

FOR IMMEDIATE RELEASE



Scott Spangler, Vice President
ARM Partners
630-285-4324
Scott_Spangler@ajg.com

April 15, 2010 – Associated Risk Managers (ARM) is celebrating the 10-year anniversary of its partnership with Arthur J. Gallagher & Co. (Gallagher), one of the world’s largest insurance brokerage and risk management services firms. The partnership has been a beneficial relationship to ARM agents and Gallagher.

In December 1999, ARM formally signed the agreement with Gallagher. Since then, both partners have built a strong partnership and have expanded business potential through access to products, knowledge, and support.

Thanks to these increased market opportunities, ARM member agents have increased their book of business within Gallagher. ARM and Gallagher together produced approximately \$85 million in insurance premiums in 2009, a significant increase from the \$3 million in premium generated through the partnership in 2000. Over the span of the partnership, over \$700 million in premium volume has been transacted.

“The access to Gallagher facilities and markets has opened up new opportunities for ARM agents,” says Larry McSpadden, ARM’s Chairman. “Our ARM agents have the advantage of a wealth of knowledge both through our ARM national partners and Gallagher’s expertise. Also, our support of the Gallagher business and Gallagher’s ability to tap into ARM’s resources has increased their business opportunities, as well.”

As ARM and Gallagher continue their partnership into the next decade, McSpadden is confident that this will remain a strong alliance that will continue to benefit ARM agents. “Our partnership is just one example of how we at ARM are working toward providing our partners with the best products, resources, and knowledge in the industry today. The ability to access such a wealth of information and services has allowed our partner agents to attain exceptional results.”

About ARM:

*ARM is the nation's foremost independent agency network, representing over 200 independent member organizations, 22 states, and \$4 billion annually in premium volume. For more information on ARM affiliation, contact Scott Spangler, ARM Partners, Two Pierce Place, 20th Floor, Itasca, IL 60143-3141. Phone: 630-285-4324. www.armiweb.com
Strong as Many. Powerful as One.*