



Potter-Holden

Arthur J. Gallagher Risk Management Services, Inc.

## Exciting Announcement from Potter-Holden

Potter-Holden & Company first began serving physicians in Georgia in 1918. Since that time, our Independent Insurance agency's healthcare liability specialists have grown to provide insurance placement and brokerage, program consulting, and risk management services for over 2500 clients, including physicians, hospitals, medical schools, IPAs, and health care providers in Georgia.

Effective August 1, as detailed in the press release, Potter-Holden will join Arthur J. Gallagher & Co.'s Risk Management Services Division. The acquisition will aid in expanding the services available in the Southeast at the newest location in Atlanta for the Gallagher Healthcare division. The acquisition promises to bring physicians and facilities in the Southeast access to the resources and expertise offered by the large international organization combined with the regional familiarity, creativity, and attention of the long-standing Agency in Atlanta.

We believe that a significant value is created through the merger. This includes enhanced market access, a broader menu of insurance services, an unmatched expertise in the healthcare field, and a global knowledge of the latest changes in the healthcare marketplace. These benefits translate into **more choices, greater flexibility, and creative options in the program design** for our current and future clients.

We remain strongly committed to serving the healthcare community and to providing excellent service. I invite you to explore more information about the company at the websites listed, below. If you have not reviewed your insurance program lately, and would like to discuss your options, please do not hesitate to contact me.

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For more information,  
please visit:

[www.ajg.com](http://www.ajg.com)

*or*

[www.ajg.com/healthcare](http://www.ajg.com/healthcare)



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Risk Management Services, Inc.

**ARTHUR J. GALLAGHER & CO. ACQUIRES  
POTTER HOLDEN & COMPANY**

Itasca, IL, July 28, 2011 - - Arthur J. Gallagher & Co. (NYSE:AJG) today announced the acquisition of Potter Holden & Company in Atlanta, Georgia. Terms of the transaction were not disclosed.

Founded in 1918, Potter Holden & Company is a retail insurance broker providing commercial property/casualty and risk management insurance services to their health care industry clients throughout the United States. They specialize in healthcare liability insurance for hospitals, community health centers and physicians groups. Charley Malmquist and his associates will continue to operate from Atlanta under the direction of Mitchel Brashier, Southeastern Regional Manager of Gallagher's retail property/casualty brokerage operation.

"Our acquisition strategy is about finding cultural partners that either help expand our geographic footprint or add to our specialized practice groups, and Potter Holden has all these characteristics," said J. Patrick Gallagher, Jr., Chairman, President and CEO. "Their Atlanta presence and their emphasis on the healthcare industry will be a wonderful complement to our retail property/casualty brokerage operations. We are extremely pleased to welcome Charley and his team to our growing Gallagher family of professionals."

Arthur J. Gallagher & Co., an international insurance brokerage and risk management services firm, is headquartered in Itasca, Illinois, has operations in 16 countries and does business in more than 110 countries around the world through a network of correspondent brokers and consultants.

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