



## TWO COMPANIES BECOME ONE

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To our valued clients, friends, and colleagues:

We would like to share some exciting news with you! Two of Farmington Valley's most experienced accounting firms are combining forces to make one bigger, better firm.

SHEIN, COHEN, PALMER & CO. + HOWARD L PAGE & CO.

This is a story of two well-established, strong firms with many similarities teaming up. Howard L. Page has been providing comprehensive and high quality accounting and tax preparation services for the individual and business communities for more than 55 years. Founded in 1978, Shein, Cohen, Palmer is also among the valley's most established and successful accounting firms. The principals and staff from both firms will hold the same positions at the newly merged firm, Palmer Latko Ledas Page. Continuity in services and staff and our relationship with you will be paramount.

"Bringing the firms together is exciting," says Rick Farina. "Our similar processes and both firms' commitment to client service made this match easy to do," says Gary Palmer. "Business will remain the same but we will have more resources and a deeper skill set," Diane Read adds.

Peg Mayer and Jerry Cohen point to the many reasons why the two firms have more than a 95% client retention rate:

- Our clients are very important to us and our main goal is to give each and every client personalized attention.
- We make it easy for clients to work alongside us.
- We educate our clients so going forward they can make better tax, accounting, and financial decisions.
- We can tackle all complex situations that may arise in the financial lives of our clients, whether the complexity is on a personal or business level.

Jason Latko says, "It's our business to help make your business a success. We love doing that." "What clients appreciated about us before has just been taken up a notch or two," says David Ledas.

We'll all be residing at the expanded Shein Cohen Palmer offices at 20 Tower Lane, Avon, and expect to be settled in by the end of November. For answers to any questions you have about this exciting new adventure, you may continue to call 860.677.1000 or 860.678.0203. Look for our coming announcement about our holiday open house.

*Gary C. Palmer*

*Diane Read*

*Rick Farina*

*Jerome S. Cohen*

*Margaret A. Mayer*

*Richard A. Farina*

*David L. Lath*