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**EMPLOYERS BENEFIT FROM MERGER**

**Woodruff-Sawyer & Co. and Northwest Benefit Planning  
join forces to deliver greater advantages to clients**

Portland, Oregon — March 14, 2007 — Woodruff-Sawyer & Co. announced today that it has acquired Northwest Benefit Planning in Portland, Oregon. The merger is a natural fit for both organizations: both are established, privately owned firms built upon integrity and client relationships. Northwest Benefit Planning has been based in Portland since its inception 20 years ago. Woodruff-Sawyer established its Oregon presence in 2002, and has quickly become a leader in the market for risk management and employee benefits services.

“Woodruff-Sawyer’s model of being a perpetually private company, and requiring integrity with every relationship and transaction, makes them an ideal group to join,” said Bill Paulbitski, Founder and President of Northwest Benefit Planning. “We already share several clients, which makes a great fit even better. Our combined talent pool will enhance services to all of our customers.”

“We are very happy that we will be joining forces with Northwest Benefit Planning. We have been focusing on the same market niche and we operate in very similar ways. It will be a smooth integration that will benefit their existing clients and provide even more expertise for our clients,” added Mike Bennison, Partner and Practice Leader for Woodruff-Sawyer’s Oregon office.

The entire Northwest Benefit Planning team, including Mr. Paulbitski, will join the Woodruff-Sawyer staff in the Portland office. Woodruff-Sawyer provides Employee Benefits, Management Liability and Property & Casualty insurance for firms of all sizes. Woodruff-Sawyer’s success is a result of its deep in-house expertise, team approach to service, and staunch commitment to putting its clients’ best interest first and foremost.

[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 more than 87 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 Mike Bennison in our Portland office at 503-416-7185. You may also contact anyone at Woodruff-Sawyer by calling our San Francisco main office at 415-391-2141 or visit [www.woodruff-sawyer.com](http://www.woodruff-sawyer.com).

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