

# CHICAGO BUSINESS

## Chicago's largest executive recruiters

Ranked by net professional fee revenues\* From the April 22, 2002 issue of Crain's Chicago Business

	Company	Head of Chicago office	Fee revenues (millions)			U.S. fees (millions)			No. of prof'l recruiters		No. of 2001 searches		Average search compensation/1
			2001	2000	Change	2001	2000	Change	Chicago	U.S.	Chicago	U.S.	
1	<b>Spencer Stuart</b> , 401 N. Michigan Ave., Chicago 60611; (312) 822-0080; <a href="http://www.spencerstuart.com">www.spencerstuart.com</a>	Tom Snyder, Managing director	\$29.5	\$40.0	-26.3%	\$151.2	\$199.9	-24.4%	20	126	244	1,351	\$400,000
2	<b>Heidrick &amp; Struggles International Inc.</b> , Sears Tower, Suite 7000, Chicago 60606; (312) 496-1000; <a href="http://www.heidrick.com">www.heidrick.com</a>	Dale Visokey, Partner in charge	\$24.6	\$33.4	-26.3%	\$236.5/2	\$343.4/2	-31.1%	22	217	198	4,966	NA
3	<b>DHR International Inc.</b> , 10 S. Riverside Plaza, Suite 2220, Chicago 60606; (312) 782-1581; <a href="http://www.dhrintl.net">www.dhrintl.net</a>	David Hoffman, Chairman, CEO	\$15.9	\$13.3	+19.5%	\$62.1	\$61.0	+1.8%	20	101	NA	NA	NA
4	<b>Witt/Kieffer</b> , 2015 Spring Road, Suite 510, Oak Brook 60523; (630) 990-1370; <a href="http://www.wittkieffer.com">www.wittkieffer.com</a>	Jordan M. Hadelman, Chairman, CEO	\$10.7	\$8.1	+31.0%	\$26.3	\$25.7	+2.3%	18	58	195	500	\$191,148
5	<b>Ray &amp; Berndtson</b> , Sears Tower, Suite 4020, Chicago 60606; (312) 876-0730; <a href="http://www.rayberndtson.com">www.rayberndtson.com</a>	Robert H. Tate, Managing partner	\$7.5	\$9.4	-20.2%	\$26.6	\$40.3	-34.1%	7	34	119	312	\$247,000
6	<b>Systems Research Inc.</b> , 1250 Bank Drive, Schaumburg 60173; (847) 330-1222; <a href="http://www.systemsresearchinc.com">www.systemsresearchinc.com</a>	Daniel G. Kuesis, President	\$7.3	\$8.1	-9.6%	\$8.5	\$8.1	+4.3%	42	48	278	358	NA
7	<b>A. T. Kearney Executive Search</b> , 222 W. Adams St., Chicago 60606; (312) 648-0111; <a href="http://www.executivesearch.atkearney.com">www.executivesearch.atkearney.com</a>	G. Stephen Fisher, President	\$6.4	\$11.9	-46.2%	\$26.9	\$45.0	-40.2%	11	40	87	345	\$223,165
8	<b>M. Wood Co., 10 S. LaSalle St., Suite 3700, Chicago 60603; (312) 368-0633; <a href="http://www.mwoodco.com">www.mwoodco.com</a></b>	<b>Milton M. Wood, President, CEO</b>	\$5.4	\$5.7	-5.3%	\$5.4	\$5.7	-5.3%	6	6	63	63	NA
9	<b>Cook Associates Inc.</b> , 212 W. Kinzie St., Chicago 60610; (312) 329-0900; <a href="http://www.cookassociates.com">www.cookassociates.com</a>	John Kins, Chairman, CEO	\$5.0	\$6.0	-16.5%	\$6.8	\$8.6	-20.8%	10	15	90	120	\$170,000
10	<b>Kensington International Inc.</b> , 1415 W. 22nd St., Suite 500, Oak Brook 60523; (630) 571-0123; <a href="http://www.kionline.com">www.kionline.com</a>	Brian Clarke, Managing partner-search division	\$4.5	\$4.9	-8.2%	\$4.5	\$4.9	-8.2%	6	6	92	92	\$185,000

\* Fee revenue figures reflect fees on searches billed through the Chicago offices; the list includes firms whose revenues are generated by retained searches only. \*\* Crain's estimate. NA: Not available. NM: Not ranked; these firms did not submit auditor's statements verifying revenues. 1. Based on executives placed out of the Chicago office. 2. Includes North American region. 3. Fiscal year ends in June. **Research by**

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