



**FOR IMMEDIATE RELEASE**

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**CALIFORNIA IPOs CHOOSE WOODRUFF-SAWYER IN FIRST QUARTER 2010**

San Francisco, California — April 20, 2010 — Woodruff-Sawyer & Co. announced today that they served as the exclusive D&O broker for 83% of California-based IPOs and 35% nationwide in the 1<sup>st</sup> quarter of 2010. The statistics are found at IPO Scoop.com, a comprehensive listing of all IPOs both nationally and internationally.

“Our success in working with companies going public is due to our unique and holistic approach to the D&O IPO process which is unlike that of any other insurance broker.” said Charlie Rosson, CEO at Woodruff-Sawyer. “We are at the forefront of understanding the litigation exposures that a company preparing for an IPO faces. Our expertise, innovation and commitment to providing exceptional client service has made us the broker of choice for companies in all stages of development.”

Woodruff-Sawyer has been a leader in providing directors & officers insurance and risk management solutions for IPOs since 1992. The firm provides D&O Insurance, Employee Benefits and Property & Casualty insurance for companies of all sizes, both public and private. Woodruff-Sawyer has been nationally ranked by Towers Perrin as the #1 D&O Broker for the last two years in a row and in six of the past ten years.

About Woodruff-Sawyer & Co.

Woodruff-Sawyer is one of the largest independent insurance brokerage firms in the nation, and is an active partner of International Benefits Network and Assurex Global. For over 90 years, Woodruff-Sawyer has been partnering with clients to implement and manage cost-effective and innovative insurance, employee benefits and risk management solutions, both nationally and abroad. Headquartered in San Francisco, Woodruff-Sawyer has offices throughout California and in Portland, Oregon. For more information, call 949.435.7342 or visit [www.wsandco.com](http://www.wsandco.com).

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