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MARKET trends

Marc Bowles, Chief Marketing Officer, The Delta Companies

For more than four years, The *Physician Recruiting Standard* has provided administrators the data and statistical information needed to make informed decisions about the recruitment process. Today, with a more compact design and a more organized flow of information, I'm proud to introduce the redesigned *Standard*.

Market News By shedding light on statistical data, trends in physician recruiting and relevant studies and surveys, the Market Trends section will provide you with insights that go beyond the data and inform you about the market itself. Information is compiled from search assignments, placement data and studies with healthcare facilities and physicians alike.

Permanent Placement In addition to starting compensation and average-days-to-fill data, the new *Standard* includes more thorough, relevant information such as the "percent change" from the previous year, comparing today's data with that one year ago. "Total annual compensation" includes income in

addition to salary or guarantee that is expected through reasonable production. In addition, the "placements by population" chart indicates the population sizes of communities physicians are moving to.

Market Demand This section provides search data from facilities across the nation, including top-requested specialties today vs. one year ago.

Locum Tenens To provide you information relevant to your coverage needs during the recruitment process, this section provides you with up-to-date average costs by specialty for locum tenens providers.

To offer feedback on the new design or to suggest additional data for future editions, please contact Mike Gianas, Advertising Manager at The Delta Companies at the contact information listed below. All feedback is greatly appreciated in our pursuit to provide you with the most accurate and timely data for your organization.

The information contained herein is of a general nature and is not intended to address the circumstances of any particular individual or entity. No one should act on such information without appropriate counseling and a thorough examination of the particular situation. For additional copies, including a .pdf version, or for special distribution requests, contact Mike Gianas, Advertising Manager, The Delta Companies at (800) 521-5060 x209 or mgianas@thedeltadifference.com. For more information regarding specific specialties, regions, or trends, contact Marc Bowles, Chief Marketing Officer, The Delta Companies at (800) 521-5060 x217 or mbowles@thedeltadifference.com. © 2006 The Delta Companies

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the physician recruiting STANDARD™

2nd Quarter 2006
July '05 - June '06



Permanent Placements

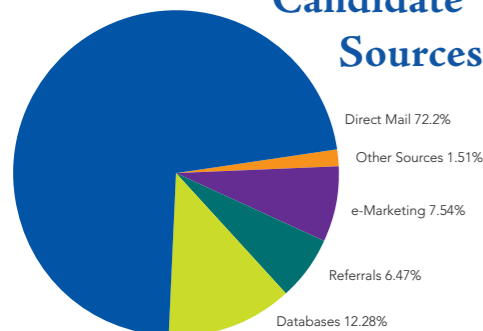
Placement Data by Specialty



	Average Starting Compensation	% Change from Year Previous	Average Sign-on Bonus	Average Days Intvw. to Placement	Average Days Total Placement	Fastest Days-to-Fill	Total Annual Compensation
Primary Care							
Family Practice	\$153,887	▲4.9%	\$19,638	36	160	42	\$218,429
Internal Medicine	\$172,640	▲11.4%	\$25,557	29	113	63	\$220,865
Pediatrics	\$169,721	▲2.9%	\$18,611	29	103	38	\$226,586
Psychiatry	\$180,541	▲7.1%	\$19,167	28	34	53	\$245,704
Obstetrics/Gynecology	\$261,040	▲3.8%	\$27,359	36	142	58	\$351,284
Surgery							
General Surgery	\$275,009	▲12%	\$27,150	28	123	21	\$376,265
Orthopedic Surgery	\$407,526	▲13.5%	\$40,138	61	197	62	\$534,285
Otolaryngology	\$302,785	▲8.1%	\$28,583	33	180	59	\$430,287
Urology	\$350,090	▼1.4%	\$27,315	69	272	144	\$554,910
Neurosurgery	\$560,416	▲8.4%	\$43,285	117	186	108	\$766,658
Sub-Specialties							
Cardiology	\$404,670	▲13.8%	\$29,469	45	156	70	\$562,916
Neurology	\$224,607	▼3.8%	\$23,500	88	257	162	\$336,635
Oncology	\$273,125	▼9%	\$22,500	90	187	68	\$556,249
Pulmonary Disease	\$279,659	▲20.3%	\$20,312	28	145	38	\$425,075
Gastroenterology	\$347,400	▲2.9%	\$27,102	50	224	106	\$495,114
Hospital Based							
Anesthesiology	\$327,656	▲2.4%	\$20,791	30	132	64	\$383,625
Radiology	\$395,071	0%	\$32,916	14	104	52	\$468,375
Hospitalist	\$177,145	0%	\$11,545	36	213	36	\$215,769
Emergency Medicine	\$231,412	▼18.3%	\$14,583	24	103	89	\$235,767
CRNA	\$160,395	n/a*	\$10,916	25	135	94	\$177,360

Data reflects averages from over 1,152 placements and interviews by Delta Physician Placement and Liquid Medical Recruiting from July 2005 to June 2006. "Average Starting Compensation" data reflects average beginning compensation only. "% Change from Year Previous" column reflects change from numbers published in the Q2 2005 Physician Recruiting Standard, June 2004 - June 2005. "Total Annual Compensation" data reflects average yearly compensation excluding benefits. *CRNA data was not reported in the June 2005 Physician Recruiting Standard.

Candidate Sources

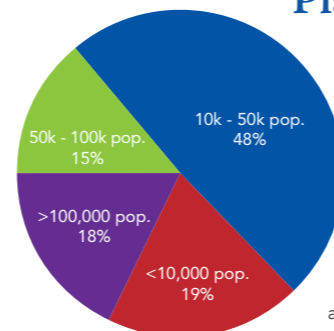


Placement Statistics by Specialty Grouping

	Primary Care	Surgery	Sub-Specialties	Hospital Based
Second Interview Required	16%	18%	29%	22%
Currently In-Practice	86%	89%	88%	86%
Offered Salary (no Guarantee)	65%	69%	68%	96%

Data is based on placements made from July 2005 to June 2006.

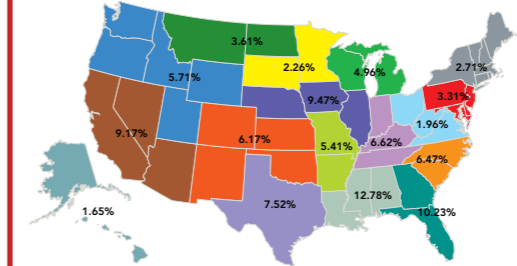
Placements by Population



Data indicates the percentage of placements made from July 2005 to June 2006 by the population of the search facility's metropolitan area.

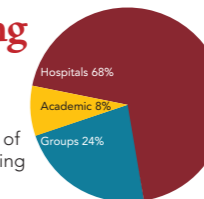
Market Demand

Nationwide Search Distribution



This chart represents searches initiated by Delta Physician Placement on behalf of healthcare facilities for July 2005 to June 2006.

Search Distribution by Practice Setting



This data indicates the percentage of searches initiated by practice setting between July 2005 and June 2006.

Specialty Demand Comparison

	2 nd Quarter 2006	2 nd Quarter 2005
1.	Internal Medicine	Orthopedic Surgery
2.	Family Practice	Internal Medicine
3.	Hospitalist	Family Practice
4.	Orthopedic Surgery	Cardiology
5.	Cardiology	General Surgery
6.	General Surgery	Radiology
7.	Gastroenterology	Neurology
8.	OB/GYN	Pulmonary Disease
9.	CRNA	Urology
10.	Otolaryngology	OB/GYN
11.	Pulmonary Disease	Gastroenterology
12.	Anesthesiology	Neurosurgery
13.	Neurology	Emergency Medicine
14.	Pediatrics	Otolaryngology
15.	Urology/Radiology (tie)	Oncology

This data compares the top 15 most requested searches initiated on behalf of healthcare facilities by Delta Physician Placement in the second quarters of 2005 and 2006.

Locum Tenens

Average Cost for Coverage

Anesthesiology (CARD or PED)	\$2,446/day
Anesthesiology (General)	\$1,943/day
Cardiology (Interventional)	\$2,155/day
Cardiology (Invasive)	\$1,844/day
CRNA	\$1,161/day
Dermatology	\$1,360/day
Emergency Medicine (EM Residency)	\$237/hour
Emergency Medicine (no EM Residency)	\$185/hour
Family Practice (no OB)	\$98/hour
Gastroenterology	\$1,486/day
General Surgery	\$1,428/day
Hospitalist	\$133/hour
Internal Medicine	\$105/hour
Nephrology	\$1,191/day
Neurology	\$1,230/day
Neurosurgery	\$2,792/day
Occupational Medicine	\$96/hour
Orthopedic Surgery	\$1,710/day
Pediatrics	\$94/hour
Psychiatry	\$1,164/day
Pulmonary Critical Care	\$1,675/day
Radiation Oncology	\$1,439/day
Radiology (Diagnostic)	\$2,262/day
Radiology (Interventional)	\$2,722/day
Urgent Care	\$114/hour
Urology	\$1,374/day

Data indicates the average rates billed for locum tenens coverage in each specialty from April to June 2006. Daily rates are based on an eight-hour day. Exact rates vary according to the provider's experience and/or skill level and depends on client-specific job parameters.



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