

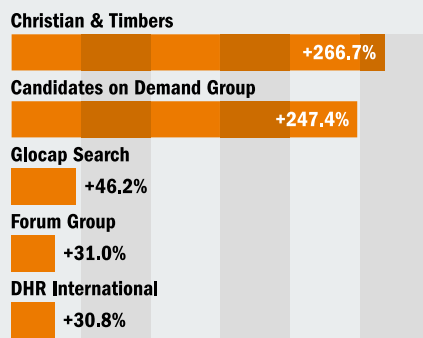
SEARCH FIRMS PLUMP UP THEIR RECRUITING STAFFS

MOST EXECUTIVE SEARCH FIRMS are taking advantage of the strengthening economy. One sign of their growth: The number of area recruiters employed in 2005 by the 25 companies on the *Crain's* list grew 21%, to 1,038.

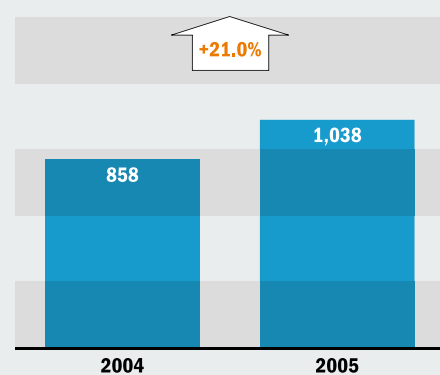
Two companies new to the list had the biggest gains. Christian & Timbers increased its roster of recruiters 267%, to 33, after focusing a hiring effort on the New York area. Candidates on Demand Group posted similar gains, boosting its recruiting staff by 247%, to 66. Rhodes Associates Executive Search, whose ranks fell by 17%, to 20, is the only firm in the top 25 to take a slide.

Biggest Gainers

% change in number of NY area recruiters, 2004-2005

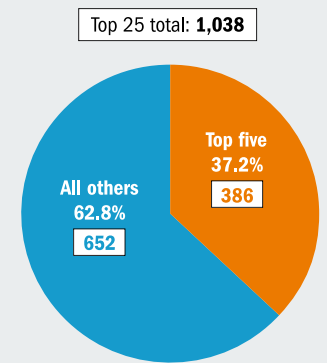


Total NY Area Recruiters at Top 25



Share for Top Five Companies

By number of NY area recruiters in 2005



JENNIFER CHIU

New York Area's Largest Executive Recruiters

Ranked by number of area recruiters

Rank	Company	Phone/Web site	Head of NY area office	New York area recruiters ¹		U.S. recruiters ^{1,2}		2005 billings (in millions)		% of billings from retained searches	Year NY office founded	Selected areas of specialization
				2005	2004	2005	2004	N.Y.	U.S. ²			
1	Response Cos. 23 E. 39th St. New York, NY 10016	(212) 983-8870 www.responseco.com	<i>Allen Gutterman</i> President	95	94	95	94	n/d	n/d	55%	1989	Accounting, financial services, banking and mortgage, marketing, health care
2	Solomon-Page Group³ 1140 Sixth Ave. New York, NY 10036	(212) 403-6100 www.solomonpage.com	<i>Lloyd Solomon, Scott Page</i> Managing directors	85	79	100	89	\$29.0	\$32.8	68%	1991	Financial services, health care and life sciences, publishing, information technology, legal services
3	Spherion Corp. 350 Park Ave. New York, NY 10022	(212) 213-3600 www.spherion.com	<i>John Gramer</i> Regional managing director	85	75	700	650	n/d	n/d	54%	1993	Accounting, finance, technology, tax, operations
4	Candidates on Demand Group⁴ 433 Fifth Ave. New York, NY 10016	(212) 213-0982 www.codgi.com	<i>Michael Woloshin</i> President	66	19	106	32	\$12.0 ⁵	\$15.0 ⁵	56%	2003	Information technology, accounting and finance, engineering, health care, legal
5	Forum Group 260 Madison Ave. New York, NY 10016	(212) 687-4050 www.forumpersonnel.com	<i>Frank G. Fusaro</i> President	55	42	55	42	n/d	n/d	55%	1974	Accounting, advertising, marketing research, human resources, information technology
6	Michael Page International Inc. 405 Lexington Ave. New York, NY 10174	(212) 661-4800 www.michaelpage.com	<i>Gary James</i> Managing director, North America	50	40	80	71	\$8.0	\$13.4	50%	1997	Financial services, accounting and finance
7	Options Group 121 E. 18th St. New York, NY 10003	(212) 982-0900 www.optionsgroup.com	<i>Michael Karp</i> Managing partner	47	39	54	42	n/d	n/d	90%	1992	Financial services
8	Execu Search Group 675 Third Ave. New York, NY 10017	(212) 922-1001 www.execu-search.com	<i>Edward Fleischman</i> President	44	40	44	40	n/d	n/d	55%	1985	Financial services, accounting, hedge funds, health care, information technology
9	Russell Reynolds Associates 200 Park Ave. New York, NY 10166	(212) 351-2000 www.russellreynolds.com	<i>Ron Lumbra</i> Managing director	43	37	142	124	n/d	n/d	100%	1969	CEOs, board members, corporate officers; financial services; technology; health care; consumer
10	Howard-Sloan Professional Search Inc. 1140 Sixth Ave. New York, NY 10036	(212) 704-0444 www.howardsloan.com	<i>Mitchell Berger</i> Chief executive	41	34	41	34	n/d	n/d	80%	1957	Legal, financial, information technology
11	Korn/Ferry International⁶ 200 Park Ave. New York, NY 10166	(212) 687-1834 www.kornferry.com	<i>Charles W.B. Wardell III</i> Managing director, Northeast region	41	39	191	175	\$49.0	\$247.8	100%	1970	Financial services, CEOs, consumer, life sciences and health care, nonprofit and education
12	Glocap Search 152 W. 57th St. New York, NY 10019	(212) 333-6400 www.glocap.com	<i>Adam D. Zoia</i> Managing partner	38	26	46	29	n/d	n/d	60%	1997	Hedge funds, private equity, investment banking, capital markets, business development
13	DHR International Inc. 280 Park Ave. New York, NY 10017	(212) 883-6800 www.dhrinternational.com	<i>Frank T. Spencer</i> Managing director, vice chairman, partner	34	26	130	140	n/a	n/a	100%	1997	Retail, consumer, nonprofit, health care, financial services
14	Executive HealthSearch Inc. 109 Croton Ave. Ossining, NY 10562	(888) 471-3244 www.executivehealthsearch.com	<i>Kenneth Kruger</i> President	34	32	36	32	n/d	n/d	70%	1999	Health care administration, human resources management, physician executives, nursing management, managed care
15	Heidrick & Struggles International Inc. 245 Park Ave. New York, NY 10167	(212) 867-9876 www.heidrick.com	<i>Jory Marino</i> Managing partner	34 ⁷	32	136 ^{7,8}	139 ⁸	\$68.9 ⁹	\$218.2 ^{8,9}	100%	1963	Financial services, retail, industrial, consumer, business and professional services
16	Christian & Timbers 1177 Sixth Ave. New York, NY 10036	(212) 588-3500 www.ctnet.com	<i>Brian M. Sullivan</i> Chief executive	33	9	73	40	\$14.5	\$40.2	100%	1996	Financial services, technology, life sciences, professional services, board services

PROFESSIONS

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				2005	2004	2005	2004	N.Y.	U.S. ²			
17	Mestel & Co. 575 Madison Ave. New York, NY 10022	(646) 356-0500 www.mestel.com	<i>Lynn Mestel</i> President	32	30	65	46	n/d	n/d	50%	1987	Legal services
18	Koren Rogers Executive Search 701 Westchester Ave. White Plains, NY 10604	(914) 686-5800 www.korenrogers.com	<i>Michael B. Koren</i> Chief executive	27	23	27	23	\$5.7	\$5.7	90%	1988	CEOs, COOs, CFOs, controllers, treasurers; consumer products; media and entertainment; service companies
19	Battalia Winston International 555 Madison Ave. New York, NY 10022	(212) 308-8080 www.battaliawinston.com	<i>Dale Winston</i> Chairwoman, chief executive	26	24	36	34	n/d	n/d	100%	1963	Health care, professional and financial services, consumer and retail, industrial, technology
20	Howard-Sloan-Koller Group 300 E. 42nd St. New York, NY 10017	(212) 661-5250 www.hsksearch.com	<i>Edward R. Koller Jr.</i> President, chief executive <i>Karen Danziger</i> Executive vice president	23	19	23	19	\$4.8	\$4.8	95%	1958	Print and online publishing, media and entertainment, advertising, direct marketing, licensing and syndication
21	Global Research 444 E. 82nd St. New York, NY 10028	(212) 980-3800 www.globalresearchnet.com	<i>Richard R. Wolf</i> President, chief executive	22	20	24	20	\$2.9	\$2.9	100%	1990	Pharmaceuticals, financial services, consumer products, consulting, insurance
22	Spencer Stuart³ 77 Park Ave. New York, NY 10172	(212) 336-0200 www.spencerstuart.com	<i>William Clemens Jr.</i> Office manager	22	19	136	129	n/d	n/d	100%	1961	Consumer goods and services, financial services, industrial, life sciences, technology
23	Viscusi Group 200 Lexington Ave. New York, NY 10016	(212) 979-5700 www.viscusigroup.com	<i>Stephen Viscusi</i> Chief executive	22	20	22	20	n/d	n/d	100%	1985	Furniture, floor covering, kitchen and bath, textiles and upholstery office cubicles
24	Rhodes Associates Executive Search Inc. 555 Fifth Ave. New York, NY 10017	(212) 983-2000 www.rhodesassociates.com	<i>Steven Littman</i> President	20	24	21	26	\$10.7	\$11.7	100%	1969	Real estate, asset management, wealth management, banking and capital markets
25	Stephen-Bradford Search 1140 Sixth Ave. New York, NY 10036	(212) 221-6333 www.stephenbradford.com	<i>Erika Weinstein</i> Managing director	19	16	19	16	n/d	n/d	95%	1999	Advertising, beauty and luxury, marketing research, marketing, sales

EJ Associates, which appeared in the 2005 list, declined to respond.

New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. Crain's New York Business uses staff research, extensive surveys and the most current references available to produce its lists, but there is no guarantee that these listings are complete. To qualify for this list, a company must have a New York area office, and retained searches must represent 50% of billings or more. Eighty-six companies were contacted for this list, in most cases based on information from Kennedy Information Inc.'s 2005 Directory of Executive Recruiters. Information was provided by the companies. In case of tied figures, companies are listed alphabetically. Billings figures are for calendar year unless otherwise noted. n/a Not available. n/d Not disclosed. 1-Full-time and full-time-equivalent recruiters as of Dec. 31. 2-Includes New York area. 3-Fiscal year ends Sept. 30. 4-Fiscal year ends Jan. 31. 5-Company estimate. 6-Fiscal year ends April 30. 7-As of Sept. 30. 8-Figure is for United States and Canada only. 9-Twelve months ended Sept. 30, 2005.

RESEARCH: Denise Southwood and Adrienne Pasquarelli



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