

**For Immediate Release**

Thursday January 12, 2006

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## **MLW Services Merges with Bollinger Insurance**

### **Bollinger Continues Its Merger and Acquisition Strategy**

**SHORT HILLS**—Bollinger, Inc., the nation's 7<sup>th</sup> largest privately held insurance broker, has acquired MLW Services, Inc. effective January 1, 2006. The principals of MLW, Andrew Marks, President and CEO, Bert Linder, Executive Vice President and Chuck Weisblum, Chairman, will continue in executive capacities with Bollinger. Ongoing operations will continue at MLW's downtown location at 100 William Street with MLW's current staffing of key employees.

Jack Windolf, Chairman and CEO of Bollinger, expressed his pleasure with the acquisition by saying, "The reputation of MLW, Andy Marks and his very capable employees, along with the quality of its customer base, are the key ingredients of this transaction. Combining MLW with Bollinger's existing NYC office later this year will result in a \$10 million revenue branch operation. This gives Bollinger a significant presence in the NYC market and will produce a greater platform for growth and improved efficiencies."

Headquartered in Short Hills, NJ, Bollinger has branch offices in Princeton, NJ, and Moorestown, NJ as well as New York City. Bollinger provides business and personal insurance to a wide range of customers, as well as insurance programs for golf and country clubs, amateur sports and schools and colleges.

This is the 23<sup>rd</sup> acquisition by Bollinger in recent years. Although most of Bollinger's growth has been internal, mergers and acquisitions continue to be an important component of Bollinger's business strategy. MLW generates more than \$6.5 million of commission revenue. With this acquisition, Bollinger's projected commission revenues for 2006 will exceed \$97 million, solidifying its place among the largest insurance brokerage operations in the country.

Business Management Group, a subsidiary of The Hartford Financial Services Group (NYSE: HIG), served as advisor to Bollinger in this transaction.

For more information on Bollinger, Inc. – [www.BollingerInsurance.com](http://www.BollingerInsurance.com)

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