What is the standard base wage?
How much work is union?
Nonunion?
Read on to find out

While we can’t claim it as a traditional event—the first annual contractor salary survey of the Association of the Wall and Ceiling Industries—International is complete. And as expected, the results are as diverse and interesting as our members.

Our survey was sent to all AWCI members in September 1994. We received 56 usable re-
sponses, which represents a 12 percent response rate.

Our survey consisted of three multiple choice questions:
• What degree are you—as a contractor—involved in union scale or wage scale work?
• What is the approximate size of your field force as of Jan. 1, 1994?
• What is the residential versus the commercial proportion of your business volume?

Then, we asked for base, fringe and total hourly wages for foremen, carpenters and laborers in the following categories
• Acoustics.
• Drywall.
• Exterior insulation and finish systems.
• Spray fireproofing.

Information for drywall carpenters was further broken down by framer, hanger and taper or finisher classifications.

In fairness, it must be noted that the fringe wage information we received were of such a sporadic and incomplete nature so as to render its inclusion in our report impossible.

Text continues on page 75.
Statistics continue on page 72.
Most of our respondents were commercial contractors. Eighty-one percent of them perform 80 percent or more of their total business volume in commercial contracting. As few as 4 percent of them perform 80 percent or more of their total business volume in the residential sector.
Chart 5: Union Wages Versus Non-Union

<table>
<thead>
<tr>
<th></th>
<th>Union (per hour)</th>
<th>Non-Union (per hour)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acoustic Carpenter</td>
<td>$20.34</td>
<td>$12.39</td>
</tr>
<tr>
<td>Drywall Framer</td>
<td>$19.35</td>
<td>$14.01</td>
</tr>
<tr>
<td>Drywall Hanger</td>
<td>$20.86</td>
<td>$12.48</td>
</tr>
<tr>
<td>Drywall Finisher</td>
<td>$19.67</td>
<td>$12.77</td>
</tr>
<tr>
<td>EIFS Applicator</td>
<td>$20.33</td>
<td>$15.38</td>
</tr>
<tr>
<td>Spray Applicator</td>
<td>$21.19</td>
<td>$12.75</td>
</tr>
<tr>
<td>Acoustic Laborer</td>
<td>$15.28</td>
<td>$8.10</td>
</tr>
<tr>
<td>Drywall Laborer</td>
<td>$14.25</td>
<td>$7.98</td>
</tr>
<tr>
<td>EIFS Laborer</td>
<td>$17.57</td>
<td>$8.79</td>
</tr>
<tr>
<td>Spray Laborer</td>
<td>$18.41</td>
<td>$9.07</td>
</tr>
</tbody>
</table>

All wages contain no added fringe benefits.
Salary, continued from page 70

ble. As such, for clarity’s sake, only, we have chosen not to report that information and have reported only base wage information.

A Summary

In general, most of the work being done by AWCI members is in the commercial arena (page 72).

Most of the companies (30.9 percent) have more than 100 employees on the payroll, 23.6 percent have 26 to 50 employees and 21.8 percent have 50 to 99 employees (Chart 3, page 70).

Of those who responded to the survey, most (45.5 percent) say that the company performs more than 80 percent union/scale work (Chart 4, page 70).

And union workers are paid higher wages (Chart 5, page 74). As an example, you will see that a spray applicator receives $21.19 per hour (not counting fringe benefits) while a non-union spray applicator receives only $12.75 per hour. But the wages varied from trade to trade. For example, a spray laborer in a union could make $18.41 per hour while his non-union buddy makes only $9.07 per hour; a union drywall laborer makes $14.25 an hour and a non-union drywall laborer makes a paltry $7.98 an hour.

Continued on page 76
So What’s the Big

The results of Chart 6 have been figured using a statistical analysis method known as computing the coefficient of variation. To a statistician, the coefficient of variation measures the dispersion of two separate sets of data. In common terms, the CV expresses how much the data in a specific group or sample varies from the average (mean) of the sample and creates a relative number that allows comparison with other similar samples. The higher the CV, the greater the dispersion.

To illustrate, suppose you stopped 20 people on the street and asked them how much cash they had in their pocket. By sheer coincidence, the first 10 people you ask all have more than $100 but less than $105 each. The average amount of money per person for this group is a reasonably high number, in excess of $100 each, but the amount of variation between the group average and the individual data items is relatively low. Without explaining the way a CV is calculated, accept from us that the
value for this first sample group would be a very low number that reflects the small amount of variation between the individual amounts of cash held and the average amount of cash held per person.

On the other hand, the second group of 10 people you accost all have amounts of cash on hand ranging from $20 to $60 each. The second group has a lower average amount money per person than the first group, but the variation between the individual data items and the group average is much greater. As a result, the second group will have a higher CV than the first group, as their data reflect a greater dispersion from the average.

For our survey, the CVs are greater for the first group—union contractors—than the second group. This would appear to suggest that non-union wages are more uniform throughout the country than are union wages. However, given the scope of our survey, much more analysis would have to take place before that could be assumed as an absolute conclusion. CD