

## 2008 Prime Brokerage Survey

In 2003, Bob Jersey and Dennis Gerecke, founded the firm after having worked together as a team for the prior 20 years at ABN AMRO, where Bob founded and ran the Prime Brokerage business.

Leveraging their extensive operational and client service experience, the firm has quickly gained a reputation for exceptional client service and for being highly effective in managing all facets of their business. Gar Wood Securities is committed to ongoing growth and expanding their capabilities to best support their clients.

Our full service Prime Brokerage solutions include:

- Clearance, Settlement & Custody
- Client Reporting
- Performance Analysis
- Securities Lending
- Start-Up Services
- Direct Market Access
- Capital Introduction
- Structured Products
- Third Party Marketing

In addition, Gar Wood Securities works with an array of highly-regarded service providers to deliver integrated solutions to start-ups and expanding fund companies.

Call us at 312-566-0741  
or visit [garwoodsecurities.net](http://garwoodsecurities.net)

Gar Wood Securities, LLC  
440 South LaSalle Street  
Suite 2201  
Chicago, IL 60605

Members FINRA, NFA and SIPC

# Gar Wood Securities An Impressive Debut

March 28, 2008

**This year marks the 15th anniversary of the Global Custodian Prime Brokerage Survey**, covering 25 noted prime brokerage firms. 2,853 hedge funds responded, and most answered at least 141 questions, effectively rating the services provided to them by prime brokers across nine service areas (client service, operations, hedge fund business consulting services, financing, securities lending, reporting, capital introductions, technology and value). Gar Wood Securities made its debut this year to very favorable reviews.

## THE SURVEY SAYS...

This is an impressive debut in the survey by Chicago-based Gar Wood Securities, with average scores that are "very good" in eight out of nine service areas. The firm, which services mainly small funds out of New York as well as Chicago, prides itself on being client-focused, and duly secures easily its best score for client service, and its second best for value. "Service, service, service!" is how one client summarizes his relationship with Gar Wood. Operations are also strong and, if reporting is not yet a demonstrable strength, the introduction this year of web-based client reporting tools will help. One client is impressed already - "Risk reporting and attribution and overall reporting package" are the strengths he names, though he also notes, "efficiency of clearing facility, with virtually no fails."

Robert Jersey, Gar Wood's President & CEO said these results validate the team's hard work, and we're proud to have made an impact on our clients. "Although we are thrilled with our client's responses and we have made great progress, we can't rest on our laurels. The competition is getting more intense every day, but we're confident that we have the right strategy in place to continue this on the right path," he said.

"Gar Wood is working towards becoming an industry leader, serving the most sophisticated hedge fund clients across the globe. Our hedge fund clients are seeking investment opportunities in more exotic locales and many multi-strategy funds are utilizing derivative-based financing methods to achieve alpha" said Jim Zurlo, New York-based Head of Prime Brokerage Sales.

"I am delighted with our performance in this important industry benchmark," said Dennis Gerecke, Partner and COO. "This success underscores Gar Wood momentum in Prime Services, and it also reflects our commitment to delivering the resources of our Firm to our 'high touch' clients who value a higher level of service."

## MEETING THE DEMAND FOR TOP-TIER SERVICE

Gar Wood Securities has demonstrated a commitment to partnership with their clients and an ability to meet the demand for top-tier services among hedge fund managers.

Headquartered in Chicago with offices in New York and Dallas, Gar Wood Securities offers a comprehensive suite of prime brokerage services for established and start-up hedge fund managers, asset managers and professional traders.

**Gar Wood Securities believes in strategic partnerships, adding value with flexible, customizable solutions and assisting clients in building businesses well-positioned for growth.**