# WAGE

OVERSEAS DIVISIONS

of the

GENERAL CONFERENCE OF
SEVENTH-DAY ADVENTISTS

Effective January 1, 1968



This Wage Scale which has been adopted by the General Conference Committee, should be strictly adhered to except where local conditions make necessary some adaptation or modification, in which case General Conference approval should be secured.

### INTRODUCTION

In order that there may be an equitable basis for the remuneration of various classes of workers, a denominational wage scale has been adopted, which applies in principle in all the world. The philosophy of the wage scale is expressed in the following paragraphs:

A spirit of sacrifice and dedication should mark God's workers irrespective of the position or department they represent. The work of the church is a mission to which lives are dedicated, rather than a business or professional venture. Reasonable comfort, modesty, and good taste will distinguish Christian workers. It is, however, recognized that varying conditions affect different aspects of the work in different ways. Some facets of the work are more directly affected by economic factors outside of the church than are others, and by the differing economies of different areas of the country.

The church cannot fully compensate a dedicated ministry on a basis of reflecting adequately in money its talents, accomplishments, and contributions, but it does provide such ministry with a modest living wage in token recognition of resposibilities borne, preparation, professional certification or licensure, previous experience, and years of service.

It is further recognized that this very philosophy of remuneration calls for an adequate consideration of the element of individual need, unrelated to preparation, professional accomplishments, experience, responsibilities borne, or years of service.

Established wage scales should be strictly adhered to, and no special appropriations or special allowances should be made, except in cases of emergency as provided in the division working policy.

The following principles are incorporated in the wage scale for overseas divisions and are to be implemented in its operation:

- a. The wage scale for overseas divisions incorporates basic salary rates expressed in percentages for various categories of service with recognition of the responsibility inherent in each position or category. The amount of the 100% level of the wage scale is determined by the division committee in the local currency of the country in which a worker is laboring, and is reviewed annually by the division committee. The 100% level is the maximum rate paid an ordained minister.
- b. A spread between minimum and maximum rates in the various categories of from fifty per cent in the lowest rates to twenty per cent in the highest rates has been incorporated in the wage scale. In setting rates of salary within this spread, employing organizations

should take into consideration the following factors with respect to each worker:

(1) Preparation, education and dedication (2) Previous experience, and achievement

(3) Years of service

#### Allowances

Workers away from home on authorized travel may report the following:

Cost of hotel and/or motel accommodation.

Such daily travel allowance as may be arranged by the division.

Policy provides also under certain circumstances for other allowances such as rent subsidies, medical and dental and optical expense allowances, automobile expense, etc.

## WAGE SCALE FOR OVERSEAS DIVISIONS

## In Percentages

## DIVISION ORGANIZATIONS

	Women		A	lan
	Min.	Max.	Min.	Max.
President				115.0
Secretary			90.0	112.0
Assistant Secretary			84.0	108.0
Treasurer			90.0	112.0
Assistant Treasurer			84.0	108.0
Field Secretary			88.0	110.0
Auditor			88.0	110.0
Assistant Auditor			80.0	106.0
Department Secretary	69.0	86.0	88.0	110.0
Assistant Department Secretary	64.0	83.0	80.0	106.0
Cashier	54.0	78.5	67.0	100.0
Accountant	51.0	77.0	64.0	98.5
Ordained Ministers			67.0	100.0
Administrative Office Secretary	51.0	77.0		
Office Secretary	47.0	75.0		
Receptionist	34.5	68.5		
Stenographer	34.5	68.5		
Switchboard Operator	34.5	68.5		
The state of the Age of the state of the sta				

# UNION CONFERENCES AND UNION MISSIONS

President			90.0	112.0
Secretary-Treasurer			84.0	108.0
Assistant Treasurer			72.0	102.0
Auditor			78.0	105.0
Assistant Auditor			69.0	101.0
Department Secretary	64.0	83.0	78.0	105.0
Associate Department Secretary	62.0	82.0	73.0	103.0
Assistant Department Secretary	57.0	80.0	68.5	101.0
Elementary School Supervisor	59.0	81.0	71.5	102.0
Ordained Minister			67.0	100.0
Cashier	49.5	76.5	62.5	97.5
Assistant Cashier	47.5	75.5	60,0	
Accountant	46.5	75.0	59.5	96.0
Administrative Office Secretary	47.0	75.0		
Office Secretary	43.0	73.0		
Receptionist	34.5	68.5		
Stenographer	34.5	68.5		
Switchboard Operator	34.5	68.5		

# LOCAL CONFERENCES AND MISSIONS

No.   Max.   Min.   Max.   Min.   Max.		Women		A	Men	
Secretary-Treasurer		Min.				
Secretary-Treasurer	President			84.0	108.0	
Assistant Secretary-Treasurer Auditor Auditor Assistant Auditor Department Secretary Assistant Auditor Department Secretary Sociate Department Secretary Assistant Department Secretary Assistant Department Secretary Sociate Department Secretary Assistant Department Secretary Sociate Department Secretary Assistant Department Secretary Sociate Department Secretary Assistant Department Secretary Assistant Book and Bible House Assistant Comparities Assistant Bible Instructor Assistant Intern, First Year:  Married Man Bible Instructor Assistant Intern, Second Year:  Married Man Bible Instructor Accountant Accountant Accountant Accountant Accountant Accountant Administrative Office Secretary Assistant Cashier Accountant Administrative Office Secretary Assistant Auditor Assistant				75.0		
Auditor Assistant Auditor Department Secretary Associate Department Secretary Associate Department Secretary Associate Department Secretary Associate Department Secretary Assistant Book and Bible House Manager Assistant Bible Instructor Assistant Intern, First Year: Married Man Bible Instructor Assistant Intern, Second Year: Assistant Intern, Second Year: Married Man Bible Instructor Assistant Cashier Assistant Cashier Assistant Cashier Accountant Associate Office Secretary Associate Office Secretary Assistant Cashier Assistant Cashier Assistant Assistant Associate Assistant Assistant Associate As						
Assistant Auditor Department Secretary Associate Department Secretary Associate Department Secretary Associate Department Secretary Assistant Department Secretary Assistant Department Secretary Assistant Department Secretary Bible House Manager Assistant Book and Bible House Manager Cordained Minister Licensed Minister Licensed Minister Bible Instructor Assistant Book and Bible House Manager Assistant Book and Bible House Manager Assistant Book and Bible House Manager Cordained Minister Bible Instructor Assistant Book and Bible House Manager Assistant Cashier Assistant Cashier Assistant Cashier Assistant Cashier Accountant Assistant Cashier Assistant Business Assistant Assistant Business Assistant Assistant Business Assistant Assistan						
Department Secretary						
Associate Department Secretary 53.0 78.0 62.5 98.0 Assistant Department Secretary 49.0 76.0 59.5 96.0 Elementary School Supervisor 51.0 77.0 61.0 97.0 Book and Bible House Manager 67.0 100.0 Assistant Book and Bible House Manager 62.5 97.5 Ordained Minister 67.0 100.0 Licensed Minister 54.0 93.0 Bible Instructor 43.0 73.0 54.0 93.0 Ministerial Intern, First Year: Married Man Unmarried Man Bible Instructor 43.5 51.0 Ministerial Intern, Second Year: Married Man Bible Instructor 51.0 55.5 Cashier 46.5 75.0 58.5 95.5 Assistant Cashier 44.0 73.5 55.5 94.0 Accountant 43.0 73.0 54.0 93.5 Accountant 45.5 74.5 Office Secretary 45.5 68.5 Switchboard Operator 34.5 68.5 Switchboard Operator 34.5 68.5 Switchboard Operator 34.5 68.5 Switchboard Secretary 49.5 76.5 68.5 Bean of Student Affairs 84.0 108.0 Dean of Student Affairs 84.0 108.0 Dean of Student Affairs 84.0 108.0 Assistant Business Manager 75.0 104.0 Treasurer 75.0 102.0 Cashier 49.5 76.5 66.0 99.0 Cashier 49.5 76.5 66.0 99.0		57.0	80.0			
Assistant Department Secretary   49.0   76.0   59.5   96.0						
Elementary School Supervisor   51.0   77.0   61.0   97.0	Assistant Department Secretary					
Book and Bible House Manager						
Assistant Book and Bible House Manager Ordained Minister Licensed Minister Bible Instructor Married Man Unmarried Man Bible Instructor Ministerial Intern, First Year: Married Man Bible Instructor Ministerial Intern, Second Year: Married Man Bible Instructor Ministerial Intern, Second Year: Married Man Bible Instructor Married Man Bible Instructor  Cashier Married Man Bible Instructor Marrie		5000				
Ordained Minister         67.0         100.0           Licensed Minister         54.0         93.0           Bible Instructor         43.0         78.0         54.0         93.0           Ministerial Intern, First Year:         61.5         69.0         75.5         69.0           Married Man         52.0         61.5         69.0         75.5           Ministerial Intern, Second Year:         69.0         75.5         75.0         69.0         75.5           Married Man         52.0         61.5         69.0         75.5         61.5         69.0         75.5           Cashier         46.5         75.0         58.5         95.5         75.5         75.0         58.5         95.5         95.5         75.0         75.5         94.0         93.5         93.5         94.0         93.5         93.5         94.0         93.5         93.5         94.0         93.5         93.5         94.0         93.5         <		Manager				
Licensed Minister		- Bar				
Bible Instructor						
Ministerial Intern, First Year:         61.5         69.0           Unmarried Man         52.0         52.0           Bible Instructor         43.5         51.0           Ministerial Intern, Second Year:         69.0         75.5           Married Man         52.0         61.5           Bible Instructor         51.0         55.5           Cashier         46.5         75.0         58.5         95.5           Assistant Cashier         44.0         73.5         55.5         94.0           Accountant         43.0         73.0         54.0         93.5           Administrative Office Secretary         45.5         74.5         05.5         93.5           Office Secretary         43.0         73.0<		43.0	73.0			
Married Man		40,0	7.010		0010	
Unmarried Man   Bible Instructor   43.5   51.0     52.0				61.5	69.0	
Bible Instructor Ministerial Intern, Second Year: Married Man Unmarried Man Bible Instructor S1.0 55.5 Cashier 46.5 75.0 58.5 95.5 Assistant Cashier 44.0 73.5 55.5 94.0 Accountant 43.0 73.0 54.0 93.5 Administrative Office Secretary 45.5 74.5 Office Secretary 43.0 73.0 Receptionist 34.5 68.5 Stenographer 34.5 68.5 Switchboard Operator 34.5 68.5  EDUCATIONAL INSTITUTIONS  Senior Colleges President 89.0 111.0 Dean of Academic Affairs 84.0 108.0 Business Manager 84.0 108.0 Business Manager 75.0 104.0 Treasurer 72.0 102.0 Cashier 49.5 76.5 66.0 99.0 Accountant 47.5 75.5 66.0						
Ministerial Intern, Second Year:         69.0         75.5           Married Man         52.0         61.5           Unmarried Man         52.0         61.5           Bible Instructor         51.0         55.5           Cashier         46.5         75.0         58.5         95.5           Assistant Cashier         44.0         73.5         55.5         94.0           Accountant         43.0         73.0         54.0         93.5           Administrative Office Secretary         45.5         74.5         74.5           Office Secretary         43.0         73.0         73.0           Receptionist         34.5         68.5         85.5           Stenographer         34.5         68.5         85.5           Switchboard Operator         34.5         68.5         85.5           Senior Colleges         President         89.0         111.0           Dean of Academic Affairs         84.0         108.0           Business Manager         84.0         108.0           Assistant Business Manager         75.0         104.0           Treasurer         72.0         102.0           Cashier         49.5         76.5         66.0		49.5	51.0			
Married Man		1010	5410			
Unmarried Man   51.0   55.5   52.0   61.5				69.0	75.5	
Sible Instructor						
Cashier         46.5         75.0         58.5         95.5           Assistant Cashier         44.0         73.5         55.5         94.0           Accountant         43.0         73.0         54.0         93.5           Administrative Office Secretary         45.5         74.5         74.5           Office Secretary         43.0         73.0         73.0           Receptionist         34.5         68.5         5           Seniographer         34.5         68.5         5           Switchboard Operator         34.5         68.5         5           EDUCATIONAL INSTITUTIONS           Senior Colleges           President         89.0         111.0           Dean of Academic Affairs         84.0         108.0           Business Manager         84.0         108.0           Assistant Business Manager         75.0         104.0           Treasurer         72.0         102.0           Cashier         49.5         76.5         66.0         99.0           Accountant         47.5         75.5         66.0         99.0		51.0	55.5	54.0	0.10	
Assistant Cashier 44.0 73.5 55.5 94.0 Accountant 43.0 73.0 54.0 93.5 Administrative Office Secretary 45.5 74.5 Office Secretary 43.0 73.0 Receptionist 34.5 68.5 Stenographer 34.5 68.5 Switchboard Operator 34.5 68.5 Switchboard Operator 34.5 68.5 Senior Colleges  President 89.0 111.0 Dean of Academic Affairs 84.0 108.0 Dean of Student Affairs 84.0 108.0 Business Manager 84.0 108.0 Business Manager 75.0 104.0 Treasurer 72.0 102.0 Cashier 49.5 76.5 66.0 99.0 Accountant 47.5 75.5 66.0 99.0				58.5	95 5	
Accountant 43.0 73.0 54.0 93.5 Administrative Office Secretary 45.5 74.5 Office Secretary 43.0 73.0 Receptionist 34.5 68.5 Stenographer 34.5 68.5 Switchboard Operator 34.5 68.5  **EDUCATIONAL INSTITUTIONS**  **EDUCATIONAL INSTITUTIONS**  **Senior Colleges**  President 89.0 111.0 Dean of Academic Affairs 84.0 108.0 Dean of Student Affairs 84.0 108.0 Business Manager 84.0 108.0 Business Manager 75.0 104.0 Treasurer 72.0 102.0 Cashier 49.5 76.5 66.0 99.0 Accountant 47.5 75.5 66.0 99.0						
Administrative Office Secretary 45.5 74.5 Office Secretary 43.0 73.0 Receptionist 34.5 68.5 Stenographer 34.5 68.5 Switchboard Operator 34.5 Swi						
Office Secretary 43.0 73.0 Receptionist 34.5 68.5 Stenographer 34.5 68.5 Switchboard Operator 34.5 68.5  **EDUCATIONAL INSTITUTIONS**  **EDUCATIONAL INSTITUTIONS**  **Senior Colleges**  President 89.0 111.0 Dean of Academic Affairs 84.0 108.0 Dean of Student Affairs 84.0 108.0 Business Manager 84.0 108.0 Assistant Business Manager 75.0 104.0 Treasurer 72.0 102.0 Cashier 49.5 76.5 66.0 99.0 Accountant 47.5 75.5 66.0 99.0				010	3313	
Receptionist   34.5   68.5   58.5						
Stenographer						
Switchboard Operator   34.5   68.5						
EDUCATIONAL INSTITUTIONS   Senior Colleges   S						
Senior Colleges           President         89.0         111.0           Dean of Academic Affairs         84.0         108.0           Dean of Student Affairs         84.0         108.0           Business Manager         84.0         108.0           Assistant Business Manager         75.0         104.0           Treasurer         72.0         102.0           Cashier         49.5         76.5         66.0         99.0           Accountant         47.5         75.5         66.0         99.0	Difference operator	240	00.0			
President         89.0         111.0           Dean of Academic Affairs         84.0         108.0           Dean of Student Affairs         84.0         108.0           Business Manager         84.0         108.0           Assistant Business Manager         75.0         104.0           Treasurer         72.0         102.0           Cashier         49.5         76.5         66.0         99.0           Accountant         47.5         75.5         66.0         99.0	EDUCATIONAL	INSTIT	TUTION	S		
Dean of Academic Affairs         84.0         108.0           Dean of Student Affairs         84.0         108.0           Business Manager         84.0         108.0           Assistant Business Manager         75.0         104.0           Treasurer         72.0         102.0           Cashier         49.5         76.5         66.0         99.0           Accountant         47.5         75.5         66.0         99.0	Senior Colleges					
Dean of Academic Affairs     84,0     108.0       Dean of Student Affairs     84.0     108.0       Business Manager     84.0     108.0       Assistant Business Manager     75.0     104.0       Treasurer     72.0     102.0       Cashier     49.5     76.5     66.0     99.0       Accountant     47.5     75.5     66.0     99.0	President			89.0	0.111	
Dean of Student Affairs     84.0     108.0       Business Manager     84.0     108.0       Assistant Business Manager     75.0     104.0       Treasurer     72.0     102.0       Cashier     49.5     76.5     66.0     99.0       Accountant     47.5     75.5     66.0     99.0				84.0	108.0	
Business Manager     84.0     108.0       Assistant Business Manager     75.0     104.0       Treasurer     72.0     102.0       Cashier     49.5     76.5     66.0     99.0       Accountant     47.5     75.5     66.0     99.0						
Assistant Business Manager 75.0 104.0 Treasurer 72.0 102.0 Cashier 49.5 76.5 66.0 99.0 Accountant 47.5 75.5 66.0 99.0						
Treasurer 72.0 102.0 Cashier 49.5 76.5 66.0 99.0 Accountant 47.5 75.5 66.0 99.0						
Cashier 49.5 76.5 66.0 99.0 Accountant 47.5 75.5 66.0 99.0						
Accountant 47.5 75.5 66.0 99.0		49.5	76.5			
Head of Major Industrial Dept. 78.0 105.0	Head of Major Industrial Dept.	.,,,,	7010	78.0	105.0	
Industrial Head 54.0 78.5 67.0 100.0		54.0	78.5			
Registrar 54.0 78.5 67.0 100.0		2000				
Residence Hall Dean 54.0 78.5 67.0 100.0						

	Women			Men	
	Min.	Max.	Min.	Max.	
Director of Food Service	54.0	78.5	67.0	100.0	
Director of Health Service	54.0	78.5	67.0	100.0	
Assistant Director of Food Service	48.5	76.0	57.0	95.0	
Professor and Chairman of Dept.	64.0	83.0	84.0	108.0	
Professor	62.0	82.0	82.0	107.0	
Associate Professor *	57.0	80.0	75.0	104.0	
Assistant Professor *	56.0	79.0	67.0	100.0	
Instructor	49.0	76.0	61.0	97.0	
Librarian	56.0	79.0	67.0	100.0	
Assistant Librarian	48.5	76.0	61.0	97.0	
Administrative Office Secretary	45.5	74.5	2000	200	
Office Secretary	43.0	73.0			
Receptionist	34.5	68.5			
Stenographer	34.5	68.5			
Switchboard Operator	34.5	68.5			
* Plus 1% if head of department					
Junior Colleges					
President			82.0	107.0	
Business Manager			75.0	104.0	
Assistant Manager			61.0	97.0	
Treasurer	10/2/20	4000	61.0	97.0	
Cashier	44.0	73.5	55.5	94.0	
Accountant	44.0	73.5	55.5	94.0	
Registrar	45.5	74.5	61.0	97.0	
Residence Hall Dean	45.5	74.5	61.0	97.0	
Director of Food Service	45.5	74.5	61.0	97.0	
Director of Health Serive	45.5	74.5	61.0	97.0	
Professor and Chairman of Dept.	54.0	78.5	69.0	101.0	
Professor	52.0	77.5	67.0	100.0	
Associate Professor	49.5	76.5	66.0	99.0	
Assistant Professor	48.5	76.0	63.0	98.0	
Instructor	45.5	74.5	61.0	97.0	
Industrial Head	100		67.0	100.0	
Librarian	45.5	74.5	61.0	97.0	
Office Secretary	43.0	73.0			
Stenographer	34.5	68.5			
Switchboard Operator	34.5	68.5			
Secondary Schools *					
Principal			67.0	100.0	
Business Manager			63.0	98.0	
Assistant Business Manager			61.0	97.0	
Treasurer			57.0	95.0	
The second secon					

<sup>\*</sup> Plus 1% for secondary teachers and administrators holding professorial or administrator certificates.

	Women		Men	
	Min.	Max.	Min.	Max.
Cashier	42.0	72.5	50.0	91.0
Accountant	42.0	72.5	50.0	91,0
Registrar	45.5	74.5	61.0	97.0
Teacher	45.5	74.5	61.0	97.0
Librarian	45.5	74.5	61.0	97.0
Residence Hall Dean	45.5	74.5	61.0	97.0
Director of Food Service	45.5	74.5	61.0	97.0
Director of Health Service	45.5	74.5	61.0	97.0
Industrial Head **			61.0	97.0
Secretary	43.0	73.0		
Stenographer	34.5	68.5		

<sup>\*\*</sup> To be determined by the governing board taking into consideration the size of the industry in question but in no case to be in excess of 97%.

#### Intermediate and Elementary Schools \*

Principal	45.5	74.5	63.0	98.0
Teacher ***	42.0	72.5	61.0	97.0

<sup>\*</sup> Plus 1% for intermediate or elementary teachers and administrators holding professorial or administrator certificates.

## PUBLISHING HOUSES

General Manager-Major House	S #		89.0	111.0
General Manager-Minor House	es		84.0	108.0
Editor Major Periodicals			84.0	108.0
Editor Minor Periodicals			66.0	99.0
Treasurer			84.0	108.0
Assistant Treasurer			73.0	103.0
Cashier	54.0	78.5	67.0	100.0
Accountant	48.5	76.0	61.0	97.0
Branch Manager			73.0	103.0
Book Department Manager			84.0	108.0
Assistant Book Department Ma	nager		73.0	103.0
Periodical Department Manager			84.0	108.0
Asst. Periodical Department Ma	nager		73.0	103.0
Factory Superintendent	0,52		84.0	108.0
Foreman			68.5	101.0
Librarian	54.0	78.5	67.0	100.0
Head Proofreader	54.0	78.5	67.0	100.0
Proofreader	45.5	74.5	57.0	95.0

<sup>\*</sup> Major houses are those with a minimum of 100 employees and whose territory comprises two or more union fields.

<sup>\*\*\*</sup> Plus 1% when serving as supervisor teachers in teacher education laboratory schools on or in the immediate community of the college department of education campus.

	Women		Men	
	Min.	Max.	Min.	Max.
Translator	45.5	74.5	57.0	95.0
Copy Editor	55.5	79.0	68.5	101.0
Administrative Office Secretary	45.5	74.5		
Secretary	43.0	73.0		
Receptionist	34.5	68.5		
Stenographer	34.5	68.5		
Switchboard Operator	34.5	68.5		

## MEDICAL INSTITUTIONS

Sanitariums and Hospitals				
Business Manager *			88.0	110.0
Business Manager			82.0	107.0
Assistant Business Manager *			82.0	107.0
Assistant Business Manager			73.0	103.0
Treasurer			69.0	101.0
Cashier	49.5	76.5	62.5	98.0
Accountant	47.5	75.5	60.0	96.5
Credit Manager	52.0	77.5	65.5	99.0
Purchasing Agent	52.0	77.5	65.5	99.0
Personnel Director			65.5	99.0
Medical Records Librarian	52.0	77.5		
Medical Director				140.0
Physicians and Dentists**				
After completing internship				
First Year		95.0		117.5
Second Year		104.0		125.5
Third Year		112.5		133.5

In cases where divisions deem it advisable, the following scale may be used for national workers after completion of internship:

First year	-	87.0	93.5
Second year		91.5	102.5
Third year		97.5	111.0
Fourth year		104.0	118.5
Fifth year		112.5	133.5
Director School of Nursing	64.0	83.0	
Ass. Dir. School of Nursing	62.0	82.0	
Supervisor of Nursing Instruction	56.0	79.0	
Supervisor of a Clinical Service	56.0	79.0	
Director of Nursing Service	64.0	83.0	
Ass. Dir. of Nursing Service	62.0	82.0	

<sup>\*</sup> The maximum rate will apply only to those institutions of over one hundred beds.

<sup>\*\*</sup> Up to 6.5% may be added if Board qualified.

Women		M	en
Min.	Max.	Min.	Max.
57.0	80.0	72.0	102.5
48.5	76.0	62.5	97.5
44.0	78.5	55.5	94.0
62.0	82.0		
48.5	76.0		
59.0	81.0	74.5	103.5
54.0	78.5	67.0	100,0
54.0	78.5	67.0	100.0
54.0	78.5		
48.5	76.0		
45.5	74.5		
45,5	74.5		
43.0	73.0		
34.5	68.5		
34.5			
34.5	68.5		
	Min. 57.0 48.5 44.0 62.0 48.5 59.0 54.0 54.0 54.0 54.0 34.5 45.5 45.5 43.0 34.5	Min. Max. 57.0 80.0 48.5 76.0 44.0 78.5 62.0 82.0 48.5 76.0 59.0 81.0 54.0 78.5 54.0 78.5 54.0 78.5 54.0 78.5 48.5 76.0 45.5 74.5 45.5 74.5 43.0 73.0 34.5 68.5 34.5 68.5	Min. Max. Min. 57.0 80.0 72.0 48.5 76.0 62.5 44.0 73.5 55.5 62.0 82.0 48.5 76.0 59.0 81.0 74.5 54.0 78.5 67.0 54.0 78.5 54.5 68.5 53.5 68.5