

HISTORICAL PRODUCTIVITY - TABLE 4

GROUP ONE	2012	2011	2010	2009	2008
# EMPLOYEES	6.33	6.56	6.79	6.76	6.94
REVENUE/EMPL	\$125,227	\$113,613	\$107,855	\$109,105	\$107,102
COMPENS/EMPL	\$83,176	\$75,382	\$71,623	\$71,529	\$71,330
SPREAD	\$42,051	\$38,231	\$36,232	\$37,576	\$35,772

GROUP TWO	2012	2011	2010	2009	2008
# EMPLOYEES	16.60	16.80	17.11	17.44	17.78
REVENUE/EMPL	\$107,441	\$101,396	\$98,085	\$98,675	\$95,776
COMPENS/EMPL	\$71,760	\$67,793	\$65,554	\$64,336	\$61,488
SPREAD	\$35,681	\$33,603	\$32,532	\$34,339	\$34,288

GROUP THREE	2012	2011	2010	2009	2008
# EMPLOYEES	24.00	24.03	23.95	24.30	24.70
REVENUE/EMPL	\$120,373	\$117,042	\$119,291	\$115,283	\$111,356
COMPENS/EMPL	\$78,267	\$76,159	\$78,655	\$74,715	\$72,582
SPREAD	\$42,107	\$40,883	\$40,637	\$40,568	\$38,774

GROUP FOUR	2012	2011	2010	2009	2008
# EMPLOYEES	64.34	65.34	67.35	68.20	68.70
REVENUE/EMPL	\$128,089	\$120,359	\$125,214	\$122,643	\$124,672
COMPENS/EMPL	\$82,476	\$77,572	\$78,783	\$76,026	\$77,820
SPREAD	\$45,612	\$42,788	\$46,431	\$46,617	\$46,852