



Greenwich Transportation Underwriters, Inc.
Resourceful. Responsible. Reliable.

Wilson Smith Group, LLC acquires Transportation Specialist

Nashville, TN - January 4, 2011 - Wilson Smith Group, LLC (WSG) announced today that it has acquired a majority of the outstanding shares of the Nashville, Tennessee based Managing General Agency, Greenwich Transportation Underwriters, Inc. Terms of the acquisition were not disclosed. Greenwich Transportation Underwriters (GTU) is led by Ben Armistead, Chairman and Ward Stein, President. Both executives have entered into long term agreements to remain with GTU and each will retain a significant percentage of stock going forward.

Mark M. Smith, the current President and Managing Member of Wilson Smith Group, LLC will assume the position of Chief Executive Officer and Chairman of the Board. Ward Stein will retain his role as President and Chief Operating Officer and Ben Armistead will serve as Executive vice President and Vice Chairman of the Board.

GTU has been a leading provider to Agents & Brokers of Transportation insurance, primarily for Truckers, for 30 years and has built a well deserved industry reputation for quality service, product expertise and outstanding carrier relationships.

According to Mark Smith, "The acquisition of GTU represents an important and strategic transaction in the growth and development of the Wilson Smith Group. We at WSG are extremely pleased to be partnering with GTU, its leaders, Ward and Ben and their experienced staff. GTU is a first class operation and as part of WSG, will continue to expand its products, services and borders. GTU will also provide a solid platform for the roll out of various new programs being developed by WSG Program Managers, also located in Nashville, TN and WSG Specialty Underwriters, located in Houston, TX."

Ward Stein commented, "While we weren't looking to divest ourselves of GTU, when we learned how closely Mark Smith's vision paralleled ours, we became interested and enthusiastic in becoming part of WSG. Mark has impeccable credentials and an enviable track record. WSG will be a leader in each market segment it services and we're glad to be part of the growing enterprise."

Wilson Smith Group, LLC (established in 2009) is a national MGA/MGU of specialty products and programs with locations in NY, TN and Texas. For further details, visit www.wilsonsmithgroup.com.