



**Johnson & Johnson**

*The Experience of the Past with a Vision for the Future*

## **FOR IMMEDIATE RELEASE**

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# **Johnson & Johnson Acquires John Handel & Associates, Inc.**

Family-owned and operated Managing General Agency acquires John Handel Associates, Inc., St. Petersburg, FL

**CHARLESTON, SC** – Johnson & Johnson, Inc. (J&J) has acquired John Handel & Associates, Inc. (JHA). Johnson & Johnson is a fourth generation, family owned managing general agency based in Charleston, South Carolina. Founded in 1930, the company recently celebrated its 85th anniversary of providing superior service and products to Independent Agents while maintaining its family culture. Under its new ownership, JHA will continue to offer the same first-class products and services throughout the state of Florida, and will soon offer access to even more markets and products through Johnson & Johnson. John Handel & Associates was established in 1983 as a full service multi-line E & S brokerage agency serving the State of Florida. The company will continue to serve its agents and insureds in Florida from JHA's office in St. Petersburg, FL and from the current J&J office in Melbourne, FL

"This is the perfect fit for our organization and the entire JHA team is honored to be joining their highly respected and successful organization. Most importantly, we believe that our alignment with Johnson & Johnson will allow us to further strengthen our valued relationships with our agents through enhanced products and service. I am confident that the combined company will create many new opportunities," said Gail Handel, CFO/COO, John Handel & Associates, Inc. "I am very excited about the acquisition of JHA by one of the most respected MGAs in the country. J&J has the same ethics, integrity and values that JHA has developed over the past thirty-two years. This acquisition will provide immediate access to the necessary resources to enhance the growth of JHA and to keep customer service standards our number one priority", said Lorna Wirtz, President, John Handel & Associates, Inc.

"Bringing JHA into the Johnson & Johnson family provides us with a terrific group of employees that will expand our 'service first' approach in Florida. With our expanded Florida team, we will be able to offer our partner agents in Florida a wide array of superior insurance products and services," said Francis Johnson, President, Johnson & Johnson. "With the additional technology and markets offered by Johnson & Johnson, the combined team will be the #1 choice for providing insurance solutions for both Commercial and Personal Lines. In addition, J&J offers a full service premium finance solution," said Harry Johnson, Chief Operating Officer, Johnson & Johnson.

With existing offices in Charleston, SC, Melbourne, FL, Greensboro, NC, Montgomery, AL, Quincy, MA, and Burlington, MA, Johnson & Johnson is a full-service MGA offering E&S markets, Standard markets, and Premium Financing to Independent Insurance Agents within Alabama, Connecticut, Delaware, Florida, Georgia, Maine, Maryland, Massachusetts, Mississippi, New Hampshire, New Jersey, North Carolina, Pennsylvania, Rhode Island, South Carolina, Tennessee, Virginia, and Vermont.

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