

# BROKERAGE FIRMS

Ranked by Number of Licensed Brokers in Western Mass

	COMPANY	LICENSED BROKERS IN W. MASS.	OFFICES IN W. MASS/ STATEWIDE	BRANCH MANAGER	SERVICES
1	<b>MORGAN STANLEY SMITH BARNEY</b> 1500 Main St., Suite 1720, Springfield, MA 01115 (413) 452-0100; Fax: (413) 781-3828 1500 Main St., 19th Floor, Springfield, MA 01115 (413) 734-7311; Fax: (413) 736-0361 www.morganstanleysmithbarney.com	51	5/10	Brett Singer	Products for individuals, businesses, and institutions include brokerage and investment-advisory services, financial and wealth planning, credit and lending, cash management, annuities and insurance, retirement, and trust; specialized financial services to ultra-high-net-worth individuals through Morgan Stanley Private Wealth Management
4	<b>MERRILL LYNCH</b> 1 Monarch Place, Suite 2300, Springfield, MA 01144 (413) 747-6900; Fax: (413) 241-7046 www.fc.ml.com	20	1/10	David Lusteg	Brokerage, personal credit, insurance, home-financing, trust, and business-financing services; retirement and group employee benefits
3	<b>UBS FINANCIAL SERVICES</b> 1 Monarch Place, Suite 1400, Springfield, MA 01144 (413) 785-4900; Fax: (413) 785-1058 www.ubs.com	19	1/9	George Kedy	Full-service brokerage firm catering to high-net-worth individuals; cash, portfolio management; \$2 billion in assets under management locally
5	<b>WELLS FARGO ADVISORS</b> 1350 Main St., Springfield, MA 01103 (413) 788-6111; Fax: (413) 739-1526 www.wellsfargoadvisors.com	17	2/13	Mark Teed	Full-service brokerage firm; stocks, bonds, annuities, mutual funds, and insurance products; managed accounts; financial planning
6	<b>STIFEL NICOLAUS</b> 171 Dwight Road, Longmeadow, MA 01106 (413) 565-8100; Fax: (413) 565-8150 www.stifel.com	14	1/6	Michael Ramella	Full-service investment advice by the seventh-largest investment firm in the country with 280 offices and 1,800 registered advisors in 42 states
7	<b>ST. GERMAIN INVESTMENT MANAGEMENT</b> 1500 Main St., 25th Floor, Springfield, MA 01115 (413) 733-5111 or (800) 443-7624; Fax: (413) 747-0848 www.stgermaininvestments.com	7	1/1 (plus 1 in Hartford)	Paul Valickus	Full-service investment management
8	<b>EPSTEIN FINANCIAL GROUP</b> 330 Whitney Ave., Suite 610, Holyoke, MA 01040 (877) 932-6236; Fax: (413) 737-9212 www.epsteinfinancial.com	4	1/1	Charles Epstein	Specializing in fee-for-service financial planning; business and estate preservation programs; executive compensation planning; retirement-plan design and administration
8	<b>RAYMOND JAMES FINANCIAL SERVICES</b> 20 Hampton Ave., Northampton, MA 01060 (413) 584-9988; Fax: (413) 584-9955 www.raymondjames.com	4	1/1	Paul Aquila	Financial planning firm specializing in stocks, bonds, and mutual funds
10	<b>BRP/GRENIER FINANCIAL SERVICES</b> 1441 Main St., Springfield, MA 01103 (413) 736-6712; Fax: (413) 731-7268 www.brpgrenier.com	3	1/1	Patricia Grenier	Full-service financial planning and investments with emphasis on managing life-changing events
10	<b>ONE SOURCE FINANCIAL GROUP INC.</b> 270 Benton Dr., East Longmeadow, MA 01028 (413) 759-0000 or (800) 779-1262; Fax: (413) 525-2494 www.osfgroup.com	3	1/1	Robert Berriman	Investment programs; retirement-plan services; full plan administration services; business planning; employee benefits
12	<b>PENSION &amp; BENEFITS ASSOCIATES</b> 131 Wayside Ave., West Springfield, MA 01089 (413) 732-6773; Fax: (413) 731-1277	2	1/1	Mark Shea	Retirement plan management and administration
13	<b>CORRIDAN &amp; CO.</b> 521 Gratton Street. Chicopee, MA 01020 (413) 315-8220	1	1/1	Brian Corridan	Full-service brokerage firm specializing in stocks, bonds, mutual funds, and other investment products