



Brown & Brown, Inc. Announces the Acquisition of Associated Insurance Services of Bristol, Inc.

March 14, 2002

DAYTONA BEACH, Fla., and TAMPA, Fla., March 14 /PRNewswire-FirstCall/ -- Linda S. Downs, Regional Executive Vice President of Brown & Brown, Inc. (NYSE: BRO), and Mary B. Davis and Frank W. Tilden, principals of Associated Insurance Services of Bristol, Inc., of Bristol, Tennessee, today announced the acquisition of Associated Insurance Services of Bristol, Inc. by a subsidiary of Brown & Brown, Inc. The transaction is effective April 1, 2002.

Associated Insurance Services of Bristol, with annual revenues of approximately \$325,000, is one of the leading independent insurance agencies in the Bristol-Kingsfort-Johnson City tri-city area. The company specializes in commercial property and casualty accounts. Mary Davis and the staff of Associated will be combining their operations with Brown & Brown's existing Bristol, Virginia office.

Ms. Downs, who is also President of the Company's Virginia Division and responsible for Brown & Brown's Mid-Atlantic operations, commented that, "We are quite pleased to have Mary and her experienced team of insurance professionals join our expanding Mid-Atlantic Region presence. They add increased local risk management knowledge and offer new opportunities for our organization."

Brown & Brown, Inc. and its subsidiaries provide a broad range of insurance and reinsurance products and services, as well as risk management, employee benefit administration, and managed health care services through offices located across the United States. The company is ranked by Business Insurance magazine as the nation's eighth largest independent insurance intermediary organization. Our Web address is www.bbinsurance.com.

This press release may contain certain statements relating to future results which are forward-looking statements. These statements are not historical facts, but instead represent only the Company's belief regarding future events, many of which, by their nature, are inherently uncertain and outside of the Company's control. It is possible that the Company's actual results and financial condition may differ, possibly materially, from the anticipated results and financial condition indicated in these forward-looking statements. Further information concerning the Company and its business, including factors that potentially could materially affect the Company's financial results, are contained in the Company's filings with the Securities and Exchange Commission. Some factors include: general economic conditions around the country, downward commercial property and casualty premium pressures, the competitive environment, the potential occurrence of a disaster that affects certain areas of the States of Arizona, Florida and/or New York, where significant portions of the Company's business are concentrated, and the performance of this newly acquired entity. All forward-looking statements included in this press release are made only as of the date of this press release, and we do not undertake any obligation to publicly update or correct any forward-looking statements to reflect events or circumstances that subsequently occur or of which we hereafter become aware.

MAKE YOUR OPINION COUNT - [Click Here](#)

<http://tbutton.prnewswire.com/prn/11690X72383698>

SOURCE Brown & Brown, Inc.

Web site: <http://www.bbinsurance.com>

CONTACT: Cory T. Walker, Chief Financial Officer of Brown and Brown, +1-386-239-7250