

IBEW



LOCAL UNION 1245

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TOM DALZELL, BUSINESS MANAGER
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July 21, 2010

Dear IBEW Local 1245 Member:

Local Union 1245 has made arrangements to offer a **Retirement Planning Seminar** to members employed by PG&E and their spouses that are at least 45 years of age or on LTD. This seminar will cover aspects of financial planning, pre-retirement preparations, and tax planning. Merrill Lynch Financial Advisors Robert Gallo, Dave Brantley, Jon Henderson and Cheryl Smith will be presenting at the seminar along with a Local 1245 Representative. A complementary full meal will be served at the meeting.

Building on a 27 year relationship between Merrill Lynch and *IBEW Local 1245*, the goal of our seminar is to enhance your understanding of the financial planning process and its importance to your household's financial future. Our intent is to make sure you are aware of the many options you must consider as you begin to identify areas in which you may need additional information and preparation. A number of IBEW retirees were kind enough to offer their endorsement of our group and their comments are attached.

SPECIFIC QUESTIONS THAT WILL BE COVERED

- How do I navigate the complexities of the three-tier 401k platform?
- Is the *brokeragelink*© option right for me?
- How much money do I need to retire?
- How does IRA rollover work?
- What is the appropriate spousal option percentage to select for my pension?
- How can I draw money from my IRA at any age free from penalty?
- What happens to my retirement if I go on LTD?
- Do I need a Living Trust?
- How much debt is too much?

After attending the presentation, you may arrange an individual consultation with a Merrill Lynch Financial Advisor to analyze your personal situation. The seminar and consultation are free of charge and involve no obligation.

If you wish to attend the any of these seminars, please **immediately complete and return the reservation card** that you receive in the mail, including the total number of persons attending (necessary to obtain a valid head count for the meal being provided). Participation is on a first-come, first-served basis due to meeting room capacity limitations. If you have any questions, please contact Assistant Business Manager Dorothy Fortier at 707-452-2709.

We look forward to seeing you at the Seminar.

In Unity,

A handwritten signature in black ink that reads "Tom Dalzell".

TOM DALZELL
Business Manager

May 14, 2010

Bob Gallo
Merrill Lynch
1331 No. California Blvd
Walnut Creek, CA 94596

Dear Bob,

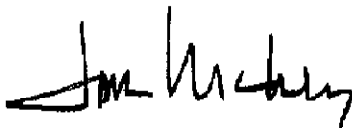
I read recently about your ranking as a top financial advisor by Barron's Magazine. This inspired me to write this letter to express my thoughts about what you have done over the years for IBEW Local 1245 and for me.

Your financial assistance has helped many of our members in making choices about retirement. This is particularly true during the nineties when PG&E was making drastic cuts in their workforce. Many of our members choose to take the retirement incentives and with your expert advice help made it possible for them to retire with a decent retirement income. Since then, many of them have expressed their gratitude and thanks for your great work.

Also on a personal note you have handled some of my pension accounts and provided me with good advice and growth. This has been reassuring for my wife and me as we now have to live on our pension accounts.

On behalf of IBEW Local 1245, I want to thank you for your work and investment advice provided to many of our members and to express my personal appreciation for all you have done for me. Keep up the good work and take care.

Sincerely,

A handwritten signature in black ink, appearing to read "Jack McNally". The signature is fluid and cursive, with a long horizontal stroke at the end.

Jack McNally
Retired, Former Business Manager, IBEW Local 1245

"I am Manny Mederos, former Assistant Business Manager of IBEW, Local Union 1245. I would like to provide you with a brief history of the Retirement Seminars that will be offered to you as a member of Local 1245. We reached an agreement with Bob Gallo and David Brantley from Merrill Lynch in 1981, regarding retirement planning services that would be provided to our current and retired members. During 1981, it became clear to our organization that retirement planning for our members was needed in order for them to retire comfortably and enjoy their final years. Because of Bob Gallo and David Brantley's approach to investing before and after retirement, they were selected from those that we interviewed. It was agreed that they would hold retirement planning seminars for our members, therefore making available to you their comments on the economy and investing for the future. If you so desired, you could make an appointment with them on an individual basis, for a financial planning meeting. That meeting would be without any cost to you and in addition, there would be no obligation that you use the firm. The most important part of this arrangement was the security of our member's financial and personal information. Failing to keep that information secure, would damage the relationship we have with them. Bob Gallo and David Brantley of Merrill Lynch are the only persons that we make available to our membership for retirement planning services. This program has been in affect for almost thirty years and has been quite successful. I encourage that you and your spouse participate in this worthwhile program."

- Manny Mederos; Former Assistant Business Manager, IBEW – Local 1245

"On retiring from PG&E in 1993 I transferred my 401K to Merrill Lynch for investment guidance. Since that time I have received excellent, timely and effective advice; patient educating; and timely response to transaction requests. I would recommend anyone looking for timely, consistent, well analyzed investment guidance strongly consider Merrill Lynch for that support."

- Mark Stephens

"10 years before I retired, I was fortunate enough to attend the Merrill Lynch financial seminars that IBEW Local 1245 offered the Union members. Following the financial advice given by Bob Gallo & Dave Brantley, I was able to retire and live the dream. No mortgage, more income than when I was working and the only problem I have is... where in the world to travel to next!"

- Jim McCauley

"I was a gas serviceman and retired in 1994. I have been with Bob Gallo at Merrill Lynch since that time. I have had nothing but positive results on my investments and am very happy with their service. Both Bob and Jon have been available whenever I felt the need to talk to them about my investments."

- Richard Bidinost

"IBEW Local 1245 Brothers and Sisters, I have been a client of David Brantley for 12+ years. During this time, he has kept me updated on Market changes and has made profitable investments with my Retirement account. I highly recommend David."

- Richard - 46 year Local 1245 member and PG&E employee

“During my last working year at P.G.&E. I joined Bob Gallo and the Gallo/Henderson Group. I retired as a corrosion mechanic on January 1st, 1995. I have been with them over sixteen years. It has been one of the best financial moves I ever made. I have recommended friends and family to the Gallo/Henderson Group and I would not hesitate to recommend their group to anyone looking for a solid financial management group.”

- Robert J. Toscano; San Rafael, CA.

“I went to my first Merrill Lynch retirement seminar years before I was to retire. This helped educate me on my financial future. I really recommend PG&E employees to be pro-active on their future also. My husband and I spent years working hard and saving for our retirement. In choosing David Brantley to handle our 401ks, we found an agent that takes personal interest in us and our future. David has continued to help our accounts grow even during this time of economic uncertainty.”

- Laura

“I retired as a troubleman in 1994 and had been to several of Bob Gallo's retirement seminars. So we went with Bob to handle our retirement funds. We immediately began drawing from our account monthly to supplement our retirement income. Today, with all the ups and downs in the market, we are way ahead of where we started. I recommend Bob and Jon very highly; they have been in our corner all the way.”

- Larry and Fran Irwin

“I was a senior license coordinator in the Hydro Generation department and retired January 1, 1995. At that time I rolled over my 401(k) to Bob Gallo. As I have worked with Bob and Jon these past years, they have always been there to answer my questions, concerns and provided valuable insight to what is happening in the financial world. I have recommended them to friends and family and will continue to recommend their expertise. They have done a great job in managing my IRA for all these years.”

- Steve Christ

“I retired 15 years ago, and started taking out \$1500.00 a month from my 401-K plan and there is more in it than when I started. Only a few times did it get below my starting amount.”

- Dave Treat