

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

JUNE 1966



**Bulletin 1584-1**

UNITED STATES DEPARTMENT OF LABOR

BUREAU OF LABOR STATISTICS

## BUREAU OF LABOR STATISTICS REGIONAL OFFICES



***New England***

John F. Kennedy Federal Building  
Government Center, Room 1603-B  
Boston, Mass. 02203  
Tel.: 223-6762

***Southern***

1371 Peachtree Street, N.E.  
Atlanta, Ga. 30309  
Tel.: 526-5418

***Pacific***

450 Golden Gate Avenue  
Box 36017  
San Francisco, Calif. 94102  
Tel.: 556-4678

***Mid-Atlantic***

341 Ninth Avenue  
New York, N. Y. 10001  
Tel.: 971-5405

***North Central***

219 South Dearborn Street  
Chicago, Ill. 60604  
Tel.: 353-7230

***Mountain-Plains***

Federal Office Building, Third Floor  
911 Walnut Street  
Kansas City, Mo. 64106  
Tel.: 374-2481

EMPLOYEE EARNINGS AND HOURS *at*  
*retail building materials,*  
*hardware, and*  
*farm equipment dealers*  
JUNE 1966



**Bulletin 1584-1**

March 1968

UNITED STATES DEPARTMENT OF LABOR

Willard Wirtz, Secretary

BUREAU OF LABOR STATISTICS

Arthur M. Ross, Commissioner

---

For sale by the Superintendent of Documents, U.S. Government Printing Office  
Washington, D.C. 20402 - Price 30 cents



## Preface

The Bureau of Labor Statistics conducted a nationwide survey of retail building materials, hardware, and farm equipment dealers for a June 1966 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 1965, when a similar survey was conducted. In addition to data for 1966, 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 \$1.25 an hour and a 40-hour standard workweek were applied to certain large retail enterprises which were subject to the Fair Labor Standards Act. The change in the earnings and hours structure recorded by similar surveys conducted in 1956, 1961, and 1962 also is examined. 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 gives 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 all retail trade, for each of the major groups included in retail trade, and for selected lines of retail business will be available in the individual bulletins listed on the inside back cover.

The survey was part of a 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 1967.

This study was conducted in the Bureau's Office of Wages and Industrial Relations by the Division of National Wage and Salary Income. The analysis was prepared by Joseph K. Cocco, under the general direction of Alvin Bauman.



## Contents

	Page
Summary .....	1
Characteristics .....	1
Earnings .....	2
Weekly hours of work .....	5
Hourly earnings and weekly hours .....	7
Average weekly earnings .....	8
Wage changes, June 1965-June 1966 .....	8
Changes in average weekly earnings, June 1965-June 1966.....	10
Changes in weekly hours by hourly earnings .....	11
Changes in hourly earnings by weekly hours .....	12
Changes in earnings and hours, October 1965 to June 1966 .....	12

### Tables:

1. Average straight-time hourly earnings of nonsupervisory employees by selected characteristics, United States, June 1966.....	16
2. Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings, United States and regions, June 1966 .....	17
3. Cumulative percent distribution of nonsupervisory employees by straight-time hourly earnings, by metropolitan and nonmetropolitan areas, United States and regions, June 1966 .....	18
4. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by sex, United States and regions, June 1966 .....	19
5. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by enterprise sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1966 .....	20
6. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by establishment sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1966 .....	23
7. Numerical and percent distributions of nonsupervisory employees by weekly hours of work, United States and regions, June 1966 .....	25
8. Percent distribution of nonsupervisory employees by weekly hours of work, by metropolitan and nonmetropolitan areas, United States and regions, June 1966.....	25
9. Percent distribution of nonsupervisory employees by weekly hours of work, by sex, United States and regions, June 1966 .....	26
10. Percent distribution of nonsupervisory employees by weekly hours of work, by enterprise sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1966 .....	27

## Contents—Continued

	Page
Tables—Continued:	
11. Percent distribution of nonsupervisory employees by weekly hours of work, by establishment sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1966 -----	28
12. Percent distribution of nonsupervisory employees having specified average straight-time hourly earnings by weekly hours of work, United States and regions, June 1966 -----	29
13. Percent distribution of nonsupervisory employees working specified weekly hours by average straight-time hourly earnings, United States and regions, June 1966 -----	31
14. Average straight-time hourly and weekly earnings of nonsupervisory employees by weekly hours of work, United States and regions, June 1966 -----	33
Appendixes:	
A. Scope and method of survey -----	35
B. Questionnaire -----	39



# Employee Earnings and Hours at Building Materials, Hardware, and Farm Equipment Dealers, June 1966

## Summary

Nonsupervisory employees at building materials, hardware, and farm equipment dealers earned an average of \$2.05 an hour, or \$85.51 a week, on a straight-time basis in June 1966. They worked an average of 41.7 hours during the survey week according to the Bureau's study, which covered 490,900 employees in the industry.

Employees were widely dispersed throughout the pay scale; 5 out of every 6 earned between \$1 and \$3 an hour and earnings for the middle half ranged between \$1.44 and \$2.51 an hour.

Among the four broad geographic regions, earnings ranged from \$1.67 in the South to \$2.58 in the West. Employees in the Nation's metropolitan areas averaged \$2.28 an hour, 47 cents more than those in nonmetropolitan areas. Men averaged \$2.10 an hour and women \$1.72 an hour. Employees in enterprises having \$1 million in annual sales or more earned \$2.23 an hour; those in enterprises having between \$500,000 and \$1 million in sales earned \$2.09 an hour; those in enterprises having \$250,000 to \$500,000 in sales averaged \$2.02 an hour; and those in enterprises having less than \$250,000 in sales averaged \$1.84 an hour.

Employees in establishments within the scope of the \$1.25 minimum wage provision of the Fair Labor Standards Act which was in effect at the time of the survey averaged \$2.22 an hour—22 cents more than the rest of the employees in the industry.

During the survey week employees worked an average of 41.7 hours. Among the four regions the average number of hours worked during the week ranged from 39.2 in the Northeast to 43.4 in the South. Employees in nonmetropolitan areas averaged 43.4 hours of work a week, 3.1 hours more than those in metropolitan areas. Men worked an average of 42.9 hours a week compared with 35.6 hours for women. Among the enterprise sales classes, the average workweek ranged from 39.7 hours in enterprises having less than \$250,000 in sales to 42.7 hours in enterprises having \$500,000 to \$1 million in sales.

Employees in establishments generally subject to the 40-hour maximum standard workweek under the Fair Labor Standards Act (FLSA) worked an average of 42 hours a week—0.3 hours more than employees in establishments generally not subject to the act.

The average pay level had increased 7 cents an hour since June 1965, when a similar survey was conducted.<sup>1</sup> During the same period, the average number of hours worked a week declined from 42.3 to 41.7, reflecting a small but noticeable movement away from long workweeks (48 and over) and towards part time and standard weeks (fewer than 35 and around 40 hours, respectively).

## Characteristics

Building materials, hardware, and farm equipment dealers are engaged primarily in the retail sale of lumber and building materials, such as brick and

---

<sup>1</sup> See Employee Earnings and Hours at Retail Building Materials, Hardware, and Farm Equipment Dealers, June 1965, BLS Bulletin 1501-1.

tile, cement, sand, and gravel; heating and plumbing equipment; paint, glass, and wallpaper; electrical supplies; basic lines of hardware, such as tools, builders' hardware, housewares, and household appliances; and farm machinery, equipment, and farm production supplies, such as tractors, plows, reapers, etc. Nationally, nearly 500,000 nonsupervisory workers employed by building materials, hardware, and farm equipment dealers were included in the survey. All but one-sixth of these workers were men. The South and North Central regions each accounted for about one-third of all employees, one-fifth were in the Northeast, and one-sixth were in the West. Nearly as many workers were employed in nonmetropolitan as in metropolitan areas of the United States. About one-fifth of the workers were in establishments which were covered by the Fair Labor Standards Act.

### Earnings

Nonsupervisory employees at the Nation's building materials, hardware, and farm equipment dealers averaged \$2.05 an hour, at straight-time rates, in June 1966. Earnings for the 490,900 employees surveyed were distributed broadly; 5 out of every 6 employees earned between \$1 and \$3 an hour, and earnings for the middle half of the work force ranged from \$1.44 to \$2.51 an hour (table 2). Median earnings<sup>2</sup> were \$1.84 an hour, 21 cents below the mean. About one-tenth of the employees earned less than \$1.25 an hour, but slightly more than two-fifths earned at least \$2 an hour, and one-third of these were paid \$3 an hour or more.

Geographic location plays an important role in determining the level of employee earnings in this industry. The average pay level ranged from \$1.67 an hour in the South to \$2.58 an hour in the West. The extent of the downward pull of wages in the South on the nationwide industry pay level is shown by the \$2.23 an hour average in the three other regions.

Nearly three-tenths of the employees in the South were paid less than \$1.30 an hour, although about 3 out of 5 of these employees earned at least \$1.25 an hour. Of the 80,800 employees in this industry paid less than \$1.30 an hour, over one-half (54 percent) were in the South. In contrast to the earnings pattern in the South, the majority of the employees in the West were grouped toward the upper end of the pay scale—7 out of 10 earned at least \$2 an hour and 3 out of 10, at least \$3 an hour.

The population of the community in which an employee of the industry works appears to influence his earnings level. In metropolitan areas, where somewhat more than one-half the industry's work force was located, the average pay level was \$2.28 an hour, 47 cents higher than the average in nonmetropolitan areas (table 3). Earnings of urban area employees were concentrated toward the upper end of the pay scale, whereas those of employees in less populated areas tended to be concentrated at the middle and lower end of the pay scale. Over one-half of the employees in metropolitan areas (54 percent) earned at least \$2 an hour, but in nonmetropolitan areas 7 out of 10 earned less than that amount, and more than one-fifth earned less than \$1.30 an hour. Nonmetropolitan area employees accounted for more than three-fifths of the work force receiving such low earnings. Conversely, of those employees in the work force paid \$2.50 an hour or more, 3 out of 4 were in metropolitan areas.

Within each region employees in metropolitan areas averaged more than those in nonmetropolitan areas. The amount of the differential was not always related to the regional pay level. The smallest differential was in the South,

---

<sup>2</sup> That amount below and above which earnings for 50 percent of the employees are found.

the lowest paying region, but the highest was 55 cents in the Northeast, where the pay level was 32 cents below that in the West. An interregional comparison revealed that employees in metropolitan areas of the South averaged at least 11 cents an hour less than employees in nonmetropolitan areas of the three other regions.

In each region earnings in metropolitan areas were distributed more broadly than those in nonmetropolitan areas. Even in the South, where the area averages were comparatively close, this pattern existed. The middle one-half of the workers in this region's metropolitan areas earned from \$1.32 to \$2.02 an hour; in nonmetropolitan areas, this same group earned from \$1.28 to \$1.83 an hour.

Men averaged \$2.10 an hour, 38 cents more than women (table 4). Earnings for men were widely dispersed; those for women were concentrated in the low and middle wage intervals of the distribution. About one-sixth of the men and slightly more than one-fifth of the women were paid less than \$1.30 an hour. However, women, who composed only 16 percent of the work force, made up 21 percent of those paid less than \$1.50, and only 5 percent of those paid \$2.50 an hour or more.

Men averaged more than women in each region, the differential between their earnings ranging from 6 cents an hour in the South to 74 cents an hour in the West; in the North Central and Northeast regions the differentials were 48 and 59 cents, respectively. Thus, a limited relationship exists between the absolute and relative magnitude of the pay differential between men and women and the regional level of earnings.

Although men earned more than women in each of the regions, an interregional comparison revealed that women in the Northeast and West averaged 9 and 29 cents an hour more than men in the South. This relationship mirrors the greater proportion of men in the South than women in the Northeast or West concentrated at the lower reaches of the pay scale. Differences between their distributions eventually narrowed at the higher end of the pay scale; 10 percent of the Southern men and 8 and 16 percent of the Northeastern and Western women, respectively, earned \$2.50 an hour or more.

The annual volume of sales of the enterprise and establishment in which he works also has a bearing on an employee's earnings. Employees of enterprises having at least \$1 million in annual sales earned an average of \$2.23 an hour, 14 cents an hour more than those in enterprises having between \$500,000 and \$1 million in sales, 21 cents an hour more than those in enterprises having \$250,000 to \$500,000 in sales, and 39 cents an hour more than those in the smallest enterprises. As shown in table 5, these wage differentials reflect a noticeable variation among these four enterprise sales classes in the distribution of employee earnings.

In every region but the West, average earnings were highest in the enterprises having the highest volume of sales and lowest in those having the lowest volume. In the West, employees in enterprises having \$1 million in sales or more had next to the lowest average hourly earnings. In the South and North Central regions, employees in enterprises having \$250,000 to \$500,000 in annual sales averaged more than those in the next highest enterprise class, thus deviating from the pattern noted on a nationwide basis.

The distribution of employees among the various enterprise classes on a regional basis influenced the nationwide averages. For example, the Northeast

and West (the two highest paying regions) accounted for about two-fifths of the employees in the highest volume enterprises; the South (the lowest paying region) accounted for only one-fourth. Similarly, the South accounted for two-fifths of the employees in the lowest volume sales group, whereas the Northeast and West together accounted for only about one-third.

The earnings level of employees in the highest volume enterprises of the South was below that of employees of the lowest volume groups of the three other regions. This variation reemphasizes the influence of geographic factors on the earnings level.

In both metropolitan and nonmetropolitan areas the pattern of employee earnings by enterprise sales generally followed the national pattern.

Employees in establishments having \$250,000 in annual sales or more averaged \$2.15 an hour, 27 cents more than those in establishments having annual sales of between \$150,000 and \$250,000, and 32 cents more than those in establishments having less than \$150,000 in annual sales (table 6). This pattern was maintained in the Northeast, South, and West, but in the North Central region employees in the lowest volume enterprises averaged 3 cents an hour more than their counterparts in establishments having between \$150,000 and \$250,000 in annual sales.

In metropolitan areas, the level of employee earnings by establishment sales volume was patterned after the nationwide relationship. On the other hand, in nonmetropolitan areas employees in establishments having less than \$150,000 in annual sales earned 9 cents an hour more than those in establishments having \$150,000 to \$250,000 in sales.

Earnings also were tabulated for employees generally subject to and those generally not subject to the \$1.25 minimum hourly wage provision of the Fair Labor Standards Act.<sup>3</sup> Employees within the scope of the act accounted for somewhat more than one-fifth of the industry's work force. They averaged \$2.22

Area	Average hourly earnings	Percent of employees earning—										
		Less than \$1.25	\$1.25 to \$1.30	Less than \$1.40	Less than \$1.50	Less than \$1.60						
Employees in establishments generally—												
	Subject to FLSA	Not subject to FLSA	Subject to FLSA	Not subject to FLSA	Subject to FLSA	Not subject to FLSA	Subject to FLSA	Not subject to FLSA	Subject to FLSA	Not subject to FLSA	Subject to FLSA	Not subject to FLSA
United States ---	\$2.22	\$2.00	0.5	8.4	9.0	10.0	16.2	24.5	21.6	29.4	29.6	38.1
Northeast -----	2.58	2.16	-	3.5	5.3	7.0	7.6	16.6	9.5	19.9	14.4	28.8
South -----	1.74	1.65	.6	14.2	19.8	15.4	33.8	40.2	43.6	48.2	55.6	58.5
North Central ---	2.32	1.98	.8	8.7	4.9	9.6	11.4	22.2	16.7	27.0	22.9	34.8
West -----	2.47	2.62	.4	2.1	3.6	3.1	7.2	6.4	9.7	7.6	18.4	14.0

<sup>3</sup> At the time of the survey, employees of retail establishments having at least \$250,000 in annual sales which were part of enterprises having at least \$1 million in annual sales generally were included under the \$1.25 an hour minimum wage provisions of the 1961 amendments to the Fair Labor Standards Act. Employees at farm implement dealers generally were exempt, regardless of the volume of sales of the enterprises.

an hour—22 cents more than the rest of the employees in the industry. However, the influence of the legislated minimum wage on employee earnings was rather small. Fewer than one-tenth of the employees subject to the act were concentrated at or just above the minimum and nearly 4 out of 5 earned at least \$1.50 an hour. Although nearly one-tenth of the group not subject to the act were paid less than \$1.25 an hour, differences were not confined to the area around the minimum wage, reflecting the importance of other factors in determining the level and distribution of earnings. For example, one-third of the subject group compared with fewer than one-fourth of all other employees were paid \$2.50 an hour or more. As shown in the tabulation, the influence of the minimum wage was greatest in the South, whereas, in the West it was overshadowed by other factors.

### Weekly Hours of Work

Employees at building materials, hardware, and farm equipment dealers averaged 41.7 hours of work a week in June 1966 (table 7). Longer workweeks were common in this industry—almost one-third of the work force, or about 156,000 employees, worked 48 hours or more. Four out of every 5 employees worked 40 hours or more, although three-tenths of these worked exactly 40 hours. Only one-sixth of the employees in this industry worked on a part-time basis (fewer than 35 hours a week).

Among the four geographic regions, average weekly hours ranged from 39.2 in the Northeast to 43.4 in the South. Almost one-fourth of the employees in the Northeast worked on a part-time basis, contributing to the shorter average workweek. In the South, only one-eighth of the employees worked part time, more than three-fifths worked over 40 hours, and nearly two-fifths worked 48 hours or more. The distribution of weekly hours in the North Central region generally paralleled that in the South. In the West, the largest proportion of employees in any of the four regions, somewhat more than one-third, worked a 40-hour week, while roughly one-seventh each worked part time, 44, and 48 hours or more.

Employees in nonmetropolitan areas averaged 43.4 hours of work during the survey week, 3.1 hours more than those in metropolitan areas (table 8). More than two-fifths of the employees in nonmetropolitan areas worked 48 hours or more, nearly twice the proportion in metropolitan areas working such hours. Nonmetropolitan area employees constituted slightly less than one-half of the industry's work force, but about three-fifths of those with workweeks of 48 hours or more. Slightly more than one-sixth of the employees in the smaller areas, compared with three-tenths of those in the larger areas, worked a 40-hour week.

On a regional basis, the length of the workweek in metropolitan areas ranged from 38.8 hours in the Northeast to 43.1 hours in the South; in nonmetropolitan areas the range was from 40 hours in the Northeast to 44.6 hours in the North Central region.

Men had a longer average workweek than women, 42.9 hours compared with 35.6 hours (table 9). Thirty-seven percent of the men but only 7 percent of the women worked 48 hours or more a week, and three-fifths of the men compared with fewer than one-fourth of the women worked over 40 hours a week. Women, on the other hand, were concentrated at and below 40 hours—nearly two-fifths worked exactly 40 hours and about three-tenths worked on a part-time basis.

On a regional basis, the length of the workweek for men ranged from 40.6 hours in the Northeast to 44.2 hours in the South; for women, the workweek ranged from 32.6 to 37.9 hours in the Northeast and South.

There appeared to be little relationship between the length of the average workweek and enterprise sales. For example, the workweeks of the three highest volume groups were similar, ranging between 42.3 and 42.7 hours (table 10).

On an establishment basis, however, there appeared to be some relationship between the volume of sales and the length of the workweek (table 11). Employees in establishments which grossed \$250,000 in annual sales or more averaged 42.6 hours of work a week, or 1.4 hours longer than those in establishments having a \$150,000 to \$250,000 gross, and 3.2 hours longer than those in the lowest volume establishments (less than \$150,000). The high volume establishment group had the largest proportion of employees working 48 hours or more, one-third compared with three-tenths and about one-fourth of the lower groups, and the smallest proportion on a part-time basis, about one-eighth compared with more than one-sixth and one-fifth of the employees in the lower volume groups, respectively.

Employees at building materials, hardware, and farm equipment dealerships generally subject to the maximum hours provision of the Fair Labor Standards Act<sup>4</sup> worked an average of 42 hours a week—0.3 hours more than all other employees in the industry. Although employees in the subject group worked longer on the average than those in the nonsubject group, a greater proportion of employees in nonsubject establishments worked longer hours (48 hours or more), 33 percent compared with 29 percent. Similar proportions of both groups, however, worked over 40 hours a week (54 percent of the subject and 56 percent of the nonsubject group). On the other hand, a smaller proportion of nonsubject than subject employees worked a 40-hour week, while a greater proportion worked on a part-time basis. As shown in the following tabulation, in the Northeast and South, subject employees had a longer average workweek than nonsubject employees; in the North Central and West regions the opposite was true.

Area	Average weekly hours	Percent of employees working—						
		Under 35 hours		40 hours		48 hours or more		
		Subject to FLSA	Not subject to FLSA	Subject to FLSA	Not subject to FLSA	Subject to FLSA	Not subject to FLSA	Subject to FLSA
United States -----	42.0	41.7	13.8	16.2	26.6	23.6	29.3	32.5
Northeast -----	40.5	38.7	16.5	24.5	29.4	25.0	23.6	26.2
South -----	45.2	43.0	8.7	12.6	17.7	21.6	41.2	35.5
North Central -----	41.5	42.7	14.8	16.1	26.7	18.3	28.0	41.3
West -----	39.6	40.4	17.0	13.4	36.5	36.1	19.7	17.0

<sup>4</sup> A 40-hour workweek standard (after which time and one-half pay was required) was implemented for most large retail operations in September 1965. Employees of farm equipment dealers, however, were exempt generally from the act's coverage.

## Hourly Earnings and Weekly Hours

Employees at retail building materials, hardware, and farm equipment dealerships were grouped by their average hourly earnings and, within each earnings group, were distributed by their weekly hours of work. Tabulating the data in this manner revealed that among lower paid employees (those paid less than \$1.35 an hour) short as well as relatively long workweeks were more common than a standard workweek (table 12). Among higher paid employees, however, the standard workweek (40 to 42 hours inclusive) was more common. For example, one-half of the employees paid \$3 an hour or more worked 40 to 42 hours a week, whereas, one-tenth and one-sixth, respectively, worked part time and long hours, as shown below.

Weekly hours	Percent of employees with average hourly earnings of—							
	Under \$1.00	Under \$1.15	Under \$1.25	Under \$1.35	Under \$1.50	\$2.00 and over	\$2.50 and over	\$3.00 and over
Under 35 -----	22	25	25	30	25	11	10	10
40 to 42 -----	15	10	9	15	16	37	44	51
44 and over -----	59	59	59	45	50	48	41	34
48 and over -----	43	44	42	30	33	25	18	15

When employees within each region were distributed in the same manner, the earnings and hours relationships that developed generally followed those noted nationwide. Some differences existed, however. Among low paid employees (those who averaged less than \$1.35 an hour), part-time work was more common than long hours in every region but the South, where the reverse was true. Among high paid employees (those who averaged at least \$3 an hour), part time and long workweeks were about equally common in both the Northeast and West. In the North Central region, and to a lesser extent in the South, a substantially greater proportion worked long weeks than worked part time.

Region	Employees with average hourly earnings of—			
	Less than \$1.35		\$3.00 or more	
	Percent working—			
	Less than 35 hours	48 hours or more	Less than 35 hours	48 hours or more
Northeast -----	60	10	12	14
South -----	20	36	6	14
North Central ---	35	31	11	23
West -----	46	15	8	10

Employees working a 40-hour week had higher average hourly earnings than those who worked either part time or long workweeks, as seen in the following tabulation and table 13.

Average weekly hours	Average hourly earnings	Percent of employees earning—		
		Under \$1.35	Under \$2.00	\$3.00 or more
Under 15 -----	\$1.73	34.4	71.4	6.7
15 and under 35 -----	1.83	35.8	69.0	9.7
35 and under 40 -----	2.08	21.1	58.0	16.8
40-----	2.39	11.4	41.1	27.0
Over 40 and				
under 44 -----	2.14	18.1	50.9	17.2
44 and under 48 -----	2.07	15.7	52.9	12.9
48 and over -----	1.87	17.8	65.7	6.8

The preceding tabulation highlights the sharp contrast between the earnings of employees who worked either part time or long hours, and those on a 40-hour week. For example, among part-time employees more than one-third earned less than \$1.35 an hour and among those on long workweeks more than one-sixth had such earnings. By contrast, fewer than one-eighth of the 40-hour employees earned less than \$1.35; but more than one-fourth earned at least \$3; and fewer than one-tenth of the part-time and long workweek employees each earned \$3 or more.

### Average Weekly Earnings

Employees at retail building materials, hardware, and farm equipment stores averaged \$85.51 a week at straight-time rates in June 1966. Average weekly earnings ranged from \$15.36 for those employees who worked less than 15 hours a week to \$97.22 for those who worked 48 hours or more a week (table 14). Average weekly earnings are dependent upon 2 variables: Average hourly earnings and the number of hours worked during the week. Therefore, it is not surprising to find that average weekly earnings did not vary directly with the number of hours worked during the week. 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 but at a higher rate of pay. The hourly pay level of employees working exactly 40 hours, for example, was 52 cents more than the average of those working 48 hours or more, and 66 cents more than the average of those working fewer than 15 hours a week.

Among the regions, average weekly earnings ranged from \$72.37 in the South to \$103.82 in the West. The relative earnings differential between the South and each of the other regions which was narrower on a weekly than on an hourly basis reflects the effect of the longer average workweek in the South on the weekly wage level there.

### Wage Changes, June 1965-June 1966

The Bureau's 1965 survey<sup>5</sup> of employee earnings and hours at building materials, hardware, and farm equipment dealers makes possible a measurement of the changes in the levels and distributions of pay and hours of work over a 12-month period. During this time, employment increased by 2,000 workers from the June 1965 level of 488,900.

Average hourly earnings increased 7 cents, or 4 percent, over the year. Changes were evident throughout the distribution of earnings, but the overall magnitude of wage increases appeared to be greater at the upper end of the pay scale rather than the lower. For example, the differential which separated the lowest from the highest paid one-fourth of the employees<sup>6</sup> widened 10 cents and reflected these larger wage gains.

Average hourly pay levels advanced 6 cents in the South, 9 cents in the West, and 11 cents in the North Central region. In the Northeast, however, the average pay level did not change from 1965, when it was \$2.26 an hour. This lack of movement in the pay level in the Northeast reflects the similarity of the distribution of earnings in each of the years. On the other hand, changes

<sup>5</sup> Op. cit., Bulletin 1501-1, footnote 1.

<sup>6</sup> As determined by interpolation within the 5- or 10-cent wage intervals shown on table 2.



were quite evident among the three other regions. As shown in the following tabulation, the sharpest changes at the lower end of the pay scale occurred in the South, and at the upper end, the sharpest changes were found in the West. Employees in the South accounted for seven-tenths of the decline in the proportion of employees paid less than \$1.25 an hour between surveys; those in the West accounted for one-third of the increase in the proportion of all employees earning \$2.50 an hour or more.

Area	Average hourly earnings		Percent of employees earning—					
			Under \$1.15		Under \$1.25		Under \$1.30	
			1965	1966	1965	1966	1965	1966
United States -----	\$1.98	\$2.05	6.8	5.4	9.7	6.7	19.7	16.5
Northeast -----	2.26	2.26	1.0	1.9	1.9	2.7	10.2	9.3
South -----	1.61	1.67	12.3	9.4	18.0	11.6	33.5	27.8
North Central -----	1.94	2.05	8.0	6.0	10.7	7.0	19.8	15.6
West -----	2.49	2.58	1.0	1.2	1.4	1.7	4.7	4.9
			Under \$1.50		Under \$2.00		Under \$2.50	
United States -----			30.4	27.7	59.6	56.9	77.5	74.6
Northeast -----			16.8	17.4	46.9	45.4	71.5	68.8
South -----			49.4	47.3	79.9	78.1	91.5	90.4
North Central -----			31.1	24.8	60.4	56.8	78.8	75.4
West -----			9.2	8.1	34.3	30.3	55.5	50.0

Earnings for the employees in the Nation's metropolitan areas advanced 10 cents an hour, to \$2.28, between June 1965 and June 1966, compared with 9 cents an hour, to \$1.81, for those in nonmetropolitan areas. This increase narrowed the difference between the two areas absolutely but not relatively. The closeness of the increases in the pay levels mirrors a similarity in the changes in the distribution of earnings between the two areas. For example, the proportion of employees earnings less than \$1.25 an hour decreased in both areas—from 6 to 3 percent in metropolitan areas and from 15 to 11 percent in less urbanized areas. Furthermore, little change was observed in the proportions earning between \$1.25 and \$1.30 an hour, from 8 to 9 percent in metropolitan areas and from 12 to 11 percent in less populated areas. Even at the upper pay levels the changes had a degree of likeness—the proportion earning \$2 an hour or more increased from 50 to 54 percent in urban areas and from 27 to 31 percent in nonurban areas.

Men's average pay level increased 7 cents an hour between surveys, 2 cents more than women's. Changes in the distribution of men's earnings were more pronounced toward the upper end of the pay scale, whereas the sharpest changes for women were found at the middle and lower end of the pay scale. Women, who constituted only one-sixth of the work force, accounted for more than one-fifth (22 percent) of the decline in the proportion of employees earnings less than \$1.25, and one-fifth of the decline in the proportion earnings less than \$1.50 an hour. On the other hand, men accounted for practically all (96 percent) of the increase in the proportion of employees earning \$2.50 an hour or more.

Employees at building materials, hardware, and farm equipment dealers worked about one-half hour a week less, on the average, in June 1966 than in June 1965. The shortening of the average workweek from 42.3 to 41.7 hours reflects a small but noticeably movement away from long workweeks and toward more part time and standard workweeks; 34 percent worked 48 hours or more in June 1965 compared with 32 percent in the following year's survey. The proportion having workweeks of fewer than 35 hours and exactly 40 hours both increased by 1 percentage point.

Area	Average weekly hours		Percent of employees working—							
			Under 35 hours		40 hours		Over 40 and under 48 hours		48 hours and over	
	1965	1966	1965	1966	1965	1966	1965	1966	1965	1966
United States ----	42.3	41.7	14.6	15.6	23.2	24.3	24.2	23.5	33.5	31.8
Northeast -----	39.7	39.2	20.9	22.6	26.7	26.1	22.3	20.0	24.9	25.5
South -----	44.2	43.4	10.9	12.0	17.9	20.9	26.3	25.7	40.2	36.6
North Central ----	42.8	42.4	14.9	15.9	20.1	20.1	22.5	21.4	38.5	38.5
West -----	40.8	40.2	14.0	14.3	35.0	36.2	26.3	27.2	21.4	17.6

As shown above, employees in each region worked fewer hours, on the average, in 1966 than in 1965. In each region, the proportion of employees working 48 hours or more a week decreased or was substantially unchanged; the proportion of employees working over 40 hours a week declined, and the proportion on a part-time basis increased.

The length of the average workweek declined 1 hour in metropolitan areas and 0.4 hours in nonmetropolitan areas. Other than in degree, changes in the distribution in each area did not differ from the national pattern.

Both men and women worked 0.5 hours less a week, on the average, in June 1966 than in June 1965. The pattern of change for each sex followed the national pattern, as shown in the following tabulation.

Characteristics	Average weekly hours		Percent of employees working—							
			Under 35 hours		40 hours		Over 40 and under 48 hours		48 hours and over	
	1965	1966	1965	1966	1965	1966	1965	1966	1965	1966
Metropolitan areas -----	41.3	40.3	16.2	17.7	26.0	29.5	25.4	24.1	27.7	23.2
Nonmetropolitan areas -----	43.8	43.4	12.6	13.2	19.4	18.2	22.7	22.6	41.5	41.8
Men -----	43.4	42.9	12.4	13.3	20.9	21.7	25.7	24.9	38.0	36.6
Women -----	36.1	35.6	27.0	27.7	36.2	37.5	16.8	15.9	8.8	7.2

### Changes in Average Weekly Earnings, June 1965—June 1966

Employees at building materials, hardware, and farm equipment dealerships received an increase of \$1.76, or 2.1 percent, in their weekly earnings, from \$83.75 in June 1965. The 3.5 percent increase in average hourly earnings is not reflected fully in this increase in weekly earnings because of the accompanying decline in average weekly hours.

Area	Average weekly earnings		Increase		Percent increase in average hourly earnings
	1965	1966	Dollars	Percent	
United States -----	\$83.75	\$85.51	\$1.76	2.1	3.5
Northeast -----	89.60	88.52	<sup>1</sup> 1.08	<sup>1</sup> 1.2	0.0
South -----	71.20	72.37	1.17	1.6	3.7
North Central -----	83.20	87.15	3.95	4.7	5.7
West -----	101.76	103.82	2.06	2.0	3.6

<sup>1</sup> Decrease.

Weekly earnings increased in every region except the Northeast, where weekly earnings declined \$1.08 since June 1965. This decline was the result of the interaction of unchanged average hourly earnings (\$2.26 in both years) and a lower (by 0.5 hours) average workweek.

### Changes in Weekly Hours by Hourly Earnings

Declines in the average workweek were sharper, generally, among lower paid employees than among those in the middle to upper earnings levels. As shown in the following tabulation, the most noticeable declines occurred for those employees paid less than \$1.35 an hour. At no earnings interval above \$1.35 an hour was there a decline of as much as 1 hour in the average workweek.

Employees having average hourly earnings of--	Average weekly hours of work		
	1965	1966	Change
Under \$1.00 -----	45.4	42.1	-3.3
\$1.00 and under \$1.15 -----	40.0	41.2	+1.2
\$1.15 and under \$1.25 -----	43.5	40.0	-3.5
\$1.25 and under \$1.35 -----	39.7	37.7	-2.0
\$1.35 and under \$1.50 -----	44.0	43.3	-.7
\$1.50 and under \$1.75 -----	42.5	41.8	-.7
\$1.75 and under \$2.00 -----	43.6	44.1	+.5
\$2.00 and under \$2.50 -----	43.2	42.8	-.4
\$2.50 and under \$3.00 -----	42.4	41.7	-.7
\$3.00 and over -----	41.0	40.9	-.1

Substantial declines were evident among lower paid employees on long workweeks. These declines were accompanied by increases in the proportion working part time, and to a lesser extent, those working from 40 to 42 hours inclusive. At the higher pay levels there was less year-to-year variation as shown in the following tabulation.

Employees having average hourly earnings of--	Percent of employees with weekly hours of--					
	Under 35		40 to 42 inclusive		48 or more	
	1965	1966	1965	1966	1965	1966
Under \$1.00 -----	13.5	21.6	11.8	15.2	56.7	43.3
\$1.00 and under \$1.15 -----	29.1	26.4	12.7	10.3	38.9	44.5
\$1.15 and under \$1.25 -----	17.2	23.9	13.8	9.1	47.7	31.8
\$1.25 and under \$1.35 -----	27.4	32.3	19.4	21.5	31.8	23.6
\$1.35 and under \$1.50 -----	13.0	14.0	16.1	19.8	42.8	39.6
\$1.50 and under \$1.75 -----	16.6	17.7	18.9	21.2	38.9	37.4
\$1.75 and under \$2.00 -----	10.7	9.4	26.9	22.9	36.7	43.8
\$2.00 and under \$2.50 -----	11.1	12.1	28.3	27.4	35.3	35.0
\$2.50 and under \$3.00 -----	7.6	10.7	39.5	34.8	21.4	22.4
\$3.00 and over -----	9.2	9.8	50.7	50.7	16.1	15.3

### Changes in Hourly Earnings by Weekly Hours

Average earnings of part-time employees and of those who worked long workweeks increased 8 cents an hour over the year, 3 cents more than the increase for employees who worked from 40 to 44 hours. Changes in the distribution among the three groups generally followed the same pattern, but differed in degree. For example, the decline in the proportion of employees paid less than \$1.35 an hour was noticeably larger in the long workweek group than in the part-time or 40- to 44-hour group. The proportion paid at least \$2 an hour increased slightly in the 40-44 hour group, but less than in the two other groups.

Employees having weekly hours of—	Average hourly earnings		Percent having average hourly earnings of—					
			Under \$1.35		\$2.00 and over		\$3.00 and over	
	1965	1966	1965	1966	1965	1966	1965	1966
Under 35 -----	\$1.72	\$1.80	37.9	35.4	26.5	30.3	8.1	8.9
40-44 -----	2.29	2.34	14.1	12.7	56.3	57.1	23.6	25.2
48 and over -----	1.79	1.87	25.3	17.8	31.2	34.2	6.2	6.8

### Changes in Earnings and Hours, October 1956 to June 1966<sup>7</sup>

Average hourly earnings in June 1966 were 55 cents higher than the level recorded in October 1956. Twenty-eight cents of this increase occurred between 1956 and June 1961. The advance in the average hourly pay level was only 2 cents between June 1961 and 1962, whereas it averaged 6 cents a year over the next 3 years, and amounted to 7 cents between June 1965 and 1966.

Changes in the distribution of individual employee earnings occurred all along the pay scale. The proportion paid less than \$1.25 an hour, for example, declined from 35 percent in 1956 to 7 percent in 1966. At the same time, the proportion paid at least \$2 an hour increased from 19 to 43 percent. Thus, the improvement in the earnings of the lower paid group of employees was almost matched by the advance in earnings of the higher paid group.

The average hourly pay level has increased in each region since October 1956. The amount of the increase was 44 cents in the South, 53 cents in the North Central region, 61 cents in the Northeast, and 68 cents in the West. However, on a relative basis the increases which were similar over this 10-year period ranged from 35 to 37 percent.

The sharpest changes at the lower end of the pay scale occurred in the South; at the upper end the West showed the strongest movement. The proportion of employees in the South paid less than \$1.25 an hour, for example, declined from three-fifths in 1956 to only one-eighth in 1966. However, the South accounted for 46 percent of the employees paid less than \$1.25 in 1956, but 55 percent of those with such earnings in 1966. In the West, the proportion of employees paid \$2.50 an hour or more increased from one-sixth to one-half over the same period, as shown in the following tabulation. The West accounted for one-third of all employees paid \$2.50 an hour or more during both periods.

<sup>7</sup> See Employee Earnings in Retail Trade in October 1956, Building Materials and Farm Equipment Dealers, Bulletin 1220-1; Employee Earnings at Retail Building Materials, Hardware, and Farm Equipment Dealers, June 1961, June 1962, June 1965, Bulletins 1338-1, 1380-1, and 1501-1.

	United States					Northeast				
	Oct.	June				Oct.	June			
	1956	1961	1962	1965	1966	1956	1961	1962	1965	1966
Average hourly earnings										
Under \$0.50-----	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Under \$0.75-----	4	2	1	1	(1)	1	(1)	(1)	(1)	(1)
Under \$1.00-----	13	6	5	2	2	6	2	1	(1)	1
Under \$1.05-----	23	13	12	5	4	12	6	5	1	1
Under \$1.15-----	29	18	15	7	5	17	9	7	1	2
Under \$1.20-----	32	20	19	9	6	19	11	9	2	3
Under \$1.25-----	35	23	21	10	7	21	12	11	2	3
Under \$1.30-----	42	29	28	20	17	29	18	17	10	9
Under \$1.50-----	56	40	39	30	28	43	29	27	17	17
Under \$2.00-----	81	68	68	60	57	77	63	64	47	45
Under \$2.50-----	94	84	84	78	75	93	85	86	72	69
Under \$3.00-----	98	93	93	87	86	98	94	94	82	82
Number of employees (in thousands) -----	494.4	498.8	505.7	488.9	490.9	95.0	95.8	97.1	96.3	96.4
Average hourly earnings -----	\$1.50	\$1.78	\$1.80	\$1.98	\$2.05	\$1.65	\$1.89	\$1.89	\$2.26	\$2.26
	South					North Central				
Under \$0.50-----	1	(1)	1	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Under \$0.75-----	7	3	3	1	1	3	1	1	1	(1)
Under \$1.00-----	23	12	11	5	3	11	4	5	2	2
Under \$1.05-----	39	25	19	9	7	20	11	12	6	5
Under \$1.15-----	49	33	24	12	9	27	14	16	8	6
Under \$1.20-----	53	38	31	16	10	29	16	18	10	7
Under \$1.25-----	57	43	35	18	12	33	18	21	11	7
Under \$1.30-----	65	50	44	34	28	40	24	28	20	16
Under \$1.50-----	79	63	59	49	47	55	35	38	31	25
Under \$2.00-----	95	85	83	80	78	80	66	67	60	57
Under \$2.50-----	98	93	93	92	90	95	84	83	79	75
Under \$3.00-----	99	97	97	96	96	98	94	93	89	87
Number of employees (in thousands) -----	139.8	147.4	149.4	157.0	157.2	195.0	182.8	185.4	153.0	154.2
Average hourly earnings -----	\$1.23	\$1.45	\$1.50	\$1.61	\$1.67	\$1.52	\$1.82	\$1.81	\$1.94	\$2.05
						West				
Under \$0.50-----						(1)	(1)	(1)	(1)	(1)
Under \$0.75-----						(1)	(1)	(1)	(1)	(1)
Under \$1.00-----						4	1	2	1	(1)
Under \$1.05-----						10	5	4	1	1
Under \$1.15-----						12	5	5	1	1
Under \$1.20-----						14	7	7	1	1
Under \$1.25-----						15	8	8	1	2
Under \$1.30-----						20	13	12	5	5
Under \$1.50-----						30	20	18	9	8
Under \$2.00-----						57	47	44	34	30
Under \$2.50-----						84	67	64	56	50
Under \$3.00-----						92	82	80	72	69
Number of employees (in thousands) -----						64.6	72.8	13.8	82.6	83.1
Average hourly earnings -----						\$1.90	\$2.23	\$2.28	\$2.49	\$2.58

<sup>1</sup> Less than 0.5 percent.

The workweek of employees at building materials, hardware, and farm equipment dealers changed between October 1956 and June 1966. A smaller proportion of employees (55 percent) worked overtime in June 1966, than in 1956, when 64 percent worked over 40 hours a week. Both part-time and standard workweeks (from 35 to 40 hours inclusive) increased in relative importance over this 10-year period.

As shown in the following tabulation, the above pattern was true in each of the regions except the West, where the proportion of part-time employees was the same in 1966 as in 1956.

Weekly hours of work	United States					Northeast				
	Oct. 1956	June				Oct. 1956	June			
		1961	1962	1965	1966		1961	1962	1965	1966
Under 35 -----	12	13	14	15	16	17	13	17	21	23
35 to 40 (inclusive) ---	23	25	23	28	29	26	31	23	32	32
Over 40 -----	64	62	63	58	55	57	55	60	47	46
	South					North Central				
Under 35 -----	8	11	12	11	12	11	14	13	15	16
35 to 40 (inclusive) ---	22	21	21	23	26	19	24	22	24	24
Over 40 -----	71	68	67	67	62	70	62	65	61	60
	West									
Under 35 -----						14	11	15	14	14
35 to 40 (inclusive) ---						36	29	29	38	41
Over 40 -----						50	59	56	48	45

### 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.

Building materials, hardware, and farm equipment dealers

Table 1. Average straight-time hourly earnings of nonsupervisory employees by selected characteristics, United States, June 1966

Region	Enterprises with annual sales of—															
	\$1,000,000 or more				\$500,000 to \$1,000,000				\$250,000 to \$500,000				Less than \$250,000			
	Metropolitan areas		Nonmetropolitan areas		Metropolitan areas		Nonmetropolitan areas		Metropolitan areas		Nonmetropolitan areas		Metropolitan areas		Nonmetropolitan areas	
	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women
United States -----	\$2.42	\$1.85	\$2.06	\$1.63	\$2.39	\$1.95	\$1.83	\$1.64	\$2.37	\$1.85	\$1.87	\$1.68	\$2.21	\$1.68	\$1.65	\$1.44
Northeast-----	2.72	1.80	2.13	1.62	2.52	2.14	1.98	1.71	2.47	1.84	1.77	1.59	2.36	1.63	1.87	1.62
South-----	1.78	1.76	1.73	1.70	1.70	1.59	1.64	1.56	1.63	1.62	1.67	1.77	1.91	1.69	1.47	1.36
North Central-----	2.52	1.80	2.05	1.57	2.57	2.10	1.72	1.59	2.47	1.82	2.02	1.59	2.12	1.52	1.77	1.35
West-----	2.82	2.05	2.46	1.69	3.19	2.15	2.35	1.77	2.99	2.18	2.23	2.04	2.61	1.96	2.11	1.68



Building materials, hardware, and farm equipment dealers

Table 2. Cumulative numerical and percent distributions of nonsupervisory employees by average straight-time hourly earnings, United States and regions, June 1966

Average hourly earnings	(Employees in thousands)									
	United States		Northeast		South		North Central		West	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under \$0.50	.2	*	-	-	*	*	.1	.1	-	-
Under \$0.75	1.6	.3	-	-	1.2	.8	.2	.2	.1	.2
Under \$1.00	9.8	2.0	.6	.6	5.3	3.4	3.6	2.3	.3	.4
Under \$1.05	20.6	4.2	1.2	1.3	10.5	6.7	8.0	5.2	.9	1.1
Under \$1.10	21.6	4.4	1.5	1.5	11.2	7.1	8.0	5.2	.9	1.1
Under \$1.15	26.8	5.4	1.8	1.9	14.7	9.4	9.2	6.0	1.0	1.2
Under \$1.20	30.0	6.1	2.5	2.6	16.3	10.4	10.0	6.5	1.2	1.4
Under \$1.25	33.0	6.7	2.6	2.7	18.2	11.6	10.8	7.0	1.4	1.7
Under \$1.30	80.8	16.5	9.0	9.3	43.7	27.8	24.1	15.6	4.1	4.9
Under \$1.35	92.4	18.8	11.0	11.4	50.2	31.9	26.4	17.1	4.8	5.8
Under \$1.40	111.3	22.7	14.0	14.5	61.3	39.0	30.7	19.9	5.4	6.6
Under \$1.45	124.4	25.3	15.4	15.9	68.3	43.4	34.5	22.4	6.3	7.6
Under \$1.50	136.2	27.7	16.8	17.4	74.4	47.3	38.3	24.8	6.7	8.1
Under \$1.55	169.7	34.6	23.4	24.3	87.7	55.8	47.5	30.8	11.2	13.5
Under \$1.60	177.9	36.2	24.5	25.4	91.1	58.0	49.8	32.3	12.5	15.1
Under \$1.65	193.9	39.5	28.8	29.9	96.3	61.3	55.4	35.9	13.4	16.1
Under \$1.70	205.4	41.8	31.6	32.8	99.4	63.2	59.6	38.7	14.7	17.7
Under \$1.75	216.2	44.0	33.0	34.2	103.1	65.6	63.5	41.2	16.6	20.0
Under \$1.80	236.2	48.1	36.9	38.3	108.1	68.8	71.7	46.5	19.5	23.4
Under \$1.85	249.1	50.7	38.4	39.8	112.9	71.8	76.9	49.9	20.9	25.1
Under \$1.90	263.5	53.7	41.0	42.5	117.9	75.0	81.4	52.8	23.2	28.0
Under \$1.95	273.8	55.8	43.1	44.7	121.3	77.1	85.4	55.4	24.0	28.9
Under \$2.00	279.2	56.9	43.7	45.4	122.7	78.1	87.6	56.8	25.2	30.3
Under \$2.10	311.8	63.5	52.0	53.9	131.6	83.7	98.7	64.0	29.6	35.6
Under \$2.20	326.8	66.6	56.5	58.5	134.4	85.5	103.0	66.8	32.8	39.5
Under \$2.30	344.5	70.2	61.4	63.7	138.8	88.3	108.6	70.4	35.7	42.9
Under \$2.40	357.4	72.8	64.8	67.2	140.5	89.4	112.6	73.0	39.5	47.5
Under \$2.50	366.3	74.6	66.3	68.8	142.1	90.4	116.2	75.4	41.6	50.0
Under \$2.60	386.3	78.7	71.4	74.0	145.0	92.2	122.3	79.3	47.7	57.4
Under \$2.70	396.1	80.7	73.3	76.1	146.2	93.0	126.3	81.9	50.2	60.4
Under \$2.80	405.9	82.7	76.2	79.1	148.4	94.4	128.6	83.4	52.7	63.5
Under \$2.90	413.9	84.3	78.2	81.1	149.3	95.0	131.7	85.4	54.8	65.9
Under \$3.00	421.2	85.8	79.5	82.4	150.3	95.6	133.7	86.7	57.7	69.4
Total	490.9	100.0	96.4	100.0	157.2	100.0	154.2	100.0	83.1	100.0
Average hourly earnings	\$2.05		\$2.26		\$1.67		\$2.05		\$2.58	

## Building materials, hardware, and farm equipment dealers

Table 3. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by metropolitan and nonmetropolitan areas, United States and regions, June 1966

Average hourly earnings	United States		Northeast		South		North Central		West	
	Metropolitan areas	Nonmetropolitan areas	Metropolitan areas	Nonmetropolitan areas	Metropolitan areas	Nonmetropolitan areas	Metropolitan areas	Nonmetropolitan areas	Metropolitan areas	Nonmetropolitan areas
Under \$0.50	-	.1	-	-	-	.1	-	.1	-	-
Under \$0.75	.1	.5	-	-	.3	1.1	-	.3	.2	-
Under \$1.00	.9	3.2	.4	1.2	2.0	4.4	.7	3.6	.5	.1
Under \$1.05	1.9	6.8	1.0	2.1	3.8	9.0	1.8	7.7	.7	1.8
Under \$1.10	2.0	7.2	1.0	2.9	4.1	9.6	1.8	7.7	.7	1.8
Under \$1.15	2.5	8.7	1.0	4.1	4.9	13.0	2.6	8.5	1.0	1.8
Under \$1.20	2.6	10.1	1.4	5.6	5.1	14.7	2.7	9.4	1.0	2.4
Under \$1.25	2.8	11.2	1.5	5.5	5.4	16.6	3.1	10.0	1.0	3.1
Under \$1.30	11.7	22.0	7.6	13.4	23.5	31.4	10.5	19.5	3.3	8.2
Under \$1.35	13.8	24.6	9.6	15.9	27.2	35.8	11.9	21.0	4.2	9.1
Under \$1.40	16.9	29.3	12.1	20.4	33.7	43.2	14.5	23.9	4.5	10.7
Under \$1.45	19.3	32.3	13.8	21.2	39.0	47.0	15.7	27.4	5.8	11.5
Under \$1.50	21.0	35.4	15.2	22.8	42.7	51.1	16.9	30.8	6.0	12.6
Under \$1.55	26.9	43.4	21.4	31.4	51.2	59.5	21.7	37.7	9.4	22.5
Under \$1.60	28.2	45.5	22.2	33.2	53.4	61.6	23.0	39.4	10.3	25.4
Under \$1.65	30.8	49.5	25.7	40.3	56.4	65.2	25.4	43.9	11.4	26.3
Under \$1.70	32.6	52.4	27.9	45.0	58.7	66.9	27.0	47.4	12.4	29.4
Under \$1.75	34.4	55.1	29.2	46.6	60.8	69.5	28.8	50.5	14.6	31.9
Under \$1.80	38.4	59.3	32.6	52.3	63.6	73.1	35.4	54.9	17.8	35.6
Under \$1.85	40.5	62.5	33.3	54.7	66.2	76.5	38.7	58.4	18.9	38.5
Under \$1.90	43.2	65.7	35.9	58.7	69.0	79.5	42.1	60.3	20.5	44.2
Under \$1.95	45.1	68.1	37.6	62.2	72.7	83.8	43.8	64.2	21.5	45.2
Under \$2.00	46.0	69.3	38.2	63.0	73.9	81.5	44.7	66.0	22.5	47.2
Under \$2.10	52.1	76.6	46.1	73.3	79.8	86.8	50.1	74.5	27.4	53.5
Under \$2.20	55.4	79.4	50.6	78.3	81.4	88.8	52.9	77.3	32.0	56.0
Under \$2.30	59.2	82.8	55.7	83.5	86.3	91.6	56.8	80.7	35.0	60.1
Under \$2.40	62.2	85.0	59.0	87.2	85.8	92.3	60.2	82.7	38.9	66.4
Under \$2.50	64.0	86.8	60.5	89.2	86.7	93.4	63.1	84.6	40.9	70.0
Under \$2.60	68.9	90.0	66.5	92.8	88.9	95.0	67.3	88.4	48.3	76.0
Under \$2.70	71.6	91.1	69.0	93.4	90.2	95.3	71.1	90.1	52.2	78.3
Under \$2.80	74.2	92.4	72.5	95.3	91.9	96.4	73.3	91.0	55.4	81.0
Under \$2.90	76.6	93.2	75.2	95.6	92.9	96.6	76.6	92.0	57.9	83.2
Under \$3.00	78.6	94.1	76.9	96.0	93.8	97.1	78.4	93.0	62.0	85.6
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)	262.6	228.3	68.6	27.8	70.7	86.5	66.3	37.9	57.0	26.1
Average hourly earnings	\$2.28	\$1.81	\$2.42	\$1.87	\$1.76	\$1.59	\$2.32	\$1.87	\$2.75	\$2.23

### Building materials, hardware, and farm equipment dealers

Table 4. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by sex, United States and regions, June 1966

Average hourly earnings	United States		Northeast		South		North Central		West	
	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women
Under \$0.50	*	-	-	-	*	-	.1	-	-	-
Under \$0.75	.3	.4	-	-	.7	1.1	.1	.4	.2	-
Under \$1.00	1.9	2.4	.6	.7	2.8	7.3	2.6	1.0	.4	.1
Under \$1.05	4.0	5.2	1.2	1.6	6.1	10.7	5.1	5.4	.9	1.8
Under \$1.10	4.1	5.6	1.3	2.5	6.5	11.5	5.1	5.4	.9	1.8
Under \$1.15	5.1	7.2	1.6	3.3	8.9	12.7	5.5	8.1	.9	2.6
Under \$1.20	5.7	8.3	2.2	4.5	9.9	13.3	5.7	10.2	1.2	2.6
Under \$1.25	6.3	9.1	2.3	4.5	11.2	14.1	6.0	11.5	1.3	3.2
Under \$1.30	15.5	21.5	7.3	18.0	28.1	26.1	13.1	27.1	4.0	9.1
Under \$1.35	17.6	25.0	8.9	22.7	32.3	29.6	14.4	29.9	4.4	12.1
Under \$1.40	21.2	30.1	11.4	28.3	39.4	35.8	16.6	35.4	4.8	14.6
Under \$1.45	23.8	33.1	12.9	29.3	44.0	39.9	18.8	39.0	5.5	17.3
Under \$1.50	26.1	36.3	14.1	32.2	47.8	44.3	21.1	42.3	5.7	19.2
Under \$1.55	32.7	44.4	20.5	41.1	56.6	50.2	26.5	50.8	10.3	28.4
Under \$1.60	34.2	47.0	21.5	42.6	58.9	51.9	27.7	53.8	11.2	32.8
Under \$1.65	37.2	51.3	26.1	47.0	61.8	57.3	30.9	59.2	12.2	33.8
Under \$1.70	39.1	55.8	28.4	52.6	63.4	62.3	33.4	63.0	13.5	37.5
Under \$1.75	41.1	59.2	29.5	54.9	65.7	64.7	35.9	65.8	14.7	44.7
Under \$1.80	44.8	65.0	32.9	62.1	68.8	68.6	40.9	72.9	18.0	48.8
Under \$1.85	47.5	67.7	34.6	63.0	71.9	71.5	44.2	76.3	19.3	52.2
Under \$1.90	50.1	72.2	37.0	67.0	74.3	79.9	47.2	78.8	22.0	55.7
Under \$1.95	52.3	73.8	39.0	70.2	76.5	81.4	50.2	79.8	23.0	56.4
Under \$2.00	53.4	74.9	39.7	70.6	77.3	83.1	51.8	80.2	24.0	59.2
Under \$2.10	60.0	81.7	48.2	79.3	83.1	87.9	59.1	87.1	29.0	66.3
Under \$2.20	63.0	85.1	52.6	85.3	84.9	89.5	62.0	89.2	32.7	71.1
Under \$2.30	66.7	88.0	57.9	89.3	87.7	92.0	65.9	91.6	36.1	74.4
Under \$2.40	69.4	90.5	61.6	91.8	88.9	93.1	68.8	93.0	40.3	80.8
Under \$2.50	71.3	91.7	63.5	92.4	89.9	93.8	71.4	93.7	42.7	84.2
Under \$2.60	75.7	94.3	69.1	96.2	91.5	96.9	76.0	94.9	50.9	87.5
Under \$2.70	77.8	95.3	71.3	97.0	92.4	97.5	79.0	95.4	53.9	90.3
Under \$2.80	80.0	96.4	74.9	97.5	93.8	98.2	80.7	95.9	56.9	93.6
Under \$2.90	81.8	97.3	77.3	98.1	94.4	98.7	82.9	97.0	59.6	95.0
Under \$3.00	83.5	97.5	78.3	98.4	95.2	98.8	84.5	97.3	63.8	95.3
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)	410.9	80.0	78.7	17.7	136.9	20.3	127.0	27.2	68.3	14.8
Average hourly earnings	\$2.10	\$1.72	\$2.35	\$1.76	\$1.67	\$1.61	\$2.13	\$1.65	\$2.70	\$1.96

## Building materials, hardware, and farm equipment dealers

Table 5. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by enterprise sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1966

Average hourly earnings	United States				Metropolitan areas				Nonmetropolitan areas			
	Enterprises with annual sales of—											
	\$1,000,000 or more	\$500,000 to \$1,000,000	\$250,000 to \$500,000	Less than \$250,000	\$1,000,000 or more	\$500,000 to \$1,000,000	\$250,000 to \$500,000	Less than \$250,000	\$1,000,000 or more	\$500,000 to \$1,000,000	\$250,000 to \$500,000	Less than \$250,000
Under \$0.50 -----	*	.1	-	.1	-	-	-	-	*	.1	-	.1
Under \$0.75 -----	*	.3	.1	.9	-	.3	*	.3	*	.4	.1	1.4
Under \$1.00 -----	.1	.8	2.3	4.5	*	.6	.6	2.8	.3	1.1	3.4	6.0
Under \$1.05 -----	.6	2.6	4.3	9.0	.2	1.3	1.3	5.5	1.5	4.4	6.2	12.1
Under \$1.10 -----	.6	2.8	4.4	9.5	.2	1.4	1.4	5.7	1.6	4.7	6.4	12.9
Under \$1.15 -----	.7	3.5	5.2	12.0	.3	1.9	1.8	6.8	1.8	5.7	7.5	16.7
Under \$1.20 -----	.9	4.1	5.9	13.4	.3	2.1	1.9	7.3	2.2	6.8	8.3	18.9
Under \$1.25 -----	1.1	4.2	6.4	14.7	.4	2.3	2.1	7.6	2.6	6.8	9.3	21.0
Under \$1.30 -----	9.4	14.5	15.7	25.9	9.1	11.7	10.4	18.2	12.0	18.5	19.5	32.8
Under \$1.35 -----	12.2	16.5	18.7	27.5	11.0	13.4	12.9	19.0	14.8	20.8	22.6	35.2
Under \$1.40 -----	16.1	19.7	22.6	31.8	14.7	16.1	15.5	22.0	18.9	24.6	27.3	40.6
Under \$1.45 -----	18.6	23.0	25.4	34.1	17.3	19.2	17.2	24.3	21.5	28.4	30.8	42.8
Under \$1.50 -----	21.3	25.2	27.0	36.4	19.4	20.8	18.1	26.1	25.3	31.5	34.0	45.6
Under \$1.55 -----	27.1	32.1	33.0	45.1	24.6	26.3	23.6	33.6	32.5	40.2	40.3	55.5
Under \$1.60 -----	29.2	33.9	34.8	45.0	26.6	27.3	24.4	34.6	35.0	42.8	41.8	57.5
Under \$1.65 -----	32.0	37.7	38.7	49.4	28.8	31.1	26.8	36.8	38.9	46.8	46.6	60.9
Under \$1.70 -----	34.1	40.3	41.9	51.2	30.1	33.0	29.6	38.6	42.7	50.3	50.0	62.3
Under \$1.75 -----	35.1	42.9	44.3	53.1	31.9	35.4	31.2	40.3	45.1	53.3	53.0	64.7
Under \$1.80 -----	35.4	47.7	49.7	55.6	34.8	39.3	37.9	43.7	49.3	58.0	57.5	68.2
Under \$1.85 -----	41.5	48.4	53.4	59.7	37.0	40.4	39.2	47.1	51.3	59.3	62.8	71.1
Under \$1.90 -----	43.8	52.0	56.4	62.8	38.7	42.8	42.9	50.0	55.0	63.3	65.4	74.3
Under \$1.95 -----	46.8	54.6	58.1	64.0	41.4	45.2	44.6	51.1	58.6	67.4	67.0	75.7
Under \$2.00 -----	48.1	55.6	59.3	64.8	42.7	46.2	45.1	51.9	60.0	68.5	68.8	76.3
Under \$2.10 -----	53.3	62.0	66.7	72.5	47.5	51.5	51.2	60.3	65.6	76.2	77.1	83.5
Under \$2.20 -----	56.7	65.1	69.2	75.6	50.0	54.9	55.1	63.6	69.9	79.2	78.5	86.5
Under \$2.30 -----	60.3	69.3	73.0	78.7	54.3	59.0	59.0	67.1	73.3	83.3	82.3	89.2
Under \$2.40 -----	62.9	72.0	76.1	80.9	57.1	61.6	63.4	69.6	75.4	86.3	84.5	91.1
Under \$2.50 -----	65.2	74.3	77.6	82.1	59.4	64.3	64.5	70.5	78.0	88.0	86.3	92.5
Under \$2.60 -----	65.9	77.8	80.5	87.1	63.8	68.7	68.5	77.2	83.0	90.2	88.5	96.0
Under \$2.70 -----	73.1	79.7	81.9	88.3	67.3	71.3	70.4	79.5	85.7	91.2	89.5	96.3
Under \$2.80 -----	75.5	82.2	83.5	89.9	70.0	74.1	72.9	81.8	87.5	93.4	90.5	97.2
Under \$2.90 -----	78.2	84.2	84.7	90.6	73.1	76.5	75.4	82.8	89.0	94.6	91.0	97.6
Under \$3.00 -----	80.1	85.2	86.3	91.9	75.3	78.0	77.2	85.3	90.4	95.1	92.3	97.9
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
Number of employees (in thousands) -----	143.3	87.0	127.0	133.6	98.1	50.3	50.8	63.4	45.2	36.7	76.2	70.2
Average hourly earnings ---	\$2.23	\$2.09	\$2.02	\$1.84	\$2.34	\$2.32	\$2.30	\$2.11	\$2.00	\$1.82	\$1.84	\$1.62

Building materials, hardware, and farm equipment dealers

Table 5. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by enterprise sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1966—Continued

Average hourly earnings	Northeast				South			
	Enterprises with annual sales of—							
	\$1,000,000 or more	\$500,000 to \$1,000,000	\$250,000 to \$500,000	Less than \$250,000	\$1,000,000 or more	\$500,000 to \$1,000,000	\$250,000 to \$500,000	Less than \$250,000
Under \$0.50 -----	-	-	-	-	-	.2	-	-
Under \$0.75 -----	-	-	-	-	-	.3	.2	1.6
Under \$1.00 -----	.2		.5	1.4	.1	1.9	1.8	7.3
Under \$1.05 -----	.2		1.1	2.9	.6	4.3	3.9	13.9
Under \$1.10 -----	.2		1.1	3.7	.7	4.7	4.3	14.6
Under \$1.15 -----	.2		1.5	4.6	.9	6.1	6.2	18.8
Under \$1.20 -----	.2		2.9	5.8	1.0	7.2	6.8	20.6
Under \$1.25 -----	.3		2.9	5.9	1.1	7.6	8.6	22.6
Under \$1.30 -----	6.3		8.8	14.7	19.2	27.3	24.8	35.8
Under \$1.35 -----	10.1		10.9	15.8	22.9	30.9	31.7	38.5
Under \$1.40 -----	12.3		15.0	19.2	31.7	36.1	39.0	45.2
Under \$1.45 -----	14.0		16.4	20.6	36.7	42.8	44.0	47.7
Under \$1.50 -----	15.4		17.0	22.6	41.6	45.7	48.9	50.7
Under \$1.55 -----	19.3		23.3	32.8	50.3	54.5	55.9	59.9
Under \$1.60 -----	20.4		25.2	33.5	54.2	56.6	56.8	61.9
Under \$1.65 -----	22.8		31.0	38.4	57.5	61.6	60.0	64.4
Under \$1.70 -----	25.0		35.8	40.7	59.7	63.5	62.3	66.0
Under \$1.75 -----	27.7		37.2	41.3	61.3	67.7	64.6	67.6
Under \$1.80 -----	30.6		41.6	45.2	64.7	70.5	67.7	71.3
Under \$1.85 -----	32.0		43.3	46.2	67.9	71.7	72.6	73.9
Under \$1.90 -----	35.7		46.3	49.2	70.9	76.1	75.6	76.7
Under \$1.95 -----	39.0		48.2	50.7	74.9	78.7	77.3	77.7
Under \$2.00 -----	40.0		48.9	51.2	76.0	79.3	78.3	78.5
Under \$2.10 -----	45.1		56.8	64.9	80.7	85.1	84.9	84.0
Under \$2.20 -----	48.1		61.2	69.8	83.1	87.5	86.2	85.5
Under \$2.30 -----	53.5		67.7	72.6	85.2	90.3	89.4	88.4
Under \$2.40 -----	57.6		71.5	75.1	87.2	91.8	90.5	88.8
Under \$2.50 -----	59.8		72.1	76.6	88.7	92.4	91.3	89.8
Under \$2.60 -----	64.1		75.8	83.1	90.0	93.8	92.7	92.5
Under \$2.70 -----	67.0		77.8	83.9	90.8	94.4	93.3	93.6
Under \$2.80 -----	70.1		81.7	85.4	92.1	96.0	93.7	95.6
Under \$2.90 -----	72.0		84.0	87.1	93.2	97.1	93.9	95.7
Under \$3.00 -----	74.0		85.8	88.2	94.1	97.5	94.4	96.5
Total -----	100.0		100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) -----	25.6		22.8	29.5	34.8	28.9	39.3	54.1
Average hourly earnings -----	\$2.47		\$2.15	\$2.07	\$1.76	\$1.66	\$1.67	\$1.60

Insufficient data to warrant presentation.

## Building materials, hardware, and farm equipment dealers

Table 5. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by enterprise sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1966—Continued

Average hourly earnings	North Central				West			
	Enterprises with annual sales of—							
	\$1,000,000 or more	\$500,000 to \$1,000,000	\$250,000 to \$500,000	Less than \$250,000	\$1,000,000 or more	\$500,000 to \$1,000,000	\$250,000 to \$500,000	Less than \$250,000
Under \$0.50	*	-	-	.3	-	-	-	-
Under \$0.75	*	.1	*	.7	-	-	-	.6
Under \$1.00	.1	.4	4.1	4.2	-	-	-	1.3
Under \$1.05	1.0	3.0	6.8	9.9	.2	-	-	2.3
Under \$1.10	1.1	3.1	6.8	10.0	.2	-	-	2.3
Under \$1.15	1.3	4.1	7.2	12.0	.2	-	-	3.2
Under \$1.20	1.6	4.2	7.5	13.6	.2	-	-	3.2
Under \$1.25	2.1	4.2	7.8	14.7	.2	-	-	4.4
Under \$1.30	8.8	12.4	15.2	28.2	2.5	-	-	9.1
Under \$1.35	11.6	13.5	15.7	29.5	3.9	-	-	9.1
Under \$1.40	14.9	17.1	17.7	32.3	4.8	-	-	9.3
Under \$1.45	17.2	19.7	19.9	35.3	5.9	-	-	11.4
Under \$1.50	20.3	22.9	21.3	37.3	6.6	-	-	11.4
Under \$1.55	24.7	30.0	26.8	46.4	13.0	-	-	16.8
Under \$1.60	26.4	32.5	27.7	47.7	14.7	-	-	18.4
Under \$1.65	30.4	35.8	31.5	50.7	15.6	-	-	18.4
Under \$1.70	32.6	40.0	35.0	52.0	17.2	-	-	20.4
Under \$1.75	34.6	47.6	38.5	53.8	19.5	-	-	25.9
Under \$1.80	38.6	48.5	46.3	56.8	21.7	-	-	29.0
Under \$1.85	39.8	50.0	50.7	52.9	23.6	-	-	31.5
Under \$1.90	42.3	54.1	54.0	65.1	25.0	-	-	37.2
Under \$1.95	45.2	58.1	55.9	67.3	26.7	-	-	37.2
Under \$2.00	46.5	60.1	57.8	67.9	28.4	-	-	38.1
Under \$2.10	52.8	66.8	66.0	75.1	32.4	-	-	44.0
Under \$2.20	57.0	68.5	67.9	78.1	36.2	-	-	49.4
Under \$2.30	61.2	72.2	71.3	81.1	39.0	-	-	53.8
Under \$2.40	63.1	74.4	74.2	84.4	42.1	-	-	58.9
Under \$2.50	66.9	77.4	75.6	85.7	43.4	-	-	59.7
Under \$2.60	71.8	80.2	78.8	90.3	51.3	-	-	70.2
Under \$2.70	76.8	81.8	80.3	91.9	54.9	-	-	72.3
Under \$2.80	78.5	84.1	81.8	92.4	59.0	-	-	74.9
Under \$2.90	82.0	86.6	83.4	92.5	61.9	-	-	76.5
Under \$3.00	83.7	87.2	85.1	93.2	65.6	-	-	91.0
Total	100.0	100.0	100.0	100.0	100.0	-	-	100.0
Number of employees (in thousands)	47.4	22.4	51.3	33.1	34.5	-	-	16.9
Average hourly earnings	\$2.20	\$2.01	\$2.09	\$1.81	\$2.61	-	-	\$2.33

insufficient data to warrant presentation.

Building materials, hardware, and farm equipment dealers

Table 6. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by establishment sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1966

Average hourly earnings	United States			Metropolitan areas			Nonmetropolitan areas		
	Establishments with annual sales of—								
	\$ 250,000 or more	\$ 150,000 to \$ 250,000	Less than \$ 150,000	\$ 250,000 or more	\$ 150,000 to \$ 250,000	Less than \$ 150,000	\$ 250,000 or more	\$ 150,000 to \$ 250,000	Less than \$ 150,000
Under \$0.50	*	-	.1	-	-	-	*	-	.2
Under \$0.75	.1	.4	.9	.1	-	.4	.2	.8	1.3
Under \$1.00	.6	4.1	4.7	.3	.7	3.7	1.0	7.6	5.6
Under \$1.05	1.7	8.0	9.1	.6	2.5	6.3	3.1	13.3	11.4
Under \$1.10	1.8	8.3	9.5	.7	2.8	6.3	3.3	13.7	12.2
Under \$1.15	2.4	10.8	11.1	.9	4.0	7.1	4.2	17.5	14.5
Under \$1.20	2.7	12.0	12.3	1.0	4.8	7.2	5.0	19.0	16.7
Under \$1.25	3.1	12.7	13.7	1.2	5.2	7.4	5.6	20.0	19.0
Under \$1.30	11.9	22.9	26.0	9.2	13.5	19.6	15.3	32.1	31.4
Under \$1.35	14.3	24.8	29.5	11.3	14.5	22.5	18.2	35.0	33.5
Under \$1.40	17.8	28.2	33.7	14.4	16.3	26.9	22.3	39.9	39.4
Under \$1.45	20.7	30.2	36.3	17.0	17.9	29.7	25.6	42.2	41.9
Under \$1.50	22.7	33.5	39.0	18.4	20.7	31.6	28.5	46.0	45.2
Under \$1.55	28.8	41.8	47.2	23.6	27.2	39.3	35.7	56.2	53.8
Under \$1.60	30.5	43.5	48.7	25.1	28.4	40.3	37.7	58.4	55.8
Under \$1.65	33.8	47.4	51.5	27.6	33.3	41.3	42.0	61.3	60.1
Under \$1.70	36.2	49.7	53.5	29.3	35.4	43.0	45.3	63.7	62.3
Under \$1.75	38.6	51.6	55.5	31.0	37.1	45.5	48.5	65.8	63.8
Under \$1.80	42.9	54.7	59.3	35.1	40.3	49.7	53.3	68.9	67.4
Under \$1.85	45.2	59.3	61.3	36.9	44.9	51.0	56.4	73.4	70.0
Under \$1.90	48.2	61.4	65.0	39.5	47.4	54.4	59.8	75.1	74.0
Under \$1.95	50.7	62.6	66.4	41.5	48.2	56.5	62.9	76.8	74.8
Under \$2.00	51.8	63.3	67.9	42.5	48.4	57.9	64.1	77.8	76.4
Under \$2.10	58.3	69.3	75.5	47.8	54.9	65.8	72.2	83.4	82.9
Under \$2.20	61.5	73.1	77.5	51.3	59.0	68.7	75.0	87.0	84.9
Under \$2.30	65.3	76.4	80.6	55.1	62.0	72.9	78.9	90.4	87.1
Under \$2.40	68.3	78.7	82.4	58.3	65.2	74.8	81.6	92.0	88.8
Under \$2.50	70.3	80.0	84.0	60.4	66.5	76.0	83.5	93.2	90.7
Under \$2.60	74.3	83.9	88.7	64.8	71.9	82.1	86.7	95.6	94.2
Under \$2.70	76.6	85.1	90.1	67.9	73.8	84.1	88.1	96.1	95.1
Under \$2.80	78.9	87.0	91.4	70.8	76.9	85.5	89.6	96.9	96.4
Under \$2.90	80.9	87.7	92.4	73.5	78.0	87.2	90.7	97.2	96.8
Under \$3.00	82.6	89.0	93.5	75.5	80.4	89.2	92.0	97.4	97.1
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)	314.8	75.2	101.0	179.1	37.2	46.2	135.6	37.9	54.7
Average hourly earnings	\$2.15	\$1.88	\$1.83	\$2.35	\$2.21	\$2.03	\$1.91	\$1.59	\$1.68

Building materials, hardware, and farm equipment dealers

Table 6. Cumulative percent distribution of nonsupervisory employees by average straight-time hourly earnings, by establishment sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1966—Continued

Average hourly earnings	Northeast			South			North Central			West		
	Establishments with annual sales of—											
	\$250,000 or more	\$150,000 to \$250,000	Less than \$150,000	\$250,000 or more	\$150,000 to \$250,000	Less than \$150,000	\$250,000 or more	\$150,000 to \$250,000	Less than \$150,000	\$250,000 or more	\$150,000 to \$250,000	Less than \$150,000
Under \$0.50	-	-	*	-	-	*	-	-	.3	-	-	-
Under \$0.75	-	-	.3	1.0	-	1.8	*	-	.6	.1	-	.9
Under \$1.00	.2	1.6	1.4	3.8	8.6	.4	8.4	3.8	.1	-	-	2.1
Under \$1.05	.5	3.5	3.0	9.6	14.6	1.9	13.5	9.0	.7	-	-	3.7
Under \$1.10	.5	4.6	3.3	10.5	15.0	1.6	13.6	9.1	.7	-	-	3.7
Under \$1.15	.7	5.6	4.5	15.7	17.4	2.3	14.5	10.9	.7	-	-	3.9
Under \$1.20	1.2	6.0	5.1	16.9	19.5	2.5	15.7	12.0	.9	-	-	3.9
Under \$1.25	1.2	6.2	6.0	17.4	22.3	2.7	16.7	13.2	.9	-	-	4.6
Under \$1.30	6.6	18.5	23.8	33.7	34.1	9.0	26.4	27.8	3.4	-	-	10.7
Under \$1.35	7.9	22.9	29.2	35.9	36.3	10.3	28.2	29.6	4.3	-	-	11.2
Under \$1.40	10.1	28.3	36.0	41.4	45.1	13.0	30.7	32.8	5.1	-	-	11.9
Under \$1.45	11.4	31.1	41.3	44.1	47.3	15.2	33.1	36.0	5.9	-	-	13.8
Under \$1.50	12.4	33.3	45.0	49.1	50.5	17.3	36.1	39.3	6.4	-	-	14.5
Under \$1.55	17.7	40.3	53.5	58.4	59.7	22.4	43.1	47.0	12.0	-	-	22.8
Under \$1.60	19.0	40.7	55.7	60.3	62.3	26.0	44.8	48.2	13.5	-	-	23.9
Under \$1.65	23.3	44.8	59.4	64.6	63.7	27.4	48.1	52.6	14.8	-	-	23.9
Under \$1.70	26.7	47.1	61.3	67.9	64.7	30.5	49.2	55.6	16.4	-	-	24.9
Under \$1.75	28.4	47.7	63.9	70.3	66.3	33.5	50.6	57.4	17.8	-	-	31.9
Under \$1.80	32.5	51.6	66.9	72.8	70.3	40.0	54.2	60.5	21.2	-	-	36.0
Under \$1.85	34.3	53.1	70.2	76.0	72.7	42.3	62.7	63.4	22.7	-	-	36.3
Under \$1.90	36.8	56.9	73.5	78.1	76.6	45.5	64.9	66.0	24.9	-	-	42.8
Under \$1.95	39.4	57.6	75.4	79.5	78.0	48.4	66.7	68.3	26.2	-	-	42.8
Under \$2.00	40.1	58.1	77.3	79.1	79.2	49.6	67.3	71.0	27.6	-	-	43.9
Under \$2.10	46.7	71.4	83.1	84.7	84.6	57.5	72.6	77.2	32.9	-	-	50.8
Under \$2.20	51.4	74.7	85.2	86.8	85.4	60.5	76.5	78.7	36.7	-	-	54.6
Under \$2.30	57.7	76.7	87.9	89.0	88.9	64.3	79.9	82.0	39.0	-	-	58.6
Under \$2.40	61.8	79.1	89.5	89.6	89.1	66.9	82.8	84.3	44.6	-	-	62.1
Under \$2.50	63.6	79.4	90.5	89.8	90.8	69.5	83.8	86.9	47.4	-	-	63.3
Under \$2.60	68.6	84.7	91.8	91.7	94.0	73.6	86.9	90.9	54.0	-	-	73.3
Under \$2.70	71.4	85.0	92.5	92.3	95.2	76.7	88.3	92.8	57.2	-	-	76.4
Under \$2.80	75.4	85.6	93.6	93.9	97.0	73.5	89.0	93.8	60.2	-	-	78.5
Under \$2.90	77.6	87.1	94.4	93.9	97.5	81.2	89.7	94.7	62.9	-	-	80.7
Under \$3.00	79.2	88.5	95.0	95.2	97.7	82.9	90.7	95.2	66.3	-	-	85.5
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
Number of employees (in thousands)	60.3	23.0	94.5	29.8	33.8	98.2	22.6	33.4	61.7	-	-	10.7
Average hourly earnings	\$2.37	\$2.01	\$1.70	\$1.62	\$1.60	\$2.19	\$1.80	\$1.83	\$2.64	-	-	\$2.27

Insufficient data to warrant presentation.

Insufficient data to warrant presentation.



Building materials, hardware, and farm equipment dealers

Table 7. Numerical and percent distributions of nonsupervisory employees by weekly hours of work, United States and regions, June 1966

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	6.1	5.4	4.2	2.7	6.9	4.5	2.9	3.4
15 and under 35 -----	55.7	11.5	15.6	16.2	14.5	9.3	17.5	11.4	9.0	10.9
35 and under 40 -----	22.8	4.9	5.7	5.0	7.8	4.9	6.5	4.2	3.9	4.7
40 -----	119.1	24.3	25.1	25.1	32.8	20.9	31.1	20.1	30.1	36.2
Over 40 and under 44 -----	27.0	5.5	5.2	5.4	8.5	5.4	8.4	5.4	4.9	5.9
44 -----	38.5	7.9	4.5	4.7	13.0	8.3	8.7	5.7	12.3	14.8
Over 44 and under 48 -----	49.5	10.1	9.5	9.9	18.8	12.0	15.8	10.3	5.4	6.5
48 and over -----	156.2	31.8	24.6	25.5	57.6	36.6	59.3	38.5	14.7	17.6
Total -----	490.9	100.0	96.4	100.0	157.2	100.0	154.2	100.0	83.1	100.0
Average weekly hours -----	41.7		39.2		43.4		42.4		40.2	

Building materials, hardware, and farm equipment dealers

Table 8. Percent distribution of nonsupervisory employees by weekly hours of work, by metropolitan and nonmetropolitan areas, United States and regions, June 1966

Weekly hours of work	Percent distribution									
	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 -----	5.1	2.9	6.7	5.7	3.3	2.1	6.3	3.1	4.2	1.7
15 and under 35 -----	12.6	10.3	16.5	15.4	8.0	10.2	14.1	9.3	12.0	8.4
35 and under 40 -----	5.4	4.2	6.3	5.1	4.9	5.0	5.5	3.2	4.9	4.2
40 -----	25.5	18.2	30.0	16.4	22.3	19.7	27.7	14.4	40.1	27.5
Over 40 and under 44 -----	6.2	4.7	4.6	7.3	6.7	4.3	7.1	4.2	6.5	4.7
44 -----	8.4	7.2	3.1	8.5	10.2	6.7	6.6	5.0	14.7	15.0
Over 44 and under 48 -----	9.5	10.7	8.8	12.4	12.7	11.4	9.5	10.8	6.4	6.7
48 and over -----	23.2	41.8	24.1	29.0	31.9	40.5	23.2	50.0	11.1	31.8
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) -----	262.6	228.3	68.6	27.8	70.7	86.5	66.3	87.9	57.0	26.1
Average weekly hours -----	40.3	43.4	38.8	40.0	42.1	43.6	39.6	44.6	39.2	42.6

## Building materials, hardware, and farm equipment dealers

Table 9. Percent distribution of nonsupervisory employees by weekly hours of work, by sex, United States and regions, June 1966

Weekly hours of work	United States		Northeast		South		North Central		West	
	Men	Women	Men	Women	Men	Women	Men	Women	Men	Women
Under 15 -----	3.7	6.3	5.7	9.4	2.5	3.9	4.0	6.9	3.1	5.0
15 and under 35 -----	9.6	21.4	13.4	28.6	8.1	16.8	9.4	20.3	8.7	21.1
35 and under 40 -----	3.5	11.6	4.1	14.3	3.8	12.7	2.7	11.0	4.0	8.0
40 -----	21.7	37.5	23.8	36.3	19.1	33.1	16.9	35.2	33.3	49.2
Over 40 and under 44 -----	5.6	5.1	6.1	2.1	5.2	6.7	5.2	6.7	6.5	3.6
44 -----	8.1	6.4	4.9	3.6	8.0	10.4	5.4	6.8	17.2	3.7
Over 44 and under 48 -----	11.2	4.4	11.4	3.2	12.8	6.5	11.6	4.0	7.1	3.6
48 and over -----	36.6	7.2	30.8	2.4	40.6	9.8	44.7	9.2	20.2	5.8
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) -----	410.9	80.0	78.7	17.7	136.9	20.3	127.0	27.2	68.3	14.8
Average weekly hours -----	42.9	35.6	40.6	32.6	44.2	37.9	43.9	35.7	41.2	35.6



## Building materials, hardware, and farm equipment dealers

Table 11. Percent distribution of nonsupervisory employees by weekly hours of work, by establishment sales-size classes, United States, metropolitan and nonmetropolitan areas, and regions, June 1966

Weekly hours of work	United States			Metropolitan areas			Nonmetropolitan areas			Northeast		
	Establishments with annual sales of—											
	\$ 250,000 or more	\$ 150,000 to \$ 250,000	Less than \$ 150,000	\$ 250,000 or more	\$ 150,000 to \$ 250,000	Less than \$ 150,000	\$ 250,000 or more	\$ 150,000 to \$ 250,000	Less than \$ 150,000	\$ 250,000 or more	\$ 150,000 to \$ 250,000	Less than \$ 150,000
Under 15 -----	3.4	4.9	5.5	4.3	6.3	7.3	2.2	3.5	4.1	5.8	5.8	8.3
15 and under 35 -----	9.8	12.1	16.7	11.2	11.9	18.7	7.9	12.3	14.9	14.4	13.3	22.4
35 and under 40 -----	4.6	6.0	4.9	4.9	7.4	5.8	4.2	4.7	4.1	4.7	9.2	7.4
40 -----	24.2	23.8	24.9	28.3	34.0	30.9	18.8	13.7	19.8	24.9	28.9	27.4
Over 40 and under 44 -----	6.0	4.6	4.7	6.6	5.1	5.5	5.1	4.1	4.1	6.1	2.6	5.0
44 -----	7.5	7.6	9.2	8.6	7.4	8.5	6.0	7.8	9.8	5.4	3.1	3.6
Over 44 and under 48 -----	10.9	10.5	7.3	11.3	7.6	3.9	10.3	13.4	10.0	11.9	10.5	4.2
48 and over -----	33.8	30.4	26.8	24.8	20.2	19.2	45.6	40.5	33.2	26.8	26.6	21.6
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
Number of employees (in thousands) -----	314.8	75.2	101.0	179.1	37.2	46.2	135.6	37.9	54.7	60.3	13.0	23.0
Average weekly hours -----	42.6	41.2	39.4	41.3	39.1	37.4	44.4	43.2	41.1	40.3	39.1	36.2
				South			North Central			West		
Under 15 -----				2.0	4.6	3.0	3.9	5.1	5.6	2.6	4.1	7.4
15 and under 35 -----				7.3	10.4	13.8	9.0	14.6	16.0	10.2	10.4	15.3
35 and under 40 -----				5.0	5.3	4.4	4.3	3.6	4.1	4.1	9.0	3.3
40 -----				19.7	16.6	27.7	21.9	17.0	17.2	33.8	51.1	34.6
Over 40 and under 44 -----				5.4	6.1	4.9	5.1	4.1	4.5	6.6	4.0	4.4
44 -----				4.6	11.7	15.6	6.3	5.0	4.3	15.7	7.7	16.6
Over 44 and under 48 -----				12.8	11.1	10.5	10.4	13.4	7.6	7.8	3.1	2.3
48 and over -----				43.3	34.2	20.0	38.0	37.2	40.6	19.1	10.5	16.2
Total -----				100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) -----				94.5	28.8	33.8	98.2	22.6	33.4	61.7	10.7	10.7
Average weekly hours -----				44.9	42.3	40.4	42.9	42.4	41.1	41.0	38.2	37.7

## Building materials, hardware, and farm equipment dealers

Table 12. Percent distribution of nonsupervisory employees having specified average straight-time hourly earnings by weekly hours of work, United States and regions, June 1966

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
<u>United States</u>											
Under 15-----	4.1	8.1	6.3	3.4	8.1	4.2	5.0	2.5	3.0	3.3	1.9
15 and under 35-----	11.5	13.5	20.1	20.5	24.2	9.8	12.7	6.9	9.1	7.4	7.9
35 and under 40-----	4.9	4.7	2.6	8.0	6.1	5.1	4.7	4.4	3.5	5.3	5.8
40 to and including 42-----	27.5	15.2	10.3	9.1	21.5	19.8	21.2	22.9	27.4	34.8	50.7
Over 42 and under 44-----	2.3	.6	.5	2.9	2.6	2.5	2.2	2.0	2.0	3.5	2.1
44 and under 48-----	20.2	15.2	16.1	27.2	16.5	21.6	19.0	19.4	22.0	26.7	18.4
48 and over-----	31.8	43.3	44.5	31.8	23.6	39.6	37.4	43.8	35.0	22.4	15.3
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)-----	490.9	9.8	17.0	6.2	59.4	43.8	80.0	63.1	87.1	54.9	69.7
Average weekly hours-----	41.7	42.1	41.2	40.0	37.7	43.3	41.8	44.1	42.8	41.7	40.9
<u>Northeast</u>											
Under 15-----	6.4				11.9	13.0	11.1	2.7	3.7	4.3	3.4
15 and under 35-----	16.2				52.0	26.1	20.9	6.1	11.3	6.2	8.8
35 and under 40-----	6.0				4.0	2.6	5.8	7.0	5.3	7.5	6.2
40 to and including 42-----	29.1				17.4	16.3	17.2	21.8	26.5	35.4	55.7
Over 42 and under 44-----	2.3				.5	2.7	2.2	2.1	2.8	3.5	2.0
44 and under 48-----	16.8				3.8	9.8	20.5	25.6	18.1	20.9	12.1
48 and over-----	25.5				11.0	32.2	24.4	36.8	35.1	25.8	13.9
Total-----	100.0				100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	96.4				8.5	5.7	16.2	10.7	22.6	13.1	16.9
Average weekly hours-----	39.2				29.4	36.2	36.8	43.6	42.1	41.5	39.9
<u>South</u>											
Under 15-----	2.7	4.8	5.5	-	4.9	1.7	2.1	1.1	1.8	.7	3.0
15 and under 35-----	9.3	8.5	14.9	18.5	13.8	5.4	9.0	6.3	8.6	6.5	4.4
35 and under 40-----	4.9	6.8	2.0	.5	6.8	5.5	3.2	5.1	4.1	3.7	9.5
40 to and including 42-----	23.8	17.9	9.3	9.4	20.9	18.4	21.5	28.3	27.1	42.9	52.4
Over 42 and under 44-----	2.5	.9	.2	1.4	3.6	2.3	2.6	2.2	2.9	3.3	.8
44 and under 48-----	22.7	22.9	18.5	35.8	22.8	27.4	21.4	20.1	23.9	22.4	15.7
48 and over-----	36.6	39.0	49.8	35.8	30.9	41.5	42.8	39.1	34.5	23.8	15.0
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)-----	157.2	5.3	9.4	3.5	32.0	24.2	28.7	19.6	19.4	8.2	6.9
Average weekly hours-----	43.4	42.6	42.4	42.3	41.8	45.3	44.3	44.4	43.5	42.9	40.9

## Building materials, hardware, and farm equipment dealers

Table 12. Percent distribution of nonsupervisory employees having specified average straight-time hourly earnings by weekly hours of work, United States and regions, June 1966—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
<u>North Central</u>											
Under 15-----	4.5	8.7	5.8	-	10.8	4.1	4.5	3.1	3.2	5.6	1.6
15 and under 35-----	11.4	16.4	22.7	29.1	29.3	9.2	11.5	6.8	6.4	7.0	9.4
35 and under 40-----	4.2	2.0	4.0	12.6	5.6	5.6	5.1	2.0	3.0	5.8	3.8
40 to and including 42-----	23.6	10.0	7.9	10.2	25.2	22.7	21.1	17.9	19.6	26.0	43.8
Over 42 and under 44-----	2.0	-	1.1	8.4	1.8	2.7	1.7	1.3	1.6	2.7	3.1
44 and under 48-----	17.9	2.9	12.7	19.8	10.9	15.1	16.2	16.3	22.5	27.7	18.2
48 and over-----	38.5	60.0	46.8	28.2	18.2	43.3	41.7	54.0	45.2	27.9	23.2
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)-----	154.2	3.6	5.6	1.6	15.6	11.9	25.2	24.2	28.6	17.5	20.5
Average weekly hours-----	42.4	44.9	42.6	39.4	35.1	43.5	42.6	45.0	44.3	41.8	41.8
<u>West</u>											
Under 15-----	3.4				16.3	9.5	4.7	4.0	3.1	1.4	1.0
15 and under 35-----	10.9				28.8	20.6	12.7	9.9	11.3	9.5	7.0
35 and under 40-----	4.7				7.6	3.3	6.6	6.7	1.2	3.8	6.0
40 to and including 42-----	35.8				20.6	29.1	27.0	25.9	42.3	39.9	52.4
Over 42 and under 44-----	2.3				1.2	2.6	2.1	3.8	.7	4.6	1.7
44 and under 48-----	22.6				14.8	23.0	17.1	18.7	24.1	32.5	23.6
48 and over-----	17.6				11.9	14.6	31.9	34.8	18.0	13.0	10.0
Total-----	100.0				100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	83.1				3.4	1.9	9.9	8.5	16.4	16.1	25.4
Average weekly hours-----	40.2				32.2	37.1	40.8	41.6	40.6	40.9	40.7

Building materials, hardware, and farm equipment dealers

Table 13. Percent distribution of nonsupervisory employees working specified weekly hours by average straight-time hourly earnings, United States and regions, June 1966

Average hourly earnings	All employees	Employees with weekly hours of work of—						
		Under 15	15 and under 35	35 and under 40	40	Over 40 and under 44	44 and under 48	48 and over
<u>United States</u>								
Under \$1.00-----	2.0	4.0	2.3	1.9	.8	2.2	1.6	2.7
\$1.00 and under \$1.15-----	3.5	5.4	6.0	1.9	1.3	.9	3.0	4.8
\$1.15 and under \$1.25-----	1.3	1.0	2.2	2.1	.4	1.2	1.7	1.3
\$1.25 and under \$1.35-----	12.1	24.0	25.3	15.2	8.9	13.8	9.4	9.0
\$1.35 and under \$1.50-----	8.9	9.1	7.6	9.3	6.6	7.1	9.5	11.1
\$1.50 and under \$1.75-----	16.3	19.9	17.9	15.9	12.5	14.1	15.3	19.1
\$1.75 and under \$2.00-----	12.8	8.0	7.7	11.7	10.6	11.6	12.4	17.7
\$2.00 and under \$2.50-----	17.7	13.0	14.0	12.9	17.7	16.6	19.7	19.5
\$2.50 and under \$3.00-----	11.2	9.0	7.2	12.3	14.2	15.3	14.4	7.9
\$3.00 and over-----	14.2	6.7	9.7	16.8	27.0	17.2	12.9	6.8
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	490.9	20.1	56.7	23.8	119.1	27.0	88.1	156.2
Average hourly earnings-----	\$2.05	\$1.73	\$1.83	\$2.08	\$2.39	\$2.14	\$2.07	\$1.87
<u>Northeast</u>								
Under \$1.00-----	.6	1.5	1.6	.5	.1	1.0	1.1	-
\$1.00 and under \$1.15-----	1.3	.7	2.6	.5	1.6	-	1.5	.6
\$1.15 and under \$1.25-----	.8	3.4	1.0	4.8	-	-	-	.4
\$1.25 and under \$1.35-----	8.8	16.4	28.2	5.8	5.8	.9	2.0	3.8
\$1.35 and under \$1.50-----	6.0	12.1	9.6	2.6	3.4	4.8	2.9	7.5
\$1.50 and under \$1.75-----	16.8	29.3	21.7	16.4	10.1	12.0	21.2	16.0
\$1.75 and under \$2.00-----	11.1	4.7	4.2	13.0	9.0	5.7	18.1	16.1
\$2.00 and under \$2.50-----	23.5	13.5	16.4	20.9	19.1	35.7	24.7	32.2
\$2.50 and under \$3.00-----	13.6	9.1	5.2	17.1	15.7	22.2	16.4	13.8
\$3.00 and over-----	17.6	9.3	9.5	18.3	35.2	17.7	12.2	9.5
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	96.4	6.1	15.6	5.7	25.1	5.2	14.0	24.6
Average hourly earnings-----	\$2.26	\$1.89	\$1.87	\$2.24	\$2.62	\$2.38	\$2.19	\$2.12
<u>South</u>								
Under \$1.00-----	3.4	6.1	3.1	4.6	1.7	5.0	3.6	3.6
\$1.00 and under \$1.15-----	6.0	12.3	9.7	2.5	2.5	1.1	5.4	8.2
\$1.15 and under \$1.25-----	2.2	-	4.4	.2	.6	1.9	3.8	2.2
\$1.25 and under \$1.35-----	20.3	37.8	30.4	27.9	16.0	30.6	19.2	17.1
\$1.35 and under \$1.50-----	15.4	9.6	8.9	17.3	12.3	11.6	19.1	17.5
\$1.50 and under \$1.75-----	18.3	14.2	17.8	11.8	16.8	16.8	16.9	21.3
\$1.75 and under \$2.00-----	12.5	5.2	8.5	12.9	15.5	10.7	11.0	13.3
\$2.00 and under \$2.50-----	12.4	8.4	11.5	10.4	14.8	11.4	12.8	11.6
\$2.50 and under \$3.00-----	5.2	1.3	3.7	3.9	9.7	7.0	4.9	3.4
\$3.00 and over-----	4.4	5.0	2.1	8.5	10.2	3.8	3.2	1.8
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	157.2	4.2	14.5	7.8	32.8	8.5	31.8	57.6
Average hourly earnings-----	\$1.67	\$1.50	\$1.53	\$1.69	\$1.90	\$1.64	\$1.65	\$1.59

## Building materials, hardware, and farm equipment dealers

Table 13. Percent distribution of nonsupervisory employees working specified weekly hours by average straight-time hourly earnings, United States and regions, June 1966—Continued

Average hourly earnings	All employees	Employees with weekly hours of work of--						
		Under 15	15 and under 35	35 and under 40	40	Over 40 and under 44	44 and under 48	48 and over
<u>North Central</u>								
Under \$1.00-----	2.3	4.5	3.4	1.1	.8	1.2	.4	3.7
\$1.00 and under \$1.15-----	3.6	4.7	7.2	3.4	1.2	1.7	2.6	4.4
\$1.15 and under \$1.25-----	1.0	-	2.7	3.2	.5	1.9	.7	.8
\$1.25 and under \$1.35-----	10.1	24.2	26.1	13.6	10.9	9.9	5.8	4.8
\$1.35 and under \$1.50-----	7.7	7.1	6.2	10.2	8.1	5.9	6.0	8.7
\$1.50 and under \$1.75-----	16.3	16.4	16.6	19.8	14.3	15.5	14.9	17.7
\$1.75 and under \$2.00-----	15.7	11.0	9.3	7.4	10.3	16.8	14.9	22.0
\$2.00 and under \$2.50-----	18.5	13.3	10.5	13.4	15.9	13.3	24.3	21.8
\$2.50 and under \$3.00-----	11.4	14.1	7.0	15.9	12.4	14.2	17.9	8.2
\$3.00 and over-----	13.3	4.6	11.0	12.1	25.6	19.6	12.5	8.0
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	154.2	6.9	17.5	6.5	31.1	8.4	24.6	59.3
Average hourly earnings-----	\$2.05	\$1.71	\$1.93	\$2.03	\$2.33	\$2.17	\$2.17	\$1.93
<u>West</u>								
Under \$1.00-----	.4	4.7	.4	-	.3	.3	-	-
\$1.00 and under \$1.15-----	.9	6.8	3.7	-	.1	-	.4	.7
\$1.15 and under \$1.25-----	.4	-	-	-	.2	-	.7	1.1
\$1.25 and under \$1.35-----	4.1	19.5	10.9	6.7	1.6	5.2	2.6	2.8
\$1.35 and under \$1.50-----	2.3	6.4	4.4	1.5	1.4	3.9	2.2	1.9
\$1.50 and under \$1.75-----	11.9	16.2	13.9	15.9	8.0	9.5	8.4	21.6
\$1.75 and under \$2.00-----	10.3	11.8	9.4	14.6	6.8	10.2	7.2	20.3
\$2.00 and under \$2.50-----	19.3	18.0	20.6	5.0	21.7	11.1	21.7	20.1
\$2.50 and under \$3.00-----	19.4	7.8	16.3	15.8	19.8	24.3	25.3	14.3
\$3.00 and over-----	30.6	8.8	19.8	39.3	39.0	35.4	31.5	17.3
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	83.1	2.9	9.0	3.9	30.1	4.9	17.7	14.7
Average hourly earnings-----	\$2.53	\$1.79	\$2.26	\$2.68	\$2.79	\$2.69	\$2.61	\$2.29



Building materials, hardware, and farm equipment dealers

Table 14. Average straight-time hourly and weekly earnings of nonsupervisory employees by weekly hours of work, United States and regions, June 1966

(Employees in thousands)

Weekly hours of work	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-----	20.1	\$1.73	\$15.36	6.1	\$1.89	\$16.59	4.2	\$1.50	\$13.27	6.9	\$1.71	\$15.02	2.9	\$1.79	\$16.61
15 and under 35 -----	56.7	1.83	45.81	15.6	1.87	44.85	14.5	1.53	40.10	17.5	1.83	45.85	9.0	2.26	56.56
35 and under 40 -----	23.8	2.08	76.84	5.7	2.24	81.57	7.8	1.69	63.19	6.5	2.03	75.17	3.9	2.68	99.93
40 -----	119.1	2.39	95.56	25.1	2.62	104.99	32.8	1.90	75.89	31.1	2.33	93.06	30.1	2.79	111.72
Over 40 and under 48 -----	115.1	2.09	92.67	19.2	2.24	99.57	40.3	1.65	73.22	33.0	2.17	96.72	22.6	2.63	115.58
48 and over -----	156.2	1.87	97.32	24.6	2.12	110.33	57.6	1.59	85.44	59.3	1.93	100.63	14.7	2.29	116.61
Total -----	490.9	2.05	85.51	96.4	2.26	88.52	157.2	1.67	72.37	154.2	2.05	87.15	83.1	2.58	103.82



## Appendix A. Scope and Method of Survey

### Scope of Survey

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

The survey covers the 50 States and the District of Columbia. The data reflect earnings and hours of work of nonsupervisory employees for a payroll period including June 13, 1966.

### Sample Design

The sample was designed to yield national and regional estimates for the major industry group. A stratified sample design was used; variable sampling ratios depended on employment size. The probability of inclusion in the sample increased with the employment size of the unit. The sample of 1,559 establishments for the building materials, hardware, and farm equipment group did not provide for publication of separate data for specific lines of business within the group.

Establishment samples were obtained from three different sources: (1) State unemployment insurance listings furnished 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; the smallest units were visited by the Bureau of the Census enumerators acting as agents for the BLS. Personal visits also were 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 unit out of 10 was selected from an industry-size group, data for that unit were considered as representative of the 10 units in the group.

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

All estimated totals derived from the weighting process were further adjusted to data on employment levels for June 1966 which were prepared by the Bureau especially for purposes of this survey. Current regional estimates were based on regional distributions from the most recent Census of Business, prepared by the Bureau of the Census.

The adjustment of the survey totals to the predesignated totals for June 1966 was confined, for the most part, to that segment of the survey for which the sample units were obtained from State unemployment insurance listings. The lists generally were prepared prior to the time of the survey and consequently do not account for units opened or closed after the date of the lists. In the Census and the large chainstore enterprise samples, the best unbiased estimates of totals were presumed to be the weighted-up sample totals, since there was no apparent problem of unrepresented business births in these groups.

### Criteria for Publication of Estimates

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

### Definitions of Terms

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

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

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

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

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

Individual weekly earnings, when not reported, were obtained by multiplying the individual average hourly earnings by the number of hours worked during a single week in June 1966.

Group average hourly earnings published in this report 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 the 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 report refers to those cities and county areas defined by the Bureau of the Budget as "Standard Metropolitan Statistical Areas." Metropolitan areas include those counties containing at least one central city of 50,000 population and those counties around such cities which are metropolitan in character and economically and socially integrated with the county containing the central city. For a more detailed description, see Standard Metropolitan Statistical Areas, 1967, prepared by the Bureau of the Budget.



# Appendix B. Questionnaire

BLS 2786  
(Rev. '66)

Budget Bureau No. 44-6615.  
Approval expires 12-31-66.

**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

**1. COMPANY IDENTIFICATION:**

State	Area	Ent. sales	SIC	Wgt.

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



(Check appropriate box.)

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

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Under \$250,000	\$250,000 to \$500,000	\$500,000 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 13, 1966. 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.

**Non-supervisory**—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 13, 1966		(d) Gross establishment sales (check appropriate column) Were last year's sales—		
		Total	Non-supervisory	Less than \$150,000	\$150,000 to \$250,000	\$250,000 or more

**4. PAYROLL PERIOD:**

Employment and earnings data reported should correspond to your payroll period (for example, weekly, biweekly, or monthly) including June 13, 1966. 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 13, 1966. 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)*

<p>Complete columns 1, 2, and 3 for all nonsupervisory employees covered by this report (see examples 1-5).</p>	<p>Column (1)—Indicate whether the employee is male (M) or female (F).</p> <p>Column (2)—Use a separate line for each employee and enter "1," unless two or more employees of the same sex work the <u>same number</u> of hours during the selected week, and receive <u>identical hourly or salary rates</u> (see example 1). Data are to be reported individually for each employee whose earnings are based entirely or in part on commissions or bonuses (see examples 3, 4, and 5).</p> <p>Column (3)—Enter the number of hours worked during the week of June 6 to June 13, 1966. Include hours paid for sick leave, holidays, vacations, etc. These hours should relate to a 1-week period regardless of the length of the payroll period.</p>
<p>Use column 4 to report earnings of employees paid on an hourly basis (see example 1).</p>	<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>
<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>	<p>Column (5)—Enter for each employee the straight-time earnings for the salary period (weekly, biweekly, monthly, or semimonthly) including June 13, 1966. 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>
<p>Use columns 7 and 8 to report earnings of nonsupervisory employees based entirely or in part on commissions and bonuses (see example 3).</p>	<p>Column (7)—Enter for each employee the total commission and/or bonus earnings, including "PM's," "Stims," or any special bonuses based on sales paid quarterly or oftener by the store. These earnings are to be reported for the commission or bonus period including June 13, 1966. 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 in addition to commissions or bonuses, it is also necessary to complete column 4, or columns 5 and 6 (see examples 4 and 5).</p>

#### EXAMPLES

*(See illustrations on next page)*

- Two women each worked 36½ hours during the selected week, and each was paid a straight-time hourly rate of \$1.05.
- One man worked 40 hours during the selected week, and received a salary of \$125, exclusive of premium pay for overtime, for 88 hours worked during the salary period (½ month).
- One man worked 32½ hours during the selected week and was paid on a straight commission basis, receiving \$215.70 for 168 hours.
- One woman worked 40 hours during the selected week and was paid an hourly rate of \$1.25; she also received \$35 in commissions and \$7.50 in "PM's" for 173.6 hours worked during the commission period (1 month).
- One man worked 37½ hours during the selected week, and was paid a weekly salary of \$75; he also earned commissions of \$102 during a 1-month period (162 hours) and \$150 in bonuses during a 3-month period. Only ½ 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 employees 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 13, 1966	(4) Straight-time hourly rate	(5) Straight-time salary for salary period including June 13, 1966	(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.

							1
							2
							3
							4
							5
							6
							7
							8
							9
							10
							11
							12
							13
							14
							15
							16
							17
							18
							19
							20
							21
							22
							23
							24
							25
							26
							27
							28
							29
							30
							31
							32

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 1966

Separate bulletins are being issued for the following:

	Bulletin number
General merchandise stores Department stores Limited price variety stores	1584-2
Food stores Grocery stores	1584-3
Automotive dealers and gasoline service stations Motor vehicle dealers Gasoline service stations	1584-4
Apparel and accessory stores Men's and boys' clothing and furnishings stores Women's ready-to-wear stores Shoe stores	1584-5
Furniture, home furnishings, and household appliance stores Furniture, home furnishings, and equipment stores Household appliance stores	1584-6
Miscellaneous retail stores Drug and proprietary stores	1584-7

Order from the Superintendent of Documents, Washington, D.C., 20402, or from any of the Bureau's six regional sales offices as shown on the inside front cover.

A comprehensive analytical bulletin on earnings and hours in retail trade will be issued.