

Bollinger, Inc.

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For Immediate Release

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Bollinger Acquires Thomas Fallon Insurance Agency**Continues Its Merger and Acquisition Strategy**

SHORT HILLS—Bollinger, Inc., the nation's 8th largest privately held insurance broker has acquired the Thomas B. Fallon Agency, effective July 1st. Operations of the Fallon Agency will relocate from Woodcliff Lake, NJ to Bollinger's main office in Short Hills, NJ.

Thomas Fallon, CPCU, has been named Senior Vice President of Bollinger and he will continue to service the book of business that he has built since the founding of his agency in 1977. Fallon's key employees will relocate to Short Hills and continue in their roles of servicing Fallon's customers.

The Fallon Agency is a full service agency, serving both families and businesses and generates \$1 million of commission revenue. Fallon is best known for its expertise in providing insurance for childcare facilities, day care centers and nursery schools. Bollinger also specializes in that area and, together, Bollinger and Fallon expect to grow this practice substantially.

Headquartered in Short Hills NJ, Bollinger has branch offices in New York NY, Princeton NJ, Mt. Laurel NJ and Woodbury Heights NJ. Bollinger provides business and personal lines of insurance to a wide range of customers, as well as insurance programs for golf and country clubs, amateur sports and schools and colleges. The corporation was recently named as one of the "Best Places to Work in NJ."

This is the 22nd 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 growth strategy. With this acquisition, Bollinger's annual commission revenues will now exceed \$85 million.

For more information on Bollinger, Inc. — www.BollingerInsurance.com