

Providing  
Peace of Mind  
& Value  
for Three Generations



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[www.preston-patterson.com](http://www.preston-patterson.com)

**PRESTON-PATTERSON CO., INC.**

COMMERCIAL & PERSONAL INSURANCE



## A Different Kind of Insurance Agency

For more than 50 years—three generations—Preston-Patterson has distinguished itself in the insurance industry by focusing on the basics:

- > Providing our clients with quality insurance coverage tailored to their individual risk profiles and requirements,
- > Delivering that coverage at competitive prices, and
- > Providing exceptional, personal and proactive service

*In short, we treat our clients the way we would want to be treated.*

At Preston-Patterson, you'll never get the feeling that you're just another manila folder. We are a family business and we treat our clients like members of our family, because in a very real sense they are.

Whether your business is a small, one location enterprise or a large corporation with offices across the country, you'll receive our complete attention, responsiveness, knowledgeable counsel and advocacy. And not just at the time of the "sale." Throughout the year we'll work diligently to keep on top of changes in the business world, the insurance industry and the regulatory environment to make sure your current and evolving needs are professionally, comprehensively and promptly addressed.

When you have questions or concerns, just pick up the phone and call us. All of our insurance counselors and customer service representatives are extremely knowledgeable. If you want to speak to one of the principals of the firm, that's no problem. We're very accessible and always happy to speak with you.

We like to think that this approach to doing business differentiates us from other agencies and accounts for our success over the past half century as exemplified by our 95% customer retention rate.

Preston-Patterson Co., Inc. is owned and operated by the grandsons of the company founder. We are:

- > **Stephen W. Patterson, CPCU:** President and Director of our Communications Insurance Division. Stephen joined the agency in 1983. He holds a BA degree from Randolph Macon College and an MBA from the Babcock School of Business at Wake Forest University. Outside of the office, Stephen is an enthusiastic dirt bike rider and skier.
- > **John B. Patterson, II, CIC:** Vice President and Director of our Personal Insurance Division. John joined the agency in 1983. He holds a BA degree from the University of Montana. Outside of the office, John is an avid fisherman.
- > **J. Stuart Patterson, CIC:** Vice President and Director of our Commercial Insurance Division. Stuart joined the agency in 1994. Prior to that he worked for two years in the loss control division of a major insurance carrier. He holds a BS degree from Keene State College in New Hampshire. Outside of the office, Stuart, too, is an avid fisherman.

Preston-Patterson Co, Inc. corporate office is conveniently located in Conshohocken, PA just minutes from the intersection of routes I-76 and I-476 and our new branch office in Barnegat Light, NJ.



## Structured to Deliver Maximum Value and Results

Preston-Patterson is a full-service, independent insurance agency providing coverage for businesses, individuals and families, and the broadcasting industry.

As the world has grown increasingly complex, we have responded by structuring our agency into three divisions:

- > Commercial Insurance
- > Personal Insurance
- > Communications Insurance

Each of these divisions is staffed by licensed and certified individuals with the specialized knowledge and experience it takes to help you understand your risk including identifying any overlooked or unanticipated exposure. They also have the personal relationships and clout with our insurance carriers to get you the precise coverage you need at the most competitive prices available. Preston-Patterson is committed to the continuing education of our staff in order to ensure that we are always up to speed on current issues as well as new and emerging trends and products.

## Preston-Patterson Commercial Lines Division: A Closer Look

**Our Commercial Lines Division insures businesses of all sizes in industries as varied as:**

- > Financial Services
- > Healthcare
- > Manufacturing
- > Technology
- > Professional Services
- > Real Estate Development
- > Building Trades
- > Non-Profit Organizations
- > Religious Organizations
- > Retailers
- > Wholesalers
- And more...**

**We offer a broad range of products and services including:**

- > General Liability
- > Property
- > Business Automobile
- > Excess/Umbrella Liability
- > Loss Control
- > Worker's Compensation
- > Professional Liability
- > Director and Officer
- > Employment Practices Liability
- > High Risk Situations

**There are a number of factors that set us apart from other agencies:**

- > **Independence:** We are an independent agency with relationships with multiple carriers. This allows us to look out for your best interests at all times.
- > **Knowledgeable, Experienced Staff:** Our division is staffed by some of the most talented and informed individuals in the industry. We approach every client as an individual with unique needs. Each client's situation is carefully evaluated to make sure the coverage we deliver meets or exceeds expectations.
- > **We Excel In Dealing With Complex Situations and Tight Deadlines:** We know this is not a "cookie-cutter" world in which the same coverage works for every company. Businesses are complex and require tailored coverages to address those complexities. It is not unusual for us to receive calls from other agencies asking for our help in obtaining coverage for their clients. We also know that companies are dealing with tighter deadlines all the time. You'll be amazed at how quickly we can respond to your request for a quote.
- > **Service, Service, Service:** We guarantee that the level of service you receive from us will be far superior to anything you've experienced before.



## Key Commercial Division Team Members

The key team members of Preston-Patterson's Commercial Division are:

> J. Stuart Patterson, CIC

Together, Stuart, Steve, and John have more than 35 years of experience in the insurance industry.

## Talented People Supported By State-of-the-Art Technology

As critical as they are, it's not enough in today's business climate to just have the most talented people. You also have to make it easy and convenient for people to do business with you.

To that end, we have invested heavily in technology over the years. We currently have a cutting edge insurance industry information system with robust Internet security and data protection components backed up by stringent security policies and procedures. Our secure system gives you the ability to contact us via email, to submit requests for proposals and apply for coverage online. It also enables us to access our carriers' systems to expedite the processing of RFPs, applications and claims.

Of course, if you prefer to call us or meet with us in person, we're always delighted to see our clients and potential clients.

## Companies We Use For Commercial Coverage

We are an independent insurance agency licensed in 44 states. We represent quality carriers such as:

- > Chubb Group of Insurance Cos.
- > Fireman's Fund Insurance Co.
- > Hartford Insurance Group
- > Magna Carta Companies
- > Ohio Casualty Group
- > Peerless Insurance Co.
- > Penn Millers Insurance Co.
- > Zurich Insurance Group

In addition, for high hazard risks and specialty insurance needs, we work with three local brokers who provide us with access to numerous other insurance carriers.

To ensure that we will always be able to deliver the highest quality and most comprehensive coverage to our clients, we continually evaluate other carriers.



## Representative Commercial Division Clients

**Among the diverse group of clients who trust Preston-Patterson to handle their business insurance needs are:**

- > Alpha Scientific Corporation - *Medical Device Manufacturer*
- > Clark Capital Management Group - *Investment Management*
- > Computer Hardware Systems, Co. - *Computer Hardware Sales*
- > Gwynedd Mercy College - *College*
- > Huntingdon Valley Bank - *Bank*
- > Momence Survey Group - *Surveyors*
- > Montco Silicon Technologies, Inc. - *Silicon Wafer Manufacturer*
- > Sisters of Mercy - *Religious Order*
- > Tattersall Development Company - *Real Estate Developer*
- > Wendover Corporation - *Marketing Lead Provider*

## Let Us Show You What We Can Do For You

Can Preston-Patterson significantly improve on your current coverage? There's an easy way to find out. Let us to submit a quote based on the specifications of your current insurance portfolio. Better yet, let us prepare a customized proposal based on our evaluation of your facilities and operations. There's no obligation. Except, of course, to your own peace of mind and possibly the survival of your business.