AUGUST 18, 2026

IPMG Announces the Acquisition of W.J. Cox Associates, Inc.

Insurance Programs Managers Group (IPMG) today announced the acquisition of **W.J. Cox Associates, Inc. (W.J. Cox)**, an employee-owned company specializing in insurance and risk management solutions for the forest products industry since 1979.

Headquartered in Buffalo, New York, W.J. Cox has built an outstanding reputation by delivering specialized insurance programs that combine disciplined underwriting, effective claims management, proactive loss prevention, and cost containment strategies. Through its comprehensive approach to risk management, W.J. Cox has helped clients reduce both the frequency and severity of workplace injuries, lowering overall operating costs while improving safety and productivity across the forest products industry.

As part of the transaction, Ed Wright, Chairman of W.J. Cox, will assist with the transition before retiring following a distinguished career. Kevin Brown, President of W.J. Cox, will continue to lead the organization and spearhead its next phase of

growth, now as part of IPMG. W.J. Cox will continue to operate under its existing brand, preserving the identity and specialized market presence it has built over more than four decades. The acquisition will have no impact on current service levels, and clients will continue to receive the same reliable support and solutions without interruption.

"We are delighted to welcome Kevin and the entire W.J. Cox team to IPMG," said **Jeff Weber,** President and Chief Executive Officer of IPMG. "Over the past four decades, they have built an exceptional business with an outstanding reputation for expertise, client service, and disciplined underwriting. W.J. Cox represents a highly complementary addition to IPMG, expanding our specialty capabilities while creating meaningful opportunities for continued growth and innovation. We look forward to building on their remarkable legacy together."

Kevin Brown added, "Joining IPMG represents an exciting opportunity for our employees and clients. IPMG's specialized underwriting expertise, claims handling philosophy, and commitment to delivering exceptional service closely align with W.J. Cox's longstanding approach to providing first-class risk management, claims administration, and P&C insurance solutions. Together, we will be even better positioned to serve our clients, expand our capabilities, and continue the tradition of excellence that has defined W.J. Cox for over 45 years."

Philo Smith Capital Corporation served as the exclusive financial advisor to W.J. Cox Associates, Inc., and Gross Shuman P.C. served as legal counsel to the W.J. Cox.

For more than 25 years, IPMG has been a trusted partner to independent agents, brokers, and their clients. Committed to helping its partners thrive, IPMG delivers exceptional insurance products and services designed to drive meaningful results. Its mission has remained steadfast: to create comprehensive insurance solutions for those who place their trust in IPMG.

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