




We have
you covered.



G
GLEASON



GLEASON, a diversified corporation with offices across the Commonwealth of Pennsylvania, is comprised of three complementary companies; Gleason Insurance, Gleason Financial and Gleason Technology.

From creating unique insurance programs to revolutionizing facility inspection processes, Gleason consistently provides innovative and cost efficient solutions to a diverse national client list. Equally important to value and results is customer service excellence; our dedication to it remains unparalleled.

Gleason is committed to helping a wide range of companies in the insurance, financial and technology industries. We invite you to learn more about how our custom solutions can help your company run more efficiently.



■ OUR EXPERIENCE

With over eighty years of experience, Gleason prides itself on continued growth and learning to provide quality service and unequalled value to our clients. We are very proud to state that our staff has an average of over ten years of industry experience. This knowledge and expertise enables us to assess, advise and create innovative solutions for all of our customers' needs.

■ OUR EDUCATION

One of the best ways we can serve our clients is to be educated about their industries. Gleason has a commitment to education that remains unparalleled. Over 95% of our staff maintain professional designations, and over 25% hold masters degrees.

■ OUR PARTNERSHIPS

Gleason consistently teams up with the best partners and providers in our business. We strongly feel that the results of these unique partnerships allow us to create innovative solutions, with optimal combinations, to minimize cost and maximize personalized service to our customers.

■ OUR LOCATIONS

Gleason maintains offices throughout Pennsylvania while providing excellence in our services for local, regional and national clients. Our locations continue to enable us to maintain low overhead and high employee loyalty. These attributes directly benefit our customers' bottom lines.

■ OUR COMMITMENT

Simply put, we are committed to helping you and all of our clients. A unique part of that commitment begins with your customized service representative.

Call us at 1-877-GLEASON or visit us at www.gleasoninc.com to learn more about the Gleason companies. We look forward to helping you.



■ OUR HISTORY

In 1924 Gus Gleason started the Gleason Insurance Agency in Johnstown, Pennsylvania. This small storefront serviced the local area and its residents.



In 1940, Gus' son Robert A.

Gleason took over the family business and the Gleason Insurance Agency continued its commitment to the Johnstown community, while simultaneously expanding its service to some of the larger local entities such as school districts and municipal townships.



In 1965, Robert A. Gleason Jr., the eldest son of Robert, and grandson of Gus, joined the family business. His younger brother, Christopher K. Gleason, followed in 1969. The third generation of Gleasons maintained the quality and service that people had come to expect from the Gleason Insurance Agency. Under the leadership of Robert and Christopher, the Gleason Agency began its largest growth and development phase. In the decades that followed, the company continued to evolve with the emergence of new expertise, such as Gleason Financial and Gleason Technology, to partner with the newly defined Gleason Insurance. These three companies now comprise the Gleason Corporation.



The Gleason Family:

"Rooney", Jonathan, Christopher, Michael, Robert Jr. and Christopher Jr.

The fourth generation of Gleason's have joined the ranks. Robert's sons Michael P. Gleason, Robert A. Gleason III "Rooney" and Jonathan Gleason are continuing the legacy with the Gleason companies. Christopher's children, Christopher Gleason Jr. and Jennifer Gleason are the newest additions to the business.



■ GLEASONINSURANCE

Founded in 1924, Gleason Insurance is a leading, independently-owned property and casualty insurance broker led by Chairman and CEO Robert A. Gleason Jr. "Gleason Insurance develops and manages customized commercial and personal insurance lines and specializes in risk management", states Gleason. Gleason Insurance remains the flagship enterprise of the Gleason companies and is one of the top 150 brokers in size of all United States insurance brokers.



■ OURRISK MANAGEMENT

The best way to control your costs is to control your claims and losses through our proven risk management techniques. Gleason will stabilize your loss control and claims management so you can run your business in the most cost efficient manner.

■ OURMARKETING

Gleason has an aggressive marketing and placement department that continually monitors the market and our customers' needs. This enhances our ability to place optimal coverage with competitive pricing in ever-changing markets. All this translates to a lower bottom line for our clients.

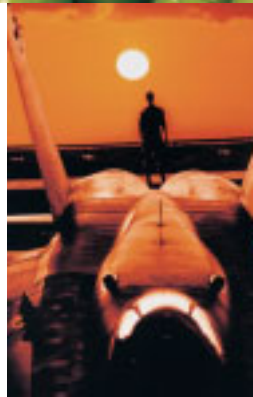
Gleason has guided us through some complex insurance related matters. They have been very competent, very client-responsive, and very timely. We look forward to an ongoing relationship with them...Gleason is an important member of our team."

Dennis Kulish, Corporate Counsel
Mountaintop Technologies

■ OUR SPECIALTIES

Gleason Insurance serves a multitude of clients and specializes in unique and diverse industries. Gleason's innovative approach helped it pioneer the first customized insurance program for the food industry. Twenty-five years later, Gleason Insurance is recognized as the only insurance broker in the Mid-Atlantic region with expertise in the food industry. Some additional industries that Gleason specializes in include:

- DEFENSE
- TECHNOLOGY
- MANUFACTURING
- MEDICAL
- PUBLIC UTILITIES
- EDUCATIONAL INSTITUTIONS
- TOWNSHIPS & MUNICIPALITIES
- ARCHITECTURE & ENGINEERING
- HOTELS & RESTAURANTS



■ GLEASONFINANCIAL

Gleason Financial, founded in 1988, is presided over by Chief Executive Officer Christopher K. Gleason. This company specializes in employee benefits, financial planning, and investments for a diverse group of clients.



■ OUREMPLOYEE BENEFITS

Today, the rising cost of employee benefits, especially health insurance, is the premier insurance issue facing most businesses and public entities. Gleason Financial's response to this challenge is to offer clients a wide range of options that will reduce the rising cost of health insurance.

"35% of our employees have master's degrees or professional equivalents," states Chris Gleason. "We believe this gives the client a much higher level of service and creativity when it comes to managing their benefit programs cost."



■ OUR FINANCIAL PLANNING

Gleason Financial offers custom business and personal financial planning solutions, including:

- EXECUTIVE COMPENSATION
- RETIREMENT PLANNING
- COLLEGE & ESTATE PLANNING
- INVESTMENT SERVICES
- PERSONAL FINANCIAL PROGRAMS

■ OUR SERVICE

Gleason Financial offers multiple custom approaches to designing and managing employee benefit plans. Our expertise includes employee benefit, legal and actuarial services, account management, financial modeling services and third party administration (TPA).

"Gleason EE Trak has revolutionized our employee communication process relative to health insurance... it has dramatically improved our effectiveness, we are extremely happy with Gleason".

Pat Austin, Director of Human Resources
STV Inc.



■ GLEASONTECHNOLOGY

Gleason Technology is the newest addition to the Gleason roster of companies. Founded in 2002, Gleason Technology is led by president Robert A. Gleason III "Rooney". Gleason Technology has rapidly become the industry leader in premises inspection with the development of GleasonESP®, a revolutionary electronic slip / fall prevention system.



■ GLEASONESP

Gleason Technology is taking risk management into the future by providing state of the art protection and coverage, with innovative and proprietary tools such as GleasonESP®, a web-based, patented inspection system that produces an electronic record-keeping network that uses computer technology to document walk-around inspection tours by employees.



OUR INNOVATION

GleasonESP® is an interactive database available over the Internet, which provides real-time measurement of the safety management procedures of varied facilities. The GleasonESP® system has been designed to work with ibutton technology. This technology is utilized in a variety of industries, including supermarkets, warehouses, schools/universities, healthcare facilities and various other companies with security-sensitive needs.

"This web-based system is revolutionizing the way facilities maintain their safety and security logs", says Rooney Gleason. "All the data shows that facilities that utilize the system are safer, cleaner and immune from many lawsuits and litigation because the system provides clear and concise information on premises status at specific times during the day, week, and month."

"Since the installation of the GleasonESP system, we've reduced the incidence of slip & fall claims by 10%, but the most astounding thing is we've reduced the cost of those claims by 78%."

Barry Robinson, Executive Vice President
JH Harvey Co. LLC



WHAT CLIENTS ARE SAYING ABOUT GLEASON

“

Gleason is always there to help us!”

Karen Maul, HR Director
L. Robert Kimball & Associates

“

We could not be more pleased with Gleason's performance.”

Mark Hart, Chief Financial Officer
The Pittsburgh Steelers

“

We have been able to build our business, knowing Gleason is looking out for all of our insurance needs...”

Ronald Kuchera, Chief Financial Officer
Kuchera Industries



GLEASON

INSURANCE FINANCIAL TECHNOLOGY

WWW.GLEASONINC.COM



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