

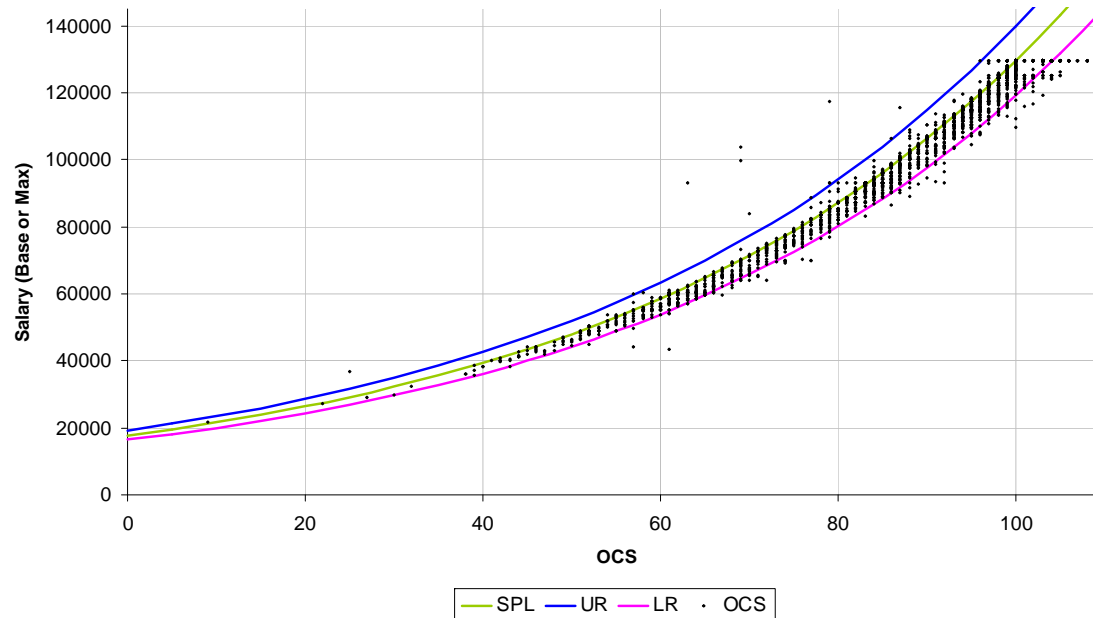
Rail Report	NH		NJ		NK		Total	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
A	12	0.5%	0	0.0%	1	2.4%	13	0.5%
C	2,343	93.4%	37	100.0%	39	95.1%	2,419	93.5%
B	153	6.1%	0	0.0%	1	2.4%	154	6.0%
Total	2,508		37		41		2,586	

Definition of Rail Zones

- Inappropriately compensated above the rails
- Appropriately compensated between the rails
- Inappropriately compensated below the rails

Counts do not include personnel receiving presumptive OCS ratings due to time

OCS Results: 2012 Pay and SPL



AcqDemo Results FY12

Payout Statistics
(Presumptive Due to Time Excluded)

	Number Of Employees Analyzed	Average Rating	Average Delta OCS	Average Salary Increase ¹		Average Carryover ²			Average CA Award ³	
				\$	%	Number Receiving	\$	%	\$	%
Overall	2,586	86.9	1.4	\$1,343	1.3%	781	\$2,271	2.0%	\$1,101	0.9%
NH	2,508	88.0	1.4	\$1,369	1.3%	753	\$2,315	2.0%	\$1,119	0.9%
NJ	37	46.8	1.8	\$595	1.3%	12	\$847	1.7%	\$392	0.7%
NK	41	54.9	1.0	\$468	0.9%	16	\$1,233	2.2%	\$647	1.0%

¹ weighted average by base salary (capped at band max)

² average based on those receiving, weighted by base salary (capped by band max), to include employees on retained pay

³ weighted average by total salary (capped by EX-IV cap)

CRI Funding Range: 2.00% - 2.26%; CA Funding Range: 1.00%