Under \$1.15	4.0	2.3	24.7	13.0	11.8	24.7	26.0
Under \$1.20	11.5	9.8	32.4	16.8	15.4	29.6	28.4
Under \$1.25	13.8	12.1	35.4	18.3	16.8	31.6	30.0
Under \$1.30	24.3	22.5	47.5	28.7	27.3	42.3	44.1
Under \$1.35	28.9	27.1	52.1	32.0	30.4	47.0	46.5
Under \$1.40	33.8	31.9	57.8	35.2	34.2	51.2	50.4
Under \$1.45	37.6	35.7	61.4	38.5	36.8	53.8	53.0
Under \$1.50	40.3	38.5	64.3	40.6	39.0	55.5	54.3
Under \$1.55	45.4	43.6	68.6	47.1	45.5	62.0	62.7
Under \$1.60	47.9	46.1	70.2	49.5	47.8	65.0	64.5
Under \$1.65	51.0	49.3	72.4	52.5	50.9	67.2	67.5
Under \$1.70	53.6	51.9	75.1	54.5	52.9	68.9	69.4
Under \$1.75	55.7	54.1	76.4	56.4	54.8	70.6	70.9
Under \$1.80	58.4	56.8	77.9	59.9	58.4	74.2	74.2
Under \$1.85	60.2	58.7	79.6	61.7	60.1	75.9	75.5
Under \$1.90	62.4	60.9	81.0	64.2	62.7	77.8	77.7
Under \$1.95	64.1	62.7	82.5	65.9	64.4	79.6	78.8
Under \$2.00	65.4	64.0	83.6	67.0	65.6	80.2	79.6
Under \$2.10	69.3	68.0	85.9	72.2	71.0	83.8	84.2
Under \$2.20	72.3	71.1	87.5	74.9	73.7	85.8	85.9
Under \$2.30	75.4	74.2	89.9	78.0	76.9	87.5	88.2
Under \$2.40	77.7	76.7	91.2	79.8	78.7	89.2	89.4
Under \$2.50	79.9	78.9	92.3	81.2	80.2	90.9	90.1
Under \$2.60	82.6	81.7	93.4	84.3	83.5	91.1	92.4
Under \$2.70	84.2	83.4	94.5	85.9	85.2	92.1	93.2
Under \$2.80	85.9	85.2	95.3	87.4	86.8	92.8	94.0
Under \$2.90	87.4	86.7	95.8	88.9	88.3	94.4	94.7
Under \$3.00	88.6	88.0	96.4	89.9	89.3	94.7	95.0
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)	3385.9	3142.3	243.6	1399.6	1262.3	137.2	1901.5
Average hourly earnings	\$1.99	\$2.02	\$1.55	\$1.88	\$1.91	\$1.62	\$1.58

Table 5. Cumulative percent distribution of nonsupervisory employees in retail trade by average straight-time hourly earnings, by enterprise and establishment sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1965—Continued

Average hourly earnings	Metropolitan areas							Nonmetropolitan areas						
	Enterprises with annual sales of—													
	\$1,000,000 or more			\$250,000 to \$1,000,000			Less than \$250,000	\$1,000,000 or more			\$250,000 to \$1,000,000			Less than \$250,000
	Establishments with annual sales of—													
	Total	\$250,000 or more	Less than \$250,000	Total	\$250,000 or more	Less than \$250,000	Total	Total	\$250,000 or more	Less than \$250,000	Total	\$250,000 or more	Less than \$250,000	Total
Under \$0.50	*	*	.1	*	*	.1	.3	1.1	.1	.4	.1	.1	.2	.9
Under \$0.75	.2	.2	.9	1.0	.8	3.0	2.2	1.7	.3	8.8	2.4	1.8	8.2	9.5
Under \$1.00	1.1	.8	5.4	3.5	3.0	8.3	6.7	4.3	1.4	19.6	8.2	7.0	19.2	22.5
Under \$1.05	2.2	1.6	12.5	7.6	6.8	15.1	14.1	7.6	2.9	32.8	14.2	12.8	28.2	35.1
Under \$1.10	2.4	1.8	13.8	8.2	7.3	16.1	15.2	8.4	3.2	36.5	15.7	14.3	30.1	37.0
Under \$1.15	2.9	2.1	16.2	10.0	8.9	20.3	17.8	9.6	3.8	41.2	18.9	17.3	33.8	40.1
Under \$1.20	9.4	8.7	22.2	13.2	11.9	25.4	20.0	22.6	17.1	52.2	23.7	22.2	38.4	42.7
Under \$1.25	11.6	10.8	24.7	14.5	13.1	28.0	21.5	26.0	20.3	56.3	25.5	24.0	39.2	44.5
Under \$1.30	21.7	20.7	38.2	24.8	23.2	38.6	36.3	38.5	33.5	65.4	36.5	35.1	50.1	57.3
Under \$1.35	26.3	25.3	43.3	27.8	26.0	44.6	38.9	42.8	37.9	69.2	40.1	38.9	52.1	59.4
Under \$1.40	31.3	30.2	49.9	31.8	29.9	49.2	43.2	47.3	42.5	73.2	43.7	42.5	55.4	62.7
Under \$1.45	35.0	33.9	52.8	34.2	32.3	51.1	45.4	51.4	46.5	77.9	46.8	45.5	59.3	65.8
Under \$1.50	37.8	36.7	56.3	36.3	34.3	53.3	46.6	54.0	49.2	79.9	49.0	47.9	60.4	67.3
Under \$1.55	42.8	41.7	60.5	43.0	41.0	60.5	56.2	59.6	55.0	84.4	55.2	54.2	65.0	73.8
Under \$1.60	45.2	44.2	62.2	44.8	42.7	63.6	58.1	62.1	57.8	85.7	58.5	57.5	68.0	75.5
Under \$1.65	48.3	47.3	64.8	47.6	45.6	65.8	61.4	65.4	61.3	87.2	62.0	61.1	70.4	77.7
Under \$1.70	51.0	50.0	68.4	49.6	47.6	67.6	63.6	67.5	63.7	88.0	63.9	63.0	71.8	79.3
Under \$1.75	53.2	52.2	70.0	51.4	49.4	69.0	65.3	69.3	65.7	89.0	66.1	65.3	74.0	80.5
Under \$1.80	55.9	55.0	71.7	55.2	53.2	73.4	69.2	71.5	68.1	89.9	69.1	68.5	75.7	82.7
Under \$1.85	57.8	56.8	73.6	56.8	54.8	74.8	70.6	73.3	69.9	91.3	71.3	70.6	78.2	83.8
Under \$1.90	60.0	59.1	75.3	59.4	57.5	76.8	73.1	74.9	71.7	92.2	73.4	72.8	79.9	85.5
Under \$1.95	61.8	60.9	77.1	61.1	59.1	78.6	74.3	76.6	73.5	92.9	75.4	74.7	81.7	86.3
Under \$2.00	63.1	62.2	78.3	62.1	60.2	79.2	75.4	77.8	74.8	93.9	76.6	76.0	82.1	86.9
Under \$2.10	67.2	66.3	81.3	67.6	66.0	82.6	80.7	80.7	78.0	94.7	81.2	80.7	86.4	90.2
Under \$2.20	70.3	69.5	83.2	70.5	68.9	84.5	82.8	83.0	80.7	95.9	83.5	83.0	88.5	91.3
Under \$2.30	73.5	72.7	86.3	73.7	72.3	86.4	85.5	85.4	82.3	96.9	86.2	85.7	91.2	92.9
Under \$2.40	76.0	75.3	88.0	75.7	74.4	88.0	86.8	87.1	85.2	97.4	87.5	87.1	91.7	93.7
Under \$2.50	78.3	77.6	89.5	77.3	76.0	88.8	87.7	88.5	86.8	97.7	88.6	88.2	92.3	94.2
Under \$2.60	81.1	80.5	91.0	80.9	79.9	90.0	90.4	90.4	89.0	98.1	90.9	90.6	93.4	95.7
Under \$2.70	82.9	82.3	92.5	82.6	81.7	91.0	91.4	91.6	90.4	98.3	92.1	91.9	94.3	96.3
Under \$2.80	84.7	84.1	93.7	84.6	83.7	92.0	92.4	92.8	91.7	98.4	93.0	92.9	94.7	96.9
Under \$2.90	86.2	85.7	94.2	86.3	85.5	93.9	93.1	93.8	92.9	98.8	93.9	93.7	95.4	97.3
Under \$3.00	87.5	87.0	95.1	87.4	86.7	94.4	93.6	94.7	93.9	98.9	94.6	94.5	95.4	97.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)	2856.2	2695.3	160.8	924.5	831.6	92.9	1196.8	529.8	447.0	82.8	475.1	430.7	44.3	704.7
Average hourly earnings	\$2.04	\$2.07	\$1.68	\$1.99	\$2.03	\$1.66	\$1.71	\$1.70	\$1.77	\$1.28	\$1.68	\$1.69	\$1.54	\$1.38

Table 5. Cumulative percent distribution of nonsupervisory employees in retail trade by average straight-time hourly earnings, by enterprise and establishment sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1965—Continued

Average hourly earnings	Northeast							South						
	Enterprises with annual sales of—													
	\$1,000,000 or more			\$250,000 to \$1,000,000			Less than \$250,000	\$1,000,000 or more			\$250,000 to \$1,000,000			Less than \$250,000
	Establishments with annual sales of—													
	Total	\$250,000 or more	Less than \$250,000	Total	\$250,000 or more	Less than \$250,000	Total	Total	\$250,000 or more	Less than \$250,000	Total	\$250,000 or more	Less than \$250,000	Total
Under \$0.50	*	*	-	-	-	-	.1	.2	.1	.6	.3	.2	.4	1.4
Under \$0.75	*	*	*	*	*	.2	.4	1.5	.7	10.1	3.7	2.8	10.6	12.7
Under \$1.00	.5	.4	1.3	.4	.4	.8	1.5	4.5	2.4	25.6	12.3	10.7	24.6	30.1
Under \$1.05	1.7	1.1	11.4	3.1	2.9	5.6	7.2	6.9	3.7	38.5	19.6	17.9	32.7	42.8
Under \$1.10	1.8	1.2	12.2	3.6	3.4	7.1	7.8	7.5	4.1	41.4	21.6	19.8	34.6	45.3
Under \$1.15	2.1	1.4	14.9	4.4	4.1	8.5	9.3	8.3	4.8	43.6	24.7	22.8	38.7	48.8
Under \$1.20	5.6	4.8	20.7	6.0	5.2	15.5	10.8	23.9	21.0	53.4	31.7	29.9	45.1	52.2
Under \$1.25	7.1	6.2	23.7	6.8	5.8	20.4	11.4	28.0	25.1	55.8	34.3	32.7	46.6	54.6
Under \$1.30	20.2	19.2	37.5	19.2	17.9	35.2	31.5	40.6	38.0	66.4	46.4	45.0	57.0	65.2
Under \$1.35	25.5	24.5	43.6	21.1	19.8	38.2	34.0	45.3	43.0	68.6	49.6	48.2	60.4	67.6
Under \$1.40	31.5	30.4	49.7	25.6	24.1	45.8	38.8	50.1	48.0	71.1	53.8	52.5	63.9	70.5
Under \$1.45	35.8	34.9	52.7	27.5	26.0	47.4	41.3	53.6	51.6	73.6	56.7	55.3	67.0	73.0
Under \$1.50	38.8	37.9	55.7	29.7	28.1	50.0	42.5	56.2	54.3	75.9	58.7	57.5	67.6	74.5
Under \$1.55	44.0	43.1	60.1	37.8	36.3	57.4	53.2	60.8	58.9	79.9	63.3	62.4	70.4	78.5
Under \$1.60	46.6	45.8	61.3	40.3	38.6	62.1	55.6	63.1	61.2	81.2	66.0	65.1	73.1	80.2
Under \$1.65	50.0	49.2	63.4	44.7	43.0	66.7	60.0	65.8	64.2	82.6	68.7	68.0	74.4	81.9
Under \$1.70	52.5	51.8	65.2	46.9	45.2	69.1	62.0	67.9	66.3	83.9	70.4	69.6	76.3	83.2
Under \$1.75	54.8	54.1	67.0	48.8	47.1	71.2	63.4	69.7	68.1	84.8	72.4	71.7	78.0	84.4
Under \$1.80	57.7	57.1	69.2	53.4	51.8	73.7	67.1	72.0	70.6	85.8	75.1	74.2	81.6	86.1
Under \$1.85	59.4	58.7	71.4	55.1	53.6	74.9	68.3	73.7	72.4	86.5	76.8	75.9	83.4	86.7
Under \$1.90	61.6	61.0	72.9	58.2	56.8	76.5	71.0	75.4	74.2	87.7	79.0	78.2	84.8	88.2
Under \$1.95	63.2	62.7	75.1	60.4	59.0	78.3	72.2	76.9	75.8	88.3	80.5	79.7	86.5	89.0
Under \$2.00	64.4	63.7	76.1	61.6	60.2	79.3	73.0	78.1	76.9	89.5	81.6	80.9	86.6	89.6
Under \$2.10	68.6	68.0	79.5	68.2	67.1	82.8	79.3	81.2	80.2	91.6	85.2	84.7	89.2	92.1
Under \$2.20	71.8	71.2	81.1	71.8	70.8	85.1	82.0	83.5	82.6	92.7	86.9	86.4	89.7	92.9
Under \$2.30	75.3	74.8	85.2	75.6	74.8	86.6	85.1	85.9	85.1	94.3	88.9	88.4	92.3	94.1
Under \$2.40	77.8	77.2	87.3	77.7	77.0	87.1	86.5	87.4	86.7	95.0	89.9	89.5	92.8	94.6
Under \$2.50	80.5	80.1	88.6	79.4	78.7	89.0	87.4	88.8	88.1	95.8	90.6	90.2	93.0	95.1
Under \$2.60	83.3	82.9	90.3	83.2	82.6	90.4	90.4	90.3	89.8	96.2	92.7	92.5	94.2	96.4
Under \$2.70	85.2	84.8	92.3	85.0	84.5	92.1	91.6	91.5	91.5	96.8	93.5	93.4	95.0	96.7
Under \$2.80	87.3	86.9	93.5	87.3	86.8	93.7	92.7	92.7	92.2	97.5	94.3	94.1	95.4	97.1
Under \$2.90	88.9	88.5	94.7	88.7	88.2	94.5	93.4	93.6	93.2	97.5	94.9	94.7	96.3	97.3
Under \$3.00	90.0	89.8	95.3	89.9	89.5	95.7	93.6	94.3	93.5	98.1	95.4	95.3	96.4	97.6
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)	907.9	859.8	48.1	343.1	318.6	24.5	501.1	896.3	814.3	82.0	402.7	355.4	47.3	585.4
Average hourly earnings	\$2.02	\$2.03	\$1.74	\$2.02	\$2.04	\$1.73	\$1.79	\$1.70	\$1.74	\$1.32	\$1.57	\$1.58	\$1.43	\$1.29

Table 5. Cumulative percent distribution of nonsupervisory employees in retail trade by average straight-time hourly earnings, by enterprise and establishment sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1965—Continued

Average hourly earnings	North Central							West						
	Enterprises with annual sales of—													
	\$1,000,000 or more			\$250,000 to \$1,000,000			Less than \$250,000	\$1,000,000 or more			\$250,000 to \$1,000,000			Less than \$250,000
	Establishments with annual sales of—													
	Total	\$250,000 or more	Less than \$250,000	Total	\$250,000 or more	Less than \$250,000	Total	Total	\$250,000 or more	Less than \$250,000	Total	\$250,000 or more	Less than \$250,000	Total
Under \$0.50	.1	.1	.1	.1	.1	.1	.1	.1	.1	.1	.1	.1	.1	.1
Under \$0.75	.1	.1	.4	1.2	.9	3.7	3.2	.1	.1	.4	.3	.3	.7	.2
Under \$1.00	.6	.4	3.0	4.6	3.9	11.3	10.4	.4	.3	2.6	1.0	1.0	.7	1.3
Under \$1.05	2.0	1.3	10.7	10.6	9.2	24.2	22.3	1.0	.7	5.6	2.5	2.4	2.5	5.9
Under \$1.10	2.2	1.5	12.2	11.3	9.8	25.4	23.9	1.4	.7	9.5	2.6	2.6	2.7	6.5
Under \$1.15	3.0	1.9	17.5	14.8	12.9	33.3	27.9	1.7	.9	11.9	3.6	3.5	4.1	7.7
Under \$1.20	10.4	9.2	26.0	18.5	16.7	35.8	30.8	3.6	2.5	16.4	5.5	5.2	8.1	8.9
Under \$1.25	13.0	11.8	30.1	20.1	18.2	37.9	33.0	4.1	2.9	19.1	5.8	5.5	8.2	9.6
Under \$1.30	23.6	22.0	44.8	30.7	28.7	50.1	46.8	7.6	5.9	27.7	11.1	10.8	13.8	21.0
Under \$1.35	28.0	26.4	49.1	34.2	32.2	53.0	48.8	11.1	9.1	36.1	15.9	14.8	24.6	23.9
Under \$1.40	32.9	31.1	56.8	37.5	35.6	55.8	52.3	14.6	12.2	44.0	19.1	17.9	28.7	28.8
Under \$1.45	36.8	34.8	62.9	40.5	38.6	58.9	55.0	17.7	15.3	46.3	21.7	20.6	30.6	31.4
Under \$1.50	39.8	37.9	65.8	42.8	40.9	61.4	56.4	19.9	17.5	50.4	23.6	22.4	33.0	32.6
Under \$1.55	45.0	43.1	70.6	50.2	48.0	71.3	64.7	25.3	22.9	54.5	29.8	28.6	39.7	45.5
Under \$1.60	47.4	45.5	73.1	52.1	49.9	73.7	66.4	27.9	25.7	55.4	31.9	30.6	42.9	46.9
Under \$1.65	50.7	48.8	76.1	55.3	53.1	76.1	69.2	30.7	28.5	58.2	33.4	32.1	44.3	50.2
Under \$1.70	53.1	51.2	78.3	57.3	55.2	77.2	71.6	34.9	32.5	64.7	35.6	34.3	45.7	52.6
Under \$1.75	55.3	53.4	79.9	59.2	57.2	78.4	73.1	37.0	34.6	66.2	37.3	36.1	47.6	54.6
Under \$1.80	58.1	56.3	81.7	62.0	60.1	80.7	75.9	39.6	37.3	67.1	42.0	40.6	53.8	61.2
Under \$1.85	60.1	58.3	84.3	64.0	62.1	81.8	77.5	41.5	39.3	68.9	43.5	41.9	56.6	63.1
Under \$1.90	62.1	60.3	85.4	66.3	64.6	83.4	79.9	44.5	42.3	71.1	46.0	44.3	59.8	65.6
Under \$1.95	64.0	62.2	86.9	68.0	66.3	84.2	81.1	46.5	44.3	73.0	47.6	45.7	63.5	66.6
Under \$2.00	65.4	63.7	87.7	68.9	67.3	84.4	82.1	48.1	45.9	74.8	48.9	47.0	64.6	68.0
Under \$2.10	69.3	67.9	89.2	74.0	72.6	88.3	86.6	52.5	50.4	77.4	54.8	52.9	70.0	73.9
Under \$2.20	72.8	71.4	91.0	76.7	75.2	90.7	88.1	55.7	53.7	79.7	57.9	56.0	73.5	75.9
Under \$2.30	75.7	74.4	92.4	79.6	78.3	93.0	90.5	59.3	57.3	83.2	61.6	59.9	75.3	78.7
Under \$2.40	78.3	77.2	93.0	81.5	80.1	94.3	91.6	62.3	60.4	85.7	64.2	62.5	78.3	80.9
Under \$2.50	80.5	79.5	93.8	82.7	81.4	94.9	92.1	64.6	62.7	87.8	66.7	65.1	79.1	82.1
Under \$2.60	83.6	82.8	94.6	85.4	84.3	95.9	93.9	68.3	66.6	89.9	71.1	69.9	80.6	85.7
Under \$2.70	85.2	84.4	95.3	87.0	86.0	96.3	94.6	70.6	68.9	91.3	73.4	72.4	81.5	87.1
Under \$2.80	86.9	86.2	95.9	88.4	87.6	96.8	95.3	72.5	70.9	92.1	75.5	74.6	82.7	88.6
Under \$2.90	88.3	87.7	96.2	89.8	89.0	97.1	95.9	74.5	73.0	92.5	78.5	77.4	87.5	89.9
Under \$3.00	89.7	89.1	97.0	90.8	90.1	97.1	96.3	76.3	74.9	93.6	79.8	78.8	87.9	90.5
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)	976.8	508.9	67.9	393.0	355.9	37.0	495.0	604.9	559.3	45.6	260.8	232.4	28.4	320.0
Average hourly earnings	\$1.59	\$2.03	\$1.54	\$1.85	\$1.89	\$1.49	\$1.56	\$2.37	\$2.41	\$1.82	\$2.26	\$2.29	\$2.02	\$1.91

Table 6. Numerical and percent distributions of nonsupervisory employees in retail trade by weekly hours of work, United States and regions, June 1965

Weekly hours of work	(Employees in thousands)									
	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15 .....	556.1	8.3	177.4	10.1	121.0	6.4	167.8	9.0	89.9	7.6
15 and under 35 .....	1447.7	21.6	455.3	26.0	306.1	16.2	447.0	24.0	239.3	20.2
35 and under 40 .....	662.5	9.9	230.2	13.1	167.6	8.9	181.4	9.7	83.3	7.0
40 .....	1662.3	24.9	430.9	24.6	402.4	21.4	427.6	22.9	401.4	33.8
Over 40 and under 42 .....	153.2	2.3	28.6	1.6	52.9	2.8	48.6	2.6	23.1	1.9
42 .....	128.9	1.9	25.7	1.5	53.5	2.8	35.1	1.9	14.6	1.2
Over 42 and under 44 .....	132.5	2.0	39.2	2.2	41.0	2.2	34.6	1.9	18.1	1.5
44 .....	306.6	4.6	57.4	3.3	108.7	5.8	86.4	4.6	54.2	4.6
Over 44 and under 48 .....	370.0	5.5	88.8	5.1	128.4	6.8	102.8	5.5	50.0	4.2
48 and over .....	1266.8	18.9	218.4	12.5	502.8	26.7	333.5	17.9	211.9	17.9
Total .....	6687.0	100.0	1752.1	100.0	1884.4	100.0	1864.8	100.0	1185.7	100.0
Average weekly hours .....	36.9		34.4		39.6		36.3		37.0	

Table 7. Percent distribution of nonsupervisory employees in retail trade by weekly hours of work, by metropolitan and nonmetropolitan areas, United States and regions, June 1965

Weekly hours of work	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 15 .....	8.5	7.9	10.3	9.1	5.9	7.3	9.3	8.3	7.6	7.5
15 and under 35 .....	23.1	17.4	26.5	22.9	17.8	13.7	25.5	19.9	20.9	17.3
35 and under 40 .....	10.7	7.5	13.5	10.7	10.5	6.2	10.6	7.4	6.7	8.1
40 .....	27.0	18.6	25.0	21.9	23.9	17.1	25.5	16.2	36.2	24.8
Over 40 and under 42 .....	2.4	2.1	1.6	1.7	3.0	2.4	2.8	2.1	2.1	1.5
42 .....	1.8	2.3	1.4	2.1	2.9	2.7	1.8	2.2	1.1	1.9
Over 42 and under 44 .....	2.0	1.9	2.3	1.6	2.2	2.1	1.8	2.0	1.6	1.3
44 .....	4.1	5.9	2.9	5.5	5.5	6.3	4.3	5.5	4.2	6.1
Over 44 and under 48 .....	5.0	7.1	4.8	6.6	6.1	7.9	4.9	7.2	4.0	5.0
48 and over .....	15.4	29.3	11.6	18.0	22.2	34.2	13.5	29.2	15.6	26.7
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) .....	4977.4	1709.6	1511.6	240.5	1180.6	703.8	1346.9	517.9	938.4	247.3
Average weekly hours .....	36.0	39.3	34.1	36.3	38.9	40.8	35.2	39.0	36.6	38.9



Table 8. Percent distribution of nonsupervisory employees in retail trade by weekly hours of work, by sex, United States and regions, June 1965

Weekly hours of work	United States		Northeast		South		North Central		West	
	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women
Under 15 .....	7.7	9.2	9.7	10.7	5.6	7.7	8.4	9.8	7.1	8.3
15 and under 35 .....	17.0	28.2	19.8	34.4	13.2	20.8	18.4	31.0	17.1	25.2
35 and under 40 .....	4.9	16.9	5.9	23.0	4.4	15.6	5.0	15.6	4.2	11.6
40 .....	21.9	29.0	25.4	23.5	17.3	27.4	18.9	28.0	28.6	47.2
Over 40 and under 42 .....	2.0	2.7	1.6	1.6	2.0	4.0	2.2	3.1	2.1	1.7
42 .....	1.9	2.0	1.9	.9	2.2	3.9	1.9	1.9	1.2	1.2
Over 42 and under 44 .....	2.2	1.7	3.0	1.2	1.9	2.6	2.0	1.6	1.9	.9
44 .....	6.4	2.0	5.0	.9	7.2	3.7	7.0	1.7	6.3	1.7
Over 44 and under 48 .....	7.4	2.9	7.7	1.5	8.2	4.7	7.5	3.0	5.8	1.8
48 and over .....	28.6	5.4	20.0	2.1	38.0	9.7	28.7	4.4	25.7	5.4
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) .....	3913.2	2773.8	1012.9	739.2	1132.4	752.6	1037.7	827.1	730.3	455.5
Average weekly hours .....	39.3	33.4	36.8	31.2	42.1	35.9	39.0	32.8	38.8	34.2

Table 9. Percent distribution of nonsupervisory employees in retail trade by weekly hours of work, by enterprise and establishment sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1965

Weekly hours of work	United States															
	Enterprises with annual sales of—															
	\$1,000,000 or more						\$250,000 to \$1,000,000						Less than \$250,000			
	Establishments with annual sales of—															
	Total		\$250,000 or more		Less than \$250,000		Total		\$250,000 or more		Less than \$250,000		Total			
Under 15 .....	7.9	7.4	13.6	6.9	6.5	10.5	10.1									
15 and under 35 .....	23.0	23.0	23.4	16.3	15.8	20.8	23.1									
35 and under 40 .....	13.1	13.4	8.9	6.8	6.9	6.5	6.5									
40 .....	28.3	28.9	21.2	23.0	23.7	17.0	20.0									
Over 40 and under 42 .....	3.3	3.4	1.7	1.7	1.8	1.3	1.0									
42 .....	2.1	2.1	2.1	1.9	2.0	1.4	1.6									
Over 42 and under 44 .....	2.2	2.3	1.5	2.2	2.2	2.0	1.4									
44 .....	3.9	4.0	2.8	6.6	6.6	6.8	4.2									
Over 44 and under 48 .....	4.5	4.5	4.4	8.0	8.2	5.8	5.5									
48 and over .....	11.6	10.9	20.3	26.5	26.3	27.9	26.5									
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0									
Number of employees (in thousands) .....	3385.9	3142.3	243.6	1399.6	1262.3	137.2	1901.5									
Average weekly hours .....	35.7	35.8	35.1	39.3	39.6	37.3	37.1									
	Metropolitan areas							Nonmetropolitan areas								
	Enterprises with annual sales of—															
	\$1,000,000 or more			\$250,000 to \$1,000,000			Less than \$250,000		\$1,000,000 or more			\$250,000 to \$1,000,000			Less than \$250,000	
	Establishments with annual sales of—															
	Total		\$250,000 or more		Less than \$250,000		Total		Total		\$250,000 or more		Less than \$250,000		Total	
Under 15 .....	7.9	7.6	12.7	7.6	7.2	11.4	10.5	7.9	6.5	15.4	5.5	5.2	8.5	9.5		
15 and under 35 .....	23.6	23.7	25.3	18.3	17.7	23.2	25.3	19.0	18.8	19.7	12.5	12.1	15.8	19.5		
35 and under 40 .....	13.5	13.8	8.5	7.2	7.2	7.6	6.9	11.1	11.3	9.5	6.1	6.3	4.4	5.7		
40 .....	29.4	29.8	22.5	26.2	27.3	15.7	21.9	22.5	23.3	18.6	16.9	16.6	19.5	16.9		
Over 40 and under 42 .....	3.2	3.3	1.4	1.7	1.7	1.5	.9	3.7	4.0	2.3	1.8	1.9	1.0	1.1		
42 .....	1.8	1.9	1.4	2.0	2.0	1.6	1.5	3.5	3.5	3.5	1.8	1.9	.8	1.8		
Over 42 and under 44 .....	2.2	2.3	1.2	2.5	2.6	1.4	1.2	2.1	2.1	2.3	1.7	1.5	3.3	1.5		
44 .....	4.0	4.0	3.1	5.0	4.9	5.1	3.9	3.9	4.3	2.1	9.9	9.9	1.3	4.7		
Over 44 and under 48 .....	4.2	4.2	4.3	7.5	7.7	5.7	4.9	6.0	6.3	4.8	8.9	9.2	6.1	6.6		
48 and over .....	10.0	9.4	19.5	22.1	21.6	26.8	23.0	20.2	20.0	21.8	35.0	35.5	30.3	32.3		
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0		
Number of employees (in thousands) .....	2856.2	2655.3	160.8	924.5	831.6	92.9	1196.8	529.8	447.0	82.8	475.1	430.7	44.3	704.7		
Average weekly hours .....	35.3	35.4	34.8	38.1	38.3	36.3	36.0	37.8	38.2	35.5	41.8	42.0	39.3	38.8		

Table 9. Percent distribution of nonsupervisory employees in retail trade by weekly hours of work, by enterprise and establishment sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1965—Continued

Weekly hours of work	Northeast							South						
	Enterprises with annual sales of—													
	\$1,000,000 or more			\$250,000 to \$1,000,000			Less than \$250,000	\$1,000,000 or more			\$250,000 to \$1,000,000			Less than \$250,000
	Establishments with annual sales of—													
	Total	\$250,000 or more	Less than \$250,000	Total	\$250,000 or more	Less than \$250,000	Total	Total	\$250,000 or more	Less than \$250,000	Total	\$250,000 or more	Less than \$250,000	Total
Under 15 .....	9.1	8.7	15.5	9.3	8.8	16.3	12.5	6.5	5.9	12.4	4.6	4.2	7.3	7.5
15 and under 35 .....	27.6	27.4	30.1	18.7	18.1	26.9	28.1	18.7	18.7	18.4	11.4	10.8	12.6	16.0
35 and under 40 .....	18.2	18.7	9.9	8.5	8.4	9.6	7.0	12.3	12.8	7.5	6.0	6.1	5.4	5.6
40 .....	24.9	25.1	22.5	26.0	26.7	16.7	23.0	24.5	25.3	15.8	19.3	19.8	15.6	18.0
Over 40 and under 42 .....	2.3	2.3	1.3	1.4	1.4	2.0	.7	4.2	4.5	2.0	1.8	1.9	.9	1.3
42 .....	1.4	1.4	1.0	1.6	1.5	2.8	1.5	3.5	3.5	3.9	2.7	2.8	1.5	1.9
Over 42 and under 44 .....	2.7	2.7	1.4	2.9	3.0	2.3	1.0	2.4	2.4	2.4	2.3	2.1	3.6	1.8
44 .....	2.1	2.1	2.9	5.7	5.5	7.1	3.7	4.5	4.5	3.9	9.1	9.0	9.6	5.5
Over 44 and under 48 .....	4.2	4.1	5.4	7.8	8.0	3.9	4.8	6.0	6.0	5.6	10.1	10.5	7.1	5.8
48 and over .....	7.5	7.4	10.0	18.1	18.5	12.4	17.6	17.4	16.3	28.1	33.2	32.7	36.5	36.5
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) .....	907.9	859.8	48.1	343.1	318.6	24.5	501.1	896.3	814.3	82.0	402.7	355.4	47.3	585.4
Average weekly hours .....	33.8	33.9	31.6	36.9	37.3	32.4	33.8	37.8	37.7	38.0	42.1	42.2	41.2	46.7
	North Central							West						
Under 15 .....	8.4	8.1	12.3	7.7	7.2	12.4	11.3	7.3	6.6	15.9	6.2	6.0	8.2	9.2
15 and under 35 .....	25.1	25.2	23.4	19.0	17.9	29.4	25.7	19.3	18.8	25.6	17.1	17.0	13.0	24.4
35 and under 40 .....	12.4	12.6	10.6	7.0	7.1	6.5	6.5	7.6	7.6	7.5	5.6	5.5	5.8	7.1
40 .....	27.3	27.7	22.6	19.7	20.3	13.7	16.8	40.8	41.9	27.3	29.8	30.6	23.6	24.0
Over 40 and under 42 .....	3.7	3.9	2.2	1.7	1.7	1.7	1.1	2.6	2.7	.9	2.1	2.3	1.0	.6
42 .....	2.0	2.0	1.8	1.9	2.1	.3	1.7	1.3	1.3	.7	1.3	1.3	1.2	1.1
Over 42 and under 44 .....	1.8	1.9	1.0	2.1	2.2	1.1	1.8	1.9	2.0	.9	1.4	1.5	.5	.9
44 .....	4.6	4.7	2.4	5.7	5.7	5.6	3.9	4.9	5.2	1.0	5.6	5.8	3.5	3.2
Over 44 and under 48 .....	4.3	4.4	3.2	7.2	7.2	7.2	6.5	3.1	3.1	3.2	6.2	6.5	3.5	4.6
48 and over .....	10.4	9.6	20.5	28.0	28.6	22.0	24.7	11.2	10.8	17.0	24.8	23.6	34.7	24.8
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) .....	976.8	908.9	67.9	393.0	355.9	37.0	495.0	604.9	559.3	45.6	260.8	232.4	28.4	320.0
Average weekly hours .....	35.3	35.3	35.2	39.0	39.4	34.6	36.1	36.3	36.6	33.2	38.8	38.9	38.5	37.0

Table 10. Percent distribution of nonsupervisory employees in retail trade having specified average straight-time hourly earnings by weekly hours of work, United States and regions, June 1965

Weekly hours of work	All employees	Employees with average hourly earnings of—									
		Under \$1.00	\$1.00 and under \$1.15	\$1.15 and under \$1.25	\$1.25 and under \$1.35	\$1.35 and under \$1.50	\$1.50 and under \$1.75	\$1.75 and under \$2.00	\$2.00 and under \$2.50	\$2.50 and under \$3.00	\$3.00 and over
United States:											
Under 15 .....	8.3	12.3	14.4	12.4	13.2	7.2	8.1	5.4	5.3	3.2	3.6
15 and under 35 .....	21.6	23.1	30.4	32.6	34.3	26.2	21.6	16.8	14.5	8.0	7.3
35 and under 40 .....	9.9	6.0	7.5	16.8	11.6	13.4	10.0	9.4	9.1	6.9	5.9
40 to and including 42 .....	29.1	13.4	15.8	19.8	20.7	25.3	29.3	33.4	34.7	44.8	46.8
Over 42 and under 44 .....	2.0	2.0	1.5	1.6	1.3	1.7	1.9	2.1	2.2	3.2	2.9
44 and under 48 .....	10.1	9.3	9.2	5.0	5.6	8.1	9.5	11.1	12.9	15.6	16.5
48 and over .....	18.9	34.0	21.3	11.8	13.3	18.3	19.6	21.8	21.3	18.3	17.1
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) .....	6687.0	363.9	447.4	482.5	1017.0	655.9	1056.8	642.8	887.0	510.8	622.8
Average weekly hours .....	36.9	38.0	34.0	32.8	32.4	36.4	37.0	38.8	39.1	40.6	40.5
Northeast:											
Under 15 .....	10.1	19.2	20.3	17.8	18.4	8.9	10.0	6.7	6.0	2.9	4.5
15 and under 35 .....	26.0	43.0	39.6	40.9	44.9	36.2	25.4	18.8	15.5	7.5	6.5
35 and under 40 .....	13.1	8.0	7.4	16.6	12.1	19.1	14.3	13.3	12.9	10.9	9.5
40 to and including 42 .....	27.7	14.6	17.4	16.1	15.8	24.1	25.8	31.1	31.8	44.9	48.1
Over 42 and under 44 .....	2.2	.6	1.5	.8	.8	1.3	2.2	2.5	2.6	4.2	4.8
44 and under 48 .....	8.3	2.4	5.9	2.7	3.0	4.7	7.8	9.6	13.8	13.0	13.3
48 and over .....	12.5	12.2	7.9	5.1	4.9	9.7	14.6	18.0	17.5	16.7	13.2
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) .....	1752.1	13.3	67.8	64.3	328.9	192.8	315.9	178.8	279.8	153.5	157.0
Average weekly hours .....	34.4	28.7	28.4	28.5	27.6	32.7	34.8	37.4	38.2	40.3	39.7
South:											
Under 15 .....	6.4	11.1	10.1	9.8	6.6	3.3	4.0	2.2	3.8	2.1	2.4
15 and under 35 .....	16.2	17.8	21.8	27.4	21.5	13.6	10.7	7.7	10.2	5.0	5.4
35 and under 40 .....	8.9	5.8	5.5	17.2	12.0	11.3	8.0	6.3	5.5	3.6	5.1
40 to and including 42 .....	27.0	13.0	16.6	22.5	25.6	28.0	34.6	37.2	36.6	47.0	34.3
Over 42 and under 44 .....	2.2	2.0	1.7	2.0	2.2	2.5	2.6	2.1	2.0	2.8	2.5
44 and under 48 .....	12.6	10.1	12.7	6.2	9.1	13.9	14.6	16.4	15.9	17.5	25.1
48 and over .....	26.7	40.2	31.5	15.0	22.9	27.5	25.7	28.6	26.0	21.9	25.2
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) .....	1864.4	266.2	193.9	248.4	293.3	175.1	233.4	142.3	164.6	83.8	83.4
Average weekly hours .....	39.6	40.2	38.6	35.1	38.0	41.1	40.9	42.4	40.9	41.9	42.3

Table 10. Percent distribution of nonsupervisory employees in retail trade having specified average straight-time hourly earnings by weekly hours of work, United States and regions, June 1965—Continued

Weekly hours of work	All employees	Employees with average hourly earnings of—									
		Under \$1.00	\$1.00 and under \$1.15	\$1.15 and under \$1.25	\$1.25 and under \$1.35	\$1.35 and under \$1.50	\$1.50 and under \$1.75	\$1.75 and under \$2.00	\$2.00 and under \$2.50	\$2.50 and under \$3.00	\$3.00 and over
North Central:											
Under 15 .....	9.0	15.2	17.5	14.4	11.9	7.9	8.4	6.2	5.4	3.8	3.9
15 and under 35 .....	24.0	38.9	36.3	38.3	33.9	26.2	22.0	18.9	16.2	8.9	6.9
35 and under 40 .....	9.7	6.5	9.2	17.0	11.7	11.0	8.9	9.6	9.2	6.8	5.4
40 to and including 42 .....	27.4	13.1	14.1	16.8	22.0	26.2	26.8	30.8	32.3	42.3	44.1
Over 42 and under 44 .....	1.9	2.6	1.4	1.2	1.3	1.7	1.8	1.7	2.0	3.2	2.6
44 and under 48 .....	10.1	7.3	7.2	3.8	5.3	7.8	9.5	10.2	12.8	18.2	21.1
48 and over .....	17.9	16.5	14.4	8.5	14.0	19.2	22.6	22.5	22.1	16.7	16.0
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) .....	1864.8	75.0	150.8	143.5	280.2	187.0	297.8	181.6	251.6	141.7	155.7
Average weekly hours .....	36.3	31.7	31.1	30.7	33.3	36.5	37.4	38.4	39.1	40.4	40.7
West:											
Under 15 .....	7.6	12.2	13.2	13.4	18.5	9.2	9.3	6.1	5.5	3.4	3.1
15 and under 35 .....	20.2	17.6	34.3	30.3	37.3	28.6	27.2	20.8	14.5	9.7	8.7
35 and under 40 .....	7.0	4.2	11.2	13.5	9.3	10.6	7.5	7.3	6.7	4.5	4.1
40 to and including 42 .....	37.6	26.9	15.8	19.7	19.1	28.7	32.6	35.5	40.4	46.0	52.3
Over 42 and under 44 .....	1.5	.3	.3	1.9	.9	.9	.9	1.9	2.0	2.2	1.9
44 and under 48 .....	8.8	12.7	5.1	5.2	4.2	4.8	6.3	8.8	9.1	14.7	12.3
48 and over .....	17.9	26.1	26.0	16.1	10.8	17.2	16.1	19.2	21.9	19.5	17.6
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) .....	1185.7	9.4	35.6	26.3	114.5	191.1	209.7	140.1	191.1	131.8	226.7
Average weekly hours .....	37.0	29.8	32.6	33.3	29.6	35.0	35.4	37.7	39.1	40.2	40.2

Table 11. Percent distribution of nonsupervisory employees in retail trade working specified weekly hours by average straight-time hourly earnings, United States and regions, June 1965

Average hourly earnings	All employees	Employees with weekly hours of work of—						
		Under 15	15 and under 35	35 and under 40	40 to and including 42	Over 42 and under 44	44 and under 48	48 and over
United States:								
Under \$1.00 .....	5.4	8.0	5.8	3.3	2.5	5.5	5.0	9.8
\$1.00 and under \$1.15 .....	6.7	11.6	9.4	5.1	3.6	4.9	6.1	7.5
\$1.15 and under \$1.25 .....	7.2	10.8	10.9	12.3	4.9	5.8	3.5	4.5
\$1.25 and under \$1.35 .....	15.2	24.2	24.1	17.9	10.8	10.3	8.4	10.7
\$1.35 and under \$1.50 .....	9.8	8.4	11.8	13.3	8.5	8.2	7.8	9.5
\$1.50 and under \$1.75 .....	15.8	15.3	15.7	16.0	15.9	15.2	14.8	16.4
\$1.75 and under \$2.00 .....	9.6	6.3	7.5	9.1	11.0	10.0	10.6	11.0
\$2.00 and under \$2.50 .....	13.3	8.5	8.9	12.2	15.8	14.5	16.9	14.9
\$2.50 and under \$3.00 .....	7.6	2.9	2.8	5.3	11.8	12.2	11.8	7.4
\$3.00 and over .....	9.3	4.0	3.1	5.6	15.0	13.5	15.2	8.4
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) .....	6687.0	556.1	1447.7	662.5	1944.5	132.9	676.6	1266.8
Average hourly earnings .....	\$1.85	\$1.46	\$1.51	\$1.69	\$2.04	\$1.97	\$2.07	\$1.77
Northeast:								
Under \$1.00 .....	.8	1.4	1.3	.5	.4	.2	.2	.7
\$1.00 and under \$1.15 .....	3.9	7.8	5.9	2.2	2.4	2.6	2.7	2.5
\$1.15 and under \$1.25 .....	3.7	6.5	5.8	4.6	2.1	1.4	1.2	1.5
\$1.25 and under \$1.35 .....	18.8	34.2	32.4	17.3	10.7	6.5	6.9	7.4
\$1.35 and under \$1.50 .....	11.0	9.7	15.3	16.0	8.0	6.2	6.1	8.6
\$1.50 and under \$1.75 .....	18.0	17.8	17.6	19.6	16.8	17.6	16.8	21.1
\$1.75 and under \$2.00 .....	10.2	6.7	7.4	10.4	11.4	11.3	11.8	14.7
\$2.00 and under \$2.50 .....	16.0	9.5	9.5	15.7	18.3	18.5	26.3	22.4
\$2.50 and under \$3.00 .....	8.8	2.5	2.5	7.2	14.2	16.3	13.6	11.7
\$3.00 and over .....	9.0	4.0	2.3	6.5	15.6	19.4	14.3	9.5
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) .....	1752.1	177.4	455.3	230.2	485.3	39.2	146.2	218.4
Average hourly earnings .....	\$1.95	\$1.52	\$1.55	\$1.82	\$2.14	\$2.24	\$2.18	\$2.01
South:								
Under \$1.00 .....	14.1	24.4	15.5	9.2	6.8	12.7	11.3	21.3
\$1.00 and under \$1.15 .....	10.3	16.2	13.8	6.4	6.3	8.2	10.4	12.1
\$1.15 and under \$1.25 .....	13.2	20.1	22.2	25.5	11.0	12.1	6.5	7.4
\$1.25 and under \$1.35 .....	15.6	16.0	20.6	21.0	14.8	15.7	11.3	13.4
\$1.35 and under \$1.50 .....	9.3	4.7	7.8	11.8	9.6	10.5	10.3	9.6
\$1.50 and under \$1.75 .....	12.4	7.6	8.2	11.1	15.9	14.6	14.3	11.9
\$1.75 and under \$2.00 .....	7.6	2.6	3.6	5.4	10.4	7.4	9.9	7.9
\$2.00 and under \$2.50 .....	8.7	5.2	5.5	5.4	11.8	8.0	11.0	8.5
\$2.50 and under \$3.00 .....	4.4	1.5	1.4	1.8	7.7	5.7	6.2	3.7
\$3.00 and over .....	4.4	1.6	1.5	2.5	5.6	5.1	8.8	4.2
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) .....	1884.4	121.0	306.1	167.6	508.8	41.0	237.1	502.8
Average hourly earnings .....	\$1.54	\$1.21	\$1.29	\$1.42	\$1.69	\$1.57	\$1.74	\$1.45

Table 11. Percent distribution of nonsupervisory employees in retail trade working specified weekly hours by average straight-time hourly earnings, United States and regions, June 1965—Continued

Average hourly earnings	All employees	Employees with weekly hours of work of—						
		Under 15	15 and under 35	35 and under 40	40 to and including 42	Over 42 and under 44	44 and under 48	48 and over
North Central:								
Under \$1.00 .....	4.0	6.8	6.5	2.7	1.9	5.6	2.9	3.7
\$1.00 and under \$1.15 .....	8.1	15.7	12.3	7.6	4.1	6.0	5.7	6.5
\$1.15 and under \$1.25 .....	7.7	12.4	12.3	13.4	4.7	4.9	2.9	3.6
\$1.25 and under \$1.35 .....	15.0	19.8	21.2	18.0	12.0	10.5	7.9	11.8
\$1.35 and under \$1.50 .....	10.0	8.8	11.0	11.3	9.6	9.3	7.7	10.7
\$1.50 and under \$1.75 .....	16.0	14.8	14.7	14.6	15.6	15.7	15.0	20.1
\$1.75 and under \$2.00 .....	9.7	6.7	7.7	9.6	10.9	9.0	9.8	12.3
\$2.00 and under \$2.50 .....	13.5	8.1	9.1	12.7	15.9	14.3	17.0	16.7
\$2.50 and under \$3.00 .....	7.6	3.2	2.8	5.3	11.7	13.0	13.7	7.1
\$3.00 and over .....	8.3	3.7	2.4	4.6	13.4	11.6	17.4	7.5
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) .....	1864.8	167.8	447.0	181.4	511.3	34.6	189.1	333.5
Average hourly earnings .....	\$1.85	\$1.45	\$1.49	\$1.67	\$2.01	\$1.92	\$2.15	\$1.82
West:								
Under \$1.00 .....	.8	1.3	.7	.5	.6	.1	1.1	1.2
\$1.00 and under \$1.15 .....	2.9	5.1	5.0	4.7	1.3	.6	1.7	3.3
\$1.15 and under \$1.25 .....	2.2	3.9	3.3	4.3	1.2	2.7	1.3	2.0
\$1.25 and under \$1.35 .....	9.7	23.5	17.8	12.7	5.0	5.6	4.6	5.9
\$1.35 and under \$1.50 .....	8.5	10.4	12.1	12.9	6.6	4.9	4.7	8.2
\$1.50 and under \$1.75 .....	17.7	21.8	23.8	19.0	15.6	10.5	12.7	16.0
\$1.75 and under \$2.00 .....	11.8	9.5	12.1	12.3	11.5	15.1	11.8	12.7
\$2.00 and under \$2.50 .....	16.1	11.6	11.5	15.4	17.6	20.7	16.7	19.8
\$2.50 and under \$3.00 .....	11.1	5.0	5.3	7.1	13.8	16.2	18.6	12.1
\$3.00 and over .....	19.1	7.8	8.2	11.2	27.0	23.6	26.8	18.9
Total .....	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) .....	1185.7	89.9	239.3	83.3	439.1	18.1	104.1	211.9
Average hourly earnings .....	\$2.22	\$1.70	\$1.78	\$1.93	\$2.39	\$2.40	\$2.50	\$2.19

Table 12. Average straight-time hourly and weekly earnings of nonsupervisory employees in retail trade by weekly hours of work, United States and regions, June 1965

Weekly hours of work	(Employees in thousands)														
	United States			Northeast			South			North Central			West		
	Number of employees	Average hourly earnings	Average weekly earnings	Number of employees	Average hourly earnings	Average weekly earnings	Number of employees	Average hourly earnings	Average weekly earnings	Number of employees	Average hourly earnings	Average weekly earnings	Number of employees	Average hourly earnings	Average weekly earnings
Under 15 .....	556.1	\$1.46	\$13.56	177.4	\$1.52	\$14.50	121.0	\$1.21	\$11.15	167.8	\$1.45	\$13.33	89.9	\$1.70	\$15.40
15 and under 35 .....	1447.7	1.51	36.93	455.3	1.55	37.11	306.1	1.29	32.21	447.0	1.49	36.37	239.3	1.78	43.69
35 and under 40 .....	662.5	1.69	62.83	230.2	1.82	67.29	167.6	1.42	52.90	181.4	1.67	62.20	83.3	1.93	71.86
40 .....	1662.3	2.08	83.21	430.9	2.16	86.36	402.4	1.74	69.67	427.6	2.03	81.19	401.4	2.39	95.58
Over 40 and under 42 .....	153.2	1.90	77.86	28.6	1.98	80.88	52.9	1.57	64.17	48.6	1.95	79.73	23.1	2.48	101.59
42 .....	128.9	1.77	74.34	25.7	2.04	85.82	53.5	1.46	61.22	35.1	1.90	79.70	14.6	2.12	89.20
Over 42 and under 44 .....	132.9	1.97	84.68	39.2	2.24	96.21	41.0	1.57	67.47	34.6	1.92	82.51	18.1	2.40	102.88
44 .....	306.6	2.24	98.36	57.4	2.24	98.63	108.7	1.89	83.06	86.4	2.38	104.81	54.2	2.69	118.49
Over 44 and under 48 .....	370.0	1.93	88.51	88.8	2.15	98.35	128.4	1.61	73.77	102.8	1.97	90.25	50.0	2.31	105.34
48 and over .....	1266.8	1.77	93.61	218.4	2.01	105.29	502.8	1.45	77.17	333.5	1.82	97.49	211.9	2.19	114.44
Total .....	6687.0	1.85	68.07	1752.1	1.95	67.27	1884.4	1.54	60.95	1864.8	1.85	66.96	1185.7	2.22	82.34



Table 13. Building materials, hardware, and farm equipment dealers

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965

(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	.3	.1	-	-	.2	.1	.1	.1	-	-
Under \$0.75	3.4	.7	.1	.1	1.7	1.1	1.5	1.0	.1	.1
Under \$1.00	11.7	2.4	.1	.1	7.7	4.9	3.5	2.3	.4	.5
Under \$1.05										
Under \$1.10	24.8	5.1	.7	.8	14.0	8.9	9.3	6.1	.7	.8
Under \$1.15	27.1	5.5	.9	.9	15.5	9.9	10.0	6.5	.7	.9
Under \$1.20	33.3	6.8	1.0	1.0	19.3	12.3	12.2	8.0	.8	1.0
Under \$1.25	42.2	8.6	1.6	1.6	24.6	15.7	14.9	9.7	1.1	1.4
Under \$1.30	47.6	9.7	1.9	1.9	28.2	18.0	16.4	10.7	1.2	1.4
Under \$1.35										
Under \$1.40	96.5	19.7	9.8	10.2	52.6	33.5	30.3	19.8	3.8	4.7
Under \$1.45	109.0	22.3	11.1	11.5	58.5	37.3	34.8	22.7	4.5	5.4
Under \$1.50	124.4	25.5	13.7	14.3	66.5	42.4	38.9	25.4	5.3	6.4
Under \$1.55	139.8	28.6	15.1	15.7	73.5	46.8	44.2	28.9	6.9	8.4
Under \$1.60	148.8	30.4	16.1	16.8	77.5	49.4	47.6	31.1	7.6	9.2
Under \$1.65										
Under \$1.70	182.8	37.4	21.0	21.8	90.1	57.4	59.1	38.6	12.5	15.2
Under \$1.75	192.8	39.4	22.8	23.6	93.9	59.8	62.2	40.7	13.9	16.9
Under \$1.80	210.2	43.0	28.4	29.5	99.1	63.1	67.7	44.2	15.1	18.2
Under \$1.85	221.4	45.3	30.3	31.5	102.3	65.1	71.9	47.0	16.9	20.4
Under \$1.90	234.1	47.9	32.7	34.0	106.2	67.7	76.1	49.7	19.0	23.0
Under \$1.95										
Under \$2.00	251.1	51.4	36.5	37.9	111.5	71.0	81.1	53.0	22.0	26.6
Under \$2.05	261.8	53.5	39.0	40.5	114.9	73.2	84.6	55.3	23.3	28.2
Under \$2.10	276.2	56.5	42.0	43.6	119.5	76.1	88.4	57.8	26.3	31.8
Under \$2.15	285.4	58.4	44.3	46.0	122.6	78.1	90.9	59.4	27.6	33.4
Under \$2.20	291.3	59.6	45.2	46.9	125.4	79.9	92.4	60.4	28.3	34.3
Under \$2.25										
Under \$2.30	325.8	66.6	52.6	54.6	134.5	85.7	103.9	67.9	34.8	42.1
Under \$2.35	339.9	69.5	57.1	59.3	137.6	87.6	107.9	70.5	37.4	45.3
Under \$2.40	360.3	73.7	62.8	65.2	141.4	90.1	114.6	74.9	41.5	50.2
Under \$2.45	370.8	75.8	65.9	68.4	143.0	91.0	117.7	76.9	44.2	53.5
Under \$2.50	378.9	77.5	68.8	71.5	143.7	91.5	120.5	78.8	45.5	55.5
Under \$2.55										
Under \$2.60	396.6	81.1	73.4	76.2	147.5	93.9	125.0	81.7	56.7	61.3
Under \$2.65	404.3	82.7	75.0	77.9	148.3	94.4	128.1	83.7	52.9	64.1
Under \$2.70	413.1	84.5	77.7	80.6	149.6	95.3	130.5	85.3	55.4	67.1
Under \$2.75	420.0	85.9	78.4	81.4	150.7	96.0	132.7	86.7	58.2	70.4
Under \$2.80	425.6	87.1	79.1	82.2	151.2	96.3	135.5	88.6	59.8	72.3
Total	488.9	100.0	96.3	100.0	157.0	100.0	153.0	100.0	82.6	100.0
Average hourly earnings	\$1.98		\$2.26		\$1.61		\$1.94		\$2.49	

Table 14. General merchandise stores

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965

(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	2.2	.1	*	*	1.8	.4	.3	.1	-	-
Under \$0.75	34.2	2.1	.1	*	31.0	6.7	3.0	.6	.1	*
Under \$1.00	79.8	4.8	3.2	.8	59.4	12.9	15.2	3.0	1.9	.7
Under \$1.05	126.9	7.7	12.7	3.0	77.4	16.8	36.7	6.1	6.1	2.4
Under \$1.10	138.0	8.4	14.4	3.4	81.5	17.7	34.0	6.8	8.2	3.1
Under \$1.15	155.6	9.4	16.2	3.8	86.6	18.8	42.2	8.4	10.6	4.1
Under \$1.20	316.5	19.2	34.4	8.1	171.2	37.1	93.0	18.6	17.9	6.9
Under \$1.25	372.1	22.6	43.6	10.3	194.7	42.2	113.4	22.6	20.4	7.8
Under \$1.30	594.6	36.1	124.6	29.3	259.2	56.2	179.6	35.9	31.2	12.0
Under \$1.35	704.1	42.7	158.6	37.3	282.4	61.2	210.3	42.6	52.7	20.2
Under \$1.40	810.4	49.2	194.2	45.7	306.7	66.5	242.0	48.3	67.5	25.9
Under \$1.45	889.5	54.0	217.9	51.3	322.3	69.9	267.5	53.4	81.8	31.4
Under \$1.50	939.6	57.0	233.4	54.9	333.0	72.2	282.3	56.4	90.8	34.9
Under \$1.55	1032.5	62.7	258.3	60.8	350.6	76.0	311.3	62.2	113.3	43.5
Under \$1.60	1078.5	65.5	270.0	63.5	360.0	78.0	324.0	64.7	124.5	47.8
Under \$1.65	1137.3	69.0	286.5	67.5	371.7	80.6	343.2	68.5	135.5	52.0
Under \$1.70	1178.6	71.5	296.5	69.8	379.4	82.3	356.0	71.5	144.8	55.6
Under \$1.75	1210.9	73.5	305.5	71.9	385.8	83.7	368.0	73.5	151.6	58.2
Under \$1.80	1252.6	76.0	316.9	74.6	394.4	85.5	381.3	76.1	160.1	61.5
Under \$1.85	1278.8	77.6	322.9	76.0	399.4	86.6	389.8	77.8	166.7	64.0
Under \$1.90	1316.2	79.5	333.7	78.5	405.3	87.9	401.1	80.1	176.2	67.7
Under \$1.95	1340.0	81.3	340.5	80.2	408.8	88.6	408.7	81.6	181.6	69.8
Under \$2.00	1356.2	82.3	345.3	81.2	412.3	89.4	413.1	82.5	185.6	71.3
Under \$2.10	1404.4	85.3	358.0	84.2	420.6	91.2	426.1	85.5	197.7	76.0
Under \$2.20	1438.6	87.3	368.0	86.6	425.5	92.3	429.4	87.7	205.8	79.1
Under \$2.30	1468.5	89.2	376.8	88.7	430.7	93.4	446.5	89.6	212.8	81.8
Under \$2.40	1491.5	90.5	382.9	90.1	434.7	94.2	455.1	90.9	218.8	84.1
Under \$2.50	1508.8	91.6	388.2	91.3	437.9	94.9	460.3	91.6	222.5	85.5
Under \$2.60	1530.0	92.9	394.4	92.8	441.8	95.8	465.5	93.0	228.0	87.6
Under \$2.70	1544.6	93.8	398.5	93.8	444.5	96.4	470.5	94.0	231.1	88.8
Under \$2.80	1557.7	94.6	402.1	94.6	447.0	96.9	474.9	94.8	233.8	89.8
Under \$2.90	1571.7	95.4	405.8	95.5	449.5	97.5	477.5	95.4	238.1	91.5
Under \$3.00	1579.5	95.5	407.8	96.0	450.8	97.8	480.4	95.9	240.2	92.3
Total	1647.2	100.0	425.0	100.0	461.2	100.0	500.8	100.0	260.3	100.0
Average hourly earnings	\$1.63		\$1.70		\$1.42		\$1.65		\$1.89	

Table 15. Department stores

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965

(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	.3	*	*	*	.3	.1	*	*	-	-
Under \$0.75	3.1	.3	.1	*	2.8	1.1	.2	.1	*	*
Under \$1.00	9.6	.9	2.1	.8	5.9	2.3	1.5	.5	.1	*
Under \$1.05										
Under \$1.10	15.6	1.5	3.9	1.4	7.0	2.7	3.7	1.2	1.0	.6
Under \$1.15	17.6	1.7	4.5	1.6	8.0	3.1	4.1	1.3	1.1	.6
Under \$1.20	20.2	2.0	4.9	1.8	8.5	3.3	5.4	1.7	1.3	.8
Under \$1.25	104.5	10.3	12.3	4.5	53.9	21.0	35.0	11.2	3.3	1.9
	130.5	12.8	16.7	6.1	65.6	25.5	44.4	14.2	3.8	2.2
Under \$1.30										
Under \$1.35	279.8	27.5	69.4	25.2	110.7	43.0	89.7	28.6	9.9	5.8
Under \$1.40	347.5	34.1	93.9	34.0	125.9	48.9	108.9	34.7	18.8	10.9
Under \$1.45	419.2	41.1	119.9	43.5	143.1	55.6	129.3	41.2	26.9	15.6
Under \$1.50	473.7	46.5	138.4	50.2	154.5	60.0	144.2	46.0	36.4	21.1
	509.1	45.5	150.2	54.5	162.0	62.9	154.4	45.2	42.5	24.6
Under \$1.55										
Under \$1.60	576.2	56.5	167.2	60.6	175.4	68.1	173.6	55.3	60.0	34.8
Under \$1.65	607.9	59.6	174.9	63.5	181.9	70.7	182.4	58.1	68.6	39.8
Under \$1.70	645.7	63.4	185.0	67.1	189.9	73.8	154.1	61.9	76.7	44.5
Under \$1.75	674.9	66.2	191.9	69.6	195.4	75.9	203.3	64.8	84.4	48.9
	698.9	68.6	198.3	71.9	200.1	77.7	210.5	67.1	90.0	52.2
Under \$1.80										
Under \$1.85	728.4	71.5	205.6	74.6	206.2	80.1	220.2	70.2	96.4	55.9
Under \$1.90	747.8	73.4	209.9	76.1	210.0	81.6	226.2	72.1	101.7	59.0
Under \$1.95	771.7	75.7	215.5	78.2	214.4	83.3	232.8	74.2	108.9	63.1
Under \$2.00	787.0	77.2	219.2	79.5	216.7	84.2	238.2	75.9	112.9	65.5
	799.0	78.4	222.0	80.5	218.8	85.0	241.6	77.0	116.6	67.6
Under \$2.10										
Under \$2.20	833.5	81.8	230.6	83.6	224.2	87.1	253.5	80.8	125.2	72.6
Under \$2.30	858.1	84.2	236.4	85.7	228.1	88.6	262.1	83.6	131.5	76.2
Under \$2.40	882.3	86.6	242.7	88.0	232.4	90.3	270.0	86.1	137.2	79.5
Under \$2.50	900.1	88.3	247.3	89.7	235.6	91.5	275.3	87.8	142.0	82.3
	913.4	89.6	251.1	91.1	237.5	92.3	275.6	89.1	145.2	84.2
Under \$2.60										
Under \$2.70	928.7	91.1	255.0	92.5	240.5	93.4	284.4	90.7	148.9	86.3
Under \$2.80	940.5	92.3	257.8	93.5	242.8	94.3	288.5	92.0	151.3	87.7
Under \$2.90	951.2	93.3	260.6	94.5	245.0	95.2	292.1	93.1	153.5	89.0
Under \$3.00	960.2	94.2	263.1	95.4	247.1	96.0	294.4	93.5	155.7	90.2
	965.8	94.8	264.3	95.9	248.0	96.4	296.3	94.5	157.2	91.1
Total	1019.3	100.0	275.7	100.0	257.4	100.0	313.7	100.0	172.5	100.0
Average hourly earnings	\$1.75		\$1.72		\$1.60		\$1.77		\$1.98	

Table 16. Limited price variety stores

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965

(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	.5	.2	*	*	.4	.4	.1	.2	-	-
Under \$0.75	10.7	3.5	*	*	9.3	10.6	1.3	1.8	.1	.3
Under \$1.00	28.2	10.2	.8	1.1	19.2	22.0	7.4	9.5	.8	2.0
Under \$1.05	47.5	17.1	3.3	4.3	27.8	31.8	14.8	19.8	1.6	4.2
Under \$1.10	52.4	18.9	3.6	4.7	29.5	33.8	16.1	21.5	3.2	8.4
Under \$1.15	59.4	21.5	4.3	5.5	30.4	34.8	20.7	27.6	4.1	10.8
Under \$1.20	108.0	39.0	13.7	17.9	52.1	59.6	35.5	48.0	6.3	16.6
Under \$1.25	131.2	47.4	17.8	23.2	61.1	69.9	44.7	59.8	7.5	19.8
Under \$1.30	174.1	62.8	38.1	49.6	71.4	81.6	54.1	72.3	10.5	27.6
Under \$1.35	195.6	70.6	45.5	59.1	75.1	86.0	57.6	77.0	17.4	45.7
Under \$1.40	213.6	77.1	51.5	66.9	78.1	89.3	62.2	83.1	21.9	57.6
Under \$1.45	223.1	80.5	54.3	70.6	79.8	91.3	64.8	86.7	24.2	63.8
Under \$1.50	230.1	83.0	56.3	73.2	81.0	92.6	66.4	88.7	26.4	69.6
Under \$1.55	239.1	86.3	59.3	77.1	82.7	94.7	68.2	91.1	28.9	76.0
Under \$1.60	243.5	87.5	61.0	79.3	83.4	95.4	69.1	92.4	30.0	79.0
Under \$1.65	249.0	89.9	62.7	81.5	84.1	96.2	70.2	93.8	32.1	84.5
Under \$1.70	251.7	90.8	63.6	82.6	84.3	96.5	70.7	94.5	33.1	87.2
Under \$1.75	254.2	91.7	64.6	84.0	84.8	97.1	71.2	95.2	33.6	88.4
Under \$1.80	256.9	92.7	65.7	85.4	85.5	97.8	71.5	95.6	34.2	90.0
Under \$1.85	258.8	93.4	66.5	86.4	85.9	98.3	71.8	95.9	34.6	91.1
Under \$1.90	261.4	94.3	67.8	88.1	86.1	98.6	72.3	96.6	35.2	92.7
Under \$1.95	262.8	94.8	68.5	89.1	86.2	98.7	72.5	96.5	35.6	93.6
Under \$2.00	263.7	95.2	69.1	89.9	86.3	98.8	72.6	97.1	35.6	93.8
Under \$2.10	266.9	96.3	70.6	91.9	86.5	99.4	73.0	97.6	36.4	95.7
Under \$2.20	269.2	97.2	72.1	93.7	87.0	99.6	73.4	98.1	36.7	96.7
Under \$2.30	270.5	97.6	73.0	94.9	87.1	99.7	73.5	98.3	36.9	97.1
Under \$2.40	271.6	98.0	73.7	95.8	87.2	99.7	73.7	98.5	37.1	97.6
Under \$2.50	272.3	98.3	74.2	96.4	87.2	99.8	73.8	98.7	37.1	97.7
Under \$2.60	273.4	98.7	74.7	97.1	87.3	99.9	74.0	99.0	37.4	98.4
Under \$2.70	274.0	98.9	75.0	97.5	87.3	99.9	74.2	99.1	37.5	98.7
Under \$2.80	274.4	99.0	75.2	97.8	87.4	100.0	74.3	99.4	37.5	98.8
Under \$2.90	275.3	99.4	75.7	98.5	87.4	100.0	74.5	99.6	37.7	99.2
Under \$3.00	275.7	99.5	76.0	98.8	87.4	100.0	74.6	99.7	37.8	99.4
Total	277.1	100.0	76.9	100.0	87.4	100.0	74.8	100.0	38.0	100.0
Average hourly earnings	\$1.31		\$1.49		\$1.14		\$1.26		\$1.47	

Table 17. Food stores

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965

(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	4.4	.3	.1	*	3.6	1.0	.6	.2	*	*
Under \$0.75	29.0	2.1	.7	.2	22.6	6.4	5.6	1.5	.1	.1
Under \$1.00	76.4	5.6	3.4	.8	51.5	14.6	19.6	5.2	1.7	.7
Under \$1.05	145.3	10.6	20.5	5.1	76.4	21.7	42.8	11.2	5.7	2.5
Under \$1.10	152.2	11.1	22.4	5.5	78.4	22.2	45.0	11.8	6.4	2.8
Under \$1.15	170.3	12.5	25.5	6.3	82.7	23.4	54.0	14.2	8.1	3.6
Under \$1.20	247.2	18.1	32.0	7.9	126.7	36.5	72.8	15.1	13.7	6.0
Under \$1.25	270.9	19.8	35.6	8.8	140.3	39.8	80.4	21.1	14.7	6.4
Under \$1.30	416.2	30.5	95.3	23.5	174.7	49.6	116.4	30.5	29.8	13.1
Under \$1.35	454.4	33.2	107.1	26.5	186.3	52.8	125.6	33.0	35.4	15.5
Under \$1.40	502.9	36.8	126.1	31.2	199.2	56.5	135.4	35.5	42.1	18.5
Under \$1.45	536.1	39.2	138.4	34.2	208.5	59.1	144.2	37.5	44.9	19.7
Under \$1.50	564.5	41.3	145.9	36.1	216.3	61.3	153.8	40.3	48.6	21.3
Under \$1.55	626.2	45.8	168.9	41.7	229.4	65.1	171.5	45.0	56.4	24.7
Under \$1.60	650.5	47.6	180.1	44.5	235.4	66.8	177.1	46.4	57.9	25.3
Under \$1.65	681.2	49.8	192.0	47.5	243.5	69.0	185.2	48.6	60.6	26.5
Under \$1.70	716.0	52.4	200.1	49.5	250.4	71.0	191.4	50.2	74.2	32.5
Under \$1.75	736.2	53.9	207.8	51.4	255.3	72.4	197.3	51.8	75.7	33.2
Under \$1.80	769.3	56.3	219.4	54.2	262.5	74.4	207.2	54.3	80.2	35.1
Under \$1.85	789.2	57.7	224.8	55.6	267.5	75.9	215.2	56.4	81.8	35.8
Under \$1.90	818.4	59.9	235.3	58.2	273.7	77.6	222.9	58.5	86.4	37.9
Under \$1.95	841.4	61.6	241.6	59.7	279.2	79.2	230.5	60.5	90.1	39.4
Under \$2.00	860.6	63.0	245.9	60.8	283.1	80.3	239.3	62.8	92.3	40.4
Under \$2.10	915.3	67.0	264.2	65.3	295.0	83.7	256.1	67.2	100.0	43.8
Under \$2.20	959.0	70.2	277.6	68.6	304.7	86.4	272.2	71.4	104.5	45.8
Under \$2.30	1001.8	73.3	293.5	72.5	313.5	88.9	284.5	74.6	110.3	48.3
Under \$2.40	1038.0	75.9	304.9	75.4	318.6	90.3	288.9	78.4	115.6	50.6
Under \$2.50	1073.2	78.5	319.8	79.0	324.2	92.0	295.7	81.2	119.6	52.4
Under \$2.60	1118.2	81.8	334.5	82.7	330.3	93.7	296.9	85.7	126.5	55.4
Under \$2.70	1144.0	83.7	344.3	85.1	334.7	94.9	293.3	87.4	131.7	57.7
Under \$2.80	1170.5	85.6	354.0	87.5	338.7	96.1	290.8	89.4	137.1	60.1
Under \$2.90	1190.4	87.1	361.8	89.4	341.5	96.9	295.1	90.5	142.0	62.2
Under \$3.00	1208.7	88.4	368.0	90.9	343.8	97.5	290.2	91.8	146.8	64.3
Total	1366.8	100.0	404.6	100.0	352.6	100.0	381.3	100.0	228.3	100.0
Average hourly earnings	\$1.91		\$1.99		\$1.51		\$1.88		\$2.48	

Table 18. Grocery stores

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965

(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	4.0	.3	.1	*	3.3	1.0	.6	.2	*	*
Under \$0.75	23.6	2.1	.5	.2	18.9	5.8	4.0	1.2	.1	.1
Under \$1.00	62.9	5.5	2.2	.7	45.2	13.9	13.9	4.3	1.6	.8
Under \$1.05	110.6	9.6	10.5	3.4	66.5	20.5	20.3	6.4	3.2	1.7
Under \$1.10	115.2	10.0	11.1	3.6	68.2	21.0	32.1	9.9	3.9	2.0
Under \$1.15	126.0	10.9	12.4	4.0	71.7	22.1	37.3	11.5	4.5	2.4
Under \$1.20	195.5	17.0	17.0	5.5	114.2	35.2	55.2	17.0	9.2	4.8
Under \$1.25	214.9	18.7	19.2	6.2	124.5	38.4	61.2	18.5	9.9	5.2
Under \$1.30	328.0	28.5	60.2	19.4	156.0	48.1	91.0	28.1	20.9	10.9
Under \$1.35	359.9	31.3	69.8	22.5	167.1	51.5	98.9	30.5	24.1	12.6
Under \$1.40	399.8	34.7	84.5	27.2	179.4	55.3	107.0	33.0	28.8	15.0
Under \$1.45	426.7	37.1	92.8	29.8	188.3	58.1	114.8	35.4	30.9	16.1
Under \$1.50	450.8	39.2	98.9	31.8	195.5	60.3	122.9	37.6	33.4	17.4
Under \$1.55	499.8	43.4	116.3	37.4	207.9	64.1	136.6	42.2	38.9	20.3
Under \$1.60	520.2	45.2	124.5	40.1	213.9	65.9	141.7	43.7	40.1	20.9
Under \$1.65	547.5	47.6	134.8	43.4	221.6	68.3	148.5	45.8	42.6	22.3
Under \$1.70	579.6	50.4	142.2	45.8	227.7	70.2	154.1	47.5	55.7	29.0
Under \$1.75	597.6	51.9	149.3	48.0	232.5	71.7	159.4	49.2	56.4	29.4
Under \$1.80	624.7	54.3	158.1	50.9	239.2	73.7	167.8	51.8	59.6	31.1
Under \$1.85	641.5	55.7	162.2	52.2	244.1	75.3	174.3	53.8	60.9	31.8
Under \$1.90	663.8	57.7	169.5	54.5	249.6	76.9	175.6	55.4	65.1	34.0
Under \$1.95	685.1	59.5	175.4	56.4	254.8	78.5	186.2	57.5	68.7	35.9
Under \$2.00	701.6	61.0	178.7	57.5	258.5	79.7	194.3	60.0	70.1	36.6
Under \$2.10	749.6	65.1	193.4	62.2	265.7	83.1	210.0	64.8	76.4	39.9
Under \$2.20	789.4	68.6	204.7	65.8	279.2	86.1	225.2	69.5	80.3	41.9
Under \$2.30	826.2	71.8	218.2	70.2	287.6	88.7	235.3	72.6	85.1	44.4
Under \$2.40	859.3	74.7	228.6	73.5	292.6	90.2	248.4	76.7	89.7	46.8
Under \$2.50	892.4	77.5	242.1	77.9	298.0	91.9	258.8	79.9	93.4	48.8
Under \$2.60	931.6	80.9	253.3	81.5	303.6	93.6	274.8	84.8	99.8	52.1
Under \$2.70	954.7	83.0	261.5	84.1	307.8	94.9	280.7	86.7	104.7	54.6
Under \$2.80	977.7	85.0	269.9	86.8	311.6	96.0	286.9	88.6	109.3	57.1
Under \$2.90	995.4	86.5	276.4	88.9	314.3	96.9	290.8	89.8	113.9	59.4
Under \$3.00	1012.3	88.0	281.9	90.7	316.4	97.6	295.4	91.2	118.5	61.9
Total	1150.9	100.0	316.9	100.0	324.4	100.0	324.0	100.0	191.6	100.0
Average hourly earnings	\$1.53		\$2.04		\$1.51		\$1.92		\$2.55	

Table 19. Automotive dealers and gasoline service stations

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965

(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	2.4	.2	*	*	2.1	.5	.2	.1	.1	*
Under \$0.75	19.5	1.5	.2	.1	16.0	4.2	2.6	.8	.8	.3
Under \$1.00	74.6	5.9	1.4	.5	61.0	15.9	9.7	2.8	2.6	.9
Under \$1.05	136.7	10.8	7.3	2.7	92.5	24.0	26.6	7.9	10.0	3.7
Under \$1.10	151.7	11.5	8.2	3.0	102.3	26.6	30.0	8.8	11.3	4.1
Under \$1.15	173.3	13.7	12.5	4.6	112.2	29.2	35.3	10.3	13.2	4.8
Under \$1.20	192.9	15.2	14.1	5.2	122.9	32.0	40.5	11.8	15.4	5.7
Under \$1.25	206.0	16.2	15.5	5.7	130.5	33.9	43.6	12.8	16.4	6.0
Under \$1.30	320.0	25.2	42.3	15.6	164.1	42.7	78.8	23.1	34.8	12.7
Under \$1.35	349.9	27.6	48.3	17.9	176.0	45.8	87.0	25.5	38.6	14.1
Under \$1.40	392.1	30.9	57.9	21.4	188.0	48.9	98.5	28.8	47.7	17.5
Under \$1.45	426.7	33.6	64.0	23.7	200.5	52.1	108.6	31.8	53.5	19.6
Under \$1.50	451.9	35.6	69.7	25.8	208.1	54.1	116.2	34.0	57.9	21.2
Under \$1.55	538.2	42.4	92.2	34.1	222.4	57.8	141.7	41.5	81.9	30.0
Under \$1.60	568.2	44.7	95.6	36.8	231.1	60.1	150.2	44.0	87.4	32.0
Under \$1.65	605.7	47.7	110.2	40.7	240.1	62.4	160.5	47.0	94.9	34.8
Under \$1.70	632.4	49.8	116.7	43.1	246.3	64.0	168.7	49.4	100.7	36.9
Under \$1.75	659.1	51.9	121.9	45.1	254.5	66.2	175.7	51.4	107.0	39.2
Under \$1.80	702.8	55.3	134.2	49.6	262.2	68.1	185.4	54.3	121.0	44.3
Under \$1.85	727.1	57.3	138.4	51.2	269.7	70.1	192.2	56.3	126.7	46.4
Under \$1.90	753.8	59.4	145.2	53.7	276.6	71.9	200.5	58.7	131.4	48.1
Under \$1.95	776.2	61.1	150.2	55.5	283.1	73.6	207.5	60.7	135.3	49.5
Under \$2.00	789.3	62.2	153.3	56.7	286.9	74.6	210.6	61.7	138.1	50.6
Under \$2.10	854.9	67.3	174.7	64.6	299.8	77.9	228.9	67.0	151.4	55.5
Under \$2.20	885.9	69.8	184.4	68.2	306.6	79.7	236.8	69.3	158.0	57.9
Under \$2.30	929.8	73.2	196.1	72.5	316.1	82.2	248.8	72.8	168.8	61.8
Under \$2.40	956.8	75.3	202.6	74.9	321.9	83.7	256.0	74.9	176.3	64.6
Under \$2.50	979.6	77.1	207.4	76.7	326.8	85.0	262.1	76.7	183.2	67.1
Under \$2.60	1018.9	80.2	217.9	80.5	334.3	86.9	272.8	79.5	193.9	71.0
Under \$2.70	1040.0	81.5	223.2	82.5	338.4	88.0	278.7	81.6	199.8	73.2
Under \$2.80	1061.2	83.6	229.9	85.0	342.2	88.9	283.5	83.0	205.5	75.3
Under \$2.90	1080.6	85.1	233.7	86.4	346.3	90.0	289.4	84.7	211.2	77.4
Under \$3.00	1095.8	86.3	236.3	87.3	349.5	90.9	294.6	86.2	215.5	78.9
Total	1269.8	100.0	270.5	100.0	384.7	100.0	341.6	100.0	273.0	100.0
Average hourly earnings	\$2.02		\$2.15		\$1.69		\$2.07		\$2.32	

Table 20. Motor vehicle dealers (new and used cars)

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965

(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	.7	.1	*	*	.6	.3	-	-	.1	.1
Under \$0.75	4.4	.7	*	*	2.5	1.5	1.0	.6	.4	.4
Under \$1.00	21.2	3.5	.6	.5	14.7	7.6	3.9	2.3	1.9	1.8
Under \$1.05	34.8	5.8	1.8	1.4	22.9	11.8	7.3	4.2	2.9	2.7
Under \$1.10	39.9	6.6	2.4	1.8	26.0	13.3	8.1	4.7	3.4	3.2
Under \$1.15	48.1	8.0	3.1	2.4	31.0	15.9	9.8	5.7	4.2	3.9
Under \$1.20	54.6	9.0	3.9	3.0	34.3	17.6	11.4	6.5	5.0	4.7
Under \$1.25	60.0	9.9	4.6	3.6	37.7	19.3	12.4	7.1	5.4	5.0
Under \$1.30	90.3	14.9	11.4	8.8	49.0	25.2	22.1	12.7	7.8	7.3
Under \$1.35	100.7	16.7	12.2	9.5	55.7	28.6	23.7	13.6	9.0	8.4
Under \$1.40	113.2	18.7	14.8	11.5	60.6	31.1	27.1	15.6	10.6	9.9
Under \$1.45	124.9	20.7	16.4	12.7	65.9	33.9	30.2	17.4	12.4	11.6
Under \$1.50	135.7	22.5	18.6	14.4	70.4	36.2	32.6	19.3	13.1	12.2
Under \$1.55	159.3	26.3	24.9	19.3	77.3	39.7	41.3	23.6	15.7	14.7
Under \$1.60	173.6	28.7	27.3	21.1	82.6	42.4	45.5	26.2	18.3	17.1
Under \$1.65	187.3	31.0	31.2	24.2	87.9	45.1	48.7	28.0	19.5	18.2
Under \$1.70	198.1	32.6	33.6	26.1	91.6	47.0	52.1	30.0	20.7	19.4
Under \$1.75	213.3	35.3	36.6	28.3	97.1	49.9	56.2	32.4	23.4	21.8
Under \$1.80	230.0	38.1	41.0	31.7	102.1	52.4	61.2	35.3	25.8	24.1
Under \$1.85	242.6	40.1	43.0	33.3	107.6	55.3	64.6	37.2	27.4	25.6
Under \$1.90	255.1	42.2	46.2	35.8	111.4	57.2	68.4	39.4	29.2	27.3
Under \$1.95	267.4	44.2	48.7	37.7	116.4	59.8	71.5	41.2	30.7	28.7
Under \$2.00	275.3	45.5	50.4	39.1	119.2	61.2	73.3	42.2	32.3	30.2
Under \$2.10	309.2	51.2	61.2	47.4	128.0	65.8	83.3	48.0	36.7	34.3
Under \$2.20	328.4	54.3	66.7	51.7	133.2	68.4	89.1	51.3	39.5	36.9
Under \$2.30	352.4	58.3	72.8	56.4	139.6	71.7	96.5	55.8	43.2	40.4
Under \$2.40	368.8	61.0	77.0	59.7	144.1	74.0	101.4	58.4	46.4	43.3
Under \$2.50	383.5	63.4	80.4	62.3	147.4	75.7	105.9	61.0	49.8	46.6
Under \$2.60	408.9	67.7	88.2	68.3	152.3	78.2	113.5	65.4	54.9	51.3
Under \$2.70	423.1	70.0	91.6	71.0	155.7	80.0	118.1	68.0	57.6	53.9
Under \$2.80	436.7	72.3	95.2	73.8	158.3	81.3	122.5	70.5	60.7	56.7
Under \$2.90	450.3	74.5	97.9	75.8	161.3	82.9	127.2	73.3	64.0	59.8
Under \$3.00	462.8	76.6	100.0	77.4	164.2	84.3	131.7	75.9	67.0	62.6
Total	604.4	100.0	129.1	100.0	194.7	100.0	173.6	100.0	107.0	100.0
Average hourly earnings	\$2.40		\$2.52		\$2.06		\$2.47		\$2.83	



Table 21. Gasoline service stations

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965

(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	1.6	.3	-	-	1.4	1.1	.2	.2	-	-
Under \$0.75	14.0	2.5	.1	.1	12.2	10.0	1.4	1.2	.3	.2
Under \$1.00	48.4	10.2	.5	.5	42.1	34.5	5.2	4.3	.5	.4
Under \$1.05	91.6	15.2	4.8	4.6	62.1	50.9	18.5	15.1	6.2	4.9
Under \$1.10	99.3	20.9	4.9	4.7	67.2	55.0	20.3	16.5	6.9	5.5
Under \$1.15	111.5	23.4	8.4	8.1	71.5	58.6	22.4	18.0	8.1	6.4
Under \$1.20	121.4	25.5	9.1	8.7	76.3	62.5	26.8	21.6	9.3	7.3
Under \$1.25	126.7	26.6	9.8	9.3	79.0	64.7	28.0	22.8	9.9	7.8
Under \$1.30	191.9	40.3	27.9	26.7	91.4	74.8	49.9	40.6	22.7	17.9
Under \$1.35	207.7	43.6	32.7	31.2	94.3	77.3	55.5	45.2	25.2	19.9
Under \$1.40	230.5	48.4	38.7	37.0	97.6	80.0	62.5	50.6	31.7	25.0
Under \$1.45	248.6	52.2	42.5	40.6	102.9	84.3	68.0	55.4	35.2	27.8
Under \$1.50	259.7	54.5	45.5	43.4	104.4	85.5	71.4	58.1	38.4	30.3
Under \$1.55	307.7	64.6	58.1	55.5	108.2	88.6	84.1	68.5	57.3	45.3
Under \$1.60	317.7	66.7	61.4	58.7	110.2	90.3	87.2	71.0	58.8	46.5
Under \$1.65	333.5	70.1	66.5	63.5	111.2	91.1	91.2	74.3	64.6	51.1
Under \$1.70	343.7	72.2	70.0	66.8	112.2	91.9	93.7	76.3	67.8	53.6
Under \$1.75	350.1	73.5	71.0	67.8	113.4	92.9	94.9	77.3	70.8	56.0
Under \$1.80	371.8	78.1	77.1	73.6	114.7	94.0	98.6	80.3	81.4	64.4
Under \$1.85	379.4	79.7	78.5	75.0	115.3	94.4	100.9	82.2	84.6	66.9
Under \$1.90	388.1	81.5	81.0	77.4	116.4	95.3	103.9	84.6	86.9	68.7
Under \$1.95	393.8	82.7	82.7	79.0	116.9	95.7	105.5	85.6	88.8	70.2
Under \$2.00	397.1	83.4	83.6	79.8	117.2	96.0	106.4	86.6	89.9	71.0
Under \$2.10	417.1	87.6	91.1	87.0	118.7	97.2	111.0	90.4	96.3	76.1
Under \$2.20	425.5	89.4	93.9	89.7	119.2	97.6	112.7	91.8	99.7	78.9
Under \$2.30	437.5	91.5	97.0	92.6	120.0	98.3	115.3	93.6	105.2	83.2
Under \$2.40	443.0	93.0	98.2	93.8	120.3	98.6	116.7	95.1	107.7	85.1
Under \$2.50	447.0	93.9	98.9	94.5	120.5	98.7	117.8	95.6	109.9	86.8
Under \$2.60	453.5	95.3	99.7	95.2	121.1	99.2	119.1	97.0	113.6	89.8
Under \$2.70	457.0	96.0	100.7	96.2	121.2	99.3	119.6	97.4	115.4	91.3
Under \$2.80	461.0	96.8	102.3	97.7	121.4	99.5	120.0	97.7	117.3	92.7
Under \$2.90	463.1	97.3	102.6	98.0	121.6	99.6	120.5	98.1	118.4	93.6
Under \$3.00	464.1	97.5	102.6	98.0	121.6	99.6	120.5	98.2	119.3	94.3
Total	476.1	100.0	104.7	100.0	122.1	100.0	122.8	100.0	126.5	100.0
Average hourly earnings	\$1.52		\$1.68		\$1.12		\$1.53		\$1.84	

Table 22. Apparel and accessory stores

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965  
(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	.6	.1	-	-	.6	.4	*	*	*	*
Under \$0.75	7.9	1.4	.1	.1	6.6	4.5	1.1	.7	.1	.1
Under \$1.00	28.4	4.9	1.2	.6	22.0	14.9	4.5	3.1	.6	.7
Under \$1.05	56.2	9.7	6.3	3.2	33.5	22.7	15.1	10.3	1.3	1.5
Under \$1.10	61.3	10.5	6.8	3.5	36.4	24.7	16.5	11.3	1.6	1.8
Under \$1.15	73.3	12.6	8.4	4.3	41.5	28.2	20.9	14.2	2.5	2.8
Under \$1.20	117.9	20.3	16.0	8.1	63.6	43.2	34.0	23.1	4.3	4.8
Under \$1.25	129.5	22.2	18.4	9.3	68.3	46.4	37.8	25.8	5.0	5.5
Under \$1.30	204.9	35.2	48.6	24.6	89.0	60.4	55.9	38.1	11.5	12.7
Under \$1.35	227.9	39.2	55.8	28.3	94.2	64.0	62.0	42.3	15.9	17.6
Under \$1.40	258.2	44.3	67.8	34.3	99.7	67.7	68.9	47.0	21.8	24.1
Under \$1.45	278.1	47.8	75.2	38.1	104.2	70.7	73.1	49.8	25.6	28.2
Under \$1.50	292.8	50.3	80.6	40.9	107.1	72.7	77.4	52.8	27.7	30.5
Under \$1.55	333.9	57.4	96.9	49.1	112.8	76.6	86.9	59.2	37.4	41.1
Under \$1.60	347.7	59.7	102.5	52.0	115.5	78.4	90.3	61.6	39.3	43.3
Under \$1.65	368.1	63.2	111.8	56.7	119.0	80.8	95.4	65.1	41.8	46.1
Under \$1.70	382.0	65.6	118.6	60.1	121.1	82.2	98.2	67.0	44.0	48.5
Under \$1.75	394.4	67.8	124.0	62.9	123.1	83.6	100.7	68.7	46.6	51.3
Under \$1.80	413.4	71.0	130.8	66.3	125.5	85.5	105.7	72.0	50.9	56.1
Under \$1.85	421.9	72.5	133.6	67.7	127.1	86.3	108.1	73.7	53.1	58.5
Under \$1.90	435.5	74.8	139.0	70.5	128.9	87.5	111.1	75.7	56.5	62.3
Under \$1.95	442.6	76.0	142.4	72.2	130.1	88.3	112.6	76.8	57.5	63.3
Under \$2.00	449.2	77.2	144.5	73.2	131.4	89.2	113.9	77.6	59.4	65.4
Under \$2.10	472.7	81.2	153.3	77.7	134.6	91.4	115.8	81.7	65.0	71.6
Under \$2.20	489.4	84.1	159.7	80.9	136.2	92.4	124.2	84.6	69.4	76.4
Under \$2.30	504.2	86.6	166.2	84.2	138.1	93.8	128.1	87.3	71.8	79.1
Under \$2.40	514.9	88.4	169.4	85.8	139.0	94.4	131.1	89.3	75.4	83.1
Under \$2.50	523.0	89.8	172.9	87.7	139.7	94.8	132.4	90.2	78.0	85.9
Under \$2.60	533.6	91.7	177.2	89.8	141.2	95.9	135.3	92.2	79.8	87.9
Under \$2.70	540.6	92.9	180.2	91.4	141.7	96.2	136.3	92.9	82.3	90.6
Under \$2.80	547.0	94.0	182.9	92.7	142.6	96.8	138.3	94.3	83.3	91.7
Under \$2.90	551.4	94.7	184.7	93.6	143.0	97.1	139.7	95.2	84.1	92.6
Under \$3.00	555.1	95.4	185.8	94.2	143.7	97.6	140.7	95.9	84.9	93.5
Total	582.1	100.0	157.3	100.0	147.3	100.0	146.7	100.0	50.8	100.0
Average hourly earnings	\$1.70		\$1.83		\$1.42		\$1.68		\$1.94	

Table 23. Men's and boys' clothing and furnishings stores

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965

(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	*	*	-	-	*	.1	*	*	-	-
Under \$0.75	.2	.2	*	.1	.1	.5	.1	.2	-	-
Under \$1.00	2.3	2.4	.5	1.3	1.1	4.5	.8	3.0	*	.2
Under \$1.05										
Under \$1.10	6.4	6.5	.7	2.1	3.2	13.5	2.3	5.3	.2	1.0
Under \$1.15	6.8	7.0	.8	2.3	3.4	14.5	2.4	9.7	.2	1.4
Under \$1.20	8.3	8.4	1.0	2.9	4.0	17.1	3.0	12.0	.2	1.6
Under \$1.25	12.4	12.6	1.8	5.3	6.4	26.9	3.9	15.4	.3	2.1
	13.7	13.9	2.0	5.7	6.9	29.4	4.4	17.6	.3	2.1
Under \$1.30										
Under \$1.35	25.5	25.6	5.6	16.0	11.0	46.6	7.5	29.7	1.5	10.0
Under \$1.40	27.8	28.2	6.5	18.5	11.5	48.9	8.1	32.2	1.8	11.8
Under \$1.45	31.9	32.4	7.7	22.0	12.5	53.0	9.1	36.1	2.6	17.6
Under \$1.50	33.8	34.3	8.1	23.4	13.1	55.3	9.7	38.6	2.8	18.9
	35.6	36.2	8.9	25.6	13.6	57.6	10.1	40.4	3.0	19.9
Under \$1.55										
Under \$1.60	44.2	44.6	12.4	35.5	14.7	62.2	12.3	48.8	4.9	32.6
Under \$1.65	46.4	47.1	13.1	37.7	15.1	64.1	13.1	52.1	5.0	33.5
Under \$1.70	49.5	50.2	14.3	41.0	16.1	68.1	13.8	55.0	5.3	35.5
Under \$1.75	51.8	52.6	15.4	44.1	16.5	70.0	14.4	57.4	5.5	37.0
	53.9	54.7	16.3	46.7	16.9	71.7	14.9	59.5	5.8	38.4
Under \$1.80										
Under \$1.85	57.4	58.2	17.3	49.7	17.8	75.2	15.6	63.3	6.4	42.8
Under \$1.90	58.8	59.7	17.7	50.8	18.0	76.5	16.4	65.5	6.6	44.2
Under \$1.95	61.3	62.2	18.5	53.3	18.5	78.3	17.2	68.5	7.1	47.1
Under \$2.00	62.5	63.5	19.2	55.2	18.6	79.0	17.5	69.7	7.2	48.0
	63.7	64.7	19.6	56.3	18.7	79.4	17.7	70.7	7.7	51.2
Under \$2.10										
Under \$2.20	70.1	71.2	22.2	63.9	19.8	83.9	19.2	76.6	8.9	59.0
Under \$2.30	73.1	74.2	23.5	67.6	20.2	85.8	19.8	79.0	9.5	63.4
Under \$2.40	76.3	77.5	24.7	71.1	20.7	87.5	20.7	82.6	10.2	67.8
Under \$2.50	78.5	79.7	25.4	73.0	21.0	89.0	21.4	85.4	10.7	71.0
	81.1	82.3	27.0	77.5	21.2	89.7	21.8	86.8	11.2	74.5
Under \$2.60										
Under \$2.70	83.9	85.2	27.9	80.3	21.6	91.6	22.5	89.8	11.8	78.9
Under \$2.80	85.9	87.2	28.8	82.6	21.7	92.0	22.8	90.9	12.6	84.1
Under \$2.90	87.8	89.1	29.4	84.6	22.1	93.8	23.2	92.4	13.0	86.7
Under \$3.00	89.0	90.3	30.1	86.5	22.3	94.4	23.4	93.2	13.2	88.0
	89.8	91.2	30.5	87.5	22.4	94.7	23.5	93.6	13.5	90.2
Total	98.5	100.0	34.8	100.0	23.6	100.0	25.1	100.0	15.0	100.0
Average hourly earnings	\$1.92		\$2.09		\$1.66		\$1.80		\$2.15	

Table 24. Women's ready-to-wear stores

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965

(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	.1	*	-	-	.1	.1	*	*	*	*
Under \$0.75	3.9	1.8	*	*	2.3	5.8	.5	.5	.1	.3
Under \$1.00	12.8	6.0	.3	.5	10.5	18.4	1.7	3.1	.3	.8
Under \$1.05	26.6	12.4	3.1	4.6	16.1	28.1	6.8	12.5	.7	1.9
Under \$1.10	28.5	13.3	3.2	4.8	17.3	30.2	7.1	13.1	.9	2.5
Under \$1.15	33.6	15.6	4.0	5.9	19.1	33.3	9.4	17.3	1.1	3.2
Under \$1.20	55.8	26.0	7.6	11.2	29.6	51.7	16.2	29.5	2.4	6.7
Under \$1.25	61.6	28.7	8.8	13.0	32.2	56.2	18.0	33.3	2.6	7.3
Under \$1.30	90.4	42.0	20.4	30.1	39.1	68.3	25.0	46.2	5.9	16.4
Under \$1.35	99.0	46.0	22.8	33.7	40.8	71.2	27.6	50.5	7.8	21.8
Under \$1.40	112.7	52.4	28.6	42.1	42.8	74.7	30.6	56.4	10.8	30.2
Under \$1.45	120.4	56.0	31.5	46.4	44.3	77.4	32.0	55.1	12.5	35.1
Under \$1.50	126.3	58.7	33.5	49.5	45.5	79.4	34.0	62.7	13.3	37.3
Under \$1.55	141.8	66.0	39.9	58.9	48.0	83.8	37.1	68.4	16.8	47.0
Under \$1.60	146.6	68.2	42.1	62.0	48.8	85.2	38.0	70.1	17.7	49.7
Under \$1.65	153.8	71.5	45.1	66.5	49.8	86.9	39.5	73.6	19.0	53.2
Under \$1.70	158.2	73.6	46.6	68.8	50.7	88.5	40.9	75.5	20.0	55.9
Under \$1.75	162.4	75.5	48.3	71.3	51.3	89.6	41.6	76.8	21.1	59.0
Under \$1.80	168.9	78.6	50.8	74.9	52.2	91.1	42.5	78.2	23.0	64.4
Under \$1.85	172.3	80.1	51.5	76.6	52.5	91.7	43.7	80.7	24.1	67.6
Under \$1.90	177.3	82.5	54.1	79.8	53.1	92.7	44.6	82.2	25.5	71.3
Under \$1.95	175.4	83.4	55.1	81.2	53.5	93.4	45.0	82.5	25.8	72.3
Under \$2.00	181.8	84.5	55.7	82.1	53.9	94.1	45.3	83.6	26.5	75.2
Under \$2.10	189.0	87.5	58.2	85.9	54.5	95.7	46.5	85.5	29.4	82.4
Under \$2.20	194.2	90.3	60.5	89.2	55.2	96.4	47.9	88.3	30.5	85.6
Under \$2.30	198.5	92.3	62.6	92.3	55.7	97.2	49.0	90.4	31.3	87.5
Under \$2.40	201.2	93.6	63.5	93.7	55.8	97.4	49.7	91.7	32.2	90.1
Under \$2.50	202.7	94.3	63.9	94.3	55.5	97.6	50.1	92.4	32.7	91.6
Under \$2.60	204.9	95.3	65.0	95.8	56.1	98.0	50.6	93.4	33.2	93.0
Under \$2.70	206.1	95.5	65.7	96.8	56.2	98.1	50.8	93.7	33.5	93.7
Under \$2.80	207.7	96.6	66.0	97.4	56.2	98.1	51.7	95.3	33.7	94.5
Under \$2.90	208.5	97.0	66.3	97.8	56.3	98.3	52.0	96.0	33.9	94.9
Under \$3.00	209.2	97.3	66.4	98.0	56.4	98.4	52.2	96.6	34.0	95.3
Total	215.0	100.0	67.8	100.0	57.3	100.0	54.2	100.0	35.7	100.0
Average hourly earnings	\$1.55		\$1.64		\$1.29		\$1.56		\$1.80	

Table 25. Shoe stores

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965

(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	*	*	-	-	*	.1	-	-	-	-
Under \$0.75	1.2	1.2	*	*	.9	3.2	.3	1.1	-	-
Under \$1.00	4.4	4.2	.2	.6	2.8	9.9	1.2	4.2	.2	1.0
Under \$1.05	8.5	8.1	.9	2.8	4.5	16.0	2.8	9.9	.3	1.9
Under \$1.10	10.0	9.6	1.0	3.3	5.2	18.6	3.4	12.0	.3	1.9
Under \$1.15	11.9	11.4	1.3	4.3	6.4	22.6	3.7	13.1	.5	2.9
Under \$1.20	17.7	16.9	2.4	7.8	9.2	32.6	5.5	19.3	.6	3.3
Under \$1.25	20.1	19.1	3.0	9.7	9.9	35.2	6.3	22.1	.9	4.9
Under \$1.30	29.7	28.3	5.0	16.4	13.5	47.8	9.4	32.8	1.8	10.4
Under \$1.35	34.4	32.8	6.1	19.9	14.5	51.5	10.9	37.9	2.9	16.6
Under \$1.40	38.4	36.5	7.4	24.3	15.2	54.0	12.2	42.4	3.5	20.2
Under \$1.45	41.8	39.9	8.2	26.9	16.3	58.0	13.2	46.0	4.1	23.2
Under \$1.50	44.6	42.5	8.9	29.0	17.0	60.4	14.0	48.8	4.6	26.6
Under \$1.55	50.2	47.8	10.9	35.5	17.9	63.6	15.9	55.5	5.5	31.2
Under \$1.60	53.5	50.9	11.9	38.8	18.8	66.8	17.0	59.1	5.8	33.4
Under \$1.65	56.7	54.0	13.0	42.6	19.7	69.7	17.6	61.4	6.3	36.3
Under \$1.70	59.4	56.5	14.1	46.2	20.2	71.7	18.2	63.4	6.8	38.9
Under \$1.75	61.7	58.8	15.1	49.2	20.5	72.9	18.6	64.8	7.5	42.9
Under \$1.80	65.7	62.6	16.3	53.1	21.3	75.4	19.9	69.5	8.3	47.2
Under \$1.85	67.3	64.1	16.7	54.6	21.6	76.7	20.2	70.3	8.8	50.3
Under \$1.90	69.5	66.2	17.3	56.4	22.1	78.3	20.6	71.7	9.6	54.8
Under \$1.95	71.2	67.8	17.8	58.1	22.5	79.7	21.1	73.6	9.8	56.1
Under \$2.00	72.9	69.5	18.4	60.3	23.0	81.5	21.5	74.9	10.0	57.2
Under \$2.10	77.3	73.7	20.1	65.7	23.7	84.2	22.6	78.6	10.9	62.6
Under \$2.20	81.2	77.3	21.6	70.4	24.2	85.8	23.6	82.3	11.9	67.7
Under \$2.30	85.2	81.1	23.2	75.8	25.0	88.8	24.4	85.0	12.6	71.8
Under \$2.40	87.5	83.3	23.9	78.3	25.3	89.8	25.2	87.7	13.0	74.5
Under \$2.50	89.8	85.5	24.5	80.2	25.7	91.1	25.5	88.7	14.1	80.6
Under \$2.60	92.6	88.2	25.6	83.7	26.3	93.4	26.1	90.9	14.6	83.3
Under \$2.70	94.4	89.9	26.4	86.3	26.5	94.0	26.4	92.1	15.0	86.0
Under \$2.80	96.1	91.6	27.3	89.2	26.8	95.1	26.8	93.3	15.3	87.2
Under \$2.90	97.7	93.0	27.9	91.1	27.0	95.7	27.2	94.8	15.6	89.1
Under \$3.00	98.9	94.2	28.3	92.4	27.3	96.7	27.6	96.2	15.8	90.2
Total	105.0	100.0	30.6	100.0	28.2	100.0	28.7	100.0	17.5	100.0
Average hourly earnings	\$1.84		\$2.01		\$1.59		\$1.75		\$2.09	

Table 26. Furniture, home furnishings, and household appliance stores

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965

(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	.3	.1	.1	.1	.2	.2	-	-	*	*
Under \$0.75	4.4	1.2	.1	.1	3.5	3.3	.4	.5	.3	.5
Under \$1.00	12.8	3.5	.3	.3	10.1	9.6	1.6	1.8	.7	1.0
Under \$1.05	23.3	6.4	1.8	1.9	14.7	13.9	5.4	6.1	1.4	1.9
Under \$1.10	24.9	6.8	1.9	2.0	15.8	15.0	5.6	6.2	1.6	2.2
Under \$1.15	28.6	7.9	2.6	2.7	17.6	16.7	6.3	7.1	2.1	2.9
Under \$1.20	35.4	9.7	3.5	3.6	21.6	20.5	8.0	8.9	2.4	3.2
Under \$1.25	38.9	10.7	3.7	3.9	23.2	22.0	9.3	10.4	2.6	3.6
Under \$1.30	73.3	20.1	14.5	15.0	34.8	33.0	16.8	18.8	7.3	10.0
Under \$1.35	80.8	22.2	16.6	17.3	37.6	35.6	18.5	20.7	8.1	11.1
Under \$1.40	92.8	25.5	20.1	20.9	42.9	40.6	21.0	23.5	8.8	12.1
Under \$1.45	106.7	27.7	21.8	22.7	45.9	43.5	23.1	25.6	9.9	13.6
Under \$1.50	107.1	29.4	23.7	24.6	48.5	46.0	24.3	27.2	10.5	14.5
Under \$1.55	131.3	36.1	30.4	31.6	53.2	50.5	31.5	35.2	16.2	22.2
Under \$1.60	139.6	38.4	32.4	33.7	56.4	53.5	33.7	37.7	17.1	23.4
Under \$1.65	149.2	41.0	35.6	37.0	59.0	56.0	36.0	40.3	18.6	25.5
Under \$1.70	157.8	43.4	37.6	39.1	62.1	58.8	38.2	42.7	20.0	27.5
Under \$1.75	166.6	45.8	40.0	41.6	64.6	61.2	40.5	45.3	21.5	29.5
Under \$1.80	181.5	49.5	43.8	45.6	67.8	64.3	44.0	49.2	25.8	35.5
Under \$1.85	188.8	51.9	45.9	47.7	69.5	65.8	45.8	51.2	27.7	38.0
Under \$1.90	199.4	54.6	48.6	50.6	72.9	69.1	48.1	53.8	29.8	41.0
Under \$1.95	205.9	56.6	51.0	53.1	74.8	70.9	49.2	55.0	30.9	42.4
Under \$2.00	210.7	57.9	51.9	54.0	75.8	71.9	50.6	56.6	32.3	44.4
Under \$2.10	231.4	63.6	58.6	61.0	80.8	76.6	55.5	62.1	36.5	50.1
Under \$2.20	243.5	66.9	62.9	65.5	83.5	79.2	58.2	65.1	38.8	53.3
Under \$2.30	257.6	70.6	66.3	69.0	87.3	82.7	62.2	69.5	41.8	57.5
Under \$2.40	265.8	73.0	68.8	71.6	88.8	84.2	64.2	71.8	43.9	60.3
Under \$2.50	271.4	74.6	70.2	73.0	90.0	85.3	65.7	73.4	45.6	62.6
Under \$2.60	284.9	78.3	74.6	77.6	92.3	87.5	68.8	76.9	49.2	67.6
Under \$2.70	290.8	79.9	76.3	79.4	93.0	88.2	70.8	79.1	50.7	69.7
Under \$2.80	299.3	82.3	78.7	81.9	94.8	89.9	73.0	81.6	52.7	72.5
Under \$2.90	305.6	84.0	80.8	84.1	95.6	90.6	74.5	83.3	54.7	75.2
Under \$3.00	309.9	85.2	81.9	85.2	96.6	91.5	76.1	85.0	55.4	76.1
Total	363.9	100.0	96.1	100.0	105.5	100.0	89.5	100.0	72.8	100.0
Average hourly earnings	\$2.10		\$2.15		\$1.78		\$2.16		\$2.43	

Table 27. Furniture, home furnishings, and equipment stores

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965

(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	.3	.1	.1	.2	.2	.3	-	-	*	*
Under \$0.75	2.7	1.1	.1	.2	2.1	3.0	.1	.2	.3	.6
Under \$1.00	8.6	3.7	.1	.2	7.4	10.5	.5	.9	.6	1.2
Under \$1.05	15.2	6.5	.7	1.1	10.7	15.2	2.9	5.3	1.0	2.1
Under \$1.10	16.2	7.0	.7	1.2	11.3	16.1	3.0	5.5	1.2	2.6
Under \$1.15	18.5	8.0	.9	1.4	12.6	17.9	3.4	6.4	1.6	3.4
Under \$1.20	23.7	10.2	1.5	2.4	15.8	22.4	4.6	8.7	1.8	3.8
Under \$1.25	26.2	11.3	1.6	2.6	16.8	23.9	5.8	10.5	2.0	4.3
Under \$1.30	49.6	21.3	9.4	15.2	25.1	35.6	10.5	19.6	4.7	10.0
Under \$1.35	54.3	23.3	11.0	17.7	26.9	38.3	11.1	20.7	5.3	11.3
Under \$1.40	61.9	26.6	12.9	20.9	30.8	43.8	12.5	23.3	5.7	12.2
Under \$1.45	67.4	29.0	14.2	23.0	33.2	47.3	13.5	25.3	6.3	13.5
Under \$1.50	71.0	30.6	15.3	24.7	34.7	49.3	14.2	26.8	6.8	14.5
Under \$1.55	86.5	37.2	19.5	31.5	38.1	54.1	19.0	35.5	10.0	21.3
Under \$1.60	91.4	39.3	20.6	33.4	39.8	56.7	20.2	37.5	10.7	22.8
Under \$1.65	97.2	41.8	22.5	36.4	41.5	59.0	21.6	40.5	11.6	24.8
Under \$1.70	102.8	44.2	24.0	38.8	43.2	61.5	22.9	42.8	12.7	27.1
Under \$1.75	108.8	46.8	25.7	41.6	45.2	64.3	24.1	45.0	13.8	29.6
Under \$1.80	117.9	50.7	28.4	45.9	47.3	67.3	26.2	48.0	16.1	34.3
Under \$1.85	122.8	52.8	29.7	48.0	48.5	69.0	27.2	50.8	17.4	37.3
Under \$1.90	130.5	56.1	31.8	51.5	51.0	72.5	28.8	53.8	18.9	40.3
Under \$1.95	134.1	57.7	33.0	53.3	52.1	74.1	29.4	55.0	19.6	41.9
Under \$2.00	137.0	58.9	33.4	54.1	52.9	75.2	29.9	55.9	20.7	44.3
Under \$2.10	149.5	64.3	37.9	61.3	55.7	79.2	32.7	61.2	23.2	49.6
Under \$2.20	156.1	67.2	40.1	64.9	57.5	81.7	34.2	63.8	24.3	52.0
Under \$2.30	164.1	70.6	42.2	68.2	59.5	84.6	36.2	67.6	26.3	56.1
Under \$2.40	168.8	72.6	44.0	71.2	60.3	85.8	37.4	69.8	27.1	58.0
Under \$2.50	172.1	74.1	45.0	72.8	61.1	86.9	38.2	71.3	27.9	59.6
Under \$2.60	179.6	77.3	47.2	76.4	62.7	89.2	39.7	74.1	30.1	64.3
Under \$2.70	183.5	79.0	48.4	78.4	63.1	89.7	41.0	76.4	31.0	66.2
Under \$2.80	188.8	81.2	50.2	81.2	64.2	91.3	42.2	79.0	32.2	68.7
Under \$2.90	192.4	82.8	51.2	82.9	64.7	92.1	43.2	80.5	33.2	70.9
Under \$3.00	194.9	83.9	52.0	84.1	65.1	92.6	44.2	82.7	33.6	71.7
Total	232.4	100.0	61.8	100.0	70.3	100.0	53.5	100.0	46.8	100.0
Average hourly earnings	\$2.10		\$2.17		\$1.72		\$2.18		\$2.51	

Table 28. Household appliance stores

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965

(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	*	*	-	-	*	.1	-	-	-	-
Under \$0.75	1.1	1.4	-	-	1.1	4.4	*	.1	*	.1
Under \$1.00	2.4	3.1	.1	.4	1.6	6.9	.6	3.0	.1	.8
Under \$1.05	4.4	5.5	.6	3.0	2.4	10.3	1.1	5.3	.2	1.6
Under \$1.10	4.9	6.2	.7	3.2	2.9	12.3	1.1	5.4	.2	1.7
Under \$1.15	5.6	7.1	.8	4.0	3.2	13.7	1.3	6.3	.3	1.8
Under \$1.20	6.7	8.5	1.1	5.3	3.8	16.0	1.5	7.5	.3	2.3
Under \$1.25	7.3	9.2	1.2	5.8	4.1	17.2	1.6	8.1	.3	2.3
Under \$1.30	14.3	18.1	3.0	14.1	6.3	26.5	3.2	15.5	1.8	12.8
Under \$1.35	15.7	19.5	3.5	16.6	6.8	28.8	3.5	17.2	1.9	13.7
Under \$1.40	17.8	22.6	4.3	20.3	7.7	32.6	3.8	18.5	2.0	14.6
Under \$1.45	19.3	24.4	4.6	21.8	8.1	34.2	4.2	20.6	2.4	16.9
Under \$1.50	21.0	26.6	5.3	24.9	9.0	37.8	4.3	21.5	2.5	17.6
Under \$1.55	25.8	32.6	6.9	32.9	9.8	41.6	5.4	27.0	3.5	25.2
Under \$1.60	28.1	35.6	7.6	36.2	10.9	45.9	6.0	29.7	3.6	25.7
Under \$1.65	30.4	38.5	8.3	39.4	11.4	48.2	6.6	32.8	4.0	28.7
Under \$1.70	32.1	40.7	8.5	40.3	12.3	51.8	7.1	35.4	4.2	30.1
Under \$1.75	34.2	43.3	9.1	43.3	12.6	53.0	8.1	39.5	4.4	31.5
Under \$1.80	37.3	47.2	9.7	46.2	13.1	55.4	9.0	44.7	5.4	38.6
Under \$1.85	38.7	49.0	10.1	47.9	13.4	56.5	9.5	47.1	5.7	40.4
Under \$1.90	40.3	51.0	10.5	49.6	14.0	59.1	9.9	49.0	6.0	42.5
Under \$1.95	42.1	53.3	11.3	53.7	14.5	61.1	10.2	50.7	6.1	43.3
Under \$2.00	43.2	54.7	11.4	54.2	14.7	62.0	10.5	54.0	6.2	44.0
Under \$2.10	48.5	61.4	12.8	60.5	16.5	69.4	12.1	59.5	7.2	51.5
Under \$2.20	52.1	66.0	14.4	68.3	17.0	71.9	13.0	64.6	7.6	54.5
Under \$2.30	56.0	70.9	15.3	72.5	18.3	77.2	14.2	70.4	8.2	58.7
Under \$2.40	57.8	73.2	15.7	74.5	18.8	79.4	14.6	72.3	8.7	62.0
Under \$2.50	59.2	74.5	15.9	75.5	19.0	80.1	15.1	74.5	9.2	65.6
Under \$2.60	63.1	79.5	17.3	81.9	19.5	82.3	16.3	80.8	10.0	71.4
Under \$2.70	64.3	81.3	17.7	83.7	19.6	82.8	16.7	82.8	10.2	73.1
Under \$2.80	66.2	83.6	18.1	85.6	20.1	84.6	17.2	85.1	10.9	78.1
Under \$2.90	67.5	85.4	18.5	87.7	20.2	85.2	17.4	86.3	11.3	81.0
Under \$3.00	68.6	86.8	18.7	88.6	20.5	86.6	17.9	88.4	11.5	82.2
Total	79.0	100.0	21.1	100.0	23.7	100.0	20.2	100.0	14.0	100.0
Average hourly earnings	\$2.05		\$2.09		\$1.99		\$2.05		\$2.28	



Table 29. Miscellaneous retail stores

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965

(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	2.7	.3	.2	.1	2.1	.8	.2	.1	.1	.1
Under \$0.75	30.6	3.2	1.1	.4	22.0	8.0	7.1	2.8	.5	.3
Under \$1.00	80.2	8.3	3.6	1.4	54.4	19.7	20.8	8.2	1.5	.8
Under \$1.05	143.0	14.8	12.4	4.7	83.5	30.2	41.1	16.3	6.1	3.4
Under \$1.10	152.2	15.7	13.1	5.0	89.7	32.5	43.3	17.2	6.2	3.5
Under \$1.15	176.9	18.3	14.9	5.7	100.2	36.3	54.8	21.8	6.9	3.9
Under \$1.20	211.5	21.8	23.6	9.0	114.9	41.6	63.2	25.1	9.8	5.5
Under \$1.25	228.8	23.6	26.7	10.2	123.3	44.6	68.4	27.2	10.4	5.8
Under \$1.30	359.0	37.1	72.0	27.5	158.4	57.4	105.1	41.7	23.5	13.2
Under \$1.35	384.8	39.7	76.9	29.3	166.6	60.3	111.3	44.2	30.0	16.9
Under \$1.40	423.4	43.7	88.4	33.7	175.7	63.6	122.5	48.6	36.9	20.7
Under \$1.45	446.9	46.2	94.2	35.9	181.7	65.8	129.8	51.5	41.2	23.2
Under \$1.50	462.0	47.7	97.6	37.2	186.2	67.4	134.9	53.5	43.3	24.3
Under \$1.55	543.6	56.1	128.1	48.8	201.1	72.8	155.6	61.8	58.9	33.1
Under \$1.60	561.9	58.0	132.5	50.5	208.3	75.4	159.1	63.2	62.0	34.9
Under \$1.65	590.7	61.0	142.4	54.3	214.0	77.5	167.1	66.3	67.3	37.8
Under \$1.70	609.0	62.9	147.9	56.4	217.3	78.7	172.1	68.3	71.7	40.3
Under \$1.75	622.3	64.3	151.1	57.6	220.6	79.9	176.0	69.9	74.5	41.9
Under \$1.80	656.0	67.8	161.7	61.6	227.0	82.2	182.3	72.4	85.0	47.8
Under \$1.85	669.2	69.1	165.8	63.2	229.3	83.1	186.5	74.0	87.6	49.2
Under \$1.90	687.5	71.0	171.0	65.2	233.7	84.7	190.6	75.6	92.2	51.8
Under \$1.95	698.9	72.2	173.4	66.1	236.1	85.5	193.7	76.9	95.7	53.8
Under \$2.00	708.9	73.2	175.8	67.0	237.7	86.1	195.6	77.7	99.9	56.1
Under \$2.10	754.1	77.9	193.2	73.7	245.0	88.7	204.7	81.2	111.2	62.5
Under \$2.20	774.1	79.9	199.5	76.0	248.3	89.9	209.5	83.2	116.8	65.6
Under \$2.30	797.6	82.4	208.4	79.4	251.9	91.3	213.3	84.7	124.0	69.7
Under \$2.40	809.3	83.6	211.6	80.7	253.5	91.8	215.3	85.5	128.9	72.5
Under \$2.50	818.4	84.5	214.4	81.7	254.8	92.3	216.8	86.1	132.4	74.4
Under \$2.60	850.0	87.8	222.9	85.0	260.1	94.2	222.4	88.3	144.6	81.3
Under \$2.70	861.7	89.0	226.9	86.5	262.0	94.9	224.5	89.1	148.3	83.4
Under \$2.80	873.1	90.2	231.0	88.1	263.6	95.5	227.1	90.2	151.3	85.1
Under \$2.90	883.8	91.3	233.8	89.1	264.4	95.8	230.4	91.5	155.2	87.2
Under \$3.00	889.8	91.9	236.3	90.1	265.4	96.1	231.8	92.0	156.4	87.9
Total	968.2	100.0	262.3	100.0	276.1	100.0	251.9	100.0	177.9	100.0
Average hourly earnings	\$1.75		\$1.93		\$1.43		\$1.71		\$2.11	

Table 30. Drug and proprietary stores

Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings,  
United States and regions, June 1965

(Employees in thousands)

Average hourly earnings	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	1.4	.4	-	-	1.4	1.1	*	*	-	-
Under \$0.75	21.0	5.6	.1	.1	15.5	12.7	5.2	4.5	.2	.3
Under \$1.00	55.7	15.0	1.8	2.3	37.7	30.9	15.1	14.1	1.1	1.7
Under \$1.05	91.8	24.7	6.9	8.7	55.0	45.1	26.3	24.5	3.6	5.7
Under \$1.10	96.5	26.0	7.3	9.1	57.8	47.4	27.8	25.5	3.6	5.7
Under \$1.15	107.6	28.5	7.9	9.9	61.7	50.6	34.0	31.7	4.0	6.3
Under \$1.20	130.0	35.0	14.5	18.2	70.7	58.0	39.7	37.0	5.2	8.2
Under \$1.25	135.7	37.6	15.3	19.2	75.2	61.7	44.0	41.0	5.3	8.3
Under \$1.30	195.5	52.6	37.6	47.2	85.9	70.5	60.8	56.7	11.2	17.8
Under \$1.35	205.6	55.3	39.1	49.2	89.6	73.5	63.6	59.3	13.3	21.1
Under \$1.40	221.0	58.4	43.2	54.3	93.2	76.5	68.0	63.4	16.6	26.3
Under \$1.45	229.1	61.6	45.1	56.7	95.5	78.3	70.5	65.8	17.9	28.4
Under \$1.50	234.5	63.1	46.0	57.9	97.0	79.6	72.5	67.6	19.0	30.1
Under \$1.55	260.2	70.0	52.9	66.5	101.7	83.4	80.1	74.7	25.5	40.4
Under \$1.60	265.0	71.3	54.1	67.9	103.2	84.6	81.5	76.0	26.3	41.7
Under \$1.65	273.7	73.6	56.3	70.7	104.5	85.8	84.2	78.5	28.6	45.4
Under \$1.70	279.7	75.2	57.5	72.2	106.0	87.0	85.6	80.1	30.3	48.0
Under \$1.75	283.2	76.2	58.1	73.0	106.5	87.4	87.2	81.4	31.3	49.6
Under \$1.80	291.4	78.4	59.7	75.0	107.8	88.5	89.2	83.2	34.7	55.0
Under \$1.85	294.3	79.2	60.0	75.3	108.4	88.9	90.3	84.2	35.6	56.5
Under \$1.90	298.3	80.2	60.7	76.2	109.7	90.0	91.0	84.9	36.9	58.5
Under \$1.95	300.5	80.5	61.3	77.0	110.2	90.4	91.6	85.4	37.9	60.0
Under \$2.00	303.2	81.6	61.6	77.3	110.4	90.6	92.0	85.8	39.2	62.2
Under \$2.10	312.6	84.1	64.4	81.0	112.0	91.9	94.1	87.7	42.1	66.7
Under \$2.20	317.4	85.4	65.4	82.1	112.5	92.3	95.3	88.5	44.2	70.0
Under \$2.30	322.6	86.8	66.4	83.4	113.3	93.0	96.0	89.5	46.9	74.3
Under \$2.40	326.1	87.7	66.9	84.1	113.7	93.3	96.5	90.0	48.9	77.4
Under \$2.50	327.8	88.2	67.3	84.5	113.8	93.4	97.0	90.5	49.7	78.7
Under \$2.60	335.2	91.2	68.6	86.2	115.3	94.6	98.7	92.0	56.7	89.8
Under \$2.70	340.9	91.7	69.0	86.7	115.7	94.9	99.0	92.3	57.2	90.6
Under \$2.80	342.6	92.1	69.6	87.4	116.0	95.1	99.3	92.6	57.7	91.5
Under \$2.90	343.6	92.4	69.9	87.8	116.1	95.3	99.5	92.8	58.1	92.1
Under \$3.00	344.3	92.6	69.9	87.9	116.3	95.4	99.7	93.0	58.4	92.5
Total	371.8	100.0	79.6	100.0	121.9	100.0	107.2	100.0	63.1	100.0
Average hourly earnings	\$1.56		\$1.79		\$1.28		\$1.52		\$1.96	

Table 31. Building materials, hardware, and farm equipment dealers

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

Weekly hours of work	(Employees in thousands)									
	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15	20.1	4.1	6.7	6.9	3.4	2.2	6.6	4.3	3.3	4.0
15 and under 35	51.6	10.5	13.5	14.0	13.7	8.7	16.2	10.6	8.3	10.0
35 and under 40	21.2	4.3	5.0	5.2	7.3	4.7	6.1	4.0	2.7	3.3
40	113.6	23.2	25.7	26.7	28.2	17.9	30.8	20.1	28.9	35.0
Over 40 and under 42	8.7	1.8	1.5	1.6	3.3	2.1	2.7	1.8	1.2	1.4
42	9.0	1.8	2.6	2.7	1.9	1.2	3.2	2.1	1.4	1.7
Over 42 and under 44	8.9	1.8	1.7	1.7	3.1	2.0	3.2	2.1	.9	1.1
44	36.7	7.5	5.2	5.4	13.2	8.4	9.5	6.2	8.8	10.7
Over 44 and under 48	55.4	11.3	10.5	10.9	19.8	12.6	15.7	10.3	9.4	11.4
48 and over	163.7	33.5	24.0	24.9	63.1	40.2	58.9	38.5	17.7	21.4
Total	488.9	100.0	96.3	100.0	157.0	100.0	153.0	100.0	82.6	100.0
Average weekly hours	42.3		39.7		44.2		42.8		40.8	

Table 32. General merchandise stores

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

Weekly hours of work	(Employees in thousands)									
	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15	150.4	9.1	42.5	10.0	40.0	8.7	48.1	9.6	19.8	7.6
15 and under 35	416.0	25.3	127.4	30.0	93.3	20.2	136.2	27.2	59.2	22.7
35 and under 40	306.6	18.6	109.0	25.6	84.2	18.3	84.1	16.8	29.3	11.3
40	494.9	30.0	100.6	23.7	119.7	26.0	165.2	33.0	109.5	42.0
Over 40 and under 42	57.9	3.5	10.4	2.4	23.6	5.1	16.2	3.2	7.8	3.0
42	31.5	1.9	3.2	.7	15.3	3.3	9.7	1.9	3.4	1.3
Over 42 and under 44	24.4	1.5	5.0	1.2	9.2	2.0	7.6	1.5	2.6	1.0
44	18.6	1.1	3.2	.8	7.6	1.7	4.6	.9	3.1	1.2
Over 44 and under 48	43.4	2.6	7.4	1.7	20.4	4.4	10.6	2.1	5.1	1.9
48 and over	103.6	6.3	16.5	3.9	47.9	10.4	18.5	3.7	20.6	7.9
Total	1647.3	100.0	425.0	100.0	461.2	100.0	500.8	100.0	260.3	100.0
Average weekly hours	34.0		32.3		35.7		33.3		35.1	

Table 33. Department stores

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

Weekly hours of work	(Employees in thousands)									
	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15	85.8	8.4	28.2	10.2	17.8	6.9	28.4	9.1	11.4	6.6
15 and under 35	265.7	26.1	86.0	31.2	55.9	21.7	84.6	27.0	39.2	22.7
35 and under 40	198.3	19.5	68.1	24.7	59.8	23.3	51.5	16.4	18.8	10.9
40	343.0	33.6	64.1	23.3	80.5	31.3	114.1	36.4	84.3	48.8
Over 40 and under 42	41.9	4.1	8.0	2.9	15.3	5.9	12.4	4.0	6.2	3.6
42	17.0	1.7	1.9	.7	8.3	3.2	5.3	1.7	1.5	.8
Over 42 and under 44	13.4	1.3	3.0	1.1	4.6	1.8	3.7	1.2	2.1	1.2
44	5.4	.5	2.0	.7	1.3	.5	1.2	.4	.9	.5
Over 44 and under 48	19.6	1.9	5.0	1.8	6.3	2.4	5.7	1.8	2.7	1.6
48 and over	29.1	2.9	9.3	3.4	7.6	2.9	6.7	2.1	5.5	3.2
Total	1019.3	100.0	275.7	100.0	257.4	100.0	313.7	100.0	172.5	100.0
Average weekly hours	33.6		32.0		34.9		33.2		34.9	

Table 34. Limited price variety stores

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

Weekly hours of work	(Employees in thousands)									
	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15	36.3	13.1	10.8	14.0	10.5	12.1	9.0	12.0	6.0	15.7
15 and under 35	81.2	29.3	24.6	32.0	20.3	23.3	25.0	33.5	11.2	29.6
35 and under 40	61.0	22.0	20.7	26.9	15.9	18.2	17.6	23.6	6.7	17.7
40	61.2	22.1	15.6	20.3	21.9	25.1	13.8	18.5	9.9	26.0
Over 40 and under 42	7.0	2.5	1.2	1.5	3.4	3.9	1.5	2.0	.9	2.4
42	6.2	2.2	.5	.7	4.1	4.6	1.1	1.5	.5	1.3
Over 42 and under 44	4.2	1.5	.5	.7	1.1	1.3	2.3	3.1	.2	.6
44	2.2	.8	.5	.6	1.0	1.1	.5	.6	.3	.8
Over 44 and under 48	7.4	2.7	.9	1.2	4.1	4.7	1.7	2.2	.7	1.9
48 and over	10.3	3.7	1.6	2.1	4.9	5.6	2.2	3.0	1.5	4.0
Total	277.1	100.0	76.9	100.0	87.4	100.0	74.8	100.0	38.0	100.0
Average weekly hours	31.7		30.5		33.5		31.4		30.9	

Table 35. Food stores

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

(Employees in thousands)

Weekly hours of work	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15 .....	140.3	10.3	48.2	11.9	30.1	8.5	38.5	10.1	23.6	10.3
15 and under 35 .....	415.2	30.4	133.0	32.9	91.1	25.8	129.1	33.9	62.0	27.1
35 and under 40 .....	86.2	6.3	21.8	5.4	21.8	6.2	30.4	8.0	12.2	5.4
40 .....	342.3	25.0	108.9	26.9	79.4	22.5	76.1	20.0	77.8	34.1
Over 40 and under 42 .....	38.5	2.8	6.3	1.6	11.2	3.2	16.1	4.2	4.8	2.1
42 .....	28.2	2.1	6.9	1.7	11.5	3.3	7.0	1.8	2.9	1.3
Over 42 and under 44 .....	31.9	2.3	13.9	3.4	6.4	1.8	9.5	2.5	2.0	.9
44 .....	19.9	1.5	6.0	1.5	6.5	1.9	5.0	1.3	2.4	1.1
Over 44 and under 48 .....	59.0	4.3	17.6	4.4	15.8	4.5	20.5	5.4	5.1	2.3
48 and over .....	205.2	15.0	42.0	10.4	78.7	22.3	49.0	12.9	35.4	15.5
Total .....	1366.8	100.0	404.6	100.0	352.6	100.0	381.3	100.0	228.3	100.0
Average weekly hours .....	34.3		32.6		36.8		33.6		34.3	

Table 36. Grocery stores

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

(Employees in thousands)

Weekly hours of work	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15 .....	117.2	10.2	35.8	11.5	28.3	8.7	33.4	10.3	19.6	10.2
15 and under 35 .....	350.6	30.5	104.2	33.5	84.7	26.1	110.4	34.1	51.3	26.8
35 and under 40 .....	74.1	6.4	17.1	5.5	19.9	6.1	27.1	8.4	10.0	5.2
40 .....	285.2	24.8	82.9	26.7	73.2	22.6	62.1	19.2	67.1	35.0
Over 40 and under 42 .....	36.0	3.1	5.8	1.9	10.9	3.4	15.5	4.8	3.9	2.0
42 .....	26.1	2.3	6.3	2.0	11.0	3.4	6.5	2.0	2.3	1.2
Over 42 and under 44 .....	29.8	2.6	13.5	4.3	6.1	1.9	8.4	2.6	1.7	.9
44 .....	17.8	1.5	4.5	1.4	6.3	1.9	4.7	1.5	2.3	1.2
Over 44 and under 48 .....	50.7	4.4	13.7	4.4	15.0	4.6	17.9	5.5	4.2	2.2
48 and over .....	163.3	14.2	27.1	8.7	69.0	21.3	38.1	11.7	29.2	15.2
Total .....	1150.9	100.0	310.9	100.0	324.4	100.0	324.0	100.0	191.6	100.0
Average weekly hours .....	34.3		32.5		36.6		33.5		34.3	

Table 37. Automotive dealers and gasoline service stations

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

(Employees in thousands)

Weekly hours of work	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15 .....	61.8	4.9	17.8	6.6	11.1	2.9	19.8	5.8	13.0	4.8
15 and under 35 .....	153.4	12.1	44.4	16.4	27.5	7.1	44.7	13.1	36.8	13.5
35 and under 40 .....	49.8	3.9	14.1	5.2	10.2	2.6	13.6	4.0	12.0	4.4
40 .....	198.7	15.6	49.8	18.4	39.5	10.3	47.7	14.0	61.6	22.6
Over 40 and under 42 .....	14.3	1.1	3.0	1.1	2.2	.6	4.1	1.2	5.0	1.8
42 .....	15.7	1.2	4.2	1.5	4.4	1.1	4.4	1.3	2.8	1.0
Over 42 and under 44 .....	25.9	2.0	10.5	3.9	6.3	1.6	3.1	.9	6.1	2.3
44 .....	146.4	11.5	23.0	8.5	45.8	11.9	49.0	14.3	28.6	10.5
Over 44 and under 48 .....	114.3	9.0	31.8	11.7	38.1	9.9	27.2	8.0	17.2	6.3
48 and over .....	489.6	38.6	72.0	26.6	199.7	51.9	128.0	37.5	89.9	32.9
Total .....	1269.8	100.0	270.5	100.0	384.7	100.0	341.6	100.0	273.0	100.0
Average weekly hours .....	42.8		39.7		46.4		42.3		41.7	

Table 38. Motor vehicle dealers (new and used cars)

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

(Employees in thousands)

Weekly hours of work	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15 .....	11.7	1.5	4.0	3.1	1.9	1.0	3.8	2.2	2.0	1.8
15 and under 35 .....	35.4	5.9	13.2	10.2	6.9	3.5	11.5	6.6	3.9	3.6
35 and under 40 .....	22.9	3.8	8.2	6.4	4.7	2.4	6.1	3.5	3.8	3.6
40 .....	105.9	17.5	36.1	23.3	15.0	7.7	27.2	15.6	33.7	31.4
Over 40 and under 42 .....	7.8	1.3	2.0	1.6	1.2	.6	2.1	1.2	2.5	2.3
42 .....	7.7	1.3	1.0	.8	1.5	.8	3.5	2.0	1.7	1.5
Over 42 and under 44 .....	19.0	3.1	8.3	6.4	4.8	2.5	1.8	1.0	4.1	3.8
44 .....	125.0	20.7	17.0	13.1	38.6	19.8	44.5	25.6	25.0	23.4
Over 44 and under 48 .....	75.5	12.6	21.8	16.8	27.8	14.3	19.3	11.1	7.1	6.6
48 and over .....	193.1	31.9	23.5	18.2	92.3	47.4	53.9	31.0	23.3	21.8
Total .....	604.4	100.0	129.1	100.0	194.7	100.0	173.6	100.0	107.0	100.0
Average weekly hours .....	43.7		41.3		46.1		43.6		42.5	

Table 39. Gasoline service stations

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

(Employees in thousands)

Weekly hours of work	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15 .....	41.6	8.7	12.0	11.4	8.0	6.6	11.7	9.5	9.9	7.8
15 and under 35 .....	101.4	21.3	27.2	26.0	16.7	13.7	27.2	22.2	30.3	24.0
35 and under 40 .....	19.4	4.1	4.1	4.0	2.8	2.3	5.2	4.3	7.2	5.7
40 .....	53.7	11.3	12.0	11.5	10.0	8.2	13.7	11.2	18.0	14.2
Over 40 and under 42 .....	2.7	.6	.4	.4	.2	.2	1.0	.8	1.0	.8
42 .....	4.3	.9	2.6	2.5	.3	.2	.7	.6	.7	.6
Over 42 and under 44 .....	3.2	.7	.9	.8	.4	.3	.5	.4	1.5	1.2
44 .....	8.9	1.9	3.1	2.9	2.3	1.9	2.0	1.6	1.5	1.2
Over 44 and under 48 .....	18.6	3.9	6.3	6.1	4.2	3.4	4.2	3.4	3.8	3.0
48 and over .....	222.3	46.7	36.1	34.4	77.2	63.2	56.5	46.0	52.6	41.6
Total .....	476.1	100.0	104.7	100.0	122.1	100.0	122.8	100.0	126.5	100.0
Average weekly hours .....	41.6		37.1		47.7		40.6		40.5	

Table 40. Apparel and accessory stores

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

(Employees in thousands)

Weekly hours of work	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15 .....	67.3	11.6	21.0	10.6	15.3	10.4	20.2	13.8	10.8	11.9
15 and under 35 .....	140.7	24.2	50.8	25.8	28.8	19.6	40.7	27.7	20.4	22.5
35 and under 40 .....	90.9	15.6	47.2	23.9	17.7	12.0	17.5	11.9	8.6	9.4
40 .....	149.8	25.7	44.2	22.4	34.3	23.3	35.7	24.3	35.6	39.2
Over 40 and under 42 .....	11.6	2.0	2.5	1.2	4.8	3.3	3.6	2.5	.7	.8
42 .....	16.0	2.7	3.4	1.7	7.0	4.8	4.1	2.8	1.5	1.7
Over 42 and under 44 .....	13.8	2.4	2.7	1.4	7.0	4.7	2.7	1.9	1.4	1.6
44 .....	13.5	2.3	3.3	1.7	6.0	4.1	2.6	1.8	1.6	1.7
Over 44 and under 48 .....	22.0	3.8	5.9	3.0	6.6	4.5	7.0	4.8	2.4	2.6
48 and over .....	56.5	9.7	16.4	8.3	19.8	13.5	12.6	8.6	7.7	8.5
Total .....	582.1	100.0	197.3	100.0	147.3	100.0	146.7	100.0	90.8	100.0
Average weekly hours .....	33.8		33.2		35.6		32.6		33.8	

Table 41. Men's and boys' clothing and furnishings stores

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

Weekly hours of work	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15 .....	9.6	9.7	3.6	10.3	1.6	6.6	2.8	11.1	1.6	11.0
15 and under 35 .....	18.6	18.9	6.8	19.4	3.6	15.3	4.3	17.2	3.9	26.0
35 and under 40 .....	8.0	8.1	3.6	10.5	1.3	5.3	2.1	8.4	1.0	6.7
40 .....	24.3	24.7	8.1	23.2	5.5	23.2	6.7	26.5	4.1	27.4
Over 40 and under 42 .....	2.3	2.4	.4	1.1	1.0	4.3	.8	3.4	.1	.5
42 .....	3.2	3.3	.8	2.2	1.1	4.8	.9	3.6	.4	2.7
Over 42 and under 44 .....	2.3	2.3	.5	1.4	.5	2.2	.7	2.6	.6	3.9
44 .....	4.4	4.5	1.5	4.4	1.6	6.8	.8	3.1	.5	3.3
Over 44 and under 48 .....	6.0	6.1	1.4	4.1	1.5	6.3	2.4	9.4	.7	5.0
48 and over .....	19.7	20.0	8.1	23.3	5.9	25.1	3.7	14.6	2.0	13.5
Total .....	98.5	100.0	34.8	100.0	23.6	100.0	25.1	100.0	15.0	100.0
Average weekly hours .....	36.7		36.6		39.0		36.3		34.2	

Table 42. Women's ready-to-wear stores

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

Weekly hours of work	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15 .....	22.6	10.5	7.6	11.2	5.0	8.6	6.0	11.1	4.0	11.3
15 and under 35 .....	62.3	29.0	22.1	32.6	12.3	21.5	19.6	36.1	8.3	23.2
35 and under 40 .....	44.5	20.7	18.9	27.8	11.0	19.1	9.9	18.2	4.8	13.5
40 .....	55.0	25.6	14.2	20.9	14.3	24.9	12.1	22.3	14.5	40.6
Over 40 and under 42 .....	4.8	2.2	1.1	1.6	1.8	3.2	1.6	2.9	.4	1.0
42 .....	5.1	2.3	.6	.9	3.2	5.5	1.1	2.1	.2	.6
Over 42 and under 44 .....	3.9	1.8	.7	1.1	1.9	3.3	.8	1.6	.5	1.3
44 .....	3.6	1.7	.2	.3	2.4	4.3	.4	.7	.5	1.5
Over 44 and under 48 .....	4.7	2.2	.7	1.0	2.0	3.5	1.4	2.5	.7	1.9
48 and over .....	8.5	4.0	1.8	2.6	3.5	6.1	1.4	2.6	1.9	5.2
Total .....	215.0	100.0	67.8	100.0	57.3	100.0	54.2	100.0	35.7	100.0
Average weekly hours .....	32.6		31.1		34.8		31.4		33.3	



Table 43. Shoe stores

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

(Employees in thousands)

Weekly hours of work	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15 .....	16.9	16.1	4.2	13.6	4.1	14.4	6.3	21.8	2.4	13.9
15 and under 35 .....	21.5	20.4	5.3	17.5	4.2	15.0	7.5	26.0	4.4	25.3
35 and under 40 .....	8.5	8.1	4.0	12.9	2.0	7.0	2.1	7.2	.5	2.9
40 .....	22.0	21.0	8.7	28.5	4.2	14.9	3.8	13.1	5.4	30.7
Over 40 and under 42 .....	1.7	1.6	.5	1.5	.6	2.3	.5	1.8	.1	.4
42 .....	4.1	3.9	1.3	4.1	1.4	5.1	1.1	3.7	.3	1.7
Over 42 and under 44 .....	4.7	4.5	.6	2.0	3.0	10.6	.8	2.8	.3	1.7
44 .....	2.9	2.7	.5	1.7	1.2	4.2	.7	2.4	.5	2.7
Over 44 and under 48 .....	5.4	5.2	1.5	4.9	1.5	5.2	1.8	6.1	.7	4.0
48 and over .....	17.3	16.5	4.1	13.3	6.0	21.4	4.3	15.0	2.9	16.7
Total .....	105.0	100.0	30.6	100.0	28.2	100.0	28.7	100.0	17.5	100.0
Average weekly hours .....	33.8		34.4		36.0		30.7		34.1	

Table 44. Furniture, home furnishings, and household appliance stores

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

(Employees in thousands)

Weekly hours of work	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15 .....	20.9	5.8	6.7	7.0	3.8	3.6	7.0	7.8	3.4	4.7
15 and under 35 .....	49.3	13.5	14.7	15.3	8.6	8.1	14.4	16.1	11.6	15.9
35 and under 40 .....	26.7	7.3	10.1	10.5	5.6	5.3	6.4	7.1	4.7	6.5
40 .....	113.6	31.2	33.0	34.3	28.6	27.1	25.0	27.9	27.1	37.2
Over 40 and under 42 .....	8.1	2.2	2.2	2.3	2.7	2.5	1.7	1.8	1.6	2.2
42 .....	9.8	2.7	2.2	2.2	5.0	4.7	1.5	1.6	1.2	1.7
Over 42 and under 44 .....	8.0	2.2	1.3	1.4	2.5	2.4	3.0	3.3	1.2	1.6
44 .....	27.9	7.7	5.4	5.6	12.3	11.7	6.3	7.1	3.8	5.2
Over 44 and under 48 .....	26.3	7.2	6.6	6.8	9.4	8.9	6.5	7.3	3.8	5.2
48 and over .....	73.3	20.2	14.0	14.6	27.0	25.6	17.8	19.9	14.5	19.9
Total .....	363.9	100.0	96.1	100.0	105.5	100.0	89.5	100.0	72.8	100.0
Average weekly hours .....	38.9		37.3		41.5		37.9		38.4	

Table 45. Furniture, home furnishings, and equipment stores

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

(Employees in thousands)

Weekly hours of work	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15 .....	11.6	5.0	3.2	5.2	2.3	3.3	4.0	7.4	2.1	4.4
15 and under 35 .....	31.8	13.7	9.6	15.5	6.1	8.6	8.8	16.5	7.4	15.7
35 and under 40 .....	20.2	8.7	7.4	12.0	5.1	7.3	3.7	6.6	4.0	8.5
40 .....	70.5	30.3	21.0	33.9	16.5	23.5	14.7	27.4	18.3	39.2
Over 40 and under 42 .....	5.7	2.5	1.5	2.4	1.8	2.6	1.2	2.2	1.3	2.8
42 .....	8.3	3.6	2.0	3.2	4.6	6.5	1.0	1.9	.8	1.6
Over 42 and under 44 .....	5.7	2.5	1.0	1.6	1.6	2.3	2.2	4.1	.9	1.9
44 .....	14.7	6.3	1.3	2.1	8.0	11.4	3.2	6.0	2.2	4.6
Over 44 and under 48 .....	18.0	7.8	5.4	8.8	5.8	8.2	4.4	8.2	2.4	5.1
48 and over .....	45.8	19.7	9.4	15.2	18.4	26.2	10.4	19.5	7.5	16.1
Total .....	232.4	100.0	61.8	100.0	70.3	100.0	53.5	100.0	46.8	100.0
Average weekly hours .....	39.0		37.8		41.5		37.8		38.3	

Table 46. Household appliance stores

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

(Employees in thousands)

Weekly hours of work	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15 .....	4.2	5.3	1.3	6.2	1.2	4.9	1.0	5.2	.7	5.0
15 and under 35 .....	9.5	12.1	3.2	15.1	1.8	7.5	2.7	13.3	1.9	13.5
35 and under 40 .....	3.0	3.7	1.7	8.0	.2	1.0	.6	3.2	.4	2.7
40 .....	26.1	33.1	7.2	34.0	9.0	38.0	5.8	28.6	4.2	29.7
Over 40 and under 42 .....	1.0	1.3	.4	1.7	.3	1.1	.2	1.0	.2	1.5
42 .....	.4	.5	.2	.8	.1	.3	.2	.8	*	.1
Over 42 and under 44 .....	1.7	2.2	.3	1.2	.8	3.5	.4	2.2	.2	1.3
44 .....	9.2	11.7	3.2	15.2	2.2	9.3	2.8	13.7	1.1	7.6
Over 44 and under 48 .....	5.6	7.2	.8	4.6	2.4	10.3	1.5	7.5	.9	6.1
48 and over .....	18.1	22.9	2.9	13.8	5.7	24.1	5.0	24.6	4.5	32.4
Total .....	79.0	100.0	21.1	100.0	23.7	100.0	20.2	100.0	14.0	100.0
Average weekly hours .....	39.8		37.9		40.8		40.4		40.1	

Table 47. Miscellaneous retail stores

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

(Employees in thousands)

Weekly hours of work	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15 .....	95.3	9.8	34.6	13.2	17.2	6.2	27.5	10.9	15.9	8.9
15 and under 35 .....	221.5	22.9	71.5	27.3	43.1	15.6	65.8	26.1	41.2	23.1
35 and under 40 .....	81.2	8.4	23.2	8.8	20.9	7.6	23.3	9.3	13.8	7.8
40 .....	249.3	25.8	68.8	26.2	72.6	26.3	47.1	18.7	60.9	34.2
Over 40 and under 42 .....	14.0	1.4	2.8	1.1	5.1	1.9	4.2	1.7	1.9	1.1
42 .....	18.7	1.9	3.3	1.3	8.5	3.1	5.4	2.2	1.5	.8
Over 42 and under 44 .....	19.9	2.1	4.2	1.6	6.5	2.4	5.5	2.2	3.7	2.1
44 .....	43.8	4.5	11.3	4.3	17.3	6.3	9.3	3.7	5.9	3.3
Over 44 and under 48 .....	49.6	5.1	9.1	3.5	18.4	6.7	15.2	6.0	6.9	3.9
48 and over .....	174.9	18.1	33.5	12.8	66.5	24.1	48.7	19.3	26.2	14.7
Total .....	968.2	100.0	262.3	100.0	276.1	100.0	251.9	100.0	177.9	100.0
Average weekly hours .....	35.9		33.1		38.9		35.7		35.6	

Table 48. Drug and proprietary stores

Numerical and percent distributions of nonsupervisory employees by weekly hours of work,  
United States and regions, June 1965

(Employees in thousands)

Weekly hours of work	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 15 .....	44.2	11.9	13.7	17.2	9.5	7.8	14.4	13.5	6.6	10.4
15 and under 35 .....	111.1	29.9	29.4	37.0	25.1	20.6	38.2	35.6	18.5	29.3
35 and under 40 .....	33.5	9.0	6.5	8.1	11.1	9.1	10.0	9.3	5.9	9.4
40 .....	80.7	21.7	16.4	20.6	25.9	21.2	17.3	16.1	21.2	33.5
Over 40 and under 42 .....	4.7	1.3	.7	.8	1.5	1.2	1.5	1.8	.6	1.0
42 .....	10.4	2.8	.8	1.0	5.3	4.3	3.5	3.2	.9	1.4
Over 42 and under 44 .....	7.9	2.1	.9	1.1	3.9	3.2	2.3	2.1	.8	1.2
44 .....	10.5	2.8	1.9	2.3	4.8	3.9	2.5	2.3	1.3	2.1
Over 44 and under 48 .....	17.5	4.7	2.6	3.3	7.7	6.3	5.2	4.8	2.0	3.2
48 and over .....	51.3	13.8	6.7	8.4	27.2	22.3	12.6	11.2	5.4	8.5
Total .....	371.8	100.0	79.6	100.0	121.9	100.0	107.2	100.0	63.1	100.0
Average weekly hours .....	33.4		29.7		37.3		31.9		33.0	



## Appendix A. Scope and Method of Survey

### Scope of Survey

The survey of earnings and hours of work in retail trade includes all establishments (except eating and drinking places) with one or more paid employees engaged in selling merchandise for personal, household, or farm consumption, as defined in the 1957 edition of the Standard Industrial Classification Manual prepared by the Bureau of the Budget. Also included are auxiliary units affiliated with and servicing retail establishments, such as warehouses, repair shops, and central offices.

Geographically, the 50 States and the District of Columbia are covered. The data reflect earnings and hours of work of nonsupervisory employees for a payroll period including June 12, 1965.

### Sample Design

The sample was designed to yield national and regional estimates for each of the major kinds of business groups in retail trade and for some specific lines of retail business. A stratified sample design was used with variable sampling ratios depending on the kind of business and employment size. 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 unit.

The following tabulation shows the number of units included in the sample for the major retail groups and lines of business in the United States for which separate data are published:

Kind of business	Number of units
Retail trade (except eating and drinking places) -----	21,715
Building materials, hardware, and farm equipment -----	1,318
General merchandise <sup>1</sup> -----	2,432
Department stores -----	768
Limited price variety stores -----	1,052
Food <sup>1</sup> -----	4,674
Grocery stores -----	3,869
Automotive dealers and gasoline service stations <sup>1</sup> -----	3,468
Motor vehicle dealers (new and used cars) -----	729
Gasoline service stations -----	2,340
Apparel and accessories <sup>1</sup> -----	4,145
Men's and boys' clothing and furnishings stores -----	935
Women's ready-to-wear stores -----	1,130
Shoe stores -----	1,289
Furniture, home furnishings, and household appliances <sup>1</sup> -----	1,954
Furniture, home furnishings, and equipment stores -----	1,139
Household appliance stores -----	523
Miscellaneous retail stores <sup>1</sup> -----	3,724
Drug and proprietary stores -----	2,173

<sup>1</sup> Includes lines of business in addition to those shown separately.

Establishment samples were obtained from three different sources: (1) State unemployment insurance listings furnished employer reporting units with four 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 covered single-unit retail stores with fewer than four employees. The Census coverage of small units was necessary to supplement the Bureau's universe list for retail trade, since State unemployment insurance laws in many States do not cover employers with fewer than four employees.

### Method of Collection

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

### Estimating Procedure

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

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

All estimated totals derived from the weighting process were further adjusted to the employment levels for June 1965, as reported in the Bureau of Labor Statistics monthly employment series. Since the monthly series is updated from time to time, the data for June 1962 which were published previously were readjusted to the employment levels reported in Employment and Earnings Statistics for the United States, 1909-1964 (December 1964). Consequently, data for June 1962 published in June 1965 are not necessarily identical to those published previously. The published estimates in this report are, thus, consistent with the nonsupervisory worker employment shown in the monthly series. Employment estimates for individual industry groups for which the Bureau does not publish monthly figures were prepared especially for the 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 for June 1965 was confined, for the most part, to that segment of the survey for which the sample units were obtained from State unemployment insurance listings. The lists generally were prepared prior to the time of the survey and consequently do not account for units opened or closed after the date of the lists. In the Census and the large chainstore enterprise samples, the best unbiased estimates of totals were presumed to be the weighted-up sample totals, since there was no apparent problem of unrepresented business births in these groups.

### Criteria for Publication of Estimates

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

### Kind of Business Covered

Retail trade, as defined in the 1957 edition of the Standard Industrial Classification Manual, prepared by the Bureau of the Budget, includes establishments engaged in selling merchandise for personal, household, or farm consumption. Each establishment studied was classified by the kind of retail business according to the definitions established in that manual. Where more than one kind of business was reported, the establishment was classified by its major retail activity on the basis of sales volume. Auxiliary units of retail establishments were classified on the basis of the major activity of the retail establishments serviced. A brief description and the SIC code follow for each kind of business for which data were tabulated separately.

Building materials, hardware, and farm equipment dealers (SIC 52). This major group includes retail establishments primarily engaged in selling lumber, building materials, heating and plumbing equipment, paint, glass, and wallpaper, electrical supplies, hardware, and farm equipment. Establishments included in this group sell to contractors as well as to the general public.

General merchandise stores (SIC 53). This major group includes retail stores which sell a number of lines of merchandise, such as dry goods, apparel and accessories, furniture and home furnishings, small wares, hardware, and food. In addition to department, variety, and general merchandise stores, this group includes nonstore operations, such as mail-order houses, vending machine operators, and direct selling organizations.

Department stores (SIC 531). These stores carry a general line of apparel, home furnishings, major household appliances and housewares, and other lines of merchandise which are normally arranged in separate sections or departments and integrated under a single management. Employment in these stores normally exceeds 25 persons.

Limited price variety stores (SIC 533). These stores handle a variety of merchandise in the low- and popular-price ranges and are frequently known as "5 and 10 cent" stores and "5 cents a dollar" stores, although merchandise is usually sold outside these price ranges.

Food stores (SIC 54). This major group includes retail stores primarily engaged in selling food for home preparation and consumption and covers groceries, meat and fish markets, fruit stores and vegetable markets, confectioneries, dairy products stores, bakeries, and egg and poultry dealers. Establishments primarily engaged in processing and distributing milk and cream are classified in manufacturing.

Grocery stores (SIC 541). These stores are commonly known as supermarkets, food stores, grocery stores, and delicatessen stores and are primarily engaged in the retail sale of all sorts of packaged and fresh foods.

Automotive dealers and gasoline service stations (SIC 55). This major group includes retail dealers selling new and used automobiles, trucks, parts and accessories, aircraft, boats, and gasoline service stations.

Motor vehicle dealers (SIC 551). These establishments are primarily engaged in retail sales of new automobiles and trucks, or these in combination with used vehicles. Automobile repair shops operated by motor vehicle dealers are also included.

Gasoline service stations (SIC 554). These establishments are primarily engaged in selling gasoline, lubricating oils, and related merchandise and also may perform minor repair work.

Apparel and accessory stores (SIC 56). This major group includes retail stores primarily engaged in selling clothing, shoes, hats, underwear, and related articles for personal wear and adornment. Custom tailors carrying stocks of materials, and furriers are included in this group.

Men's and boys' clothing and furnishings stores (SIC 561). These stores are primarily engaged in the retail sale of men's and boys' overcoats, topcoats, suits, workclothing; and other stores included specialize in the sale of men's and boys' shirts, hats, underwear, hosiery, gloves, and other furnishings.

Women's ready-to-wear stores (SIC 562). These stores are primarily engaged in the retail sale of women's coats, suits, and dresses.

Shoe stores (SIC 566). These stores are primarily engaged in the retail sale of men's, women's, children's and juveniles' shoes.

Furniture, home furnishings, and household appliance stores (SIC 57). This major group includes retail stores selling goods used for furnishing the home, such as furniture, floor coverings, draperies, glass, chinaware, lamps, mirrors, venetian blinds, etc., as well as domestic stoves, refrigerators, radios, televisions, musical instruments, and musical supplies. Establishments selling electrical and gas appliances are included in this group only if the major part of their sales consists of articles for home use.

Furniture, home furnishings, and equipment stores (SIC 571). These stores are primarily engaged in the retail sale of household furniture as well as home furnishings, major appliances, and floor coverings. Secondhand furniture dealers are classified in miscellaneous retail trade (SIC 59).

Household appliance stores (SIC 572). These stores are primarily engaged in the retail sale of electric and gas refrigerators, stoves, and other household appliances, such as electric irons, percolators, hot plates, vacuum cleaners, television sets, and radios.

Miscellaneous retail stores (SIC 59). This major group covers retail stores not elsewhere classified and includes the following kinds of stores: Drug, liquor, antique and secondhand, book and stationery, sporting goods and bicycle, farm and garden supplies, jewelry; fuel and ice dealers, and other retail establishments such as florists, cigar stores, newspaper stands, camera and photographic supply stores, gifts and souvenirs shops, optical goods stores, etc.

Drug and proprietary stores (SIC 591). The stores classified in this group are included on the basis of their usual trade designation rather than on the more strict interpretation of commodities handled. These establishments are primarily engaged in the retail sale of prescription drugs and patent medicines and any combination of such merchandise as cosmetics, toiletries, tobacco and novelty merchandise; and they may or may not operate a soda fountain or lunch counter.

#### 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.

Enterprise is defined as a company which operates, directs, or controls a group of establishments engaged in the same general business. In the case of single unit companies, the single unit was considered the enterprise.

Establishment is generally defined as a single physical location where business is conducted. Where two separate business entities transacted 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.

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

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

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

Individual weekly earnings when not reported were obtained by multiplying the individual average hourly earnings by the number of hours worked during a single week in June 1965.



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

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

Weekly hours of work are for a 1-week period and include hours paid for vacations, holidays, sick leave, etc.

Group average weekly hours were obtained by dividing total weekly hours worked by total number of nonsupervisory employees.

Regions used in this study include the following: 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 bulletin 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, 1964, prepared by the Bureau of the Budget.



## Appendix B. Questionnaire

**BLS 2786**  
(Rev. '65)

Budget Bureau No. 44-6511.  
Approval expires 12-31-65.

**U.S. DEPARTMENT OF LABOR**  
**BUREAU OF LABOR STATISTICS**  
WASHINGTON, D. C. 20212

Your report will be  
held in confidence

**RETAIL TRADE**  
Individual Hours and Earnings

BLS USE ONLY

State	Area	Est. 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.*

(Check appropriate box.)

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

Under \$250,000	\$250,000 to \$1,000,000	\$1,000,000 or more

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

**3. ESTABLISHMENT INFORMATION:**

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

- (a) **Location:** Identify each establishment by its street address and city.
- (b) **Type of Retail Activity:** Enter for each establishment the major retail activity such as department store, drug store, gas station, etc.
- (c) **Employment:** Include all full-time, part-time, seasonal, and casual employees who received pay for any part of the payroll period including June 12, 1965. Exclude employees, such as those in leased departments 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 principal 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).

(a) Location (street address and city)	(b) Type of retail activity	(c) Employment for payroll period including June 12, 1965		(d) Gross establishment sales (were last year's sales \$250,000 or more?)	
		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) including June 12, 1965. 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 including June 12, 1965. 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 employees. 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)

Complete columns 1, 2, and 3 for all nonsupervisory employees covered by this report (see examples 1-5).	<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 6 to June 12, 1965. 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>
Use column 4 to report earnings of employees paid on an hourly basis (see example 1).	<p>Column (4)—Enter the base (straight-time) hourly rate. Premium pay for overtime work should <u>not</u> 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. For employees paid a commission or bonus in addition to an hourly rate, also complete columns 7 and 8 (see example 4).</p>
Use columns 5 and 6 to report earnings of employees paid on a weekly, bi-weekly, monthly, or semimonthly basis (see example 2).	<p>Column (5)—Enter for each employee the straight-time earnings for the salary period (weekly, biweekly, monthly, or semimonthly) including June 12, 1965. 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. For employees paid a commission or bonus, also complete columns 7 and 8 (see example 5).</p>
Use columns 7 and 8 to report earnings of non-supervisory employees based entirely or in part on commissions and bonuses (see example 3).	<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 including June 12, 1965. 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).</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.) For employees paid an hourly rate or salary <u>in addition</u> to commissions or bonuses, it is also necessary to complete column 4, or columns 5 and 6 (see examples 4 and 5).</p>

**EXAMPLES**

(See illustrations on next page)

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

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

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

Complete these columns for each nonsupervisory employee.			Use this column for non- supervisory em- ployees paid on an hourly basis.	Use these columns for nonsupervisory employees paid other than on an hourly basis.			
(1) Sex (M or F)	(2) Number of employees	(3) Hours worked during the week of June 6- 12, 1965	(4) Straight-time hourly rate	(5) Straight-time salary for salary period including June 12, 1965	(6) Hours worked during salary period	(7) Total commissions and/or bonus pay	(8) Hours worked during commission period
Illustrations of examples on page 2.							
1 F	2	36.8	\$1.05	\$		\$	
2 M	1	40.0		125.00	88.0		
3 M	1	32.5				215.70	168.0
4 F	1	40.0	1.25			42.50	173.6
5 M	1	37.5		75.00	37.5	152.00	162.0

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

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

Name and title of person furnishing data \_\_\_\_\_

(Please type or print)



## Employee Earnings and Hours in Retail Trade, June 1965

Separate bulletins have been issued for the following:

	Bulletin number	Price
Building materials, hardware, and farm equipment dealers	1501-1	25 cents
General merchandise stores Department stores Limited price variety stores	1501-2	40 cents
Food stores Grocery stores	1501-3	30 cents
Automotive dealers and gasoline service stations Motor vehicle dealers (new and used cars) Gasoline service stations	1501-4	40 cents
Apparel and accessory stores Men's and boys' clothing and furnishings stores Women's ready-to-wear stores Shoe stores	1501-5	45 cents
Furniture, home furnishings, and household appliance stores Furniture, home furnishings, and equipment stores Household appliance stores	1501-6	40 cents
Miscellaneous retail stores Drug and proprietary stores	1501-7	30 cents

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