



Press Release

A MEMBER OF THE COOPER INSURANCE GROUP

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T.W. Cooper Insurance Acquires The Independent Scott L. Fisher Insurance Agency in Lehigh

Coopersburg, PA—T.W. Cooper Insurance, an independent, multi-line insurance agency representing Erie, seven other major insurance companies and large brokerage houses, has acquired another independent insurance firm, the Scott L. Fisher Insurance Agency, Lehigh, Pa., an agency representing Erie and other major insurance companies.

T.W. Cooper also acquired the Roscoe P. Snyder Insurance Agency at Walnutport, Pa. in 2008. T.W. Cooper has been in business since 1945 and has other offices at Plumsteadville, Bucks County, and East Greenville, Montgomery County.

Michael T. Smale, president of T.W. Cooper, said the acquisition presents another opportunity for Cooper to further expand north into eastern Pennsylvania. The Fisher agency, which also represents Erie, Windsor Mutual, Progressive Insurance and Brethren Mutual, primarily serves more than 5,000 clients in Carbon, Schuylkill, Monroe, Northampton and Lehigh counties, as well as throughout Pennsylvania.

Tom Wilkinson, CIC and vice president of T.W. Cooper, said the Lehigh location will help serve the growing number of businesses, families and individuals T.W. Cooper insures with commercial and personal policies. Cooper writes in excess of \$30 million in premiums annually in Lehigh, Bucks County, Eastern Pennsylvania and elsewhere.

The Fisher agency was founded in the 1940s by Scott Fisher's grandfather, Sam Fisher, who ran the business from his barbershop in Weissport. Scott's father, Roger, who continues to consult, took over the agency in the 1960s. Scott Fisher became president in 1976 and joined Erie's network.

Scott Fisher, who is retiring, said that his agency has been very successful selling Erie personal, commercial and life insurance policies, and annuities. Erie has presented its Founder's Award to Fisher for the last 23 years, among the most given to an Erie agency. The award recognizes agents for profitability and management excellence. Fisher said the agency also has a client retention rate exceeding 90 percent.

The agency will retain agents Todd Lobien, CISR, and Robert Leffler and the offices at 237 S. 9th St., Lehigh. Cooper will complement the existing Fisher product line with its own line of commercial—auto, packages, worker's compensation, business umbrella and group health, disability and life—and personal—auto, homeowner's, boat, motorcycle, umbrella, whole and term life and health—coverage. In addition to Erie, T.W. Cooper also represents the Progressive, Hartford, One Beacon, Chubb, AIG, Lehigh Mutual, Main Street Group, Travelers, Windsor Mt. Joy, PMA and other companies.

Smale said the transition will be seamless. "There is synergy here, but we recognize that Scott and his team know the agency's clients best and they have an excellent record of accomplishments in serving the people, especially in Carbon, Schuylkill and Monroe counties. We want that to continue that record of service to their clients."

T.W. Cooper Insurance, headquartered at 6666 Passer Road, Coopersburg, represents many businesses including manufacturers, contractors, wholesalers, distributors and property managers.

For more details contact the Fisher Agency at 610-377-2812 or by e-mail at fishrins@ptd.net.

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