

Post Office Box 5609
Lafayette, In 47903
Phone (765) 423-5421
Fax (765) 742-7486
www.mbah.com

Press Release

Contact: Melanie Anne Allen
Email: mallen@mbah.com
Direct Line: (765) 420-1304

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INSURANCE AGENCY SOLD TO LOCAL AGENTS

The Heiny Insurance Agency of Monticello has been sold to residents of White and Carroll Counties. Mike Brummett of Delphi, Phil Baer of Wolcott, and Jay Spry of Reynolds have joined with MBAH Insurance of Lafayette to purchase the agency.

Ron Carter has been the sole owner of Heiny and will remain with the agency for at least 5 years. Carter says, "This is a win-win situation for our clients and employees. The Heiny Agency is here to stay, but we will enjoy the added resources of a larger agency like MBAH. Their in-house Claims and Loss Management Department (CALM) will help our clients reduce their cost of insurance. Plus, we'll have more insurance companies interested in our clients' business."

Jay Smith, also a full-time resident of Carroll County, is President and CEO of both organizations. Smith says, “Unlike a bank merger, the name on the Heiny sign won’t change, and the decisions will not be moved out of town. Heiny has been in business since 1873 so they know what they’re doing. This is a great opportunity to combine our efforts without losing the local flavor.”

Heiny Insurance employs 10 people at its 301 Main Street location in Monticello and will remain. MBAH employs 42 people at 2663 Duncan Road, Lafayette. The agencies have many similar businesses insured and will combine to have specialties in Agri-business, Aviation, Construction, Healthcare Providers, Schools, Social Service Agencies, Tire Dealers, and Trucking. Many clients choose these agencies for their Personal Insurance, Life Insurance and Employee Benefits, too.

For more information, contact Jay G. Smith, President/CEO. Ph. 800-735-5365 or jsmith@mbah.com.