
SPEER FINANCIAL CLIENT BOND SALES

The year 2003 continued to be busy for Speer Financial for which we thank our clients.

	<u>2003</u>		<u>2002</u>		<u>2001</u>		<u>2000</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.....	77	\$399,992,632	83	\$644,329,624	58	\$162,885,391	35	\$151,538,460
Competitive.....	148	657,908,683	131	713,400,212	127	538,814,739	93	288,545,895
Total Sales	225	\$1,057,901,314	214	\$1,357,729,836	185	\$701,700,130	128	\$440,084,355

* * * * *

Speer Financial would like to thank the new and renewing clients who selected us as their Financial Advisor in 2003. We appreciate your trust and continue to strive to provide the highest possible quality of service to all clients.

Village of Franklin Park, IL
City of Coultier, IA
City of Woodbine, IA
Tripoli Nursing Home, IA
Lockport Township Park Dist., IL

Village of Capron, IL
Kane Co. Forest Preserve District, IL
City of Parkersburg, IA
Grundy Co. Memorial Hospital, IA
Lineville-Clio CSD, IA

Village of Berkely, IL
Knox County Nursing Home, IL
Union County, IA
Round Lake Public Library District, IL

SPEER FINANCIAL, INC.
1 NORTH LASALLE STREET
SUITE 4100
CHICAGO, IL 60602
