

BLACK ENTERPRISE

WEALTH FOR LIFE ELECTRONICALLY REPRINTED FROM JUNE 2012

B.E. FINANCIAL SERVICES COMPANIES



AS OF DEC. 31, 2011. SOURCE: B.E. RESEARCH AND THOMSON REUTERS. REVIEWED BY KBL L.L.P., CERTIFIED PUBLIC ACCOUNTANTS & ADVISORS.

Taxable Securities Ranking*

This Year	Last Year	Company	Location	Chief Executive	Staff	Lead Issues (in millions)	Lead No. of Issues	Co-Lead Issues (in millions)	Co-Lead No. of Issues	Total Issues (in millions)	Total No. of Issues
1	4	The Williams Capital Group L.P.	New York, NY	Christopher J. Williams	86	10,865.8	6	180,756.0	151	191,621.8	157
2	1	Loop Capital Markets L.L.C.	Chicago, IL	James Reynolds Jr.	155	10,017.3	20	134,425.7	164	144,443.0	184
3	3	CastleOak Securities L.P.	New York, NY	David R. Jones	50	6,760.7	19	125,773.3	106	132,534.0	125
4	5	M.R. Beal & Co.	New York, NY	Bernard B. Beal	50	109.1	3	26,847.8	14	26,956.9	17
5	2	Siebert Brandford Shank & Co. L.L.C.	New York, NY	Suzanne Shank	77	87.1	6	3,039.4	32	3,126.5	38

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Williams Capital