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JAMES LOPICCOLO JOINS WOODRUFF-SAWYER'S SOUTHERN CALIFORNIA OFFICE

San Francisco, California – March 17, 2009 – Woodruff-Sawyer announced today that James Lopiccolo has joined their firm as Vice President, Corporate & Executive Protection Practice. In this role, Mr. Lopiccolo will focus on Management & Professional Liability for both public and private companies.

Mr. Lopiccolo has 18 years of insurance industry experience. Most recently, he was director for D.L.D.'s executive liability & financial products practice. Mr. Lopiccolo has experience in a wide range of industries, including technology and life science, logistics, real estate, business services, manufacturing, and others. "I'm very excited to join Woodruff-Sawyer, after having admired them for many years as a competitor. In a relatively short time, the Southern California team has been able to attract an impressive list of prestigious clientele, and this is a testament to their unique approach to risk management and client service. WS&Co. is one of the largest and most respected risk and insurance brokers in the country, and they have incredible strength in key practice groups such as technology, life science, real estate, construction and private equity. This will be a perfect match for my skill set and industry focus," said Mr. Lopiccolo.

"I'm very excited that Jim is joining our team – he's a perfect fit," said Ron Packouz, Southern California Practice Leader. "His addition adds great depth to our team. Jim will leverage the strengths of our firm, while developing new opportunities. He does whatever it takes to ensure his clients' needs are met."

"Jim brings a tremendous range of expertise to Woodruff-Sawyer," added Charlie Rosson, Chief Executive Officer at Woodruff-Sawyer. "He will play an integral role in the Southern California office and will help us deliver the specialized advice our clients have grown to expect."

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About Woodruff-Sawyer & Co.

Woodruff-Sawyer is one of the largest independent insurance brokerage firms in the nation, and is an active partner of Assurex Global and International Benefits Network. 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 about Woodruff-Sawyer, call 949.435.7364 or visit www.wsandco.com

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