



CIG®

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TWIW INSURANCE SERVICES, LLC

Pictured above (from left to right): Peter Cazzolla, Bobby Acquistapace, Steve Madeux, John Nourse, Mike McBride

Double Honors to TWIW, 2009 Ventura Branch Agency of the Year and 2009 CIG Agency of the Year

Relationships may come and go. Close friends may eventually drift apart. But for more than 40 years, TWIW Insurance Services, LLC and Capital Insurance Group have worked together to meet the insurance needs of their clients.

TWIW Insurance Services, recently named CIG's 2009 Ventura Branch Agency of the Year and overall 2009 CIG Agency of the Year, is no stranger to teamwork and long-term partnerships.

The agency dates back to 1923, when Cary Tolman began selling Disability insurance to roustabouts who worked in the local oil fields in and around Ventura. Bob Wiker joined the business in 1945, which established the firm of Tolman and Wiker.

Around the same time, Leo Acquistapace started his own insurance agency in Guadalupe,

California. Soon after, Vince Pollard started an agency in Santa Maria. Decades later, the three agencies teamed up to form what is now known as TWIW Insurance Services.

In the 1960s, Pollard's son, Jim, joined his father's business. Across town, Tony Cossa, another local Santa Maria native, started a rival agency. Tired of competing against one another, Cossa and the Pollards decided to join forces and create the firm of Pollard & Cossa.

In the 1970s, Leo Acquistapace's son, Bobby, joined his firm. Eventually, Pollard and Cossa and the Acquistapace Agency grew tired of chasing each other's clients for business and formed InWest Insurance Services. InWest Insurance soon branched into both Bakersfield and the Monterey Bay areas and purchased local agencies.

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TWIW INSURANCE SERVICES *continued from page 1*

After realizing that their goals were similar, Tolman and Wiker and InWest Insurance merged in 2005 to form TWIW Insurance Services, LLC. Today, the agency operates offices in Ventura, Santa Maria, Bakersfield, and Salinas. TWIW Insurance Services is ranked 68th nationally among privately held agencies.