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Maine Occupational Staffing

Automobile Dealers and Gasoline Service Stations
SIC 55

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Second Quarter 1994

Division of Labor Market Information Services

MAY 09 1996

Introduction

We wish to express our thanks to all the employers who supplied the necessary occupational employment and wage data by responding to the Occupational Employment Statistics (OES) program survey. This OES program is a federal/state cooperative effort between the Maine Department of Labor's Division of Labor Market Information Services, and the U.S. Department of Labor's Bureau of Labor Statistics, to determine, by industry and occupation, employment and wage levels in the state as well as the nation. This type of information has many uses, both public and private. Employers use this data to compare their staffing to their industry. Vocational advisors in high schools, trade and vocational schools, universities, and government employment offices use this data to help place current job seekers and to advise those of the future. This data helps determine what skills would be needed to attract a new firm or industry into an area. The information also gives insight into what jobs might be lost should an industry experience massive reductions in employment. Also, this data forms the basis of the state's occupational employment projections program. The output of this program helps job training specialists and planners from economic development agencies to plan for the future.

Each year approximately one-third of the State's industries are surveyed. Thus the entire economy will be covered every three years. Using this cycle, employers are asked to provide occupational data only once every three years. This ensures that no part of the data base is over three years old, and that significant changes in the staffing patterns of industries can be identified early, as the trend develops.

Only data which meet the following criteria are published in the accompanying tables: an occupational employment estimate must be ten or greater and have a relative error less than 51 percent or 36 percent depending if the industry's response rate was 70 percent or greater, or between 60 and 70 percent, respectively. Data was screened to ensure that the identity of sample firms may not be derived from the published data. Data for occupations that do not meet publication or confidentiality criteria are combined with the appropriate "all other" category.

The industry classification used in the OES program and in this publication are defined in the 1987 edition of the *Standard Industrial Classification (SIC) Manual*, prepared by the Executive Office of the President, Office of Management and Budget, Statistical Policy Division.

The wage data collected through the OES program is collected by wage **ranges** rather than by actual wages. However, the U.S. Bureau of Labor Statistics determined that the mean, median, 25th percentile and 75th percentile could be accurately calculated from this data. For this publication, only the mean, or average, and median wage have been included. It should be noted that to produce this average hourly wage, it was assumed that full-time employees worked a 40-hour week. Also, it was requested during wage collection, that hourly, rather than annual, wages be reported for all part-time workers.

For further information regarding this report, or the OES program methodology, please call Wendy Nelson, Occupational Employment Statistics Program Manager, at (207)287-2271.

Automobile Dealers and Gasoline Service Stations SIC 55

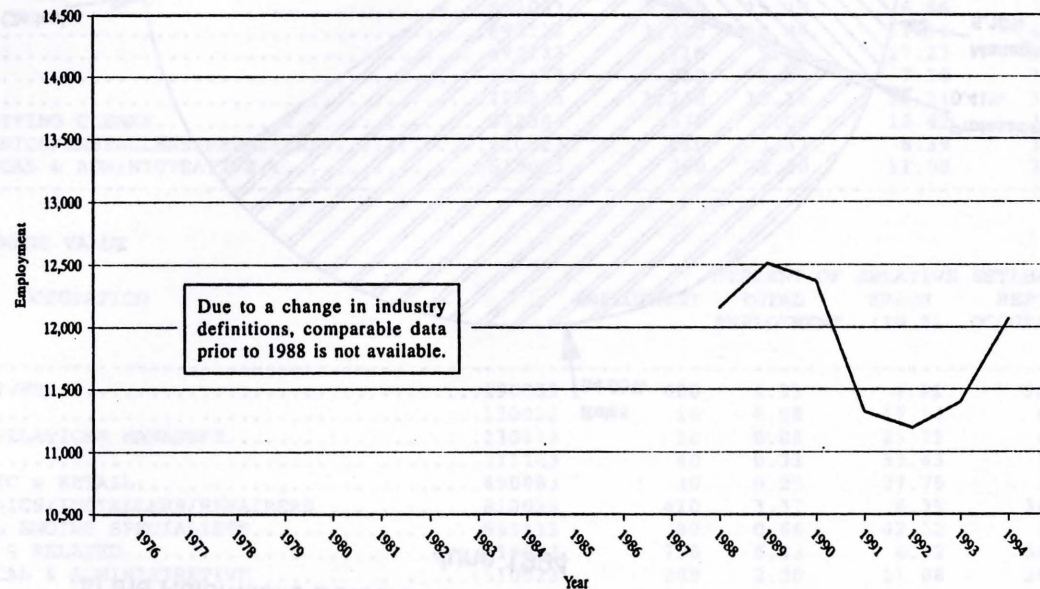
This major industry group includes retail dealers selling new and used automobiles, boats, recreational and utility trailers, and motorcycles; those selling new automobile parts and accessories; and gasoline service stations.

The annual average wage and salary employment in this industry increased from 12,160 workers in 1988 to 12,510 in 1989, but then employment began to fall significantly, dropping by 11 percent between 1989 and 1992, reflecting Maine's economic recession. The industry has recovered much of that employment, however, reaching 12,060 in 1994.

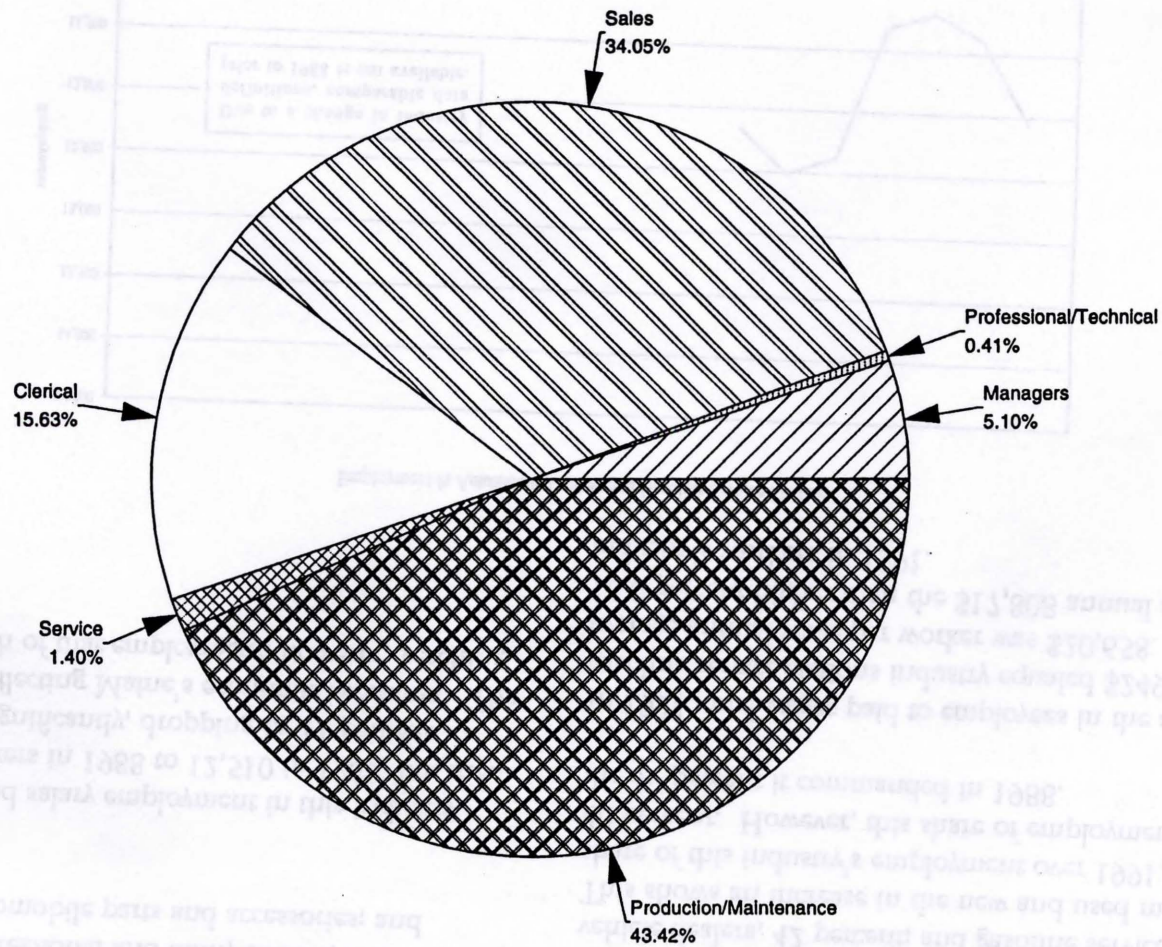
In 1994, three quarters of the employment in this industry was concentrated in just two industry divisions: new and used motor vehicle dealers, 42 percent; and gasoline service stations, 33 percent. This shows an increase in the new and used motor vehicle dealers share of this industry's employment over 1991, when it represented 40 percent. However, this share of employment is still well below the 49 percent it commanded in 1988.

In 1994, total wages paid to employees in the automobile dealers and gasoline service stations industry equaled \$249.2 million. The average annual wage per worker was \$20,658. This average wage was 16.0 percent higher than the \$17,808 annual average wage for this industry's workers in 1991.

Employment in Automobile Dealers and Gasoline Service Stations



Employment Distribution by Major Occupational Categories
in the Automobile Dealers and Gasoline Service Stations Industry
June 1994



MAINE
 SIC 55 AUTOMOTIVE DEALERS & SERVICE STATIONS
 BENCHMARK EMPLOYMENT: 12,160 TOTAL NUMBER OF RESPONDENTS: 125
 REFERENCE DATE : June 12, 1994

TOP 10 OCCUPATIONS BY ESTIMATED EMPLOYMENT

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	MEAN HOURLY WAGE	MEDIAN HOURLY WAGE
AUTOMOTIVE MECHANICS.....853023	1,860	15.30	6.66	50.40	\$10.50	\$10.00
SALESPERSONS, RETAIL.....490113	1,320	10.86	11.51	41.60	12.60	10.90
CASHIERS.....490233	1,230	10.12	12.11	36.00	5.50	5.20
SERVICE STATION ATTENDANTS.....978053	1,110	9.13	7.86	27.20	5.60	5.50
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	770	6.33	6.42	56.80	15.70	12.90
SALESPERSONS, PARTS.....490143	710	5.84	17.27	39.20	9.00	8.40
GENERAL OFFICE CLERKS.....553473	680	5.59	7.18	36.80	7.30	7.10
GENERAL MANAGERS & TOP EXECUTIVES.....190053	600	4.93	9.81	52.00	23.20	17.90
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS.....810023	410	3.37	8.39	34.40	14.90	13.90
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	370	3.04	12.42	34.40	8.10	7.90

TOP 10 OCCUPATIONS BY FIRMS REPORTING

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	MEAN HOURLY WAGE	MEDIAN HOURLY WAGE
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	770	6.33	6.42	56.80	\$15.70	\$12.90
GENERAL MANAGERS & TOP EXECUTIVES.....190053	600	4.93	9.81	52.00	23.20	17.90
AUTOMOTIVE MECHANICS.....853023	1,860	15.30	6.66	50.40	10.50	10.00
SALESPERSONS, RETAIL.....490113	1,320	10.86	11.51	41.60	12.60	10.90
SALESPERSONS, PARTS.....490143	710	5.84	17.27	39.20	9.00	8.40
GENERAL OFFICE CLERKS.....553473	680	5.59	7.18	36.80	7.30	7.10
CASHIERS.....490233	1,230	10.12	12.11	36.00	5.50	5.20
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	370	3.04	12.42	34.40	8.10	7.90
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS.....810023	410	3.37	8.39	34.40	14.90	13.90
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	280	2.30	11.08	28.80	11.90	11.60

TOP 10 OCCUPATIONS BY MEDIAN WAGE VALUE

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	MEAN HOURLY WAGE	MEDIAN HOURLY WAGE
GENERAL MANAGERS & TOP EXECUTIVES.....190053	600	4.93	9.81	52.00	\$23.20	\$17.90
FINANCIAL MANAGERS.....130023	10	0.08	47.14	4.00	16.70	15.00
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS.....130113	10	0.08	25.71	4.80	19.50	15.00
ACCOUNTANTS & AUDITORS.....211143	40	0.33	33.43	7.20	15.40	14.80
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....490083	30	0.25	27.75	2.40	15.00	14.70
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS.....810023	410	3.37	8.39	34.40	14.90	13.90
BUS & TRUCK MECHANICS & DIESEL ENGINE SPECIALISTS.....853113	80	0.66	42.12	4.80	12.60	13.20
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	770	6.33	6.42	56.80	15.70	12.90
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	280	2.30	11.08	28.80	11.90	11.60
SALESPERSONS, RETAIL.....490113	1,320	10.86	11.51	41.60	12.60	10.90

MAINE
 SIC 55 AUTOMOTIVE DEALERS & SERVICE STATIONS
 BENCHMARK EMPLOYMENT: 12,160 TOTAL NUMBER OF RESPONDENTS: 125
 REFERENCE DATE : June 12, 1994

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	MEAN HOURLY WAGE	MEDIAN HOURLY WAGE
TOTAL.....000000	12,160	100.00	N.A.	N.A.	\$10.10	\$ 8.20
MANAGERIAL & ADMINISTRATIVE.....100003	620	5.10	N.A.	N.A.	23.00	17.70
FINANCIAL MANAGERS.....130023	10	0.08	47.14	4.00	16.70	15.00
MARKETING/ADVERTISING/PUBLIC RELATIONS MANAGERS.....130113	10	0.08	25.71	4.80	19.50	15.00
GENERAL MANAGERS & TOP EXECUTIVES.....190053	600	4.93	9.81	52.00	23.20	17.90
PROFESSIONAL/PARAPROFESSIONAL & TECHNICAL OCCUPATIONS.....200003	50	0.41	N.A.	N.A.	15.10	14.20
ACCOUNTANTS, AUDITORS & OTHER FINANCIAL SPECIALISTS.....211003	40	0.33	N.A.	N.A.	15.40	14.80
ACCOUNTANTS & AUDITORS.....211143	40	0.33	33.43	7.20	15.40	14.80
ALL OTHER MANAGEMENT SUPPORT.....219993	10	0.08	N.A.	N.A.	13.90	12.50
SALES & RELATED OCCUPATIONS.....400003	4,140	34.05	N.A.	N.A.	10.40	8.30
FIRST LINE SUPERVISORS, SALES & RELATED.....410023	770	6.33	6.42	56.80	15.70	12.90
SALESPERSONS, EXCEPT SCIENTIFIC & RETAIL.....490083	30	0.25	27.75	2.40	15.00	14.70
SALESPERSONS, RETAIL.....490113	1,320	10.86	11.51	41.60	12.60	10.90
SALESPERSONS, PARTS.....490143	710	5.84	17.27	39.20	9.00	8.40
CASHIERS.....490233	1,230	10.12	12.11	36.00	5.50	5.20
ALL OTHER SALES & RELATED.....499993	80	0.66	N.A.	N.A.	9.20	8.50
CLERICAL & ADMINISTRATIVE SUPPORT.....500003	1,900	15.63	N.A.	N.A.	8.30	7.70
FIRST LINE SUPERVISORS, CLERICAL & ADMINISTRATIVE.....510023	280	2.30	11.08	28.80	11.90	11.60
SECRETARIES, EXCEPT LEGAL & MEDICAL.....551083	130	1.07	21.83	16.00	7.40	7.00
BOOKKEEPING, ACCOUNTING & AUDITING CLERKS.....553383	370	3.04	12.42	34.40	8.10	7.90
BILLING, COST & RATE CLERKS.....553443	90	0.74	24.77	10.40	8.80	8.30
GENERAL OFFICE CLERKS.....553473	680	5.59	7.18	36.80	7.30	7.10
OTHER COMMUNICATIONS EQUIPMENT OPERATORS.....571993	10	0.08	N.A.	N.A.	7.80	7.80
MATERIAL RECORDING/SCHEDULING/ DISPATCHING/DISTRIBUTING.....580003	310	2.55	N.A.	N.A.	7.70	7.10
STOCK CLERKS, STOCKROOM, WAREHOUSE OR STORAGE YARD.....580233	250	2.06	35.14	16.80	7.30	6.50
OTHER MATERIAL RECORDING, SCHEDULING & DISTRIBUTING.....580993	60	0.49	N.A.	N.A.	9.00	8.20
ALL OTHER CLERICAL & ADMINISTRATIVE SUPPORT.....599993	30	0.25	N.A.	N.A.	7.10	6.50
SERVICE OCCUPATIONS.....600003	170	1.40	N.A.	N.A.	6.00	5.30
FOOD, BEVERAGE PREPARATION & SERVICE WORKERS.....650003	80	0.66	N.A.	N.A.	5.50	4.90
OTHER FOOD SERVICE WORKERS.....650993	80	0.66	N.A.	N.A.	5.50	4.90
JANITORS & CLEANERS.....670053	90	0.74	27.88	11.20	6.60	6.10

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

MAINE

SIC 55 AUTOMOTIVE DEALERS & SERVICE STATIONS

BENCHMARK EMPLOYMENT: 12,160

TOTAL NUMBER OF RESPONDENTS: 125

REFERENCE DATE : June 12, 1994

OCCUPATION	EMPLOYMENT	PERCENT OF TOTAL EMPLOYMENT	RELATIVE ERROR (IN %)	ESTABLISHMENTS REPORTING OCCUPATION (%)	MEAN HOURLY WAGE	MEDIAN HOURLY WAGE
PRODUCT/CONSTRUCT/OPERATE MAINTENANCE/MATERIAL HANDLING.....800003	5,280	43.42	N.A.	N.A.	\$ 9.00	\$ 8.00
FIRST LINE SUPERVISORS-PRODUCT/ CONSTRUCT/MAINTENANCE/RELATED....810003	420	3.45	N.A.	N.A.	14.80	13.90
FIRST LINE SUPERVISORS, MECHANICS/INSTALLERS/REPAIRERS.....810023	410	3.37	8.39	34.40	14.90	13.90
OTHER FIRST LINE SUPERVISORS, PRODUCT/CONSTRUCT/MAINTAIN.....810993	10	0.08	N.A.	N.A.	12.10	11.70
MECHANICS, INSTALLERS & REPAIRERS.....850003	2,680	22.04	N.A.	N.A.	10.20	9.50
AUTOMOTIVE MECHANICS.....853023	1,860	15.30	6.66	50.40	10.50	10.00
AUTOMOTIVE BODY & RELATED REPAIRERS.....853053	200	1.64	26.70	8.80	11.20	10.50
MOTORCYCLE REPAIRERS.....853083	90	0.74	25.34	7.20	9.40	9.20
BUS & TRUCK MECHANICS & DIESEL ENGINE SPECIALISTS.....853113	80	0.66	42.12	4.80	12.60	13.20
SMALL ENGINE SPECIALISTS.....853283	80	0.66	32.96	4.00	10.60	9.80
TIRE REPAIRERS & CHANGERS.....859533	230	1.89	30.95	5.60	6.30	6.00
OTHER MECHANICS, INSTALLERS & REPAIRERS.....859993	140	1.15	N.A.	N.A.	9.30	8.10
CONSTRUCTION TRADE WORKERS, EXCEPT MATERIAL MOVING.....870003	10	0.08	N.A.	N.A.	10.50	10.50
OTHER CARPENTRY & RELATED.....871993	10	0.08	N.A.	N.A.	10.50	10.50
PRECISION METAL WORKERS.....891003	10	0.08	N.A.	N.A.	14.00	14.00
OTHER PRECISION METAL WORKERS.....891993	10	0.08	N.A.	N.A.	14.00	14.00
MOTOR VEHICLE OPERATORS.....971003	460	3.78	N.A.	N.A.	8.40	8.40
TRUCK DRIVERS, HEAVY OR TRACTOR TRAILER.....971023	200	1.64	42.87	8.00	10.40	10.40
TRUCK DRIVERS-LIGHT, INCLUDE DELIVERY/ROUTE WORKERS.....971053	250	2.06	22.60	16.80	6.80	6.60
OTHER MOTOR VEHICLE OPERATORS.....971993	10	0.08	N.A.	N.A.	5.80	5.80
SERVICE STATION ATTENDANTS.....978053	1,110	9.13	7.86	27.20	5.60	5.50
ALL OTHER TRANSPORTATION & RELATED WORKERS.....978993	20	0.16	N.A.	N.A.	5.60	4.80
HELPERS, LABORERS & MATERIAL MOVERS, HAND.....980003	570	4.69	N.A.	N.A.	6.50	6.10
HELPERS, MECHANIC & REPAIRER.....981023	240	1.97	21.42	16.00	6.10	5.90
FREIGHT, STOCK & MATERIAL MOVERS, HAND.....987003	10	0.08	N.A.	N.A.	7.20	7.50
VEHICLE WASHERS & EQUIPMENT CLEANERS.....989053	310	2.55	11.76	20.80	6.70	6.30
OTHER HELPERS, LABORERS & MATERIAL MOVERS, HAND.....989993	10	0.08	N.A.	N.A.	7.10	7.10

N.A. - not available or not calculated

Benchmark employment may not equal total employment due to rounding.

Data for confidential occupations has been combined with the appropriate "All Other" categories.

ORDER FORM

Listed are the 1994 OES Survey Reports published for selected industries in Maine. If you would like to receive any of these, please complete and return this form to:

**Maine Department of Labor
Labor Market Information Services
20 Union Street
Augusta, ME 04330-6826**

Name: _____

Company: _____

Address: _____

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- ☐ Local and Suburban Transit and Interurban Highway Passenger Transportation (SIC 41)
- ☐ Motor Freight Transportation and Warehousing (SIC 42)
- ☐ Water Transportation (SIC 44)
- ☐ Communications (SIC 48)
- ☐ Electric, Gas, and Sanitary Services (SIC 49)
- ☐ Wholesale Trade of Durable Goods (SIC 50)
- ☐ Wholesale Trade of Nondurable Goods (SIC 51)
- ☐ Building Materials, Hardware, Garden Supply, and Mobile Home Dealers (SIC 52)
- ☐ General Merchandise Stores (SIC 53)
- ☐ Food Stores (SIC 54)
- ☐ Automobile Dealers and Gasoline Service Stations (SIC 55)
- ☐ Home Furniture, Furnishings, and Equipment Stores (SIC 57)
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Ken Bridges	Coastal	20 Union St. Augusta, ME 04330	287-2271 287-2947(Fax)
Gerard F. Dennison	Western	522 Lisbon St. Lewiston, ME 04243-0441	783-5314 783-5301(Fax)
Craig Holland	North/East	45 Oak St. Bangor, ME 04401-1804	941-3076 561-4665(Fax)
Eva Smith	Southern	105 Elm St. Portland, ME 04104-3574	822-0216 822-0221(Fax)



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