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**SPEER FINANCIAL CLIENT BOND SALES**

The year 2001 continued to be busy for Speer Financial for which we thank our clients.

|                   | <u>2001</u> |                    | <u>2000</u> |                    | <u>1999</u> |                    | <u>1998</u> |                    |
|-------------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|-------------|--------------------|
|                   | <u>No.</u>  | <u>Amount</u>      | <u>No.</u>  | <u>Amount</u>      | <u>No.</u>  | <u>Amount</u>      | <u>No.</u>  | <u>Amount</u>      |
| Negotiated.....   | 58          | \$162,885,391      | 35          | \$151,538,460      | 49          | \$305,399,035      | 38          | \$299,542,000      |
| Competitive.....  | <u>127</u>  | <u>538,814,739</u> | <u>93</u>   | <u>288,545,895</u> | <u>84</u>   | <u>327,379,506</u> | <u>118</u>  | <u>439,121,373</u> |
| Total Sales ..... | 185         | \$701,700,130      | 128         | \$440,084,355      | 133         | \$632,778,541      | 156         | \$738,663,373      |

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Speer Financial would like to thank the new and renewing clients who selected us as their Financial Advisor in 2001. We appreciate your trust and continue to strive to provide the highest possible quality of service to all clients.

City of Danville, IL  
City of Warrenville, IL  
City of Fairfax, IA  
City of Elgin, IA  
City of Alburnett, IA  
Mt. Prospect S.D. 57, IL  
Carbondale P.D., IL  
Kingsbury P.D., IL  
Coogan Utilities, IA  
Pecatonica Public Lib. Dist. IL  
Village of Bedford Park, IL

City of Chicago, IL  
Village of Phoenix, IL  
Village of Lena, IL  
City of Charleston, IL  
City of Geneva, IL  
Fairfield S.D. 225, IL  
Savanna P.D., IL  
Fayette County, IA  
Frankfort Township. IL  
Lisle-Woodridge Fire Dist., IL

Village of Hoffman Estates, IL  
City of Grand Mound, IA  
City of Gilman, IL  
City of Gilbertville, IA  
Fisher S.D. No. 1, IL  
Hamilton P.D., IL  
Will County , IL  
Campton Township, IL  
Edgar Marshall Water Authority, IL  
Will County Forest Preserve District  
Michigan Public Power Agency, MI

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