

# The Adirondack Trust Company

## News Release

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**FOR IMMEDIATE RELEASE:**

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### **The Adirondack Trust Company Acquires Amsure Associates Inc.**

**SARATOGA SPRINGS, NEW YORK ...** The Adirondack Trust Company is pleased to announce that they have acquired Amsure Associates Inc. one of the Capital Region's premier independent insurance agencies based in Albany, NY with a satellite office in Wilton, NY.

Amsure is widely recognized as an industry leader in Risk Management, Commercial and Personal Insurance, Surety, Life Insurance and Employee Benefits. Having placed annually over \$90,000,000 in insurance premiums on behalf of its clients, Amsure has proudly represented individuals/families and businesses throughout the eastern United States since 1945. Amsure's industry expertise spans the areas of Construction, Research & Development, Life Sciences/Technology, Non-Profit, Manufacturing, Health Care, Educational Institutions, Public School Districts, Municipalities and Real Estate Development. The addition of Amsure and its professional staff to the Adirondack Trust Insurance team will strengthen its ability to provide a full array of financial services to all of its clients.

Guy Alonge, III, CPCU, who will serve as President of the Amsure Division of Adirondack Trust's insurance operations, states, "I am pleased and proud to have Amsure's entire team join forces with the exceptional professionals who manage The Adirondack Trust Company and its insurance operations. Our organizations' shared cultures, values and commitment to superior customer service proved to be a natural and exciting fit for the future and a continuation of the strong values and unparalleled commitment to superior service that was established by my father, Guy Alonge, Jr., one of Amsure's original founders. We all look forward to offering our clients a broader variety of financial services on a local, independent and personal basis. By adding Amsure's twenty different insurance companies to the Adirondack Trust Insurance Agency our combined entities will offer our individual and corporate clients the most competitive, comprehensive and independently developed insurance options available in the marketplace."

Charles V. Wait, President and CEO of The Adirondack Trust Company noted, "We are very pleased to make this announcement and to join forces with one of the area's most respected insurance agencies led by Guy Alonge and his very talented staff. This will enable us to provide a greater range of insurance and financial services to our customers and work with a firm that shares our core values of service, stability, safety and sound advice."

The combined entity is one of the largest insurance agencies in the Capital Region based on annual revenue. Over the last seven years, The Adirondack Trust Company has acquired Wise Financial Group of Saratoga Springs, Round Lake Insurance of Malta and Client's First of Ballston Lake.

Founded in 1901, The Adirondack Trust Company is the largest independent community bank in Saratoga County. The Adirondack Trust Company operates ten offices in Ballston Spa, Saratoga Springs, Malta, Milton, Wilton and Glens Falls, The Bank offers a wide variety of business and personal banking products and services, along with trust, insurance, investment services and originates real estate mortgages, both residential and commercial, and commercial business loans throughout its primary market area. The Bank's website is [www.adirondacktrust.com](http://www.adirondacktrust.com)

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