

75 Years of Insurance Service continued from front

James F. Young

Jim Young came home in 1968 from seven years of military service in Vietnam. "I had no formal insurance training," he says, "but Dick Lumpkin believed in 'learning by doing.' He gave me the opportunity to join the business. I never looked back."

With Dick at his side, Jim was soon handling the Agency's larger and more complicated commercial accounts. He and his wife, Judy, purchased the company in 1983, remaining in charge until Jim retired in 1997. Today, Jim and Judy are thoroughly enjoying golf, tennis and boating. "There aren't enough hours in the day to do everything there is to do!" Jim says.

Alan Long & Robin Turner

Meanwhile, Alan Long was growing up on Cape Cod and earning a Cum Laude degree in Business Administration/ Finance from UMASS Amherst. Right out of college he joined the C. Robin Turner Agency of Chatham. "Alan fit right in," recalls Robin today. "He was very knowledgeable, and everyone liked him. They still do!"

Robin and his wife, Christie Due Turner - who was Office Manager - ran the Agency until 1994.

Robin is now retired, but as a homeowner, cottage owner and part-owner of an office building on Crowell Road (the original location of his agency), he spends a lot of time maintaining and managing property. He does find time to enjoy his six grandchildren and to indulge in his passion for reading.

Alan Long and Jim Young completed a friendly takeover of the Turner agency after Robin's retirement, merging clients with Eldredge & Lumpkin. To ensure continuity, three Turner Agency staff members joined E&L.

In 1997, Alan and his wife, Pat, took over the helm, continuing to steer the future course of the still-growing Agency. Today, thousands of families throughout Cape Cod and

beyond rely on the Agency at its Chatham and Harwich offices for their homeowner's, auto and business insurance coverage.

Today, Alan and Pat continue the legacy of personal service by making their home phone number available for customer emergencies.

Time has marched on throughout the company's long history, but professional standards have remained constant. Over the years, each owner and their wives have put top priority on customer service, going the extra mile to assist people in times of need.

Are You our Longest-Served Customer?

We're searching for people who've been customers of the Eldredge & Lumpkin Agency for 50 years or more. If you think you've been with us since 1955 - or earlier - just call Pat Long at 1 800-945-1840 or drop an e-mail to Pat@ELInsurance.com. We hope to profile our longest-served customers in an upcoming edition of *Insurance Currents*. Thank you for your business and loyalty.

ELDREDGE & LUMPKIN THROUGH THE YEARS

1985

Alan Long joins Eldredge & Lumpkin

1994

Robin Turner retires;
Eldredge & Lumpkin acquires Turner agency

1997

Alan and Pat Long acquire Eldredge & Lumpkin

2005

Eldredge & Lumpkin
celebrates 75th Anniversary