

**SPEER FINANCIAL CLIENT BOND SALES**

The year 2004 continued to be busy for Speer Financial for which we thank all our clients.

	<u>2004</u>		<u>2003</u>		<u>2002</u>		<u>2001</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.....	73	\$310,641,131	77	\$399,992,632	83	\$644,329,624	58	\$162,885,391
Competitive.....	129	<u>569,571,862</u>	148	<u>657,908,683</u>	131	<u>713,400,212</u>	127	<u>538,814,739</u>
Total Sales.....	202	\$880,212,993	225	\$1,057,901,314	214	\$1,357,729,836	185	\$701,700,130

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Speer Financial would like to thank the new and renewing clients who selected us as their Financial Advisor in 2004. We appreciate your trust and continue to strive to provide the highest possible quality of service to all clients, regardless of issue size or length of service.

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|-----------------------------------|-----------------------------|--|
| Village of Morton Grove, IL       | Village of Tremont, IL      | Village of Burlington, IL                |
| City of Freeport, IL              | City of Sullivan, IL        | New Lenox Park District, IL              |
| Village of Hanover Park, IL       | Village of Elwood, IL       | Blue Island Park District, IL            |
| Village of Maywood, IL            | City of Manchester, IA      | Gurnee Park District, IL                 |
| City of McHenry, IL               | City of Eureka, IL          | Bourbonnais Township Park District, IL   |
| Murphysboro Park District, IL     | Riverdale Park District, IL | Channahon Park District, IL              |
| Peoria Civic Center Authority, IL | Lake Villa Township, IL     | Huntley Area Public Library District, IL |
| City of Tripola, IA               | City of Latimer, IA         | Carbondale School District No.165, IL    |

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