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East Boston Savings Bank and Starkweather & Shepley Insurance Brokerage form alliance

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East Boston, MA East Boston Savings Bank (EBSB), and Starkweather & Shepley Insurance Brokerage Inc. (S&S) have formed a strategic alliance that will allow both financial service institutions the ability to offer a full line of commercial, personal & life insurance products. The formation of this alliance will enable both organizations to expand the services offered to their respective clientele throughout New England. This relationship will enhance the strategic goals of both organizations given the synergies of their client base, geographical footprint, product offerings, industries served as well as the shared value of a strong commitment to the communities served by both organizations.

Richard Gavegnano, president, CEO & Chairman of EBSB said, "Every person we are connected with; both employees and customers alike, need insurance protection and we often get requests to assist people with their insurance needs. We found that S&S can consistently provide insurance solutions that are a perfect fit for our customers in addition to fitting seamlessly into our geographic footprint. We are thrilled to have found S&S and look forward to referring their services as an option to our employees and customers."

According to Andrew Fotopulos, president, Starkweather & Shepley Insurance Corp. of Massachusetts, "We are very proud to be working with a distinguished financial institution such as East Boston Savings Bank that shares many of our core values and history. There is a reason why our two institutions have been in business for approximately 310 years. It's our continued commitment to customers, community and employees that inspires us to evolve and improve the client experience every day. The mantra "hard work" is emphasized by EBSB in their marketing campaigns and that's what we both will do in order to be the best provider of banking and insurance services."

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