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Arthur J. Gallagher & Co. - Tampa Bay

A Division of Arthur J. Gallagher & Co. (Florida)

via FAX (352) 334-3102

Mr. Steve Varvel
Director of Risk Management
City of Gainesville
222 East University Avenue, Room #031
Gainesville, FL 32601

RE: RFP

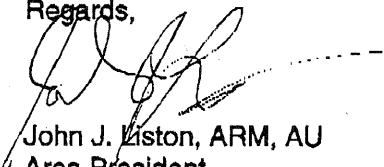
Dear Mr. Varvel:

Pursuant to the current Request for Proposal issued by the City of Gainesville, I would like to add the following:

- ▶ Arthur J. Gallagher is agreeable to enter into a contract with the City not to exceed one year in duration.
- ▶ Arthur J. Gallagher's proposed fee would be \$127,500. We would accept no commission on insurance placements, with the exception of special projects outside the normal scope of services.

Thank you for your consideration and please feel free to contact me if you have any questions.

Regards,



John J. Liston, ARM, AU
Area President

Arthur J. Gallagher & Co. has various departments, subsidiaries and affiliated corporations that service as wholesale brokers, reinsurance intermediaries, surplus lines brokers, underwriting managers and program managers. These entities may earn and retain usual and customary fees and commissions in the course of providing insurance products to the City under contract. The amount of such fees and commissions will not offset the fee.

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