

SPEER FINANCIAL CLIENT BOND SALES

The year 2005 continued to be busy for Speer Financial for which we thank all our clients.

| | <u>2005</u> | | <u>2004</u> | | <u>2003</u> | | <u>2002</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..... | 60 | \$628,216,722 | 73 | \$310,641,131 | 77 | \$399,992,632 | 83 | \$644,329,624 |
| Competitive..... | <u>142</u> | <u>733,835,624</u> | <u>129</u> | <u>569,571,862</u> | <u>148</u> | <u>657,908,683</u> | <u>131</u> | <u>713,400,212</u> |
| Total Sales..... | 202 | \$1,362,052,346 | 202 | \$880,212,993 | 225 | \$1,057,901,314 | 214 | \$1,357,729,836 |

Speer Financial would like to thank the new and renewing clients who selected us as their Financial Advisor in 2005. 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 Elwood | Town of Cortland | City of Darien |
| Village of Newark | Champaign Park District | Lake County Forest Preserve District |
| Matteson SD 162 | Darien Park District | Village of Wood Dale |
| Kane County | Lockport Twp PD | Harvey Park District |
| Village of Davis Junction | City of Sidney, Iowa | Kane County Forest Preserve District |
| City of Eldora, Iowa | | Permanent Planning II, Iowa |

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