

# BROKERAGE FIRMS

Ranked by Number of Licensed Brokers in Western Mass.

	COMPANY	LICENSED BROKERS IN W.MASS.	BRANCH MANAGER	SERVICES
1	<b>MORGAN STANLEY SMITH BARNEY</b> 1500 Main St., 19th Floor, Springfield, MA 01115 (413) 734-7311; Fax: (413) 736-0361; www.morganstanleysmithbarney.com	51	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 Smith Barney Private Wealth Management
2	<b>MERRILL LYNCH</b> 1 Monarch Place, Suite 2300, Springfield, MA 01144 (413) 747-6900; Fax: (413) 241-7046; www.fc.ml.com	25	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	21	George Keady	Full-service brokerage firm catering to high-net-worth individuals; cash, portfolio management; \$2 billion in assets under management locally
4	<b>EDWARD JONES</b> 1593 Northampton St., Holyoke, MA 01040 (413) 533-4686; Fax: (888) 409-4513; www.edwardjones.com	14	John A. McAndrew	Full-service investment firm focused on serving serious, long-term individual investors in communities where they live and work; embraces the importance of building long-term, face-to-face relationships with clients, helping them understand the investment options available today, including life and long-term care insurance; employee-owned with more than 12,000 branches in 50 states
4	<b>STIFEL NICOLAUS</b> 171 Dwight Road, Longmeadow, MA 01106 (413) 565-8100; Fax: (413) 565-8150; www.stifel.com	14	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
6	<b>AYRE INVESTMENTS</b> 648 Main St., Agawam, MA 01001 (413) 786-2084; www.ayretrade.com	10	Tim Ayre	Stocks; bonds; mutual funds; trust accounts; estate planning; tax-free income; online trading; money management; insurance; retirement plans; investment banking; CDs and money markets; annuities
7	<b>WELLS FARGO ADVISORS</b> 1350 Main St., Springfield, MA 01103 (413) 788-6111; Fax: (413) 739-1526; www.wellsfargoadvisors.com	8	Mark Teed	Full-service brokerage firm; stocks, bonds, annuities, mutual funds, and insurance products; managed accounts; financial planning
8	<b>ST. GERMAIN INVESTMENT MANAGEMENT</b> 1500 Main St., 25th Floor, Springfield, MA 01115 (413) 733-5111; Fax: (413) 747-0848; www.stgermaininvestments.com	7	Paul Valickus	Full-service investment management
9	<b>EPSTEIN FINANCIAL GROUP</b> 330 Whitney Ave., Suite 610, Holyoke, MA 01040 (877) 932-6236; Fax: (413) 536-2762; www.epsteinfinancial.com	5	Charles Epstein	Specializing in fee-for-service financial planning; business- and estate-preservation programs; executive compensation planning; life and disability insurance; retirement-plan design and consulting
10	<b>RAYMOND JAMES FINANCIAL SERVICES</b> 20 Hampton Ave., Northampton, MA 01060 (413) 584-9988; Fax: (413) 584-9955; www.raymondjames.com	4	Paul Aquila	Financial planning firm specializing in stocks, bonds, and mutual funds
11	<b>ONE SOURCE FINANCIAL GROUP INC.</b> 270 Benton Dr., East Longmeadow, MA 01028 (413) 759-0000; Fax: (413) 525-2494; www.osfgroup.com	3	Robert Berriman	Investment programs; retirement-plan services; full plan administration services; business planning; employee benefits
11	<b>BRP/GRENIER FINANCIAL SERVICES</b> 1441 Main St., Springfield, MA 01103 (413) 736-6712; Fax: (413) 731-7268; www.brpgrenier.com	3	Patricia Grenier	Full-service financial planning and investments with emphasis on managing life-changing events
13	<b>PENSION &amp; BENEFITS ASSOCIATES</b> 131 Wayside Ave., West Springfield, MA 01089 (413) 732-6773; Fax: (413) 731-1277	2	Mark Shea	Retirement plan management and administration
14	<b>CORRIDAN &amp; CO.</b> 521 Grattan St., Chicopee, MA 01020 (413) 315-8220	1	Brian Corridan	Full-service brokerage firm specializing in stocks, bonds, mutual funds, and other investment products
14	<b>HORIZON INVESTMENT MANAGEMENT GROUP</b> 200 North Main St., Suite 3, East Longmeadow, MA 01028 (413) 525-3210; Fax: (413) 525-2290; www.horizonimg.com	1	Ronald Briggs	Full-service brokerage firm, specializing in portfolio management and asset-allocation strategies