

## Michigan Millers is proud to announce our 2018 Agencies of the Year for Michigan and New York.

Congratulations to:

### Michigan

VTC Insurance Group



### New York

Marshall & Sterling, Inc



This award is based on an Agency's overall professionalism, results, and partnership in six areas:

- Written Premium (Over \$1.5m)
- Growth (Over 25%)
- New Business (Over \$500k)
- Loss Ratio (Under 40%)
- Contribution to Profit
- The recommendation of the Michigan Millers team

**VTC** is headquartered in Troy, Michigan. This is the second consecutive year VTC has been recognized as the Michigan Agency of the Year. The company was founded in 1957 with the mandate to create a different kind of customer experience based on a simple person-to-person commitment to the customer's success. That commitment has stood the test of time with both their customers and carriers. In 2006, VTC merged with Griffin Smalley & Wilkerson in Farmington Hills, MI. This office, along with the Troy office, was one of the primary drivers in their success with Michigan Millers in both 2017 and 2018.

"Winning the Agency of the Year award in 2017 was quite an honor and one we were proud of. Winning it again in 2018 means even more because it speaks to the long term commitment of both our companies. VTC is in the winning business." says Al Chandler, President of VTC Insurance Group

**Marshall & Sterling** is headquartered in Poughkeepsie, NY and has 13 upstate locations. Middletown, Scotia, Poughkeepsie, and Leeds made significant contributions to them earning the New York Agency of the Year award. Established in 1864, 17 years prior to Michigan Millers, they are one of the Country's largest independent agencies and pride themselves in providing exceptional insurance coverage with unparalleled service and support for their clients. Appointed with Michigan Millers in 2015, they have proven to be great partners as we continue our growth in New York.

Tim Dean, President of Marshall & Sterling, commented "We are honored to receive this award and look forward to another great year of growth and profitability" Shawn Viana, Senior Vice President, added "It was a team effort... we're grateful to have such a strong partnership.

With an ever-increasing number of agencies that qualify for the Agency of the Year award, being selected as the best of the best is not an easy feat. We offer our congratulations to these two exemplary agencies and look forward to continued growth and mutual success as we "Back the Best in Business" with them and all our supporting agencies.