



## **FOR IMMEDIATE RELEASE**

### **Cornerstone Insurance Brokers Ltd. purchases Pottruff & Smith Insurance Brokers Inc.**

Wendy DaSilva, President of Cornerstone Insurance Brokers Ltd. and Gary Pottruff, CEO of Pottruff & Smith Insurance Brokers Inc., are pleased to announce that Cornerstone Insurance Brokers has acquired the Property and Casualty, Life and Group Benefits brokerage business of Pottruff & Smith Insurance Brokers Inc.

Both Cornerstone and Pottruff & Smith are very excited about this opportunity as the fit is exceptional. "We share many goals and achievements – providing the best coverage at the best rates to our clients whether groups or retail, upholding a superlative standard for staff and client satisfaction and innovation to meet unique client requirements," commented Gary Pottruff.

This transaction - which closed July 31, 2009 - will create a dynamic team with the systems, expertise and size that will allow Cornerstone and Pottruff & Smith to meet and exceed aggressive plans for continued profitable growth both organically and through acquisition.

"With this acquisition, we are well positioned to serve our clients with a broader array of professional insurance services. This further strengthens our existing operations and provides the critical mass needed to move the organization to the next level," said Wendy DaSilva.

#### **About Cornerstone**

Re-established in 2007, Cornerstone has grown dramatically by focusing on exceptional customer service and striving for operational excellence. Cornerstone Insurance Brokers is a full service independent brokerage headquartered in Mississauga, Ontario. The company provides a full range of competitive products for businesses and individuals including speciality motorcycle insurance coverage.

#### **About Pottruff & Smith**

Founded in 1974, Pottruff & Smith Insurance Brokers Inc. has become one of the largest and most reputable multi-line insurance brokerages in Canada, serving thousands of clients in all insurance categories - individuals, corporations, organizations, and provincial and national professional associations. Pottruff & Smith is located in Woodbridge, Ontario.

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