

SPEER FINANCIAL CLIENT BOND SALES

The year 2002 continued to be busy for Speer Financial for which we thank our clients.

	<u>2002</u>		<u>2001</u>		<u>2000</u>		<u>1999</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.....	82	\$643,049,624	58	\$162,885,391	35	\$151,538,460	49	\$305,399,035
Competitive.....	<u>131</u>	<u>713,400,212</u>	<u>127</u>	<u>538,814,739</u>	<u>93</u>	<u>288,545,895</u>	<u>84</u>	<u>327,379,506</u>
Total Sales	213	\$1,356,449,836	185	\$701,700,130	128	\$440,084,355	133	\$632,778,541

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Speer Financial would like to thank the new and renewing clients who selected us as their Financial Advisor in 2002. We appreciate your trust and continue to strive to provide the highest possible quality of service to all clients.

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| Village of Round Lake, IL | Elmwood S.D. No. 322, IL | Village of Wauconda, IL |
| Village of Hawthorn Woods, IL | Glenbard H.S.D. No. 87, IL | Village of Beach Park, IL |
| Village of Machesney Park, IL | North Chicago C.U.S.D. No. 187, IL | Village of Kingston, IL |
| Village of Mount Zion, IL | Glen Ellyn S.D. No. 41, IL | Village of Harwood Heights, IL |
| Norridge Park District, IL | Crystal Lake Park District, IL | Palos Heights Library, IL |
| Lombard Park District, IL | Shelby County Social Services, IL | City of Walker, IA |
| North Suburban Municipal Joint Action Water Agency | | |

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