



**BENJAMIN F. EDWARDS & CO.**  
INVESTMENTS *for* GENERATIONS

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## **Brokerage Firm Benjamin F. Edwards & Co. Adds New Jersey Location**

**(ST. LOUIS, September 10, 2012)** – Brokerage Benjamin F. Edwards & Co. opened an office in Northfield, N.J. with four financial advisors and four support professionals, company officials announced today. The new office comes fast on the heels of last week’s branch opening in the Kansas City area with four financial consultants and three staff, and the addition of an advisor to its Wheaton, Ill. office.

The flurry of branch openings and hiring activity in the last 10 days boosted the firm’s advisor headcount by more than 10 percent, bringing the total number of financial consultants to 95.

“Our bringing aboard nine financial advisors and eight of their associates is a real milestone for us, as it represents our largest intake of branch personnel in a 10-day period,” said Benjamin F. (Tad) Edwards IV, founder, chairman, and CEO of the St. Louis-based brokerage firm. “This reflects not only the appeal of our firm and its client-centric business model and entrepreneurial culture, but also demonstrates our bandwidth and showcases the efficient processes we have in place to help bring advisors over and transition their clients.”

### **New talent additions represent more than 100 years of collective industry experience**

The four financial advisors joining the firm in New Jersey are transferring from Wells Fargo Advisors, and include the following:

**Peter Tampellini, CFP®, Branch Manager, Senior Vice President – Investments:** A 20-year veteran in the securities industry, Tampellini spent most of his career at A.G. Edwards, now Wells Fargo Advisors. He earned his CFP® certification in 2008, and served as a branch manager for nearly five years before stepping down in 2010. Donna Snow, a 25-year industry veteran who spent most of her career at A.G. Edwards, is also joining Tampellini at the new office as a senior registered financial associate.

**Robert C. Rothhouse, CFP®, Managing Director – Investments:** With nearly 35 years in the securities industry, Rothhouse earned his CERTIFIED FINANCIAL PLANNER™ certification in 1983. Outside of the office, Rothhouse is also active in the community and serves as an advisor to the Aktion Club Community Service Group. He is also treasurer of the Art Dorrington Ice Hockey Foundation, and is a member and past president of the Northfield-Linwood Kiwanis Club. He is a past president of Habitat for Humanity’s Atlantic County Chapter.

**Teresa Zipf, CFP®, Financial Consultant:** After a successful 10-year career in public accounting, Zipf transitioned to the financial services industry in 2004 and partnered with Rothhouse three years later. She earned her CERTIFIED FINANCIAL PLANNER™ certification in 2007 and also maintains her CPA certification.

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**Brian K. McRory, Vice President – Investments:** McRory began his career in the securities industry in 1986 after serving in the military, and working in engineering and education.

Cecelia Jiampetti joins Bob Rothhouse and Teresa Zipf as a senior registered financial associate and will assist them with their client responsibilities. She has 14 years of securities industry experience, having joined A.G. Edwards in 1998. In addition, Maryellen Martin and Natalie Tampellini will provide general office support on a part-time basis.

“Our team is moving to Benjamin F. Edwards & Co. with confidence because this firm’s focus is where it should be – on our clients,” said Peter Tampellini. “Here, we are truly empowered with the freedom to serve our clients as we see fit using an outstanding line-up of products and services, while backed by accomplished and dedicated personnel in the firm’s Home Office.”

Coming to Benjamin F. Edwards & Co. was a decision that the group considered very carefully, Tampellini added. “We did our homework – we thoroughly evaluated a number of firms and talked with advisors who had already made moves,” he said. “Benjamin F. Edwards & Co. stood out in all areas – especially their dedication to provide quality client service. Without exception, the advisors we talked to reported that their clients are thrilled with Benjamin F. Edwards & Co. and the level of service provided.”

One of the keys to Benjamin F. Edwards & Co.’s success is the personalized attention the advisors receive throughout the process – particularly from the firm’s transition specialists.

“We make sure our transitioning financial advisors walk into their new office on their first day and are able to efficiently do what they need and want to do most – reach out to their clients,” said Martin (Marty) Altenberger. “We also ensure they have access to the product line-up that they – and their clients – want and need. If that means going out and securing a selling agreement with a money manager or a mutual fund before the transition, we do it. For us, this is what providing white-glove service is all about.”

The new branch is the firm’s 26<sup>th</sup> nationally and second in New Jersey. It opens just a week after the Kansas City office came online with four experienced advisors: Grant Ingram, Gary Liberty, Brian Wiklund, and John Diederich. In addition, the company added as an advisor Tom Morrison, a former principal of an independent financial planning firm to its existing Wheaton, Ill., location.

### **About Benjamin F. Edwards & Co.**

With a tagline of “Investments for Generations” and a company logo anchored by the Edwards crest, Benjamin F. Edwards & Co. is headquartered in St. Louis, Mo. The firm was founded in 2008 by Benjamin F. (Tad) Edwards IV, the great-great-grandson of Albert Gallatin Edwards, the founder of brokerage firm A.G. Edwards. Currently, the firm has 26 branches in 15 states and more than 200 employees. The Northfield office joins Red Bank as the firm’s second location in New Jersey.

A subsidiary of Benjamin Edwards, Inc., Benjamin F. Edwards & Co. is a full-service brokerage and a Registered Investment Adviser, which offers a wide array of financial products and advisory services to its clients and financial consultants. For more information about Benjamin F. Edwards & Co., please visit [benjaminfedwards.com](http://benjaminfedwards.com) and follow the company on Twitter ([@GrowWithBFEC](https://twitter.com/GrowWithBFEC)).

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