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Industry
Wage Survey

Life Insurance
December 1971

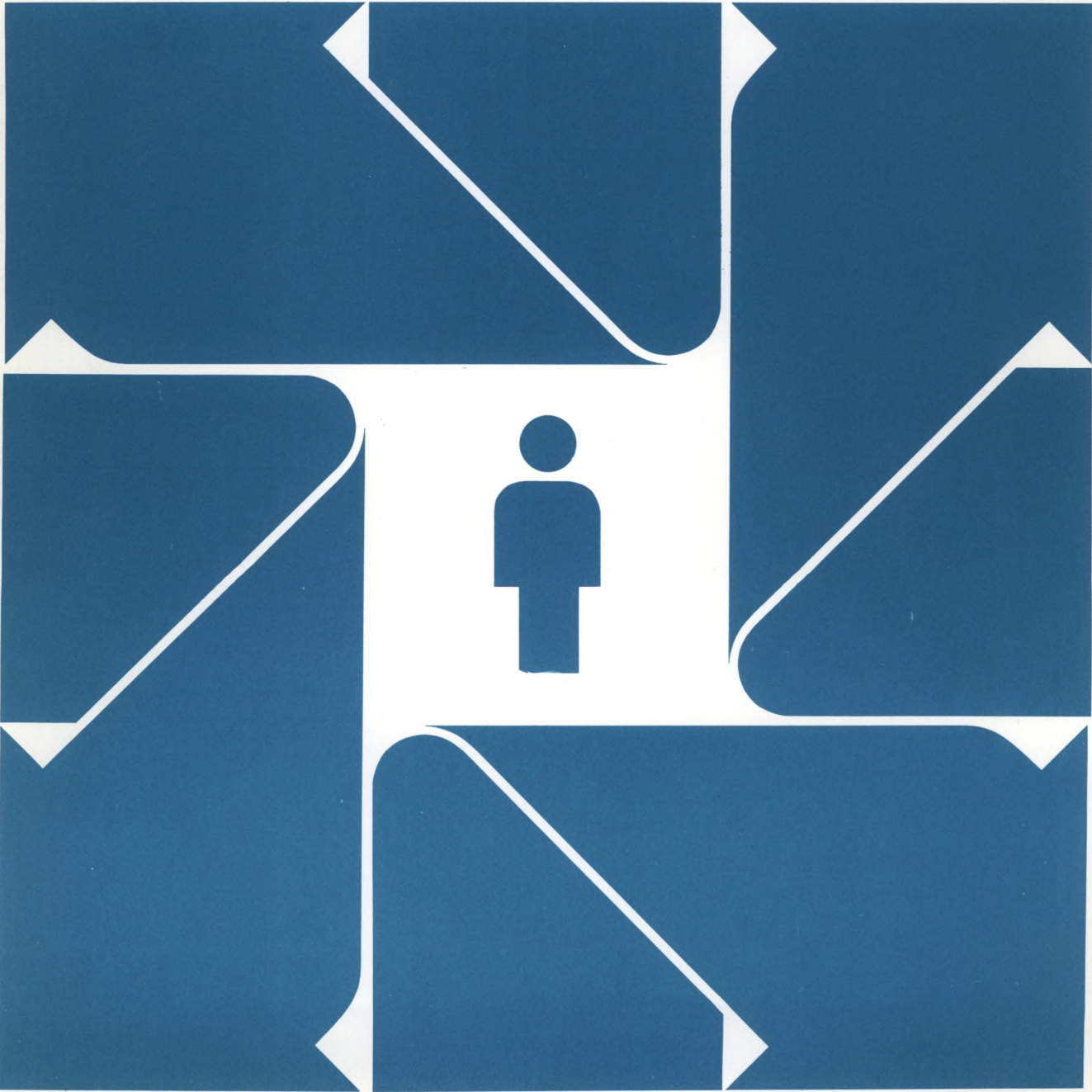
Bulletin 1791

U.S. DEPARTMENT OF LABOR
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**U.S. DEPARTMENT OF LABOR
Peter J. Brennan, Secretary**

**BUREAU OF LABOR STATISTICS
Julius Shiskin, Commissioner
1973**



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Preface

This bulletin summarizes the results of a Bureau of Labor Statistics survey of wages and related benefits for employees in home offices and regional head offices of the life insurance industry in December 1971. A similar study was conducted by the Bureau in October-November 1966.

Separate releases for the following areas were issued earlier: Atlanta, Baltimore, Boston, Chicago, Dallas, Des Moines, Hartford, Houston, Jacksonville, Los Angeles-Long Beach and Anaheim-Santa Ana-Garden Grove, Minneapolis-St. Paul, New York and Newark, New York City, and Philadelphia. Copies are available from the U.S. Department of Labor, Bureau of Labor Statistics, Washington, D. C. 20212, or any of its regional offices.

This study was conducted in the Bureau's Office of Wages and Industrial Relations. Edward J. Caramela of the Division of Occupational Wage Structures prepared the analysis in this bulletin. Field work for the survey was directed by the Assistant Regional Directors for Operations.

Other reports available from the Bureau's program of industry wage studies, as well as the addresses of the Bureau's regional offices, are listed at the end of this bulletin.

Contents

	<i>Page</i>
Summary	1
Industry characteristics	1
Occupational earnings	2
Establishment practices and supplementary wage provisions	5
Scheduled weekly hours and shift practices	5
Paid holidays	5
Paid vacations	5
Health, insurance, and retirement plans	6
Other selected benefits	6
Chart	3

Tables:

1.	Average weekly earnings: Selected occupations	7
----	---	---

Occupational earnings:

2.	Atlanta, Ga.	11
3.	Baltimore, Md.	12
4.	Boston, Mass.	13
5.	Chicago, Ill.	14
6.	Dallas, Tex.	16
7.	Des Moines, Iowa	17
8.	Hartford, Conn.	18
9.	Houston, Tex.	19
10.	Jacksonville, Fla.	20
11.	Los Angeles—Long Beach and Anaheim—Santa Ana—Garden Grove, Calif.	21
12.	Minneapolis—St. Paul, Minn.	22
13.	New York and Newark, N.Y.—N.J.	24
14.	New York City, N.Y.	26
15.	Philadelphia, Pa.—N.J.	28

Establishment practices and supplementary wage provisions:

16.	Scheduled weekly hours	30
17.	Paid holidays	31
18.	Paid vacations	32
19.	Health, insurance, and retirement plans	35
20.	Other selected benefits	36

Appendixes:

A.	Scope and method of survey.	37
B.	Occupational descriptions	40

Life Insurance, December 1971

Summary

Average weekly salaries of employees in 42 representative occupations in life insurance offices ranged from \$427 for actuaries performing highly complex statistical studies to \$81.50 for routine file clerks in December 1971.¹ Men substantially outnumbered women in most of the higher skilled and higher paying occupations; women accounted for virtually all workers in the office clerical jobs studied.

Occupational averages tended to be highest in the Middle Atlantic and Pacific regions and lowest in the Southeast and Middle West.² In the 13 selected areas of industry concentration studied separately, earnings were usually highest in the New York and Newark area and lowest in Jacksonville.³

Paid holidays and paid vacations were provided by all establishments visited during the survey, and nearly all employees were covered by various types of health, insurance, and retirement plans paid for, at least in part, by the employer. Offices typically provided from 9 to 12 paid holidays annually and from 2 to 4 weeks of vacation pay after qualifying periods of service.

Industry characteristics

Home and regional head offices of life insurance companies within scope of the survey employed 127,167 nonsupervisory officeworkers in December 1971⁴—an

¹ See appendix A for scope and method of survey, and appendix B for occupational descriptions. Wage data exclude premium pay for overtime and for work on weekends, holidays, and late shifts.

² For definition of regions, see footnote 1, appendix table A-1.

³ For definitions of areas, see footnote 1, tables 2 through 15. In addition to the New York-Newark combined area, data are presented separately for the New York City portion (five boroughs).

⁴ The nonsupervisory officeworkers covered by this study represent about one-third of the 557,200 workers estimated to be employed in the industry in December 1971. (See *Employment and Earnings* Vol. 18, No. 9, March 1972.) Life insurance companies have large numbers of sales personnel who are not usually employed in home offices or regional head offices.

increase of 13 percent since a similar study in 1966.⁵ Employment increases were noted in six of the eight regions for which data are tabulated separately, ranging from slightly less than 10 percent in the Border States and Southwest to 55 percent in New England. In the Middle Atlantic and Pacific regions, the numbers of workers reported declined 3 and 7 percent, respectively, over the 5-year period.

In the current study, two-thirds of the workers were concentrated in three regions—the Middle Atlantic (27 percent), New England (21 percent), and the Great Lakes (18 percent). In each of the remaining five regions, the proportions of workers amounted to about 10 percent or less.

Home offices and regional head offices of life insurance companies are located almost exclusively in metropolitan areas.⁶ The 13 areas studied separately in December 1971 accounted for nearly two-thirds of the total nonsupervisory office employment in such establishments. Employment levels, however, varied substantially by area, as indicated in the following tabulation:

<i>Selected area</i>	<i>Nonsupervisory office employees</i>
Atlanta	1,193
Baltimore	609
Boston	7,660
Chicago	6,450
Dallas	2,851
Des Moines	2,195
Hartford	13,769
Houston	2,249
Jacksonville	3,377
Los Angeles-Long Beach and Anaheim- Santa Ana-Garden Grove	3,853
Minneapolis-St. Paul	3,280
New York and Newark	28,789
New York City	22,559
Philadelphia	4,651

Home offices accounted for nearly nine-tenths of the employees covered by the survey. The proportions of workers in regional head offices amounted to two-thirds

⁵ See *Industry Wage Survey: Life Insurance, October-November 1966* Bulletin 1569 (Bureau of Labor Statistics, 1967).

⁶ Standard Metropolitan Statistical Areas, as defined by the U.S. Office of Management and Budget through January 1968.

of the total in the Pacific region, one-fourth in the Southwest, nearly one-sixth in the Southeast and Great Lakes, and less than one-tenth in the remaining regions.

Mutual companies—those owned by policy holders—employed 55 percent of the workers. Such companies accounted for nearly nine-tenths of the employees in the Middle Atlantic region and about three-fourths in the Pacific. The reverse was true in the Border States, Southeast and Southwest regions, where a large majority of the nonsupervisory officeworkers were employed by stock companies (those owned by stockholders). In the New England, Great Lakes, and Middle West regions, employment was about evenly divided between the two types of companies.

Firms which handled other types of insurance (e.g., accident, hospitalization, fire) in addition to life insurance, employed four-fifths of the officeworkers. Offices of companies dealing exclusively in life insurance accounted for about two-fifths of the work force in the Border States, Great Lakes, and Middle West regions, nearly one-fourth in the Southwest, and one-tenth or less in the other regions.

Home and regional head offices of life insurance companies in the survey varied greatly in employment size. At the lower end of the establishment—size scale, nearly one-third of the offices covered by the study employed fewer than 100 workers; a similar proportion employed between 100 and 250 workers, and nearly one-sixth employed between 250 and 500. Together, these three establishment-size groups accounted for about four-fifths of the offices within scope of the survey, but employed only slightly more than one-fourth of the 127,167 nonsupervisory officeworkers. At the upper end of the scale, one-tenth of the offices employed 1,000 workers or more (including a few with more than 5,000) and accounted for three-fifths of the total work force in December 1971.

Establishments with collective bargaining agreements covering a majority of their nonsupervisory officeworkers were found in only four regions and employed less than 5 percent of the industry's office employment.

All workers covered by the survey were in offices having time-rate systems of wage payment. Formal systems, providing a range of rates for specified occupations, were the basis of wage payment for nine-tenths of the workers. Informal systems, which based salaries on the qualifications of individual workers, applied to all remaining workers. This method of wage payment was particularly significant in the Southeast and Southwest regions, where it covered about one-fifth and three-tenths of the workers, respectively.

A large majority of the personnel in home offices and regional head offices of life insurance companies are

employed in clerical and related jobs, including secretaries, stenographers, typists, filing and general clerks, and operators of bookkeeping and other kinds of office machines. They perform much of the same kind of work in insurance companies as their counterparts do in other types of business enterprises. However, other workers in insurance offices have jobs unique to the industry, including correspondence clerks, policy evaluation clerks, and premium acceptors. Some, such as claim approvers and underwriters, are in positions of considerable responsibility which require extensive knowledge of one or more phases of the life insurance business.

Professional workers account for relatively few of the jobs in life insurance offices. One such profession (for which data are provided in this report) is that of the actuary. These workers make statistical studies relating to various kinds of risks, to determine the premium charge on each type of policy.

Insurance companies were among the first business firms to use electronic data processing (EDP) equipment. By the mid-1960's, the overwhelming majority of life insurance companies had installed EDP equipment and applied it to various functions and operations. The application of computers and related EDP equipment has been directed to most of the large-volume record keeping, sorting, and filing operations, which formerly required numerous clerical employees. Employment increases in occupations related to electronic data processing have been accompanied by employment declines in some clerical jobs.

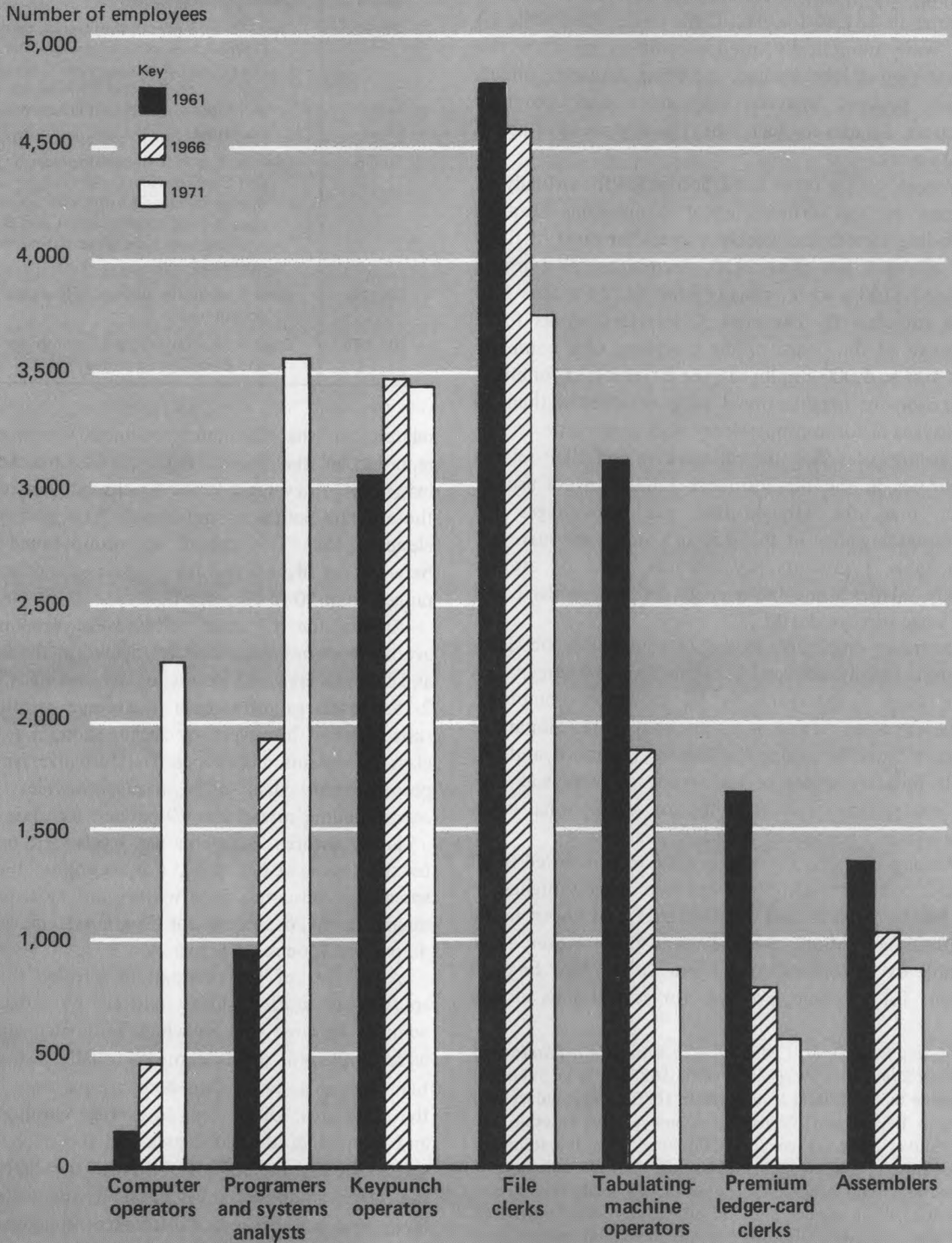
This general pattern emerged in a comparison of 1971 occupational employment levels with the Bureau's 1961 and 1966 surveys in the life insurance industry.⁷ Although the studies do not provide a precise measure of the magnitude of such changes, some general observations on direction can be made. For example, the number of computer operators, programers, and systems analysts showed substantial gains since the 1961 study—whereas the numbers of assemblers, file clerks, premium-ledger-card clerks, and tabulating-machine operators decreased. (See chart.)

Occupational earnings

The 42 occupational classifications studied, accounting for about 42,000 employees, were selected to represent salary levels for the various types of activities performed in home and regional head offices of insurance companies. For the 28 occupations comparable to those studied in the 1966 survey, increases in average weekly

⁷ Bulletin 1569. See also *Industry Wage Survey: Life Insurance, May-July 1961*, Bulletin 1324 (Bureau of Labor Statistics, 1962).

Employment Changes in Selected Life Insurance Occupations, 1961-71



salaries ranged from 19 to 38 percent. The median of these increases was 30 percent over the 5-year period, i.e., one-half were higher than this figure, one-half were lower.

Nationwide, average (mean) weekly salaries in December 1971 ranged from a high of \$427 for class A actuaries to \$81.50 for class C file clerks. (See table 1.) Men were numerically predominant in most of the highest paying jobs studied, including actuaries, underwriters, systems analysts, programers, and computer operators. Salaries for such jobs typically averaged above \$170 a week.

Women, on the other hand, accounted for virtually all workers in the office clerical occupations studied. Excluding secretaries, weekly salaries for most of these jobs averaged less than \$120. Secretaries, as a group, averaged \$135 a week, ranging from \$172 for class A to \$118 for class D. The class A secretary works for a chairman of the board or the president of a company with 100 to 5,000 employees; the latter works for either supervisors of organizational units with fewer than 30 employees or for nonsupervisory staff specialists.

Earnings of office clerical workers and EDP related employees in the life insurance industry were usually lower than the straight-time weekly averages for corresponding jobs in the Bureau's area wage surveys.⁸ Text table 1 presents pay relatives based on average weekly salaries using the averages in the broader based area wage surveys as 100.

Insurance employees in the 28 comparable job classifications usually averaged between 5 and 14 percent less than their counterparts in all industries combined. However, when viewed on a somewhat more comparable industry basis, i.e., using the finance, insurance, and real estate industry sector of the area wage surveys as 100, the pay relatives for 20 of the 28 occupational levels were within 5 percent of the base.

Among the jobs for which data are presented in all regions, average weekly earnings were usually highest in the Middle Atlantic and Pacific States, and lowest in the Southeast and Middle West. There were, however, some notable exceptions to this pattern. In the New England region, for example, averages for several jobs closely

Text table 1. Pay relatives of clerical and EDP related employees in life insurance offices
[BLS area wage surveys = 100]

Relative	Job classification
81-85	General stenographers
86-90	Class A and B accounting clerks, class D secretaries, senior stenographers, class A and B typists, class C systems analysts, class A and B keypunch operators, and Class A and B tabulating-machine operators
91-95	Class A, B, and C file clerks, class B and C secretaries; transcribing-machine operators, class A computer operators; class A programers, class A and B systems analysts, and class C tabulating-machine operators
96-100	Class B computer operators and class B programers
101-105	Class A secretaries, class C computer operators and class C programers

related to the insurance business exceeded those recorded in the Pacific region, and in a number of instances, job averages in the Southwest were lower than those in the Southeast and Middle West, particularly for clerical jobs. The spread in occupational averages between the highest and lowest paying regions typically ranged from 20 to 40 percent.

Among the 13 areas selected for separate study, average earnings were usually highest in the New York and Newark area and lowest in Jacksonville. (See tables 2-15.) Interarea differences in average earnings varied substantially, however, by occupation. To illustrate, class A systems analysts in Hartford averaged only 2 percent more than those in Jacksonville, while the corresponding spread was 19 percent for class B typists.

Large differences in area pay levels were not limited to the lesser skilled jobs. For example, the earnings spread for actuaries, underwriters, and systems analysts ranged from 26 percent for class C systems analysts to 42 percent for class A actuaries.

A number of the occupations selected for separate study were staffed almost entirely by either men or women. In those jobs in which both men and women were employed, men's earnings usually averaged more than women's, even when comparisons were limited to the same area. Differences in average earnings for men and women in the same area and job may be due to several factors, including variation in the distribution of the sexes among establishments having different pay levels, and possible minor differences in assigned duties. Also, as noted earlier, formal rate-range pay systems applied to 90 percent of the office workers in the study.

⁸ *Area Wage Surveys, Metropolitan Areas, United States and Regional Summaries, 1970-71*, Bulletin 1685-92, to be published sometime in 1973. Data from Bulletin 1685-92 were adjusted to reflect a December 1971 payroll reference. The Bureau's area wage survey program covers establishments in the following broad industry divisions: Manufacturing; transportation, communications, and other public utilities; wholesale trade; retail trade; finance, insurance and real estate; and selected services. Area wage surveys, conducted annually in 96 metropolitan areas throughout the country, are projected to represent all metropolitan areas in the United States (excluding Alaska and Hawaii).

Text table 2. Wage dispersions in selected job classifications in life insurance offices

Occupational group	Total number of job classifications	Number of classifications with dispersion factors ¹ of—				
		15 and under 20 percent	20 and under 25 percent	25 and under 30 percent	30 and under 35 percent	35 percent and over
All job classifications	42	10	21	5	4	2
Insurance-related occupations	13	—	6	3	2	2
General clerical occupations	14	3	8	1	2	—
EDP and related occupations	15	7	7	1	—	—

¹ Dispersion factor equals earnings range of middle 50 percent of employees in classification as a percent of median earnings.

For definitions of medians and middle ranges, see appendix A.

To the extent that individual pay is adjusted on the basis of length of service, longer average service for one sex can result in higher average pay when both sexes are employed within the same rate range.

Individual earnings ranged widely within most occupations studied. To illustrate, an examination of the nationwide earnings distributions reveals that the middle ranges of earnings produced dispersion factors of 20 percent or more for most of the 42 occupational classifications studied. (See text table 2.)

Earning variations within occupations are more clearly illustrated on an individual area basis. In a number of instances, weekly earnings of the highest paid employees exceeded those of the lowest paid in the same job and area by 100 percent or more. This resulted in considerable overlapping of individual salaries between workers in occupations with widely disparate average pay levels, as is shown in text table 3.

Establishment practices and supplementary wage provisions

Data were also obtained on certain establishment practices and supplementary wage benefits for nonsupervisory office employees, including work schedules, paid holidays, paid vacations, and health, insurance, and retirement plans.

Scheduled weekly hours and shift practices. Virtually all establishments visited reported work schedules based on a 5-day week. At the time of the study, weekly work schedules of 37.5 hours or less were in effect in establishments accounting for 84 percent of the nonsupervisory office employees. (See table 16.) Only in the Southwest and Middle West regions were a majority of such employees scheduled to work longer than 37.5 hours a week, usually 38.75 or 40 hours.

Less than 2 percent of the officeworkers were employed on late shifts in December 1971. Practically all were electronic data processing or related employees, commonly receiving a shift premium amounting to 10

percent of straight-time earnings for evening schedules and 10 or 15 percent when employed on night or other late shifts.

Paid holidays. All establishments visited during the study granted paid holidays to their nonsupervisory office employees, typically 9 to 12 days annually. The number of paid holidays provided, however, varied substantially both among and within regions. (See table 17.) For example, in the three major employment regions, the most common provisions were 11 days in New England, 12 days in the Middle Atlantic and 8 or 9 in the Great Lakes. In the two latter regions, however, provisions ranged from 6 to 13 days or more. Provisions for half holidays (in addition to full holidays) were available to at least one-tenth of the officeworkers in nearly all regions.

Paid vacations. Paid vacations, after qualifying periods of service, were provided to all nonsupervisory office employees. (See table 18.) Typical provisions were 2 weeks of vacation pay after 1 year of service, 3 weeks after 10 years, and 4 weeks after 20 years of service.

Text table 3. Weekly earnings distribution of class B underwriters and systems analysts in the New York-Newark area

Weekly earnings	Number of workers employed as—	
	Class B underwriters	Class B systems analysts
Under \$180	15	—
\$180 and under \$190	9	—
\$190 and under \$200	16	—
\$200 and under \$220	24	1
\$220 and under \$240	17	30
\$240 and under \$260	34	82
\$260 and under \$280	7	46
\$280 and under \$300	4	47
\$300 and under \$320	—	13
\$320 and over	—	25
Total number of workers	126	244
Average weekly earnings	\$221	\$273

Regionally, the most liberal vacation policies were found in New England, where for a majority of the workers provisions were 3 weeks' pay after 5 years, 4 weeks after 10 years, and 5 weeks after 25 years of service.

Health, insurance, and retirement plans. Virtually all office employees covered by the survey were provided life, hospitalization, surgical, medical, and major medical insurance, for which employers paid at least part of the cost. (See table 19.) Paid sick leave (usually at full pay with no waiting period) was available to about seven-eighths of the office workers, while sickness and accident plans applied to three-fifths. Accidental death and dismemberment insurance was available to seven-tenths of the workers. For most of these benefits there was very little regional variation in the proportions of workers covered. A notable exception, however, was sickness and accident insurance. Coverage of this benefit varied from less than one-tenth of the workers in the Middle West,

where sick leave applied to seven-eighths of the workers, to four-fifths in the New England region, where nine-tenths of the employees were covered by sick leave plans.

Retirement pension plans (other than social security), providing regular payments for the remainder of the retiree's life, were available to nearly all workers in the survey. Typically, these plans were paid for wholly by the employer. Provisions for lump-sum payments (severance pay) on retirement were virtually nonexistent in the industry.

Other selected benefits. Nearly all workers were in establishments having formal provisions for jury duty pay and pay to attend funerals of specified relatives.

Nearly three-tenths of the workers were in offices providing free lunches to their employees. This practice was prevalent only in the Middle Atlantic and Pacific regions, but it was reported by some establishments in all regions except in the Middle West. (See table 20.)

Table 1. Average weekly earnings: Selected occupations

(Number and average straight-time weekly earnings¹ of employees in selected occupations in home offices and regional head offices of life insurance companies, United States and selected regions, December 1971)

Occupation and sex	United States ²					New England			Middle Atlantic			
	Number of employees	Weekly earnings ¹			Number of employees	Weekly earnings ¹			Number of employees	Weekly earnings ¹		
		Mean	Median	Middle range		Mean	Median	Middle range		Mean	Median	Middle range
<u>Insurance occupations</u>												
Actuaries, class A (218 men and 11 women) -----	229	\$427.00	\$422.50	\$383.50-\$489.50	49	\$453.50	\$422.50	\$390.50-\$518.50	65	\$456.00	\$451.00	\$413.00-\$504.50
Actuaries, class B (309 men and 24 women) -----	333	300.00	297.50	263.50-334.00	84	315.00	300.50	274.00-334.50	61	325.50	330.00	306.00-355.00
Assemblers (888 women and 8 men) -----	896	90.50	90.00	81.00-99.00	32	89.50	83.50	77.00-104.50	372	93.00	91.00	87.00-100.00
Claim approvers, class A -----	337	182.00	182.00	133.50-218.50	61	198.00	201.50	182.00-219.00	41	215.50	203.50	185.00-269.00
Men -----	162	218.00	214.50	181.50-253.00	31	209.50	212.50	192.00-226.00	31	215.00	208.00	186.50-249.50
Claim approvers, class B -----	556	157.50	155.00	122.00-184.00	48	162.00	164.00	150.00-178.00	121	191.50	185.00	150.50-240.00
Men -----	240	184.00	178.50	154.00-216.50	27	163.00	163.00	153.50-171.00	73	204.50	220.00	169.50-249.50
Women -----	316	138.00	133.00	105.00-163.50	21	160.50	166.00	132.00-191.00	48	171.50	163.50	135.50-207.50
Clerks, correspondence, class A -----	684	144.00	134.00	119.00-161.00	71	142.50	143.00	124.50-161.00	107	187.00	198.00	150.50-219.50
Women -----	568	136.00	129.50	117.00-150.00	66	140.50	141.00	124.50-160.00	71	177.00	195.50	139.50-210.00
Clerks, correspondence, class B -----	1,203	116.50	111.00	96.50-130.50	70	118.00	115.00	106.00-124.00	245	147.00	151.00	117.00-178.00
Women -----	1,091	113.50	109.00	95.00-127.00	67	118.00	115.00	105.50-124.50	199	142.00	142.00	112.00-174.50
Clerks, policy evaluation (945 women and 43 men) ---	988	106.50	104.00	92.00-120.00	57	110.50	106.00	99.00-120.00	146	117.50	118.00	102.00-129.50
Clerks, premium-ledger-card (553 women and 3 men) -----	556	87.50	85.00	75.00-98.50	47	98.00	98.00	88.50-103.00	55	93.50	95.00	81.00-101.50
Premium acceptors (606 women and 5 men) -----	611	98.00	94.50	85.00-106.50	88	92.50	90.00	85.00-96.50	90	100.50	95.00	85.00-116.00
Underwriters, class A -----	441	228.00	224.50	196.50-249.50	90	219.50	221.00	199.50-241.00	62	253.50	249.50	230.50-276.00
Men -----	364	234.00	229.00	205.50-254.50	65	227.50	230.50	216.00-245.00	55	251.50	249.50	225.50-273.50
Underwriters, class B -----	598	201.00	197.50	177.50-220.50	88	191.00	187.50	178.00-201.50	155	218.50	215.50	193.50-247.50
Men -----	426	209.00	201.50	185.00-230.50	68	194.50	190.00	182.50-204.50	114	222.00	219.50	195.50-249.50
Women -----	172	182.50	181.00	164.50-203.50	-	-	-	-	41	209.00	206.50	181.50-235.50
Underwriters, class C -----	635	159.00	160.00	140.00-177.00	71	163.50	165.00	154.00-174.50	110	170.50	169.00	148.00-190.00
Men -----	329	171.50	166.50	156.50-182.00	45	166.00	169.00	156.50-175.50	61	181.00	181.50	162.50-192.50
Women -----	306	146.00	145.00	129.00-167.50	26	158.50	159.50	144.00-168.00	49	157.00	151.50	136.00-171.00
<u>General clerical occupations</u>												
Clerks, accounting, class A -----	1,542	122.00	119.00	106.50-134.00	159	126.50	126.00	113.00-140.00	264	122.50	119.00	108.00-132.50
Men -----	155	140.00	138.00	124.50-156.00	28	132.00	136.50	119.50-145.00	28	145.50	143.00	125.00-165.50
Women -----	1,387	120.00	117.50	106.00-130.50	131	125.00	125.00	112.50-138.00	236	120.00	117.00	107.00-130.00
Clerks, accounting, class B (2,143 women and 47 men) -----	2,190	96.50	94.50	84.00-106.00	200	99.50	99.50	90.00-108.00	222	98.00	100.00	85.00-110.00
Clerks, file, class A (418 women and 6 men) -----	424	106.50	104.50	93.50-116.50	80	101.00	100.00	95.00-106.00	120	116.00	117.50	104.50-130.00
Clerks, file, class B (1,285 women and 10 men) -----	1,295	89.50	87.50	80.00-98.00	168	91.00	88.00	82.00-98.00	217	97.50	100.50	85.00-111.50
Clerks, file, class C (2,022 women and 39 men) -----	2,061	81.50	81.00	73.00-88.00	165	85.50	83.50	80.00-91.00	564	89.50	88.00	84.50-97.00
Secretaries ³ (6,413 women and 5 men) -----	6,418	135.00	131.00	114.00-152.00	1,106	135.00	131.00	117.50-150.00	1,651	156.00	151.50	133.00-176.50
Secretaries, class A (all women) -----	419	172.00	168.50	144.00-201.50	71	171.00	169.00	152.50-182.50	115	209.50	208.50	201.00-231.00
Secretaries, class B (all women) -----	1,672	149.50	145.50	127.00-171.00	176	152.00	152.50	133.00-168.00	456	177.00	182.50	162.00-194.50
Secretaries, class C (2,275 women and 2 men) -----	2,277	133.00	131.00	115.50-150.00	442	139.00	137.50	126.00-153.00	556	148.50	153.50	131.00-164.50
Secretaries, class D (2,015 women and 3 men) -----	2,018	118.00	118.00	104.00-132.00	417	117.50	117.00	108.00-127.00	515	134.00	135.00	124.00-145.00
Stenographers, general (all women) -----	1,286	97.50	97.50	87.50-107.00	63	106.50	105.00	93.00-118.50	390	104.00	106.00	97.50-114.00
Stenographers, senior (all women) -----	1,050	117.50	116.50	105.00-130.50	80	110.00	107.00	100.00-116.50	383	129.50	130.00	122.00-139.50
Transcribing-machine operators, general (1,021 women and 2 men) -----	1,023	99.00	97.50	87.00-108.00	134	98.50	96.00	89.50-108.00	139	115.00	111.00	96.50-124.00
Typists, class A (2,156 women and 4 men) -----	2,160	101.50	101.00	91.00-110.50	329	99.50	98.00	91.00-106.00	705	108.50	108.50	102.00-115.00
Typists, class B (all women) -----	3,171	88.50	88.50	79.50-96.00	244	92.50	90.00	85.00-100.00	883	93.00	93.00	88.50-101.00
<u>EDP-related occupations</u>												
Computer operators, class A (427 men and 77 women) -----	504	164.50	161.00	149.50-176.50	131	165.50	166.50	153.00-177.00	94	176.00	170.00	158.00-185.50
Computer operators, class B -----	1,035	146.50	142.00	127.00-160.50	195	141.50	142.00	135.00-151.00	305	166.00	169.50	140.00-191.00
Men -----	820	147.00	141.50	126.50-163.00	86	138.00	138.00	127.50-152.00	268	165.00	166.00	138.50-191.00
Computer operators, class C -----	707	130.00	128.00	110.00-143.00	224	128.00	131.00	124.00-135.00	147	149.00	158.00	125.50-170.50
Men -----	518	130.50	124.50	108.00-152.00	79	123.00	124.00	109.00-136.50	141	150.50	159.50	128.00-171.50
Computer programmers, business, class A -----	828	216.50	209.50	192.00-240.00	152	209.50	206.00	198.00-217.00	167	254.50	263.00	234.00-275.50
Men -----	595	218.50	211.00	192.00-242.00	85	214.50	210.00	201.50-222.50	114	255.50	264.00	234.00-277.50
Women -----	233	211.00	207.00	192.00-232.00	67	203.00	202.50	196.00-211.00	53	252.50	259.00	240.50-270.50
Computer programmers, business, class B -----	1,301	191.00	191.00	170.50-210.00	160	192.50	188.00	180.00-201.50	431	210.00	208.50	195.00-227.00
Men -----	807	190.00	190.00	170.00-209.00	96	195.00	188.00	179.50-203.00	228	209.00	208.50	195.00-225.00
Women -----	494	192.00	193.00	171.50-211.50	64	189.00	189.50	181.00-200.50	203	211.50	207.50	196.00-230.50

See footnotes at end of table.

Table 1. Average weekly earnings: Selected occupations—Continued

(Number and average straight-time weekly earnings¹ of employees in selected occupations in home offices and regional head offices of life insurance companies, United States and selected regions, December 1971)

Occupation and sex	United States ²				New England				Middle Atlantic			
	Number of employees	Weekly earnings ¹			Number of employees	Weekly earnings ¹			Number of employees	Weekly earnings ¹		
		Mean	Median	Middle range		Mean	Median	Middle range		Mean	Median	Middle range
EDP-related occupations—Continued												
Computer programmers, business, class C	748	\$171.50	\$170.00	\$153.00—\$192.00	249	\$186.00	\$186.00	\$168.00—\$201.50	203	\$182.00	\$177.50	\$165.00—\$201.00
Men	533	174.00	172.50	155.00—195.00	208	188.50	188.00	172.50—204.00	140	182.50	176.00	165.00—202.00
Women	215	165.00	164.00	146.00—183.00	41	174.50	165.00	161.50—192.00	63	181.50	178.50	167.00—199.50
Computer systems analysts, business, class A	610	274.00	271.00	247.50—293.50	136	259.50	261.00	244.00—278.00	182	313.00	297.50	283.50—321.50
Men	512	276.00	271.00	249.00—294.50	115	261.00	263.00	247.50—278.50	155	315.00	297.50	283.50—324.50
Computer systems analysts, business, class B	857	234.00	230.50	211.00—251.50	178	227.00	230.50	215.00—242.00	266	268.00	259.00	243.00—299.50
Men	666	236.00	232.00	213.00—253.50	150	230.00	230.00	219.00—243.00	201	267.00	257.50	243.00—299.50
Women	191	227.50	226.50	200.00—247.50	28	213.50	222.00	192.00—230.50	65	269.50	264.00	244.00—299.50
Computer systems analysts, business, class C (287 men and 56 women)	343	189.50	184.50	174.00—201.50	194	187.50	184.50	174.50—198.50	22	218.50	210.00	190.00—246.50
Keypunch operators, class A (1,334 women and 5 men)	1,339	111.00	110.00	100.00—121.50	147	112.00	112.00	104.00—120.50	297	117.50	120.00	107.50—125.50
Keypunch operators, class B (2,124 women and 2 men)	2,126	97.00	96.00	86.50—106.50	291	96.00	95.00	89.50—102.00	489	105.50	105.50	96.00—115.00
Tabulating-machine operators, class A (153 women and 152 men)	305	140.50	142.50	130.50—151.00	48	138.00	138.00	128.00—147.00	176	139.50	141.00	132.50—148.00
Tabulating-machine operators, class B	350	120.00	120.00	108.00—129.00	52	120.00	116.00	110.00—126.00	140	121.00	124.50	115.00—130.50
Men	186	121.50	120.00	106.50—129.00	35	117.50	114.50	110.00—123.50	76	121.00	122.00	116.50—126.50
Tabulating-machine operators, class C (121 men and 104 women)	225	103.50	105.00	95.00—111.50	49	102.00	101.00	93.00—109.00	-	-	-	-
Tape librarians (134 women and 59 men)	193	127.50	126.50	114.00—142.50	41	125.50	130.00	109.00—134.00	-	-	-	-
Insurance occupations												
		Border States				Southeast				Southwest		
Actuaries, class A	15	\$406.00	\$441.50	\$292.00—\$475.00	8	\$416.50	-	-	14	\$417.50	-	-
Actuaries, class B	12	323.50	-	-	26	290.00	\$306.00	\$247.50—\$333.00	25	284.00	\$272.50	\$242.00—\$293.50
Assemblers	44	88.50	85.50	75.00—100.00	114	84.00	80.50	76.50—88.50	26	87.50	86.50	80.50—94.00
Claim approvers, class A	9	197.50	-	-	40	145.50	130.00	105.00—180.50	28	193.00	182.50	172.00—223.50
Men	7	221.50	-	-	16	192.50	189.00	178.00—206.00	18	219.50	214.50	178.50—246.50
Claim approvers, class B	19	149.00	154.00	88.50—193.00	92	131.00	116.00	93.50—173.00	53	137.00	132.50	108.50—154.00
Men	-	-	-	-	30	169.00	178.50	141.00—198.00	19	164.50	154.00	148.50—179.50
Women	16	135.50	141.00	88.00—180.00	62	112.50	101.50	90.00—122.00	34	121.50	114.50	103.50—134.00
Clerks, correspondence, class A	-	-	-	-	45	128.50	128.50	113.00—145.50	75	121.50	119.50	105.50—131.00
Women	-	-	-	-	40	123.50	118.50	108.00—140.00	71	120.00	116.00	103.50—130.00
Clerks, correspondence, class B	-	-	-	-	160	101.50	98.50	85.50—114.50	164	101.00	99.00	86.50—112.00
Women	-	-	-	-	159	101.00	98.50	85.50—114.00	158	99.50	97.50	86.50—110.00
Clerks, policy evaluation	68	100.50	94.00	85.50—112.00	172	98.00	95.50	82.50—110.00	107	101.00	98.00	86.50—110.50
Clerks, premium-ledger-card	46	96.50	92.00	84.00—105.00	231	81.00	76.00	70.00—90.00	-	-	-	-
Premium acceptors	46	104.00	108.50	96.00—111.50	70	92.50	93.00	83.00—101.00	69	93.50	89.50	80.50—103.50
Underwriters, class A	8	259.00	-	-	56	215.00	205.50	173.00—244.00	42	212.50	210.50	178.00—240.50
Men	7	271.00	-	-	44	221.50	217.00	184.50—256.00	36	218.50	218.50	191.00—251.00
Underwriters, class B	37	211.00	215.00	165.00—246.00	67	179.00	182.00	158.00—205.50	34	182.00	180.50	174.50—201.00
Men	29	230.00	227.00	206.00—265.00	40	189.50	186.00	165.00—215.00	21	193.50	196.50	182.00—203.50
Women	8	141.50	-	-	27	164.00	177.50	141.00—187.50	13	163.00	-	-
Underwriters, class C	18	179.00	185.00	158.50—206.00	102	151.00	152.00	133.50—164.50	65	137.00	138.00	125.50—161.00
Men	8	181.50	-	-	55	165.00	161.00	152.00—175.50	23	156.50	161.00	147.00—166.50
Women	10	177.50	-	-	47	134.00	134.00	126.50—149.00	42	126.50	130.00	102.50—146.50
General clerical occupations												
Clerks, accounting, class A	109	126.00	113.50	102.50—130.50	214	122.00	123.50	106.50—135.50	162	114.50	110.50	101.00—126.50
Men	-	-	-	-	29	142.00	138.00	135.00—150.00	23	138.50	138.00	125.00—138.00
Women	98	128.50	115.50	103.50—133.50	185	119.00	119.00	104.00—130.00	139	111.00	109.00	97.00—122.00
Clerks, accounting, class B	176	99.50	100.50	92.00—108.50	378	92.00	91.00	82.00—100.00	329	85.50	84.00	75.00—93.00
Clerks, file, class A	14	108.50	-	-	39	105.50	100.50	93.00—120.50	49	92.00	89.00	81.50—98.00
Clerks, file, class B	64	87.50	89.50	80.50—96.00	125	84.50	81.50	78.50—87.50	173	83.50	83.00	78.00—86.50
Clerks, file, class C	64	78.50	76.00	71.50—84.00	396	75.50	74.50	70.00—80.00	256	75.00	75.00	69.50—79.50
Secretaries	294	129.00	130.50	108.00—148.00	908	116.50	115.00	100.00—130.00	515	121.00	121.00	104.50—134.50
Secretaries, class A	17	159.50	160.00	150.00—173.00	57	140.50	134.50	125.00—161.00	31	149.50	146.00	126.50—167.50
Secretaries, class B	99	143.50	150.00	132.00—161.50	205	127.50	128.00	109.50—144.00	187	128.50	127.00	115.00—138.50
Secretaries, class C	112	123.00	122.50	108.00—138.00	284	120.00	118.50	107.50—131.50	154	117.00	115.50	104.50—129.00

See footnotes at end of table.

Table 1. Average weekly earnings: Selected occupations—Continued

(Number and average straight-time weekly earnings¹ of employees in selected occupations in home offices and regional head offices of life insurance companies, United States and selected regions, December 1971)

Occupation and sex	Border States				Southeast				Southwest			
	Number of employees	Weekly earnings ¹			Number of employees	Weekly earnings ¹			Number of employees	Weekly earnings ¹		
		Mean	Median	Middle range		Mean	Median	Middle range		Mean	Median	Middle range
General clerical occupations—Continued												
Secretaries³—Continued												
Secretaries, class D	66	\$108.50	\$104.00	\$95.00—\$124.50	362	\$104.50	\$105.00	\$91.00—\$117.00	143	\$109.00	\$109.50	\$93.50—\$123.00
Stenographers, general	53	96.50	93.00	85.00—109.00	189	90.00	88.50	84.00—96.00	149	96.00	97.00	87.50—103.50
Stenographers, senior	11	126.00	-	-	105	106.50	103.50	94.00—115.00	55	111.50	108.00	106.00—117.00
Transcribing-machine operators, general	66	99.50	92.50	87.50—113.50	115	88.50	85.00	80.00—94.50	129	97.00	96.50	86.50—108.00
Typists, class A	33	105.50	111.00	86.00—116.00	91	96.50	95.00	82.50—111.00	231	91.50	92.00	85.00—96.50
Typists, class B	149	92.00	89.00	81.50—100.00	475	82.50	80.50	74.00—88.50	384	79.50	79.50	71.00—86.50
EDP-related occupations												
Computer operators, class A	17	163.50	157.50	150.50—169.00	53	158.00	152.00	141.50—177.00	32	157.00	158.50	139.50—172.00
Computer operators, class B	21	145.50	140.00	131.50—156.50	127	131.00	127.50	118.50—145.00	67	132.00	127.50	120.00—144.00
Men	33	151.00	144.00	135.00—157.50	113	131.00	126.00	119.00—144.00	62	133.50	131.00	121.50—144.50
Computer operators, class C	15	121.50	114.00	107.50—128.50	103	107.50	107.00	100.00—115.00	41	112.50	113.00	101.00—121.00
Men	13	125.00	-	-	88	107.00	107.50	100.00—114.50	39	113.00	114.00	101.00—121.00
Computer programmers, business, class A	19	231.50	230.00	200.00—257.50	113	199.50	195.50	177.50—210.50	61	209.50	207.00	192.50—230.00
Men	15	241.50	257.50	225.00—261.00	85	204.00	199.00	180.50—213.00	41	213.00	211.00	195.50—230.00
Women	-	-	-	-	28	186.50	179.50	167.50—195.50	20	203.00	201.50	182.50—227.50
Computer programmers, business, class B	49	183.00	182.50	167.00—195.00	140	168.50	163.50	154.00—177.50	103	179.00	186.00	161.00—192.50
Men	31	182.50	184.00	171.50—190.00	86	169.00	163.50	155.50—184.00	60	183.50	186.50	176.00—192.00
Women	18	183.00	182.50	158.50—199.00	54	168.00	163.50	153.00—173.50	43	172.50	167.00	145.50—197.00
Computer programmers, business, class C	35	154.50	151.00	146.50—163.00	98	141.50	140.00	131.00—151.00	52	154.50	156.50	145.00—171.00
Men	26	154.00	151.00	147.50—163.00	60	144.50	143.00	134.50—154.00	33	149.00	155.50	139.00—161.00
Women	9	156.00	-	-	38	137.50	137.50	126.50—147.00	19	164.50	168.00	156.50—173.50
Computer systems analysts, business, class A	-	-	-	-	32	259.50	252.00	236.00—275.00	16	277.00	279.50	267.00—293.50
Men	-	-	-	-	29	262.00	255.50	240.00—276.00	13	276.00	-	-
Computer systems analysts, business, class B	26	233.50	222.50	213.00—251.00	56	223.00	215.50	201.50—238.50	31	224.00	221.00	214.50—236.00
Men	25	233.00	222.50	211.00—253.00	47	226.50	219.50	204.00—245.50	28	224.50	221.00	214.50—235.50
Women	-	-	-	-	9	207.00	-	-	-	-	-	-
Computer systems analysts, business, class C	-	-	-	-	33	191.00	184.50	176.50—199.00	-	-	-	-
Keypunch operators, class A	50	109.00	106.50	99.50—112.00	227	104.00	103.50	96.50—110.50	84	110.00	108.00	98.50—119.50
Keypunch operators, class B	85	99.00	99.00	88.50—109.00	386	89.50	87.00	80.00—98.00	209	94.50	90.50	83.00—103.50
Tabulating-machine operators, class A	-	-	-	-	10	138.00	-	-	-	-	-	-
Tabulating-machine operators, class B	-	-	-	-	72	114.50	115.00	101.50—123.50	6	117.00	-	-
Men	-	-	-	-	17	106.50	100.00	100.00—103.00	-	-	-	-
Tabulating-machine operators, class C	8	95.50	-	-	21	95.00	92.50	85.00—110.00	-	-	-	-
Tape librarians	-	-	-	-	19	127.00	125.00	111.00—135.00	13	130.00	-	-
Insurance occupations												
Great Lakes				Middle West				Pacific				
Actuaries, class A	41	\$392.00	\$390.00	\$321.00—\$508.00	8	\$371.00	-	-	19	\$368.50	\$383.50	\$356.00—\$404.00
Actuaries, class B	68	281.50	282.50	249.00—307.00	31	265.50	\$260.00	\$243.50—\$310.50	18	286.50	277.50	255.00—327.00
Assemblers	208	94.50	93.00	86.50—100.00	64	79.00	74.50	71.50—79.00	18	94.00	92.50	90.00—97.00
Claim approvers, class A	86	161.00	147.50	116.50—186.50	37	165.50	135.00	123.00—192.00	33	216.50	193.50	174.00—271.50
Men	30	215.50	239.00	170.00—254.50	12	233.50	-	-	17	252.50	271.50	201.00—288.00
Claim approvers, class B	108	153.00	150.00	125.00—183.50	48	159.50	168.50	126.00—177.00	58	165.00	159.00	138.00—183.50
Men	44	176.00	189.50	155.50—202.50	21	185.50	183.00	170.50—184.00	23	186.00	183.00	150.00—231.00
Women	64	137.00	133.50	119.50—152.00	27	139.50	126.50	124.00—164.50	35	151.00	144.00	136.50—169.00
Clerks, correspondence, class A	163	141.50	134.50	122.50—156.00	82	144.00	141.00	122.50—161.00	53	136.00	126.50	115.00—160.00
Women	136	136.00	132.00	121.00—146.00	55	136.00	130.00	121.00—150.00	46	127.00	122.50	115.00—133.50
Clerks, correspondence, class B	261	118.50	116.50	106.00—129.00	93	114.00	116.00	89.50—131.00	81	111.00	103.50	92.00—126.50
Women	249	118.00	116.00	106.00—129.00	69	104.00	103.50	86.50—116.50	70	108.00	103.50	89.50—125.00
Clerks, policy evaluation	287	109.50	105.50	96.50—119.00	80	96.00	88.00	81.00—107.00	58	118.00	118.00	104.50—125.50
Clerks, premium-ledger-card	94	93.00	90.00	82.00—100.00	22	79.50	77.00	69.00—81.50	-	-	-	-
Premium acceptors	104	102.00	97.50	93.00—108.00	66	91.50	92.00	85.00—94.50	38	123.00	126.50	96.50—146.00
Underwriters, class A	96	214.00	213.00	188.50—234.50	57	233.00	228.00	201.50—255.00	27	262.50	245.00	221.00—308.50
Men	82	219.00	220.50	196.50—237.50	49	239.50	238.00	209.00—257.00	23	269.00	245.00	224.50—318.50
Underwriters, class B	121	199.50	197.00	183.50—214.00	44	181.50	186.00	156.00—201.50	43	207.50	205.00	178.00—220.00
Men	85	205.00	198.00	189.50—218.50	32	190.50	192.50	172.50—209.00	28	214.50	203.50	179.00—257.50
Women	36	187.00	181.00	165.50—204.00	12	158.50	-	-	15	194.50	209.50	179.50—215.50
Underwriters, class C	157	161.50	157.50	143.00—180.50	62	152.00	161.00	139.50—173.00	38	177.50	169.00	158.50—181.00
Men	71	173.00	171.50	156.50—183.00	37	168.00	170.00	159.00—175.50	25	175.00	163.00	158.50—167.50
Women	86	152.00	150.00	138.00—170.00	25	129.00	119.50	98.00—159.50	13	181.50	-	-

See footnotes at end of table.

Table 1. Average weekly earnings: Selected occupations—Continued

(Number and average straight-time weekly earnings¹ of employees in selected occupations in home offices and regional head offices of life insurance companies, United States and selected regions, December 1971)

Occupation and sex	Great Lakes				Middle West				Pacific			
	Number of employees	Weekly earnings ¹			Number of employees	Weekly earnings ¹			Number of employees	Weekly earnings ¹		
		Mean	Median	Middle range		Mean	Median	Middle range		Mean	Median	Middle range
General clerical occupations												
Clerks, accounting, class A -----	374	\$120.50	\$117.50	\$108.00-\$130.50	146	\$117.00	\$114.50	\$103.50-\$125.00	94	\$138.50	\$138.00	\$119.00-\$157.50
Men -----	14	147.00	-	-	9	163.00	-	-	13	151.00	-	-
Women -----	360	119.50	117.50	107.00-128.00	137	114.00	113.00	103.50-121.00	81	136.50	132.50	121.00-154.00
Clerks, accounting, class B -----	502	100.50	96.50	87.50-108.00	221	88.00	85.00	78.00-93.00	127	126.00	129.00	109.50-142.00
Clerks, file, class A -----	82	106.50	104.00	94.50-115.00	24	107.00	107.00	99.00-115.50	-	-	-	-
Clerks, file, class B -----	250	92.00	90.00	80.50-101.00	141	83.50	81.50	78.00-88.00	-	-	-	-
Clerks, file, class C -----	376	80.50	78.50	71.50-87.50	129	75.50	76.00	71.50-81.00	109	88.00	87.50	85.00-92.00
Secretaries ² (6,413 women and 5 men) -----	1,256	131.00	128.00	114.50-144.00	309	124.00	122.00	106.00-138.00	285	141.50	140.50	120.00-161.00
Secretaries, class A -----	76	165.00	167.50	146.50-179.00	24	156.50	147.50	130.50-182.00	17	173.00	167.00	144.00-192.00
Secretaries, class B -----	349	143.50	141.50	128.50-154.00	103	133.00	132.50	114.00-148.00	71	155.50	152.00	136.00-170.00
Secretaries, class C -----	466	128.00	126.50	115.50-139.00	82	119.00	120.00	101.50-132.00	141	137.00	138.00	113.00-159.00
Secretaries, class D -----	365	116.00	115.00	103.50-126.50	77	112.50	110.50	103.50-122.00	56	124.50	129.00	113.00-136.00
Stenographers, general -----	298	94.50	95.00	85.00-102.50	110	92.50	89.50	84.00-99.00	22	109.00	101.50	99.00-115.00
Stenographers, senior -----	256	109.50	110.00	100.50-116.00	127	111.50	110.00	101.00-122.00	32	123.00	124.00	115.00-132.00
Transcribing-machine operators, general -----	256	102.00	100.00	92.00-108.00	128	92.00	93.50	80.50-100.00	31	100.00	102.00	93.50-107.50
Typists, class A -----	453	102.00	101.00	88.00-112.00	155	91.50	90.00	82.50-102.00	160	102.00	98.00	96.00-109.00
Typists, class B -----	688	90.50	90.00	81.00-97.00	245	82.50	81.50	75.00-89.00	87	94.00	94.50	86.00-100.00
EDP-related occupations												
Computer operators, class A -----	110	156.50	157.50	139.00-166.00	39	163.50	161.00	145.00-184.00	27	175.00	173.00	148.00-191.50
Men -----	178	144.00	140.50	126.50-158.00	61	130.50	131.00	117.50-145.00	21	157.50	150.50	127.00-179.50
Women -----	64	131.00	130.00	117.00-140.00	50	115.50	114.00	108.00-120.50	41	167.00	167.50	154.00-179.00
Computer operators, class B -----	202	143.00	140.00	126.00-156.50	67	131.00	131.00	117.50-145.00	21	157.50	150.50	127.00-179.50
Men -----	178	144.00	140.50	126.50-158.00	61	130.50	131.00	117.50-145.00	21	157.50	150.50	127.00-179.50
Women -----	76	132.00	132.00	120.00-142.00	53	115.00	113.00	108.00-121.00	45	168.50	168.50	154.00-179.00
Computer operators, class C -----	76	132.00	132.00	120.00-142.00	53	115.00	113.00	108.00-121.00	45	168.50	168.50	154.00-179.00
Men -----	64	131.00	130.00	117.00-140.00	50	115.50	114.00	108.00-120.50	41	167.00	167.50	153.00-175.50
Women -----	205	203.00	207.00	182.00-223.00	72	187.00	187.00	166.00-207.50	39	255.50	266.00	232.00-278.00
Computer programmers, business, class A -----	165	202.50	202.50	182.00-223.00	57	189.50	188.50	178.50-209.50	33	261.50	269.50	242.00-281.50
Men -----	40	204.00	208.00	196.50-220.00	15	177.00	176.50	156.00-192.50	6	223.00	-	-
Women -----	244	179.50	180.50	162.00-197.00	80	173.50	172.50	159.00-190.00	73	204.00	201.00	186.00-227.00
Computer programmers, business, class B -----	161	182.00	184.00	165.00-201.50	66	174.00	173.50	159.50-190.00	61	202.00	198.50	183.00-227.00
Men -----	83	175.00	176.00	158.50-192.00	14	170.50	-	-	12	214.50	-	-
Women -----	82	163.00	162.00	140.00-179.50	20	138.00	135.00	125.00-153.50	-	-	-	-
Computer programmers, business, class C -----	52	162.00	162.00	140.00-179.50	12	138.50	-	-	-	-	-	-
Men -----	82	162.00	162.00	140.00-179.50	12	138.50	-	-	-	-	-	-
Women -----	30	164.00	162.00	146.00-182.50	8	136.50	-	-	-	-	-	-
Computer systems analysts, business, class A -----	157	255.00	257.00	243.50-276.50	24	258.00	256.50	237.50-272.00	31	238.50	226.50	215.50-256.00
Men -----	132	255.50	255.50	243.50-278.00	23	259.50	257.50	238.50-272.00	24	242.00	226.50	221.50-276.00
Women -----	223	213.00	215.00	201.50-230.00	50	204.00	203.00	182.00-225.00	23	218.00	211.00	190.00-243.00
Computer systems analysts, business, class B -----	163	216.00	219.00	202.50-230.00	34	206.50	205.50	180.00-225.50	14	229.00	-	-
Men -----	60	203.50	213.00	183.50-223.00	16	198.00	196.00	191.50-219.00	9	200.50	-	-
Women -----	69	189.50	184.50	168.00-196.50	12	178.00	-	-	-	-	-	-
Computer systems analysts, business, class C -----	307	112.00	112.00	100.00-120.50	144	99.50	100.50	88.00-109.50	66	123.50	122.00	116.00-132.50
Men -----	376	96.00	95.00	86.50-104.00	114	83.50	80.00	75.00-91.00	144	108.00	105.50	99.50-115.50
Women -----	25	144.50	149.00	120.00-160.00	-	-	-	-	-	-	-	-
Tabulating-machine operators, class A -----	45	131.00	121.00	103.50-145.00	13	105.00	-	-	-	-	-	-
Men -----	34	134.50	123.00	104.00-145.50	-	-	-	-	-	-	-	-
Women -----	42	108.00	110.50	97.00-111.00	-	-	-	-	-	-	-	-
Tabulating-machine operators, class B -----	33	125.00	126.50	115.00-130.50	13	98.50	-	-	9	137.00	-	-

¹ Earnings have been rounded to the nearest half dollar, and relate to regular straight-time salaries that are paid for standard workweeks. See appendix A for method used in computing means, medians, and middle ranges of earnings. Medians and middle ranges are not provided for entries of fewer than 15 workers.

² Includes data for the Mountain region in addition to those shown separately.

³ Includes workers in classification in addition to those shown separately.

NOTE: Dashes indicate no data reported or data that do not meet publication criteria.

Table 2. Occupational earnings: Atlanta, Ga.¹

(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	AVERAGE		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF--																							
		Weekly hours ² (Standard)	Weekly earnings ² (Standard)	\$75 and under	\$80	\$85	\$90	\$95	\$100	\$105	\$110	\$115	\$120	\$130	\$140	\$150	\$160	\$170	\$180	\$190	\$200	\$210	\$220	\$230	\$240	and over	
				\$80	\$85	\$90	\$95	\$100	\$105	\$110	\$115	\$120	\$130	\$140	\$150	\$160	\$170	\$180	\$190	\$200	\$210	\$220	\$230	\$240	over		
Selected insurance occupations																											
Clerks, correspondence, class A	11	38.5	\$155.50	-	-	-	-	-	-	-	-	-	1	3	1	2	-	2	1	-	-	-	-	-	-	-	-
Women	7	38.5	146.00	-	-	-	-	-	-	-	-	-	1	2	1	2	-	1	-	-	-	-	-	-	-	-	-
Clerks, correspondence, class B (all women)	38	37.5	106.50	-	2	5	3	5	5	4	2	2	3	1	1	-	-	-	-	-	-	-	-	-	-	-	-
Clerks, policy evaluation (18 women, 1 man)	19	38.0	112.50	-	1	2	2	-	1	2	1	1	6	2	1	-	-	-	-	-	-	-	-	-	-	-	-
Premium acceptors (9 women, 1 man)	10	39.0	102.00	-	-	1	-	2	4	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Underwriters, class A (6 men, 2 women)	8	38.5	222.50	-	-	-	-	-	-	-	-	-	-	1	-	-	-	-	-	1	-	-	-	3	1	3	2
Underwriters, class B (Men)	13	38.5	164.50	-	-	-	-	-	1	-	2	-	-	-	1	-	3	-	3	-	3	-	-	-	-	-	-
Women	9	38.0	169.50	-	-	-	-	-	1	-	-	-	-	-	1	-	3	-	2	-	2	-	-	-	-	-	-
Underwriters, class C: (Women)	16	38.5	120.50	-	-	2	1	1	1	-	-	-	6	4	-	1	-	-	-	-	-	-	-	-	-	-	-
Selected general clerical occupations																											
Clerks, accounting, class A (Women)	48	38.0	125.00	-	-	-	1	1	2	1	7	3	17	13	1	-	1	-	1	-	-	-	-	-	-	-	-
Women	44	38.5	122.50	-	-	-	1	1	2	1	7	3	17	11	1	-	-	-	-	-	-	-	-	-	-	-	-
Clerks, file, class A (all women)	6	38.0	108.50	-	-	-	-	2	2	-	-	-	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-
Clerks, file, class B (all women)	12	38.0	91.50	-	2	4	3	1	-	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Clerks, file, class C (all women)	7	38.5	84.00	-	3	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Secretaries (all women) ⁴	106	38.0	128.50	-	-	-	1	1	6	5	5	10	28	25	10	11	4	-	-	-	-	-	-	-	-	-	-
Class A	6	38.0	151.50	-	-	-	-	-	-	-	-	1	-	-	-	1	4	-	-	-	-	-	-	-	-	-	-
Class B	22	38.0	133.00	-	-	-	-	-	2	2	2	5	4	1	6	-	-	-	-	-	-	-	-	-	-	-	-
Class C	29	38.0	133.50	-	-	-	1	1	-	-	4	2	9	8	4	-	-	-	-	-	-	-	-	-	-	-	-
Stenographers, general (all women)	7	38.0	98.00	-	1	1	1	1	-	2	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Typists, class B (all women)	73	38.0	96.50	3	9	9	17	6	11	8	6	1	2	1	-	-	-	-	-	-	-	-	-	-	-	-	-
Selected EDP-related occupations																											
Computer operators, class C (10 men, 2 women)	12	38.5	117.00	-	-	-	-	-	-	2	1	3	6	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Computer programmers, business, class B: (Men)	6	38.0	206.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2	-	1	2	1	-	-	-	-	-
Computer programmers, business, class C (6 men, 3 women)	9	38.5	160.00	-	-	-	-	-	-	-	-	-	-	1	2	2	1	1	1	1	-	-	-	-	-	-	-
Keypunch operators, class A (all women)	11	39.0	125.00	-	-	-	-	-	-	2	2	-	3	1	3	-	-	-	-	-	-	-	-	-	-	-	-
Keypunch operators, class B (all women)	38	38.0	113.00	-	1	-	-	4	4	8	8	1	8	4	-	-	-	-	-	-	-	-	-	-	-	-	-

¹ The Atlanta Standard Metropolitan Statistical Area consists of Clayton, Cobb, DeKalb, Fulton, and Gwinnett Counties.

² Standard hours reflect the workweek for which employees receive their regular straight-time salaries and the earnings correspond to these weekly hours. Average weekly hours are rounded to the nearest half hour and average weekly earnings to the nearest half dollar.

³ Workers were distributed as follows: 1 at \$250 to \$260; and 1 at \$300 to \$310.

⁴ Includes workers in addition to those presented separately.

Table 3. Occupational earnings: Baltimore, Md.¹

(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	AVERAGE		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF—																						
		Weekly hours ² (Standard)	Weekly earnings ² (Standard)	\$75 and under	\$80	\$85	\$90	\$95	\$100	\$105	\$110	\$115	\$120	\$125	\$130	\$135	\$140	\$145	\$150	\$155	\$160	\$165	\$170	\$175	\$180	and over
				\$80	\$85	\$90	\$95	\$100	\$105	\$110	\$115	\$120	\$125	\$130	\$135	\$140	\$145	\$150	\$155	\$160	\$165	\$170	\$175	\$180	over	
Selected general clerical occupations																										
Clerks, accounting, class B (all women)-----	11	37.0	\$94.50	2	1	1	2	1	-	-	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Stenographers, senior (all women)-----	9	36.5	119.50	-	1	-	-	-	2	-	-	1	1	1	-	2	-	-	1	-	-	-	-	-	-	
Typists, class B (all women)-----	12	37.0	83.00	4	3	4	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Selected EDP-related occupations																										
Computer operators, class B (5 women and 1 man)-----	6	37.0	127.00	-	-	-	-	-	-	-	1	1	-	1	2	1	-	-	-	-	-	-	-	-	-	
Computer programmers, business, class B-----	12	37.0	172.50	-	-	-	-	-	-	-	-	-	-	1	1	-	-	1	1	-	2	-	2	3	4	
Men-----	9	37.0	179.00	-	-	-	-	-	-	-	-	-	-	1	-	-	-	1	-	-	1	-	2	2	4	
Computer programmers, business, class C (6 men and 1 woman)-----	7	36.5	146.00	-	-	-	-	-	-	-	-	-	-	-	3	-	1	1	2	-	-	-	-	-	-	
Keypunch operators, class A (all women)-----	11	37.0	110.00	-	-	-	-	-	2	1	7	-	1	-	-	-	-	-	-	-	-	-	-	-	-	

¹ The Baltimore Standard Metropolitan Statistical Area consists of the city of Baltimore and the counties of Anne Arundel, Baltimore, Carroll, Harford, and Howard.

² Standard hours reflect the workweek for which employees received their regular straight-time salaries and the earnings correspond to these weekly hours. Average weekly hours are rounded to the nearest half hour and average weekly earnings to the nearest half dollar.

³ Workers were distributed as follows: 1 at \$1.80 to \$1.85; 1 at \$1.85 to \$1.90; and 2 at \$2.10 to \$2.15.

Table 4. Occupational earnings: Boston, Mass.¹(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	AVERAGE		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF--																															
		Weekly hours (Standard)	Weekly earnings (Standard)	\$80 and under	\$85	\$90	\$95	\$100	\$110	\$120	\$130	\$140	\$150	\$160	\$170	\$180	\$200	\$220	\$240	\$260	\$280	\$300	\$320	\$340	\$360	\$360 and over									
Selected insurance occupations																																			
Actuaries, class A (all men)-----	19	37.0	\$426.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2	17		
Claim approvers, class A-----	42	37.5	198.50	-	-	-	-	-	-	2	2	-	-	-	-	4	13	12	6	3	-	-	-	-	-	-	-	-	-	-	-	-	-		
Women-----	22	37.5	187.00	-	-	-	-	-	-	2	2	-	-	-	2	7	7	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Claim approvers, class B-----	22	37.5	175.00	-	-	-	-	1	-	1	-	2	-	3	5	5	5	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Women-----	13	37.5	177.00	-	-	-	-	1	-	1	-	-	-	1	1	4	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Clerks, correspondence, class B-----	34	37.0	119.00	-	-	-	1	8	12	6	3	3	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Women-----	31	37.0	119.50	-	-	-	1	7	10	6	3	3	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Premium acceptors (all women)-----	11	36.5	97.00	1	2	-	5	1	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Underwriters, class A:-----																																			
Men-----	12	37.5	224.00	-	-	-	-	-	-	-	-	-	-	-	1	2	2	2	5	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Underwriters, class B-----	35	37.5	189.50	-	-	-	-	-	-	-	-	-	1	3	9	14	6	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Men-----	20	37.5	197.50	-	-	-	-	-	-	-	-	-	-	-	1	3	8	6	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Underwriters, class C-----	33	37.5	160.50	-	-	-	-	-	-	-	3	2	11	11	5	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Men-----	15	37.0	164.00	-	-	-	-	-	-	-	1	-	5	5	3	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Selected general clerical occupations																																			
Clerks, accounting, class A-----	59	37.0	123.50	-	-	-	1	12	13	15	6	11	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Men-----	21	37.0	127.50	-	-	-	1	5	3	2	2	7	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Clerks, accounting, class B-----	46	36.5	107.50	-	1	4	9	16	7	6	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Women-----	39	36.5	107.00	-	-	4	8	14	6	6	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Clerks, file, class B-----	85	37.0	86.50	49	16	10	4	3	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Women-----	80	37.0	86.00	47	15	10	3	2	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Secretaries (576 women and 4 men) ⁴ -----	580	37.0	133.50	-	-	-	15	55	104	112	96	71	40	49	21	12	3	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Class C (158 women and 2 men)-----	160	37.0	140.50	-	-	-	-	3	10	34	37	25	22	22	7	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Class D (292 women and 2 men)-----	294	37.0	120.00	-	-	-	15	52	87	68	43	27	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Typists, class A (99 women and 1 man)-----	100	37.0	99.00	2	13	25	16	30	9	4	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Typists, class B (all women)-----	114	37.0	93.00	15	29	29	15	21	5	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Selected EDP-related occupations																																			
Computer operators, class B (22 men and 1 woman)-----	23	37.0	148.50	-	-	-	-	-	-	1	8	3	6	3	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Computer operators, class C (all men)-----	38	37.0	122.00	-	-	-	2	10	6	6	8	4	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Computer programmers, business, class A-----	64	37.0	214.50	-	-	-	-	-	-	-	-	-	-	-	-	10	37	9	5	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Women-----	28	37.0	208.00	-	-	-	-	-	-	-	-	-	-	-	6	20	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Men-----	36	37.0	219.50	-	-	-	-	-	-	-	-	-	-	-	4	17	8	5	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Computer programmers, business, class B:-----																																			
Men-----	33	37.5	195.50	-	-	-	-	-	-	-	-	-	-	-	2	19	10	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Computer systems analysts, business, class A-----	26	37.0	251.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	10	6	6	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Women-----	8	37.0	256.00	-	-	-	-	-	-	-	-	-	-	-	-	-	2	1	4	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Men-----	18	37.0	248.50	-	-	-	-	-	-	-	-	-	-	-	-	8	5	2	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Computer systems analysts, business, class B-----	35	37.5	214.00	-	-	-	-	-	-	-	-	-	-	-	-	10	9	13	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Women-----	10	37.5	207.00	-	-	-	-	-	-	-	-	-	-	-	-	4	3	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Men-----	25	37.5	217.00	-	-	-	-	-	-	-	-	-	-	-	-	6	6	10	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Keypunch operators, class A (all women)-----	35	37.5	116.50	-	-	-	-	7	14	14	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Tabulating-machine operators, class B (all men)-----	25	37.5	113.00	-	-	-	2	6	11	5	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

13

¹ The Boston Standard Metropolitan Statistical Area consists of Suffolk County, 15 communities in Essex County, 30 in Middlesex County, 20 in Norfolk County, and 9 in Plymouth County.² Standard hours reflect the workweek for which employees received their regular straight-time salaries and the earnings correspond to these weekly hours. Average weekly hours are rounded to the nearest half hour and average weekly earnings to the nearest half dollar.³ Workers were distributed as follows: 2 at \$360 to \$380; 3 at \$380 to \$400; 3 at \$400 to \$420; 2 at \$420 to \$440; 1 at \$440 to \$460; 1 at \$460 to \$480; 3 at \$480 to \$500; and 2 at \$520 to \$540.⁴ Includes data for workers in classification in addition to those shown separately.

Table 5. Occupational earnings: Chicago, Ill.¹

(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	Averages		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF—																								
		Weekly hours ² (Standard)	Weekly earnings ² (Standard)	\$75 and under \$80	\$80 \$85	\$85 \$90	\$90 \$95	\$95 \$100	\$100 \$110	\$110 \$120	\$120 \$130	\$130 \$140	\$140 \$150	\$150 \$160	\$160 \$170	\$170 \$180	\$180 \$190	\$190 \$200	\$200 \$210	\$210 \$220	\$220 \$230	\$230 \$240	\$240 \$260	\$260 and over				
Selected insurance occupations																												
Actuaries, class A (all men)-----	8	37.5	\$499.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	37	
Actuaries, class B (all men)-----	9	37.5	319.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	48	
Assemblers (all women)-----	71	37.5	96.50	-	-	9	23	17	20	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Claim approvers, class B-----	19	37.5	148.00	-	-	-	-	-	3	-	2	1	-	8	3	1	-	-	-	-	1	-	-	-	-	-	-	-
Women-----	14	37.5	140.50	-	-	-	-	-	3	-	2	1	-	6	1	1	-	-	-	-	-	-	-	-	-	-	-	-
Clerks, correspondence, class A (all women)-----	35	37.5	139.00	-	-	-	-	-	1	2	12	4	9	2	3	2	-	-	-	-	-	-	-	-	-	-	-	-
Clerks, correspondence, class B (82 women and 1 man)-----	83	37.5	119.00	-	-	2	2	6	10	25	18	15	4	4	1	-	-	-	-	-	-	-	-	-	-	-	-	-
Clerks, policy evaluation-----	51	38.5	113.50	-	2	4	8	3	9	7	5	4	3	1	2	-	-	-	-	-	-	-	-	-	-	-	-	-
Women-----	44	38.5	110.00	-	2	4	8	3	7	7	5	3	2	1	2	-	-	-	-	-	-	-	-	-	-	-	-	-
Men-----	7	37.5	135.00	-	-	-	-	-	2	-	-	-	1	2	2	-	-	-	-	-	-	-	-	-	-	-	-	-
Clerks, premium-ledger-card (all women)-----	48	38.5	97.00	-	6	5	10	11	12	1	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Premium acceptors-----	45	37.5	106.50	-	-	4	7	13	8	3	5	1	2	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Women-----	43	37.5	104.00	-	-	4	7	13	8	3	5	1	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Underwriters, class A-----	13	37.5	223.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2	3	-	-	1	3	4	-	-	-	-
Men-----	11	37.5	225.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	3	-	-	1	2	4	-	-	-	-
Underwriters, class B-----	30	37.0	201.50	-	-	-	-	-	-	-	-	-	-	1	2	5	2	2	7	4	2	2	3	3	-	-	-	-
Women-----	12	37.5	181.00	-	-	-	-	-	-	-	-	-	-	1	2	4	1	2	2	4	2	2	3	3	-	-	-	-
Men-----	18	37.0	215.00	-	-	-	-	-	-	-	-	-	-	-	1	1	1	-	5	4	2	2	3	-	-	-	-	-
Underwriters, class C-----	31	37.5	160.00	-	-	-	-	-	1	1	3	3	6	8	6	2	-	-	-	1	-	-	-	-	-	-	-	-
Women-----	14	37.5	153.50	-	-	-	-	-	1	1	3	2	1	1	3	2	-	-	-	-	-	-	-	-	-	-	-	-
Men-----	17	37.5	165.00	-	-	-	-	-	-	-	-	-	1	5	7	3	-	-	-	1	-	-	-	-	-	-	-	-
Selected general clerical occupations																												
Clerks, accounting, class A-----	106	37.5	118.00	-	-	-	1	16	25	30	14	4	4	7	4	1	-	-	-	-	-	-	-	-	-	-	-	-
Women-----	104	37.5	117.00	-	-	-	1	16	25	30	14	4	3	6	4	1	-	-	-	-	-	-	-	-	-	-	-	-
Clerks, accounting, class B-----	117	37.5	116.50	-	-	5	22	6	21	19	9	10	11	10	4	-	-	-	-	-	-	-	-	-	-	-	-	-
Women-----	114	37.5	115.50	-	-	5	22	6	21	19	9	8	10	10	4	-	-	-	-	-	-	-	-	-	-	-	-	-
Clerks, file, class A (all women)-----	35	37.5	102.50	-	-	4	7	10	6	5	-	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Clerks, file, class B (93 women and 1 man)-----	94	37.5	96.50	2	11	9	27	16	17	7	4	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Clerks, file, class C (all women)-----	20	38.5	88.50	-	1	15	-	2	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Secretaries (all women)-----	384	37.5	138.00	-	-	1	-	6	32	51	72	63	58	35	34	10	8	2	3	4	2	2	1	1	1	1	1	1
Class A-----	19	37.0	180.50	-	-	-	-	-	-	-	-	-	-	1	4	7	3	1	1	1	1	1	1	1	-	-	-	-
Class B-----	84	37.5	155.00	-	-	-	-	-	2	10	12	16	12	20	1	2	1	1	3	2	1	1	1	1	1	1	1	1
Class C-----	204	37.5	134.00	-	-	-	-	1	15	27	45	45	38	19	8	2	3	-	1	-	-	-	-	-	-	-	-	-
Class D-----	77	37.5	119.00	-	-	1	-	5	17	22	17	6	4	3	2	-	-	-	-	-	-	-	-	-	-	-	-	-
Stenographers, general (all women)-----	15	37.0	104.00	-	-	2	-	2	7	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Transcribing-machine operators, general (all women)-----	47	37.0	114.00	-	-	2	1	3	17	14	1	2	5	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-
Typists, class A (188 women and 1 man)-----	189	37.5	114.50	-	-	8	9	22	42	46	24	25	10	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Typists, class B (all women)-----	246	37.5	98.50	-	4	31	76	42	54	25	14	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Selected EDP-related occupations																												
Computer operators, class A-----	19	37.5	171.50	-	-	-	-	-	-	-	-	-	2	6	3	1	1	3	1	2	-	-	-	-	-	-	-	-
Men-----	16	38.0	175.50	-	-	-	-	-	-	-	-	-	-	1	4	3	1	3	1	2	-	-	-	-	-	-	-	-
Computer operators, class B-----	50	37.5	149.50	-	-	-	-	-	-	6	8	7	5	5	5	8	5	1	-	-	-	-	-	-	-	-	-	-
Men-----	46	37.5	151.50	-	-	-	-	-	-	6	6	6	5	5	5	8	5	1	-	-	-	-	-	-	-	-	-	-

See footnotes at end of table.

Table 5. Occupational earnings: Chicago, Ill.¹—Continued

(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	AVERAGE		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF—																						
		Weekly hours ³ (Standard)	Weekly earnings ⁴ (Standard)	\$75 and under \$80	\$80-\$85	\$85-\$90	\$90-\$95	\$95-\$100	\$100-\$110	\$110-\$120	\$120-\$130	\$130-\$140	\$140-\$150	\$150-\$160	\$160-\$170	\$170-\$180	\$180-\$190	\$190-\$200	\$200-\$210	\$210-\$220	\$220-\$230	\$230-\$240	\$240-\$260	\$260-\$280 and over		
Selected EDP-related occupations—Continued																										
Computer operators, class C-----	33	37.5	\$140.50	-	-	-	-	-	3	1	6	7	5	5	4	2	-	-	-	-	-	-	-	-	-	-
Women-----	8	37.5	137.00	-	-	-	-	-	1	-	1	2	3	1	-	-	-	-	-	-	-	-	-	-	-	-
Men-----	25	37.5	141.50	-	-	-	-	-	2	1	5	5	2	4	4	2	-	-	-	-	-	-	-	-	-	-
Computer programmers, business, class A-----	35	38.0	223.00	-	-	-	-	-	-	-	-	-	-	-	-	-	5	3	1	4	5	10	6	1	-	
Men-----	23	38.0	221.50	-	-	-	-	-	-	-	-	-	-	-	-	-	4	2	1	3	3	4	5	1	-	
Computer programmers, business, class B-----	57	37.0	190.50	-	-	-	-	-	-	-	-	2	4	9	7	9	4	8	3	5	3	3	3	-	-	
Women-----	29	37.0	183.50	-	-	-	-	-	-	-	-	2	4	3	6	4	3	1	1	3	2	2	-	-	-	
Men-----	28	37.5	197.50	-	-	-	-	-	-	-	-	-	-	6	1	5	1	7	2	2	1	3	-	-	-	
Computer programmers, business, class C (5 men and 3 women)-----	8	37.0	148.00	-	-	-	-	-	-	-	-	-	6	1	1	-	-	-	-	-	-	-	-	-	-	
Computer systems analysts, business, class A-----	60	37.5	264.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3	27	15	5 ¹⁵	-	
Men-----	44	37.5	263.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3	22	7	12	-	
Computer systems analysts, business, class B:-----	64	37.5	226.00	-	-	-	-	-	-	-	-	-	-	-	-	2	1	12	11	16	7	9	5	1	-	
Computer systems analysts, business, class C-----	25	37.5	181.50	-	-	-	-	-	-	-	-	2	1	1	5	8	7	-	-	-	1	-	-	-	-	
Men-----	15	38.0	179.00	-	-	-	-	-	-	-	-	2	-	-	4	4	5	-	-	-	-	-	-	-	-	
Keypunch operators, class A (108 women and 1 man)-----	109	37.5	120.00	-	-	-	5	16	37	27	17	7	-	-	-	-	-	-	-	-	-	-	-	-	-	
Keypunch operators, class B (all women)-----	79	38.0	106.50	-	-	5	10	15	19	17	9	4	-	-	-	-	-	-	-	-	-	-	-	-	-	
Tabulating-machine operators, class A-----	12	37.0	159.00	-	-	-	-	-	-	-	-	3	3	4	2	-	-	-	-	-	-	-	-	-	-	
Men-----	8	37.0	161.00	-	-	-	-	-	-	-	-	2	1	3	2	-	-	-	-	-	-	-	-	-	-	
Tabulating-machine operators, class B (15 men and 1 woman)-----	16	37.0	137.00	-	-	-	-	1	2	1	2	7	3	-	-	-	-	-	-	-	-	-	-	-	-	
Tabulating-machine operators, class C (all men)-----	9	37.0	116.50	-	-	-	1	1	1	6	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Tape librarians-----	9	37.5	126.00	-	-	-	-	1	2	3	1	2	-	-	-	-	-	-	-	-	-	-	-	-	-	
Women-----	7	37.5	126.50	-	-	-	-	1	2	1	1	2	-	-	-	-	-	-	-	-	-	-	-	-	-	

¹ The Chicago Standard Metropolitan Statistical Area consists of Cook, DuPage, Kane, Lake, McHenry, and Will Counties.

² Standard hours reflect the workweek for which employees receive their regular straight-time salaries and the earnings correspond to these weekly hours. Average weekly hours are rounded to the nearest half hour and average weekly earnings to the nearest half dollar.

³ Workers were distributed as follows: 1 at \$360 to \$380; 1 at \$400 to \$420; 1 at \$460 to \$480; 3 at \$560 to \$580; and 1 at \$760 to \$780.

⁴ Workers were distributed as follows: 2 at \$280 to \$300; 4 at \$300 to \$320; 1 at \$340 to \$360; and 1 at \$440 to \$460.

⁵ Workers were distributed as follows: 14 at \$280 to \$300 and 1 at \$300 to \$320.

Table 6. Occupational earnings: Dallas, Tex.¹

(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	Average		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF—																							
		Weekly hours ² (Standard)	Weekly earnings ² (Standard)	\$60 and under \$65	\$65 - \$70	\$70 - \$75	\$75 - \$80	\$80 - \$85	\$85 - \$90	\$90 - \$95	\$95 - \$100	\$100 - \$110	\$110 - \$120	\$120 - \$130	\$130 - \$140	\$140 - \$150	\$150 - \$160	\$160 - \$170	\$170 - \$180	\$180 - \$200	\$200 - \$220	\$220 - \$240	\$240 - \$260	\$260 - \$280	\$280 and over		
Selected insurance occupations																											
Actuaries, class A-----	9	40.0	\$437.50																							39	
Men-----	8	40.0	443.50																							8	
Assemblers-----	16	40.0	92.50			1	4	3	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	
Women-----	15	40.0	92.00			1	4	3	2	1	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2		
Claim approvers, class A-----	13	39.0	164.50							2				4		1			1	2	2	1					
Women-----	8	39.0	133.50							2				4		1			1	1	1						
Claim approvers, class B-----	23	39.0	124.00				1			2	6	2	2	5	1	1	2	1									
Women-----	19	39.0	119.00				1			2	6	2	1	4		1	2										
Clerks, correspondence, class A-----	37	39.0	115.50				2			4	13	8	1	4	2		3										
Women-----	33	39.0	111.00				2			4	13	8	1	4		1											
Clerks, correspondence, class B-----	75	39.5	103.00		2	2	4	12	10	7	17	8	6	6	1												
Women-----	71	39.5	101.50		2	2	4	12	10	7	16	8	6	4													
Clerks, policy evaluation (all women)-----	49	39.0	102.50			3	3	7	1	3	5	12	7	4		4											
Clerks, premium-ledger-card (all women)-----	10	39.0	101.00			1		1	2		4					2											
Premium acceptors (all women)-----	8	39.0	111.00							2	1	1		1		1		1		3	4	2	2	4	2	2	
Underwriters, class A-----	21	39.0	192.00											1	1	3	4	2	2	4		2	2				
Men-----	17	39.5	198.00											1	1	1	3	2	1	4		2	2				
Underwriters, class B (5 women and 2 men)-----	7	39.0	171.50											1		2	3			1							
Underwriters, class C-----	19	39.0	140.00							2	2	1	1	3	2	1	3	1									
Women-----	12	39.0	139.00							2	2	1	1	3	2	1	1	3	1								
Men-----	7	39.0	142.50									1	1	1	2	1	1										
Selected general clerical occupations																											
Clerks, accounting, class A-----	58	39.0	120.00						2	3	3	12	12	9	8	3	4	2									
Women-----	48	39.0	117.50						2	3	3	12	11	4	6	3	2	2									
Men-----	10	39.0	131.00											5	2	2											
Clerks, accounting, class B-----	143	39.5	87.00	1	19	16	9	21	23	21	8	21	2	2													
Women-----	141	39.5	86.50	1	19	16	9	21	23	20	8	20	2	2													
Clerks, file, class A (all women)-----	14	39.5	96.50				3		1		4	5	1														
Clerks, file, class B (all women)-----	81	39.0	83.00	1	1	9	11	14	38	5	2																
Clerks, file, class C (all women)-----	134	39.5	75.50	19	6	44	37	17	7	2	2																
Secretaries (all women)-----	199	39.0	119.50		1	2	2	6	5	16	9	27	30	39	30	16	11	3	2								
Class A-----	12	39.0	149.00											4	1	1	3	3									
Class B-----	61	39.0	129.50					1		2		5	6	18	16	3	8		2								
Class C-----	91	39.5	117.00							10	5	18	21	17	8	12											
Class D-----	35	39.5	98.00		1	2	2	5	5	4	4	4	3		5												
Transcribing-machine operators																											
general (all women)-----	70	39.0	102.00		2	1		2	7	10	8	20	10	10													
Typists, class A (all women)-----	106	39.5	95.50		1	1	2	3	15	15	40	23	6														
Typists, class B (all women)-----	161	39.0	83.00	1	26	13	15	26	49	16	9	5	1														
Selected EDP-related occupations																											
Computer operators, class A (all men)-----	16	39.5	146.50								3			1	2	2	3	2	1								
Computer operators, class B (all men)-----	22	39.0	134.50								2	3	4	3	6	4											
Computer operators, class C (all men)-----	12	39.0	106.00							1	3	6		2													
Computer programers, business, class A-----	29	39.0	204.00													2	1	11	8	6	1						
Women-----	13	38.5	198.00													2	1	4	3	3							
Men-----	16	39.5	208.50															7	5	3	1						
Computer programers, business, class B-----	25	39.5	167.00												2	8	6	3	5	1							
Women-----	10	39.0	158.00												1	5	3	1									
Men-----	15	39.5	173.00												1	3	3	2	5	1							
Computer systems analysts, business, class B-----	9	39.5	221.50																2	3	3		1				
Men-----	7	39.0	219.50																2	2	2		1				
Keypunch operators, class A (all women)-----	32	39.5	117.50							3	9	7	9	1	1	2											
Keypunch operators, class B (all women)-----	79	39.0	93.00		1	7	8	8	14	9	9	9	14														
Tabulating-machine operators, class B (3 women and 3 men)-----	6	39.5	117.00												1	1											
Tape librarians (all women)-----	6	38.5	137.50								2		3	1	1	2											

¹ The Dallas Standard Metropolitan Statistical Area consists of Collin, Dallas, Denton, and Ellis Counties.

² Standard hours reflect the workweek for which employees receive their regular straight-time salaries and the earnings correspond to these weekly hours. Average weekly hours are rounded to the nearest half hour and average weekly earnings to the nearest half dollar.

³ Workers were distributed as follows: 1 at \$340 to \$360; 3 at \$380 to \$400; 1 at \$440 to \$460; 2 at \$460 to \$480; and 2 at \$500 to \$520.

Table 7. Occupational earnings: Des Moines, Iowa¹

(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	AVERAGE		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF--																								
		Weekly hours (Standard)	Weekly earnings (Standard)	\$60 and under	\$65	\$70	\$75	\$80	\$85	\$90	\$95	\$100	\$110	\$120	\$130	\$140	\$150	\$160	\$170	\$180	\$190	\$200	\$220	\$240	\$260 and over			
				\$65	\$70	\$75	\$80	\$85	\$90	\$95	\$100	\$110	\$120	\$130	\$140	\$150	\$160	\$170	\$180	\$190	\$200	\$220	\$240	\$260	over			
Selected insurance occupations																												
Actuaries, class B (all men)-----	10	39.0	\$289.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4	36		
Assemblers (all women)-----	13	39.0	79.00	-	1	6	1	-	2	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Claim approvers, class B-----	23	39.0	175.00	-	-	-	-	-	-	-	2	-	-	1	-	-	8	4	4	-	1	2	-	-	-	-	-	
Women-----	8	38.0	146.00	-	-	-	-	-	-	-	2	-	-	1	-	-	5	-	-	-	-	-	-	-	-	-	-	
Clerks, correspondence, class A (13 women and 7 men)-----	20	38.0	153.50	-	-	-	-	-	-	-	-	3	1	1	3	3	5	1	1	2	-	-	-	-	-	-	-	
Clerks, correspondence, class B (16 women and 6 men)-----	22	38.0	117.50	-	-	-	1	-	2	1	2	1	2	6	6	-	-	1	-	-	-	-	-	-	-	-	-	
Clerks, policy evaluation (all women)-----	21	39.0	88.50	-	-	3	1	4	6	2	1	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Underwriters, class A (8 men and 2 women)-----	10	38.5	218.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2	-	3	3	1	1	-	-	
Underwriters, class B (8 men and 3 women)-----	11	38.0	170.50	-	-	-	-	-	-	-	-	-	-	1	-	3	1	-	-	4	-	1	1	-	-	-	-	
Underwriters, class C (8 men and 7 women)-----	15	39.0	150.50	-	-	-	-	-	-	-	-	2	2	-	2	-	2	2	2	3	-	-	-	-	-	-	-	
Selected general clerical occupations																												
Clerks, accounting, class A (all women)-----	26	38.5	115.00	-	-	-	-	-	-	1	1	6	12	3	3	-	-	-	-	-	-	-	-	-	-	-	-	-
Clerks, accounting, class B (all women)-----	47	38.5	90.50	-	-	2	5	5	6	14	8	7	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Clerks, file, class A (all women)-----	9	38.0	110.00	-	-	-	-	-	1	2	-	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Clerks, file, class B (all women)-----	62	39.0	83.00	-	-	3	23	17	6	10	-	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Clerks, file, class C (all women)-----	41	38.5	72.00	4	8	21	6	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Secretaries (all women) ⁴	77	39.0	117.00	-	-	-	-	-	4	6	10	15	8	12	12	6	1	3	-	-	-	-	-	-	-	-	-	-
Class A-----	7	38.0	139.00	-	-	-	-	-	-	-	-	-	-	3	2	-	-	-	-	-	-	-	-	-	-	-	-	-
Class B-----	31	38.5	128.00	-	-	-	-	-	-	2	1	4	2	6	8	6	1	1	-	-	-	-	-	-	-	-	-	-
Stenographers, general (all women)-----	50	39.0	88.50	-	-	2	3	15	13	7	5	3	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Typists, class B (all women)-----	49	39.0	79.50	-	3	8	19	13	-	5	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Selected EDP-related occupations																												
Computer operators, class A (8 men and 1 woman)-----	9	39.0	168.50	-	-	-	-	-	-	-	-	-	-	1	2	2	1	-	-	-	-	3	-	-	-	-	-	-
Computer operators, class B (18 men and 1 woman)-----	19	38.5	132.00	-	-	-	-	-	-	-	-	2	3	3	6	1	3	1	-	-	-	-	-	-	-	-	-	-
Computer operators, class C (26 men and 2 women)-----	28	39.0	114.00	-	-	-	-	-	-	1	2	8	11	4	2	-	-	-	-	-	-	-	-	-	-	-	-	-
Computer programmers, business, class A (8 men and 1 woman)-----	9	38.5	215.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	2	2	3	-	1	-	-	-	-
Computer programmers, business, class B (28 men and 7 women)-----	35	38.5	171.50	-	-	-	-	-	-	-	-	-	-	2	3	9	6	5	2	1	6	1	-	-	-	-	-	-
Computer systems analysts, business, class B (all men)-----	9	39.0	231.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	6	1	1	-	-	-	-
Keypunch operators, class A (all women)-----	47	39.0	101.50	-	-	-	1	-	5	9	3	19	9	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Keypunch operators, class B (all women)-----	20	38.5	85.00	-	-	1	5	3	7	3	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

17

¹ The Des Moines Standard Metropolitan Statistical Area consists of Polk County.

² Standard hours reflect the workweek for which employees received their regular straight-time salaries and the earnings correspond to these weekly hours. Average weekly hours are rounded to nearest half hour and average weekly earnings to the nearest half dollar.

³ Workers were distributed as follows: 4 at \$300 to \$320; 1 at \$320 to \$340; and 1 at \$340 to \$360.

⁴ Includes data for workers in classification in addition to those shown separately.

Table 8. Occupational earnings: Hartford, Conn.¹

(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	AVERAGE		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF—																										
		Weekly hours (Standard)	Weekly earnings ² (Standard)	\$70 and under	\$75	\$80	\$85	\$90	\$95	\$100	\$110	\$120	\$130	\$140	\$150	\$160	\$170	\$180	\$190	\$200	\$220	\$240	\$260	\$280	\$300	\$300 and over				
				\$75	\$80	\$85	\$90	\$95	\$100	\$110	\$120	\$130	\$140	\$150	\$160	\$170	\$180	\$190	\$200	\$220	\$240	\$260	\$280	\$300	\$300	\$300	\$300	over		
Selected insurance occupations																														
Actuaries, class A (all men)-----	12	36.5	\$526.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	12			
Actuaries, class B (all men)-----	30	36.5	353.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3	22		
Assemblers (all women)-----	14	36.5	104.00	-	-	-	1	2	2	5	3	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Claim approvers, class B (18 men and 4 women)-----	22	37.0	155.00	-	-	-	-	-	-	1	-	-	3	3	7	4	2	1	1	-	-	-	-	-	-	-	-	-		
Clerks, correspondence, class A (all women)-----	49	37.0	140.00	-	-	-	-	-	3	2	3	13	6	6	5	1	7	2	1	-	-	-	-	-	-	-	-	-		
Clerks, correspondence, class B (all women)-----	30	37.0	119.50	-	-	-	2	2	-	10	6	3	1	3	-	-	2	-	1	-	-	-	-	-	-	-	-	-		
Underwriters, class A (32 men and 1 woman)-----	33	37.0	222.00	-	-	-	-	-	-	-	-	-	-	1	-	-	1	2	-	8	15	4	2	-	-	-	-	-		
Underwriters, class B (38 men and 1 woman)-----	39	37.0	196.50	-	-	-	-	-	-	-	-	-	-	-	2	3	2	9	7	11	3	2	-	-	-	-	-	-		
Underwriters, class C-----	28	37.0	168.00	-	-	-	-	-	-	-	1	2	2	2	5	13	-	1	2	-	-	-	-	-	-	-	-	-		
Men-----	25	37.0	165.00	-	-	-	-	-	-	-	-	1	2	2	4	13	-	1	-	-	-	-	-	-	-	-	-	-		
Selected general clerical occupations																														
Clerks, accounting, class A-----	50	36.5	131.00	-	-	-	-	-	2	2	8	9	13	11	4	1	-	-	-	-	-	-	-	-	-	-	-	-		
Women-----	47	36.5	131.00	-	-	-	-	-	2	2	7	8	13	11	3	1	-	-	-	-	-	-	-	-	-	-	-	-		
Clerks, accounting, class B (all women)-----	77	36.5	104.50	-	-	1	4	11	12	30	12	3	3	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Clerks, file, class B (all women)-----	58	36.5	98.00	-	-	9	7	10	10	10	8	2	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Clerks, file, class C (all women)-----	37	36.5	87.00	-	3	16	8	6	2	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Secretaries (all women) ³ -----	339	36.5	142.00	-	-	-	2	5	23	28	60	54	48	47	22	28	11	2	7	2	7	2	-	-	-	-	-	-		
Class B-----	44	36.5	158.00	-	-	-	-	-	-	-	5	1	5	8	9	7	1	2	3	-	-	-	-	-	-	-	-	-		
Class C-----	219	36.5	141.00	-	-	-	-	-	15	15	37	43	37	39	11	18	3	-	1	-	-	-	-	-	-	-	-	-		
Class D-----	57	37.0	119.50	-	-	-	2	5	8	10	18	10	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Transcribing-machine operators, general (all women)-----	39	36.5	105.50	-	2	4	7	2	12	3	6	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Typists, class A (all women)-----	171	37.0	98.50	-	2	4	24	34	35	53	15	3	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Typists, class B (all women)-----	57	36.5	92.50	1	-	6	16	14	13	4	2	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Selected EDP-related occupations																														
Computer programmers, business, class A:-----	40	36.0	206.00	-	-	-	-	-	-	-	-	-	-	-	-	-	2	7	6	19	4	-	1	-	-	-	1	-		
Men-----	40	36.0	206.00	-	-	-	-	-	-	-	-	-	-	-	-	-	2	7	6	19	4	-	1	-	-	-	1	-		
Computer programmers, business, class B-----	66	36.5	191.50	-	-	-	-	-	-	-	-	-	-	-	2	8	17	18	6	5	3	4	3	-	-	-	-	-		
Men-----	47	36.5	195.50	-	-	-	-	-	-	-	-	-	-	-	1	8	9	12	4	3	3	4	3	-	-	-	-	-		
Computer systems analysts, business, class A-----	61	36.5	269.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	1	2	16	22	13	6	-	-	-		
Men-----	55	37.0	272.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	15	21	12	6	-	-	-	-		
Computer systems analysts, business, class B-----	95	36.5	238.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	13	39	32	8	2	-	-	-	-		
Men-----	91	37.0	238.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	12	37	31	8	2	-	-	-	-		
Keypunch operators, class A (all women)-----	89	36.5	109.50	-	-	2	2	10	34	24	14	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Keypunch operators, class B (all women)-----	130	37.0	95.00	-	-	7	37	30	22	27	7	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		

¹ The Hartford Standard Metropolitan Statistical Area consists of the city of Hartford and the towns of Andover, Avon, Bloomfield, Bolton, Canton, Coventry, Cromwell, East Granby, East Hartford, East Windsor, Ellington, Enfield, Farmington, Glastonbury, Granby, Manchester, Newington, Rocky Hill, Simsbury, South Windsor, Suffield, Vernon, West Hartford, Wethersfield, Windsor, and Windsor Locks.

² Standard hours reflect the workweek for which employees received their regular straight-time salaries and the earnings correspond to these weekly hours. Average weekly hours are rounded to the nearest half hour and average weekly earnings to the nearest half dollar.

³ Workers were distributed as follows: 1 at \$360 to \$380; 1 at \$400 to \$420; 2 at \$480 to \$500; 2 at \$500 to \$520; 1 at \$520 to \$540; 1 at \$540 to \$560; 3 at \$580 to \$600; and 1 at \$680 to \$700.

⁴ Workers were distributed as follows: 5 at \$300 to \$320; 6 at \$320 to \$340; 2 at \$340 to \$360; 1 at \$360 to \$380; 1 at \$380 to \$400; 1 at \$400 to \$420; 2 at \$440 to \$460; 1 at \$460 to \$480; and 3 at \$480 and over.

⁵ Includes data for workers in classification in addition to those shown separately.

Table 9. Occupational earnings: Houston, Tex.¹

(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	AVERAGE		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF—																								
		Weekly hours ² (Standard)	Weekly earnings ² (Standard)	\$65 and under \$70	\$70-\$75	\$75-\$80	\$80-\$85	\$85-\$90	\$90-\$95	\$95-\$100	\$100-\$110	\$110-\$120	\$120-\$130	\$130-\$140	\$140-\$150	\$150-\$160	\$160-\$170	\$170-\$180	\$180-\$190	\$190-\$200	\$200-\$210	\$210-\$220	\$220-\$230	\$230-\$240	\$240 and over			
Selected insurance occupations																												
Claim approvers, class B-----	12	37.5	\$169.00	-	-	-	-	-	1	-	-	-	2	-	-	1	1	1	3	1	1	-	-	-	-	-	-	1
Women-----	6	37.5	140.50	-	-	-	-	-	1	-	-	-	2	-	-	1	1	-	1	-	-	-	-	-	-	-	-	-
Clerks, correspondence, class B (8 women and 2 men)-----	10	40.0	131.00	-	-	-	1	-	-	-	-	-	3	2	-	2	-	-	-	-	-	-	-	-	-	-	-	-
Clerks, policy evaluation-----	14	38.0	112.50	-	-	-	1	2	2	2	2	-	3	-	-	1	1	-	-	-	-	-	-	-	-	-	-	-
Women-----	12	37.5	108.00	-	-	-	1	2	2	2	2	-	1	1	-	1	-	-	-	-	-	-	-	-	-	-	-	-
Underwriters, class A-----	7	38.0	254.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	5	
Men-----	6	38.0	263.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	5	
Underwriters, class B-----	16	38.0	195.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	6	-	4	3	2	-	-	-	-	-	-
Men-----	11	38.0	201.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2	-	4	2	2	-	-	-	1	-	-
Underwriters, class C (7 men and 5 women)-----	12	38.0	164.00	-	-	-	-	-	-	-	-	-	1	1	-	2	3	3	2	-	-	-	-	-	-	-	-	-
Selected general clerical occupations																												
Clerks, accounting, class A-----	28	38.0	117.00	-	-	-	-	1	1	-	10	6	5	4	-	-	-	1	-	-	-	-	-	-	-	-	-	-
Women-----	25	38.0	116.00	-	-	-	-	1	1	-	9	6	5	2	-	-	-	1	-	-	-	-	-	-	-	-	-	-
Clerks, accounting, class B (all women)-----	36	39.0	92.50	2	2	1	6	4	6	6	5	3	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Secretaries (all women) ⁴ -----	95	38.5	130.50	-	-	-	-	-	-	2	12	25	15	17	10	5	2	3	1	2	-	-	-	-	-	1	-	-
Class B-----	50	38.5	137.00	-	-	-	-	-	-	-	2	8	10	13	7	3	2	3	1	1	-	-	-	-	-	-	-	-
Stenographers, general (all women)-----	29	39.0	97.00	-	-	-	-	5	9	5	6	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Stenographers, senior (all women)-----	10	39.0	114.00	-	-	-	1	-	-	1	4	2	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Transcribing-machine operators, general (all women)-----	12	37.5	96.00	-	-	-	-	4	2	3	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Typists, class B (all women)-----	18	38.5	84.50	2	-	2	6	5	2	-	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Selected EDP-related occupations																												
Computer operators, class B-----	15	37.5	133.00	-	-	-	-	-	-	-	-	1	7	3	2	2	-	-	-	-	-	-	-	-	-	-	-	-
Men-----	14	37.5	134.00	-	-	-	-	-	-	-	-	1	6	3	2	2	-	-	-	-	-	-	-	-	-	-	-	-
Computer programmers, business, class A-----	9	38.0	218.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	2	-	2	-	2	-	2	-	5
Men-----	6	37.5	223.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	2	-	2	-	2	-	1
Computer programmers, business, class B-----	19	37.5	193.50	-	-	-	-	-	-	-	-	-	-	-	-	-	1	2	2	10	3	-	1	-	-	-	-	-
Women-----	8	38.5	199.50	-	-	-	-	-	-	-	-	-	-	-	-	-	1	1	4	2	-	1	-	-	-	-	-	-
Men-----	11	37.0	189.00	-	-	-	-	-	-	-	-	-	-	-	-	-	1	1	2	6	1	-	-	-	-	-	-	-
Computer programmers, business, class C-----	13	38.0	159.50	-	-	-	-	-	-	-	-	-	-	-	5	3	2	1	2	-	-	-	-	-	-	-	-	-
Men-----	9	38.0	157.00	-	-	-	-	-	-	-	-	-	-	5	1	1	1	1	-	-	-	-	-	-	-	-	-	-
Keypunch operators, class A (all women)-----	27	38.0	108.00	-	-	-	-	-	1	6	12	5	-	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Keypunch operators, class B (all women)-----	42	38.0	96.50	-	-	-	7	10	5	6	8	3	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

¹ The Houston Standard Metropolitan Statistical Area consists of Harris County.

² Standard hours reflect the workweek for which employees receive their regular straight-time salaries and the earnings correspond to these weekly hours. Average weekly hours are rounded to the nearest half hour and average weekly earnings to the nearest half dollar.

³ Workers were distributed as follows: 2 at \$250 to \$270; 2 at \$270 to \$280; and 1 at \$280 to \$290.

⁴ Includes data for workers in classification in addition to those shown separately.

⁵ Workers were distributed as follows: 1 at \$240 to \$250, and 1 at \$250 to \$260.

Table 10. Occupational earnings: Jacksonville, Fla.¹

(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	AVERAGE		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF—																											
		Weekly hours ² (Standard)	Weekly earnings ² (Standard)	Under \$65	\$65 and under \$70	\$70	\$75	\$80	\$90	\$100	\$110	\$120	\$130	\$140	\$150	\$160	\$170	\$180	\$190	\$200	\$220	\$240	\$260	\$280	\$300	and over					
Selected insurance occupations																															
Claim approvers, class A (4 women, 2 men).....	6	37.0	\$162.00	-	-	-	-	-	-	-	2	1	1	-	-	-	-	-	1	-	-	-	-	-	-	-	-	-			
Claim approvers, class B (12 women, 3 men).....	15	37.5	149.50	-	-	-	-	4	-	-	-	1	-	1	-	2	4	-	2	1	-	-	-	-	-	-	-	-			
Clerks, correspondence, class B (all women).....	19	37.0	101.50	1	1	-	1	2	2	3	9	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Clerks, policy evaluation (34 women, 1 man).....	35	37.0	103.00	-	-	2	1	5	6	4	12	4	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Clerks, premium-ledger-card (21 women, 1 man).....	22	38.0	83.00	-	1	6	3	8	1	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Premium acceptors (23 women, 1 man).....	24	37.5	94.00	-	-	1	1	6	10	3	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Underwriters, class B.....	18	37.0	180.00	-	-	-	-	-	-	-	-	-	1	1	2	2	3	3	4	-	1	1	-	-	-	-	-	-			
Men.....	10	37.0	183.50	-	-	-	-	-	-	-	-	-	-	1	2	1	1	1	2	-	1	1	-	-	-	-	-	-			
Selected general clerical occupations																															
Clerks, accounting, class B.....	73	38.0	86.00	-	2	8	8	36	6	10	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Women.....	69	38.0	85.50	-	2	8	8	35	6	8	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Clerks, file, class C (all women).....	60	36.5	74.00	3	18	19	4	11	5	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Secretaries (all women).....	125	37.0	117.00	-	2	3	-	6	20	22	19	18	10	11	5	4	3	1	1	19	-	-	-	-	-	-	-	-			
Class A.....	6	38.0	137.50	-	-	-	-	-	2	-	-	-	-	-	2	1	1	-	-	-	-	-	-	-	-	-	-	-			
Class B.....	54	37.5	128.00	-	-	1	-	4	10	6	6	9	10	2	2	2	1	1	-	-	-	-	-	-	-	-	-	-			
Class C.....	43	37.5	104.50	-	2	1	-	5	11	7	7	7	-	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-			
Class D.....	22	37.5	110.50	-	-	1	-	1	3	5	6	5	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Stenographers, general (all women).....	41	37.0	88.00	-	-	3	3	23	8	3	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Typists, class B (all women).....	98	37.0	78.00	-	18	27	14	25	10	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Selected EDP-related occupations																															
Computer operators, class B.....	48	37.0	130.50	-	-	-	-	-	3	1	7	18	4	8	3	3	1	-	-	-	-	-	-	-	-	-	-	-			
Men.....	44	37.0	129.00	-	-	-	-	-	3	-	7	18	4	6	3	2	1	-	-	-	-	-	-	-	-	-	-	-			
Computer operators, class C (10 men, 3 women).....	13	37.5	102.00	-	-	1	1	1	1	4	4	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Computer programmers, business, class A:																															
Women.....	8	36.5	204.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4	1	1	1	-	1	-	-	-	-	-			
Computer systems analysts, class A (all men).....	11	36.5	266.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	1	4	2	1	2	-	-	-			
Keypunch operators, class B (all women).....	75	37.5	82.50	-	-	25	9	29	8	1	1	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			

¹ The Jacksonville Standard Metropolitan Statistical Area consists of Duval County.

² Standard hours reflect the workweek for which employees received their regular straight-time salaries and the earnings correspond to these weekly hours. Average weekly hours are rounded to the nearest half hour and average weekly earnings to the nearest half dollar.

20

Table 11. Occupational earnings: Los Angeles—Long Beach and Anaheim—Santa Ana—Garden Grove, Calif.¹

(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	AVERAGE		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF—																							
		Weekly hours ² (Standard)	Weekly earnings ² (Standard)	\$80 and under	\$85	\$90	\$95	\$100	\$110	\$120	\$130	\$140	\$150	\$160	\$170	\$180	\$190	\$200	\$210	\$220	\$230	\$240	\$250	\$260	\$270		
				\$85	\$90	\$95	\$100	\$110	\$120	\$130	\$140	\$150	\$160	\$170	\$180	\$190	\$200	\$210	\$220	\$230	\$240	\$250	\$260	\$270	\$280		
Selected insurance occupations																											
Clerks, correspondence, class A (24 women and 1 man)	25	36.5	\$126.50	-	-	-	-	-	11	7	4	2	-	-	-	-	1	-	-	-	-	-	-	-	-	-	
Underwriters, class B	21	37.0	196.50	-	-	-	-	-	-	-	2	2	-	1	-	1	2	6	4	-	-	-	-	-	-	2	
Women	10	36.5	188.50	-	-	-	-	-	-	-	2	-	-	1	-	1	-	3	3	-	-	-	-	-	-	-	
Men	11	37.5	204.00	-	-	-	-	-	-	-	-	2	-	-	-	1	2	3	1	-	-	-	-	-	-	2	
Selected general clerical occupations																											
Clerks, accounting, class A	35	37.0	135.00	-	-	-	-	5	4	8	2	2	12	-	2	-	-	-	-	-	-	-	-	-	-	-	
Women	32	37.0	133.50	-	-	-	-	5	3	8	2	2	12	-	-	-	-	-	-	-	-	-	-	-	-	-	
Secretaries (107 women and 1 man) ³	108	37.0	152.00	-	-	-	-	1	14	5	13	13	20	18	9	11	2	1	1	-	-	-	-	-	-	-	
Class B (all women)	21	36.0	164.00	-	-	-	-	-	-	-	-	1	10	3	4	1	2	-	-	-	-	-	-	-	-	-	
Class C (all women)	52	37.0	151.00	-	-	-	-	-	11	2	2	6	8	10	5	8	-	-	-	-	-	-	-	-	-	-	
Stenographers, general (all women)	6	37.5	109.50	-	-	-	-	3	2	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Typists, class A	111	36.5	101.00	-	18	8	45	17	17	5	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Women	109	36.5	100.50	-	18	8	45	16	16	5	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Typists, class B (all women)	28	36.0	86.50	18	4	3	1	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Selected EDP-related occupations																											
Computer operators, class A (all men)	8	37.0	202.50	-	-	-	-	-	-	-	-	-	-	1	1	1	1	1	-	1	1	1	-	-	-	-	
Computer operators, class B (all men)	7	38.0	177.00	-	-	-	-	-	-	2	-	-	-	-	1	1	1	-	2	-	-	-	-	-	-	-	
Keypunch operators, class A (47 women and 1 man)	48	38.0	124.00	-	-	-	1	4	12	17	11	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Keypunch operators, class B (all women)	59	38.0	103.00	-	7	7	12	15	14	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	

¹ The Los Angeles—Long Beach and Anaheim—Santa Ana—Garden Grove Standard Metropolitan Statistical Areas consist of Los Angeles and Orange Counties.

² Standard hours reflect the workweek for which employees received their regular straight-time salaries and the earnings correspond to these weekly hours. Average weekly hours are rounded to the nearest half hour and average weekly earnings to the nearest half dollar.

³ Includes data for workers in classification in addition to those shown separately.

Table 12. Occupational earnings: Minneapolis—St. Paul, Minn.¹

(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	AVERAGE		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF—																											
		Weekly hours (Standard)	Weekly earnings (Standard)	\$70 and under \$75	\$75-\$80	\$80-\$85	\$85-\$90	\$90-\$95	\$95-\$100	\$100-\$110	\$110-\$120	\$120-\$130	\$130-\$140	\$140-\$150	\$150-\$160	\$160-\$170	\$170-\$180	\$180-\$190	\$190-\$200	\$200-\$220	\$220-\$240	\$240-\$260	\$260-\$280	\$280-\$300	\$300 and over						
Selected insurance occupations																															
Actuaries, class A (all men) -----	9	38.0	\$ 370.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	39		
Actuaries, class B (all men) -----	15	38.0	263.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Claim approvers, class A (4 women and 4 men) -----	8	37.5	201.00	-	-	-	-	-	-	-	-	-	-	-	2	1	1	-	-	1	-	2	1	-	-	-	-	-	-		
Claim approvers, class B -----	15	38.0	160.50	-	-	-	-	-	-	1	2	1	-	1	-	2	3	4	-	1	-	-	-	-	-	-	-	-	-		
Women -----	8	37.5	139.00	-	-	-	-	-	-	1	2	1	-	1	-	2	-	1	-	-	-	-	-	-	-	-	-	-	-		
Men -----	7	38.0	185.00	-	-	-	-	-	-	-	-	-	-	-	-	-	3	3	-	1	-	-	-	-	-	-	-	-	-		
Clerks, correspondence, class A -----	25	38.5	143.00	-	-	-	-	-	-	-	5	5	6	-	2	1	2	4	-	-	-	-	-	-	-	-	-	-	-		
Women -----	19	38.5	131.50	-	-	-	-	-	-	-	5	5	6	-	2	-	1	-	-	-	-	-	-	-	-	-	-	-	-		
Clerks, correspondence, class B (all women) -----	46	38.0	112.50	-	-	-	1	4	3	12	11	12	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Clerks, policy evaluation (all women) -----	40	37.5	112.50	-	1	-	1	1	6	9	10	7	1	2	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Underwriters, class A (16 men and 1 woman) -----	17	37.5	238.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Underwriters, class B -----	25	38.0	202.50	-	-	-	-	-	-	-	-	-	-	-	-	-	2	1	3	8	6	5	3	1	-	-	2	1	-		
Women -----	8	38.0	201.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	2	5	-	-	-	-	-	-	-	-		
Men -----	17	38.0	203.00	-	-	-	-	-	-	-	-	-	-	-	-	-	2	-	3	6	2	3	1	-	-	-	-	-	-		
Underwriters, class C -----	35	38.0	162.50	-	-	-	-	-	-	3	-	-	-	5	10	4	5	3	-	5	-	-	-	-	-	-	-	-	-		
Women -----	22	37.5	153.00	-	-	-	-	-	-	3	-	-	-	5	5	4	2	2	-	1	-	-	-	-	-	-	-	-	-		
Men -----	13	38.5	178.50	-	-	-	-	-	-	-	-	-	-	-	5	-	3	1	-	4	-	-	-	-	-	-	-	-	-		
Selected general clerical occupations																															
Clerks, accounting, class A (56 women and 1 man) -----	57	38.0	117.50	-	-	-	1	7	3	11	14	4	7	8	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Clerks, accounting, class B (all women) -----	43	38.0	94.50	1	5	5	3	6	10	9	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Clerks, file, class A (all women) -----	9	37.5	96.00	3	-	1	-	1	1	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Clerks, file, class B (all women) -----	21	38.5	96.00	-	1	4	4	-	3	7	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Clerks, file, class C (all women) -----	58	38.0	81.00	8	17	15	15	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Secretaries (all women) ⁴ -----	82	38.0	133.50	-	-	-	-	-	1	10	12	15	14	18	7	1	1	1	1	1	1	-	-	-	-	-	-	-	-		
Class A -----	7	38.0	163.00	-	-	-	-	-	-	-	-	-	1	2	1	1	-	1	-	1	-	-	-	-	-	-	-	-	-		
Class B -----	41	38.0	139.00	-	-	-	-	-	-	3	3	3	11	14	5	-	1	-	1	-	1	-	-	-	-	-	-	-	-		
Class C -----	24	37.5	121.50	-	-	-	-	1	5	6	7	2	2	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Stenographers, general (all women) -----	9	38.0	99.00	-	-	-	-	2	4	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Stenographers, senior (all women) -----	47	37.5	112.50	-	-	-	1	3	5	11	14	6	5	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Transcribing-machine operators, general (all women) -----	33	38.0	97.50	-	2	4	4	3	6	10	3	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Typists, class A (all women) -----	65	38.0	90.00	-	-	23	20	4	7	8	2	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Typists, class B (all women) -----	32	38.0	88.00	-	3	7	11	5	4	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Selected EDP-related occupations																															
Computer operators, class A (12 men and 1 woman) -----	13	36.5	155.00	-	-	-	-	-	-	-	-	-	5	1	1	3	1	2	-	-	-	-	-	-	-	-	-	-	-		
Computer operators, class B -----	42	37.5	140.50	-	-	-	-	-	-	-	3	11	7	9	6	3	3	-	-	-	-	-	-	-	-	-	-	-	-		
Women -----	7	36.5	127.50	-	-	-	-	-	-	-	1	3	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Men -----	35	38.0	143.00	-	-	-	-	-	-	-	2	8	4	9	6	3	3	-	-	-	-	-	-	-	-	-	-	-	-		
Computer programmers, business, class B -----	39	38.0	181.00	-	-	-	-	-	-	-	-	-	-	-	9	9	5	1	6	6	3	-	-	-	-	-	-	-	-		
Women -----	8	37.5	170.00	-	-	-	-	-	-	-	-	-	-	-	2	4	-	-	1	-	-	-	-	-	-	-	-	-	-		
Men -----	31	38.0	184.00	-	-	-	-	-	-	-	-	-	-	-	7	5	5	-	6	5	3	-	-	-	-	-	-	-	-		

See footnotes at end of table.

Table 12. Occupational earnings: Minneapolis—St. Paul, Minn.¹—Continued

(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	AVERAGE		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF—																							
		Weekly hours ² (Standard)	Weekly earnings ² (Standard)	\$70 and under	\$75	\$80	\$85	\$90	\$95	\$100	\$110	\$120	\$130	\$140	\$150	\$160	\$170	\$180	\$190	\$200	\$220	\$240	\$260	\$280	\$300 and over		
Selected EDP-related occupations—																											
Continued																											
Computer systems analysts, business, class A	32	37.5	\$ 226.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	6	11	3	5	4	2	-		
Men	29	38.0	227.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	5	10	2	5	4	2	-		
Computer systems analysts, business, class B	51	37.5	197.00	-	-	-	-	-	-	-	-	2	1	4	5	4	-	7	16	7	5	-	-	-	-		
Men	33	38.0	208.00	-	-	-	-	-	-	-	-	-	-	1	2	2	-	5	13	5	5	-	-	-	-		
Keypunch operators, class A (all women)	46	37.5	102.00	-	-	-	-	10	9	20	7	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Keypunch operators, class B (all women)	33	38.0	89.50	3	-	13	4	2	4	6	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Tape librarians (all women)	6	38.0	123.50	-	-	-	-	-	-	-	3	1	2	-	-	-	-	-	-	-	-	-	-	-	-		

¹ The Minneapolis—St. Paul Standard Metropolitan Statistical Area consists of Anoka, Dakota, Hennepin, Ramsey, and Washington Counties.

² Standard hours reflect the workweek for which employees received their regular straight-time salaries and the earnings correspond to these weekly hours. Average weekly hours are rounded to the nearest half hour and average weekly earnings to the nearest half dollar.

³ Workers were distributed as follows: 1 at \$ 300 to \$ 320; 2 at \$ 320 to \$ 340; 1 at \$ 340 to \$ 360; 3 at \$ 380 to \$ 400; and 2 at \$ 420 to \$ 440.

⁴ Includes data for workers in classification in addition to those shown separately.

Table 13. Occupational earnings: New York and Newark, N.Y.—N.J.¹—Continued

(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	AVERAGE		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF—																								
		Weekly hours (Standard)	Weekly earnings (Standard)	\$80 and under \$90	\$90	\$100	\$110	\$120	\$130	\$140	\$150	\$160	\$170	\$180	\$190	\$200	\$220	\$240	\$260	\$280	\$300	\$320	\$340	\$360	\$380 and over			
Selected EDP-related occupations—Continued																												
Computer programmers, business, class A	132	36.0	\$262.50	-	-	-	-	-	-	-	-	-	-	-	-	7	14	25	59	27	-	-	-	-	-	-	-	-
Women	49	36.0	255.00	-	-	-	-	-	-	-	-	-	-	-	-	5	5	15	20	4	-	-	-	-	-	-	-	-
Computer programmers, business, class B	397	36.5	212.00	-	-	-	-	-	-	-	9	17	29	61	153	70	56	2	-	-	-	-	-	-	-	-	-	-
Women	191	36.5	212.50	-	-	-	-	-	-	-	3	9	16	28	72	35	27	1	-	-	-	-	-	-	-	-	-	-
Men	206	36.5	212.00	-	-	-	-	-	-	-	6	8	13	33	81	35	29	1	-	-	-	-	-	-	-	-	-	-
Computer programmers, business, class C	187	36.5	184.00	-	-	-	-	-	1	2	19	37	37	18	20	39	13	1	-	-	-	-	-	-	-	-	-	-
Women	56	36.5	184.00	-	-	-	-	-	1	1	5	10	12	3	9	11	4	-	-	-	-	-	-	-	-	-	-	-
Men	131	36.5	184.50	-	-	-	-	-	-	1	14	27	25	15	11	28	9	1	-	-	-	-	-	-	-	-	-	-
Computer systems analysts, business, class A	167	36.5	317.00	-	-	-	-	-	-	-	-	-	-	-	-	-	6	12	66	37	15	1	5	6 ²⁵	-	-	-	-
Women	26	37.0	303.50	-	-	-	-	-	-	-	-	-	-	-	-	-	1	2	14	5	1	-	1	2	-	-	-	-
Men	141	36.5	319.50	-	-	-	-	-	-	-	-	-	-	-	-	-	5	10	52	32	14	1	4	23	-	-	-	-
Computer systems analysts, business, class B	244	36.5	273.00	-	-	-	-	-	-	-	-	-	-	-	1	30	82	46	47	13	8	7	6	4	-	-	-	-
Women	63	36.5	271.50	-	-	-	-	-	-	-	-	-	-	-	-	10	15	16	14	3	2	1	2	-	-	-	-	-
Men	181	36.5	273.50	-	-	-	-	-	-	-	-	-	-	-	1	20	67	30	33	10	6	6	4	4	-	-	-	-
Computer systems analysts, business, class C	14	35.5	230.00	-	-	-	-	-	-	-	-	-	-	2	-	6	-	2	4	-	-	-	-	-	-	-	-	-
Men	10	35.5	231.00	-	-	-	-	-	-	-	-	-	-	2	-	3	-	2	3	-	-	-	-	-	-	-	-	-
Keypunch operators, class A (272 women and 1 man)	273	36.0	118.00	5	17	56	52	113	15	15	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Keypunch operators, class B (all women)	364	35.5	109.00	10	85	100	102	48	19	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Tabulating-machine operators, class A	172	36.0	139.00	-	4	2	6	21	50	57	23	9	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Men	71	36.5	138.50	-	-	-	5	10	25	18	6	7	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Tabulating-machine operators, class B	134	36.0	124.00	-	5	6	20	57	29	7	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Men	74	36.0	122.00	-	3	5	16	36	9	5	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

¹ The New York and Newark Standard Metropolitan Statistical Areas consist of New York City and Nassau, Rockland, Suffolk, Westchester Counties, N.Y. and Essex, Morris and Union Counties, N.J.

² Standard hours reflect the workweek for which employees received their regular straight-time salaries and the earnings correspond to these weekly hours. Average weekly hours are rounded to the nearest half hour and average weekly earnings to the nearest half dollar.

³ Workers were distributed as follows: 20 at \$380 to \$420; 14 at \$420 to \$460; 11 at \$460 to \$500; 14 at \$500 to \$540; and 3 at \$540 to \$580.

⁴ Includes 12 workers at \$70 to \$80.

⁵ Includes data for workers in classification in addition to those shown separately.

⁶ Workers were distributed as follows: 10 at \$380 to \$420; 14 at \$420 to \$460; and 1 at \$460 to \$500.

Table 14. Occupational earnings: New York City, N.Y.¹

(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	AVERAGE		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF—																									
		Weekly hours ² (Standard)	Weekly earnings ² (Standard)	\$80 and under \$90	\$90 \$100	\$100 \$110	\$110 \$120	\$120 \$130	\$130 \$140	\$140 \$150	\$150 \$160	\$160 \$170	\$170 \$180	\$180 \$190	\$190 \$200	\$200 \$220	\$220 \$240	\$240 \$260	\$260 \$280	\$280 \$300	\$300 \$320	\$320 \$340	\$340 \$360	\$360 \$380	\$380 and over				
Selected EDP-related occupations																													
Actuaries, class A (49 men and 2 women)	51	35.5	\$460.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	351		
Actuaries, class B	40	35.5	326.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	4	5	9	6	7	7	1	1			
Men	37	35.5	329.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	2	5	8	6	7	7	1	1			
Underwriters, class B	114	36.0	220.00	-	-	-	-	-	-	-	3	12	9	16	20	12	31	7	4	-	-	-	-	-	-	-	-		
Women	32	36.0	206.00	-	-	-	-	-	-	-	-	8	4	5	4	5	2	-	-	-	-	-	-	-	-	-	-		
Men	82	35.5	225.50	-	-	-	-	-	-	-	3	4	5	11	16	8	26	5	4	-	-	-	-	-	-	-	-		
Underwriters, class C	66	35.0	174.00	-	-	-	1	8	6	6	7	12	6	10	4	6	-	-	-	-	-	-	-	-	-	-	-		
Men	32	35.0	188.50	-	-	-	-	-	-	5	4	5	5	4	3	6	-	-	-	-	-	-	-	-	-	-	-		
Selected general clerical occupations																													
Clerks, accounting, class A	136	35.5	123.50	-	-	18	42	41	21	8	1	1	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Women	119	35.5	122.50	-	-	17	39	35	18	5	1	1	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Clerks, accounting, class B	93	35.5	110.00	1	10	37	24	15	3	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Women	88	35.5	109.00	1	8	37	24	15	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Clerks, file, class A (all women)	74	35.5	127.00	-	-	5	14	24	25	3	-	-	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Clerks, file, class B (all women)	145	36.0	107.00	-	35	47	49	14	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Clerks, file, class C	399	35.5	93.00	155	152	84	6	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Women	385	35.5	93.00	155	144	78	6	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Secretaries (all women)	1,181	36.0	164.50	-	-	3	48	58	156	159	166	127	131	118	61	99	35	17	3	-	-	-	-	-	-	-	-		
Class A	78	35.5	225.50	-	-	-	-	-	-	-	-	-	3	-	1	25	32	15	2	-	-	-	-	-	-	-	-		
Class B	324	35.5	188.50	-	-	-	-	1	9	14	14	53	104	49	74	3	2	1	-	-	-	-	-	-	-	-	-		
Class C	422	35.5	156.00	-	-	1	15	24	33	47	109	100	68	14	11	-	-	-	-	-	-	-	-	-	-	-	-		
Class D	357	36.0	138.50	-	-	2	33	34	122	103	43	13	7	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Stenographers, general (all women)	223	36.0	110.50	-	20	86	76	38	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Stenographers, senior (all women)	313	35.5	133.50	-	1	2	18	104	97	80	4	7	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Transcribing-machine operators, general (all women)	76	35.5	129.00	-	6	7	24	12	9	5	3	3	3	1	-	1	2	-	-	-	-	-	-	-	-	-	-		
Typists, class A (all women)	560	36.0	111.50	1	41	224	193	70	28	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Typists, class B (all women)	505	35.5	100.50	17	249	152	67	20	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Selected EDP-related occupations																													
Computer operators, class B	194	36.0	183.50	-	-	-	-	-	6	11	10	19	24	44	38	39	3	-	-	-	-	-	-	-	-	-	-		
Men	165	36.0	184.50	-	-	-	-	-	5	10	8	13	18	38	34	36	3	-	-	-	-	-	-	-	-	-	-		
Computer operators, class C (101 men and 1 woman)	102	36.0	166.00	-	-	-	1	-	2	15	15	31	12	20	6	-	-	-	-	-	-	-	-	-	-	-	-		
Computer programmers, business, class A	118	35.5	266.50	-	-	-	-	-	-	-	-	-	-	-	3	6	23	59	27	-	-	-	-	-	-	-	-		
Women	41	35.5	260.50	-	-	-	-	-	-	-	-	-	-	-	1	3	13	20	4	-	-	-	-	-	-	-	-		
Computer programmers, business, class B	247	36.0	221.00	-	-	-	-	-	-	-	6	3	6	25	81	68	56	2	-	-	-	-	-	-	-	-	-		
Women	123	36.0	220.50	-	-	-	-	-	-	-	3	-	6	12	40	34	27	1	-	-	-	-	-	-	-	-	-		
Men	124	36.0	221.00	-	-	-	-	-	-	-	3	3	6	13	41	34	29	1	-	-	-	-	-	-	-	-	-		
Computer systems analysts, business, class A	84	35.5	337.00	-	-	-	-	-	-	-	-	-	-	-	-	-	2	8	24	9	10	1	5	5	25	2			
Women	13	36.0	313.50	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2	6	1	1	-	1	2	2	2			
Men	71	35.5	341.50	-	-	-	-	-	-	-	-	-	-	-	-	-	2	6	18	8	9	1	4	4	23	4			
Computer systems analysts, business, class B	122	35.5	294.50	-	-	-	-	-	-	-	-	-	-	-	1	11	15	10	47	13	8	7	6	4	4	4			
Women	37	35.5	287.00	-	-	-	-	-	-	-	-	-	-	-	-	3	5	7	14	3	2	1	2	2	2	2			
Men	85	35.5	297.50	-	-	-	-	-	-	-	-	-	-	-	1	8	10	3	33	10	6	6	4	4	4	4			

See footnotes at end of table.

Table 14. Occupational earnings: New York City, N.Y.¹—Continued

(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	AVERAGE		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF—																							
		Weekly hours ² (Standard)	Weekly earnings ² (Standard)	\$80 and under \$90	\$90 \$100	\$100 \$110	\$110 \$120	\$120 \$130	\$130 \$140	\$140 \$150	\$150 \$160	\$160 \$170	\$170 \$180	\$180 \$190	\$190 \$200	\$200 \$220	\$220 \$240	\$240 \$260	\$260 \$280	\$280 \$300	\$300 \$320	\$320 \$340	\$340 \$360	\$360 \$380	\$380 and over		
Selected EDP-related occupations—																											
Continued																											
Computer systems analysts, business, class C	12	36.0	\$237.00	-	-	-	-	-	-	-	-	-	-	-	-	6	-	2	4	-	-	-	-	-	-	-	-
Men	8	36.0	242.00	-	-	-	-	-	-	-	-	-	-	-	3	-	2	3	-	-	-	-	-	-	-	-	-
Keypunch operators, class A (191 women and 1 man)	192	36.0	121.50	1	2	31	35	95	13	15	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Keypunch operators, class B (all women)	326	35.5	110.50	-	65	94	100	48	19	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

¹ New York City (the 5 boroughs).

² Standard hours reflect the workweek for which employees received their regular straight-time salaries and the earnings correspond to these weekly hours. Average weekly hours are rounded to the nearest half hour and average weekly earnings to the nearest half dollar.

³ Workers were distributed as follows: 16 at \$380 to \$420; 11 at \$420 to \$460; 10 at \$460 to \$500; 12 at \$500 to \$540; and 2 at \$540 to \$580.

⁴ Includes 12 workers at \$70 to \$80.

⁵ Workers were distributed as follows: 10 at \$380 to \$420; 14 at \$420 to \$460; and 1 at \$460 to \$500.

Table 15. Occupational earnings: Philadelphia, Pa.—N.J.¹

(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	AVERAGE		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF—																									
		Weekly hours ² (Standard)	Weekly earnings ² (Standard)	\$55 and under \$60	\$60 \$65	\$65 \$70	\$70 \$75	\$75 \$80	\$80 \$90	\$90 \$100	\$100 \$110	\$110 \$120	\$120 \$130	\$130 \$140	\$140 \$150	\$150 \$160	\$160 \$170	\$170 \$180	\$180 \$190	\$190 \$200	\$200 \$220	\$220 \$240	\$240 \$260	\$260 \$280	\$280 and over				
Selected insurance occupations																													
Claim approvers, class B:																													
Men-----	16	37.0	\$176.50	-	-	-	-	-	-	-	-	-	-	1	1	4	2	2	1	1	1	3	-	-	-	-	-	-	
Clerks, correspondence, class A-----	21	37.0	139.00	-	-	-	-	-	-	3	-	5	3	2	3	1	-	-	-	-	1	2	1	-	-	-	-	-	
Women-----	18	37.0	136.00	-	-	-	-	-	-	3	-	4	2	2	3	1	-	-	-	-	1	2	-	-	-	-	-	-	
Clerks, correspondence, class B (69 women and 1 man)-----	70	37.0	117.50	-	-	-	-	-	-	11	18	15	8	3	11	3	1	-	-	-	-	-	-	-	-	-	-	-	
Clerks, policy evaluation (25 women and 1 man)-----	26	37.0	105.00	-	-	-	-	1	2	8	8	4	2	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	
Premium acceptors (all women)-----	45	37.0	94.50	-	-	-	3	1	22	7	2	5	3	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	
Underwriters, class A (24 men and 1 woman)-----	25	36.5	248.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2	2	10	3	2	3 ⁶	-	-		
Underwriters, class B (21 men and 1 woman)-----	22	37.0	197.50	-	-	-	-	-	-	-	-	-	-	-	1	3	2	2	3	6	5	-	-	-	-	-	-	-	
Selected general clerical occupations																													
Clerks, accounting, class A (61 women and 1 man)-----	62	35.5	108.50	-	-	-	-	-	16	17	10	2	-	5	2	5	3	2	-	-	-	-	-	-	-	-	-	-	
Clerks, accounting, class B-----	62	34.0	73.50	-	12	20	6	1	19	2	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Women-----	58	34.5	74.00	-	12	20	2	1	19	2	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Clerks, file, class B (all women)-----	23	36.0	85.50	-	-	4	1	1	9	5	3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Clerks, file, class C (89 women and 1 man)-----	90	35.5	77.00	26	2	-	-	-	51	11	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Secretaries ⁴ (all women)-----	153	37.0	132.50	-	-	-	-	-	-	7	18	23	37	20	17	11	3	7	2	5	3	-	-	-	-	-	-	-	
Class A-----	12	37.0	164.00	-	-	-	-	-	-	-	-	-	1	2	2	3	-	1	-	-	3	-	-	-	-	-	-	-	
Class B-----	52	36.5	142.50	-	-	-	-	-	-	2	6	4	8	6	8	4	2	6	2	4	-	-	-	-	-	-	-	-	
Class C-----	49	37.0	123.00	-	-	-	-	-	-	5	10	8	8	9	4	3	1	-	-	1	-	-	-	-	-	-	-	-	
Stenographers, general (all women)-----	77	34.5	89.50	-	-	10	12	8	12	6	18	5	4	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	
Stenographers, senior (all women)-----	28	35.0	114.50	-	-	-	-	-	3	4	1	9	6	2	2	1	-	-	-	-	-	-	-	-	-	-	-	-	
Transcribing-machine operators, general (all women)-----	23	37.5	97.00	-	-	-	-	-	4	14	2	2	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Typists, class A (all women)-----	46	36.0	103.00	-	-	-	1	2	5	13	12	7	5	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	
Typists, class B (all women)-----	154	35.5	82.50	-	28	20	4	1	38	49	11	2	-	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Selected EDP-related occupations																													
Computer operators, class A (16 men and 1 woman)-----	17	37.5	167.50	-	-	-	-	-	-	-	-	-	-	1	3	2	2	4	4	-	1	-	-	-	-	-	-	-	-
Computer operators, class B (all men)-----	21	37.5	138.00	-	-	-	-	-	-	1	-	-	7	4	3	3	2	1	-	-	-	-	-	-	-	-	-	-	-
Computer operators, class C (all men)-----	16	38.5	118.50	-	-	-	-	1	-	-	3	2	8	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Computer programmers, business, class A-----	28	37.0	233.00	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	1	7	8	6	3	2	-	-	-	
Men-----	24	36.5	234.00	-	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	1	5	7	5	3	2	-	-	-	
Computer programmers, business, class B-----	28	37.5	194.00	-	-	-	-	-	-	-	-	1	-	-	1	-	-	5	7	2	9	2	-	1	-	-	-	-	
Men-----	17	37.0	186.00	-	-	-	-	-	-	-	-	1	-	-	1	-	-	3	5	1	5	1	-	-	-	-	-	-	
Computer programmers, business, class C-----	13	38.0	164.50	-	-	-	-	-	-	-	-	-	1	-	-	3	3	3	3	-	-	-	-	-	-	-	-	-	
Women-----	7	37.0	161.50	-	-	-	-	-	-	-	-	-	1	-	-	3	-	1	2	-	-	-	-	-	-	-	-	-	
Computer systems analysts, business, class A (11 men and 1 woman)-----	12	37.0	279.00	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1	7	5 ⁴	-	-	-	-	

28

See footnotes at end of table.

Table 15. Occupational earnings: Philadelphia, Pa.—N.J.¹—Continued

(Number and average straight-time weekly hours and earnings² of employees in selected occupations in home offices and regional head offices of life insurance companies, December 1971)

Occupation and sex	Number of workers	AVERAGE		NUMBER OF WORKERS RECEIVING STRAIGHT-TIME WEEKLY EARNINGS OF—																							
		Weekly hours (Standard)	Weekly earnings (Standard)	\$55 and under \$60	\$60 \$65	\$65 \$70	\$70 \$75	\$75 \$80	\$80 \$90	\$90 \$100	\$100 \$110	\$110 \$120	\$120 \$130	\$130 \$140	\$140 \$150	\$150 \$160	\$160 \$170	\$170 \$180	\$180 \$190	\$190 \$200	\$200 \$220	\$220 \$240	\$240 \$260	\$260 \$280	\$280 and over		
<u>Selected EDP-related occupations—</u>																											
<u>Continued</u>																											
Computer systems analysts, business, class B.....	20	37.0	\$209.00	-	-	-	-	-	-	-	-	-	-	-	-	-	2	2	5	4	5	2	-	-	-	-	
Men	18	37.0	209.50	-	-	-	-	-	-	-	-	-	-	-	-	-	2	1	5	4	4	2	-	-	-	-	
Keypunch operators, class A (all women).....	21	36.5	112.00	-	-	-	-	-	2	9	4	3	2	1	-	-	-	-	-	-	-	-	-	-	-	-	
Keypunch operators, class B (all women).....	94	36.5	98.50	-	-	2	-	3	13	33	23	13	6	1	-	-	-	-	-	-	-	-	-	-	-	-	

¹ The Philadelphia Standard Metropolitan Statistical Area consists of Three Inner Counties of Delaware and Philadelphia Counties, Pa., and Camden County, N.J.; and Five Outer Counties of Bucks, Chester, and Montgomery Counties, Pa., and Burlington and Gloucester Counties, N.J.

² Standard hours reflect the workweek for which employees received their regular straight-time salaries and the earnings correspond to these weekly hours. Average weekly hours are rounded to the nearest half hour and average weekly earnings to the nearest half dollar.

³ Workers were distributed as follows: 3 at \$ 280 to \$ 300; 1 at \$ 300 to \$ 320; and 2 at \$ 320 to \$ 340.

⁴ Includes data for workers in classification in addition to those shown separately.

⁵ Workers were distributed as follows: 3 at \$ 280 to \$ 300 and 1 at \$ 320 to \$ 340.

Table 16. Scheduled weekly hours

(Percent of nonsupervisory office employees in home offices and regional head offices of life insurance companies by scheduled weekly hours, ¹ United States, selected regions and areas, December 1971)

Weekly hours ¹	United States ²	Regions												
		New England	Middle Atlantic	Border States	South-east	South-west	Great Lakes	Middle West	Pacific					
All nonsupervisory office employees -----	100	100	100	100	100	100	100	100	100	100	100	100	100	
Under 35 hours -----	1	-	1	1	1	1	1	-	-	-	-	-	-	
35 hours -----	9	-	21	13	16	1	-	-	8	-	4	-	-	
Over 35 and under 36 1/4 hours -----	10	2	34	-	3	-	-	-	-	-	2	-	-	
36 1/4 hours -----	12	15	14	28	15	4	11	5	-	-	-	-	-	
Over 36 1/4 and under 37 1/2 hours -----	12	29	9	5	15	1	8	-	-	-	-	-	-	
37 1/2 hours -----	40	54	19	24	34	38	59	21	-	-	56	-	-	
Over 37 1/2 and under 38 3/4 hours -----	1	-	1	18	-	-	2	4	-	-	-	-	-	
38 3/4 hours -----	6	-	-	3	3	22	12	32	-	-	8	-	-	
Over 38 3/4 and under 40 hours -----	1	-	-	-	-	11	-	-	-	-	-	-	-	
40 hours -----	8	-	-	8	14	21	9	31	-	-	30	-	-	
Selected areas														
	Atlanta	Baltimore	Boston	Chicago	Dallas	Des Moines	Hartford	Houston	Jacksonville	Los Angeles-Long Beach and Anaheim-Santa Ana-Garden Grove	Minneapolis-St. Paul	New York and Newark		Philadelphia
												Total	New York City	
All nonsupervisory office employees -----	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Under 35 hours -----	-	6	-	-	-	-	-	-	-	-	-	-	-	10
35 hours -----	-	-	-	-	-	-	-	2	8	-	-	23	27	6
Over 35 and under 36 1/4 hours -----	-	14	-	-	-	-	4	-	3	-	-	41	52	-
36 1/4 hours -----	-	-	3	12	-	-	16	16	19	-	-	17	21	34
Over 36 1/4 and under 37 1/2 hours -----	-	34	17	-	-	40	46	-	5	-	4	4	-	12
37 1/2 hours -----	71	47	80	77	9	-	34	49	70	86	-	16	-	38
Over 37 1/2 and under 38 3/4 hours -----	-	-	-	6	-	-	-	-	-	-	67	-	-	-
38 3/4 hours -----	18	-	-	-	38	6	-	18	-	3	29	-	-	-
Over 38 3/4 and under 40 hours -----	-	-	-	-	33	-	-	2	-	-	-	-	-	-
40 hours -----	12	-	-	4	20	54	-	17	2	-	-	-	-	-

¹ Data relate to the predominant work schedule for full-time day-shift employees in each establishment.

² Includes data for the Mountain region in addition to those shown separately.

NOTE: Because of rounding, sums of individual items may not equal 100.

Table 17. Paid holidays

(Percent of nonsupervisory office employees in home offices and regional head offices of life insurance companies with formal provisions for paid holidays, United States, selected regions and areas, December 1971)

Number of paid holidays	United States ¹	Regions												
		New England	Middle Atlantic	Border States	South-east	South-west	Great Lakes	Middle West	Pacific					
All nonsupervisory office employees	100	100	100	100	100	100	100	100	100	100				
Employees in establishments providing paid holidays	100	100	100	100	100	100	100	100	100	100				
4 days	(²)	-	-	-	-	1	-	-	-	-				
5 days	1	-	-	-	7	3	-	-	-	-				
5 days plus 1 half day	(²)	-	-	-	1	2	-	-	-	-				
6 days	3	-	1	25	3	19	3	2	-	-				
6 days plus 1 or 2 half days	3	-	-	11	7	4	10	-	-	-				
7 days	11	-	-	6	36	32	11	42	-	-				
7 days plus 1 or 2 half days	2	-	(²)	-	8	2	1	4	-	-				
8 days	7	-	1	24	10	8	14	21	7	-				
8 days plus 1, 2 or 3 half days	5	-	-	-	-	7	19	12	11	-				
9 days	10	23	2	19	6	-	14	16	8	8				
9 days plus 1 or 2 half days	2	-	-	-	1	-	2	-	9	-				
10 days	10	25	5	15	6	10	8	3	-	-				
10 days plus 1 half day	1	-	-	-	-	-	6	-	-	-				
11 days	11	45	1	1	-	-	6	-	3	-				
11 days plus 1 half day	1	2	1	-	-	-	-	-	-	-				
12 days	24	5	62	-	14	12	-	-	-	63				
12 days plus 1 half day	2	-	7	-	-	-	-	-	-	-				
13 days	2	-	6	-	-	-	-	-	-	-				
13 days plus 1 half day	5	-	13	-	-	-	6	-	-	-				
14 days	(²)	-	(²)	-	-	-	-	-	-	-				
Selected areas														
	Atlanta	Baltimore	Boston	Chicago	Dallas	Des Moines	Hartford	Houston	Jacksonville	Los Angeles-Long Beach and Anaheim-Santa Ana-Garden Grove	Minneapolis-St. Paul	New York and Newark		Philadelphia
												Total	New York City	
All nonsupervisory office employees	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Employees in establishments providing paid holidays	100	100	100	100	100	100	100	100	100	100	100	100	100	100
6 days	-	-	-	2	19	-	-	2	5	-	-	-	-	-
6 days plus 1 or 2 half days	18	-	-	-	5	-	-	-	-	-	-	-	-	-
7 days	49	-	-	2	73	88	-	21	23	-	-	-	-	-
7 days plus 1 or 2 half days	-	-	-	-	-	-	-	-	-	-	4	-	-	2
8 days	-	34	-	23	3	12	-	27	7	3	12	-	-	-
8 days plus 1, 2 or 3 half days	-	-	-	34	-	-	-	-	-	3	28	-	-	-
9 days	22	47	-	10	-	-	38	-	5	8	12	(²)	-	-
9 days plus 1 or 2 half days	-	-	-	9	-	-	-	-	-	18	-	-	-	10
10 days	12	14	-	-	-	-	24	-	-	-	-	3	3	21
11 days	-	6	82	21	-	-	37	-	-	-	-	1	1	-
11 days plus 1 half day	-	-	-	-	-	-	-	-	-	-	-	1	2	-
12 days	-	-	18	-	-	-	-	49	60	69	-	72	89	17
12 days plus 1 half day	-	-	-	-	-	-	-	-	-	-	-	1	2	43
13 days	-	-	-	-	-	-	-	-	-	-	-	6	3	6
13 days plus 1 half day	-	-	-	-	-	-	-	-	-	-	44	16	-	-

¹ Includes data for the Mountain region in addition to those shown separately.

² Less than 0.5 percent.

NOTE: Because of rounding, sums of individual items may not equal 100.

Table 18. Paid vacations

(Percent of nonsupervisory office employees in home offices and regional head offices of life insurance companies with formal provisions for paid vacations after selected periods of service, United States, selected regions and areas, December 1971)

Vacation policy	United States ¹	Regions							
		New England	Middle Atlantic	Border States	South-east	South-west	Great Lakes	Middle West	Pacific
All nonsupervisory office employees -----	100	100	100	100	100	100	100	100	100
<u>Method of payment</u>									
Employees in establishments providing paid vacations -----	100	100	100	100	100	100	100	100	100
Length-of-time payment -----	99	100	100	100	100	100	94	100	100
Percentage payment -----	1	-	-	-	-	-	6	-	-
<u>Amount of vacation pay²</u>									
After 1 year of service:									
1 week -----	3	-	(³)	1	8	1	7	2	-
Over 1 and under 2 weeks -----	(³)	-	1	-	1	-	-	-	-
2 weeks -----	92	78	98	72	91	99	93	98	100
Over 2 and under 3 weeks -----	1	-	-	26	-	-	-	-	-
3 weeks -----	5	22	-	-	-	-	-	-	-
After 5 years of service:									
Over 1 and under 2 weeks -----	1	-	-	-	-	-	6	-	-
2 weeks -----	46	14	18	41	77	80	75	98	45
Over 2 and under 3 weeks -----	33	15	74	53	19	14	15	2	47
3 weeks -----	18	70	7	7	3	6	4	-	8
Over 3 and under 4 weeks -----	1	2	2	-	-	-	-	-	-
After 10 years of service:									
Over 1 and under 2 weeks -----	1	-	-	-	-	-	6	-	-
2 weeks -----	9	5	1	22	22	34	2	28	5
Over 2 and under 3 weeks -----	4	6	(³)	24	2	13	2	4	-
3 weeks -----	71	31	92	54	75	50	88	68	95
Over 3 and under 4 weeks -----	2	2	5	-	-	-	2	-	-
4 weeks -----	13	56	2	-	1	3	1	-	-
After 15 years of service:									
Over 1 and under 2 weeks -----	1	-	-	-	-	-	6	-	-
2 weeks -----	2	1	-	3	6	15	-	2	-
Over 2 and under 3 weeks -----	2	5	-	20	1	2	-	-	-
3 weeks -----	55	21	55	59	68	60	75	73	58
Over 3 and under 4 weeks -----	19	7	39	-	14	12	13	2	38
4 weeks -----	19	63	4	18	11	11	6	23	4
Over 4 and under 5 weeks -----	1	2	2	-	-	-	-	-	-
After 20 years of service:									
2 weeks -----	3	1	-	3	6	10	6	2	-
Over 2 and under 3 weeks -----	2	5	-	18	-	2	-	-	-
3 weeks -----	17	17	1	15	42	33	18	25	7
Over 3 and under 4 weeks -----	(³)	-	-	6	-	-	2	-	-
4 weeks -----	71	57	94	58	52	44	74	71	93
Over 4 and under 5 weeks -----	1	2	3	-	-	-	-	-	-
5 weeks -----	5	18	2	-	-	11	-	2	-
After 25 years of service:									
2 weeks -----	2	1	-	3	6	10	-	2	-
Over 2 and under 3 weeks -----	10	9	-	18	-	2	6	-	-
3 weeks -----	56	16	78	60	56	33	72	62	57
Over 3 and under 4 weeks -----	14	11	16	8	14	12	12	-	36
4 weeks -----	16	63	3	-	-	11	5	13	-
Over 4 and under 5 weeks -----	1	-	2	-	-	-	-	-	-
5 weeks -----	(³)	-	-	-	-	-	-	2	-

See footnotes at end of table.

Table 18. Paid vacations—Continued

(Percent of nonsupervisory office employees in home offices and regional head offices of life insurance companies with formal provisions for paid vacations after selected periods of services, United States, selected regions and areas, December 1971)

Vacation policy	Selected areas													
	Atlanta	Baltimore	Boston	Chicago	Dallas	Des Moines	Hartford	Houston	Jacksonville	Los Angeles—Long Beach and Anaheim—Santa Ana—Garden Grove	Minneapolis—St. Paul	New York and Newark		Philadelphia
												Total	New York City	
All nonsupervisory office employees—	100	100	100	100	100	100	100	100	100	100	100	100	100	100
<u>Method of payment</u>														
Employees in establishments providing paid vacations—	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Length-of-time payment—	100	100	100	100	100	100	100	100	100	100	100	100	100	100
<u>Amount of vacation pay²</u>														
After 1 year of service:														
1 week—	12	6	-	-	-	8	-	-	22	-	4	-	-	4
Over 1 and under 2 weeks—	-	-	-	-	-	-	-	-	-	-	-	-	-	10
2 weeks—	88	94	100	100	100	92	58	100	78	100	96	100	100	87
3 weeks—	-	-	-	-	-	-	42	-	-	-	-	-	-	-
After 5 years of service:														
2 weeks—	91	100	2	65	92	94	-	39	38	8	56	3	4	86
Over 2 and under 3 weeks—	-	-	18	32	-	6	8	49	60	89	44	88	85	-
3 weeks—	9	-	80	2	8	9	89	12	3	3	-	6	7	14
Over 3 and under 4 weeks—	-	-	-	-	-	-	4	-	-	-	-	3	3	-
After 10 years of service:														
2 weeks—	69	13	-	6	20	70	-	19	7	-	-	-	-	-
Over 2 and under 3 weeks—	-	-	2	6	19	12	-	-	2	-	-	-	-	2
3 weeks—	22	87	37	80	61	18	24	70	91	100	100	91	93	98
Over 3 and under 4 weeks—	-	-	-	6	-	-	4	-	-	-	-	6	4	-
4 weeks—	9	-	61	2	-	-	72	12	-	-	-	3	3	-
After 15 years of service:														
2 weeks—	-	6	-	-	15	8	-	16	-	-	-	-	-	-
Over 2 and under 3 weeks—	-	7	-	-	-	-	-	-	2	-	-	-	-	-
3 weeks—	69	50	3	71	85	76	24	23	38	28	45	48	59	90
Over 3 and under 4 weeks—	-	-	18	21	6	6	49	60	72	55	46	34	4	10
4 weeks—	31	36	78	9	-	10	72	12	-	-	-	3	3	-
Over 4 and under 5 weeks—	-	-	-	-	-	-	4	-	-	-	-	3	3	-
After 20 years of service:														
2 weeks—	-	-	-	-	13	8	-	-	-	-	-	-	-	-
3 weeks—	69	13	1	38	14	66	24	21	35	11	13	(³)	-	-
Over 3 and under 4 weeks—	-	-	-	6	-	-	-	-	-	-	-	-	-	-
4 weeks—	31	87	99	57	73	26	38	67	65	89	87	94	97	100
Over 4 and under 5 weeks—	-	-	-	-	-	-	4	-	-	-	-	4	-	-
5 weeks—	-	-	-	-	-	-	34	12	-	-	-	3	3	-
After 25 years of service:														
2 weeks—	-	-	-	-	13	8	-	-	-	-	-	-	-	-
3 weeks—	29	13	1	7	9	54	16	21	35	11	13	(³)	-	-
4 weeks—	71	87	3	56	78	28	8	18	5	20	44	78	97	79
Over 4 and under 5 weeks—	-	-	18	21	-	-	-	49	60	69	44	20	-	-
5 weeks—	-	-	78	17	-	10	76	12	-	-	-	-	-	21
Over 5 and under 6 weeks—	-	-	-	-	-	-	-	-	-	-	-	3	3	-
After 30 years of service:														
2 weeks—	-	-	-	-	13	8	-	-	-	-	-	-	-	-
3 weeks—	-	6	1	7	9	54	-	21	35	11	13	(³)	-	-
4 weeks—	-	94	3	56	78	28	-	18	5	20	44	78	97	76
5 weeks—	-	-	97	38	-	10	-	61	60	69	44	20	-	24
6 weeks—	-	-	-	-	-	-	-	-	-	-	-	3	3	-

See footnotes at end of table.

Table 18. Paid vacations—Continued

(Percent of nonsupervisory office employees in home offices and regional head offices of life insurance companies with formal provisions for paid vacations after selected periods of service, United States, selected regions and areas, December 1971)

Vacation policy	United States ¹	Regions												
		New England	Middle Atlantic	Border States	South-east	South-west	Great Lakes	Middle West	Pacific					
<u>Amount of vacation pay²—Continued</u>														
After 30 years of service:														
2 weeks	2	1	-	3	6	10	-	2	-					
Over 2 and under 3 weeks	2	-	-	18	-	2	6	-	-					
3 weeks	10	9	1	9	23	32	5	21	7					
4 weeks	56	16	77	62	56	33	72	62	57					
Over 4 and under 5 weeks	2	6	-	8	-	-	-	-	-					
5 weeks	28	68	20	-	14	24	16	13	36					
6 weeks	1	-	2	-	-	-	-	2	-					
Maximum vacation pay available:														
2 weeks	2	1	-	3	6	10	-	2	-					
Over 2 and under 3 weeks	2	-	-	18	-	2	6	-	-					
3 weeks	9	9	1	9	23	32	5	5	7					
4 weeks	46	16	44	55	56	33	72	78	31					
Over 4 and under 5 weeks	1	4	-	8	-	-	-	-	-					
5 weeks	28	64	40	7	-	11	5	13	26					
6 weeks	1	-	2	-	-	-	-	2	-					
Over 6 weeks	11	5	13	-	14	12	12	-	36					
Selected areas														
	Atlanta	Baltimore	Boston	Chicago	Dallas	Des Moines	Hartford	Houston	Jacksonville	Los Angeles—Long Beach and Anaheim—Santa Ana—Garden Grove	Minneapolis—St. Paul	New York and Newark		Philadelphia
												Total	New York City	
<u>Amount of vacation pay²—Continued</u>														
Maximum vacation pay available:														
2 weeks	-	-	-	-	13	8	-	-	-	-	-	-	-	-
3 weeks	-	6	1	7	9	-	-	21	35	11	13	(³) 37	-	-
4 weeks	-	44	3	56	78	82	-	18	5	20	44	44	45	76
5 weeks	-	50	78	17	-	10	-	12	-	-	-	44	52	24
6 weeks	-	-	-	-	-	-	-	-	-	-	-	3	3	-
Over 6 weeks	-	-	18	21	-	-	-	49	60	69	44	16	-	-

¹ Includes data for the Mountain region in addition to those shown separately.

² Periods of service were arbitrarily chosen and do not necessarily reflect the individual establishment provisions for progression. For example, the changes in proportions indicated at 10 years of service may include changes in provisions occurring between 5 and 10 years of service.

³ Less than 0.5 percent.

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

Table 19. Health, insurance, and retirement plans

(Percent of nonsupervisory office employees in home offices and regional head offices of life insurance companies with specified health, insurance, and retirement plans, United States, selected regions and areas, December 1971)

Type of plan ¹	United States ²	Regions											
		New England	Middle Atlantic	Border States	South-east	South-west	Great Lakes	Middle West	Pacific				
All nonsupervisory office employees	100	100	100	100	100	100	100	100	100	100	100	100	100
Employees in establishments providing:													
Life insurance	99	100	100	100	100	98	100	99	100	99	100	100	100
Noncontributory plans	50	43	60	57	35	43	59	65	23				
Accidental death and dismemberment insurance	69	84	58	63	72	68	76	60	65				
Noncontributory plans	26	27	27	19	24	38	24	29	14				
Sickness and accident insurance or sick leave or both ³	92	100	96	97	84	94	92	82	62				
Sickness and accident insurance	58	80	66	43	18	47	70	7	51				
Noncontributory plans	32	37	29	37	14	30	57	3	15				
Sick leave (full pay or waiting period)	69	71	50	86	82	81	83	82	35				
Sick leave (partial pay or waiting period)	17	20	34	-	-	6	7	4	26				
Hospitalization insurance	99	100	99	97	100	93	100	100	100				
Noncontributory plans	37	37	52	59	23	22	33	30	16				
Surgical insurance	99	100	99	97	100	93	100	100	100				
Noncontributory plans	37	37	52	59	23	22	33	30	16				
Medical insurance	99	100	99	97	100	93	100	100	100				
Noncontributory plans	37	37	52	59	23	22	33	30	16				
Major medical insurance	99	100	98	97	100	93	100	100	100				
Noncontributory plans	36	37	50	61	24	22	33	30	12				
Retirement plans ⁴	98	99	99	98	96	93	98	98	93				
Pensions	84	99	99	98	96	93	98	98	93				
Noncontributory plans	1	-	(⁵)	-	-	2	3	-	-				

	Selected areas													
	Atlanta	Balti-more	Boston	Chicago	Dallas	Des Moines	Hartford	Houston	Jackson-ville	Los Angeles-Long Beach and Anaheim-Santa Ana-Garden Grove	Minne-apolis-St. Paul	New York and Newark		Phila-delphia
	Total	New York City												
All nonsupervisory office employees	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Employees in establishments providing:														
Life insurance	100	100	100	100	100	100	100	100	98	100	96	100	100	100
Noncontributory plans	60	94	82	45	60	24	24	17	32	14	44	57	66	73
Accidental death and dismemberment insurance	100	53	82	91	65	64	92	84	92	89	49	58	46	48
Noncontributory plans	100	47	63	17	63	8	16	33	26	-	-	28	29	13
Sickness and accident insurance or sick leave or both ³	100	100	100	100	84	46	100	100	100	31	96	100	100	78
Sickness and accident insurance	21	53	82	88	4	10	100	76	12	18	58	76	95	9
Noncontributory plans	21	47	82	84	4	8	24	61	12	-	53	32	40	7
Sick leave (full pay, no waiting period)	100	53	82	100	64	46	55	100	93	31	84	46	31	75
Sick leave (partial pay or waiting period)	-	-	-	-	19	-	37	-	-	-	4	41	52	-
Hospitalization insurance	100	100	100	100	81	100	100	100	100	100	100	100	99	100
Noncontributory plans	78	81	65	8	14	27	24	17	7	6	24	52	62	46
Surgical insurance	100	100	100	100	81	100	100	100	100	100	100	100	99	100
Noncontributory plans	78	81	65	8	14	27	24	17	7	6	24	52	62	46
Medical insurance	100	100	100	100	81	100	100	100	91	100	100	100	99	100
Noncontributory plans	78	81	65	8	14	27	24	17	7	6	24	52	62	46
Major medical insurance	100	94	100	100	81	100	100	100	100	100	100	100	100	90
Noncontributory plans	78	94	65	8	14	27	24	17	7	6	24	52	62	36
Retirement plans ⁴	100	100	99	100	93	100	100	93	92	89	100	99	99	100
Pensions	100	100	99	100	93	100	100	93	92	89	100	99	99	100
Noncontributory plans	60	94	99	92	93	32	84	93	86	89	100	99	99	96

¹ Includes only those plans for which the employer pays at least part of the cost and excludes legally required plans such as workmen's compensation and social security; however, plans required by State temporary disability insurance laws are included if the employer contributes more than is legally required or the employees receive benefits exceeding legal requirements. Noncontributory plans include only those plans financed entirely by the employer.

² Includes data for the Mountain region in addition to those shown separately.

³ Unduplicated total of workers receiving sick leave or sickness and accident insurance shown separately.

⁴ Unduplicated total of workers having provisions for pensions or retirement severance pay shown separately.

⁵ Less than 0.5 percent.

Table 20. Other selected benefits

(Percent of nonsupervisory office employees in home offices and regional head offices of life insurance companies providing free lunches, funeral leave pay and jury duty pay, United States, selected regions and areas, December 1971)

Item ¹	United States ²	Regions													
		New England	Middle Atlantic	Border States	South-east	South-west	Great Lakes	Middle West	Pacific						
Workers in establishments with provisions for:															
Free lunches to employees	28	5	56	7	14	12	27	-	63						
Funeral leave pay	96	100	96	97	88	86	99	95	98						
Jury duty pay	99	100	100	94	99	100	99	92	95						
		Selected areas													
		Atlanta	Balti- more	Boston	Chicago	Dallas	Des Moines	Hartford	Houston	Jackson- ville	Los Angeles- Long Beach and Anaheim- Santa Ana- Garden Grove	Minne- apolis- St. Paul	New York and Newark		Phila- delphia
													Total	New York City	
Workers in establishments with provisions for:															
Free lunches to employees	-	47	18	21	-	-	-	49	60	69	56	60	56	43	
Funeral leave pay	100	94	100	100	85	100	100	88	95	97	96	95	94	100	
Jury duty pay	100	100	100	100	100	100	100	100	100	97	100	100	100	100	

¹ For definition of funeral leave and jury duty pay see appendix A.

² Includes data for the Mountain region in addition to those shown separately.

Appendix A. Scope and Method of Survey

Scope of Survey

The study covered home offices and regional head offices of life insurance companies (part of industry group 631, as defined in the 1967 edition of the *Standard Industrial Classification Manual*, prepared by the U.S. Office of Management and Budget).

The establishments studied were selected from those employing 50 employees or more at the time of reference of the data used in compiling the universe lists.

The number of establishments and employees studied by the Bureau, as well as the number estimated to be within scope of the survey during the payroll period studied, are shown in table A-1.

Method of study

Data were obtained by personal visits of Bureau field staff. The survey was conducted on a sample basis. To obtain appropriate accuracy at minimum cost, a greater proportion of large rather than small establishments was studied. In combining the data, however, all establishments were given their appropriate weight. All estimates are presented, therefore, as relating to all establishments in the industry group studied, excluding only those below the minimum size at the time of reference of the universe data.

Establishment definition

An establishment, for purposes of this study, is defined as all physical locations in an area where the operations of the home office or a regional office are performed. A regional head office is defined as one having all or nearly all of the normal life insurance administrative functions, including underwriting. An establishment is not necessarily identical with the company, which may consist of one or more establishments.

Employment

The estimates of the number of employees within scope of the study are intended as a general guide to the size and composition of the labor force included in the survey, rather than a precise measure of employment.

Nonsupervisory office employees

The term "nonsupervisory office employees," as used in this bulletin, includes all nonsupervisory employees of the establishment, except those engaged in custodial, maintenance, and related work. Administrative, executive, and professional employees were excluded.

Occupations selected for study

Occupational classification was based on a uniform set of job descriptions designed to take account of interestablishment and interarea variations in duties within the same job. (See appendix B for those descriptions.) The occupations were chosen for their numerical importance, and their representativeness of the entire job scale in the industry. Working supervisors, apprentices, learners, beginners, trainees, and handicapped, part-time, temporary, and probationary workers were not reported in the selected occupations.

Wage data

Average weekly hours were rounded to the nearest half hour and average weekly earnings to the nearest half dollar. Standard hours reflect the workweek for which employees receive their regular straight-time salaries; earnings correspond to these weekly hours. Cost-of-living allowances were included as part of the employee's regular salary, but nonproduction bonus payments, such as Christmas or yearend bonuses, were excluded.

Average (mean) weekly earnings for each occupation were calculated by weighting each rate (or weekly earnings) by the number of workers receiving the rate, totaling, and dividing by the number of individuals. The median designates position—half of the employees surveyed received more than the rate shown and half received less than the rate shown. The middle range is defined by two rates of pay; a fourth of the employees earned less than the lower of these rates and a fourth earned more than the higher rate.

Scheduled weekly hours

Data refer to the predominant work schedule for

Table A-1. Estimated number of establishments and employees within scope of survey and number studied, life insurance industry, December 1971

Region ¹ and area ²	Number of establishments ³		Employees in establishments		
	Within scope of study	Actually studied	Within scope of study		Actually studied
			Total ⁴	Nonsupervisory office employees	Total
United States ⁵	401	213	183,469	127,167	160,314
New England	21	19	38,375	26,313	38,127
Boston	6	6	10,058	7,660	10,058
Hartford	5	5	21,489	13,769	21,489
Middle Atlantic	56	29	53,172	34,576	49,222
New York and Newark	30	14	43,754	28,789	41,925
New York City	25	10	34,428	22,559	32,935
Philadelphia	12	9	6,918	4,651	6,394
Border States	27	17	6,134	4,092	4,675
Baltimore	6	4	1,091	609	911
Southeast	64	37	19,422	14,142	16,013
Atlanta	6	5	1,647	1,193	1,457
Jacksonville	7	7	4,360	3,377	4,360
Southwest	65	32	12,729	8,916	10,204
Dallas	17	11	4,138	2,851	3,638
Houston	8	6	3,019	2,249	2,776
Great Lakes	92	41	31,053	23,347	24,203
Chicago	19	12	8,488	6,450	7,635
Minneapolis—St. Paul	10	8	4,537	3,280	4,437
Middle West	40	21	10,552	7,352	8,051
Des Moines	8	7	3,003	2,195	2,861
Pacific	24	13	10,527	7,313	9,178
Los Angeles—Long Beach and Anaheim—Santa Ana—Garden Grove	7	5	6,009	3,853	5,763

¹ The regions used in this study include: *New England*—Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont; *Middle Atlantic*—New Jersey, New York, and Pennsylvania; *Border States*—Delaware, District of Columbia, Kentucky, Maryland, Virginia, and West Virginia; *Southeast*—Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina, and Tennessee; *Southwest*—Arkansas, Louisiana, Oklahoma, and Texas; *Great Lakes*—Illinois, Indiana, Michigan, Minnesota, Ohio, and Wisconsin; *Middle West*—Iowa, Kansas, Missouri, Nebraska, North Dakota, and South Dakota; and *Pacific*—California, Nevada, Oregon, and Washington.

² Standard Metropolitan Statistical Areas (SMSA), as defined by the U.S. Office of Management and Budget through January 1968, except New York and Newark and Los Angeles—Long Beach and Anaheim—Santa Ana—Garden Grove, which are combinations of 2 SMSA's.

³ Includes only establishments with 50 employees or more at the time of reference of the universe data.

⁴ Includes executive, professional, and other employees excluded from the nonsupervisory office employee category.

⁵ Includes data for the Mountain region in addition to those shown separately. Alaska and Hawaii were not included in the study.

full-time nonsupervisory officeworkers employed on the day shift.

Supplementary wage provisions

Supplementary benefits were treated statistically on the basis that if formal provisions were applicable to half or more of the nonsupervisory office employees in an establishment, the benefits were considered applicable to all such employees. Similarly, if fewer than half were covered, the benefits were considered nonexistent in the establishment. Because of length-of-service and other eligibility requirements, the proportion of employees receiving the benefits may be smaller than estimated.

Paid holidays. Paid holiday provisions relate to full-day and half-day holidays provided annually.

Paid vacations. The summary of vacation plans is limited to formal arrangements, excluding informal plans whereby time off with pay is granted at the discretion of the employer or the supervisor. The periods of service for which data are presented were selected as representative of the most common practices, but they do not necessarily reflect individual establishment provisions for progression. For example, the changes in proportions indicated at 10 years of service include changes in provisions which may have occurred between 5 and 10 years.

Health, insurance, and retirement plans. Data are presented for health, insurance, and retirement plans for which all or a part of the cost is borne by the employer, excluding programs required by law, such as workmen's compensation and social security. Among the plans included are those underwritten by a commercial insurance company, and those paid directly by the employer from his current operating funds or from a fund set aside for this purpose.

Death benefits are included as a form of life insurance. Sickness and accident insurance is limited to that type of insurance under which predetermined cash payments are made directly to the insured on a weekly or monthly basis during illness or accident disability.

Information is presented for all such plans to which the employer contributes at least a part of the cost. However, in New York and New Jersey, where temporary disability insurance laws require employer contributions,¹ plans are included only if the employer (1) contributes more than is legally required or (2) provides the employees with benefits which exceed the requirements of the law.

Tabulations of paid sick leave plans are limited to formal plans which provide full pay or a proportion of the employee's pay during absence from work because of illness; informal arrangements have been omitted. Separate tabulations are provided according to (1) plans which provide full pay and no waiting period, and (2) plans providing either partial pay or a waiting period.

Medical insurance refers to plans providing for complete or partial payment of doctors' fees. Such plans may be underwritten by a commercial insurance company or a nonprofit organization, or they may be a form of self-insurance.

Major medical insurance, sometimes referred to as extended medical insurance, includes the plans designed to cover employees in case of sickness or injury involving an expense which goes beyond the normal coverage of hospitalization, medical, and surgical plans.

Tabulations of retirement pensions are limited to plans which provide regular payments for the remainder of the retiree's life. Data are presented separately for retirement severance pay (one payment or several over a specified period of time) made to employees on retirement. Establishments providing both retirement severance pay and retirement pensions to employees were considered as having both retirement pension and retirement severance plans. Establishments having optional plans providing employees a choice of either retirement severance pay or pensions were considered as having only retirement pension benefits.

Paid funeral and jury duty leave. Data for paid funeral and jury duty leave are limited to formal plans which provide at least partial payment for time lost as a result of attending funerals of specified family members or serving as a juror.

¹ The temporary disability insurance laws in California and Rhode Island do not require employer contributions.

Appendix B. Occupational Descriptions

The primary purpose of preparing job descriptions for the Bureau's wage surveys is to assist its field staff in classifying into appropriate occupations workers who are employed under a variety of payroll titles and different work arrangements from establishment to establishment and from area to area. This classification permits the grouping of occupational wage rates representing comparable job content. Because of the emphasis on interestablishment and interarea comparability of occupational content, the Bureau's job descriptions may differ significantly from those in use in individual establishments or those prepared for other purposes. In applying these job descriptions, the Bureau's field staff are instructed to exclude working supervisors, apprentices, learners, beginners, trainees, and handicapped, part-time, temporary, and probationary workers.

ACTUARY

Performs life insurance actuarial studies and assignments, applying actuarial theory and practice. Work involves *any or a combination of the following*: Determines actuarial bases for premium rates, dividends, reserves and non-forfeiture benefits; conducts mortality, statistical, underwriting, or expense allocation studies; prepares gain and loss exhibits; and drafts and files insurance and annuity contract forms. Do not include company officers who have a significant corporate-wide policy making role with regard to major company activities. (See "NOTE" under Secretary definition, p. 45.)

For wage study purposes, actuaries are to be classified as follows:

Class A—Performs highly complex and specialized actuarial studies, including the development of new life insurance products. Provides technical instruction and advice to lower level actuaries. May lead a group of actuaries in accomplishing actuarial projects. Position requires attainment of Fellow in the Society of Actuaries.

Class B—Performs complex actuarial studies and projects such as mortality investigations, competitive comparisons, loading and expense studies, etc. Provides technical assistance and advice to lower level actuaries and clerks. Position requires attainment of Associate in the Society of Actuaries.

ASSEMBLER

Assembles applications, forms, status information, correspondence, and other necessary data to be used by others.

CLAIM APPROVER

Reviews life insurance claims to determine the extent of the company's liability and approves or disapproves claims in accordance with policy provisions; compares data on application, death certificate, or physician's statement with policy file and other company records to ascertain completeness and validity of claim.

For wage study purposes, claim approvers are to be classified as follows:

Class A—Reviews and approves death claims (other than double indemnity) which normally do not exceed \$50,000; reviews and recommends approval of claims above these limits; position usually requires at least 2 years of life insurance experience.

Class B—Reviews and approves death claims (other than double indemnity) which are clear cut and do not exceed \$25,000; may review death claims above \$25,000 and recommend approval by an approver at a higher level.

CLERK, ACCOUNTING

Performs one or more accounting clerical tasks such as posting to registers and ledgers; reconciling bank accounts; verifying the internal consistency, completeness, and mathematical accuracy of accounting documents; assigning prescribed accounting distribution codes; examining and verifying for clerical accuracy various types of reports, lists, calculations, posting, etc.; or preparing simple, or assisting in preparing more

complicated, journal vouchers. May work in either a manual or automated accounting system.

The work requires a knowledge of clerical methods and office practices and procedures which relates to the clerical processing and recording of transactions and accounting information. With experience, the worker typically becomes familiar with the bookkeeping and accounting terms and procedures used in the assigned work, but is not required to have a knowledge of the formal principles of bookkeeping and accounting.

For wage study purposes, accounting clerks are to be classified as follows:

Class A—Under general supervision, performs accounting clerical operations which require the application of experience and judgment, for example, clerically processing complicated or non-repetitive accounting transactions, selecting among a substantial variety of prescribed accounting codes and classifications, or tracing transactions through previous accounting actions to determine source of discrepancies. May be assisted by one or more class B accounting clerks.

Class B—Under close supervision, following detailed instructions and standardized procedures, performs one or more routine accounting clerical operations, such as posting to ledgers, cards, or work sheets where identification of items and locations of postings are clearly indicated; checking accuracy and completeness of standardized and repetitive records or accounting documents; coding documents using a few prescribed accounting codes.

CLERK, CORRESPONDENCE

Composes and writes letters to policyholders, other individuals, or other business establishments in reply to correspondence received or to requests for information.

For wage study purposes, correspondence clerks are to be classified as follows:

Class A—Conducts correspondence with policyholders, field representatives, lawyers, doctors, and other individuals regarding complaints, inquiries relating to various branches of the insurance business, contractual provisions, and other related matters. Work requires detailed knowledge of policy contracts and interpretation of company policy.

Class B—Conducts correspondence with policyholders and field representatives regarding inquiries of various kinds; quotes values and issues

instructions regarding the completion of forms for surrenders, loans, policy changes, reinstatements, claims, and other related matters. Work requires knowledge of standard company practices and regulations regarding policy contracts that are embodied in manuals or other written materials.

CLERK, FILE

Files, classifies, and retrieves material in an established filing system. May perform clerical and manual tasks required to maintain files.

For wage study purposes, file clerks are to be classified as follows:

Class A—Classifies and indexes file material such as correspondence, reports, technical documents, etc., in an established filing system containing a number of varied subject matter files. May also file this material. May keep records of various types in conjunction with the files. May lead a small group of lower level file clerks.

Class B—Sorts, codes, and files unclassified material by simple (subject matter) headings or partly classified material by finer subheadings. Prepares simple related index and cross-reference aids. As requested, locates clearly identified material in files and forwards material. May perform related clerical tasks required to maintain and service files.

Class C—Performs routine filing of material that has already been classified or which is easily classified in a simple serial classification system (e.g., alphabetical, chronological, or numerical). As requested, locates readily available material in files and forwards material; may fill out withdrawal charge. May perform simple clerical and manual tasks required to maintain and service files.

CLERK, POLICY EVALUATION

Calculates cash surrender and loan value of policies. Work involves: Determining the kind of insurance and record of payments made from card file; looking up rate in book and making calculations; entering amount on a special form. In addition, may handle reinsurance data.

CLERK, PREMIUM-LEDGER-CARD

Keeps card records or other records of all premium transactions and changes in type of policy. Work

involves: Transcribing premium payments from daily listings and keeping a check on the due date so as to put through records of cancellation if premiums are not paid. May check and send out premium payments. *General clerks are excluded.*

COMPUTER OPERATOR

Monitors and operates the control console of a digital computer to process data according to operating instructions, usually prepared by a programmer. Work includes *most of the following*: Studies instructions to determine equipment setup and operations; loads equipment with required items (tape reels, cards, etc.); switches necessary auxiliary equipment into circuit, and starts and operates computer; makes adjustments to computer to correct operating problems and meet special conditions; reviews errors made during operation and determines cause or refers problem to supervisor or programmer; and maintains operating records. May test and assist in correcting program.

For wage study purposes, computer operators are classified as follows:

Class A—Operates independently, or under only general direction, a computer running programs with most of the following characteristics: New programs are frequently tested and introduced; scheduling requirements are of critical importance to minimize downtime; the programs are of complex design so that identification of error source often requires a working knowledge of the total program, and alternate programs may not be available. May give direction and guidance to lower level operators.

Class B—Operates independently or under only general direction a computer running programs with most of the following characteristics: Most of the programs are established production runs, typically run on a regularly recurring basis; there is little or no testing of new programs required; alternate programs are provided in case original program needs major change or cannot be corrected within a reasonable time. In common error situations, diagnoses cause and takes corrective action. This usually involves applying previously programmed corrective steps, or using standard correction techniques.

OR

Operates under direct supervision a computer running programs or segments of programs with

the characteristics described for Class A. May assist a higher level operator by independently performing less difficult tasks assigned, and performing difficult tasks following detailed instructions and with frequent review of operations performed.

Class C—Works on routine programs under close supervision. Is expected to develop working knowledge of the computer equipment used and ability to detect problems involved in running routine programs. Usually has received some formal training in computer operation. May assist higher level operator on complex programs.

COMPUTER PROGRAMER, BUSINESS

(Digital computer programmer)

Converts statements of business problems, typically prepared by a systems analyst, into a sequence of detailed instructions which are required to solve the problems by automatic data processing equipment. Working from charts or diagrams, the programmer develops the precise instructions which, when entered into the computer system in coded language, cause the manipulation of data to achieve desired results.

Work involves *most of the following*: Applies knowledge of computer capabilities, mathematics, logic employed by computers, and particular subject matter involved to analyze charts and diagrams of the problem to be programmed; develops sequence of program steps; writes detailed flow charts to show order in which data will be processed; converts these charts to coded instructions for machine to follow; tests and corrects programs; prepares instructions for operating personnel during production run; analyzes, reviews and alters programs to increase operating efficiency or adapt to new requirements; maintains records of program development and revisions. (NOTE: Workers performing both systems analysis and programing should be classified as systems analysts if this is the skill used to determine their pay.)

Does not include employees primarily responsible for the management or supervision of other electronic data processing employees, or programmers primarily concerned with scientific and/or engineering problems.

For wage study purposes, programers are classified as follows:

Class A—Works independently or under only general direction on complex problems which require competence in all phases of programing concepts and practices. Working from diagrams and charts which identify the nature of desired results, major processing steps to be accomplished, and the

COMPUTER SYSTEMS ANALYST, BUSINESS

relationships between various steps of the problem solving routine, plans the full range of programing actions needed to efficiently utilize the computer system in achieving desired end products.

At this level, programing is difficult because computer equipment must be organized to produce several interrelated but diverse products from numerous and diverse data elements. A wide variety and extensive number of internal processing actions must occur. This requires such actions as development of common operations which can be reused, establishment of linkage points between operations, adjustments to data when program requirements exceed computer storage capacity, and substantial manipulation and resequencing of data elements to form a highly integrated program.

May provide functional direction to lower level programers who are assigned to assist.

Class B—Works independently or under only general direction on relatively simple programs, or on simple segments of complex programs. Programs (or segments) usually process information to produce data in two or three varied sequences of formats. Reports and listings are produced by refining, adapting, arraying, or making minor additions to or delections from input data which are readily available. While numerous records may be processed, the data have been refined in prior actions so that the accuracy and sequencing of data can be tested by using a few routine checks. Typically, the program details with routine record-keeping type operations.

OR

Works on complex programs (as described for Class A) under close direction of a higher level programer or supervisor. May assist higher level programer by independently performing less difficult tasks assigned, and performing more difficult tasks under fairly close direction.

May guide or instruct lower level programers.

Class C—Makes practical applications of programing practices and concepts usually learned in formal training courses. Assignments are designed to develop competence in the application of standard procedures to routine problems. Receives close supervision on new aspects of assignments, and work is reviewed to verify its accuracy and conformance with required procedures.

Analyzes business problems to formulate procedures for solving them by use of electronic data processing equipment. Develops a complete description of all specifications needed to enable programers' to prepare required digital computer programs. Work involves *most of the following*: Analyzes subject-matter operations to be automated and identifies conditions and criteria required to achieve satisfactory results; specifies number and types of records, files, and documents to be used; outlines actions to be performed by personnel and computers in sufficient detail for presentation to management and for programing (typically this involves preparation of work and data flow charts); coordinates the development of test problems and participates in trial runs of new and revised systems; and recommends equipment changes to obtain more effective overall operations. (NOTE: Workers performing both systems analysis and programing should be classified as systems analysts if this is the skill used to determine their pay.)

Does not include employees primarily responsible for the management or supervision of other electronic data processing employees, or systems analysts primarily concerned with specific or engineering problems.

For wage study purposes, systems analysts are classified as follows:

Class A—Works independently or under only general direction on complex problems involving all phases of systems analysis. Problems are complex because of diverse sources of input data and multi-use requirements of output data. (For example, develops an integrated production scheduling, inventory control, cost analysis, and sales analysis record in which every item of each type is automatically processed through the full system of records and appropriate followup actions are initiated by the computer.) Confers with persons concerned to determine the data processing problems and advises subject-matter personnel on the implications of new or revised systems of data processing operations. Makes recommendations, if needed, for approval of major systems installations or changes and for obtaining equipment.

May provide functional direction to lower level systems analysts who are assigned to assist.

Class B—Works independently or under only general direction on problems that are relatively uncomplicated to analyze, plan, program, and operate. Problems are of limited complexity because sources of input data are homogenous and

the output data are closely related. (For example, develops systems for maintaining depositor accounts in a bank, maintaining accounts received in a retail establishment, or maintaining inventory accounts in a manufacturing or wholesale establishment.) Confers with persons concerned to determine the data processing problems and advises subject-matter personnel on the implications of the data processing systems to be applied.

OR

Works on a segment of a complex data processing scheme or system, as described for class A. Works independently on routine assignments and receives instruction and guidance on complex assignments. Work is reviewed for accuracy of judgment, compliance with instructions, and to insure proper alignment with the overall system.

Class C—Works under immediate supervision, carrying out analysis as assigned, usually of a single activity. Assignments are designed to develop and expand practical experience in the application of procedures and skills required for systems analysis work. For example, may assist a higher level systems analyst by preparing the detailed specifications required by programmers from information developed by the higher level analyst.

KEYPUNCH OPERATOR

Operates a keypunch machine to record or verify alphabetic and/or numeric data on tabulating cards or on type.

For wage study purposes, keypunch operators are to be classified as follows:

Class A—Work requires the application of experience and judgment in selecting procedures to be followed and in searching for, interpreting, selecting, or coding items to be keypunched from a variety of source documents. On occasion may also perform some routine keypunch work. May train inexperienced keypunch operators.

Class B—Work is routine and repetitive. Under close supervision or following specific procedures or instructions, works from various standardized source documents which have been coded, follows specified procedures which have been prescribed in detail and require little or no selecting, coding, or interpreting of data to be recorded. Refers to supervisor problems arising from erroneous items or codes or missing information.

PREMIUM ACCEPTOR

Accepts, records, and proves remittance received from policyholders and the field offices in connection with premiums, interest on policy loans or to cancel or reduce policy loans. Endorses checks, issues receipts and maintains records of remittances held pending adjustments. May conduct correspondence with field offices regarding such remittances.

SECRETARY

Assigned as personal secretary, normally to one individual. Maintains a close and highly responsive relationship to the day-to-day work of the supervisor. Works fairly independently receiving a minimum of detailed supervision and guidance. Performs varied clerical and secretarial duties, usually including most of the following:

- a. Receives telephone calls, personal callers, and incoming mail, answers routine inquiries, and routes technical inquiries to the proper persons;
- b. Establishes, maintains, and revises the supervisor's files;
- c. Maintains the supervisor's calendar and makes appointments as instructed;
- d. Relays messages from supervisor to subordinates;
- e. Reviews correspondence, memoranda, and reports prepared by others for the supervisor's signature to assure procedural and typographic accuracy;
- f. Performs stenographic and typing work.

May also perform other clerical and secretarial tasks of comparable nature and difficulty. The work typically requires knowledge of office routine and understanding of the organization, programs, and procedures related to the work of the supervisor.

Exclusions

Not all positions that are titled "secretary" possess the above characteristics. Examples of positions which are excluded from the definition are as follows:

- a. Positions which do not meet the "personal" secretary concept described above;
- b. Stenographers not fully trained in secretarial type duties;

- c. Stenographers serving as office assistants to a group of professional, technical, or managerial persons;
- d. Secretary positions in which the duties are either substantially more routine or substantially more complex and responsible than those characterized in the definition;
- e. Assistant type positions which involve more difficult or more responsible technical, administrative, supervisory, or specialized clerical duties which are not typical or secretarial work.

NOTE: The term "corporate officer," used in the level definitions following, refers to those officials who have a significant corporate-wide policy-making role with regard to major company activities. The title "vice president," through normally indicative of this role, does not in all cases identify such positions. Vice presidents whose primary responsibility is to act personally on individual cases or transactions (e.g., approve or deny individual loan or credit actions; administer individual trust accounts; directly supervise a clerical staff) are not considered to be "corporate officers" for purposes of applying the following level definitions:

Class A

- 1. Secretary to the chairman of the board or president of a company that employs, in all, *over 100 but fewer than 5,000 persons; or*
- 2. Secretary to a corporate officer (other than the chairman of the board or president) of a company that employs, in all, *over 5,000 but fewer than 25,000 persons; or*
- 3. Secretary to the head, immediately below the corporate officer level, of a major segment or subsidiary of a company that employs, in all, *over 25,000 persons.*

Class B

- 1. Secretary to the chairman of the board or president of a company that employs, in all, *fewer than 100 persons; or*
- 2. Secretary to a corporate officer (other than chairman of the board or president) of a company that employs, in all, *over 100 but fewer than 5,000 persons; or*
- 3. Secretary to the head (immediately below the

officer level) over either a major *corporate-wide* functional activity (e.g., marketing, research, operations, industrial relations, etc.) *or* a major geographic or organizational segment (e.g., a regional headquarters; a major division) of a company that employs, in all, *over 5,000 but fewer than 25,000 employees; or*

- 4. Secretary to the head of an individual establishment (or other equivalent level of official) that employs, in all, *over 5,000 persons; or*
- 5. Secretary to the head of a large and important organizational segment (e.g., a middle management supervisor of an organizational segment often involves as many as several hundred persons) of a company that employs, in all, *over 25,000 persons.*

Class C

- 1. Secretary to an executive or managerial person whose responsibility is not equivalent to one of the specific level situations in the definition for class B, but whose organizational unit normally numbers *at least several dozen employees* and is usually divided into organizational segments which are often, in turn, further subdivided. In some companies, this level includes a wide range or organizational echelons; in others, only one or two; *or*
- 2. Secretary to the head of an individual establishment (or other equivalent level of official) that employs, in all, *fewer than 5,000 persons.*

Class D

- 1. Secretary to the supervisor or head of a *small* organizational unit (e.g., fewer than about 25 or 30 persons); *or*
- 2. Secretary to a nonsupervisory staff specialist, professional employee, administrative officer, or assistant, skilled technician or expert. (Note: Many companies assign stenographers, rather than secretaries as described above, to this level of supervisory or nonsupervisory worker.)

(Special classification)

Secretaries in positions with work characteristics as described, and within the range of defined levels, should be reported under this classification when the information needed to classify secretaries according to the level definitions is not available.

STENOGRAPHER

Primary duty is to take dictation using shorthand, and to transcribe the dictation. May also type from written copy. May operate from a stenographic pool. May occasionally transcribe from voice recordings (if primary duty is transcribing from recordings, see Transcribing-Machine Operator, General).

NOTE: This job is distinguished from that of a secretary in that a secretary normally works in a confidential relationship with only one manager or executive and performs more responsible and discretionary tasks as described in the secretary job definition.

Stenographer, General

Dictation involves a normal routine vocabulary. May maintain files, keep simple records or perform other relatively routine clerical tasks.

Stenographer, Senior

Dictation involves a varied technical or specialized vocabulary such as in legal briefs or reports on scientific research. May also set up and maintain files, keep records, etc.

OR

Performs stenographic duties regarding significantly greater independence and responsibility than stenographer, general, as evidenced by the following: Work requires a high degree of stenographic speed and accuracy; a thorough working knowledge of general business and office procedure and of the specific business operations, organization, policies, procedures, files, workflow, etc. Uses this knowledge in performing stenographic duties and responsible clerical tasks such as maintaining followup files; assembling material for reports, memorandums, and letters; composing simple letters from general instructions; reading and routing incoming mail; answering routine questions, etc.

TABULATING-MACHINE OPERATOR (Electric Accounting Machine Operator)

Operates one or a variety of machines such as the tabulator, calculator, collator, interpreter, sorter, reproducing punch, etc. Excluded from this definition are working supervisors. Also excluded are operators of electronic digital computers, even though they may also operate EAM equipment.

For wage study purposes, tabulating-machine operators are to be classified as follows:

Class A—Performs complete reporting and tabulating assignments including devising difficult control panel wiring under general supervision. Assignments typically involve a variety of long and complex reports which often are irregular or nonrecurring, requiring some planning of the nature and sequencing of operations, and the use of a variety of machines. Is typically involved in training new operators in machine operations or training lower level operators in wiring from diagrams and in the operating sequences of long and complex reports. Does not include positions in which wiring responsibility is limited to selection and insertion of pre-wired boards.

Class B—Performs work according to established procedures and under specific instructions. Assignments typically involve complete but routine and recurring reports or parts of larger and more complex reports. Operates more difficult tabulating or electrical accounting machines such as the tabulator and calculator, in addition to the simpler machines used by class C operators. May be required to do some wiring from diagrams. May train new employees in basic machine operations.

Class C—Under specific instructions, operates simple tabulating or electrical accounting machines such as the sorter, interpreter, reproducing punch, collator, etc. Assignments typically involve portions of a work unit, for example, individual sorting or collating runs, or repetitive operations. May perform simple wiring from diagrams and some filing work.

TAPE LIBRARIAN

Maintains library of reels of magnetic or punched paper type used for automatic data-processing purposes. Work consists of most of the following: Classifies and catalogs reels of type in accordance with such factors as content of data and type of routine; assigns code conforming with standardized system; prepares record for file reference; stores reels according to classification and catalog designation; issues reels and maintains charge-out records; inspects returned reels to determine if tape needs replacing due to wear or damage. May perform minor repair to damaged tape.

TRANSCRIBING-MACHINE OPERATOR, GENERAL

Primary duty is to transcribe dictation involving a normal routine vocabulary from transcribing-machine records. May also type from written copy and do simple

clerical work. Workers transcribing dictation involving a varied technical or specialized vocabulary such as legal briefs or reports on scientific research are not included. A worker who takes dictation in shorthand or by Stenotype or similar machine is classified as a stenographer.

TYPIST

Uses a typewriter to make copies of various materials or to make out bills after calculations have been made by another person. May include typing of stencils, mats, or similar materials for use in duplicating processes. May do clerical work involving little special training, such as keeping simple records, filing records and reports, or sorting and distributing incoming mail.

For wage study purposes, typists are classified as follows:

Class A—Performs *one or more of the following*: Typing material in final form when it involves combining material from several sources; or responsibility for correct spelling, syllabication, punctuation, etc., of technical or unusual words or foreign language material; or planning layout and typing of foreign language material; or planning layout and typing of complicated statistical tables to maintain uniformity and balance in spacing. May tape routine form letters, varying details to suit circumstances.

Class B—Performs *one or more of the following*: Copy typing from rough or clear drafts; or routine typing of forms, insurance policies, etc.; or setting up simple standard tabulations; or copying more complex tables already set up and spaced properly.

UNDERWRITER

Reviews, evaluates, and takes action to approve, or

decline, applications for new insurance, changes of plan and reinstatement of benefits where no major medical impairment is involved.

For wage study purposes, underwriters are classified as follows:

Class A—Reviews and approves life insurance applications which normally do not exceed \$75,000 (other than double indemnity); reviews and recommends approval on applications above these limits; recommends declination on applications to \$75,000 and concurs on lower level declinations. Answers insurance inquiries from the field offices. May determine extra premium rate for out of ordinary applications. Position usually requires at least 5 years life insurance experience and may require successful completion of several insurance courses given by HOLU or LOMA. May also direct work of underwriters at lower classifications.

Class B—Reviews and approves life insurance applications which normally do not exceed \$50,000 (other than double indemnity); reviews and recommends approval on applications above these limits. Declinations must be concurred in by another underwriter. May determine extra premium rate for out of ordinary applications. Position usually requires at least 2 years life insurance experience and successful completion of at least 2 specialized courses given by HOLU or LOMA.

Class C—Reviews and approves life insurance applications which are clear cut and do not exceed \$25,000 (other than double indemnity). May review applications above \$25,000 and recommend approval. Declinations require concurrence by another underwriter, generally at a higher level. Do not include trainees with less than 6 months experience in underwriting.

Industry Wage Studies

The most recent reports for the other industries included in the Bureau's program of industry wage surveys since January 1960 are listed below. Copies are available from the Superintendent of Documents, U.S. Government

Printing Office, Washington, D.C., 20402, or from any of its regional sales offices, and from the Bureau of Labor Statistics, Washington, D.C. 20212, or from any of its regional offices shown on the inside back cover.

I. Occupational Wage Studies

Manufacturing

	Price
Basic Iron and Steel, 1967. BLS Bulletin 1602	\$.055
Candy and Other Confectionery Products, 1970. BLS Bulletin 1732 . . . . .	.45
Cigar Manufacturing, 1972. BLS Bulletin 1796	(1)
Cigarette Manufacturing, 1971. BLS Bulletin 1748 . . . . .	.30
Cotton and Man-Made Fiber Textiles, 1968. BLS Bulletin 1637	1.00
Fabricated Structural Steel, 1969. BLS Bulletin 1695 . . . . .	.50
Fertilizer Manufacturing, 1971. BLS Bulletin 1763 . . . . .	.75
Flour and Other Grain Mill Products, 1967. BLS Bulletin 1576 . . . . .	.25
Fluid Milk Industry, 1964. BLS Bulletin 1464 . . . . .	.30
Footwear, 1971. BLS Bulletin 1792	(1)
Hosiery, 1970. BLS Bulletin 1743 . . . . .	.75
Industrial Chemicals, 1971. BLS Bulletin 1768 . . . . .	.80
Iron and Steel Foundries, 1967. BLS Bulletin 1626	1.00
Leather Tanning and Finishing, 1968. BLS Bulletin 1618 . . . . .	.55
Machinery Manufacturing, 1970-71. BLS Bulletin 1754	1.00
Meat Products, 1969. BLS Bulletin 1677	1.00
Men's and Boys' Separate Trousers, 1971. BLS Bulletin 1752 . . . . .	.60
Men's and Boys' Shirts (Except Work Shirts) and Nightwear, 1971. BLS Bulletin 1794	(1)
Men's and Boys' Suits and Coats, 1970. BLS Bulletin 1716	1.00
Miscellaneous Plastics Products, 1969. BLS Bulletin 1960 . . . . .	.60
Motor Vehicles and Parts, 1969. BLS Bulletin 1679 . . . . .	.75
Nonferrous Foundries, 1970. BLS Bulletin 1726 . . . . .	.50
Paints and Varnishes, 1970. BLS Bulletin 1739 . . . . .	.60
Paperboard Containers and Boxes, 1970. BLS Bulletin 1719	1.25
Petroleum Refining, 1971. BLS Bulletin 1741 . . . . .	.50
Pressed or Blown Glass and Glassware, 1970. BLS Bulletin 1713 . . . . .	.50
Pulp, Paper, and Paperboard Mills, 1967. BLS Bulletin 1608 . . . . .	.60
Southern Sawmills and Planing Mills, 1969. BLS Bulletin 1694 . . . . .	.50
Structural Clay Products, 1969. BLS Bulletin 1697 . . . . .	.65
Synthetic Fibers, 1970, BLS Bulletin 1740 . . . . .	.40
Textile Dyeing and Finishing, 1970. BLS Bulletin 1757 . . . . .	.70

See footnote at end of table.

I. Occupational Wage Studies—Continued

Manufacturing—Continued

West Coast Sawmilling, 1969. BLS Bulletin 1704	\$.045
Women's and Misses' Coats and Suits, 1970. BLS Bulletin 1728 . . . . .	.35
Women's and Misses' Dresses, 1971. BLS Bulletin 1783	(¹)
Wood Household Furniture, Excepted Upholstered 1971. BLS Bulletin 1793	(¹)
Wool Textiles, 1966. BLS Bulletin 1551 . . . . .	.45
Work Clothing, 1968. BLS Bulletin 1624 . . . . .	.50

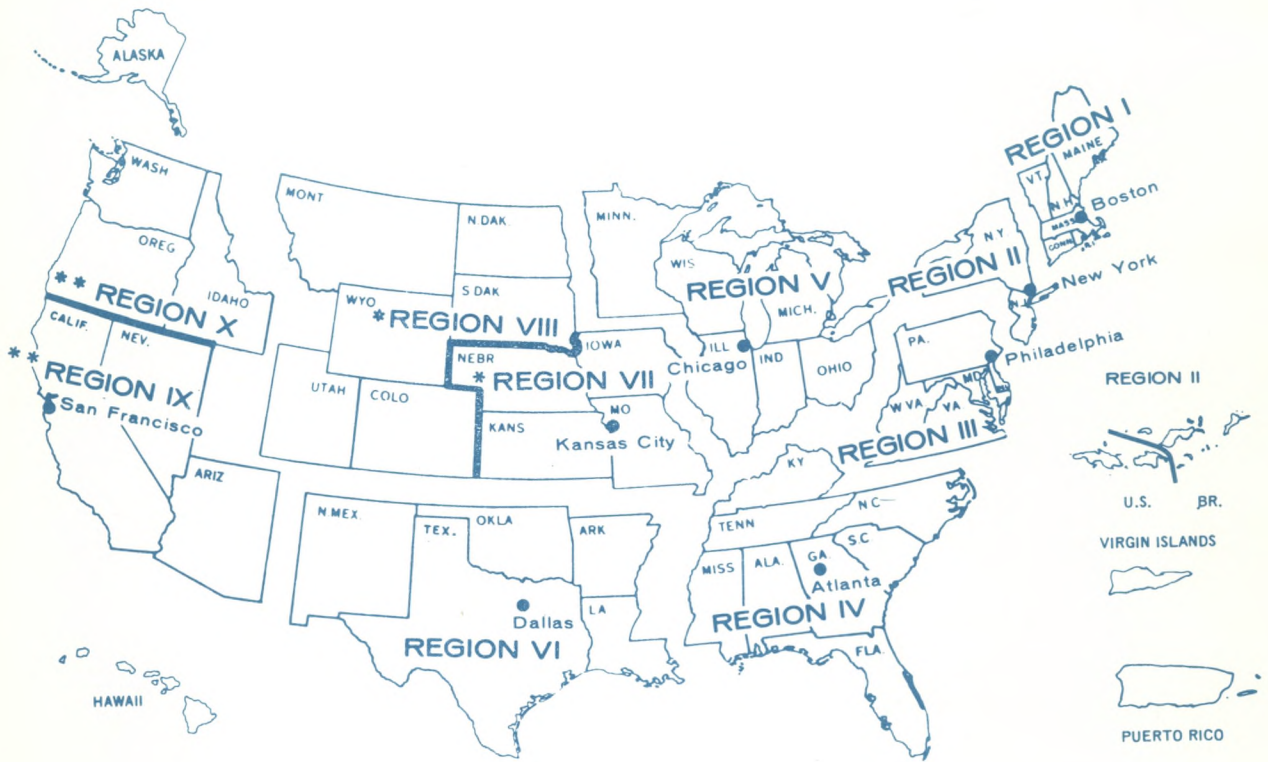
Nonmanufacturing

Auto Dealer Repair Shops, 1969. BLS Bulletin 1689 . . . . .	.50
Banking, 1969. BLS Bulletin 1703 . . . . .	.65
Bituminous Coal Mining, 1967. BLS Bulletin 1583 . . . . .	.50
Communications, 1970. BLS Bulletin 1751 . . . . .	.30
Contract Cleaning Services, 1971. BLS Bulletin 1778	(¹)
Crude Petroleum and Natural Gas Production, 1967. BLS Bulletin 1566 . . . . .	.30
Educational Institutions: Nonteaching Employees, 1968-69. BLS Bulletin 1671 . . . . .	.50
Electric and Gas Utilities, 1967. BLS Bulletin 1614 . . . . .	.70
Hospitals, 1969. BLS Bulletin 1668	1.00
Laundry and Cleaning Services, 1968. BLS Bulletin 1645 . . . . .	.75
Life Insurance, 1966. BLS Bulletin 1569 . . . . .	.30
Motion Picture Theaters, 1966. BLS Bulletin 1542 . . . . .	.35
Nursing Homes and Related Facilities, 1967-68. BLS Bulletin 1638 . . . . .	.75
Scheduled Airlines, 1970. BLS Bulletin 1734. . . . .	.45
Wages and Tips in Restaurants and Hotels, 1970. BLS Bulletin 1712 . . . . .	.60

II. Other Industry Wage Studies

Employee Earnings and Hours in Nonmetropolitan Area of the South and North Central Regions, 1965. BLS Bulletin 1552 . . . . .	.50
Employee Earnings and Hours in Eight Metropolitan Areas of the South, 1965. BLS Bulletin 1553 . . . . .	.40
Employee Earnings and Hours in Retail Trade, June 1966— Retail Trade (Overall Summary). BLS Bulletin 1584	1.00
Building Materials, Hardware, and Farm Equipment Dealers. BLS Bulletin 1584-1 . . . . .	.30
General Merchandise Stores. BLS Bulletin 1584-2 . . . . .	.55
Food Stores. BLS Bulletin 1584-3 . . . . .	.60
Automotive Dealers and Gasoline Service Stations. BLS Bulletin 1584-4 . . . . .	.50
Apparel and Accessory Stores. BLS Bulletin 1584-5 . . . . .	.55
Furniture, Home Furnishings, and Household Appliance Stores. BLS Bulletin 1584-650
Miscellaneous Retail Stores. BLS Bulletin 1584-765

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