

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

JUNE 1966

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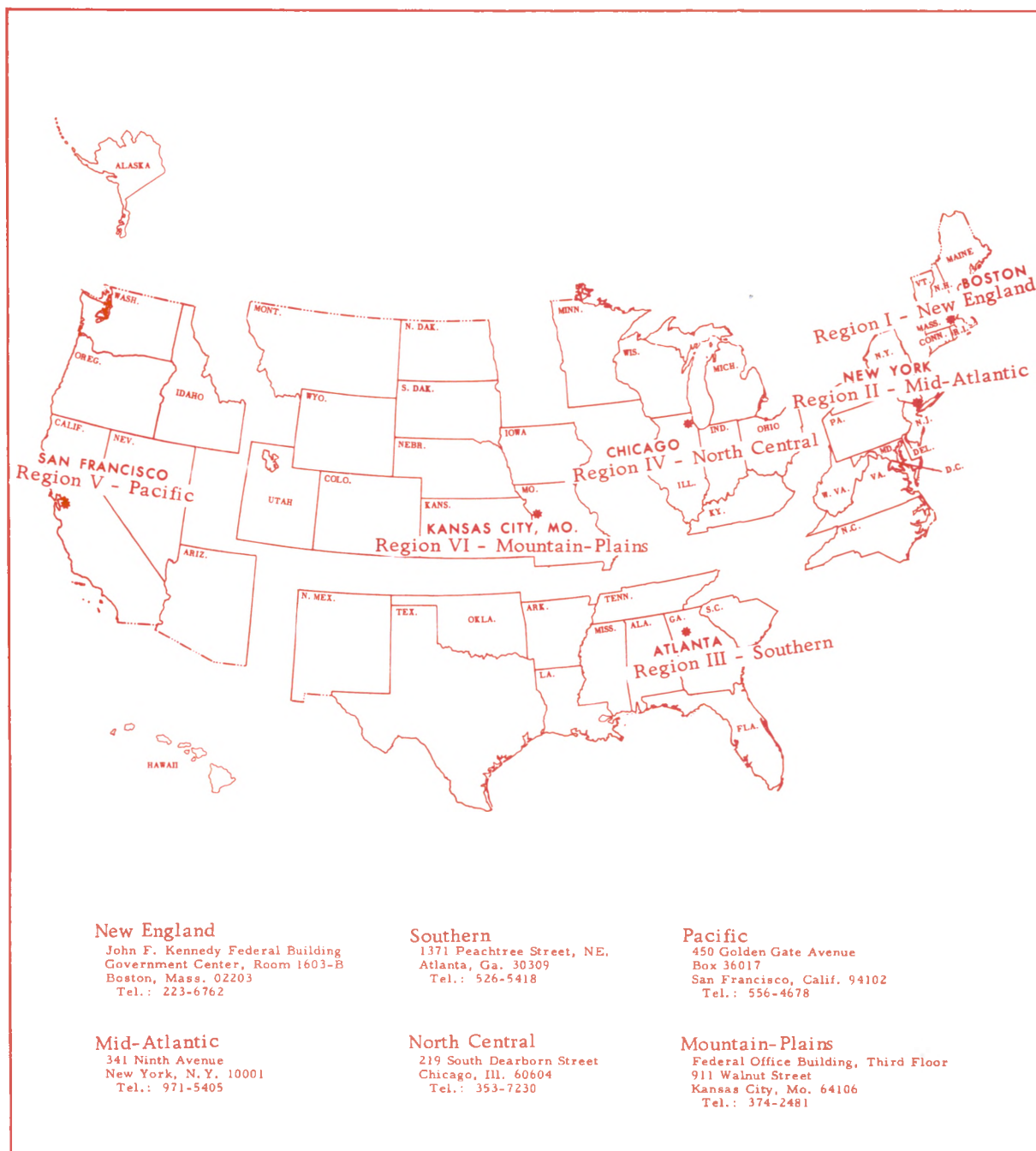


Bulletin 1584-4

UNITED STATES DEPARTMENT OF LABOR

BUREAU OF LABOR STATISTICS

BUREAU OF LABOR STATISTICS REGIONAL OFFICES



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UNITED STATES DEPARTMENT OF LABOR

Willard Wirtz, Secretary

BUREAU OF LABOR STATISTICS

Ben Burdetsky, Acting Commissioner

Preface

The Bureau of Labor Statistics conducted a nationwide survey of retail automotive dealers and gasoline service stations 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 is also 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 provides technical information on the scope and method of the survey, as well as definitions of terms. A copy of the questionnaire used in the survey is shown in appendix B.

Comprehensive statistical data for all retail trade, for each of the major retail groups which retail trade comprises, 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 broad program of studies initiated by the U.S. Department of Labor's Wage and Hour and Public Contracts Divisions for continuing appraisal of Federal legislation relating to minimum wages and maximum hours standards. In this connection, data from the survey were published in the Report Submitted to the Congress in Accordance with the Requirements of Section 4 (d) of the Fair Labor Standards Act—January 1967.

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

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Employee Earnings and Hours at Retail Automotive Dealers and in Gasoline Service Stations, June 1966

Summary

Nonsupervisory employees at the Nation's automotive dealerships and gasoline service stations earned an average of \$2.14 on a straight-time hourly basis in June 1966. Earnings for the 1.3 million employees surveyed were widely dispersed around that average. Four out of five employees earned between \$1 and \$3 an hour, and the middle 50 percent earned between \$1.36 and \$2.52 an hour. The average workweek was 41.6 hours. One-fifth of the employees worked less than 35 hours; over one-sixth, exactly 40 hours; and slightly more than one-third, 48 hours or more during the survey week. The average weekly pay level was \$89.06, and varied from \$14.19 for those who worked less than 15 hours a week to \$109.87 for those who worked over 40 but less than 48 hours a week.

Average pay levels among the four geographic regions of the Nation ranged from \$1.82 in the South to \$2.45 in the West. Men averaged \$2.17 an hour, compared with \$1.76 an hour for women. Metropolitan area workers averaged \$2.32 an hour, 54 cents more than workers in nonmetropolitan areas.

Earnings averaged \$2.57 an hour at motor vehicle dealerships and \$1.58 an hour in gasoline service stations. In the former line of business, employees were heavily concentrated toward the upper pay levels. Three-fifths earned at least \$2 an hour, and nearly one-half of these earned at least \$3 an hour. One-half of the gasoline station employees earned less than \$1.50 an hour, and two-fifths of these earned less than \$1.25 an hour.

Employees at motor vehicle dealerships worked an average of 43.4 hours during the survey week, 4.1 hours longer than those in gasoline service stations. Over one-third of the employees in gasoline service stations, but fewer than one-tenth of those at motor vehicle dealerships worked less than 35 hours, while a 40-hour week applied to 13 and 21 percent, respectively. Two-fifths of gasoline service station employees, compared with almost three-tenths of the employees at motor vehicle dealerships worked 48 hours or more.

Average weekly earnings at motor vehicle dealerships were \$111.69, and varied from an average of \$17.97 for employees who worked less than 15 hours to \$120.29 for those who worked exactly 40 hours a week. The weekly pay level in gasoline service stations was \$62.24, and earnings varied from \$12.95 for those employed for less than 15 hours a week to \$86.21 for those working 48 hours or more.

Average hourly earnings for employees at automotive dealerships and gasoline service stations were 12 cents higher in June 1966 than in June 1965 when a similar survey was conducted. The overall wage distribution changed only slightly during this period—a decrease of 4 percentage points in the proportions paid less than \$1.25 and less than \$1.50 an hour, accompanied by a 4-point increase in the proportion receiving \$2 an hour or more. In the 10 years between October 1956 and June 1966 earnings advanced 62 cents, from \$1.52.

At motor vehicle dealers, earnings advanced 17 cents between 1965 and 1966 and 85 cents from October 1956 to June 1966. At gasoline stations, earnings rose 6 cents and 37 cents an hour during these same periods.

Nonsupervisory employees at retail automotive dealers and gasoline service stations worked 1.2 hours a week less, on the average, in June 1966 than in June 1965. The shortening of the average workweek from 42.8 to 41.6 hours reflects a small but noticeable movement away from long workweeks (in excess of 40 hours) and towards a 40-hour workweek and more part-time employment (less than 35 hours a week). This continues the trend which has been noted over the last 10 years.

The length of the average workweek at motor vehicle dealers declined 0.3 hours between June 1965 and June 1966; in gasoline service stations during the same period the average workweek declined 2.3 hours. The change at motor vehicle dealers reflected a movement in favor of a 40-hour workweek at the expense of a workweek of 48 hours or more. In gasoline stations the relative importance of workweeks of 48 hours or more also declined, but most of this loss was offset by an increase in part-time employment. In both lines, the patterns of change in the hours distribution followed those that have been observed over the 10 years prior to June 1966.

Characteristics

The automotive dealers and gasoline service stations group includes retail establishments which sell new and used automobiles, trucks, parts and accessories, aircraft, watercraft, gasoline, and lubricating oils.

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

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

About 1.3 million nonsupervisory employees at automotive dealerships and gasoline service stations in the United States were included in the survey. Nearly half of these were employed at motor vehicle dealerships; two-fifths worked in gasoline service stations; and the remainder in one of the other lines previously noted. About three-tenths each worked in the South and North Central regions and one-fifth each worked in the Northeast and West. Nine out of 10 employees were men. Seven-tenths of the employees worked in metropolitan areas. One-eighth of the work force was employed in establishments which were subject to the provisions of the Fair Labor Standards Act. In the two major lines, the distribution of employees by the various characteristics was similar to that in the overall group.

Although motor vehicle dealerships and gasoline service stations are part of the same major industry group, there is a marked difference between these two lines insofar as the level and structure of earnings and hours of work is concerned. Much of this difference is attributable to the nature of the business, the type and degree of skill required, the value of the product being sold, and methods of wage payment.

Motor vehicle dealers employ salesmen who have the personality and sales ability necessary to persuade potential customers to purchase an automobile from the dealerships. Automobile salesmen are usually paid on a commission basis, so that their earnings are in large measure based on their sales ability. Most motor vehicle dealers also employ skilled automobile mechanics. Their earnings frequently depend on their ability to perform their duties speedily and correctly as a result of the incentive system under which many mechanics work.

Gasoline service stations, for the most part, employ attendants of whom relatively little skill is required. Service station attendants are usually paid on an hourly basis. Although service stations may employ mechanics, they are frequently engaged in minor repair and maintenance work, and account for a relatively small proportion of the work force in the industry.

The vast differences in the structure of earnings and hours of work that exist between the two major components profoundly influence the level and distribution of earnings and hours in the major industry groups. Consequently, the analysis is limited to the two major lines of business.

Average Hourly Earnings

The average pay level in motor vehicle dealers was \$2.57 an hour, or 43 cents more than the all-industry average (table 16); in gasoline service stations the average pay level was \$1.58 an hour, 56 cents below the industry average (table 30). Earnings of employees in motor vehicle dealerships were heavily concentrated toward the upper pay levels. Three-fifths earned at least \$2 an hour and nearly half of these earned at least \$3 an hour. On the other hand, one-half of the employees in service stations earned less than \$1.50 an hour, and two-fifths of these earned less than \$1.25 an hour. More than three-fifths of the employees in the major group who were paid less than \$1.25 an hour worked in gasoline service stations. The pronounced differences evident in the earnings distributions are further highlighted by the median pay level (that amount below and above which earnings for 50 percent of the employees were found). In motor vehicle dealerships the median pay level was \$2.23 an hour; in service stations it was 75 cents lower.

Earnings for employees of motor vehicle dealers ranged from \$2.21 an hour in the South to \$3.09 an hour in the West. In gasoline stations, inter-regional wage variation was smaller on an absolute basis but greater on a relative basis; earnings ranged from \$1.25 an hour in the South to \$1.82 an hour in the West.

In each region, earnings were grouped toward the middle and upper pay levels for employees of motor vehicle dealerships, but toward the lower end of the scale for those in gasoline stations. Even motor vehicle dealers' employees in the South, the lowest paying region, exceeded by 39 cents an hour the pay level of gasoline station employees in the West, the highest paying region. However, one-sixth of the motor vehicle employees in the South were paid less than \$1.25 an hour, which was substantially larger than the proportion of gasoline station employees in the Northeast or West having such earnings.

In both lines of business, employees in metropolitan areas earned more, on an average, than those in nonmetropolitan areas; the wage differential was 81 cents at motor vehicle dealers and 31 cents at gas stations (tables 17 and 31). Employees of motor vehicle dealers earned \$1.17 an hour more than those in service stations in metropolitan areas and 67 cents more in nonmetropolitan areas.

The wage differentials noted above reflect substantial differences in the earnings distributions. For example, employees paid less than \$1.25 an hour represented 5 percent of the motor vehicle dealer employees in metropolitan areas compared with 35 percent of the service station employees in nonmetropolitan areas.

Men in motor vehicle dealerships averaged \$2.64 an hour, 73 cents more than women (table 18). Greater differences existed between them at the upper rather than at the lower end of the pay scale. For example, nearly one-fifth of the men and one-fourth of the women earned less than \$1.50 an hour, whereas almost three-fifths and two-fifths, respectively, earned \$2 an hour or more. Among the regions, hourly earnings for men ranged from \$2.26 in the South to \$3.20 in the West. For women, earnings ranged from \$1.71 an hour to \$2.12 an hour in the same two regions. In gas stations, hourly earnings for men averaged \$1.60 and regionally ranged from \$1.26 in the South to \$1.83 in the West (table 32). Insufficient data were available for women in gas stations to warrant presentation.

Motor vehicle dealerships often generate a high volume of sales. Thus, it was not surprising to find two-thirds of the employees in enterprises which grossed at least \$1 million in annual sales (table 19). Earnings of these employees, at \$2.79 an hour, were 56 cents higher than those of employees in firms having \$500,000 to \$1 million in annual sales; 83 cents higher than in those having from \$250,000 to \$500,000 in annual sales; and 72 cents higher than in those having less than \$250,000 in annual sales. The large pay advantage of the highest volume group over the \$250,000 to \$500,000 enterprise sales group (the lowest paying) reflects significant differences between the earnings distributions. For example, 15 percent of the employees in the former group compared with 31 percent in the latter earned less than \$1.50 an hour, while one-half and one-fifth, respectively, averaged \$2.50 an hour or more.

Much less variation in earnings was found among gasoline service stations when compared by enterprise sales volume. Employees in gas station enterprises having \$1 million or more in annual sales averaged \$1.72 an hour; those in stations having \$250,000 to \$500,000 in annual sales averaged \$1.71 an hour; those in stations having \$500,000 to \$1 million in annual sales averaged \$1.67 an hour; and those in stations having less than \$250,000 in annual sales averaged \$1.52 an hour (table 33). Thus, the spread between the lowest and highest paying enterprises was 20 cents in gas stations and 83 cents in motor vehicle dealerships. The smaller differential in average earnings in gasoline stations reflects the comparative similarity among the various enterprise groups in the distribution of earnings. The proportions paid less than \$1.25 an hour ranged from one-tenth to one-fourth; those paid less than \$1.50 an hour, from two-fifths to slightly more than one-half; and those paid \$2.50 an hour or more, from 6 to 12 percent.

Data were also tabulated for employees in gasoline service stations generally subject to¹ and not subject to the minimum wage provisions of the Fair Labor Standards Act. As shown in the following tabulation, employees in subject establishments averaged \$1.80 an hour, 27 cents more than those in establishments which are not within the scope of the act.

¹ All gasoline service stations having \$250,000 or more in annual sales were generally subject to the minimum wage provisions of the FLSA.

One-fourth of the employees not subject to the act were paid less than \$1.25 an hour and one-half earned less than \$1.40 an hour. In comparison, 7 and 27 percent, respectively, of the subject employees had such earnings. Differences narrowed somewhat toward the higher pay levels.

Characteristic	Gasoline service stations							
	Average hourly earnings	Percent earning less than--						
		\$1.00	\$1.15	\$1.25	\$1.30	\$1.40	\$1.60	\$2.00
Employees in establishments generally--								
Subject to the FLSA -----	\$1.80	2.2	5.7	6.6	17.8	27.3	52.2	72.1
Not subject to the FLSA -----	1.53	9.0	21.2	24.4	42.1	49.9	68.4	84.2

Employees of motor vehicle dealers were generally excluded from the scope of the Fair Labor Standards Act at the time of the survey.

Weekly Hours of Work

Employees at motor vehicle dealerships worked an average of 43.4 hours during the selected week, 4.1 hours longer than those in gasoline service stations (tables 21 and 35). The longer average workweek at motor vehicle dealers than at gasoline stations is due to the smaller proportion who worked part time (fewer than one-tenth versus more than one-third at gas stations) rather than of larger proportions who worked long hours (fewer than three-tenths of the motor vehicle dealer employees compared with two-fifths of the gasoline station employees worked as many as 48 hours a week).

Item	Percent of employees working	
	Motor vehicle dealers	Gasoline service stations
Under 35 hours -----	7.3	35.4
40 hours -----	21.3	12.7
Over 40 hours -----	66.5	47.9
48 hours or more -----	27.9	40.2
Average weekly hours -----	43.4	39.3
Average weekly hours		
Northeast-----	41.7	35.5
South -----	45.0	45.4
North Central -----	43.9	39.2
West -----	42.0	36.7

Regionally, the average workweek at motor vehicle dealers ranged from 41.7 hours in the Northeast to 45.0 hours in the South. The average workweek for employees in gas stations ranged from 35.5 hours in the Northeast to 45.4 hours in the South. In every region but the South employees of motor vehicle

dealers worked a greater number of hours, on the average, than those in gas stations. The work schedule in the South deviated from this pattern, where 55 percent of the employees in gas stations worked 48 hours or more a week.

In each line employees in nonmetropolitan areas worked longer hours than those in metropolitan areas (tables 22 and 36). Employees at motor vehicle dealers in nonmetropolitan areas averaged 45.0 hours compared with 42.6 hours for those in metropolitan areas. Similarly, employees in rural gas stations, as a group, averaged 41.2 hours of work compared with 38.4 for those in urban areas.

In each of the regions, employees at motor vehicle dealers in nonmetropolitan areas worked a longer week, by at least 0.6 hours, than those in metropolitan areas. This pattern was not followed in gasoline stations. In the Northeast and West employees in metropolitan areas averaged 1.2 and 1.6 hours a week more than those in nonmetropolitan areas.

Men worked 5.9 hours longer than women at auto dealers during the survey week, 44.1 and 38.2 hours, respectively. Men in gas stations averaged 39.6 hours of work a week. Insufficient data were available for women in gas stations to warrant presentation (tables 23 and 37).

It was common for men at motor vehicle dealers to work more than 40 hours a week. Seven-tenths worked such hours, and more than two-fifths of these worked at least 48 hours a week. Many men at motor vehicle dealers are commission salesmen and by working long hours afford themselves the opportunity to raise their earnings substantially. On the other hand, most women in the industry are engaged in office and clerical work and are paid on a time basis. Only one-third of the women at auto dealers worked over 40 hours a week. At service stations, men also worked many hours; one-half worked in excess of 40 hours and five-sixths of these worked at least 48 hours a week. The long hours may reflect an attempt by these employees to compensate for their generally low hourly rate of pay in order to raise their weekly earnings. However, more than one-third of the men in gas stations worked part time (less than 35 hours a week).

There was no apparent relationship between enterprise or establishment sales volume and weekly hours of work (tables 24 and 33) at either motor vehicle dealerships or gasoline service stations. At motor vehicle dealers, average weekly hours ranged from 42.3 in enterprises having less than \$250,000 in annual sales to 44.4 in those having \$500,000 to \$1 million in annual sales. In service stations, the average workweek ranged from 38.6 hours in enterprises having \$250,000 to \$500,000 in annual sales to 41.4 hours in those having \$500,000 to \$1 million in annual sales.

Average Weekly Earnings

Employees at motor vehicle dealerships averaged \$111.69 weekly at straight-time rates, \$49.45 a week more than employees in gasoline service stations (tables 28 and 42). Interestingly, the highest weekly earnings at motor vehicle dealerships were found among those employees working a straight 40-hour week, whereas, in gasoline service stations, those working 48 hours a week or more registered the highest weekly pay level on a straight-time basis.

Hourly Earnings and Weekly Hours

Employees at motor vehicle dealers and those in gasoline service stations were grouped by their average hourly earnings and, within each earnings group, distributed by their weekly hours of work (tables 26 and 40). When the data are tabulated in this manner, sharp contrasts as well as striking similarities between the two lines become evident. For example, in both lines large proportions of lower paid employees (those paid less than \$1.50 an hour) worked long hours, and a standard workweek (40 to 42 hours) was much more common among employees paid at least \$2 an hour than among those receiving a lower rate. On the other hand, in gasoline stations about two-fifths of the employees paid less than \$1.50 an hour worked on a part-time basis, whereas at motor vehicle dealers only one-eighth of such employees worked part time.

Weekly hours of work	Percent of employees having 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
Motor vehicle dealers								
Under 35 -----	6	11	10	15	13	5	4	4
40 to 42-----	12	9	10	13	13	28	32	34
44 and over-----	78	75	76	67	69	61	59	56
48 and over-----	52	45	45	40	40	22	20	19
Gasoline service stations								
Under 35 -----	27	36	34	43	42	17	13	9
40 to 42-----	11	10	9	9	9	26	34	37
44 and over-----	60	51	54	43	44	55	51	53
48 and over-----	55	47	49	39	39	43	36	38

In both lines, from approximately one-half to three-fifths of the employees in the earnings categories at and above \$2 worked at least 44 hours a week; at motor vehicle dealers only about one-fifth of the employees receiving this rate of pay worked as many as 48 hours, but at gas stations the proportion was about twice as great.

More of the same relationships emerge between hourly earnings and weekly hours when employees are categorized by weekly hours of work and distributed by average hourly earnings (tables 27 and 41). For example, at motor vehicle dealers nearly three-fourths of the employees who worked 40 hours a week averaged at least \$2 an hour and fewer than one-tenth, less than \$1.50. Among both those who worked fewer hours and more hours, the proportions paid less than \$1.50 were greater and the proportions paid \$2 or more were smaller. Employees who worked exactly 40 hours earned \$1.01 an hour more than those who worked part time and 76 cents an hour more than those who worked 48 hours or more. In gasoline service stations the pattern was similar, although the differences between the 40-hour group and the others were smaller than at motor vehicle dealerships.

Wage Changes, June 1965-June 1966

Employees of motor vehicle dealers had a 17-cent-an-hour increase in their average pay level since June 1965, from \$2.40 to \$2.57 an hour. At the same time, earnings in gasoline service stations rose only 6 cents an hour, from \$1.52 in 1965. At motor vehicle dealers most of the movement in wages was confined to the higher paid employees, whereas the reverse was true at gasoline service stations. The sharpest advance along the earnings scale at motor vehicle dealers was the increase in the proportion of employees paid \$2 an hour or more, from 55 to 60 percent. On the other hand, at service stations, the single greatest change was the decline in the proportion paid less than \$1.25 an hour, from 27 to 20 percent, as shown below.

Among the regions, earnings at motor vehicle dealers increased by at least 13 cents an hour (in the North Central region) and the advances ranged to as much as 26 cents an hour (in the West). The average hourly pay level at gasoline service stations increased 4 cents in the Northeast, 10 cents in the North Central region, and 13 cents in the South, but decreased 2 cents in the West.

	Percent of nonsupervisory employees			
	Motor vehicle dealers		Gasoline service stations	
Average hourly earnings	1965	1966	1965	1966
Under \$1.00 -----	3.5	2.2	10.2	7.0
Under \$1.05 -----	5.8	4.3	19.2	14.2
Under \$1.15 -----	8.0	6.0	23.4	17.2
Under \$1.20 -----	9.0	6.9	25.5	18.9
Under \$1.25 -----	9.9	7.7	26.6	19.9
Under \$1.30 -----	14.9	12.1	40.3	36.1
Under \$1.50 -----	22.5	18.6	54.5	50.9
Under \$2.00 -----	45.5	40.2	83.4	81.3
Under \$2.50 -----	63.4	58.5	93.9	92.7
\$3.00 or more -----	23.4	27.9	2.5	2.9
Average hourly earnings -----	\$2.40	\$2.57	\$1.52	\$1.58
Region	Average hourly earnings			
Northeast -----	\$2.52	\$2.67	\$1.68	\$1.72
South -----	2.06	2.21	1.12	1.25
North Central -----	2.47	2.60	1.53	1.63
West -----	2.83	3.09	1.84	1.82

Earnings of employees at motor vehicle dealers in metropolitan areas rose 21 cents an hour between June 1965 and June 1966. During this same period, earnings of employees in nonmetropolitan areas advanced 12 cents an hour. Thus, the earnings differential between the two areas widened both on an absolute and relative basis during the year. In both areas, however, employees concentrated toward the upper pay levels tended to receive greater increases than those at the middle and lower levels. For example, the proportion of employees in metropolitan and nonmetropolitan areas paid less than \$1.25 an hour declined by only 2 and 3 percentage points, respectively; whereas those paid at least \$3 an hour in metropolitan areas increased by 6 percentage points, and those paid at least \$2 an hour in nonmetropolitan areas increased 7 percentage points.

Areas	Average hourly earnings		Proportion of employees earning—					
			Under \$1.15		Under \$1.25		Under \$1.30	
	1965	1966	1965	1966	1965	1966	1965	1966
Motor vehicle dealers:								
Metropolitan areas -----	\$2.65	\$2.86	4.9	3.4	6.3	4.5	10.7	7.8
Nonmetropolitan areas -----	1.93	2.05	13.9	11.1	17.2	13.9	23.3	20.2
	Under \$1.50		Under \$2.00		Under \$2.50		\$3.00 or more	
Metropolitan areas -----	16.6	12.8	36.9	31.7	54.8	49.9	30.2	35.7
Nonmetropolitan areas -----	34.1	29.7	62.6	56.3	80.5	74.9	10.0	13.0
	Average hourly earnings		Under \$1.15		Under \$1.25		Under \$1.30	
Gasoline service stations:								
Metropolitan areas -----	\$1.61	\$1.69	16.5	10.8	19.1	12.8	33.1	27.6
Nonmetropolitan areas -----	1.36	1.38	35.5	30.6	39.8	34.8	52.8	53.9
	Under \$1.50		Under \$2.00		Under \$2.50		\$3.00 or more	
Metropolitan areas -----	47.2	43.1	79.3	76.7	92.4	90.7	2.6	3.6
Nonmetropolitan areas -----	67.4	67.1	90.5	90.9	96.4	96.8	2.4	1.6

Employees in gasoline service stations in metropolitan areas showed an 8-cent-an-hour increase in their average pay level, 6 cents an hour more than the increase for those in nonmetropolitan areas. At gas stations in both areas the greatest changes were found among the lower paid employees. Those paid at least \$1.25 an hour, for example, increased from 81 to 87 percent in metropolitan areas and from 60 to 65 percent in the other areas. On the other hand, the proportion paid \$2 an hour or more increased only 2 percentage points in metropolitan areas (from 21 to 23 percent) and declined 1 percentage point (from 10 to 9 percent) in nonmetropolitan areas.

Sex	Average hourly earnings		Proportion of employees earning—					
			Under \$1.15		Under \$1.25		Under \$1.30	
	1965	1966	1965	1966	1965	1966	1965	1966
Motor vehicle dealers:								
Men -----	\$2.46	\$2.64	8.1	6.0	10.1	7.6	14.7	11.8
Women -----	1.83	1.91	6.5	6.1	8.9	8.6	17.0	14.6
	Under \$1.50		Under \$2.00		Under \$2.50		\$3.00 or more	
Men -----	21.8	18.0	43.1	37.7	60.5	55.3	25.7	30.7
Women -----	27.8	23.3	66.0	60.1	88.4	84.1	3.9	5.6
	Average hourly earnings		Under \$1.15		Under \$1.25		Under \$1.30	
Gasoline service stations:								
Men -----	\$1.52	\$1.60	23.0	16.2	26.2	19.0	40.0	35.4
Women ¹ -----	-	-	-	-	-	-	-	-
	Under \$1.50		Under \$2.00		Under \$2.50		\$3.00 or more	
Men -----	54.4	50.1	83.4	81.0	93.8	92.4	2.5	3.1
Women ¹ -----	-	-	-	-	-	-	-	-

¹ Insufficient data to warrant presentation.

Men's average pay level at automotive dealers advanced 18 cents an hour and women's by 8 cents an hour. Once again, more movement was evident among the wages of men and women at the higher earnings levels. As shown below, the most noticeable changes along the pay scale were in the proportions of men and women paid at least \$2 an hour, which increased from 57 to 62 percent and from 34 to 40 percent, respectively.

There was an 8-cent-an-hour advance in the average pay level of men in service stations. As was noted for the other characteristics, the lower paid men benefited most from the wage changes which occurred since June 1965.

At motor vehicle enterprises having at least \$1 million in annual sales, employee earnings increased 18 cents an hour over the year, from \$2.61. In enterprises having at least \$250,000 but less than \$1 million in annual sales, and in enterprises having less than \$250,000 in annual sales, earnings increased 10 and 16 cents, respectively. Gasoline service stations reported increased employee earnings of 6, 7, and 5 cents an hour in the same three enterprise groups, respectively. Earnings of lower paid employees in each of the three enterprise classes advanced, but the advances were greater among employees in gasoline stations than at motor vehicle dealers. The proportions paid less than \$1.25 an hour, for example, declined from 2 to 4 percentage points at motor vehicle dealers, but the proportion having such earnings at gasoline stations declined from 5 to 11 percentage points. In most cases, earnings of higher paid employees also advanced. The proportion of employees paid at least \$2.50 an hour at motor vehicle establishments advanced from 3 to 5 percentage points. At gasoline stations the proportion of employees having such earnings declined from 14 percent to 12 percent in enterprises having annual sales of at least \$1 million. However, in enterprises having less than \$1 million in annual sales, the proportions of gasoline station employees paid at least \$2.50 an hour advanced 1 or 2 percentage points.

Characteristic	Average hourly earnings		Percent of employees earning—											
			Under \$1.15		Under \$1.25		Under \$1.30		Under \$1.50		Under \$2.00		\$2.50 or more	
	1965	1966	1965	1966	1965	1966	1965	1966	1965	1966	1965	1966	1965	1966
Motor vehicle dealers														
Enterprises having annual sales of—														
\$1,000,000 or more----	\$2.61	\$2.79	6.0	4.2	7.6	5.6	11.8	9.0	18.9	14.9	39.2	34.0	43.7	48.5
\$250,000 to														
\$1,000,000-----	2.05	2.15	11.0	9.5	13.5	12.0	19.8	18.4	28.1	25.9	56.3	52.1	24.8	28.1
Less than \$250,000-----	1.91	2.07	13.5	10.9	17.2	12.5	24.5	18.1	33.3	27.9	59.9	55.7	18.5	23.5
Gasoline service stations														
Enterprises having annual sales of—														
\$1,000,000 or more----	1.66	1.72	22.3	12.2	25.3	14.5	37.0	28.8	54.4	51.6	72.3	75.3	14.4	12.3
\$250,000 to														
\$1,000,000-----	1.63	1.70	14.6	9.1	18.5	10.6	31.1	24.7	48.9	40.7	78.1	75.8	5.8	8.4
Less than \$250,000-----	1.47	1.52	25.8	21.0	28.8	24.2	43.1	41.5	56.0	54.2	86.3	84.4	5.0	5.9

Earnings of employees at gasoline service stations generally within the scope of the Fair Labor Standards Act increased 4 cents an hour, from the

\$1.76-an-hour average recorded in June 1965. However, the increase in the nonsubject sector was even greater, 7 cents an hour from \$1.46 an hour the previous year. Changes in the distribution of earnings of both groups, however, were confined to the lower pay levels. The proportion of employees paid less than \$1.25 an hour declined from 12 to 7 percent in subject establishments and from 30 to 24 percent in nonsubject establishments. Changes were minor beyond \$1.25 in nonsubject establishments, but in subject establishments improvements in the distribution were evident up to \$1.60 an hour.

		Gasoline service stations							
Characteristic	Average hourly earnings		Percent of employees earning—						
	1965	1966	Under \$1.00		Under \$1.15		Under \$1.25		
			1965	1966	1965	1966	1965	1966	
Employees in establishments generally—									
Subject to the FLSA-----	\$1.76	\$1.80	3.4	2.2	9.4	5.7	12.0	6.6	
Not subject to the FLSA---	1.46	1.53	11.8	9.0	26.8	21.2	30.1	24.4	
	Under \$1.30		Under \$1.40		Under \$1.60		Under \$2.00		
Employees in establishments generally—									
Subject to the FLSA-----	24.2	17.8	34.6	27.3	53.6	52.2	70.9	72.1	
Not subject to the FLSA---	44.1	42.1	51.7	49.9	69.9	68.4	86.4	84.2	

Hours Changes, June 1965—June 1966

Nonsupervisory employees at motor vehicle dealerships worked slightly fewer hours a week in June 1966 than in June 1965, 43.7 and 43.4 hours, respectively. At gasoline service stations the drop in average weekly hours was sharper, from 41.6 to 39.3 hours. For employees of auto dealers there were only two points along the hours scale at which there were any notable changes between surveys—an increase in the proportion working a 40-hour week (from 18 to 21 percent) and a corresponding decrease of those working 48 hours a week or more (from 32 to 28 percent). Changes were more pronounced at gasoline service stations. The proportion working at least 48 hours a week declined from 47 to 40 percent, while those in a part-time basis increased from 30 to 35 percent.

The length of the average workweek at auto dealerships declined in two regions—by 0.5 hours in the West and 1.1 hours in the South—and increased in the other two, by 0.3 hours in the North Central region and by 0.4 hours in the Northeast.

However, at gasoline service stations the number of hours in the workweek declined in every region, the amount ranging from 1.4 hours in the North Central region to 3.8 hours in the West.

Item	Percent of employees			
	<u>Motor vehicle dealers</u>		<u>Gasoline service stations</u>	
	1965	1966	1965	1965
Under 15 hours -----	1.9	1.9	8.7	9.8
Under 35 hours -----	7.8	7.3	30.0	35.4
40 hours -----	17.5	21.3	11.3	12.7
Over 40 and under 48 hours -----	39.0	38.6	8.0	7.7
48 hours and over -----	31.9	27.9	46.7	40.2
Average weekly hours of work ----	43.7	43.4	41.6	39.3
Average weekly hours				
Northeast -----	41.3	41.7	37.1	35.5
South -----	46.1	45.0	47.7	45.4
North Central -----	43.6	43.9	40.6	39.2
West -----	42.5	42.0	40.5	36.7

Only slight declines were observed in the workweeks of employees at motor vehicle dealerships in both metropolitan areas (from 42.9 hours in 1965 to 42.6 hours in 1966) and nonmetropolitan areas (45.3 to 45.0 hours). At gasoline service stations, however, the declines were somewhat more pronounced, 2.5 hours in metropolitan areas—from 40.9 hours in 1965—and 1.7 hours in nonmetropolitan areas—from 42.9 hours the previous year.

Small declines in the workweeks of both men and women were observed at motor vehicle dealerships. Men's average workweek dropped by 0.2 hours, from 44.3 hours in 1965; and women's by 0.4 hours, from 38.6 in 1965. At gasoline service stations the drop in the number of weekly hours of men was somewhat sharper, from 41.9 hours in 1965 to 39.6 hours in 1966. No comparison is available for women.

Among employees of motor vehicle dealers in the three enterprise sales volume groupings, the average workweek was shorter, from 0.1 to 0.5 of an hour, in June 1966 than it had been a year earlier. Among gasoline station employees in the three groups, the average workweek declined much more steeply—the smallest decrease was 1.6 hours.

The proportion of employees at motor vehicle dealers who worked part time showed no especially noticeable change in any enterprise group. A 40-hour workweek, however, increased in importance, while a workweek of more than 40 hours declined in each enterprise group. At gasoline service stations, part-time employment increased somewhat in enterprises having at least \$1 million in annual sales, but to a lesser degree than in the smaller volume enterprises. The enterprise groups having annual sales of less than \$1 million recorded slightly greater proportions of employees who worked a 40-hour week in 1966 than in 1965. In enterprises having \$1 million or more in annual sales, however, the proportion having such hours rose somewhat more sharply. The relative importance of workweeks in excess of 40 hours declined markedly in each of the enterprise groups, as shown in the following tabulation.

Weekly hours of work	Percent of employees at enterprises having annual sales of—					
	\$1,000,000 or more		\$250,000 to \$1,000,000		Less than \$250,000	
	1965	1966	1966	1965	1965	1966
Motor vehicle dealers						
Under 35-----	6.7	6.3	9.3	8.9	12.2	11.4
40-----	20.2	23.1	12.5	17.0	14.9	20.7
Over 40-----	69.1	65.5	74.9	70.1	69.0	59.4
48 and over-----	28.6	23.4	38.5	38.7	34.2	29.5
Average weekly hours-----	43.6	43.3	44.2	44.1	42.8	42.3
Gasoline service stations						
Under 35-----	26.3	28.8	28.1	33.7	31.1	37.4
40-----	17.1	20.4	9.5	11.1	10.9	11.7
Over 40-----	53.6	48.3	57.9	51.2	53.9	46.9
48 and over-----	45.3	39.9	50.3	42.0	46.0	39.8
Average weekly hours-----	41.7	40.1	42.7	39.6	41.4	39.1

Employees at gasoline service station establishments which grossed at least \$250,000 in annual sales experienced a notable drop in their average weekly hours, from 42.2 to 39.5 hours a week. Hours also declined at service stations having a lower annual sales volume, from 41.5 hours in 1965 to 39.2 hours in 1966. As shown in the following tabulation, changes along the hours scale were similar.

Weekly hours of work	Percent of employees at gasoline service stations having—			
	\$250,000 or more in annual sales		Less than \$250,000 in annual sales	
	1965	1966	1965	1966
Under 15-----	7.0	9.7	9.2	9.9
Under 35-----	26.5	31.7	30.9	36.6
40-----	14.0	15.8	10.6	11.7
Over 40-----	54.8	49.3	54.5	47.5
48 and over-----	45.7	39.1	46.9	40.7
Average weekly hours-----	42.2	39.5	41.5	39.2

Changes in Average Weekly Earnings

Average weekly earnings of employees at motor vehicle dealers increased from \$105.04 to \$111.69 between June 1965 and June 1966. This increase of 6.3 percent did not fully reflect the increase in average hourly earnings because of the mitigating effect of the decline in average weekly hours of work. At gasoline service stations the decline in average weekly hours was sufficiently large to cause a decline in the level of weekly earnings during the same period (from \$63.24 to \$62.24, or 1.6 percent) despite a 3.9-percent increase in average hourly earnings.

In each region, employees of motor vehicle dealers had higher weekly earnings in June 1966 than a year earlier. In the Northeast and North Central

regions, a longer average workweek produced an increase in weekly earnings which was greater than the relative increases in average hourly earnings. Gasoline station employees in two regions—the Northeast and West—had declines in the weekly wage level. In the Northeast the declines reflected the shorter average workweek in 1966. In the West, however, a decline of 9 percent in the length of the average workweek together with a 1-percent drop in the average hourly pay level lowered the weekly pay level 10.5 percent below what it had been a year earlier.

Area	Average weekly earnings		Change ¹		Percent increase in average hourly earnings
	1965	1966	Dollars	Percent	
Motor vehicle dealers					
United States -----	\$105.04	\$111.69	\$6.65	6.3	7.1
Northeast-----	104.03	111.20	7.17	6.9	6.0
South-----	94.84	99.38	4.54	4.8	7.3
North Central-----	107.79	114.20	6.41	5.9	5.3
West -----	120.37	129.84	9.47	7.9	9.2
Gasoline service stations					
United States -----	63.24	62.24	-1.00	-1.6	3.9
Northeast -----	62.37	61.19	-1.18	-1.9	2.4
South-----	53.48	56.78	3.30	6.2	11.6
North Central-----	62.01	63.81	1.81	2.9	6.5
West -----	74.55	66.75	-7.80	-10.5	-1.1

¹ Increase unless otherwise indicated.

Changes in Weekly Hours by Hourly Earnings

The relatively small change in the length of the average workweek for employees of motor vehicle dealers persisted throughout the earnings continuum. Except for an increase of 1.5 hours in the workweek of the small proportion paid less than \$1 an hour, none of the changes (all but one of which were declines) in the other earnings groups exceeded 1 hour. At gasoline stations, the average workweek declined in duration for each earnings group. In the middle range of the pay scale and in the under \$1 group these declines were especially large, as shown below.

Average hourly earnings	Average weekly hours					
	Motor vehicle dealers			Gasoline service stations		
	1965	1966	Change ¹	1965	1966	Change ¹
Under \$1.00 -----	44.7	46.2	+1.5	49.8	45.8	4.0
\$1.00 and under \$1.15 -----	44.4	44.1	.3	39.2	39.0	.2
\$1.15 and under \$1.25 -----	45.9	45.4	.5	48.8	48.5	.3
\$1.25 and under \$1.35 -----	41.2	40.8	.4	34.4	33.9	.5
\$1.35 and under \$1.50 -----	44.3	45.0	+.7	43.1	39.3	3.8
\$1.50 and under \$1.75 -----	43.4	43.3	1.0	40.1	37.8	2.3
\$1.75 and under \$2.00 -----	44.9	44.2	.7	44.5	40.3	4.2
\$2.00 and under \$2.50 -----	43.9	43.7	.2	43.8	42.3	1.5
\$2.50 and under \$3.00 -----	43.9	43.8	.1	42.6	41.8	.8
\$3.00 and over-----	43.3	42.7	.6	45.6	43.7	1.9

¹ Decrease unless otherwise indicated.

At motor vehicle dealers, changes in the hours distribution for the various earnings groups were generally small and marked by an increase in the proportion who worked 40 to 42 hours a week, and a decrease in the proportion who worked 48 hours or more. There was no consistent change along the pay scale in the proportion of part-time employees. At gasoline service stations, on the other hand, changes in the hours distribution were noticeably large. The general decline in the proportions of employees who worked 48 hours or more usually was offset by an increase in part-time work, rather than in a standard workweek.

Average hourly earnings	Percent of employees having weekly hours of—					
	Under 35		40 to 42		48 and over	
	1965	1966	1965	1966	1965	1966
Motor vehicle dealers						
Under \$1.00 -----	13.6	6.4	9.3	11.7	54.2	51.6
\$1.00 and under \$1.15 -----	10.8	13.5	12.4	7.4	43.3	41.7
\$1.15 and under \$1.25 -----	6.7	7.3	10.3	11.6	50.2	43.8
\$1.25 and under \$1.35 -----	20.1	21.4	13.1	17.0	34.9	33.3
\$1.35 and under \$1.50 -----	10.2	7.3	10.8	14.5	38.3	40.8
\$1.50 and under \$1.75 -----	10.3	11.7	15.3	15.8	34.0	32.1
\$1.75 and under \$2.00 -----	5.8	6.2	18.4	22.3	37.7	33.6
\$2.00 and under \$2.50 -----	6.3	6.7	19.4	19.2	31.8	27.8
\$2.50 and under \$3.00 -----	3.7	3.9	26.6	28.9	24.9	22.3
\$3.00 and over -----	5.3	4.2	28.5	34.0	22.9	18.8
Gasoline service stations						
Under \$1.00 -----	19.8	27.1	6.9	11.0	68.0	55.1
\$1.00 and under \$1.15 -----	40.4	42.0	6.8	9.6	42.7	41.5
\$1.15 and under \$1.25 -----	17.7	23.1	2.5	2.7	68.8	65.0
\$1.25 and under \$1.35 -----	51.0	53.0	9.7	8.4	29.6	27.5
\$1.35 and under \$1.50 -----	26.6	36.6	8.0	9.7	54.1	42.3
\$1.50 and under \$1.75 -----	33.7	39.0	14.3	13.1	43.1	37.2
\$1.75 and under \$2.00 -----	18.9	28.8	14.4	14.4	52.2	45.2
\$2.00 and under \$2.50 -----	16.5	20.1	21.1	21.0	50.5	47.2
\$2.50 and under \$3.00 -----	10.5	16.5	36.4	32.6	34.1	35.2
\$3.00 and over -----	6.0	8.6	34.8	36.8	45.4	38.2

Changes in Hourly Earnings by Weekly Hours

Changes in the level and distribution of earnings for employees in the selected hours groups differed noticeably between the two lines of business. The pay level of part-time employees at motor vehicle dealers declined by 16 cents an hour. An upward movement in earnings was evident throughout most of the pay scale up to \$3 an hour. However, the proportion of employees paid at least \$3 an hour was unchanged, and average earnings for these employees declined sharply, lowering the average for the entire part-time group. At gasoline stations, on the other hand, earnings for part-time employees rose 6 cents an hour. Motor vehicle dealer employees who worked 40 to 44 hours a week had a 23-cent increase in average hourly earnings, mostly reflecting gains for the higher paid employees, but for gasoline station employees who worked this number of hours there was little change in the level or distribution of earnings. Among employees who worked at least 48 hours a week, the earnings level rose 7 cents an hour in both lines, and the patterns of change in the distribution were similar.

Hours	Average hourly earnings		Percent of employees earning--					
			Under \$1.35		\$2 and over		\$3 and over	
	1965	1966	1965	1966	1965	1966	1965	1966
Motor vehicle dealers								
Under 35 -----	\$2.16	\$2.00	31	28	37	40	16	16
40 to 44 (inclusive) -----	2.71	2.94	11	7	66	72	39	40
48 and over -----	2.18	2.25	22	19	45	48	17	19
Gasoline service stations								
Under 35 -----	1.36	1.42	55	48	7	9	1	1
40 to 44 (inclusive) -----	1.80	1.82	26	25	34	35	7	7
48 and over -----	1.48	1.55	42	38	16	20	3	3

Changes in Earnings and Hours, October 1956 to June 1966

Since the Bureau's first comprehensive survey of earnings and hours at motor vehicle dealers and gasoline service stations in October 1956,² earnings and hours structures have changed considerably.

The level of earnings has advanced 85 cents at motor vehicle dealers, from \$1.72, and 37 cents at gasoline stations, from \$1.21. In both lines, but especially in gasoline stations, the advance during the second half of the decade was larger, both relatively and absolutely, than during the first half.

At motor vehicle dealers, the sharpest change in the earnings distribution occurred at the upper end of the pay scale but the reverse took place at gasoline stations. The proportion paid at least \$2.50 an hour at motor vehicle dealers increased from 14 percent to 41 percent while the proportion paid less than \$1.25 declined from 27 percent to 8 percent. In gasoline stations, the proportion paid less than \$1.25 an hour decreased from 56 percent to 20 percent, but even at \$1.50 and over the change was smaller—an increase from 22 percent to 49 percent.

In each region, the pay level increased in both lines of business, but was substantially greater at motor vehicle dealers than in gasoline service stations.

² See Employee Earnings in Retail Trade in October 1956—Automotive Dealers and Gasoline Service Stations, Bulletin 1220-4; Employee Earnings at Retail Automotive Dealers and in Gasoline Service Stations, June 1961, June 1962, Bulletins 1338-4 and 1380-4; and Employee Earnings and Hours at Retail Automotive Dealers and in Gasoline Service Stations, June 1965, Bulletin 1501-4.

Percent of employees with specified average hourly earnings at
motor vehicle dealers

Average hourly earnings	United States					Northeast				
	Oct.	June				Oct.	June			
	1956	1961	1962	1965	1966	1956	1961	1962	1965	1966
Under \$1.00 -----	12	7	6	4	2	3	1	1	5	4
Under \$1.05 -----	17	11	10	6	4	7	4	3	1	1
Under \$1.15 -----	23	14	13	8	6	12	6	4	2	2
Under \$1.20 -----	25	16	15	9	7	14	7	6	3	2
Under \$1.25 -----	27	18	17	10	8	16	8	6	4	3
Under \$1.30 -----	32	22	21	15	12	21	13	11	9	6
Under \$1.50 -----	44	32	30	23	19	34	21	20	14	10
Under \$2.00 -----	70	57	55	46	40	71	52	48	39	33
Under \$2.50 -----	86	76	73	63	59	88	77	73	62	56
Under \$3.00 -----	93	87	85	77	72	95	89	86	77	74
Number of employees (in thousands)-----	567.6	547.6	560.5	604.4	609.4	132.6	122.3	125.1	129.1	130.4
Average hourly earnings -----	\$1.72	\$2.04	\$2.14	\$2.40	\$2.57	\$1.80	\$2.13	\$2.28	\$2.52	\$2.67
	South					North Central				
	Oct.	June				Oct.	June			
	1956	1961	1962	1965	1966	1956	1961	1962	1965	1966
Under \$1.00 -----	26	15	13	8	5	9	5	3	2	2
Under \$1.05 -----	33	21	20	12	9	16	9	8	4	4
Under \$1.15 -----	41	28	26	16	12	22	12	11	6	5
Under \$1.20 -----	43	30	28	18	14	24	14	13	7	5
Under \$1.25 -----	46	32	32	19	16	26	16	14	7	6
Under \$1.30 -----	51	36	35	25	21	31	21	19	13	11
Under \$1.50 -----	63	48	46	36	31	42	32	29	19	17
Under \$2.00 -----	83	72	70	61	54	68	57	55	42	40
Under \$2.50 -----	93	85	83	76	70	85	76	74	61	59
Under \$3.00 -----	96	92	90	84	80	92	87	87	76	72
Number of employees (in thousands)-----	165.4	166.5	170.5	194.7	193.8	180.7	165.9	169.7	173.6	174.3
Average hourly earnings -----	\$1.44	\$1.72	\$1.87	\$2.06	\$2.21	\$1.77	\$2.04	\$2.09	\$2.47	\$2.60
	West									
	Oct.	June								
	1956	1961	1962	1965	1966					
Under \$1.00 -----	4	2	3	2	1					
Under \$1.05 -----	6	4	4	3	2					
Under \$1.15 -----	10	5	6	4	2					
Under \$1.20 -----	11	6	8	5	3					
Under \$1.25 -----	13	6	8	5	3					
Under \$1.30 -----	16	11	11	7	6					
Under \$1.50 -----	26	17	16	12	10					
Under \$2.00 -----	50	37	37	30	25					
Under \$2.50 -----	76	56	54	47	41					
Under \$3.00 -----	88	74	70	63	56					
Number of employees (in thousands)-----	88.9	93.0	95.2	107.0	110.9					
Average hourly earnings -----	\$2.09	\$2.56	\$2.60	\$2.83	\$3.09					

Percent of employees with specified average hourly earnings at
gasoline service stations

Average hourly earnings	United States					Northeast				
	Oct.	June				Oct.	June			
	1956	1961	1962	1965	1966	1956	1961	1962	1965	1966
Under \$1.00 -----	25	20	19	10	7	9	3	2	5	1
Under \$1.05 -----	44	34	32	19	14	35	15	11	5	5
Under \$1.15 -----	51	41	38	23	17	42	25	16	8	6
Under \$1.20 -----	54	43	42	26	19	43	29	19	9	7
Under \$1.25 -----	54	46	44	27	20	47	35	22	9	7
Under \$1.30 -----	66	59	57	40	36	66	54	42	27	25
Under \$1.50 -----	78	71	68	55	51	79	70	60	43	40
Under \$2.00 -----	95	90	89	83	81	97	93	90	80	80
Under \$2.50 -----	99	97	96	94	93	98	98	98	95	93
Under \$3.00 -----	99	99	99	98	97	99	99	99	98	97
Number of employees (in thousands) -----	390.1	435.1	438.2	476.1	494.0	74.4	80.2	80.9	104.7	108.2
Average hourly earnings -----	\$1.21	\$1.29	\$1.33	\$1.52	\$1.58	\$1.30	\$1.40	\$1.50	\$1.68	\$1.72
	South					North Central				
Under \$1.00 -----	53	51	47	35	22	15	7	8	4	3
Under \$1.05 -----	69	65	63	51	38	37	22	24	15	10
Under \$1.15 -----	76	75	72	59	45	46	27	30	19	13
Under \$1.20 -----	80	77	75	63	49	49	31	33	22	15
Under \$1.25 -----	81	79	77	65	51	52	32	36	23	16
Under \$1.30 -----	86	85	86	75	66	62	48	50	41	36
Under \$1.50 -----	92	93	93	86	80	75	62	61	58	51
Under \$2.00 -----	97	98	97	96	94	95	85	85	87	80
Under \$2.50 -----	99	99	99	99	97	99	95	94	96	92
Under \$3.00 -----	100	99	99	99	99	100	99	98	98	97
Number of employees (in thousands) -----	129.2	143.5	143.4	122.1	125.5	116.1	131.8	133.8	122.8	126.9
Average hourly earnings -----	\$0.98	\$0.98	\$0.99	\$1.12	\$1.25	\$1.29	\$1.48	\$1.49	\$1.53	\$1.63
						West				
Under \$1.00 -----						6	2	3	4	1
Under \$1.05 -----						17	14	12	5	3
Under \$1.15 -----						22	16	15	6	4
Under \$1.20 -----						24	19	18	7	5
Under \$1.25 -----						24	20	20	8	6
Under \$1.30 -----						37	35	36	18	17
Under \$1.50 -----						59	46	46	30	32
Under \$2.00 -----						90	81	79	71	73
Under \$2.50 -----						98	93	90	87	88
Under \$3.00 -----						99	98	96	94	95
Number of employees (in thousands) -----						70.4	79.6	80.1	126.5	133.4
Average hourly earnings -----						\$1.47	\$1.62	\$1.65	\$1.84	\$1.82

Between October 1956 and June 1966 a noticeable change occurred in the distribution of employees by weekly hours of work in both lines—a decline in the proportion of employees who worked more than 40 hours a week. At motor vehicle dealers, the movement was mainly towards a workweek of 35 to 40 hours inclusive, but in gasoline service stations, the proportion of employees on workweeks of 35 to 40 hours and part-time work increased by about the same amount (5 and 7 percentage points, respectively). Most of the change in the hours distributions took place between 1962 and 1966. As shown in the following tabulation, this pattern of change was generally followed in each of the regions.

Percent of employees with specified weekly hours of work										
Average weekly hours	United States					Northeast				
	Oct.	June				Oct.	June			
	1956	1961	1962	1965	1966	1956	1961	1962	1965	1966
Motor vehicle dealers:										
Under 35 -----	5	6	6	8	7	5	9	9	13	11
35 to 40 (inclusive) -----	19	19	19	21	21	28	22	27	30	34
Over 40 -----	76	75	75	71	67	66	69	64	57	55
Gasoline service stations:										
Under 35 -----	28	28	27	30	35	33	37	34	37	41
35 to 40 (inclusive) -----	12	14	13	15	17	9	15	12	16	16
Over 40 -----	60	58	60	55	48	58	48	54	47	43
	South					North Central				
	Oct.	June				Oct.	June			
	1956	1961	1962	1965	1966	1956	1961	1962	1965	1966
Motor vehicle dealers:										
Under 35 -----	3	4	4	5	5	7	5	6	9	9
35 to 40 (inclusive) -----	7	10	8	10	16	16	21	18	19	22
Over 40 -----	90	86	88	85	79	77	74	76	72	69
Gasoline service stations:										
Under 35 -----	20	13	17	20	21	32	32	28	32	37
35 to 40 (inclusive) -----	9	15	9	11	15	11	14	16	16	15
Over 40 -----	70	73	74	69	64	57	54	56	52	48
	West									
	Oct.	June								
	1956	1961	1962	1965	1966					
Motor vehicle dealers:										
Under 35 -----	3	6	6	5	5					
35 to 40 (inclusive) -----	31	31	31	35	43					
Over 40 -----	65	64	63	60	52					
Gasoline service stations:										
Under 35 -----	31	37	36	32	42					
35 to 40 (inclusive) -----	18	14	14	20	20					
Over 40 -----	50	49	50	48	38					

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.

Automotive dealers and gasoline service stations

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	\$2.78	\$1.95	\$2.18	\$1.67	\$2.36	\$2.01	\$2.01	\$1.53	\$2.06	\$1.81	\$1.72	\$1.47	\$1.76	\$1.53	\$1.46	\$1.22
Northeast	2.83	2.09	2.16	1.79	2.23	1.91	2.19	1.87	2.02	2.14	1.97	2.13	1.86	1.60	1.61	1.60
South	2.42	1.74	1.94	1.58	2.02	1.79	1.79	1.36	1.84	1.66	1.54	1.49	1.43	1.28	1.24	1.19
North Central	2.91	1.96	2.26	1.66	2.76	2.26	1.92	1.58	2.02	1.74	1.68	1.37	1.88	1.70	1.62	1.18
West	3.09	2.05	2.83	1.95	2.41	2.21	2.65	1.72	2.25	1.81	2.57	1.33	1.86	1.52	1.80	1.35

Automotive dealers and gasoline service stations

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	.2	.1	*	1.5	.4	.1	*	.4	.1
Under \$0.75	13.0	1.0	.3	.1	10.5	2.7	1.2	.3	.9	.3
Under \$1.00	51.8	4.0	2.1	.8	40.0	10.3	6.7	1.9	3.0	1.1
Under \$1.05	103.6	8.0	7.4	2.7	70.6	18.1	19.6	5.6	6.0	2.1
Under \$1.10	111.2	8.5	7.6	2.7	76.5	19.6	23.7	6.3	6.4	2.2
Under \$1.15	131.6	10.1	9.2	3.3	88.9	22.8	24.8	7.1	8.7	3.0
Under \$1.20	145.9	11.2	10.3	3.7	96.5	24.8	29.4	8.4	9.8	3.4
Under \$1.25	157.4	12.1	11.7	4.2	103.1	26.5	31.6	9.1	11.0	3.8
Under \$1.30	283.7	21.8	38.5	13.0	144.0	37.0	70.3	20.2	30.9	10.8
Under \$1.35	311.5	23.9	44.0	15.9	155.2	39.8	77.0	22.1	35.4	12.3
Under \$1.40	356.2	27.4	52.0	18.8	171.6	44.0	87.8	25.2	44.8	15.6
Under \$1.45	391.3	30.1	58.9	21.3	184.8	47.4	96.0	27.6	51.6	18.0
Under \$1.50	414.2	31.8	62.9	22.7	191.1	49.1	102.7	29.5	57.4	20.0
Under \$1.55	507.7	39.0	85.9	31.0	207.7	53.3	129.0	37.1	85.1	29.7
Under \$1.60	532.1	40.9	90.2	32.6	215.1	55.2	137.1	39.4	89.7	31.3
Under \$1.65	566.8	43.6	100.1	36.2	225.4	57.9	144.8	41.6	96.5	33.7
Under \$1.70	592.5	45.5	105.2	38.0	232.2	59.6	151.4	43.5	103.9	36.2
Under \$1.75	620.1	47.7	111.9	40.5	241.2	61.9	157.9	45.3	109.1	38.1
Under \$1.80	670.4	51.5	125.0	45.2	251.1	64.5	172.7	49.6	121.5	42.4
Under \$1.85	695.8	53.5	129.9	46.9	258.4	66.3	180.4	51.8	127.1	44.4
Under \$1.90	725.3	55.7	137.8	49.8	265.4	68.1	187.8	53.9	134.2	46.8
Under \$1.95	744.7	57.2	142.8	51.6	270.6	69.5	193.8	55.7	137.5	48.0
Under \$2.00	760.5	58.5	146.9	53.1	274.2	70.4	198.6	57.0	140.8	49.1
Under \$2.10	879.6	63.8	166.6	60.2	286.6	73.6	220.5	63.3	155.9	54.4
Under \$2.20	867.5	66.7	176.3	63.9	297.1	76.3	230.3	66.2	163.3	57.0
Under \$2.30	911.6	70.1	190.1	68.7	307.2	78.9	241.6	69.4	172.6	60.2
Under \$2.40	944.2	72.6	197.6	71.4	313.4	80.4	251.5	72.2	181.7	63.4
Under \$2.50	965.0	74.2	202.5	73.2	317.8	81.6	257.0	73.8	187.7	65.5
Under \$2.60	1007.7	77.4	214.9	77.7	328.0	84.2	267.2	76.7	197.6	68.9
Under \$2.70	1027.3	79.0	220.6	79.7	332.9	85.4	272.1	78.1	201.7	70.4
Under \$2.80	1053.2	80.9	227.6	82.2	338.0	86.8	279.7	80.3	208.0	72.6
Under \$2.90	1073.5	82.5	232.3	83.9	341.6	87.7	285.6	82.0	214.0	74.7
Under \$3.00	1089.9	83.8	236.1	85.3	345.4	88.6	290.1	83.3	218.3	76.2
Total	1301.1	100.0	276.7	100.0	389.6	100.0	348.2	100.0	286.6	100.0
Average hourly earnings	\$2.14		\$2.26		\$1.82		\$2.20		\$2.45	

Automotive dealers and gasoline service stations

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	
	Metro-politan areas	Nonmetro-politan areas	Metro-politan areas	Nonmetro-politan areas	Metro-politan areas	Nonmetro-politan areas	Metro-politan areas	Nonmetro-politan areas	Metro-politan areas	Nonmetro-politan areas
Under \$0.50	.1	.3	.1	—	.1	.7	.1	—	.1	.3
Under \$0.75	.5	2.1	.1	.2	1.3	4.5	.3	.4	.3	.5
Under \$1.00	2.0	8.2	.4	2.3	5.9	15.7	.9	3.6	.8	2.0
Under \$1.05	4.6	15.0	2.0	5.3	12.1	25.6	3.0	9.9	1.5	4.6
Under \$1.10	5.0	16.1	2.1	5.3	13.3	27.4	3.2	10.5	1.6	5.0
Under \$1.15	6.1	18.4	2.6	5.9	15.9	31.3	3.8	12.5	2.5	5.2
Under \$1.20	6.8	20.4	3.0	6.2	17.1	34.3	4.6	14.6	2.9	5.6
Under \$1.25	7.5	21.8	3.6	6.5	18.5	36.3	4.9	15.9	3.3	6.3
Under \$1.30	16.0	33.9	11.3	23.7	29.8	45.8	13.8	30.6	9.6	15.7
Under \$1.35	18.0	36.4	13.1	26.3	32.6	48.8	15.7	32.5	11.1	17.5
Under \$1.40	21.2	40.3	15.6	30.6	37.1	52.6	18.2	36.7	14.4	20.6
Under \$1.45	23.7	43.3	18.2	32.8	40.2	56.4	20.2	39.6	16.9	22.6
Under \$1.50	25.5	45.0	19.8	33.7	41.6	58.2	22.1	41.6	19.2	23.6
Under \$1.55	33.1	51.4	28.0	42.1	46.2	62.0	29.5	49.4	29.0	32.6
Under \$1.60	34.8	53.6	29.7	43.5	47.9	64.2	31.5	52.3	30.5	34.6
Under \$1.65	37.6	56.1	33.3	46.9	50.7	66.7	33.6	54.7	33.1	36.2
Under \$1.70	39.6	58.0	35.1	48.9	52.5	68.4	35.2	57.0	35.9	37.5
Under \$1.75	41.5	60.5	37.7	50.8	54.5	71.0	36.7	59.4	37.5	40.4
Under \$1.80	45.6	64.0	42.5	55.2	57.1	73.6	41.2	63.4	41.9	44.6
Under \$1.85	47.3	66.3	44.0	57.9	58.6	75.8	43.3	65.7	43.7	47.1
Under \$1.90	49.6	68.5	47.0	60.2	60.6	77.4	45.0	68.5	46.2	49.6
Under \$1.95	51.2	69.9	48.9	61.8	61.9	78.8	46.8	70.2	47.4	50.4
Under \$2.00	52.4	71.0	50.4	63.0	63.0	79.5	48.0	71.8	48.6	51.4
Under \$2.10	58.0	75.8	57.7	69.5	66.1	82.8	54.9	77.1	53.6	57.5
Under \$2.20	61.2	78.2	61.5	72.8	69.2	84.9	57.8	79.7	56.5	59.0
Under \$2.30	64.9	80.9	65.5	76.9	71.8	87.5	61.6	82.2	59.9	61.7
Under \$2.40	67.6	82.9	69.3	79.3	73.7	88.7	64.7	84.6	63.2	64.3
Under \$2.50	69.3	84.4	70.9	81.5	74.9	89.8	66.4	85.9	65.2	66.8
Under \$2.60	72.8	87.1	75.7	85.1	77.6	92.3	69.6	88.3	68.6	70.4
Under \$2.70	74.5	88.2	77.8	86.7	79.1	93.2	71.4	89.1	70.1	71.8
Under \$2.80	76.7	89.7	80.3	89.4	80.9	94.0	74.0	90.6	72.1	74.5
Under \$2.90	78.6	90.8	82.1	90.6	82.2	94.5	75.9	92.0	74.2	75.5
Under \$3.00	80.0	91.6	83.7	91.4	83.6	94.9	77.5	92.9	75.6	78.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)	879.9	421.2	218.0	58.7	215.3	174.3	215.9	132.3	230.7	55.9
Average hourly earnings	\$2.32	\$1.78	\$2.34	\$1.96	\$2.04	\$1.55	\$2.45	\$1.82	\$2.47	\$2.33

Automotive dealers and gasoline service stations

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	.2	-	*	-	.4	-	*	-	.1	-
Under \$0.75	1.0	1.3	.1	-	2.6	3.3	.3	.9	.3	-
Under \$1.00	3.8	5.8	.8	*	10.3	10.2	1.3	7.4	1.0	1.8
Under \$1.05	7.8	9.7	2.8	1.4	18.2	17.4	5.0	11.7	2.1	2.3
Under \$1.10	8.4	10.4	2.8	1.8	19.7	19.0	5.3	12.2	2.2	2.4
Under \$1.15	9.9	12.5	3.4	3.0	22.8	22.7	6.4	13.8	3.0	3.5
Under \$1.20	11.0	13.3	3.8	3.0	24.8	24.3	7.8	14.6	3.4	3.7
Under \$1.25	11.8	14.7	4.2	3.9	26.5	25.9	8.3	16.6	3.8	4.5
Under \$1.30	21.6	24.2	14.2	10.8	37.0	36.6	19.4	27.2	10.6	12.8
Under \$1.35	23.7	26.4	16.3	11.3	39.8	40.1	21.2	30.2	12.2	13.7
Under \$1.40	27.1	30.4	19.3	14.1	43.9	44.9	24.4	33.1	15.4	18.8
Under \$1.45	29.7	33.4	21.6	17.4	47.2	49.1	26.7	35.7	17.8	20.4
Under \$1.50	31.4	35.7	23.1	19.2	48.8	51.4	28.7	37.5	19.7	23.8
Under \$1.55	38.7	42.5	31.2	29.1	52.9	56.6	36.3	44.1	29.6	30.6
Under \$1.60	40.3	46.6	32.7	31.5	54.7	59.8	38.4	48.9	30.8	37.0
Under \$1.65	42.5	49.9	36.3	35.0	57.2	64.0	40.5	51.7	33.1	39.6
Under \$1.70	44.9	51.6	38.2	36.0	59.0	65.5	42.4	53.8	35.8	41.2
Under \$1.75	46.9	55.0	40.6	39.0	61.2	68.6	44.0	58.0	37.5	44.5
Under \$1.80	50.7	59.3	45.3	43.7	63.5	73.5	48.3	62.0	41.9	47.7
Under \$1.85	52.7	61.4	47.0	45.9	65.3	75.7	50.5	64.1	43.9	49.8
Under \$1.90	54.8	65.1	49.5	52.8	66.9	78.9	52.6	66.6	46.3	52.4
Under \$1.95	56.3	67.0	51.3	54.7	68.2	80.9	54.3	68.4	47.4	54.4
Under \$2.00	57.4	68.5	52.8	56.2	69.1	81.7	55.7	69.2	48.3	58.2
Under \$2.10	62.6	75.6	59.9	63.5	72.2	85.6	61.6	79.4	53.4	65.6
Under \$2.20	65.3	80.5	63.0	73.0	74.9	88.7	64.4	82.7	55.7	71.5
Under \$2.30	68.6	84.7	67.8	78.5	77.5	91.4	67.6	86.4	58.7	77.3
Under \$2.40	71.1	87.1	70.5	80.7	79.1	92.3	70.4	89.2	61.8	81.6
Under \$2.50	72.7	88.7	72.3	82.8	80.3	93.2	72.0	90.7	63.8	84.1
Under \$2.60	76.0	92.1	76.6	88.7	83.0	94.9	74.9	93.7	67.2	88.9
Under \$2.70	77.5	93.3	78.7	90.3	84.3	95.3	76.4	94.8	68.6	91.0
Under \$2.80	75.6	94.2	81.4	91.4	85.7	95.9	78.7	95.8	70.9	91.8
Under \$2.90	81.2	95.7	83.0	93.8	86.7	96.7	80.5	96.4	72.9	94.9
Under \$3.00	82.5	96.1	84.5	94.3	87.7	96.9	81.9	97.0	74.4	95.7
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)	1181.4	119.7	252.7	24.0	350.8	38.8	314.6	33.6	263.3	23.3
Average hourly earnings	\$2.17	\$1.76	\$2.28	\$1.97	\$1.84	\$1.55	\$2.25	\$1.73	\$2.49	\$1.95

Automotive dealers and gasoline service stations

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	.2	*	.2	.1	.1	-	-	.2	.2	*	.6
Under \$0.75 -----	.5	1.4	.6	1.6	.5	.7	.3	.5	.8	1.9	1.1	3.4
Under \$1.00 -----	1.8	3.8	2.7	7.3	1.5	1.5	1.3	3.2	3.3	5.9	4.9	14.3
Under \$1.05 -----	3.4	6.6	6.3	15.0	2.7	2.8	3.1	8.9	6.7	10.0	11.2	25.2
Under \$1.10 -----	3.9	6.9	6.8	15.9	3.0	2.9	3.5	9.4	7.4	10.4	11.9	26.9
Under \$1.15 -----	4.8	8.1	8.6	18.4	3.8	3.4	4.3	11.6	9.0	12.3	15.4	29.7
Under \$1.20 -----	5.4	9.1	9.7	20.2	4.3	3.8	4.6	12.8	10.0	13.8	17.6	32.5
Under \$1.25 -----	6.2	9.9	10.6	21.2	4.9	4.2	5.1	13.6	11.5	14.8	19.3	33.9
Under \$1.30 -----	11.7	17.1	22.8	36.4	9.7	10.0	15.1	28.6	20.0	23.3	34.8	49.6
Under \$1.35 -----	13.6	19.1	24.7	39.1	11.4	11.8	17.2	31.2	22.6	25.5	36.4	52.4
Under \$1.40 -----	16.5	21.4	28.9	43.4	14.2	13.7	20.8	35.3	25.9	28.1	41.5	57.0
Under \$1.45 -----	18.8	24.2	31.7	46.5	16.5	16.6	24.3	37.7	28.2	30.8	43.3	61.2
Under \$1.50 -----	20.6	25.8	33.5	48.3	18.2	18.0	26.5	39.8	30.6	32.7	44.5	62.5
Under \$1.55 -----	24.4	31.5	43.0	59.5	22.0	25.2	36.0	52.9	34.5	37.0	53.9	70.6
Under \$1.60 -----	26.3	33.7	45.0	61.2	23.8	27.0	37.6	54.5	36.7	39.7	56.6	72.4
Under \$1.65 -----	28.8	36.7	47.5	64.0	26.3	30.7	40.1	57.5	39.5	42.0	59.1	74.7
Under \$1.70 -----	30.5	38.8	50.1	66.1	27.8	32.8	42.8	60.0	41.6	44.0	61.4	76.4
Under \$1.75 -----	32.7	41.9	52.3	67.7	29.9	35.6	45.0	61.3	44.1	47.4	63.6	78.3
Under \$1.80 -----	35.6	45.1	56.3	73.0	32.7	39.1	49.0	67.7	47.7	50.3	67.7	81.8
Under \$1.85 -----	37.3	48.7	58.5	74.4	34.2	42.7	50.7	69.2	50.2	54.0	70.7	83.0
Under \$1.90 -----	39.7	51.5	61.3	76.0	36.7	45.2	53.4	71.0	52.3	57.0	73.8	84.4
Under \$1.95 -----	41.0	53.8	63.0	77.5	38.0	47.4	55.2	72.6	53.3	59.4	75.1	85.5
Under \$2.00 -----	42.3	54.8	64.4	78.5	39.2	48.4	57.0	73.9	54.9	60.5	76.1	86.4
Under \$2.10 -----	46.8	60.8	71.0	84.1	43.6	54.8	65.2	80.2	60.1	66.1	80.1	90.6
Under \$2.20 -----	50.1	64.4	74.4	86.1	46.9	58.6	68.7	82.8	63.2	69.5	83.3	91.5
Under \$2.30 -----	53.8	68.3	78.7	88.4	50.6	62.5	74.1	85.7	67.2	73.4	85.7	92.9
Under \$2.40 -----	57.3	71.4	80.8	89.6	54.1	66.0	77.1	87.1	70.5	76.2	86.6	93.8
Under \$2.50 -----	59.4	73.6	82.0	90.4	56.3	67.4	78.2	88.1	72.3	79.0	88.0	94.3
Under \$2.60 -----	63.4	77.3	84.3	92.9	60.3	70.8	80.6	91.2	76.1	83.0	90.2	95.9
Under \$2.70 -----	65.5	78.9	85.5	93.8	62.4	72.8	82.1	92.3	78.2	84.3	90.7	96.3
Under \$2.80 -----	68.0	81.5	87.2	95.0	64.8	76.1	84.2	93.9	81.1	86.2	91.8	96.8
Under \$2.90 -----	70.4	83.4	88.6	95.4	67.3	78.2	86.1	94.4	83.1	87.9	92.5	97.0
Under \$3.00 -----	72.1	85.1	89.5	96.0	69.1	80.2	87.1	95.3	84.4	89.3	93.3	97.2
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) -----	539.0	182.6	159.8	419.7	434.2	85.4	97.4	262.8	104.8	97.2	62.3	156.9
Average hourly earnings ---	\$2.58	\$2.13	\$1.90	\$1.63	\$2.69	\$2.33	\$2.04	\$1.75	\$2.13	\$1.97	\$1.70	\$1.45

Automotive dealers and gasoline service stations

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 -----	.1	-	-	-	.2	.4	*	.7
Under \$0. 75 -----	.3	-	-	-	.9	3.6	1.9	5.0
Under \$1. 00 -----	.4	.2	-	1.7	4.5	10.1	7.1	19.1
Under \$1. 05 -----	1.3	.7	.5	5.9	8.0	15.2	17.3	33.1
Under \$1. 10 -----	1.5	.7	.6	5.9	9.0	15.7	18.7	36.0
Under \$1. 15 -----	1.7	1.0	1.2	7.1	10.9	18.1	23.2	40.6
Under \$1. 20 -----	2.0	1.2	1.2	7.8	12.1	20.2	24.9	43.7
Under \$1. 25 -----	2.4	1.4	1.2	8.5	13.4	21.7	27.8	45.5
Under \$1. 30 -----	8.1	4.4	12.3	25.6	21.2	30.0	41.3	59.6
Under \$1. 35 -----	9.5	6.7	14.2	28.3	23.8	32.8	43.5	53.0
Under \$1. 40 -----	11.5	8.5	17.8	32.6	28.2	35.6	47.1	67.8
Under \$1. 45 -----	12.7	13.3	20.7	35.7	31.3	38.8	48.8	72.3
Under \$1. 50 -----	14.2	13.4	21.6	37.3	33.6	41.1	49.2	73.1
Under \$1. 55 -----	18.1	22.1	34.4	50.0	36.9	45.3	55.0	78.1
Under \$1. 60 -----	19.0	25.1	35.4	52.2	39.0	47.3	57.1	79.7
Under \$1. 65 -----	22.3	30.9	38.7	55.4	41.8	50.3	60.6	81.6
Under \$1. 70 -----	23.7	32.6	40.9	57.6	43.5	51.6	62.9	83.5
Under \$1. 75 -----	26.0	37.5	43.9	59.2	46.1	55.2	65.4	84.8
Under \$1. 80 -----	29.8	41.7	46.1	66.2	48.5	58.6	67.7	87.1
Under \$1. 85 -----	31.1	45.0	48.7	67.6	50.6	62.4	69.8	87.7
Under \$1. 90 -----	34.0	47.7	51.5	70.5	52.5	64.6	72.8	88.8
Under \$1. 95 -----	35.4	51.6	53.3	72.1	54.0	66.4	74.6	89.5
Under \$2. 00 -----	36.5	53.4	54.3	74.0	55.4	66.8	76.0	90.0
Under \$2. 10 -----	42.9	62.3	64.5	80.5	59.0	71.5	79.5	91.8
Under \$2. 20 -----	46.8	66.1	69.1	83.5	62.1	76.0	81.5	93.3
Under \$2. 30 -----	52.4	70.0	75.2	87.2	65.2	79.3	84.7	94.7
Under \$2. 40 -----	55.5	73.0	80.2	88.5	67.6	80.6	86.2	95.3
Under \$2. 50 -----	58.0	76.0	81.3	89.0	69.2	82.3	87.0	95.7
Under \$2. 60 -----	63.9	80.0	85.9	91.8	72.6	85.7	89.4	97.0
Under \$2. 70 -----	66.8	82.0	87.6	93.0	74.3	87.2	90.4	97.6
Under \$2. 80 -----	70.0	84.7	91.4	94.0	76.1	88.3	92.0	98.3
Under \$2. 90 -----	72.8	86.2	91.7	94.9	77.8	89.3	92.5	98.4
Under \$3. 00 -----	74.7	87.6	93.1	95.6	79.3	90.3	93.8	98.5
Total -----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) -----	118.9	35.5	30.4	91.8	164.7	56.8	43.7	124.3
Average hourly earnings -----	\$2.64	\$2.18	\$2.01	\$1.80	\$2.24	\$1.82	\$1.66	\$1.32

Automotive dealers and gasoline service stations

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	.1	—	—	—	.2	.2	—	.1
Under \$0.75	.3	.6	.3	.3	.5	.3	—	.2
Under \$1.00	.7	1.9	2.3	3.3	.7	.6	—	2.0
Under \$1.05	1.7	5.0	3.7	12.0	1.1	1.8	1.1	3.3
Under \$1.10	2.1	5.4	4.0	12.2	1.2	1.8	1.2	4.0
Under \$1.15	2.9	6.6	5.3	13.7	1.5	2.1	1.6	5.7
Under \$1.20	3.6	7.5	6.8	16.0	1.8	2.7	1.8	6.3
Under \$1.25	4.4	7.9	7.2	16.7	2.0	3.1	2.1	7.0
Under \$1.30	9.7	16.5	23.5	33.9	4.5	10.6	6.9	19.8
Under \$1.35	11.6	18.1	26.2	35.8	5.6	11.8	7.2	22.4
Under \$1.40	14.2	20.5	30.1	39.4	7.8	13.6	13.0	26.8
Under \$1.45	16.5	21.5	33.3	42.1	10.1	16.4	16.9	28.6
Under \$1.50	18.2	23.1	35.7	44.3	11.5	18.5	20.3	30.8
Under \$1.55	23.2	27.3	46.6	55.0	14.7	25.4	29.2	49.6
Under \$1.60	25.3	29.9	49.8	57.1	16.8	27.1	30.5	50.6
Under \$1.65	27.6	31.5	52.1	59.4	18.6	29.1	31.2	54.5
Under \$1.70	29.5	33.6	54.0	61.3	20.1	32.5	35.6	57.3
Under \$1.75	31.5	35.0	56.1	63.1	21.9	35.6	36.8	58.8
Under \$1.80	34.9	37.5	62.8	68.1	24.1	38.4	40.3	66.7
Under \$1.85	36.8	42.7	65.8	68.8	25.5	40.1	41.4	69.7
Under \$1.90	38.8	46.6	68.5	70.1	28.5	42.5	44.1	71.5
Under \$1.95	40.0	49.1	70.5	72.0	29.3	43.9	44.9	73.1
Under \$2.00	41.1	50.1	72.4	73.6	30.9	45.1	46.2	73.6
Under \$2.10	46.0	56.8	79.4	81.2	34.6	49.4	52.8	80.7
Under \$2.20	48.9	60.8	81.9	83.5	37.7	50.9	58.1	82.1
Under \$2.30	52.7	65.6	83.9	85.9	40.6	54.7	65.7	84.2
Under \$2.40	55.8	71.3	84.9	87.9	46.1	57.1	67.9	85.3
Under \$2.50	57.8	73.0	86.2	89.1	48.7	60.0	69.7	86.4
Under \$2.60	61.5	76.6	87.5	91.5	52.0	64.1	71.3	90.4
Under \$2.70	63.3	78.3	88.2	92.6	54.3	65.3	72.8	90.9
Under \$2.80	66.3	80.7	89.3	94.1	56.3	70.2	73.6	92.6
Under \$2.90	68.8	82.3	91.7	94.4	59.1	73.9	75.8	93.2
Under \$3.00	70.8	84.4	92.3	94.8	60.8	76.2	76.3	94.4
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)	139.5	49.7	52.1	106.9	115.8	40.6	33.4	96.8
Average hourly earnings	\$2.66	\$2.22	\$1.83	\$1.74	\$2.94	\$2.47	\$2.28	\$1.83

Automotive dealers and gasoline service stations

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	.3	.2	.1	*	*	.1	.7	.5
Under \$0.75 -----	.6	.9	2.0	.4	.2	.9	1.2	2.3	3.7
Under \$1.00 -----	1.9	4.2	9.3	1.0	2.3	4.8	4.2	8.1	16.1
Under \$1.05 -----	3.7	8.2	18.9	1.8	4.9	12.8	8.3	15.0	28.3
Under \$1.10 -----	4.1	8.8	20.1	2.1	5.1	13.6	8.8	16.3	30.1
Under \$1.15 -----	5.1	10.4	23.1	2.8	6.6	16.2	10.8	18.2	33.6
Under \$1.20 -----	5.8	11.8	25.1	3.1	7.7	17.5	12.2	20.3	36.6
Under \$1.25 -----	6.6	13.2	26.0	3.6	9.1	18.2	13.6	21.7	37.9
Under \$1.30 -----	12.7	27.1	42.4	8.6	23.2	33.6	22.5	35.1	55.9
Under \$1.35 -----	14.4	30.6	44.7	10.2	26.5	35.8	24.6	38.9	58.3
Under \$1.40 -----	17.2	35.0	49.3	12.7	30.4	40.6	27.8	44.4	62.7
Under \$1.45 -----	19.6	37.9	52.7	15.1	33.0	43.4	30.2	47.9	66.7
Under \$1.50 -----	21.3	40.0	54.3	16.8	35.3	45.4	32.0	49.8	68.0
Under \$1.55 -----	26.3	50.3	65.2	21.7	46.8	58.2	37.4	57.3	75.8
Under \$1.60 -----	28.4	52.3	66.5	23.5	48.8	59.5	40.1	59.4	77.2
Under \$1.65 -----	31.0	56.0	68.6	26.1	52.8	61.7	42.7	62.3	79.1
Under \$1.70 -----	33.0	58.4	70.3	28.0	55.6	63.6	44.9	64.1	80.6
Under \$1.75 -----	35.5	60.3	71.6	30.3	57.1	64.9	47.8	66.7	82.0
Under \$1.80 -----	38.6	65.1	77.0	33.3	62.4	71.2	51.1	70.4	85.8
Under \$1.85 -----	40.8	66.4	78.4	35.3	63.3	72.9	54.2	72.8	86.8
Under \$1.90 -----	43.5	68.3	79.9	37.9	64.8	74.6	56.9	75.4	87.8
Under \$1.95 -----	45.1	70.0	80.9	39.5	66.8	75.8	58.6	76.6	88.7
Under \$2.00 -----	46.5	71.4	81.7	40.8	68.3	76.7	59.9	77.7	89.3
Under \$2.10 -----	51.8	77.6	86.3	46.2	74.7	82.4	65.3	83.6	92.3
Under \$2.20 -----	55.4	80.4	87.6	49.8	78.2	83.9	68.8	84.7	93.1
Under \$2.30 -----	58.5	83.1	89.4	54.0	81.4	86.2	72.6	86.4	94.3
Under \$2.40 -----	62.7	84.8	90.6	57.4	83.2	87.7	75.3	88.1	95.0
Under \$2.50 -----	64.8	85.7	91.5	59.4	84.2	88.8	77.5	88.6	95.6
Under \$2.60 -----	68.6	87.9	94.1	63.3	86.1	92.4	81.1	91.7	96.6
Under \$2.70 -----	70.5	89.1	94.7	65.5	87.3	93.3	82.5	92.9	96.9
Under \$2.80 -----	73.0	90.2	95.8	68.1	88.7	94.6	84.8	93.1	97.6
Under \$2.90 -----	75.2	91.2	96.1	70.5	90.1	95.1	86.5	93.5	97.7
Under \$3.00 -----	76.9	91.7	96.7	72.3	90.7	95.9	87.9	93.6	97.8
Total -----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) ----	800.4	197.5	303.2	564.1	132.5	183.4	236.4	65.0	119.8
Average hourly earnings -----	\$2.42	\$1.79	\$1.56	\$2.61	\$1.87	\$1.69	\$2.00	\$1.66	\$1.38

Automotive dealers and gasoline service stations

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	.1	-	-	.2	.8	.7	.1	-	-	.2	.2	-
Under \$0.75	.2	-	-	1.3	3.3	6.0	.4	.1	.3	.4	.2	.1
Under \$1.00	.3	.4	2.3	4.4	12.7	23.7	1.4	3.0	2.6	.7	.2	2.6
Under \$1.05	1.0	2.1	8.0	8.5	21.1	40.6	2.7	7.6	12.5	1.1	1.1	5.3
Under \$1.10	1.1	2.1	8.0	9.3	23.2	43.8	3.1	7.7	12.8	1.1	1.1	5.7
Under \$1.15	1.2	3.2	9.6	11.6	27.2	48.6	3.8	9.0	15.1	1.5	1.1	8.0
Under \$1.20	1.5	3.9	10.1	13.0	29.6	51.9	4.4	11.3	17.7	1.8	1.1	8.9
Under \$1.25	1.8	5.8	10.1	14.5	32.5	53.4	4.9	12.2	18.5	2.1	1.1	9.9
Under \$1.30	6.3	18.2	32.7	22.9	52.4	64.4	12.0	25.9	39.2	5.5	10.3	23.8
Under \$1.35	7.8	22.1	34.9	25.3	56.8	67.4	13.9	27.7	41.4	6.4	14.3	25.3
Under \$1.40	9.6	26.9	39.6	29.1	62.1	72.1	16.3	32.1	45.5	8.9	17.6	30.4
Under \$1.45	11.7	30.8	42.0	32.0	65.4	76.8	18.4	34.7	48.4	11.3	19.6	33.0
Under \$1.50	12.9	32.4	44.3	33.9	66.8	77.8	20.1	37.0	50.8	13.3	22.6	34.5
Under \$1.55	15.0	45.0	55.7	38.0	74.4	80.9	25.6	46.1	62.7	18.1	34.7	54.2
Under \$1.60	20.4	48.3	56.7	43.2	75.7	82.3	28.0	48.8	64.6	20.1	35.6	55.3
Under \$1.65	24.1	53.7	58.4	43.4	77.9	83.9	30.1	51.6	66.8	21.7	40.2	57.9
Under \$1.70	25.8	56.6	59.9	45.1	79.9	85.5	32.0	53.6	68.6	24.2	43.4	60.0
Under \$1.75	28.7	59.3	60.8	48.0	81.2	86.7	33.9	55.9	70.0	26.3	44.4	62.0
Under \$1.80	32.0	63.7	69.8	50.7	83.6	88.9	37.6	61.7	74.7	28.9	50.9	69.1
Under \$1.85	34.0	65.4	70.7	53.2	85.3	89.3	40.7	62.1	75.9	30.2	52.7	72.6
Under \$1.90	37.0	67.5	73.9	55.5	86.2	90.5	43.3	64.3	76.4	33.1	55.2	74.0
Under \$1.95	39.1	69.6	74.8	57.1	87.5	91.0	45.0	66.1	78.1	34.1	56.8	75.1
Under \$2.00	40.4	71.4	76.6	58.3	88.0	91.5	46.4	68.5	78.8	35.7	57.5	75.5
Under \$2.10	47.6	78.8	82.5	62.4	90.2	93.1	52.2	76.8	85.0	40.2	64.5	81.6
Under \$2.20	52.0	83.8	83.9	65.9	92.3	94.0	55.4	79.7	86.5	43.6	65.6	83.2
Under \$2.30	57.7	87.5	87.0	69.2	94.4	95.0	59.3	82.0	88.8	47.7	68.6	84.6
Under \$2.40	61.1	88.6	88.6	71.4	95.0	95.6	62.8	84.3	90.2	51.7	71.5	85.9
Under \$2.50	63.6	89.1	89.3	73.0	95.1	96.1	64.7	85.6	91.0	54.1	72.8	87.7
Under \$2.60	69.1	91.5	92.5	76.4	97.0	97.1	68.0	87.9	93.2	57.4	75.4	92.1
Under \$2.70	71.7	92.9	93.4	78.1	97.8	97.5	69.7	88.9	94.1	59.3	77.0	92.5
Under \$2.80	75.1	93.9	94.4	79.8	98.2	98.3	72.4	90.3	95.4	62.0	78.3	94.1
Under \$2.90	77.4	94.9	95.0	81.2	98.4	98.3	74.6	92.2	95.7	65.1	79.3	94.4
Under \$3.00	79.1	96.0	95.4	82.7	98.4	98.5	76.5	92.3	96.2	66.8	80.1	95.9
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)	173.3	43.4	59.9	242.7	50.1	96.7	216.1	55.6	76.4	169.2	48.3	70.1
Average hourly earnings	\$2.50	\$1.83	\$1.77	\$2.12	\$1.40	\$1.27	\$2.46	\$1.87	\$1.66	\$2.78	\$2.14	\$1.77

Automotive dealers and gasoline service stations

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 -----	70.0	5.4	20.3	7.3	14.8	3.8	15.9	4.6	19.0	6.6
15 and under 35 -----	185.4	14.3	45.4	16.4	33.6	8.6	56.0	16.1	50.4	17.6
35 and under 40 -----	55.7	4.3	16.2	5.9	12.7	3.3	14.1	4.1	12.7	4.4
40 -----	232.8	17.9	54.9	19.8	52.7	13.5	53.4	15.3	71.8	25.0
Over 40 and under 44 -----	47.3	3.6	13.7	5.0	12.4	3.2	10.5	3.0	10.7	3.7
44 -----	149.4	11.5	25.4	9.5	48.0	12.3	45.0	12.9	30.0	10.5
Over 44 and under 48 -----	114.0	8.8	23.6	8.5	42.1	10.8	28.9	8.3	19.4	6.8
48 and over -----	446.4	34.3	76.1	27.5	173.2	44.5	124.4	35.7	72.7	25.4
Total -----	1301.1	100.0	276.7	100.0	389.6	100.0	349.2	100.0	286.6	100.0
Average weekly hours -----		41.6		39.2		44.9		41.7		39.3

Automotive dealers and gasoline service stations

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	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 15 -----	5.6	5.0	7.1	8.3	3.5	4.2	4.8	4.2	6.8	5.9
15 and under 35 -----	15.2	12.3	15.9	18.4	9.7	7.3	16.9	14.7	18.0	15.7
35 and under 40 -----	4.5	3.9	6.4	3.7	3.3	3.2	4.3	3.7	3.9	6.6
40 -----	20.1	13.2	21.5	13.7	14.6	12.3	18.7	9.9	25.4	23.7
Over 40 and under 44 -----	4.2	2.6	5.2	3.9	4.3	1.8	3.2	2.7	3.8	3.3
44 -----	11.4	11.7	8.1	14.9	12.6	12.0	15.1	9.4	9.9	12.7
Over 44 and under 48 -----	9.0	8.4	8.2	9.9	13.1	8.0	7.7	9.2	7.0	5.8
48 and over -----	30.1	43.1	27.6	27.2	38.9	51.4	29.3	46.2	25.1	26.4
Total -----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) -----	879.9	421.2	218.0	58.7	215.3	174.3	215.9	132.3	230.7	55.9
Average weekly hours -----	40.9	43.2	39.3	39.0	44.3	45.7	40.7	43.3	39.2	39.5

Automotive dealers and gasoline service stations

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 -----	5.3	6.5	7.6	5.0	3.5	6.3	4.3	7.2	6.6	7.3
15 and under 35 -----	14.0	17.1	16.0	20.9	8.3	12.0	15.6	20.3	17.6	17.1
35 and under 40 -----	3.5	11.8	4.0	25.5	2.7	7.9	3.4	9.8	4.2	7.3
40 -----	16.2	34.6	19.5	33.9	11.3	33.9	14.0	27.7	23.1	46.7
Over 40 and under 44 -----	3.4	6.4	5.2	2.3	2.6	8.3	2.4	9.3	3.7	3.4
44 -----	11.6	10.5	9.9	5.9	12.3	12.5	12.9	13.2	10.7	8.1
Over 44 and under 48 -----	5.2	4.8	9.1	2.0	11.2	7.2	8.8	4.1	6.9	4.8
48 and over -----	37.0	8.2	29.7	4.4	48.1	11.9	38.6	8.5	27.1	5.2
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) -----	1181.4	119.7	252.7	24.9	350.8	38.8	314.6	33.6	263.3	23.3
Average weekly hours -----	42.1	36.6	39.7	34.8	45.6	38.2	42.3	36.0	39.5	36.5

Automotive dealers and gasoline service stations

Table 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

Weekly hours of work	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 15 -----	3.1	4.3	6.8	8.3	3.0	6.2	7.5	9.0	3.4	2.6	5.7	7.2
15 and under 35 -----	7.2	8.7	17.4	24.5	7.2	11.6	19.8	27.9	7.5	6.2	13.8	18.6
35 and under 40 -----	4.7	3.7	4.2	4.1	5.0	3.8	5.2	3.5	3.3	3.6	2.6	5.0
40 -----	22.0	18.0	13.4	14.4	24.2	23.9	14.9	14.0	12.5	12.8	11.0	14.9
Over 40 and under 44 -----	5.5	2.9	2.3	2.7	6.1	3.7	2.2	1.8	3.1	2.3	2.5	2.4
44 -----	18.0	11.9	8.2	4.2	18.3	6.6	6.4	3.4	16.6	16.6	10.9	5.7
Over 44 and under 48 -----	11.8	10.0	8.8	4.3	11.9	11.7	7.9	3.9	11.6	9.0	10.4	5.0
48 and over -----	27.8	46.5	38.9	38.2	24.3	33.2	36.1	36.4	42.1	47.0	43.2	41.3
Total -----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) -----	539.0	182.6	159.3	419.7	434.2	85.4	97.4	262.8	104.8	97.2	62.3	156.9
Average weekly hours -----	42.7	43.4	41.0	39.6	42.4	41.3	39.8	38.6	44.1	45.3	42.8	41.4

	Northeast				South			
Under 15 -----	3.1	6.1	10.0	12.4	2.8	2.1	5.0	5.5
15 and under 35 -----	8.5	12.2	17.6	27.9	5.6	3.9	9.4	14.5
35 and under 40 -----	7.3	6.6	7.4	3.2	3.1	4.2	2.5	3.3
40 -----	25.4	15.0	17.2	15.4	13.3	13.0	10.0	15.3
Over 40 and under 44 -----	8.7	2.8	2.6	1.8	4.4	2.0	2.9	2.2
44 -----	12.6	11.1	8.2	5.4	18.7	12.7	10.8	4.3
Over 44 and under 48 -----	10.6	13.1	5.8	5.0	15.1	8.1	16.3	4.5
48 and over -----	23.9	33.1	31.1	28.9	37.0	54.0	43.0	50.5
Total -----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) -----	118.9	35.5	30.4	91.8	164.7	56.8	43.7	124.3
Average weekly hours -----	41.8	40.8	37.9	35.8	44.4	46.4	44.4	45.0

	North Central				West			
Under 15 -----	3.3	3.2	4.9	6.7	3.1	7.2	9.0	9.8
15 and under 35 -----	8.2	10.0	23.3	25.7	7.1	10.8	18.6	32.6
35 and under 40 -----	4.4	1.8	4.6	4.5	4.6	2.8	2.9	5.5
40 -----	17.5	17.3	11.9	13.3	36.0	28.5	16.7	13.4
Over 40 and under 44 -----	5.6	1.6	1.3	2.0	4.5	6.0	3.0	2.2
44 -----	22.2	12.2	7.6	3.7	17.3	11.2	5.5	3.7
Over 44 and under 48 -----	10.0	13.9	4.7	5.2	10.6	5.1	8.3	2.4
48 and over -----	25.4	40.1	41.8	39.0	16.8	28.6	36.1	30.6
Total -----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) -----	139.5	49.7	52.1	106.9	115.8	40.6	33.4	96.8
Average weekly hours -----	42.9	44.2	40.7	39.5	41.1	40.6	39.7	36.5

Automotive dealers and gasoline service stations

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 -----	3.5	7.5	9.0	3.8	7.3	10.0	2.8	8.0	7.6	4.2	8.3	15.7
15 and under 35 -----	8.5	20.5	25.3	8.9	25.2	27.4	7.6	10.9	22.2	9.9	27.7	27.1
35 and under 40 -----	4.4	3.9	4.1	4.9	4.0	3.5	3.3	3.7	5.0	7.5	4.2	2.2
40 -----	20.0	16.2	13.5	23.3	15.2	13.8	12.0	18.2	12.9	22.4	15.5	15.5
Over 40 and under 44 -----	4.6	2.4	1.9	5.3	1.9	2.1	2.8	3.4	1.5	6.9	1.2	2.1
44 -----	16.1	5.6	3.1	15.9	4.1	2.6	16.4	8.7	4.0	11.8	6.9	4.8
Over 44 and under 48 -----	11.4	4.2	4.7	11.6	3.7	4.7	11.1	5.1	4.7	10.8	4.1	5.2
48 and over -----	31.5	39.7	38.3	26.2	38.6	35.9	44.0	41.9	41.9	26.4	32.1	27.4
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) -----	800.4	197.5	303.2	564.1	132.5	183.4	236.4	65.0	119.8	173.3	43.4	59.9
Average weekly hours -----	42.7	40.7	39.2	41.9	39.9	38.2	44.7	42.4	40.6	41.3	37.5	34.6
				South			North Central			West		
Under 15 -----				2.7	5.5	5.7	2.7	7.1	7.9	4.7	9.4	9.3
15 and under 35 -----				5.1	14.8	14.3	10.5	17.2	30.9	9.4	23.6	32.9
35 and under 40 -----				3.3	2.4	3.6	3.6	5.0	4.6	4.0	3.9	5.8
40 -----				13.3	14.8	13.5	16.8	14.5	11.8	31.3	20.2	13.5
Over 40 and under 44 -----				3.7	2.6	1.6	3.5	3.1	1.5	4.6	2.4	2.5
44 -----				17.4	5.2	3.4	18.7	5.4	1.9	15.2	5.2	2.7
Over 44 and under 48 -----				14.6	3.7	5.1	10.3	5.1	5.0	9.0	3.6	3.5
48 and over -----				39.8	50.9	52.8	33.8	42.5	36.3	21.8	31.6	29.7
Total -----				100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) -----				242.7	50.1	96.7	216.1	55.6	76.4	168.2	48.3	70.1
Average weekly hours -----				44.8	44.6	45.3	43.1	41.5	37.8	40.8	38.7	36.2

Automotive dealers and gasoline service stations

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
United States											
Under 15-----	5.4	5.4	8.5	4.2	12.0	6.3	7.8	4.3	2.7	1.6	2.3
15 and under 35-----	14.3	15.6	24.4	13.4	32.4	21.0	19.0	10.3	8.3	4.6	3.1
35 and under 40-----	4.3	2.7	4.0	4.2	5.7	4.9	4.3	3.1	4.4	3.0	4.9
40 to and including 42-----	19.6	11.1	9.6	7.1	11.8	11.8	14.9	18.1	20.7	30.4	34.7
Over 42 and under 44-----	1.9	1.1	.6	1.0	.9	1.9	1.8	2.0	2.4	2.6	2.6
44 and under 48-----	22.2	10.4	12.0	17.4	9.7	15.1	18.2	22.2	28.1	33.3	33.6
48 and over-----	34.3	54.8	41.6	53.7	28.4	41.0	35.8	42.1	35.8	27.0	21.5
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) ----	1301.1	51.8	79.9	25.7	154.2	102.6	206.0	140.4	204.5	124.9	211.2
Average weekly hours -----	41.6	45.9	40.4	46.4	35.7	40.8	40.4	43.0	43.3	43.5	42.6
Northeast											
Under 15-----	7.3	4.8	12.6	10.2	17.0	9.8	12.6	8.7	2.4	.9	2.1
15 and under 35-----	16.4	30.8	39.4	24.0	44.9	29.5	21.2	9.4	7.8	4.5	4.2
35 and under 40-----	5.9	1.9	6.2	18.5	5.5	4.4	5.7	4.7	7.0	5.3	6.4
40 to and including 42-----	21.4	12.5	11.0	5.2	8.0	12.2	13.8	21.1	21.9	35.0	36.8
Over 42 and under 44-----	3.4	-	.4	4.6	1.0	1.9	2.4	2.8	3.8	5.6	6.2
44 and under 48-----	21.5	31.3	8.9	15.5	6.7	11.8	17.7	20.0	28.4	29.9	29.3
48 and over-----	27.5	18.6	21.9	26.7	18.0	32.3	28.9	36.1	32.5	24.3	21.2
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) ----	276.7	2.1	7.1	2.4	32.3	18.9	49.0	35.0	55.5	33.6	40.6
Average weekly hours -----	39.2	39.5	33.6	36.8	29.6	36.0	37.2	40.4	43.2	43.2	42.2
South											
Under 15-----	3.8	5.2	7.2	3.1	6.9	2.1	3.0	1.8	.5	.9	4.1
15 and under 35-----	8.6	12.9	15.3	5.9	17.0	9.5	7.1	3.8	4.5	1.4	1.6
35 and under 40-----	3.3	2.1	2.8	1.7	3.9	6.4	2.9	2.7	2.7	2.3	4.0
40 to and including 42-----	15.0	9.7	10.5	5.3	16.0	10.6	17.2	17.3	17.3	20.9	20.0
Over 42 and under 44-----	1.7	.9	.6	1.0	1.2	2.7	2.5	1.7	2.4	1.9	1.7
44 and under 48-----	24.8	8.2	13.7	16.7	13.2	23.6	26.0	31.1	38.0	39.4	41.3
48 and over-----	44.5	61.9	50.4	67.3	42.9	47.7	43.9	43.4	37.0	35.2	28.6
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) ----	389.6	40.0	48.9	14.2	52.1	35.9	50.1	33.0	43.6	27.6	44.2
Average weekly hours -----	44.9	47.4	44.0	50.5	42.5	45.3	44.8	45.6	45.1	45.5	43.3

Automotive dealers and gasoline service stations

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
North Central											
Under 15-----	4.6	6.9	12.3	5.4	11.0	5.4	3.8	2.6	2.6	3.1	1.4
15 and under 35-----	16.1	20.1	37.5	25.2	38.6	19.8	17.5	11.5	9.9	5.3	3.6
35 and under 40-----	4.1	5.6	6.7	4.0	5.7	4.1	3.4	3.2	3.6	2.5	4.3
40 to and including 42-----	17.1	18.3	5.9	11.6	9.5	10.4	14.9	15.2	17.1	25.5	28.4
Over 42 and under 44-----	1.2	3.3	.7	.1	.5	2.0	1.1	1.1	1.1	1.1	2.0
44 and under 48-----	22.4	13.4	6.6	18.0	9.2	12.7	17.1	21.2	27.0	35.4	37.6
48 and over-----	35.7	35.7	31.0	35.8	26.0	47.6	43.5	47.3	39.4	20.1	24.2
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)-----	348.2	6.7	18.1	6.9	45.4	25.7	55.2	40.7	58.5	23.1	58.1
Average weekly hours-----	41.7	42.3	34.3	41.7	34.3	42.6	43.1	44.0	43.6	43.1	43.5
West											
Under 15-----	6.6	4.9	2.4	1.3	18.1	11.1	12.1	3.9	5.3	1.5	2.0
15 and under 35-----	17.6	31.2	41.6	12.9	37.3	33.6	30.1	17.9	10.6	6.8	2.9
35 and under 40-----	4.4	3.8	2.3	4.8	5.4	3.9	5.5	1.8	3.9	1.8	5.0
40 to and including 42-----	27.1	13.4	12.0	7.2	12.3	14.9	13.6	19.1	26.9	34.4	47.5
Over 42 and under 44-----	1.6	-	-	.5	.8	.6	1.4	2.8	2.4	1.6	1.6
44 and under 48-----	18.9	17.8	17.5	21.6	7.1	6.8	12.4	16.6	19.7	29.0	27.6
48 and over-----	25.4	28.8	24.3	52.0	15.6	29.7	26.2	40.7	33.7	21.5	14.7
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)-----	286.6	3.0	5.7	2.3	24.4	22.1	51.7	31.7	46.9	31.6	68.3
Average weekly hours-----	39.3	38.0	37.7	45.1	31.5	35.7	36.1	41.6	41.4	42.5	41.7

Automotive dealers and gasoline service stations

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-----	4.0	4.0	4.4	2.5	2.1	2.9	1.8	6.4
\$1.00 and under \$1.15-----	6.1	9.7	10.5	5.7	3.0	2.3	3.5	7.4
\$1.15 and under \$1.25-----	2.0	1.5	1.9	1.9	.5	2.2	1.6	3.1
\$1.25 and under \$1.35-----	11.8	26.4	27.0	15.7	6.9	7.4	5.1	9.8
\$1.35 and under \$1.50-----	7.9	9.2	11.6	9.0	4.2	8.8	5.1	9.4
\$1.50 and under \$1.75-----	15.8	22.9	21.1	18.1	11.6	15.5	12.8	16.5
\$1.75 and under \$2.00-----	10.8	8.5	7.8	7.9	9.9	11.2	10.7	13.2
\$2.00 and under \$2.50-----	15.7	7.9	9.2	16.0	16.8	17.4	19.9	16.4
\$2.50 and under \$3.00-----	9.6	2.9	3.1	6.8	15.4	11.7	14.5	7.6
\$3.00 and over-----	16.2	7.0	3.5	18.4	29.6	20.7	24.9	10.2
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	1301.1	70.0	185.4	55.7	232.8	47.3	263.4	446.4
Average hourly earnings-----	\$2.14	\$1.58	\$1.55	\$2.28	\$2.58	\$2.29	\$2.51	\$1.89
<u>Northeast</u>								
Under \$1.00-----	.8	.5	1.4	.3	.3	.7	1.3	.5
\$1.00 and under \$1.15-----	2.6	4.4	6.2	2.8	1.2	1.3	1.2	2.1
\$1.15 and under \$1.25-----	.9	1.2	1.3	2.8	.2	.8	.5	.8
\$1.25 and under \$1.35-----	11.7	27.0	31.9	11.0	4.3	3.9	3.7	7.6
\$1.35 and under \$1.50-----	6.8	9.1	12.3	5.1	3.9	3.9	3.7	8.0
\$1.50 and under \$1.75-----	17.7	30.5	22.9	17.2	10.6	15.7	15.1	18.6
\$1.75 and under \$2.00-----	12.7	15.1	7.3	10.1	12.8	9.8	12.0	16.6
\$2.00 and under \$2.50-----	20.1	6.6	9.6	23.8	20.7	21.2	27.4	23.7
\$2.50 and under \$3.00-----	12.1	1.5	3.3	11.0	20.0	19.6	16.3	10.7
\$3.00 and over-----	14.7	4.2	3.8	16.0	26.1	23.0	18.7	11.3
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	276.7	20.3	45.4	16.2	54.9	13.7	50.0	76.1
Average hourly earnings-----	\$2.26	\$1.54	\$1.59	\$2.40	\$2.65	\$2.51	\$2.41	\$2.11
<u>South</u>								
Under \$1.00-----	10.3	14.0	15.3	6.7	6.6	6.4	3.2	14.3
\$1.00 and under \$1.15-----	12.5	23.8	22.3	10.8	8.9	6.0	7.1	14.2
\$1.15 and under \$1.25-----	3.6	2.9	2.5	1.9	.8	3.8	2.5	5.5
\$1.25 and under \$1.35-----	13.4	24.4	26.4	16.2	13.9	13.4	6.9	12.9
\$1.35 and under \$1.50-----	9.2	5.1	10.2	18.1	5.4	15.4	8.4	9.9
\$1.50 and under \$1.75-----	12.9	10.2	10.5	11.5	15.1	15.5	13.0	12.7
\$1.75 and under \$2.00-----	8.5	4.0	3.7	6.9	9.8	8.8	10.8	8.3
\$2.00 and under \$2.50-----	11.2	1.5	5.8	9.1	12.6	15.5	17.2	9.3
\$2.50 and under \$3.00-----	7.1	1.6	1.1	4.9	10.4	6.5	11.5	5.6
\$3.00 and over-----	11.4	12.4	2.1	13.8	16.5	8.8	19.4	7.3
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	389.6	14.8	33.6	12.7	52.7	12.4	90.2	173.2
Average hourly earnings-----	\$1.82	\$1.48	\$1.30	\$1.91	\$2.06	\$1.83	\$2.27	\$1.61

Automotive dealers and gasoline service stations

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
North Central								
Under \$1.00-----	1.9	2.9	2.4	2.6	1.8	4.4	.9	1.9
\$1.00 and under \$1.15-----	5.2	14.0	12.1	8.6	1.9	1.7	1.5	4.5
\$1.15 and under \$1.25-----	2.0	2.3	3.1	1.9	.8	3.3	1.7	2.0
\$1.25 and under \$1.35-----	13.0	31.3	31.2	18.4	6.9	8.0	5.3	9.5
\$1.35 and under \$1.50-----	7.4	8.7	9.1	7.4	4.0	10.0	3.8	9.9
\$1.50 and under \$1.75-----	15.8	13.1	17.2	13.1	12.8	18.6	12.0	19.3
\$1.75 and under \$2.00-----	11.7	6.7	7.6	9.3	10.2	11.3	11.0	15.5
\$2.00 and under \$2.50-----	16.8	9.4	10.4	15.0	17.1	14.4	20.5	18.7
\$2.50 and under \$3.00-----	9.5	6.5	3.1	5.0	14.7	8.8	15.4	7.5
\$3.00 and over-----	16.7	5.2	3.7	17.7	29.7	19.6	28.0	11.3
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	348.2	15.9	56.0	14.1	53.4	10.5	73.9	124.4
Average hourly earnings-----	\$2.20	\$1.59	\$1.56	\$2.24	\$2.60	\$2.19	\$2.66	\$1.99
West								
Under \$1.00-----	1.1	.8	1.9	.9	.6	.1	1.1	1.2
\$1.00 and under \$1.15-----	2.0	.7	4.7	1.0	.9	.1	2.0	1.9
\$1.15 and under \$1.25-----	.8	.2	.6	.9	.1	1.0	1.0	1.7
\$1.25 and under \$1.35-----	8.5	23.3	18.1	18.0	3.8	4.4	3.1	5.2
\$1.35 and under \$1.50-----	7.7	12.8	14.7	6.8	3.8	6.2	2.8	9.0
\$1.50 and under \$1.75-----	18.0	32.9	30.9	22.4	9.0	12.2	11.5	18.6
\$1.75 and under \$2.00-----	11.1	6.6	11.3	4.4	7.4	15.6	8.9	17.8
\$2.00 and under \$2.50-----	16.4	13.1	9.8	14.3	16.5	17.6	16.4	21.7
\$2.50 and under \$3.00-----	10.7	2.4	4.1	4.3	16.0	10.2	17.0	9.0
\$3.00 and over-----	23.8	7.3	3.9	27.1	41.9	32.7	36.2	13.8
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	286.6	19.0	50.4	12.7	71.8	10.7	49.4	72.7
Average hourly earnings-----	\$2.45	\$1.68	\$1.67	\$2.54	\$2.90	\$2.64	\$2.83	\$2.15

Automotive dealers and gasoline service stations

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Table 14. Average straight-time hourly and weekly earnings 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 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-----	70.0	\$1.58	\$14.19	20.3	\$1.54	\$13.75	14.8	\$1.48	\$13.24	15.9	\$1.59	\$14.68	19.0	\$1.68	\$14.99
15 and under 35-----	185.4	1.55	37.31	45.4	1.59	37.32	33.6	1.30	31.28	56.0	1.56	36.84	50.4	1.67	41.86
35 and under 40-----	55.7	2.28	83.65	16.2	2.40	88.39	12.7	1.91	70.39	14.1	2.24	81.54	12.7	2.54	93.17
40-----	232.8	2.58	103.38	54.9	2.65	106.20	52.7	2.06	82.56	53.4	2.60	104.20	71.8	2.90	115.90
Over 40 and under 48-----	310.7	2.48	109.87	63.7	2.43	107.73	102.5	2.22	98.55	84.4	2.60	115.66	60.0	2.80	123.33
48 and over-----	446.4	1.89	101.02	76.1	2.11	110.79	173.2	1.61	87.65	124.4	1.99	106.32	72.7	2.15	113.60
Total-----	1301.1	2.14	89.06	276.7	2.26	88.67	389.6	1.82	81.57	348.2	2.20	91.89	286.6	2.45	96.17

Motor vehicle dealers (new and used cars)

Table 15. 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-----	\$3.04	\$2.02	\$2.27	\$1.69	\$2.68	\$2.01	\$2.07	\$1.66	\$2.29	\$1.80	\$1.80	\$1.63	\$2.72	\$1.94	\$1.84	\$1.58
Northeast-----	2.96	2.15	2.37	1.76	2.47	1.88	2.32	1.91	2.18	2.02	2.05	2.17	2.44	2.06	1.86	1.69
South-----	2.67	1.75	2.04	1.61	2.24	1.99	1.84	1.61	2.27	1.71	1.63	1.59	2.25	2.27	1.63	1.74
North Central-----	3.20	2.01	2.32	1.66	2.99	2.11	1.93	1.62	2.39	1.78	1.73	1.51	3.26	1.81	2.01	1.37
West-----	3.45	2.21	2.88	1.95	2.95	2.20	2.76	1.70	2.38	1.75	2.70	1.21	2.84	(¹)	2.24	1.75

¹ Insufficient data to warrant presentation.

Motor vehicle dealers (new and used cars)

Table 16. 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	1.4	.2	.1	.1	.8	.4	.1	.1	.4	.3
Under \$0.75	4.1	.7	.3	.3	2.2	1.2	.7	.4	.8	.7
Under \$1.00	13.4	2.2	.5	.4	9.2	4.7	2.6	1.5	1.2	1.1
Under \$1.05	26.4	4.3	1.7	1.3	16.9	9.7	6.0	3.5	1.3	1.7
Under \$1.10	26.1	4.4	1.8	1.4	18.6	9.6	5.7	3.9	2.0	1.9
Under \$1.15	36.8	6.0	2.3	1.8	24.0	12.4	8.0	4.6	2.5	2.2
Under \$1.20	41.8	6.9	2.8	2.1	26.8	13.3	9.3	5.3	2.9	2.6
Under \$1.25	47.1	7.7	3.2	2.5	30.0	15.5	10.5	6.0	3.4	3.1
Under \$1.30	73.7	12.1	7.5	5.9	40.5	20.9	19.5	11.2	6.1	5.5
Under \$1.35	82.3	13.5	8.3	6.7	45.2	23.3	21.4	12.3	6.9	6.3
Under \$1.40	93.9	15.4	10.4	8.0	50.9	26.3	24.7	14.2	8.0	7.2
Under \$1.45	105.5	17.3	11.9	9.1	56.5	29.2	27.3	15.7	9.7	8.7
Under \$1.50	113.2	18.6	13.2	10.1	60.2	31.0	29.2	16.8	10.6	9.6
Under \$1.55	135.2	22.2	18.6	14.3	66.9	34.5	36.3	20.8	13.3	12.0
Under \$1.60	146.3	24.0	19.9	15.3	71.3	36.8	40.2	21.1	14.8	13.3
Under \$1.65	159.9	26.2	24.0	18.4	76.6	39.5	43.3	24.8	15.9	14.4
Under \$1.70	169.5	27.8	26.0	19.9	77.9	41.2	46.4	26.6	17.3	15.6
Under \$1.75	183.5	30.1	29.1	22.3	86.0	44.4	49.6	28.4	18.9	17.0
Under \$1.80	201.5	33.1	33.6	25.7	90.5	46.7	56.1	32.2	21.4	19.3
Under \$1.85	214.3	35.2	35.6	27.3	95.6	49.3	59.8	34.3	23.4	21.1
Under \$1.90	227.9	37.4	39.2	30.1	99.3	51.2	64.4	37.0	24.9	22.5
Under \$1.95	237.0	38.9	41.2	31.6	102.3	52.8	67.6	38.9	25.9	23.4
Under \$2.00	244.8	40.2	42.5	32.6	104.6	54.0	70.0	40.2	27.7	25.0
Under \$2.10	276.5	45.4	51.9	39.8	113.5	58.5	79.2	45.4	32.4	29.2
Under \$2.20	296.9	48.7	57.3	43.9	119.7	61.8	85.1	48.8	34.9	31.4
Under \$2.30	323.1	53.0	65.0	49.8	126.5	65.3	92.5	53.1	39.1	35.3
Under \$2.40	341.2	56.0	69.5	53.3	131.0	67.6	98.3	56.4	42.3	38.2
Under \$2.50	356.3	58.5	73.6	56.4	135.1	69.7	102.1	58.6	45.5	41.1
Under \$2.60	383.0	62.9	82.0	62.9	142.4	73.5	108.6	62.3	49.9	45.0
Under \$2.70	395.7	64.9	85.8	65.8	146.0	75.3	111.6	64.0	52.3	47.2
Under \$2.80	413.1	67.8	90.4	69.3	149.4	77.1	117.5	67.4	55.8	50.3
Under \$2.90	427.2	70.1	93.8	71.9	152.3	78.6	121.8	69.9	59.4	53.5
Under \$3.00	439.1	72.1	96.4	73.9	155.5	80.2	125.2	71.8	62.1	56.0
Total	609.4	100.0	130.4	100.0	193.8	100.0	174.3	100.0	110.9	100.0
Average hourly earnings	\$2.57		\$2.67		\$2.21		\$2.60		\$3.09	

Motor vehicle dealers (new and used cars)

Table 17. 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	
	Metro- politan areas	Nonmetro- politan areas	Metro- politan areas	Nonmetro- politan areas	Metro- politan areas	Nonmetro- politan areas	Metro- politan areas	Nonmetro- politan areas	Metro- politan areas	Nonmetro- politan areas
Under \$0.50	.1	.4	.1		.1	.7	.1	-	.2	
Under \$0.75	.5	.9	.2		.7	1.8	.5	.3	.7	
Under \$1.00	1.2	4.1	.4		2.6	7.4	.8	2.5	1.1	
Under \$1.05	2.3	8.2	1.1		4.8	13.4	1.7	6.2	1.5	
Under \$1.10	2.6	8.9	1.2		5.6	14.5	1.9	7.0	1.6	
Under \$1.15	3.4	11.1	1.5		7.6	18.3	2.2	8.3	2.0	
Under \$1.20	3.9	12.5	1.9		8.5	20.3	2.4	9.8	2.4	
Under \$1.25	4.5	13.9	2.3		9.9	22.2	2.6	11.3	2.7	
Under \$1.30	7.8	20.2	5.2		15.1	28.1	6.1	19.0	4.2	
Under \$1.35	8.9	22.4	5.6		17.3	30.7	6.7	20.8	4.9	
Under \$1.40	10.3	25.2	6.6		20.0	33.9	7.8	23.9	5.7	
Under \$1.45	11.7	28.0	7.5		22.7	37.1	8.7	26.4	6.9	
Under \$1.50	12.8	29.7	8.5		24.4	39.2	9.4	28.1	7.6	
Under \$1.55	16.0	34.0	12.5		27.6	43.0	12.7	33.3	9.8	
Under \$1.60	17.5	36.6	13.0		29.4	45.5	14.2	36.8	11.2	
Under \$1.65	19.5	39.2	16.5		32.0	48.8	15.6	39.1	12.1	
Under \$1.70	20.8	41.3	17.8		33.4	50.8	17.0	41.4	13.2	
Under \$1.75	22.8	44.2	20.2		35.9	54.7	18.5	43.8	14.7	
Under \$1.80	25.6	47.5	23.8		37.8	57.5	21.8	48.2	16.8	
Under \$1.85	27.1	50.6	25.0		39.6	61.2	23.5	50.9	18.3	
Under \$1.90	29.2	53.2	27.9		41.4	63.3	25.5	54.6	19.7	
Under \$1.95	30.5	55.1	29.3		42.9	65.0	26.9	57.0	20.5	
Under \$2.00	31.7	56.3	30.4		44.4	65.7	27.9	59.0	22.1	
Under \$2.10	34.7	62.3	37.2		48.6	70.7	32.7	65.0	25.6	
Under \$2.20	40.0	65.4	41.4		52.0	73.8	35.8	68.8	28.3	
Under \$2.30	44.5	69.4	47.4		55.2	77.7	40.4	72.6	32.2	
Under \$2.40	47.5	72.2	50.3		57.8	79.7	43.6	76.1	35.1	
Under \$2.50	49.9	74.9	53.5		59.9	81.8	46.0	77.9	37.5	
Under \$2.60	54.1	79.7	59.8		63.0	86.4	49.7	81.7	40.9	
Under \$2.70	56.4	81.2	62.7		65.0	88.0	51.8	82.8	43.4	
Under \$2.80	59.5	83.7	66.1		67.0	89.4	55.7	85.4	46.1	
Under \$2.90	62.1	85.5	68.9		69.0	90.3	58.4	87.5	49.2	
Under \$3.00	64.3	87.0	71.1		71.3	91.2	60.6	89.1	51.2	
Total	100.0	100.0	100.0		100.0	100.0	100.0	100.0	100.0	
Number of employees (in thousands)	400.5	208.9	105.3		106.8	87.0	105.6	68.7	82.9	
Average hourly earnings	\$2.86	\$2.05	\$2.77		\$2.52	\$1.84	\$3.01	\$2.02	\$3.24	

Insufficient data to warrant presentation.

Insufficient data to warrant presentation.

Motor vehicle dealers (new and used cars)

Table 18. 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 -----	.3	-	.1	-	.4	-	.1	-	.4	-
Under \$0.75 -----	.7	.1	.3	-	1.3	.1	.5	.1	.8	-
Under \$1.00 -----	2.3	1.2	.4	-	5.0	2.0	1.4	2.0	1.2	.1
Under \$1.05 -----	4.4	3.4	1.4	.5	8.9	6.6	3.4	3.8	1.8	1.1
Under \$1.10 -----	4.9	4.0	1.4	1.2	9.8	8.0	3.8	4.1	1.9	1.2
Under \$1.15 -----	6.0	6.1	1.9	1.4	12.3	13.0	4.6	4.5	2.1	3.2
Under \$1.20 -----	6.8	7.1	2.2	1.4	13.6	15.3	5.3	5.6	2.5	3.6
Under \$1.25 -----	7.6	8.6	2.6	1.8	15.3	16.9	5.8	7.9	2.8	5.0
Under \$1.30 -----	11.8	14.6	5.8	5.6	20.6	23.8	10.6	15.7	5.1	8.5
Under \$1.35 -----	13.1	16.7	6.6	7.3	22.8	27.4	11.5	18.3	5.9	8.9
Under \$1.40 -----	14.9	19.2	8.0	8.0	25.6	31.8	13.2	21.6	6.9	9.5
Under \$1.45 -----	16.8	21.7	9.0	10.4	28.5	35.3	14.7	23.9	8.5	10.8
Under \$1.50 -----	18.0	23.3	10.0	10.5	30.3	37.3	15.6	26.1	9.1	13.2
Under \$1.55 -----	21.2	29.9	13.8	17.9	33.6	43.0	19.3	33.5	11.1	18.8
Under \$1.60 -----	22.8	33.4	14.7	19.2	35.6	47.8	21.4	36.8	12.1	23.1
Under \$1.65 -----	24.9	36.9	17.8	23.3	38.1	51.8	22.9	40.4	13.0	25.2
Under \$1.70 -----	26.4	38.8	19.3	24.0	39.8	54.2	24.6	43.1	14.1	26.6
Under \$1.75 -----	28.5	43.3	21.5	27.6	42.7	58.7	26.0	48.0	15.2	31.2
Under \$1.80 -----	31.1	48.6	24.5	34.6	44.7	64.1	29.6	53.2	17.3	34.6
Under \$1.85 -----	33.1	51.6	25.9	37.1	47.2	67.5	31.6	56.0	18.9	38.1
Under \$1.90 -----	35.0	56.3	28.0	45.1	48.9	71.3	34.2	59.6	20.0	41.6
Under \$1.95 -----	36.5	58.3	29.5	47.0	50.4	73.5	36.0	61.6	20.8	43.3
Under \$2.00 -----	37.7	60.1	30.6	47.5	51.6	74.4	37.4	62.7	21.9	49.4
Under \$2.10 -----	42.7	67.5	37.6	56.1	56.0	80.7	42.3	71.2	25.8	55.4
Under \$2.20 -----	45.7	73.4	40.8	66.7	59.3	83.8	45.5	75.8	27.6	61.7
Under \$2.30 -----	49.8	78.9	46.6	73.7	62.7	87.5	49.6	81.3	31.1	67.9
Under \$2.40 -----	52.8	82.0	50.2	75.6	65.2	89.0	52.8	85.7	33.7	73.1
Under \$2.50 -----	55.3	84.1	53.4	78.7	67.3	90.6	55.1	86.6	36.5	76.6
Under \$2.60 -----	59.7	88.5	60.0	83.9	71.2	93.2	58.8	90.9	40.1	83.5
Under \$2.70 -----	61.8	90.4	63.1	85.9	73.2	94.0	60.5	92.4	42.1	87.1
Under \$2.80 -----	64.8	91.9	66.8	87.6	75.0	95.1	64.1	94.2	45.4	88.5
Under \$2.90 -----	67.2	93.8	69.3	91.2	76.6	95.8	66.8	95.0	48.6	91.8
Under \$3.00 -----	69.3	94.4	71.4	92.0	78.4	96.0	68.9	95.7	51.3	92.8
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) -----	542.2	67.2	114.7	15.7	173.9	19.9	155.2	19.1	98.3	12.6
Average hourly earnings -----	\$2.64	\$1.91	\$2.74	\$2.06	\$2.26	\$1.71	\$2.68	\$1.86	\$3.20	\$2.12

Motor vehicle dealers (new and used cars)

Table 19. 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	.2	.2	—	1.3	.2	—	—	.2	.3	—	—	1.9
Under \$0.75	.6	1.0	.2	1.5	.6	.5	—	.6	1.2	.3	—	2.2
Under \$1.00	1.6	4.0	2.3	3.6	1.2	1.3	—	2.9	5.5	2.7	—	5.2
Under \$1.05	2.9	7.3	6.5	8.7	2.1	2.8	—	6.1	9.7	8.5	—	10.2
Under \$1.10	3.3	7.5	6.9	9.8	2.5	2.9	—	6.8	10.2	8.9	—	11.9
Under \$1.15	4.2	9.2	10.1	10.9	3.3	3.4	—	8.4	12.4	13.0	—	13.4
Under \$1.20	4.9	10.4	11.4	11.8	3.8	4.0	—	9.5	13.9	14.9	—	14.6
Under \$1.25	5.6	11.3	13.7	12.5	4.3	4.8	—	11.3	14.7	17.4	—	15.7
Under \$1.30	5.0	16.4	23.1	18.1	7.3	9.1	—	16.5	20.4	27.2	—	23.5
Under \$1.35	10.3	18.4	24.4	19.2	8.3	10.5	—	18.9	22.7	28.3	—	25.0
Under \$1.40	11.9	20.1	29.1	22.0	9.8	11.2	—	20.9	24.9	34.2	—	29.1
Under \$1.45	13.6	22.3	30.3	26.6	11.3	12.1	—	23.0	27.8	35.8	—	35.0
Under \$1.50	14.5	23.6	31.3	27.9	12.4	13.0	—	25.1	29.3	37.0	—	36.8
Under \$1.55	17.9	28.2	37.3	31.8	15.3	18.0	—	28.7	33.7	43.0	—	40.7
Under \$1.60	19.4	30.6	40.5	33.4	16.6	19.7	—	30.9	36.5	47.0	—	42.3
Under \$1.65	21.6	32.8	43.1	35.8	18.6	21.8	—	33.9	38.8	49.3	—	45.3
Under \$1.70	23.0	34.5	46.1	37.1	19.9	22.7	—	35.7	40.8	52.7	—	46.5
Under \$1.75	25.1	36.6	48.2	41.4	21.9	24.1	—	38.6	43.3	55.5	—	50.8
Under \$1.80	27.8	39.3	52.6	46.9	24.5	27.2	—	41.7	45.8	61.1	—	54.5
Under \$1.85	29.5	42.2	55.2	49.7	26.1	29.2	—	44.2	49.2	64.6	—	58.1
Under \$1.90	31.5	45.3	57.8	51.5	28.0	32.1	—	46.2	52.5	67.7	—	60.0
Under \$1.95	32.7	47.3	59.8	53.9	29.2	33.8	—	47.5	54.6	69.9	—	62.7
Under \$2.00	34.0	48.3	61.3	55.7	30.5	34.7	—	48.9	55.6	71.3	—	64.2
Under \$2.10	38.7	54.8	66.3	64.0	34.9	42.6	—	54.7	61.3	75.8	—	72.9
Under \$2.20	41.9	58.8	69.7	66.3	38.0	47.1	—	58.1	65.1	78.4	—	73.9
Under \$2.30	46.1	63.1	74.2	71.9	42.2	52.3	—	62.3	68.9	81.6	—	77.1
Under \$2.40	49.2	65.9	76.9	73.2	45.3	54.7	—	65.8	71.9	83.0	—	80.7
Under \$2.50	51.5	68.7	79.5	75.5	47.6	56.6	—	67.9	75.2	85.5	—	83.2
Under \$2.60	56.0	73.3	82.0	82.0	52.0	60.6	—	72.6	80.2	88.8	—	89.8
Under \$2.70	58.4	75.1	83.2	83.1	54.4	62.7	—	74.8	81.7	89.6	—	90.5
Under \$2.80	61.2	78.2	85.3	86.6	57.1	67.1	—	78.0	84.2	90.9	—	92.4
Under \$2.90	64.0	79.9	86.4	86.7	60.0	68.6	—	80.4	86.1	91.7	—	92.4
Under \$3.00	66.0	81.8	88.3	88.3	62.2	70.8	—	82.1	87.8	92.8	—	93.3
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)	409.6	117.0	49.1	33.7	330.6	41.0	—	79.0	75.9	30.7	—	23.2
Average hourly earnings	\$2.79	\$2.23	\$1.96	\$2.07	\$2.93	\$2.61	—	\$2.22	\$2.04	\$1.79	—	\$1.82

Insufficient data to warrant presentation.

Motor vehicle dealers (new and used cars)

Table 19. 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 -----	.1				.2	.3		
Under \$0.75 -----	.3				.8	1.7		
Under \$1.00 -----	.5				3.4	8.7		
Under \$1.05 -----	1.1				6.3	13.6		
Under \$1.10 -----	1.2				7.1	14.2		
Under \$1.15 -----	1.4				9.3	17.1		
Under \$1.20 -----	1.8				10.6	19.1		
Under \$1.25 -----	2.1				11.8	20.5		
Under \$1.30 -----	4.5				16.8	25.4		
Under \$1.35 -----	5.0				19.1	28.8		
Under \$1.40 -----	6.0				21.9	30.8		
Under \$1.45 -----	7.0				24.4	34.8		
Under \$1.50 -----	8.1				26.4	37.4		
Under \$1.55 -----	11.4				29.2	42.0		
Under \$1.60 -----	12.0				31.5	43.8		
Under \$1.65 -----	15.3				33.9	46.9		
Under \$1.70 -----	16.6				35.6	48.5		
Under \$1.75 -----	18.9				38.4	51.7		
Under \$1.80 -----	22.2				40.5	54.9		
Under \$1.85 -----	23.4				42.6	58.7		
Under \$1.90 -----	26.1				44.4	60.6		
Under \$1.95 -----	27.5				45.9	61.8		
Under \$2.00 -----	28.5				47.4	62.1		
Under \$2.10 -----	35.2				51.6	67.3		
Under \$2.20 -----	35.1				54.7	71.9		
Under \$2.30 -----	44.7				58.1	75.0		
Under \$2.40 -----	47.9				61.0	75.3		
Under \$2.50 -----	50.9				62.9	78.4		
Under \$2.60 -----	57.9				66.3	82.5		
Under \$2.70 -----	61.1				68.4	84.3		
Under \$2.80 -----	64.7				70.5	85.7		
Under \$2.90 -----	67.9				72.4	86.9		
Under \$3.00 -----	70.1				74.2	88.1		
Total -----	100.0				100.0	100.0		
Number of employees (in thousands) -----	96.3				121.7	40.6		
Average hourly earnings -----	\$2.80				\$2.42	\$1.91		

Insufficient data to warrant presentation.

Insufficient data to warrant presentation.

Motor vehicle dealers (new and used cars)

Table 19. 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 -----	.1	—			.2			
Under \$0.75 -----	.4	.8			.7			
Under \$1.00 -----	.5	2.5			1.1			
Under \$1.05 -----	1.7	6.1			1.4			
Under \$1.10 -----	2.1	6.7			1.6			
Under \$1.15 -----	2.7	8.0			2.0			
Under \$1.20 -----	3.2	8.8			2.3			
Under \$1.25 -----	4.0	9.2			2.6			
Under \$1.30 -----	7.9	15.7			4.3			
Under \$1.35 -----	9.1	16.9			5.2			
Under \$1.40 -----	10.3	18.8			6.2			
Under \$1.45 -----	11.6	19.8			7.6			
Under \$1.50 -----	12.8	20.2			8.4			
Under \$1.55 -----	16.5	24.4			10.4			
Under \$1.60 -----	18.0	27.3			11.8			
Under \$1.65 -----	19.8	29.0			12.8			
Under \$1.70 -----	21.3	30.6			13.8			
Under \$1.75 -----	23.2	31.9			15.3			
Under \$1.80 -----	26.6	34.4			17.1			
Under \$1.85 -----	28.4	37.7			18.8			
Under \$1.90 -----	30.4	42.6			20.0			
Under \$1.95 -----	31.5	45.7			20.9			
Under \$2.00 -----	32.6	46.8			22.5			
Under \$2.10 -----	37.1	54.3			25.9			
Under \$2.20 -----	40.2	58.9			28.3			
Under \$2.30 -----	44.1	64.5			32.2			
Under \$2.40 -----	47.7	68.6			35.2			
Under \$2.50 -----	49.8	70.3			37.5			
Under \$2.60 -----	53.8	74.8			41.0			
Under \$2.70 -----	55.8	76.5			43.4			
Under \$2.80 -----	59.3	79.7			45.5			
Under \$2.90 -----	62.3	81.2			48.8			
Under \$3.00 -----	64.5	82.9			50.8			
Total -----	100.0	100.0			100.0			
Number of employees (in thousands) -----	110.9	36.5			80.8			
Average hourly earnings -----	\$2.86	\$2.25			\$3.25			

Insufficient data to warrant presentation.

Insufficient data to warrant presentation.

Motor vehicle dealers (new and used cars)

Table 20. 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 -----	.2		-	.2			.2		
Under \$0.75 -----	.6		-	.5			.8		
Under \$1.00 -----	2.1		1.9	1.3			3.9		
Under \$1.05 -----	4.0		10.4	2.2			7.7		
Under \$1.10 -----	4.4		11.7	2.6			8.3		
Under \$1.15 -----	5.6		14.5	3.3			10.4		
Under \$1.20 -----	6.4		15.9	3.8			11.8		
Under \$1.25 -----	7.3		16.2	4.5			13.3		
Under \$1.30 -----	11.5		21.3	7.9			19.4		
Under \$1.35 -----	12.9		22.9	8.9			21.6		
Under \$1.40 -----	14.7		28.5	10.4			24.1		
Under \$1.45 -----	16.4		35.9	11.8			26.5		
Under \$1.50 -----	17.7		36.7	12.9			28.2		
Under \$1.55 -----	21.3		39.6	16.1			32.6		
Under \$1.60 -----	23.1		40.6	17.5			35.4		
Under \$1.65 -----	25.4		42.4	19.5			38.0		
Under \$1.70 -----	27.0		44.3	20.8			40.2		
Under \$1.75 -----	29.2		47.6	22.7			43.0		
Under \$1.80 -----	32.0		53.2	25.4			46.2		
Under \$1.85 -----	34.0		55.5	27.0			49.1		
Under \$1.90 -----	36.2		57.5	29.0			51.9		
Under \$1.95 -----	37.7		59.7	30.3			53.7		
Under \$2.00 -----	39.0		60.7	31.5			55.0		
Under \$2.10 -----	44.1		67.9	35.4			60.6		
Under \$2.20 -----	47.4		69.5	39.7			64.1		
Under \$2.30 -----	51.7		74.6	44.1			68.0		
Under \$2.40 -----	54.8		76.8	47.2			71.1		
Under \$2.50 -----	57.2		81.9	49.5			73.6		
Under \$2.60 -----	61.5		87.6	53.3			78.2		
Under \$2.70 -----	63.7		88.5	56.1			79.9		
Under \$2.80 -----	66.5		92.1	59.1			82.5		
Under \$2.90 -----	69.0		92.2	61.8			84.5		
Under \$3.00 -----	71.0		93.4	63.9			86.1		
Total -----	100.0		100.0	100.0			100.0		
Number of employees (in thousands) -----	568.4		19.7	388.3			180.2		
Average hourly earnings -----	\$2.61		\$1.92	\$2.86			\$2.08		

Insufficient data to warrant presentation.

Insufficient data to warrant presentation.

Insufficient data to warrant presentation.

Motor vehicle dealers (new and used cars)

Table 20. 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 -----	.1			.2			.1			.3		
Under \$0.75 -----	.3			1.0			.5			.7		
Under \$1.00 -----	.4			4.6			1.4			1.0		
Under \$1.05 -----	1.1			8.2			2.9			1.7		
Under \$1.10 -----	1.3			8.9			3.3			1.8		
Under \$1.15 -----	1.5			11.7			4.1			2.3		
Under \$1.20 -----	1.8			13.1			4.8			2.7		
Under \$1.25 -----	2.2			14.8			5.4			3.2		
Under \$1.30 -----	5.7			20.2			10.2			5.5		
Under \$1.35 -----	6.4			22.6			11.4			6.3		
Under \$1.40 -----	7.6			25.2			13.3			7.3		
Under \$1.45 -----	8.7			28.0			14.5			8.7		
Under \$1.50 -----	9.6			29.9			15.7			9.6		
Under \$1.55 -----	13.7			33.5			19.6			12.0		
Under \$1.60 -----	14.7			35.7			21.9			13.4		
Under \$1.65 -----	17.5			38.5			23.6			14.4		
Under \$1.70 -----	19.4			40.2			25.4			15.6		
Under \$1.75 -----	21.7			43.1			27.1			17.2		
Under \$1.80 -----	24.9			45.4			30.8			19.0		
Under \$1.85 -----	26.3			47.9			33.1			20.6		
Under \$1.90 -----	29.0			49.9			35.8			22.0		
Under \$1.95 -----	30.6			51.4			37.4			23.0		
Under \$2.00 -----	31.6			52.6			38.7			24.7		
Under \$2.10 -----	38.7			57.1			43.9			28.4		
Under \$2.20 -----	42.7			60.5			47.3			30.7		
Under \$2.30 -----	48.6			63.9			51.6			34.6		
Under \$2.40 -----	52.2			66.3			55.1			37.7		
Under \$2.50 -----	55.3			68.3			57.2			40.3		
Under \$2.60 -----	61.7			71.8			61.1			44.3		
Under \$2.70 -----	64.6			73.7			62.9			46.5		
Under \$2.80 -----	68.1			75.6			66.2			49.4		
Under \$2.90 -----	70.9			77.2			68.9			52.8		
Under \$3.00 -----	73.9			78.9			70.9			55.1		
Total -----	100.0			100.0			100.0			100.0		
Number of employees (in thousands) -----	122.9			179.4			161.1			105.1		
Average hourly earnings ---	\$2.70			\$2.25			\$2.63			\$3.12		

Insufficient data to warrant presentation.

Insufficient data to warrant presentation.

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Motor vehicle dealers (new and used cars)

Table 21. 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	11.7	1.9	3.3	2.5	4.1	2.1	3.1	1.8	1.1	1.0
15 and under 35	32.6	5.4	10.6	8.1	5.7	2.9	11.6	6.7	4.8	4.3
35 and under 40	30.5	5.0	10.9	8.4	6.3	3.3	7.8	4.5	5.5	4.9
40	129.6	21.3	33.3	25.5	24.0	12.4	30.5	17.5	41.3	37.7
Over 40 and under 44	29.1	4.8	9.9	7.6	6.8	3.5	6.3	3.6	6.0	5.4
44	124.7	20.5	20.1	15.5	40.4	20.9	40.0	23.0	24.1	21.7
Over 44 and under 48	81.0	13.3	16.3	12.5	33.1	17.1	19.4	11.1	12.2	11.0
48 and over	170.2	27.9	25.9	19.9	73.3	37.8	55.6	31.9	15.4	13.8
Total	609.4	100.0	130.4	100.0	193.8	100.0	174.3	100.0	110.9	100.0
Average weekly hours	43.4		41.7		45.0		43.9		42.0	

Motor vehicle dealers (new and used cars)

Table 22. 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	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	1.8	2.1	2.3		1.7	2.6	2.1	1.4	1.0	
15 and under 35	5.5	5.1	8.0		3.1	2.6	6.7	6.6	3.8	
35 and under 40	5.7	3.7	9.0		3.8	2.6	4.7	4.1	5.3	
40	25.5	12.4	28.2		14.8	9.4	23.4	8.4	40.3	
Over 40 and under 44	5.7	3.0	8.3		4.7	2.1	4.2	2.6	5.5	
44	21.4	18.7	13.5		22.6	18.8	27.9	15.4	21.7	
Over 44 and under 48	14.0	12.0	12.0		21.4	11.9	10.1	12.7	12.0	
48 and over	20.0	43.1	18.7		27.9	50.0	20.9	48.7	10.4	
Total	100.0	100.0	100.0		100.0	100.0	100.0	100.0	100.0	
Number of employees (in thousands)	400.5	208.9	105.3		106.8	97.0	105.6	68.7	82.9	
Average weekly hours	42.6	45.0	41.6		44.3	46.0	42.7	45.8	41.9	

Motor vehicle dealers (new and used cars)

Table 23. 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 -----	1.7	3.7	2.6	2.3	1.8	4.7	1.5	4.4	.8	2.9
15 and under 35 -----	4.5	12.1	7.2	14.6	2.5	6.6	5.5	16.0	3.4	11.6
35 and under 40 -----	3.8	14.6	4.8	34.5	2.7	7.7	3.6	11.6	4.9	5.4
40 -----	19.4	36.1	24.1	35.5	10.3	31.1	16.1	29.2	35.5	55.3
Over 40 and under 44 -----	4.4	7.7	8.3	3.1	2.6	11.4	2.8	10.0	5.6	4.0
44 -----	21.2	14.9	16.7	6.2	21.1	19.1	23.4	19.5	22.9	12.1
Over 44 and under 48 -----	14.2	6.1	13.9	2.0	17.7	11.7	11.9	4.5	11.8	4.6
48 and over -----	30.8	4.9	22.3	1.8	41.3	7.8	35.2	4.9	15.1	4.1
Total -----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) -----	542.2	67.2	114.7	15.7	173.9	19.9	155.2	19.1	98.3	12.6
Average weekly hours -----	44.1	38.2	42.4	36.5	45.6	39.7	44.7	37.6	42.4	38.8

Motor vehicle dealers (new and used cars)

Table 24. 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

Weekly hours of work	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 15 -----	1.5	2.3	4.1	2.3	1.5	2.9	Insufficient data to warrant presentation.		1.5	2.0	4.2	2.0
15 and under 35 -----	4.8	5.5	7.1	9.1	4.3	8.5			4.7	3.9	6.5	9.3
35 and under 40 -----	5.1	3.7	5.1	8.5	5.5	4.2			3.3	3.5	3.5	5.9
40 -----	23.1	19.8	10.3	20.7	25.7	33.6			11.9	12.3	7.7	21.0
Over 40 and under 44 -----	5.7	2.7	2.9	3.8	6.2	3.0			3.5	2.5	3.1	2.8
44 -----	22.5	14.3	19.0	18.9	23.1	9.0			20.0	17.1	18.4	18.8
Over 44 and under 48 -----	13.9	12.7	14.0	7.2	13.8	17.3			14.3	10.1	14.2	6.9
48 and over -----	23.4	35.1	37.6	29.5	19.3	21.5			40.8	48.5	42.0	34.2
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) -----	409.6	117.0	49.1	33.7	330.6	41.0			79.0	75.9	30.7	23.2
Average weekly hours -----	43.3	44.4	43.4	42.3	42.8	41.7		45.1	45.8	44.1	43.1	
					Northeast				South			
Under 15 -----					1.4	Insufficient data to warrant presentation.		1.8	1.6			
15 and under 35 -----					6.4			3.0	1.5			
35 and under 40 -----					8.3			3.1	4.3			
40 -----					27.5			12.1	12.0			
Over 40 and under 44 -----					9.3			4.2	2.5			
44 -----					14.3			24.4	9.2			
Over 44 and under 48 -----					12.4			19.0	10.8			
48 and over -----					20.5			31.5	58.0			
Total -----					100.0			100.0	100.0			
Number of employees (in thousands) -----					96.3			121.7	40.6			
Average weekly hours -----					42.5		44.7	46.8				
					North Central				West			
Under 15 -----					1.7	2.3	Insufficient data to warrant presentation.		1.0			
15 and under 35 -----					6.1	6.9			3.9			
35 and under 40 -----					4.2	1.6			5.3			
40 -----					18.7	17.4			38.8			
Over 40 and under 44 -----					4.7	1.3			5.0			
44 -----					26.9	15.3			23.5			
Over 44 and under 48 -----					11.0	17.4			12.0			
48 and over -----					26.6	37.7			10.6			
Total -----					100.0	100.0			100.0			
Number of employees (in thousands) -----					110.9	36.5			80.8			
Average weekly hours -----					43.4	44.9		41.9				

Motor vehicle dealers (new and used cars)

Table 25. 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 _____	1.9	Insufficient data to warrant presentation.	2.2	1.9	Insufficient data to warrant presentation.		2.1	Insufficient data to warrant presentation.		2.4	Insufficient data to warrant presentation.	
15 and under 35 _____	5.1		12.9	5.4		4.6	7.8					
35 and under 40 _____	4.8		6.4	5.5		3.4	8.7					
40 _____	21.4		18.0	26.1		11.2	25.9					
Over 40 and under 44 _____	4.5		5.5	5.7		3.1	7.6					
44 _____	20.6		18.7	21.5		18.6	15.0					
Over 44 and under 48 _____	13.7		10.7	14.2		12.7	12.8					
48 and over _____	27.6		25.6	19.9		44.3		19.8				
Total _____	100.0		100.0	100.0			100.0		100.0			
Number of employees (in thousands) _____	568.4		19.7	388.3			180.2		122.9			
Average weekly hours _____	43.5		41.3	42.7			45.2		41.8			

	South			North Central			West					
Under 15 _____			2.1			1.8			1.0			
15 and under 35 _____			2.9			6.2			4.2			
35 and under 40 _____			3.2			3.6			4.9			
40 _____			12.0	Insufficient data to warrant presentation.		17.8	Insufficient data to warrant presentation.		37.6	Insufficient data to warrant presentation.		
Over 40 and under 44 _____			3.8			3.8			5.2			
44 _____			20.7			23.9			21.9			
Over 44 and under 48 _____			17.7			11.6			11.3			
48 and over _____			37.7			31.4			13.9			
Total _____			100.0			100.0			100.0			
Number of employees (in thousands) _____			179.4			161.1			105.1			
Average weekly hours _____			45.0			44.0			42.1			

Motor vehicle dealers (new and used cars)

Table 26. 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
United States											
Under 15-----	1.9	1.7	3.5	3.4	5.5	1.8	2.5	2.0	1.7	.4	1.6
15 and under 35-----	5.4	4.7	10.0	3.9	15.9	5.5	9.2	4.2	5.0	3.5	2.6
35 and under 40-----	5.0	4.0	6.5	2.6	6.4	2.5	4.9	3.7	6.1	3.8	5.5
40 to and including 42-----	23.5	11.7	7.4	11.6	17.0	14.5	15.8	22.3	19.2	28.9	34.0
Over 42 and under 44-----	2.6	.9	1.3	2.2	1.1	1.9	2.6	2.6	2.9	3.1	2.9
44 and under 48-----	36.3	26.4	31.0	34.7	22.0	34.9	35.5	34.3	40.2	41.1	37.5
48 and over-----	27.9	51.6	41.7	43.8	33.3	40.8	32.1	33.6	27.8	22.3	18.8
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) ----	609.4	13.4	23.4	10.2	35.2	30.9	70.3	61.4	111.4	82.9	170.3
Average weekly hours -----	43.4	46.2	44.1	45.4	40.8	45.0	43.3	44.2	43.7	43.8	42.7
Northeast											
Under 15-----	2.5				14.2	2.0	5.7	.3	2.2	.3	1.9
15 and under 35-----	8.1				26.1	12.1	15.7	5.5	7.5	4.7	4.9
35 and under 40-----	8.4				17.4	6.5	8.0	6.6	10.6	6.2	6.8
40 to and including 42-----	27.5				11.1	15.7	17.5	30.7	21.3	33.1	38.0
Over 42 and under 44-----	5.6				2.7	4.8	5.5	4.7	5.0	6.8	6.7
44 and under 48-----	33.6				21.3	37.5	36.2	32.7	34.3	36.0	31.7
48 and over-----	19.9				9.8	26.3	16.8	24.2	24.0	19.7	16.6
Total-----	100.0				100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) ----	130.4				5.5	4.4	15.9	13.5	31.0	22.8	34.0
Average weekly hours -----	41.7				32.4	41.9	39.8	43.3	42.5	43.1	41.8
South											
Under 15-----	2.1	2.2	4.1	4.5	4.1	1.8	1.1	1.8	.3	.2	3.6
15 and under 35-----	2.9	3.8	6.4	2.5	8.6	1.5	4.3	1.5	1.2	1.5	1.7
35 and under 40-----	3.3	2.1	4.3	1.2	2.6	1.5	3.7	2.8	3.4	2.6	4.6
40 to and including 42-----	14.0	7.2	7.3	9.6	20.2	10.5	12.4	13.5	12.5	18.6	18.1
Over 42 and under 44-----	1.9	-	2.0	1.7	1.0	1.6	2.3	1.9	2.6	2.0	1.8
44 and under 48-----	39.8	24.7	34.4	28.9	26.0	41.5	38.5	41.2	45.1	45.6	45.1
48 and over-----	37.8	60.0	43.6	53.4	38.5	43.3	40.0	39.2	37.6	31.5	26.9
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) ----	193.8	9.2	14.9	5.9	15.2	15.0	25.8	18.6	30.5	20.4	38.3
Average weekly hours -----	45.0	47.1	44.7	46.2	43.1	46.2	45.2	45.8	45.9	45.3	43.4

Motor vehicle dealers (new and used cars)

Table 26. 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
North Central											
Under 15-----	1.8	.9	1.9	2.3	2.7	1.9	2.1	3.3	2.6	.3	1.0
15 and under 35-----	6.7	9.0	21.2	7.1	21.6	8.5	8.6	6.2	5.7	3.7	2.7
35 and under 40-----	4.5	9.5	8.6	6.8	5.5	2.0	4.6	3.0	4.3	3.1	5.0
40 to and including 42-----	19.5	21.0	3.6	13.1	11.5	14.8	15.2	16.0	16.7	23.7	27.3
Over 42 and under 44-----	1.6	4.5	-	-	.6	1.0	1.3	1.0	1.7	1.5	2.2
44 and under 48-----	35.6	25.7	14.5	38.2	15.8	24.0	29.8	29.9	40.8	44.0	42.1
48 and over-----	31.9	33.9	50.1	32.4	42.9	48.8	39.6	41.7	29.8	25.2	21.8
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)-----	174.3	2.6	5.4	2.5	10.9	7.8	20.3	20.5	32.1	23.1	49.1
Average weekly hours-----	43.9	43.4	43.7	44.2	42.7	45.5	44.5	44.2	43.6	44.4	43.5
West											
Under 15-----	1.0				6.4	2.0	1.6	1.7	1.3	.7	.3
15 and under 35-----	4.3				13.3	7.3	13.4	3.5	5.6	4.2	1.8
35 and under 40-----	4.9				7.7	2.5	3.2	2.9	6.4	3.0	5.9
40 to and including 42-----	41.3				29.6	28.6	24.9	42.6	31.8	42.9	50.4
Over 42 and under 44-----	1.8				.5	1.4	1.1	4.3	1.8	1.6	1.8
44 and under 48-----	34.6				24.8	28.5	38.8	32.2	40.7	38.7	30.8
48 and over-----	13.8				18.2	31.0	18.1	17.2	14.2	10.5	10.9
Total-----	100.0				100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	110.9				3.5	3.7	8.3	8.8	17.8	16.6	48.8
Average weekly hours-----	42.0				38.4	42.7	41.3	42.2	42.1	41.9	42.1

Motor vehicle dealers (new and used cars)

Table 27. 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-----	2.2	1.9	1.9	1.7	1.1	.9	1.7	4.1
\$1.00 and under \$1.15-----	3.8	7.0	7.1	5.0	1.1	2.3	3.4	5.7
\$1.15 and under \$1.25-----	1.7	3.0	1.2	.9	.4	2.9	1.6	2.6
\$1.25 and under \$1.35-----	5.8	16.5	17.1	7.3	4.1	3.8	3.6	6.9
\$1.35 and under \$1.50-----	5.1	4.9	5.2	2.5	2.9	4.7	5.0	7.4
\$1.50 and under \$1.75-----	11.5	15.0	19.9	11.3	7.2	12.2	11.2	13.2
\$1.75 and under \$2.00-----	10.1	10.3	7.9	7.5	9.3	11.0	9.5	12.1
\$2.00 and under \$2.50-----	18.3	15.8	16.9	22.4	15.0	18.0	20.2	18.2
\$2.50 and under \$3.00-----	13.6	2.6	8.9	10.4	17.1	14.9	15.3	10.8
\$3.00 and over-----	27.9	23.0	13.8	30.9	41.9	29.4	28.6	18.8
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	609.4	11.7	32.6	30.5	129.6	29.1	205.7	170.2
Average hourly earnings-----	\$2.57	\$2.01	\$2.00	\$2.87	\$3.01	\$2.61	\$2.65	\$2.25
<u>Northeast</u>								
Under \$1.00-----	.4	-	-	.3	.2	-	.6	.7
\$1.00 and under \$1.15-----	1.4	2.6	2.3	3.7	.8	1.1	1.6	.7
\$1.15 and under \$1.25-----	.7	-	.6	.1	.4	1.1	.7	1.1
\$1.25 and under \$1.35-----	4.3	23.7	13.7	8.9	1.8	1.8	2.8	2.1
\$1.35 and under \$1.50-----	3.4	2.6	5.0	2.6	1.9	2.8	3.9	4.5
\$1.50 and under \$1.75-----	12.2	27.4	23.6	11.7	7.0	13.3	13.4	10.3
\$1.75 and under \$2.00-----	10.3	1.3	6.9	8.2	11.9	8.1	10.3	12.6
\$2.00 and under \$2.50-----	23.8	21.0	22.0	30.1	18.3	20.7	25.0	28.8
\$2.50 and under \$3.00-----	17.5	2.2	10.0	13.1	20.8	21.8	18.3	17.3
\$3.00 and over-----	26.1	19.1	15.8	21.3	37.0	29.2	23.4	21.9
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	130.4	3.3	10.6	10.9	33.3	9.9	36.5	25.9
Average hourly earnings-----	\$2.67	\$1.91	\$2.12	\$2.71	\$3.01	\$2.69	\$2.56	\$2.55
<u>South</u>								
Under \$1.00-----	4.7	4.9	6.2	3.0	2.3	1.6	3.1	7.5
\$1.00 and under \$1.15-----	7.7	14.9	16.7	10.0	3.7	7.1	6.5	8.8
\$1.15 and under \$1.25-----	3.1	6.5	2.6	1.1	1.2	5.6	2.2	4.3
\$1.25 and under \$1.35-----	7.8	15.1	23.1	6.4	11.2	7.9	5.2	8.0
\$1.35 and under \$1.50-----	7.7	6.5	3.9	3.6	5.1	8.9	8.1	3.9
\$1.50 and under \$1.75-----	13.3	7.0	19.7	15.1	11.3	15.7	12.7	14.1
\$1.75 and under \$2.00-----	9.6	8.1	4.9	8.4	8.6	11.7	9.9	9.9
\$2.00 and under \$2.50-----	15.8	2.4	6.3	16.3	13.8	18.9	17.6	15.7
\$2.50 and under \$3.00-----	10.5	1.1	5.3	8.5	15.0	8.8	12.1	8.7
\$3.00 and over-----	19.8	33.7	11.3	27.6	27.8	13.8	22.6	14.1
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	193.8	4.1	5.7	6.3	24.0	6.8	73.6	73.3
Average hourly earnings-----	\$2.21	\$2.05	\$1.70	\$2.49	\$2.52	\$2.10	\$2.38	\$1.99

Motor vehicle dealers (new and used cars)

Table 27. 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
North Central								
Under \$1.00-----	1.5	.7	2.0	3.2	1.7	2.2	.9	1.6
\$1.00 and under \$1.15-----	3.1	3.3	9.9	5.9	.5	.7	1.3	4.8
\$1.15 and under \$1.25-----	1.5	1.9	1.6	2.2	.3	3.9	1.6	1.5
\$1.25 and under \$1.35-----	6.2	9.5	20.3	7.6	3.1	5.8	2.8	8.4
\$1.35 and under \$1.50-----	4.5	4.6	5.8	2.0	3.0	4.9	3.0	6.9
\$1.50 and under \$1.75-----	11.7	13.7	15.1	12.1	8.0	14.6	9.7	14.5
\$1.75 and under \$2.00-----	11.7	21.5	10.9	7.9	9.8	7.7	9.9	15.4
\$2.00 and under \$2.50-----	18.4	26.1	15.8	17.8	15.9	17.1	21.1	17.2
\$2.50 and under \$3.00-----	13.3	2.4	7.3	9.3	16.3	13.5	16.5	10.5
\$3.00 and over-----	28.2	16.2	11.4	31.9	41.4	29.5	33.0	19.3
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	174.3	3.1	11.6	7.8	30.5	6.3	59.4	55.6
Average hourly earnings-----	\$2.60	\$2.09	\$1.94	\$2.85	\$3.00	\$2.56	\$2.84	\$2.26
West								
Under \$1.00-----	1.1	-	1.0	1.2	.7	.1	1.1	2.4
\$1.00 and under \$1.15-----	1.2	1.0	-	.5	.2	.2	2.2	2.5
\$1.15 and under \$1.25-----	.8	2.6	-	.2	.2	1.7	1.3	1.4
\$1.25 and under \$1.35-----	3.2	20.1	9.9	5.0	2.5	.4	2.4	4.2
\$1.35 and under \$1.50-----	3.3	6.5	5.7	1.7	2.3	2.6	2.8	7.5
\$1.50 and under \$1.75-----	7.5	11.5	23.3	4.8	4.5	4.1	8.6	9.7
\$1.75 and under \$2.00-----	8.0	13.5	6.4	4.7	7.2	18.4	6.8	9.8
\$2.00 and under \$2.50-----	16.1	20.1	21.0	20.9	12.3	13.6	19.1	16.4
\$2.50 and under \$3.00-----	14.9	9.9	14.7	8.9	15.9	11.8	16.9	11.4
\$3.00 and over-----	44.0	14.6	18.0	52.1	54.2	47.1	38.9	34.7
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	110.9	1.1	4.8	5.5	41.8	6.0	36.3	15.4
Average hourly earnings-----	\$3.09	\$1.91	\$2.26	\$3.67	\$3.29	\$3.12	\$2.96	\$2.92

Motor vehicle dealers (new and used cars)

Table 28. Average straight-time hourly and weekly earnings 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 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-----	11.7	\$2.01	\$17.97	3.3	\$1.91	\$18.24	4.1	\$2.05	\$17.81	3.1	\$2.09	\$18.84	1.1	\$1.91	\$15.37
15 and under 35 -----	32.6	2.00	49.85	10.6	2.12	51.83	5.7	1.70	41.80	11.6	1.94	48.54	4.8	2.26	58.17
35 and under 40 -----	30.5	2.87	105.69	10.9	2.71	99.50	6.3	2.49	92.52	7.8	2.85	103.85	5.5	3.67	135.75
40 -----	129.6	3.01	120.29	33.3	3.01	120.59	24.0	2.52	100.66	30.5	3.00	120.01	41.8	3.29	131.53
Over 40 and under 48 -----	234.8	2.64	117.19	46.4	2.59	114.67	80.4	2.35	104.79	65.7	2.82	125.13	42.3	2.98	131.19
48 and over -----	170.2	2.25	116.93	25.9	2.55	134.09	73.3	1.99	102.61	55.6	2.26	118.64	15.4	2.92	150.09
Total -----	609.4	2.57	111.69	130.4	2.67	111.20	193.8	2.21	99.38	174.3	2.60	114.20	110.9	3.09	129.84

Gasoline service stations

Table 29. 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 -----	\$1.75	\$1.65	\$1.66	\$1.61	\$1.76	\$1.51	\$1.63	\$1.14	\$1.83	\$1.70	\$1.44	\$1.18	\$1.64	\$1.29	\$1.33	\$1.06
Northeast -----	1.70	1.79	1.80	1.88	1.81	1.55	1.73	1.61	1.91	1.82	1.44	1.50	1.72	1.42	1.54	1.62
South -----	1.30	1.45	1.22	1.51	1.48	1.09	1.35	.82	1.55	1.13	1.31	1.14	1.34	1.10	1.11	1.00
North Central -----	1.66	2.04	1.83	1.56	2.03	1.97	1.67	1.47	1.79	1.77	1.54	1.19	1.70	1.45	1.46	1.02
West -----	2.29	1.58	2.14	(¹)	1.70	2.17	1.92	1.74	1.92	1.74	1.72	2.00	1.77	1.38	1.59	1.30

¹ Insufficient data to warrant presentation.

Gasoline service stations

Table 30. 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 -----	.7	.1	-	-	.7	.5	-	-	-	-
Under \$0.75 -----	7.9	1.6	-	-	7.3	5.8	.5	.4	.1	.1
Under \$1.00 -----	34.7	7.0	1.6	1.4	27.7	22.1	3.7	2.9	1.7	1.3
Under \$1.05 -----	70.1	14.2	5.7	5.2	47.6	38.0	12.9	10.2	3.9	2.9
Under \$1.10 -----	74.5	15.0	5.7	5.2	51.2	40.8	13.3	10.5	4.1	3.1
Under \$1.15 -----	85.1	17.2	6.6	6.1	56.7	45.2	15.9	12.6	5.9	4.4
Under \$1.20 -----	93.6	18.9	7.1	6.6	61.0	48.6	18.8	14.8	6.6	4.9
Under \$1.25 -----	98.4	19.9	7.5	7.0	63.7	50.7	19.8	15.6	7.3	5.5
Under \$1.30 -----	178.5	36.1	27.3	25.3	83.2	66.3	45.5	35.8	22.4	16.8
Under \$1.35 -----	193.6	39.2	30.8	28.5	87.7	69.9	49.0	38.6	26.0	19.5
Under \$1.40 -----	219.3	44.4	36.0	33.2	93.9	74.8	55.9	44.0	33.6	25.2
Under \$1.45 -----	238.5	48.4	40.8	37.7	99.4	79.2	60.7	47.9	38.1	28.5
Under \$1.50 -----	251.4	50.9	43.1	39.8	100.4	80.0	65.1	51.3	42.7	32.0
Under \$1.55 -----	308.9	62.5	57.5	53.1	105.9	84.3	80.0	63.1	65.5	49.1
Under \$1.60 -----	318.3	64.4	60.1	55.5	107.5	85.6	82.8	65.3	68.0	51.0
Under \$1.65 -----	332.7	67.3	64.2	59.4	109.6	87.3	86.5	68.1	72.4	54.3
Under \$1.70 -----	344.5	69.7	66.5	61.4	111.9	89.1	89.1	70.2	77.1	57.8
Under \$1.75 -----	352.1	71.3	69.3	64.1	112.6	89.7	90.9	71.6	79.3	59.4
Under \$1.80 -----	376.4	76.2	77.1	71.2	114.7	91.4	96.5	76.0	88.1	66.1
Under \$1.85 -----	382.5	77.5	78.2	72.3	115.3	91.8	98.0	77.2	90.8	68.0
Under \$1.90 -----	391.5	79.3	82.1	75.9	116.3	92.7	99.3	78.3	93.8	70.3
Under \$1.95 -----	397.2	80.4	84.2	77.9	117.0	93.2	100.2	79.0	95.7	71.7
Under \$2.00 -----	401.6	81.3	86.1	79.6	117.6	93.7	101.2	79.8	96.7	72.5
Under \$2.10 -----	426.1	86.3	92.5	85.5	118.9	94.7	110.5	87.1	104.2	78.1
Under \$2.20 -----	436.0	88.3	95.8	88.5	120.4	95.9	112.5	88.7	107.3	80.4
Under \$2.30 -----	445.8	90.2	98.7	91.2	121.4	96.8	114.5	90.3	111.2	83.3
Under \$2.40 -----	454.2	91.9	100.2	92.6	122.1	97.3	116.6	91.9	115.3	86.4
Under \$2.50 -----	457.6	92.7	100.6	92.9	122.2	97.4	117.3	92.4	117.9	88.4
Under \$2.60 -----	467.4	94.6	102.8	95.0	122.6	97.7	119.4	94.1	122.6	91.9
Under \$2.70 -----	470.5	95.2	103.0	95.7	123.0	98.0	120.5	95.0	123.4	92.5
Under \$2.80 -----	474.5	96.1	104.2	96.3	123.8	98.6	121.5	95.8	125.0	93.7
Under \$2.90 -----	476.9	96.5	104.9	96.9	124.0	98.8	122.0	96.2	126.0	94.5
Under \$3.00 -----	479.5	97.1	105.4	97.4	124.1	98.9	123.0	97.0	127.1	95.3
Total -----	494.0	100.0	108.2	100.0	125.5	100.0	126.9	100.0	133.4	100.0
Average hourly earnings -----	\$1.58		\$1.72		\$1.25		\$1.63		\$1.82	

Gasoline service stations

Table 31. 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	
	Metro- politan areas	Nonmetro- politan areas	Metro- politan areas	Nonmetro- politan areas	Metro- politan areas	Nonmetro- politan areas	Metro- politan areas	Nonmetro- politan areas	Metro- politan areas	Nonmetro- politan areas
Under \$0.50 -----	* .4	-	-	-	.1	1.0	-	-	-	-
Under \$0.75 -----	.5 3.8	-	-	-	2.7	9.0	.1	.7	-	.5
Under \$1.00 -----	3.3 14.8	.4 4.8	14.0	30.3	1.2	5.3	.7	4.2		
Under \$1.05 -----	8.3 26.4	3.8 9.8	28.8	47.3	6.0	16.4	1.7	9.1		
Under \$1.10 -----	8.9 27.9	3.8 9.8	31.5	50.2	6.1	17.1	1.7	10.1		
Under \$1.15 -----	10.8 30.6	4.7 10.6	36.2	54.3	7.3	20.4	3.4	10.1		
Under \$1.20 -----	11.9 33.6	5.3 10.9	38.4	59.0	9.1	23.5	3.9	10.6		
Under \$1.25 -----	12.8 34.8	5.6 11.4	40.7	60.9	9.6	24.6	4.4	11.1		
Under \$1.30 -----	27.6 53.9	19.6 43.2	59.9	72.8	27.8	47.9	15.1	25.7		
Under \$1.35 -----	30.8 56.8	22.9 46.4	63.7	76.2	31.2	49.8	17.7	29.1		
Under \$1.40 -----	35.9 62.1	26.9 53.3	69.9	79.8	36.1	56.0	23.3	35.4		
Under \$1.45 -----	40.2 65.5	32.0 55.7	74.4	84.1	40.0	59.7	27.1	36.4		
Under \$1.50 -----	42.1 67.1	34.5 56.8	75.1	85.0	43.8	62.5	31.0	37.5		
Under \$1.55 -----	55.9 76.3	48.7 67.2	80.0	88.8	55.7	74.0	47.7	56.5		
Under \$1.60 -----	57.9 78.1	51.4 68.7	81.4	89.9	58.0	76.2	49.3	59.7		
Under \$1.65 -----	61.1 80.3	55.7 71.0	82.8	91.9	61.0	78.8	53.0	61.3		
Under \$1.70 -----	63.9 82.0	58.1 72.0	85.1	93.2	62.9	81.2	56.9	62.8		
Under \$1.75 -----	65.4 83.6	61.3 72.8	85.9	93.6	63.7	83.5	57.0	67.8		
Under \$1.80 -----	71.0 87.0	68.6 79.4	88.1	94.9	69.1	86.4	64.4	74.9		
Under \$1.85 -----	72.4 88.2	70.2 81.4	88.5	95.2	70.5	87.4	66.2	78.0		
Under \$1.90 -----	74.2 89.7	73.5 83.3	89.4	96.1	71.5	88.4	68.1	82.3		
Under \$1.95 -----	75.6 90.3	75.7 84.6	90.0	96.5	72.4	88.9	69.7	82.8		
Under \$2.00 -----	76.7 90.9	77.7 85.5	90.3	97.2	73.5	89.2	70.5	82.9		
Under \$2.10 -----	82.6 93.9	84.3 89.1	91.4	98.2	82.7	93.3	76.1	88.8		
Under \$2.20 -----	85.0 95.0	87.8 90.9	93.6	98.3	84.8	94.5	78.4	91.0		
Under \$2.30 -----	87.6 95.9	90.8 92.4	94.4	99.2	86.9	95.2	81.8	91.7		
Under \$2.40 -----	89.7 96.6	92.4 93.3	95.3	99.3	89.3	95.7	84.9	94.7		
Under \$2.50 -----	90.7 96.8	92.3 93.5	95.4	99.3	90.0	96.0	87.0	95.6		
Under \$2.60 -----	92.3 97.3	95.3 94.2	96.1	99.3	92.3	96.8	91.0	96.5		
Under \$2.70 -----	94.1 97.6	96.2 94.4	96.5	99.5	93.4	97.4	91.7	96.6		
Under \$2.80 -----	95.1 98.0	96.8 94.8	97.5	99.7	94.4	97.8	93.0	97.5		
Under \$2.90 -----	95.7 98.3	97.3 95.8	97.8	99.8	94.9	98.1	93.9	97.5		
Under \$3.00 -----	96.4 98.4	97.8 96.0	98.0	99.8	96.1	98.3	94.8	97.6		
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) -----	333.9	160.1	82.3	25.9	63.2	62.3	76.1	50.8	112.3	21.1
Average hourly earnings -----	\$1.69	\$1.38	\$1.75	\$1.63	\$1.35	\$1.15	\$1.72	\$1.49	\$1.85	\$1.66

Gasoline service stations

Table 32. 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	-	-	-	.6	-	-	-	-	-
Under \$0.75	1.4	-	-	-	5.2	-	.1	-	.1	-
Under \$1.00	6.1	-	1.5	-	20.6	-	1.4	-	1.1	-
Under \$1.05	13.2	-	5.2	-	36.5	-	8.4	-	2.7	-
Under \$1.10	14.1	-	5.2	-	39.6	-	8.6	-	2.9	-
Under \$1.15	16.2	-	5.2	-	44.0	-	10.5	-	4.4	-
Under \$1.20	18.0	-	6.5	-	47.7	-	12.9	-	4.9	-
Under \$1.25	19.0	-	6.9	-	49.9	-	13.6	-	5.4	-
Under \$1.30	35.4	-	25.7	-	65.8	-	34.2	-	16.4	-
Under \$1.35	38.5	-	29.0	-	69.5	-	37.1	-	19.1	-
Under \$1.40	43.7	-	33.6	-	74.5	-	42.7	-	24.4	-
Under \$1.45	47.6	-	37.8	-	78.8	-	46.7	-	27.8	-
Under \$1.50	50.1	-	40.1	-	79.5	-	50.2	-	31.1	-
Under \$1.55	62.0	-	53.0	-	84.0	-	62.4	-	48.6	-
Under \$1.60	63.8	-	55.3	-	85.3	-	64.7	-	49.9	-
Under \$1.65	66.7	-	59.2	-	87.0	-	67.6	-	53.3	-
Under \$1.70	69.2	-	61.3	-	88.9	-	69.8	-	57.0	-
Under \$1.75	70.7	-	64.1	-	89.5	-	71.0	-	58.6	-
Under \$1.80	75.8	-	71.4	-	91.1	-	75.7	-	65.5	-
Under \$1.85	77.2	-	73.2	-	91.5	-	76.9	-	67.6	-
Under \$1.90	79.0	-	76.0	-	92.4	-	78.0	-	69.9	-
Under \$1.95	80.1	-	77.9	-	93.0	-	78.7	-	71.4	-
Under \$2.00	81.0	-	79.5	-	93.5	-	79.5	-	72.1	-
Under \$2.10	85.9	-	85.5	-	94.4	-	86.7	-	77.5	-
Under \$2.20	87.9	-	88.5	-	95.7	-	88.3	-	79.9	-
Under \$2.30	89.9	-	91.1	-	96.5	-	89.9	-	82.7	-
Under \$2.40	91.6	-	92.5	-	97.1	-	91.6	-	85.8	-
Under \$2.50	92.4	-	92.8	-	97.2	-	92.2	-	87.8	-
Under \$2.60	94.4	-	94.9	-	97.5	-	93.8	-	91.5	-
Under \$2.70	95.0	-	95.6	-	97.8	-	94.8	-	92.2	-
Under \$2.80	95.9	-	96.2	-	98.5	-	95.6	-	93.4	-
Under \$2.90	96.4	-	96.8	-	98.7	-	96.0	-	94.2	-
Under \$3.00	96.9	-	97.3	-	98.8	-	96.8	-	95.0	-
Total	100.0	-	100.0	-	100.0	-	100.0	-	100.0	-
Number of employees (in thousands)	466.9	-	104.4	-	117.0	-	119.2	-	126.3	-
Average hourly earnings	\$1.60	-	\$1.72	-	\$1.26	-	\$1.64	-	\$1.83	-

Gasoline service stations

Table 33. 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	.2	*	.2	*	.4	-	-	.3	*	*	.5
Under \$0.75 -----	.8	2.9	.8	1.8	.2	1.8	.3	.6	2.5	2.3	4.1	
Under \$1.00 -----	5.0	5.3	3.4	8.4	4.5	3.0	1.4	3.5	6.6	9.3	17.6	
Under \$1.05 -----	9.9	8.3	7.4	17.2	9.0	4.7	2.8	10.0	12.7		20.8	30.8
Under \$1.10 -----	10.7	8.4	8.1	18.2	9.8	4.8	3.0	10.6	13.3		22.8	32.5
Under \$1.15 -----	12.2	9.1	9.3	21.0	11.0	5.6	3.6	13.1	15.6		25.5	35.6
Under \$1.20 -----	13.2	10.1	10.5	23.0	12.2	6.0	3.9	14.6	16.2		29.6	38.8
Under \$1.25 -----	14.5	10.3	10.8	24.2	13.8	6.2	4.0	15.5	16.4		30.2	40.4
Under \$1.30 -----	28.8	25.7	24.2	41.5	24.6	17.5	15.8	32.4	40.8		44.3	58.3
Under \$1.35 -----	32.7	28.9	26.5	44.5	28.8	21.4	18.5	35.4	44.1		46.4	61.6
Under \$1.40 -----	42.0	32.1	32.1	49.0	38.3	23.8	24.0	39.7	52.5		55.4	66.4
Under \$1.45 -----	47.5	38.6	36.8	52.2	44.9	32.5	29.6	42.6	55.0		57.2	70.3
Under \$1.50 -----	51.6	42.1	39.9	54.2	49.7	34.9	33.4	45.0	57.0		58.7	71.3
Under \$1.55 -----	57.8	52.6	54.5	66.4	56.5	48.5	46.5	59.0	61.7		77.3	80.3
Under \$1.60 -----	61.3	54.6	56.2	68.0	60.4	50.1	48.4	60.5	63.9		78.6	82.0
Under \$1.65 -----	64.0	58.7	58.5	71.0	63.0	55.5	50.9	63.9	66.7		80.4	84.3
Under \$1.70 -----	66.1	61.8	61.5	73.2	65.2	58.7	54.6	66.5	68.8		81.3	85.8
Under \$1.75 -----	67.8	68.0	63.3	74.1	67.0	64.7	56.6	67.2	70.2		82.5	87.0
Under \$1.80 -----	70.9	73.0	67.4	79.6	69.0	71.1	61.1	73.9	76.5		85.5	90.1
Under \$1.85 -----	72.2	76.1	68.5	80.8	70.0	73.9	62.0	75.4	78.6		86.9	90.9
Under \$1.90 -----	74.0	77.9	71.1	82.3	71.7	75.4	64.9	77.0	80.5		88.7	92.2
Under \$1.95 -----	74.6	80.4	72.1	83.4	72.4	78.7	66.2	78.4	80.8		89.1	92.8
Under \$2.00 -----	75.3	81.0	73.1	84.4	73.1	79.1	67.5	79.6	81.7		89.4	93.3
Under \$2.10 -----	78.0	84.3	81.2	89.3	75.9	81.6	76.8	85.7	84.2		94.0	96.0
Under \$2.20 -----	80.0	86.7	84.6	91.0	77.6	84.3	80.9	87.9	86.8		94.9	96.7
Under \$2.30 -----	81.1	88.1	88.6	92.8	78.4	85.3	85.8	90.4	88.6		96.5	97.2
Under \$2.40 -----	85.5	91.5	90.5	93.6	83.4	89.9	88.4	91.5	91.4		96.5	97.6
Under \$2.50 -----	87.7	92.4	91.2	94.1	86.0	90.4	89.3	92.2	92.6		96.6	97.6
Under \$2.60 -----	89.9	93.2	93.0	96.1	88.6	91.5	91.6	95.1	93.6		97.2	98.1
Under \$2.70 -----	90.5	94.1	93.8	96.7	89.3	92.7	92.4	95.8	93.9		97.6	98.3
Under \$2.80 -----	91.7	94.6	94.7	97.4	90.8	93.2	93.4	96.8	94.1		98.5	98.7
Under \$2.90 -----	92.3	95.3	95.4	97.8	91.4	93.8	94.3	97.3	95.0		98.5	98.8
Under \$3.00 -----	93.0	97.2	95.6	98.2	92.2	96.2	94.6	97.9	95.2		98.5	98.8
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) -----	66.4	36.8	70.4	320.4	49.2	23.8	52.2	208.8	17.2		18.2	111.6
Average hourly earnings ---	\$1.72	\$1.67	\$1.71	\$1.52	\$1.74	\$1.74	\$1.83	\$1.63	\$1.66		\$1.42	\$1.31

Insufficient data to warrant presentation.

Gasoline service stations

Table 33. 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				—	.3		.1	.6
Under \$0.75				—	3.2		3.5	6.0
Under \$1.00				2.1	19.5		12.9	23.5
Under \$1.05				7.0	32.4		31.6	40.1
Under \$1.10				7.0	35.2		34.2	43.2
Under \$1.15				8.2	38.0		35.6	46.5
Under \$1.20				9.0	40.7		39.8	52.0
Under \$1.25				9.6	44.5		40.3	54.2
Under \$1.30				29.3	59.7		54.9	69.4
Under \$1.35				32.3	62.9		57.9	73.3
Under \$1.40				36.7	75.1		62.1	77.2
Under \$1.45				40.3	81.9		65.2	81.5
Under \$1.50				42.5	83.3		65.7	82.1
Under \$1.55				55.7	87.4		73.4	86.1
Under \$1.60				58.2	88.4		75.8	87.2
Under \$1.65				61.7	89.7		79.3	88.8
Under \$1.70				63.7	90.5		81.1	90.8
Under \$1.75				65.0	91.2		82.1	91.1
Under \$1.80				72.6	91.9		83.7	93.0
Under \$1.85				73.9	92.4		84.4	93.4
Under \$1.90				76.9	93.6		86.6	93.9
Under \$1.95				78.8	94.1		87.1	94.4
Under \$2.00				81.0	94.6		88.4	94.8
Under \$2.10				86.6	95.4		90.9	95.5
Under \$2.20				89.3	96.1		91.0	96.6
Under \$2.30				92.4	96.6		93.5	97.2
Under \$2.40				93.4	97.0		94.0	97.8
Under \$2.50				93.6	97.2		94.1	97.8
Under \$2.60				95.9	97.3		95.1	98.1
Under \$2.70				96.5	97.5		95.3	98.5
Under \$2.80				96.9	97.8		97.0	99.0
Under \$2.90				97.5	97.9		97.4	99.1
Under \$3.00				97.8	98.1		97.9	99.1
Total				100.0	100.0		100.0	100.0
Number of employees (in thousands)				72.8	17.0		12.4	88.7
Average hourly earnings				\$1.68	\$1.30		\$1.39	\$1.22

Insufficient data to warrant presentation.

Insufficient data to warrant presentation.

Gasoline service stations

Table 33. 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	—	—	—	—	—	—	—	—
Under \$0.75	—	.6	.4	—	—	—	—	.1
Under \$1.00	*	3.5	3.7	—	—	—	—	2.1
Under \$1.05	2.2	5.2	14.5	—	—	—	—	4.1
Under \$1.10	2.1	5.8	14.8	—	—	—	—	4.4
Under \$1.15	4.6	7.7	16.9	—	—	—	—	6.4
Under \$1.20	5.8	9.1	19.8	—	—	—	—	7.1
Under \$1.25	6.6	9.4	20.7	—	—	—	—	7.9
Under \$1.30	18.8	29.4	42.9	—	—	—	—	20.9
Under \$1.35	23.6	32.6	44.9	—	—	—	—	24.0
Under \$1.40	34.2	36.2	49.8	—	—	—	—	29.0
Under \$1.45	41.4	40.7	52.8	—	—	—	—	30.7
Under \$1.50	46.4	43.8	55.5	—	—	—	—	32.3
Under \$1.55	55.5	61.1	66.7	—	—	—	—	54.4
Under \$1.60	60.7	62.2	68.5	—	—	—	—	55.6
Under \$1.65	65.5	64.9	71.1	—	—	—	—	59.9
Under \$1.70	69.2	65.5	73.1	—	—	—	—	62.8
Under \$1.75	71.7	66.4	74.3	—	—	—	—	63.9
Under \$1.80	74.9	72.8	78.5	—	—	—	—	72.3
Under \$1.85	77.3	73.9	79.5	—	—	—	—	74.5
Under \$1.90	77.9	75.3	80.4	—	—	—	—	76.3
Under \$1.95	75.1	76.2	81.0	—	—	—	—	78.0
Under \$2.00	80.6	77.1	81.8	—	—	—	—	78.5
Under \$2.10	85.3	87.0	89.1	—	—	—	—	85.2
Under \$2.20	87.0	88.7	90.5	—	—	—	—	86.7
Under \$2.30	88.9	90.1	92.1	—	—	—	—	88.9
Under \$2.40	90.2	91.1	93.3	—	—	—	—	89.8
Under \$2.50	91.5	91.4	93.7	—	—	—	—	90.9
Under \$2.60	93.3	93.2	95.3	—	—	—	—	94.9
Under \$2.70	94.0	94.1	96.3	—	—	—	—	95.3
Under \$2.80	94.8	94.8	97.1	—	—	—	—	96.5
Under \$2.90	95.4	94.9	97.4	—	—	—	—	97.1
Under \$3.00	96.4	95.2	97.7	—	—	—	—	98.1
Total	100.0	100.0	100.0	—	—	—	—	100.0
Number of employees (in thousands)	18.7	24.1	76.0	—	—	—	—	82.9
Average hourly earnings	\$1.71	\$1.68	\$1.57	—	—	—	—	\$1.73

Insufficient data to warrant presentation.

Insufficient data to warrant presentation.

Gasoline service stations

Table 34. 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 -----	-	*	.3	-	*	*	-	-	.6
Under \$0.75 -----	.9	.8	2.4	*	.3	1.0	3.3	1.9	4.6
Under \$1.00 -----	2.2	4.8	10.5	.3	3.1	5.1	7.3	9.2	19.4
Under \$1.05 -----	4.8	9.8	20.9	.9	6.6	13.6	15.7	18.4	33.0
Under \$1.10 -----	5.2	10.3	22.2	1.1	6.8	14.5	16.5	19.4	34.9
Under \$1.15 -----	5.7	12.5	25.2	1.4	8.9	17.2	17.6	21.9	38.3
Under \$1.20 -----	6.5	14.2	27.4	1.6	10.3	18.8	20.1	24.6	41.5
Under \$1.25 -----	6.7	15.8	28.4	1.7	11.8	19.5	20.3	26.2	42.9
Under \$1.30 -----	17.5	33.0	46.5	10.4	29.1	36.5	38.6	43.4	62.9
Under \$1.35 -----	21.1	37.3	48.8	13.9	33.2	38.8	40.9	48.3	65.3
Under \$1.40 -----	27.4	42.6	53.4	20.0	37.8	43.8	48.0	55.5	69.3
Under \$1.45 -----	33.3	46.0	56.8	27.1	41.3	46.9	50.6	58.7	73.0
Under \$1.50 -----	37.5	49.4	58.6	31.7	43.8	49.2	53.5	60.5	74.0
Under \$1.55 -----	49.2	60.4	70.0	43.4	56.5	62.6	65.3	70.7	82.2
Under \$1.60 -----	52.3	62.2	71.4	46.6	58.3	64.0	68.0	72.4	83.7
Under \$1.65 -----	55.2	66.6	73.5	49.9	63.3	66.1	70.0	75.4	85.6
Under \$1.70 -----	58.6	69.4	75.2	53.6	66.7	68.0	72.5	76.6	87.2
Under \$1.75 -----	61.7	71.0	76.0	56.8	67.9	68.6	75.4	79.1	88.1
Under \$1.80 -----	65.5	76.1	81.4	60.8	73.6	75.1	78.6	82.5	91.6
Under \$1.85 -----	67.3	77.2	82.6	62.4	74.6	76.7	80.6	84.2	92.3
Under \$1.90 -----	69.7	79.2	83.8	65.1	76.1	78.2	82.5	87.3	93.1
Under \$1.95 -----	71.3	80.7	84.6	67.0	77.9	79.2	83.1	88.2	93.6
Under \$2.00 -----	72.1	81.9	85.4	67.8	79.4	80.1	84.1	88.5	94.1
Under \$2.10 -----	77.5	87.4	89.8	73.6	85.4	85.9	88.3	92.7	96.3
Under \$2.20 -----	81.0	90.0	90.8	77.5	88.4	87.2	90.6	94.3	96.7
Under \$2.30 -----	83.8	92.2	92.3	80.4	91.2	89.3	93.0	94.7	97.2
Under \$2.40 -----	87.1	93.9	93.3	84.6	93.0	90.6	93.9	96.2	97.6
Under \$2.50 -----	88.6	94.5	93.7	86.3	93.8	91.4	94.9	96.5	97.6
Under \$2.60 -----	90.4	95.8	96.0	88.6	95.0	94.9	95.4	97.8	97.8
Under \$2.70 -----	91.4	96.6	96.4	89.7	96.0	95.4	96.0	98.1	98.0
Under \$2.80 -----	92.6	97.0	97.2	91.1	96.6	96.5	96.6	98.1	98.5
Under \$2.90 -----	93.4	97.5	97.6	92.0	97.1	96.9	97.4	98.3	98.6
Under \$3.00 -----	94.4	97.6	98.1	93.2	97.3	97.8	97.8	98.3	98.6
Total -----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) -----	118.1	128.4	247.5	86.8	93.3	153.9	31.4	35.1	93.6
Average hourly earnings -----	\$1.79	\$1.59	\$1.48	\$1.89	\$1.64	\$1.60	\$1.55	\$1.46	\$1.29

Gasoline service stations

Table 34. 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	-	-	-	-	.1	.9	-	-	-	-	-	-
Under \$0.75	-	-	-	4.6	2.9	7.4	.4	.3	.4	-	-	.2
Under \$1.00	*	.5	2.7	8.6	14.9	28.8	2.4	4.5	2.4	*	-	2.9
Under \$1.05	.8	2.6	9.2	21.7	25.5	47.6	3.2	12.2	13.1	*	.6	6.0
Under \$1.10	.9	2.6	9.2	23.1	27.2	51.4	3.6	12.3	13.4	*	.6	6.4
Under \$1.15	.8	4.0	10.2	23.8	32.8	56.2	4.6	14.4	15.0	.4	.6	9.2
Under \$1.20	.8	4.9	10.7	27.0	35.8	59.9	5.2	17.7	18.8	.6	.6	10.2
Under \$1.25	.8	6.3	10.7	27.5	39.8	61.7	5.5	18.9	19.7	.7	.7	11.3
Under \$1.30	8.9	21.8	36.0	45.6	65.0	72.5	18.6	38.8	43.9	8.6	10.2	25.8
Under \$1.35	12.6	26.5	38.2	48.4	69.7	75.8	23.4	40.8	46.0	10.2	15.7	27.5
Under \$1.40	17.4	31.1	43.0	58.4	75.1	79.2	28.5	48.1	50.6	16.8	20.0	33.5
Under \$1.45	25.1	35.8	45.4	63.9	77.1	84.2	33.9	52.8	53.2	22.1	22.4	36.2
Under \$1.50	27.7	37.3	47.8	65.4	77.8	85.0	39.0	55.7	56.0	27.9	26.5	37.9
Under \$1.55	42.7	51.9	59.4	72.1	83.7	87.9	52.1	67.5	67.0	38.8	41.6	60.0
Under \$1.60	45.5	55.9	60.6	74.6	84.5	89.1	55.1	68.9	69.1	42.4	42.7	61.2
Under \$1.65	50.6	62.0	62.3	77.5	85.7	90.7	58.2	73.1	71.3	43.8	48.9	64.0
Under \$1.70	53.6	64.7	63.5	79.2	88.0	92.3	60.7	75.2	73.1	49.1	52.6	66.3
Under \$1.75	60.1	67.2	64.3	81.0	88.2	92.8	62.5	77.6	73.7	51.7	53.8	67.5
Under \$1.80	65.2	72.8	73.4	82.2	89.8	94.6	66.7	82.2	78.2	55.6	61.9	75.0
Under \$1.85	68.4	74.2	74.5	82.9	90.5	94.8	68.6	82.3	79.5	56.7	64.1	77.4
Under \$1.90	72.0	76.6	77.5	84.8	90.7	95.7	70.2	84.2	79.9	59.5	67.4	78.7
Under \$1.95	74.6	79.5	78.5	85.7	91.2	96.1	71.3	84.3	80.7	61.0	69.6	79.6
Under \$2.00	75.1	81.9	80.4	86.6	91.7	96.5	72.0	85.4	81.3	62.2	70.4	80.1
Under \$2.10	81.5	88.2	85.8	88.9	92.6	97.2	80.3	92.4	88.3	66.0	78.0	85.7
Under \$2.20	85.7	93.3	87.0	91.5	95.7	97.2	82.5	93.7	89.7	70.6	79.1	87.3
Under \$2.30	88.0	95.8	90.1	93.8	96.8	97.5	84.2	94.9	91.4	74.9	82.8	88.9
Under \$2.40	90.2	96.5	91.4	94.0	97.7	98.0	87.3	95.8	92.5	80.8	86.7	89.8
Under \$2.50	91.2	96.5	91.6	94.3	97.8	98.0	88.2	96.3	93.0	84.0	88.5	91.0
Under \$2.60	93.0	97.7	94.5	94.9	98.0	98.3	90.1	97.2	94.9	86.5	91.1	95.6
Under \$2.70	94.0	98.8	94.8	95.1	98.7	98.5	91.1	97.8	95.8	87.7	91.8	95.9
Under \$2.80	95.3	98.8	95.3	96.3	99.1	99.0	92.0	98.0	96.8	89.1	92.7	97.1
Under \$2.90	96.1	99.0	96.0	96.6	99.6	99.0	92.9	98.0	97.1	90.3	93.8	97.5
Under \$3.00	96.9	99.2	96.5	97.1	99.6	99.0	94.9	98.0	97.6	90.6	94.0	98.9
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)	26.5	31.5	50.2	20.1	31.3	74.1	34.4	29.7	62.8	37.1	36.0	60.3
Average hourly earnings	\$1.82	\$1.68	\$1.69	\$1.48	\$1.29	\$1.17	\$1.78	\$1.53	\$1.59	\$1.99	\$1.88	\$1.67

Gasoline service stations

Table 35. 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 -----	48.3	9.8	15.6	14.4	8.0	6.4	9.9	7.8	14.8	11.1
15 and under 35 -----	176.7	25.6	28.9	26.7	20.3	16.2	37.0	29.1	40.5	30.4
35 and under 40 -----	19.3	3.9	3.8	3.5	4.2	3.3	5.1	4.1	6.2	4.6
40 -----	62.8	12.7	13.9	12.8	15.1	12.1	13.2	10.4	20.6	15.5
Over 40 and under 44 -----	9.5	1.9	2.0	1.9	2.6	2.1	2.6	2.0	2.2	1.7
44 -----	16.8	2.2	3.2	3.0	2.3	1.9	1.8	1.4	3.5	2.6
Over 44 and under 48 -----	17.8	3.6	4.9	4.2	4.1	3.3	5.7	4.5	3.4	2.6
48 and over -----	198.8	40.2	36.3	33.5	68.8	54.8	51.7	40.7	42.1	31.6
Total -----	494.0	100.0	108.2	100.0	125.5	100.0	126.9	100.0	133.4	100.0
Average weekly hours -----	39.3		35.5		45.4		39.2		36.7	

Gasoline service stations

Table 36. 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	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 -----	10.0	9.2	14.3	14.9	5.9	6.9	8.2	7.2	10.5	14.1
15 and under 35 -----	28.0	20.7	26.3	27.9	19.4	13.0	32.6	23.8	31.0	27.2
35 and under 40 -----	3.8	4.2	4.0	1.9	2.5	4.2	4.7	3.2	3.7	9.8
40 -----	12.8	12.5	12.2	14.7	10.5	13.7	10.9	9.6	15.9	13.2
Over 40 and under 44 -----	1.9	1.9	1.5	3.1	3.2	1.0	1.5	2.8	1.8	.9
44 -----	2.3	1.9	2.1	5.8	2.4	1.3	1.7	1.0	2.9	1.2
Over 44 and under 48 -----	3.3	4.2	4.1	4.8	3.4	3.2	4.1	5.1	2.2	4.4
48 and over -----	37.8	45.3	35.6	25.8	52.8	56.8	36.3	47.3	32.0	29.2
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) -----	333.9	160.1	82.3	25.9	63.2	62.3	76.1	50.8	112.3	21.1
Average weekly hours -----	38.4	41.2	35.8	34.6	44.8	46.0	37.9	41.2	37.0	35.4

Gasoline service stations

Table 37. 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 -----	9.6		14.4		6.5		7.3		10.8	
15 and under 35 -----	25.7		26.5		16.0		28.9		30.9	
35 and under 40 -----	3.7		3.3		3.1		4.1		4.1	
40 -----	11.8		12.3		10.5		9.6		14.6	
Over 40 and under 44 -----	1.8		1.9		2.0		1.6		1.6	
44 -----	2.2		2.9		1.8		1.4		2.5	
Over 44 and under 48 -----	3.6		4.4		3.4		4.6		2.3	
48 and over -----	41.7		34.2		56.8		42.6		33.0	
Total -----	100.0		100.0		100.0		100.0		100.0	
Number of employees (in thousands) -----	466.9		104.4		117.0		119.2		125.3	
Average weekly hours -----	39.6		35.7		45.9		39.7		36.9	

Gasoline service stations

Table 38. 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

Weekly hours of work	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 15 -----	8.5	11.6	9.9	9.8	7.2	14.0	10.3	10.2	11.9	Insufficient data to warrant presentation.	8.8	9.1
15 and under 35 -----	20.3	15.9	27.0	27.6	20.5	14.6	29.3	31.0	19.5		20.6	21.2
35 and under 40 -----	2.5	4.0	4.1	4.1	3.1	4.1	5.4	3.5	.9		.4	5.4
40 -----	20.4	9.5	11.9	11.7	22.3	7.7	10.9	11.6	15.1		14.5	11.7
Over 40 and under 44 -----	3.0	2.0	2.2	1.6	3.7	2.0	1.8	1.5	1.1		3.3	1.8
44 -----	2.0	4.9	2.4	1.9	1.9	6.6	2.7	1.8	2.3		1.5	2.0
Over 44 and under 48 -----	3.4	3.0	4.3	3.6	3.6	1.9	3.8	3.3	2.8		5.9	4.0
48 and over -----	39.9	49.1	38.2	39.8	37.6	49.1	35.8	37.1	46.4		44.8	44.7
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) -----	66.4	36.9	70.4	320.4	49.2	23.8	52.2	208.8	17.2		18.2	111.6
Average weekly hours -----	40.1	41.4	38.6	39.1	40.2	40.3	37.5	38.0	40.0		41.7	41.1

					Northeast			South				
Under 15 -----					Insufficient data to warrant presentation.			14.6	6.8	Insufficient data to warrant presentation.	4.4	6.5
15 and under 35 -----								29.7	19.9		13.6	16.3
35 and under 40 -----								3.5	2.2		1.4	3.9
40 -----								12.8	7.0		18.0	12.5
Over 40 and under 44 -----								1.0	.9		3.1	2.4
44 -----								2.9	2.0		1.9	.9
Over 44 and under 48 -----								4.7	2.7		6.7	3.1
48 and over -----							30.7	58.5	50.9	54.4		
Total -----								100.0	100.0		100.0	100.0
Number of employees (in thousands) -----								72.8	17.0		12.4	88.7
Average weekly hours -----								34.8	43.9		46.0	45.5

					North Central			West				
Under 15 -----					Insufficient data to warrant presentation.			7.4		Insufficient data to warrant presentation.		10.7
15 and under 35 -----								19.4				35.4
35 and under 40 -----								3.2				5.6
40 -----								9.9				11.0
Over 40 and under 44 -----								3.9				1.0
44 -----								2.4				3.0
Over 44 and under 48 -----								4.6				2.4
48 and over -----							49.1			30.9		
Total -----								100.0	100.0			100.0
Number of employees (in thousands) -----								18.7				82.9
Average weekly hours -----								42.2				36.0

Gasoline service stations

Table 39. 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 -----	9.6	8.7	10.4	10.5	7.7	11.2	7.0	11.4	9.2	13.1	9.4	18.3
15 and under 35 -----	27.0	26.2	27.1	23.4	30.3	29.7	18.0	15.2	23.7	19.0	31.5	27.7
35 and under 40 -----	3.3	3.8	4.3	3.9	3.7	3.7	1.8	4.0	5.1	4.3	5.6	2.1
40 -----	15.8	11.1	12.1	16.4	8.8	13.2	14.0	17.2	10.2	12.6	10.2	14.5
Over 40 and under 44 -----	3.0	1.8	1.5	3.0	1.4	1.6	3.0	2.8	1.2	4.8	.8	.9
44 -----	3.1	2.9	1.4	3.4	3.0	1.3	2.3	2.5	1.6	3.1	3.1	2.8
Over 44 and under 48 -----	4.0	3.7	3.4	3.3	3.0	3.6	6.2	5.5	3.0	3.6	4.4	4.5
48 and over -----	39.2	41.8	39.9	36.1	42.0	36.3	47.6	41.4	46.0	39.5	35.6	39.0
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) -----	118.1	128.4	747.5	86.8	93.3	153.9	31.4	35.1	93.6	26.5	31.5	50.2
Average weekly hours -----	35.5	40.2	38.8	38.2	39.7	37.7	43.3	41.4	40.5	37.7	36.7	33.7

	South			North Central			West		
Under 15 -----	6.2	6.2	6.5	5.8	8.3	8.7	12.5	10.6	10.5
15 and under 35 -----	15.5	19.3	15.1	26.4	24.0	33.0	23.5	29.4	35.1
35 and under 40 -----	1.5	3.1	4.0	3.2	3.7	4.7	3.7	3.5	5.9
40 -----	15.0	12.3	11.2	12.6	9.1	9.6	21.6	12.5	13.5
Over 40 and under 44 -----	2.2	2.5	1.9	2.5	2.5	1.5	2.5	1.5	1.2
44 -----	5.9	1.7	.8	2.7	2.2	.3	2.0	4.2	2.1
Over 44 and under 48 -----	4.5	2.8	3.1	5.2	5.3	3.8	3.1	2.5	2.3
48 and over -----	43.3	52.0	57.4	41.7	44.9	39.2	31.1	35.9	29.2
Total -----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) -----	20.1	31.3	74.1	34.4	29.7	62.8	37.1	36.0	60.3
Average weekly hours -----	44.5	44.6	46.0	40.5	41.4	37.5	37.3	38.2	35.4

Gasoline service stations

Table 40. 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
United States											
Under 15-----	9.8	7.1	10.5	4.6	15.2	7.6	12.1	7.9	5.5	5.4	4.9
15 and under 35-----	25.6	20.0	31.5	18.5	37.8	29.0	26.9	20.9	14.6	11.1	3.7
35 and under 40-----	3.9	2.4	2.9	3.6	5.7	6.4	4.9	2.1	1.8	1.2	1.4
40 to and including 42-----	13.6	11.0	9.6	2.7	8.4	9.7	13.1	14.4	21.0	32.6	36.8
Over 42 and under 44-----	1.0	1.4	.2	.3	.7	1.8	.8	1.0	2.0	.9	.3
44 and under 48-----	6.8	4.4	4.1	5.4	5.3	5.0	5.9	9.4	9.9	14.6	14.9
48 and over-----	40.2	55.1	41.5	65.0	27.5	42.3	37.2	45.2	47.2	35.2	38.2
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)-----	494.0	34.7	50.4	13.2	95.2	57.8	100.7	49.5	56.3	21.6	14.5
Average weekly hours-----	39.3	45.8	39.0	48.5	33.9	39.3	37.8	40.3	42.3	41.8	43.7
Northeast											
Under 15-----	14.4	Insufficient data to warrant presentation.	15.2	Insufficient data to warrant presentation.	19.7	13.8	18.2	15.6	3.7	4.7	2.7
15 and under 35-----	26.7		47.4		48.3	35.4	23.6	13.5	7.8	8.6	1.7
35 and under 40-----	3.5		.9		3.4	4.4	5.7	2.2	1.5	2.9	.3
40 to and including 42-----	13.5		7.8		7.2	6.8	11.9	15.8	20.9	40.1	28.6
Over 42 and under 44-----	1.1		.5		.5	1.0	1.0	.5	2.7	3.3	1.4
44 and under 48-----	8.3		1.4		3.5	2.3	5.8	11.6	20.6	10.5	15.6
48 and over-----	32.5		27.4		17.8	37.2	34.8	41.2	45.5	33.2	51.0
Total-----	100.0		100.0		100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	108.2		5.0		23.2	12.3	26.2	16.7	14.5	4.8	2.8
Average weekly hours-----	35.5		32.2		28.1	33.9	35.2	37.6	44.4	41.4	45.6
South											
Under 15-----	6.4	6.8	8.7	2.1	5.1	3.1	6.3	.5	1.2	.4	.5
15 and under 35-----	16.2	16.0	20.3	5.1	20.5	14.8	11.3	8.1	22.5	1.4	1.5
35 and under 40-----	3.3	2.4	1.9	2.5	2.9	13.8	2.0	1.4	.7	2.0	.2
40 to and including 42-----	13.0	10.9	10.2	1.4	9.4	9.3	25.0	26.2	19.7	40.9	46.9
Over 42 and under 44-----	1.1	1.3	.7	.5	1.1	3.7	1.7	-	2.0	-	-
44 and under 48-----	6.3	2.6	4.7	7.0	6.5	7.5	9.0	9.6	13.5	19.3	14.9
48 and over-----	54.8	61.3	54.2	81.9	51.1	51.4	46.4	54.2	42.4	35.9	36.1
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	125.5	27.7	29.0	7.0	24.0	12.7	12.2	5.0	4.5	1.9	1.4
Average weekly hours-----	45.4	47.4	44.2	55.8	43.3	44.8	43.0	46.9	41.9	46.1	46.7

Gasoline service stations

Table 40. 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
North Central											
Under 15-----	7.8	9.2	15.5	5.5	12.9	5.9	4.6	2.9	3.0	10.8	2.9
15 and under 35-----	29.1	27.5	44.7	38.8	42.0	23.6	25.3	25.1	17.9	12.7	5.1
35 and under 40-----	4.1	3.4	6.2	1.6	6.5	3.9	2.9	4.7	2.2	1.4	.4
40 to and including 42-----	11.6	15.7	7.1	6.6	8.5	8.7	12.1	14.7	12.7	17.9	36.4
Over 42 and under 44-----	.8	2.7	1.0	.1	.4	2.6	.1	1.2	.6	.2	.2
44 and under 48-----	6.7	6.1	3.5	5.8	6.6	7.7	5.1	7.3	6.6	19.6	6.7
48 and over-----	40.7	38.2	23.0	41.7	23.5	50.2	50.1	45.3	57.7	37.5	48.5
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) ----	126.9	3.7	12.3	3.5	29.2	16.1	25.7	10.4	16.1	5.8	3.9
Average weekly hours-----	39.2	42.9	30.8	41.0	32.8	42.6	42.6	42.0	43.5	39.8	46.5
West											
Under 15-----	11.1	Insufficient data to warrant presentation.	3.0	Insufficient data to warrant presentation.	21.1	8.2	14.8	5.6	9.4	3.4	8.1
15 and under 35-----	30.4		51.6		40.6	40.4	35.5	29.3	15.2	13.5	4.3
35 and under 40-----	4.6		2.4		10.8	4.6	6.6	.7	2.0	-	2.8
40 to and including 42-----	16.1		14.1		8.0	13.0	10.8	9.5	27.7	36.1	38.4
Over 42 and under 44-----	1.0		-		1.0	.2	.7	1.6	2.6	.2	-
44 and under 48-----	6.2		4.8		4.3	2.2	5.5	8.5	4.3	12.5	19.6
48 and over-----	31.6		23.5		15.3	31.6	26.8	46.3	41.4	34.5	26.8
Total-----	100.0		100.0		100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands) ----	133.4		4.2		18.8	16.7	36.6	17.4	21.2	9.2	6.3
Average weekly hours-----	36.7		35.7		30.5	35.8	34.7	40.0	40.0	42.3	40.5

Gasoline service stations

Table 41. 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
United States								
Under \$1.00-----	7.0	5.1	5.5	4.3	5.1	11.7	3.7	9.6
\$1.00 and under \$1.15-----	10.2	11.0	12.5	7.5	7.3	4.5	6.7	10.5
\$1.15 and under \$1.25-----	2.7	1.3	1.9	2.7	.3	2.1	2.3	4.3
\$1.25 and under \$1.35-----	15.3	30.1	28.4	27.9	12.0	12.3	15.3	13.2
\$1.35 and under \$1.50-----	11.7	9.1	13.2	19.2	7.0	24.0	6.3	12.3
\$1.50 and under \$1.75-----	20.4	25.1	21.3	25.4	19.9	16.2	18.0	18.8
\$1.75 and under \$2.00-----	10.0	8.1	8.2	5.4	10.7	9.6	14.6	11.3
\$2.00 and under \$2.50-----	11.4	6.4	6.5	5.2	18.4	15.1	15.4	13.4
\$2.50 and under \$3.00-----	4.4	2.4	1.9	1.3	11.1	3.0	10.3	3.8
\$3.00 and over-----	2.9	1.5	.4	1.1	8.3	1.5	7.4	2.8
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	494.0	48.3	126.7	19.3	62.8	9.5	28.7	198.8
Average hourly earnings-----	\$1.58	\$1.43	\$1.41	\$1.45	\$1.86	\$1.54	\$1.85	\$1.55
Northeast								
Under \$1.00-----	1.4	.6	2.0	.3	.7	5.0	5.6	.6
\$1.00 and under \$1.15-----	4.6	4.9	8.2	1.1	2.7	2.0	.5	3.8
\$1.15 and under \$1.25-----	.9	1.6	1.0	4.9	*	-	-	.8
\$1.25 and under \$1.35-----	21.5	29.4	38.9	20.9	11.3	11.7	8.9	11.4
\$1.35 and under \$1.50-----	11.3	10.8	15.0	14.3	5.3	11.4	2.1	12.6
\$1.50 and under \$1.75-----	24.2	30.6	21.4	39.4	20.3	29.0	16.0	25.2
\$1.75 and under \$2.00-----	15.5	16.8	7.8	9.5	18.0	11.3	24.0	19.0
\$2.00 and under \$2.50-----	13.4	3.4	3.9	5.8	21.8	19.9	33.3	18.2
\$2.50 and under \$3.00-----	4.4	1.4	1.4	3.6	13.9	7.7	4.5	4.4
\$3.00 and over-----	2.6	.5	.2	.2	5.9	1.9	5.2	4.0
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	108.2	15.6	28.9	3.8	13.8	2.0	7.8	36.3
Average hourly earnings-----	\$1.72	\$1.44	\$1.40	\$1.57	\$1.94	\$1.74	\$1.88	\$1.77
South								
Under \$1.00-----	22.1	23.4	21.8	15.7	18.0	25.8	5.5	24.7
\$1.00 and under \$1.15-----	23.1	31.4	28.9	12.8	17.9	9.8	21.2	22.8
\$1.15 and under \$1.25-----	5.6	1.8	1.8	4.1	.3	3.5	7.0	8.3
\$1.25 and under \$1.35-----	19.1	27.5	24.2	16.4	15.4	11.3	20.2	17.9
\$1.35 and under \$1.50-----	10.2	5.0	9.3	41.8	4.8	34.9	7.7	9.5
\$1.50 and under \$1.75-----	9.7	9.6	6.8	5.8	19.9	8.9	13.8	8.2
\$1.75 and under \$2.00-----	4.0	.3	2.0	1.7	8.6	.3	7.5	4.0
\$2.00 and under \$2.50-----	3.6	.7	5.0	.7	5.9	3.5	8.1	2.8
\$2.50 and under \$3.00-----	1.5	.1	.1	.9	5.1	-	5.7	1.0
\$3.00 and over-----	1.1	.1	.1	.1	4.1	2.0	3.3	.8
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	125.5	8.0	20.3	4.2	15.1	2.6	6.4	68.8
Average hourly earnings-----	\$1.25	\$1.10	\$1.15	\$1.26	\$1.48	\$1.23	\$1.55	\$1.21

Gasoline service stations

Table 41. 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-----	2.9	3.4	2.7	2.4	2.6	12.6	1.7	2.7
\$1.00 and under \$1.15-----	9.7	19.2	14.9	14.8	6.6	5.0	4.1	5.5
\$1.15 and under \$1.25-----	3.1	2.2	4.1	1.2	1.2	4.1	3.0	3.1
\$1.25 and under \$1.35-----	23.0	38.2	33.2	36.9	16.9	15.2	23.8	13.3
\$1.35 and under \$1.50-----	12.7	9.6	10.3	12.3	8.7	26.3	10.9	15.6
\$1.50 and under \$1.75-----	20.3	12.0	17.6	14.3	21.6	11.1	17.2	25.0
\$1.75 and under \$2.00-----	8.2	3.1	7.0	9.5	9.8	14.0	8.4	9.1
\$2.00 and under \$2.50-----	12.7	4.9	7.8	6.7	15.0	6.8	12.7	17.9
\$2.50 and under \$3.00-----	4.5	6.3	2.0	1.6	7.3	3.2	14.9	4.2
\$3.00 and over-----	3.0	1.1	.5	.3	10.4	1.7	3.4	3.6
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	126.9	9.9	37.0	5.1	13.2	2.6	7.5	51.7
Average hourly earnings-----	\$1.63	\$1.41	\$1.41	\$1.41	\$1.82	\$1.47	\$1.76	\$1.67
<u>West</u>								
Under \$1.00-----	1.3	1.0	2.2	.8	-	-	2.1	1.2
\$1.00 and under \$1.15-----	3.1	.8	5.3	1.6	2.9	-	2.9	2.4
\$1.15 and under \$1.25-----	1.0	-	.7	1.6	-	-	-	2.3
\$1.25 and under \$1.35-----	14.1	26.8	18.8	32.6	7.0	10.7	8.8	6.8
\$1.35 and under \$1.50-----	12.5	9.2	16.6	12.5	8.6	19.8	4.8	12.5
\$1.50 and under \$1.75-----	27.4	36.5	32.0	39.2	18.4	19.1	24.9	23.2
\$1.75 and under \$2.00-----	13.1	6.6	12.6	2.0	7.9	13.9	17.3	19.2
\$2.00 and under \$2.50-----	15.9	13.5	7.9	6.7	27.5	34.4	5.0	20.8
\$2.50 and under \$3.00-----	6.9	2.1	3.1	-	16.0	1.9	16.2	7.5
\$3.00 and over-----	4.7	3.5	.7	2.9	11.8	.2	17.9	4.0
Total-----	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of employees (in thousands)-----	133.4	14.8	40.5	6.2	20.6	2.2	6.9	42.1
Average hourly earnings-----	\$1.82	\$1.61	\$1.54	\$1.52	\$2.12	\$1.82	\$2.20	\$1.82

Gasoline service stations

Table 42. Average straight-time hourly and weekly earnings 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 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-----	48.3	\$1.43	\$12.95	15.6	\$1.44	\$12.58	8.0	\$1.10	\$10.22	9.9	\$1.41	\$13.18	14.8	\$1.61	\$14.66
15 and under 35-----	126.7	1.41	33.75	28.9	1.40	32.46	20.3	1.15	27.24	37.0	1.41	32.89	40.5	1.54	38.74
35 and under 40-----	19.3	1.45	52.73	3.8	1.57	57.74	4.2	1.26	45.67	5.1	1.41	51.55	6.2	1.52	55.42
40-----	62.8	1.86	74.58	13.8	1.94	77.41	15.1	1.48	59.19	13.2	1.82	72.99	20.6	2.12	85.00
Over 40 and under 48-----	38.1	1.78	78.90	9.8	1.86	82.48	9.1	1.46	64.56	10.1	1.69	75.21	9.2	2.11	93.32
48 and over-----	198.8	1.55	86.21	36.3	1.77	93.42	68.8	1.21	70.05	51.7	1.67	92.29	42.1	1.82	98.92
Total-----	494.0	1.58	62.24	108.2	1.72	61.19	125.5	1.25	56.78	126.9	1.63	63.81	133.4	1.82	66.75

Appendix A. Scope and Method of Survey

Scope of Survey

This bulletin relates to those retail establishments which were classified, according to the 1957 edition of the Standard Industrial Classification Manual, as part of the automotive dealers and gasoline service stations major industry group (SIC 55). Establishments within this group were further identified as motor vehicle dealers (SIC 551) and gasoline service stations (SIC 554). The major group includes retail dealers selling new and used automobiles, trucks, parts and accessories, aircraft, boats, and gasoline service stations.

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

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

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

Sample Design

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

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

Kind of business	Number of units
Automotive dealers and gasoline service stations group -----	3,461
Motor vehicle dealers (new and used cars) -----	795
Gasoline service stations -----	2,279

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

Method of Collection

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

Estimating Procedure

Data collected for each sampling unit were weighted in accordance with the probability of selecting that unit. For example, where 1 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. Thus, each segment of the industry was given its appropriate weight in the total, regardless of the disproportionate coverage of large and small establishments.

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

All estimated totals derived from the weighting process were further adjusted to the employment levels for June 1966 as reported in the Bureau of Labor Statistics monthly employment series. The published estimates in this report are, thus, consistent with the production worker employment shown in the monthly series. Employment estimates for individual industry groups, which the Bureau does not publish monthly, were prepared especially for purposes of this survey. Current regional estimates, which could not be prepared from the monthly series, were based on regional distributions from the most recent Census of Business, prepared by the Bureau of the Census.

The adjustment of the survey totals to the predesignated totals 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 the totals were presumed to be the weighted-up sample totals since there was no apparent problem of unrepresented business births in these groups.

Criteria for Publication of Estimates

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

Definition 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.

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

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

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

Individual weekly earnings were obtained by multiplying the individual average hourly earnings by the number of hours worked during a single week in June 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; West—Alaska, Arizona, California, Colorado, Hawaii, 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, 1964, 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.

2. ANNUAL GROSS SALES FOR THE COMPANY OR ENTERPRISE:

(Check appropriate box.)

<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.
- Nonsupervisory**—Enter total number of employees below the supervisory level, such as salespersons, shipping and receiving clerks, laborers, warehousemen, caretakers, office clerks, driver-salesmen, installation and repairmen, elevator operators, porters, janitors, watchmen, and other employees whose services are closely associated with those listed above. Do not include officers and other principal executives, such as buyers, department heads, and managers whose work is above the working supervisory level.
- (d) **Annual Gross Sales for the Establishment:** Check the column which indicates the annual gross volume of sales (exclusive of excise taxes at the retail level).

(a) Location (street address and city)	(b) Type of retail activity	(c) Employment for payroll period including June 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)

Complete columns 1, 2, and 3 for all nonsupervisory employees covered by this report (see examples 1-5).	<p>Column (1)—Indicate whether the employee is male (M) or female (F).</p> <p>Column (2)—Use a separate line for each employee and enter "1," unless two or more employees of the same sex work the <u>same number</u> of hours during the selected week, and receive identical hourly or salary rates (see example 1). Data are to be reported individually for each employee whose earnings are based entirely or in part on commissions or bonuses (see examples 3, 4, and 5).</p> <p>Column (3)—Enter the number of hours worked during the week of June 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>
Use column 4 to report earnings of employees paid on an hourly basis (see example 1).	<p>Column (4)—Enter the base (straight-time) hourly rate. Premium pay for overtime work should not be reported. This column may also be used to report earnings of employees paid on other than an hourly basis if average straight-time hourly earnings are available. For employees paid a commission or bonus in addition to an hourly rate, also complete columns 7 and 8 (see example 4).</p>
Use columns 5 and 6 to report earnings of employees paid on a weekly, biweekly, monthly, or semimonthly basis (see example 2).	<p>Column (5)—Enter for each employee the straight-time earnings for the salary period (weekly, biweekly, monthly, or semimonthly) including June 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>
Use columns 7 and 8 to report earnings of nonsupervisory employees based entirely or in part on commissions and bonuses (see example 3).	<p>Column (7)—Enter for each employee the total commission and/or bonus earnings, including "PM's," "Stims," or any special bonuses based on sales paid quarterly or oftener by the store. These earnings are to be reported for the commission or bonus period including June 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	125			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
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Do you want a copy of the Bureau's report on this survey? ----- Yes ☐ No ☐

Name and title of person furnishing data _____

(Please type or print)

Employee Earnings and Hours in Retail Trade, June 1966

Separate bulletins are being issued for the following:

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Food stores Grocery stores	1584-3
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

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