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WOODRUFF-SAWYER'S SOUTHERN CALIFORNIA OFFICE EXPANDS WITH ADDITION OF MATTHEW GAUEN

San Francisco, California – March 23, 2009 – Woodruff-Sawyer & Co., one of the largest independent insurance brokers in the nation, announced today that Matt Gauen has joined their firm as Vice President, Account Executive in the Southern California Office. Woodruff-Sawyer has been growing their operations in the region, having added Jim Lopiccocolo as Vice President of Corporate & Executive Protection just a week ago.

Mr. Gauen has over 24 years of insurance industry experience. Most recently, he was a senior vice president in the global technology, media and telecommunications practice at Marsh Risk and Insurance Services in Newport Beach. Matt has extensive experience working with other industry segments such as life science, manufacturing and distribution. He also has expertise in complex coverages such as Errors and Omissions and International risks.

"Matt is an exciting addition to our team. His industry expertise and extensive knowledge will provide us with further depth and resources to better serve our clients," said Ron Packouz, Southern California Practice Leader. "He is a true professional who puts his clients' interests first."

"I have known Matt for many years, and believe he will be key leader in our Southern California expansion," added Charlie Rosson, Chief Executive Officer at Woodruff-Sawyer. "We are very pleased that he has decided to join our firm."

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 949.435.7357 or visit www.wsandco.com

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