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Knowles Joins Merchants Trust Company

SOUTH BURLINGTON, VT —Molly Dillon, President of Merchants Trust Company, announced that Robert Knowles has joined Merchants Trust Company as a Vice President and Business Development Officer for Southern Vermont.

Knowles is President of Winfall Strategies, a firm specializing in Leadership Development, Motivational Speaking, and Sales and Relationship Management training.

Knowles has been employed in the financial services industry, with a specific emphasis in Wealth Management, for more than 20 years. Most recently, he served as Senior Vice President for Banknorth Investment Management Group. Knowles has developed expertise in sales and relationship management, strategic planning, process improvement, leadership development and motivation.

In addition to his work with Banknorth, Bob has presented to the NY Bankers Association, VT Bankers association and numerous profit and not-for-profit organizations throughout the Northeast. His contribution to creating a leadership culture was published in the April 2002 issue of Trusts and Estates magazine.

“Bob has a great deal of knowledge and experience helping individuals and organizations achieve their financial goals. In addition, he is very familiar with Southern Vermont, having lived in the region for more than 12 years,” said Dillon.

“I am excited about my new responsibilities and look forward to offering the unparalleled service for which Merchants Trust is known,” commented Knowles.



Robert Knowles

The continuing mission of Merchants Trust Company is to develop long-term client relationships with individuals, families and organizations by providing personalized, high-quality financial advisory and wealth management services. Merchants Trust Company is a subsidiary of Merchants Bank that provides a full range of investment and trust services to both individual and institutional clients.

Vermont Matters! The continuing mission of Merchants Bank is to provide Vermonters with a state-wide community bank that blends a strong technology platform with a genuine appreciation for local markets. Merchants Bank fulfills this commitment through a branch-based system that includes 36 community bank offices and 44 ATMs throughout Vermont, Personal Bankers dedicated to top-quality customer service and streamlined solutions, including: Personal Checking and Savings with Free Checking for Life[®], *CashRewards* CheckingSM, a low-cost Money Market Account, Free Online Banking and Bill Pay, Overdraft Coverage, Direct Deposit, Free Debit Card and Free Automated Phone Banking; Business Banking with Rewards Checking for Business, Business Online Banking and Bill Pay, Business Lines of Credit and Merchant Card Processing; Small Business Loans; Health Savings Accounts; Credit Cards; Flexible Certificates of Deposit; Vehicle Loans; Home Equity Credit; and Home Mortgages. **Visit mbvt.com for more information.** Merchants' stock is traded on the NASDAQ National Market system under the symbol MBVT. Member FDIC. Equal Housing Lender.

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