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The Bartley Agency Merges with Bollinger, Inc.

The Bartley Agency, an independent insurance agency based in Chester, NJ has merged with Bollinger, Inc. of Short Hills, NJ. The Bartley Agency, founded in 1895, will be relocating to Short Hills in early 2004. Bartley provides property casualty, life insurance and employee benefits to its customers. Approximately 75% of Bartley's customers are businesses and corporations, and 25% are families and individuals.

Commission revenues of the combined organization exceed \$70 million and this merger enables Bollinger to solidify its position as the 34th largest insurance broker and the 11th largest privately held insurance agency in the country.

Jack Windolf, Chairman and CEO of Bollinger, expressed his pleasure with The Bartley Agency merger by saying, "The reputation of The Bartley Agency and its owner and president Karolyn Konrad and its very capable employees, along with the quality of its customer base, are the key ingredients of this transaction. We are pleased to have The Bartley Agency employees join Bollinger and we look forward to continuing to provide a high level of service to Bartley's valued customers."

Indicative of the consolidation trend now occurring in the insurance agency industry, this is the 20th acquisition by Bollinger in recent years. These acquisitions, along with solid organic growth, have enabled Bollinger to become one of the country's largest agencies and to transform itself from a regional insurance operation known for its specialty products, to a national firm offering a wide variety of insurance products and services to a diverse customer base.

Source: Bollinger, Inc.

For More Information on Bollinger, Inc: www.BollingerInsurance.com