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**INSURANCE
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ADVISOR MONTHLY**

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Fairfax agency acquires Progressive Mgmt. Assoc.

PMA owner Carlos Ortega
to join growing firm

Johnson & Strachan Inc., a full-service commercial and personal insurance agency, has acquired Progressive Management Associates Inc., an independent insurance agency specializing in employee benefits – its second acquisition in the last four months.

Late last year, Johnson & Strachan acquired Burke-based The Morrow Group, whose owner Phil Morrow, had been a partner with the firm between 1986 and 1998.

With the latest acquisition, Carlos Ortega, owner of PMA, will join Johnson & Strachan in its offices in Fairfax.

“We are pleased to welcome Progressive Management Associates and its customers to Johnson & Strachan,” said Jeff



Johnson

Johnson, president of Johnson & Strachan.

Ortega has 20 years of experience in the group benefits industry, according to Johnson.

Johnson said the acquisition of PMA, Inc. is another step in

Johnson & Strachan's strategic plan for growing its employee benefits insurance business.

Johnson & Strachan provides a wide range of multi-line, commercial and personal insurance products and services to corporations, nonprofits, educational institutions and small businesses.

Johnson & Strachan is an independent agency that serves the insurance needs of nearly 1,500 individuals and families and 1,400 business concerns in the metropolitan Washington, D.C., area.