

**2006 Salary Data Presentation and Comparison (Includes Benefits)  
Administration - Office and Terminal**

**Exhibit IX**

<i>Benchmark Number</i>	<i>Benchmark Title</i>	<i>Area</i>	<i># Of Survey Participants</i>	<i># of Employees</i>	<i>Reported Hourly</i>	<i>Range Min &amp; Max</i>	<i>Weighted Monthly Base Pay</i>	<i>Weighted Monthly Benefit</i>	<i>Survey Weighted - Base Pay &amp; Benefits</i>
201	Accountant	Survey	4	9	3500	4800	4458	583	5041
		WSFS		4	2882	4159	3578	663	4241
		<b>% Difference</b>					<b>-24.6</b>		<b>-18.9</b>
202	Accounting Assistant 2	Survey	3	5	2788	3820	3391	555	3946
		WSFS		5	2386	3437	2655	663	3318
		<b>% Difference</b>					<b>-27.7</b>		<b>-18.9</b>
203	Accounting Assistant 3	Survey	4	4	3000	4200	3709	583	4292
		WSFS		5	2624	3780	3234	663	3897
		<b>% Difference</b>					<b>-14.7</b>		<b>-10.1</b>
204	Buyer 2	Survey	3	7	3361	4450	3619	555	4174
		WSFS		1	2386	3437	3289	663	3952
		<b>% Difference</b>					<b>-10.0</b>		<b>-5.6</b>
205	Buyer 3	Survey	4	3	4246	5370	4014	583	4597
		WSFS		4	2624	3780	3105	663	3768
		<b>% Difference</b>					<b>-29.3</b>		<b>-22.0</b>
206	Contracts Coordinator 1	Survey	4	5	2815	3730	3328	583	3911
		WSFS		1	2450	3603	3602	663	4265
		<b>% Difference</b>					<b>8.2</b>		<b>9.1</b>
207	Contracts Coordinator 2	Survey	3	8	3631	5090	3779	555	4334
		WSFS		2	3021	4363	4363	663	5026
		<b>% Difference</b>					<b>15.5</b>		<b>16.0</b>
208	Crew Dispatch Coordinator	Survey	3	5	3200	4255	3511	555	4066
		WSFS		2	3170	4581	4482	663	5145
		<b>% Difference</b>					<b>27.7</b>		<b>26.5</b>

**2006 Salary Data Presentation and Comparison (Includes Benefits)  
Administration - Office and Terminal cont.**

Benchmark Number	Benchmark Title	Area	# Of Survey Participants	# of Employees	Reported Hourly	Range Min & Max	Weighted Monthly Base Pay	Weighted Monthly Benefit	Survey Weighted - Base Pay & Benefits
209	Crew Dispatcher	Survey	4	5	3033	3750	3603	583	4186
		WSFS		4	2749	3964	3362	663	4025
		<b>% Difference</b>					<b>-7.2</b>		<b>-4.0</b>
210	Customer Information Assistant	Survey	4	17	2980	3690	3470	583	4053
		WSFS		1	2749	3965	3474	663	4137
		<b>% Difference</b>					<b>.1</b>		<b>2.1</b>
211	Data Entry Clerk	Survey	4	18	2200	2680	2490	583	3073
		WSFS		-			-	663	-
		<b>% Difference</b>							
212	Inventory Agent	Survey	3	3	3480	4450	4215	583	4798
		WSFS		2	2749	4159	3333	663	3996
		<b>% Difference</b>					<b>-26.5</b>		<b>-20.0</b>
213	Mail/Stock Clerk	Survey	4	16	2000	2700	2519	583	3102
		WSFS		1	1979	2845	1979	663	2642
		<b>% Difference</b>					<b>-27.3</b>		<b>-17.4</b>
214	Maintenance Materials Coordinator	Survey	4	3	3200	4025	3938	583	4521
		WSFS		1	2882	4159	3487	663	4150
		<b>% Difference</b>					<b>-12.9</b>		<b>-8.9</b>
215	Office Assistant 1	Survey	4	37	2200	3121	3037	583	3620
		WSFS		-				663	-
		<b>% Difference</b>							
216	Payroll Assistant 1	Survey	3	13	2504	3085	2893	555	3448
		WSFS		2	2386	3437	2634	663	3297
		<b>% Difference</b>					<b>-9.8</b>		<b>-4.6</b>

**2006 Salary Data Presentation and Comparison (Includes Benefits)  
Administration - Office and Terminal cont.**

Benchmark Number	Benchmark Title	Area	# Of Survey Participants	# of Employees	Reported Hourly	Range Min & Max	Weighted Monthly Base Pay	Weighted Monthly Benefit	Survey Weighted - Base Pay & Benefits
217	Payroll Assistant 2	Survey WSFS % Difference	3	12 2	2900 2498	4030 3602	3488 3234	555 663	4043 3897 <b>-3.7</b>
218	Payroll Assistant 3/Claims	Survey WSFS % Difference	No Data Reported						
219	Payroll Coordinator	Survey WSFS % Difference	3	12 1	3900 3170	5075 4581	4500 4581	555 663	5055 5244 <b>3.7</b>
220	Personnel Assistant 1	Survey WSFS % Difference	4	7 1	3000 2624	3900 3780	3479 2624	583 663	4062 3287 <b>-23.6</b>
221	Personnel Assistant 2	Survey WSFS % Difference	4	11 1	3023 2749	4450 3964	4400 3474	583 663	4983 4137 <b>-20.4</b>
222	Purchasing Agent	Survey WSFS % Difference	4	10 2	3375 2749	4340 3964	4191 3256	583 663	4774 3919 <b>-21.8</b>
223	Purchasing Assistant	Survey WSFS % Difference	No Data Reported						
224	Receptionist	Survey WSFS % Difference	4	14 1	2475 2278	3059 3278	2989 2624	583 663	3572 3287 <b>-8.7</b>

**2006 Salary Data Presentation and Comparison (Includes Benefits)  
Administration - Office and Terminal cont.**

Benchmark Number	Benchmark Title	Area	# Of Survey Participants	# of Employees	Reported Hourly	Range Min & Max	Weighted Monthly Base Pay	Weighted Monthly Benefit	Survey Weighted - Base Pay & Benefits
225	Secretary	Survey WSFS % Difference	4	24 2	2950 2386	4420 3437	3836 3151	583 663	4419 3814 <b>-15.9</b>
226	Security Staff Assistant	Survey WSFS % Difference	No Data Reported						
227	Staff Aide	Survey WSFS % Difference	3	4 5	3025 2749	3625 3964	3339 3541	555 663	3894 4204 <b>8.0</b>
228	Word Processing Specialist	Survey WSFS % Difference	4	9 1	3083 2386	3600 3437	3400 3148	583 663	3983 3811 <b>-4.5</b>
229	Custodian (Janitor)	Survey WSFS % Difference	4	69 5	2600 -	2975 2284	2695 2284	583 663	3278 2947 <b>-11.2</b>
230	Custodial Supervisor	Survey WSFS % Difference	4	11 1	2759 -	3650 2513	3493 2513	583 663	4076 3176 <b>-28.3</b>
<b>Total % Above or Below (-) Market</b>							<b>-13.1</b>		<b>-8.1</b>