



FOR IMMEDIATE RELEASE
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AVALON RISK MANAGEMENT OPENS OFFICE IN TORONTO

CHICAGO — Avalon Risk Management, a premier provider of innovative insurance and surety solutions for the logistics industry, announces the opening of its first international office in Mississauga, Ontario. Avalon Risk Management (Canada), Inc. was established to meet the growing demand for Avalon's services throughout Canada and the global needs of its logistics clients.

"Our parent company, Kingsway Financial Services, is firmly established throughout Canada and provides Avalon with a unique opportunity to service the specialized insurance needs of logistics companies on both sides of the border," said Lisa Gelsomino, President. With the expansion of our Toronto office, Avalon becomes one of the only insurance brokers specializing exclusively in transportation risks for Canadian based companies. Under Robert Macher's leadership, our Toronto office will thrive and provide the personalized expertise and service Avalon is recognized for throughout the international trade community.

Robert Macher is one of Avalon's first employees and joined the company's Miami office in the spring of 1998. In 2002, Robert was promoted to Regional Vice President to manage Avalon's Chicago office and is currently Divisional Vice President for the Midwest and Toronto regions. Robert has a master's degree in business administration with a concentration in international business from St. Thomas University in Miami. He serves on the boards or committees of the Chicago Customs Brokers and Forwarders Association (CCBFA), the International Air Cargo Association of Chicago (IACAC), the International Trade Club of Chicago (ITCC) and is also a member of the National Society of Hispanic MBAs (NSHMBA).

Canadian natives Phil Amodeo and Brian Gottlieb will be overseeing the day-to-day sales efforts of the Toronto office. With their combined 18 years of experience within the insurance industry and transportation-related backgrounds, both have an in-depth understanding of the niche market in which Avalon's customers operate.

Avalon is active in the Canadian trade and transportation industry through active memberships with the Canadian Society of Customs Brokers (CSCB), the Canadian International Freight Forwarders Association (CIFFA) and the Ontario Trucking Association (OTA). The new location will provide a strong foundation to further Avalon's growth and product development, as well as ample space for future expansion.

Avalon's Canadian office is located at:
7120 Hurontario Street, Suite 202
Mississauga, Ontario L5W 0A8, Canada
Phone: (905) 696-1400
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Avalon Risk Management, Inc. is a premier provider of insurance and surety solutions to the logistics industry. Local service is provided through eleven offices in major North American port cities. Products include: Bonds, Marine Cargo Insurance, Professional Liability, Business Insurance and Truck Insurance. Avalon's products are combined with innovative technology and superior customer service. Avalon is a wholly-owned subsidiary of Kingsway Financial Services, Inc., publicly traded as "KFS" on the TSX and NYSE.

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