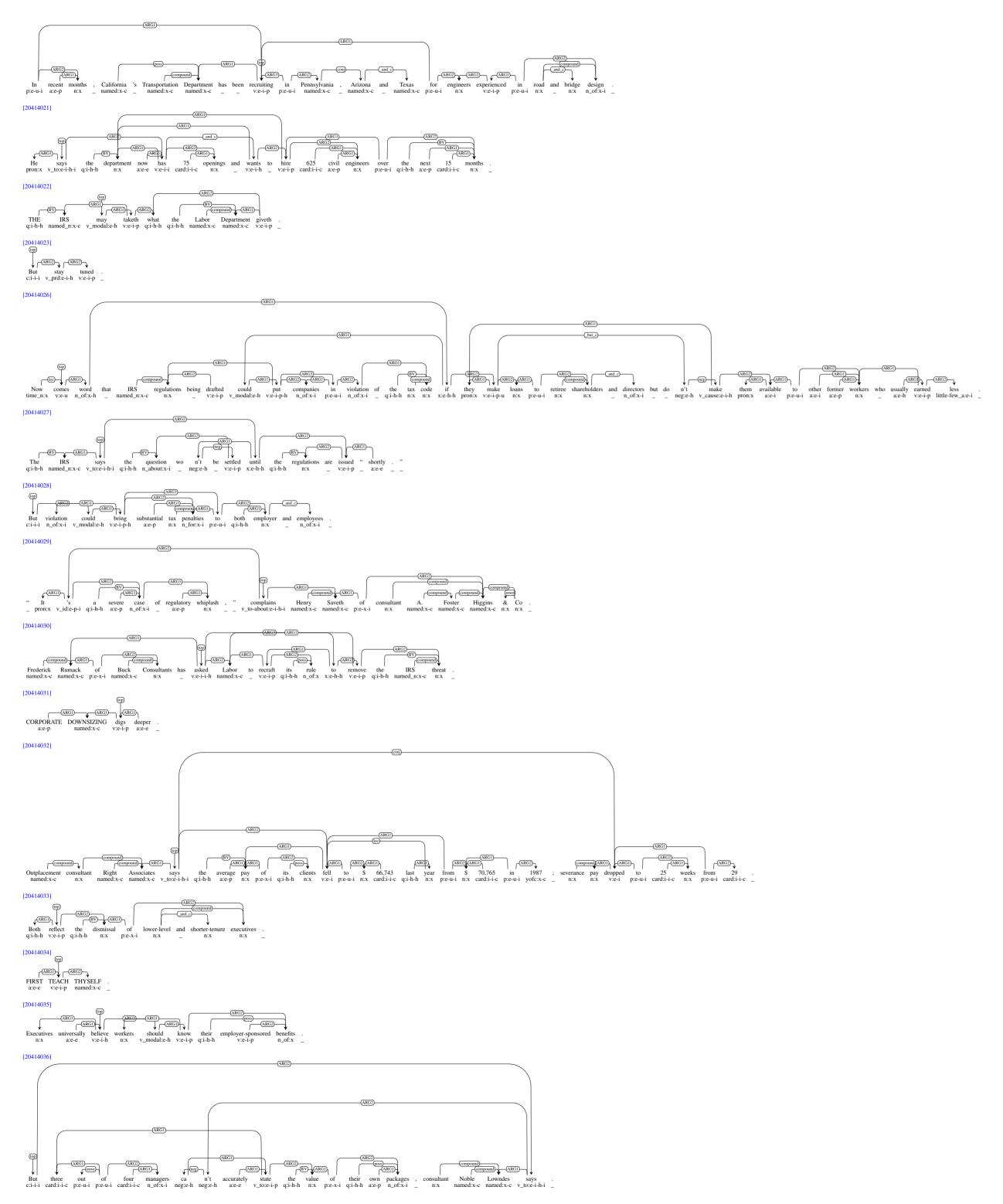
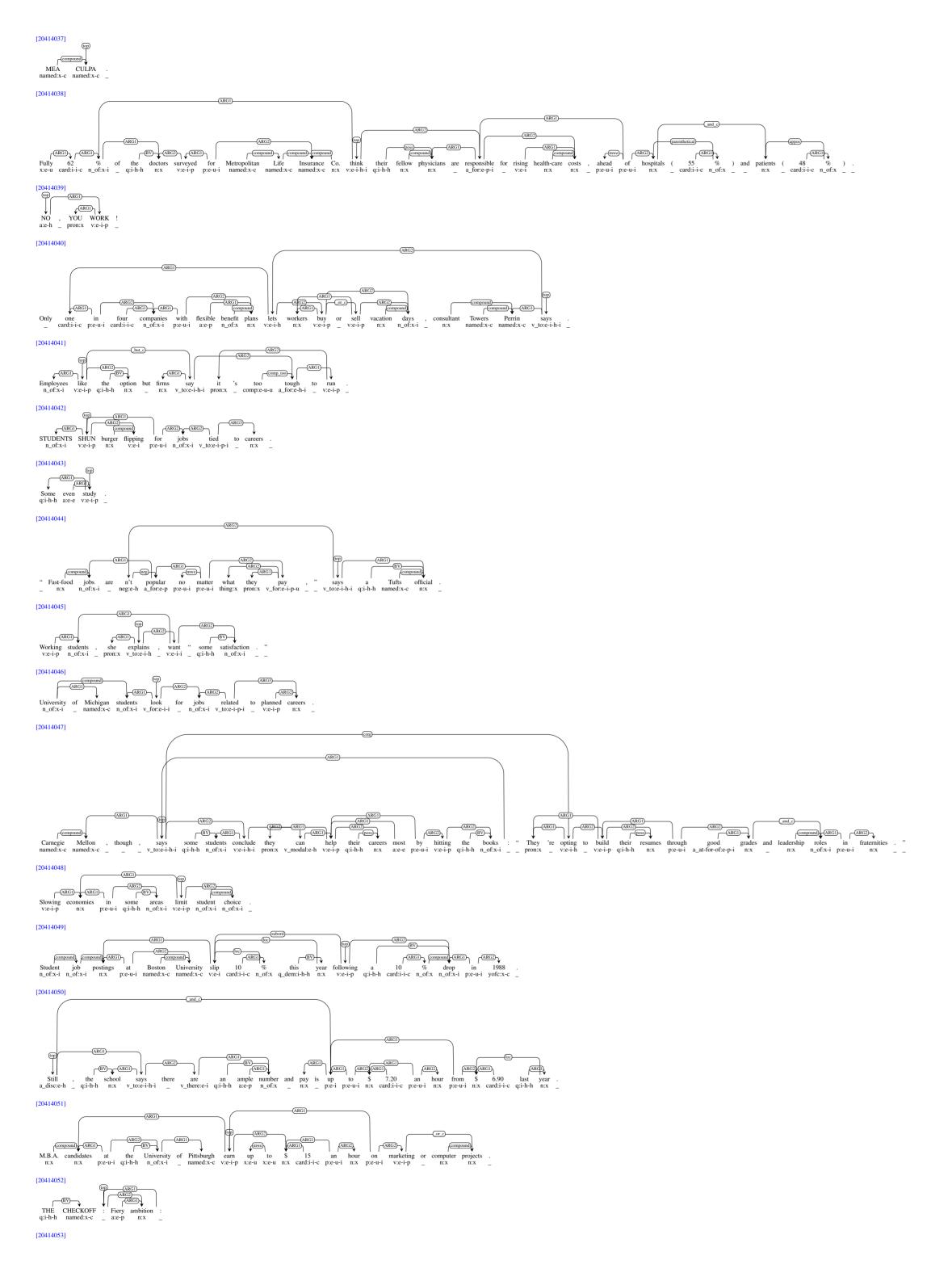
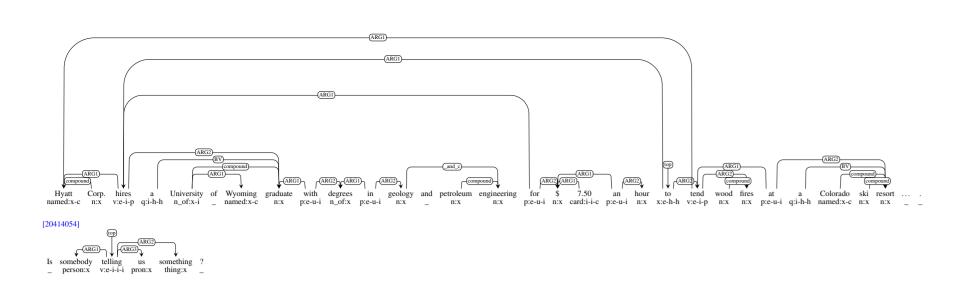
## **Document 0414** BROKERAGE HIRING languishes amid market turmoil n:x v:e-i-p v:e-i-p p:e-u-i n:x n:x But survivors earn more c:i-i-i n:x v:e-i-p much-many\_a:e-i \_ ARG2 Shearson Lehman Hutton Inc. counts under 39,000 workers , down 100 from the start of the year and off 8,500 from after its merger and the market collapse two years ago named:x-c named:x-Another major firm has cut 6,000 workers , 13 % of its staff , since Black Monday q:i-h-h a:e-p n:x \_ v:e-i-p card:i-i-c n:x \_ card:i-i-c n\_of:x p:e-x-i q:i-h-h n\_of:x \_ p:e-u-i named:x-c dofw:x-c ARG2)— The Bureau of Labor Statistics says securities firms in New York City alone have slashed 17,000 jobs from the December 1987 peak of 163,000 .q:i-h-h named:x-c p:e-x-i named:x-c Average annual earnings of those who have hung on though surged to \$ 78,625 last year from \$ 69,553 in 1987 are-p n:x p:e-x-i x:x \_ \_ v\_on:e-i \_ \_ \_ v:e-i p:e-u-i n:x card:i-i-c q:i-h-h n:x p:e-u-i n:x card:i-i-c p:e-u-i yofc:x-c \_ Any hiring is confined to retail sales . q:i-h-h v:e-i-p \_ v\_to:e-i-p-i \_ n:x n\_of:x-i \_ Illinois Company Investments had been trimming its ranks until last summer named:x-c named:x-c named:x-c \_ \_ \_ v:e-i-p q:i-h-h n:x p:e-u-i q:i-h-h season:x-c \_ (sp) (ARGI) (ARGI) (Compound) (Co (ARGI) (ARGI) Now it offers richer commissions to lure a broker a week a:e-h pron:x v:e-i-p a\_in:e-i n\_of:x-i x:e-h-h v:e-i-p q:i-h-h n:x p:e-u-i n:x A.G. Edwards & Sons runs training classes and looks for experienced brokers named:x-c named:x-c v:e-i-p n\_of:x-i \_ v\_for:e-i-i \_ a\_in:e-p-i n:x "We 're always going to hire someone we consider to be a winner , "an Edwards official says . \_ pron:x \_ a:e-e v\_qmodal:e-h \_ v:e-i-p person:x pron:x v:e-i-h \_ v\_id:e-p-i q:i-h-h n\_of:x-i \_ q:i-h-h named:x-c n:x v\_to:e-i-h-i \_ ARGI SKILLED WORKERS aplenty are available to cope with earthquake damage a:e-p n:x a:e-i \_ a:e-i \_ x:e-h-h v\_with:e-i-i \_ n:x n\_to:x-i \_ [20414015] (ARG2) "I do n't foresee any shortages over the next few months , " says Ken Allen , an official of Operating Engineers Local 3 in San Francisco pron:x \_ neg:e-h v:e-i-p q:i-h-h n\_of:x-i p:e-u-i q:i-h-h x:e-u little-few\_a:e-p n:x \_ v\_to:e-i-h-i named:x-c named:x-c \_ q:i-h-h n:x p:e-x-i named:x-c \_ na The supply of experienced civil engineers , though , is tighter . q:i-h-h n:x p:e-x-i a\_in:e-p-i a:e-p n:x \_ \_ \_ \_ a:e-i \_

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