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PERCENTAGE OF GS-10 THRU 13 AGENTS IN SMALL AND MEDIUM OFFICES
12/07/87

OFFICE	TOTAL 10-13	TOTAL GS-13	PERCENTAGE GS-13	TOTAL GS-10	PERCENTAGE GS-10	TOTAL GS-11 & 12	PERCENTAGE GS-11 & 12
ALBANY	64	40	62.50	16	25.00	8	12.50
ALBUQUERQUE	51	34	66.67	16	31.37	1	1.96
ALEXANDRIA	77	26	33.77	29	37.66	22	28.57
ANCHORAGE	19	16	84.21	2	10.53	1	5.26
ATLANTA	128	80	62.50	23	17.97	25	19.53
BIRMINGHAM	55	33	60.00	14	25.45	8	14.55
BUFFALO	80	48	60.00	16	20.00	16	20.00
BUTTE	41	29	70.73	9	21.95	3	7.32
CHARLOTTE	81	53	65.43	9	11.11	19	23.46
CINCINNATI	79	57	72.15	11	13.92	11	13.92
COLUMBIA	54	34	62.96	12	22.22	8	14.81
DALLAS	141	70	49.65	46	32.62	25	17.73
DENVER	90	48	53.33	22	24.44	20	22.22
EL PASO	45	23	51.11	16	35.56	6	13.33
HONOLULU	51	31	60.78	16	31.37	4	7.84
HOUSTON	165	84	50.91	32	19.39	49	29.70
INDIANAPOLIS	87	57	65.52	9	10.34	21	24.14
JACKSON	47	31	65.96	8	17.02	8	17.02
JACKSONVILLE	65	46	70.77	17	26.15	2	3.08
KANSAS CITY	100	58	58.00	15	15.00	27	27.00
KNOXVILLE	60	42	70.00	10	16.67	8	13.33
LAS VEGAS	81	50	61.73	18	22.22	13	16.05
LITTLE ROCK	45	33	73.33	10	22.22	2	4.44
LOUISVILLE	76	49	64.47	9	11.84	18	23.68
MEMPHIS	67	43	64.18	9	13.43	15	22.39
MILWAUKEE	75	45	60.00	15	20.00	15	20.00
MINNEAPOLIS	81	46	56.79	17	20.99	18	22.22
MOBILE	44	28	63.64	12	27.27	4	9.09
NEW HAVEN	88	57	64.77	18	20.45	13	14.77
NEW ORLEANS	125	72	57.60	31	24.80	22	17.60
NORFOLK	45	30	66.67	7	15.56	8	17.78
OKLAHOMA CITY	99	59	59.60	32	32.32	8	8.08
OMAHA	59	38	64.41	15	25.42	6	10.17
PHOENIX	105	58	55.24	34	32.38	13	12.38
PITTSBURGH	114	81	71.05	16	14.04	17	14.91
PORTLAND	54	35	64.81	13	24.07	6	11.11
RICHMOND	47	27	57.45	14	29.79	6	12.77
SACRAMENTO	70	40	57.14	18	25.71	12	17.14
ST LOUIS	72	43	59.72	19	26.39	10	13.89
SALT LAKE CITY	40	25	62.50	13	32.50	2	5.00
SAN ANTONIO	84	56	66.67	19	22.62	9	10.71
SAN DIEGO	120	58	48.33	27	22.50	35	29.17
SAN JUAN	89	30	33.71	0	0.00	59	66.29
SAVANNAH	38	28	73.68	7	18.42	3	7.89
SEATTLE	68	39	57.35	18	26.47	11	16.18
SPRINGFIELD	51	33	64.71	9	17.65	9	17.65
TAMPA	90	58	64.44	16	17.78	16	17.78
	3507	2101	59.91	764	21.79	642	18.31

PERCENTAGE OF GS-10 THRU 13 AGENTS IN THE TOP 12 12/07/87

OFFICE	TOTAL 10-13	TOTAL GS-13	PERCENTAGE GS-13	TOTAL GS-10	PERCENTAGE GS-10	TOTAL GS-11 & 12	PERCENTAGE GS-11 & 12
BALTIMORE	176	137	77.84	6	3.41	33	18.75
BOSTON	203	168	82.76	6	2.96	29	14.29
CHICAGO	365	217	59.45	39	10.68	109	29.86
CLEVELAND	157	124	78.98	1	0.64	32	20.38
DETROIT	217	155	71.43	18	8.29	44	20.28
LOS ANGELES	439	295	67.20	50	11.39	94	21.41
MIAMI	287	199	69.34	26	9.06	62	21.60
NEWARK	253	151	59.68	40	15.81	62	24.51
NEW YORK CITY	1001	506	50.55	44	4.40	451	45.05
PHILADELPHIA	289	235	81.31	7	2.42	47	16.26
SAN FRANCISCO	289	218	75.43	7	2.42	64	22.15
WASHINGTON FLD	476	269	56.51	71	14.92	136	28.57
	4152	2674	64.40	315	7.59	1163	28.01