

TIFFEN & CO



## MEDIA RELEASE

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### Tiffen & Co and The Mortgage Detective join force

**Tuesday Oct 7, 2008**

Award winning Canberra based mortgage broking firms Tiffen and Co and The Mortgage Detective have announced today that they have merged.

The combination of Tiffen and Co and The Mortgage Detective creates one of the industries most dynamic and professional Mortgage Broking firms in Australia.

The two companies will operate out of the one location in Kingston, but will continue to trade under both names at this stage. The combined company will continue to provide market leading home loan and commercial finance solutions.

The merger brings together some of the industry's strongest and most experienced mortgage brokers, including Gerard Tiffen (Managing Director – Tiffen and Co), David Friend and Alison Whittle. Gerard Tiffen was awarded Canberra's number one mortgage broker by the Mortgage Professional Magazine in 2005, 2006, and 2007 and was also ranked number 3 within Australia. David Friend was ranked 23 in Australia's Top 100 Brokers and ranked number 4 in the ACT in 2007.

Alison Whittle, the founder and director of The Mortgage Detective has over 20 years experience within the financial services industry and believes that the merger will provide enormous value to the customers of Tiffen and Co and The Mortgage Detective.

"We have combined our expertise, experience and resources to provide our customers with a superior level of service. Our dedication, enthusiasm and passion for excellence are just a few of the benefits you will experience when working with the team at Tiffen and Co and The Mortgage Detective. In these uncertain financial economic times, it is vital that customers know that they are dealing with well established and professional industry participants", said Alison.

The merger accelerates the two company's objectives to provide customers with the benefits, flexibility and strength of a large organisation without sacrificing the personal service you would expect from a small business.

This week the company will begin executing the planned integration of the Tiffen and Co and The Mortgage Detective operations, ensuring a smooth transition and immediate value proposition for customers, partners and employees alike.

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