

# Top 100 Privately-Held Property/Casualty Agencies

Ranked by Total 2008 P/C Premium Written

2008 Rank	Agency Name	2008 P/C Premium Written	2007 P/C Premium	% Premium Change	2008 Other than P/C Premium	2008 P/C Revenue	2008 Rank by Revenue	No. of Empl.	Main Office	Web site
1	Lockton Cos.	\$8.40 billion	\$7.74 billion	8.47%	\$6.30 billion	\$623.32 million	1	3,850	Kansas City, Mo.	www.lockton.com
2	USI Holdings Corp.	\$2.47 billion	\$2.74 billion	-9.74%	\$5.01 billion	\$277.33 million	2	3,013	Briarcliff Manor, N.Y.	www.usi.biz
3	Alliant Insurance Services Inc.	\$1.21 billion	\$1.76 billion	-31.18%	\$1.84 billion	\$203.95 million	4	1,080	Newport Beach, Calif.	www.alliantinsurance.com
new 4	ISU Group*	\$1.17 billion			\$101.00 million	\$158.19 million	6	1,018	San Francisco, Calif.	www.isugroup.com
5	Leavitt Insurance Group	\$1.14 billion	\$1.53 billion	-25.28%	\$476.51 million	\$177.25 million	5	1,194	Cedar City, Utah	www.leavitt.com
6	Keystone Insurers Group Inc.	\$1.03 billion	\$978.27 million	5.40%	\$93.86 million	\$128.89 million	7	1,485	Northumberland, Pa.	www.keystoneinsgrp.com
7	Allied North America	\$853.57 million	\$829.00 million	2.96%	\$1.43 million	\$86.67 million	9	438	Jericho, N.Y.	www.alliedna.com
8	Beecher Carlson Holdings Inc.	\$840.00 million	\$645.84 million	30.06%	\$178.00 million	\$69.88 million	13	478	Atlanta, Ga.	www.beechercarlson.com
9	J. Smith Lanier & Co.	\$700.28 million	\$655.11 million	6.90%	\$503.01 million	\$102.42 million	8	600	Atlanta, Ga.	www.jsmithlanier.com
10	Hylant Group Inc.	\$694.00 million	\$691.09 million	0.42%	\$381.0 million	\$66.00 million	14	670	Toledo, Ohio	www.hylant.com
11	Insurance Office of America Inc.	\$667.27 million	\$662.50 million	0.72%	\$108.53 million	\$59.69 million	17	530	Longwood, Fla.	www.ioausa.com
12	The IMA Financial Group Inc.*	\$661.12 million	\$600.00 million	10.19%	\$156.00 million	\$73.30 million	12	476	Wichita, Kan.	www.imacorp.com
13	SWBC	\$645.32 million	\$481.00 million	34.16%	\$176.47 million	\$246.28 million	3	1,224	San Antonio, Texas	www.swbc.com
14	Rutherford*	\$590.53 million	\$534.57 million	10.47%	\$111.23 million	\$73.32 million	11	316	Roanoke, Va.	www.rutherford.com
15	Heffernan Group	\$489.13 million	\$627.27 million	-22.02%	\$82.61 million	\$61.25 million	16	394	Walnut Creek, Calif.	www.heffgroup.com
16	Bollinger Inc.	\$470.00 million	\$452.47 million	3.87%	\$360.00 million	\$63.67 million	15	420	Short Hills, N.J.	www.bollingerinsurance.com
17	Mesirov Insurance Services Inc.*	\$450.81 million	\$349.24 million	29.08%	\$996.06 million	\$56.13 million	19	320	Chicago, Ill.	www.mesirovfinancial.com
18	Combined Agents of America LLC*	\$386.09 million	\$385.61 million	0.12%	\$0	\$47.10 million	25	578	Austin, Texas	www.combinedagents.com
19	The NIA Group, LLC	\$378.97 million	\$391.80 million	-3.27%	\$574.75 million	\$48.04 million	24	407	Paramus, N.J.	www.niagroup.com
20	Woodruff-Sawyer & Co.*	\$375.00 million	\$402.00 million	-6.72%	\$256.00 million	\$45.44 million	28	276	San Francisco, Calif.	www.wsandco.com
21	INSURICA	\$367.46 million	\$313.05 million	17.38%	\$31.25 million	\$43.07 million	30	228	Oklahoma City, Okla.	www.insurica.com
new 22	Satellite Agency Network Group Inc.*	\$364.13 million			\$0	\$50.97 million	23	37	Hampton, N.H.	www.sangroup.com
23	Neace Lukens Holding Co.*	\$355.21 million	\$352.11 million	0.88%	\$616.42 million	\$59.00 million	18	514	Louisville, Ky.	www.neacelukens.com
24	Renaissance Insurance Group LLC*	\$352.00 million	\$325.00 million	8.31%	\$2.35 million	\$52.00 million	21	78	Wellesley, Mass.	www.renaissanceins.com
new 25	Seitlin	\$350.00 million			\$148.00 million	\$19.40 million	67	150	Miami, Fla.	www.seitlin.com
26	Marshall & Sterling Enterprises Inc.	\$321.82 million	\$320.00 million	0.57%	\$29.20 million	\$45.40 million	29	335	Poughkeepsie, N.Y.	www.marshallsterling.com
new 27	Worldwide Insurance Network Inc. d/b/a Smart Choice Agents Program*	\$320.00 million			\$1.00 million	\$35.76 million	36	43	High Point, N.C.	www.smartchoiceagents.com
28	InterWest Insurance Services Inc.	\$318.84 million	\$519.60 million	-38.64%	\$111.78 million	\$35.07 million	38	311	Sacramento, Calif.	www.iwins.com
29	Capacity Group	\$314.10 million	\$285.50 million	10.02%	\$31.39 million	\$47.09 million	26	179	Mahwah, N.J.	www.capcoverage.com
30	Iroquois Group Inc.*	\$308.64 million	\$278.74 million	10.73%	\$0	\$51.29 million	22	150	Olean, N.Y.	www.iroquoisgroup.com
31	RCM&D Inc.	\$301.66 million	\$314.00 million	-3.93%	\$91.32 million	\$30.16 million	43	276	Baltimore, Md.	www.rcmd.com
32	Insurors Group LLC*	\$298.93 million	\$269.99 million	10.72%	\$77.52 million	\$52.34 million	20	225	Bryan, Texas	www.insurorsgroup.com
33	Frenkel & Co. Inc.*	\$295.69 million	\$386.00 million	-23.40%	\$357.35 million	\$31.86 million	41	225	New York, N.Y.	www.frenkel.com
34	Assurance Agency Ltd.	\$283.23 million	\$290.00 million	-2.33%	\$98.88 million	\$29.82 million	44	200	Schaumburg, Ill.	www.assuranceagency.com
35	GreatFlorida Insurance*	\$277.00 million	\$260.00 million	6.54%	\$660,000	\$33.24 million	39	200	Stuart, Fla.	www.greatflorida.com
36	Starkweather & Shepley Ins. Brokerage Inc.	\$275.00 million	\$300.00 million	-8.33%	\$107.00 million	\$25.80 million	56	194	East Providence, R.I.	www.starshp.com
new 37	United Valley Insurance Services Inc.*	\$269.33 million			\$70.42 million	\$41.55 million	32	85	Fresno, Calif.	www.unitedvalley.com
38	Barney & Barney LLC	\$263.00 million	\$300.00 million	-12.33%	\$1.05 billion	\$31.86 million	40	340	San Diego, Calif.	www.barneyandbarney.com
39	Turner Surety and Insurance Brokerage	\$256.87 million	\$188.01 million	36.63%	\$0	\$6.90 million	NR	23	Woodcliff Lake, N.J.	www.tsibinc.com
40	Van Gilder Insurance Corp.	\$256.00 million	\$291.39 million	-12.14%	\$68.00 million	\$35.28 million	37	225	Denver, Colo.	www.vgic.com
41	Houchens Insurance Group	\$255.00 million	\$231.00 million	10.39%	\$160.00 million	\$25.50 million	57	171	Bowling Green, Ky.	www.houchensinsurancegroup.com
42	McQueary Henry Bowles Troy LLP	\$250.00 million	\$240.75 million	3.84%	\$210.00 million	\$28.55 million	48	200	Dallas, Texas	www.mhbt.com
43	Haylor, Freyer & Coon Inc.*	\$250.00 million	\$263.00 million	-4.94%	\$70.00 million	\$29.20 million	45	220	Syracuse, N.Y.	www.haylor.com
new 44	Confie Seguros Holding Co.	\$250.00 million			\$0	\$75.00 million	10	750	New York, N.Y.	www.confieseguros.com
45	The Horton Group	\$249.71 million	\$239.68 million	4.18%	\$249.07 million	\$30.59 million	42	332	Orland Park, Ill.	www.thehortongroup.com
46	Moreton & Co.*	\$240.31 million	\$250.00 million	-3.88%	\$210.00 million	\$23.06 million	60	175	Salt Lake City, Utah	www.moreton.com
new 47	SullivanCurtisMonroe	\$238.00 million			\$72.00 million	\$29.20 million	46	185	Irvine, Calif.	www.sullivancurtismonroe.com
48	Scott Insurance	\$233.28 million	\$227.40 million	2.58%	\$99.83 million	\$26.06 million	54	226	Lynchburg, Va.	www.scottins.com
new 49	DeWitt Stern	\$230.00 million			\$30.00 million	\$46.00 million	27	110	New York, N.Y.	www.dewittstern.com
50	Higginbotham & Associates	\$228.82 million	\$233.39 million	-1.96%	\$241.09 million	\$26.72 million	52	328	Fort Worth, Texas	www.higginbotham.net
51	The Insurance Alliance of Central Pa. Inc.*	\$226.46 million	\$243.31 million	-6.92%	\$0	\$28.04 million	49	250	Camp Hill, Pa.	www.tiacp.com
52	Cobbs, Allen & Hall*	\$224.81 million	\$238.70 million	-5.82%	\$37.60 million	\$20.93 million	65	182	Birmingham, Ala.	www.cobbsallenhall.com
53	Bowen, Miclette & Britt Inc.	\$221.67 million	\$216.36 million	2.45%	\$125.92 million	\$27.42 million	51	188	Houston, Texas	www.bmbinc.com
54	The Mahoney Group	\$221.46 million	\$241.10 million	-8.15%	\$114.05 million	\$41.96 million	31	281	Mesa, Ariz.	www.mahoneygroup.com
new 55	Steve Standridge Insurance Inc.	\$216.46 million			\$9.90 million	\$15.16 million	81	155	Mount Ida, Ark.	www.sstandridgeinsurance.com/
56	Advanced Insurance Underwriters LLC	\$212.00 million	\$212.50 million	-0.24%	\$2.00 million	\$24.38 million	58	140	Hollywood, Fla.	www.advancedins.com
57	The Graham Co.	\$211.32 million	\$247.00 million	-14.44%	\$15.74 million	\$38.13 million	35	182	Philadelphia, Pa.	www.grahamco.com
58	Bainswest Inc.*	\$197.19 million	\$153.22 million	28.70%	\$68.26 million	\$28.78 million	47	230	Tulsa, Okla.	www.bainswest.com
59	United Agencies Inc.*	\$195.00 million	\$199.10 million	-2.06%	\$55.00 million	\$40.00 million	33	250	Pasadena, Calif.	www.unitedagencies.com
60	Parker Smith and Feek Inc.*	\$189.91 million	\$143.00 million	32.81%	\$99.14 million	\$26.18 million	53	177	Bellevue, Wash.	www.psfinc.com
61	James G. Parker Insurance Associates	\$188.39 million	\$141.87 million	32.79%	\$35.28 million	\$17.72 million	73	180	Fresno, Calif.	www.jgparker.com
62	Propel Insurance	\$185.00 million	\$210.00 million	-11.90%	\$250.00 million	\$39.51 million	34	207	Tacoma, Wash.	www.propelinsurance.com
63	Bouchard Insurance	\$178.23 million	\$233.15 million	-23.56%	\$142.82 million	\$21.24 million	64	205	Clearwater, Fla.	www.bouchardinsurance.com

# Special Report Top 100 Agencies

2008 Rank	Agency Name	2008 P/C Premium Written	2007 P/C Premium	% Premium Change	2008 Other than P/C Premium	2008 P/C Revenue	2008 Rank by Revenue	No. of Empl.	Main Office	Web site
64	Lawley Service Inc.	\$177.48 million	\$181.17 million	-2.03%	\$233.37 million	\$27.54 million	50	277	Buffalo, N.Y.	www.lawleyinsurance.com
65	Sihle Insurance Group Inc.	\$175.50 million	\$197.05 million	-10.94%	\$20.50 million	\$20.00 million	66	150	Altamonte Springs, Fla.	www.sihle.com
66	Robertson Ryan & Associates Inc.	\$175.00 million	\$175.00 million	0.00%	\$40.00 million	\$22.50 million	63	185	Milwaukee, Wis.	www.robertsonryan.com
67	Professional Insurance Associates Inc.	\$175.00 million	\$180.00 million	-2.78%	\$0	\$22.75 million	62	50	San Carlos, Calif.	www.piainc.com
new 68	TWIV Insurance Services LLC	\$166.73 million			\$84.50 million	\$22.91 million	61	180	Ventura, Calif.	www.twiv.com
69	Dawson Insurance Inc.*	\$166.42 million	\$182.73 million	-8.92%	\$22.46 million	\$23.44 million	59	203	Rocky River, Ohio	www.dawsoncompanies.com
70	Lovitt-Touche Inc.*	\$165.41 million	\$143.51 million	15.27%	\$204.12 million	\$17.18 million	74	200	Tucson, Ariz.	www.lovitt-touche.com
71	CFR Inc.	\$156.00 million	\$125.45 million	24.35%	\$28.50 million	\$12.60 million	90	104	Tulsa, Okla.	www.cfr-ins.com
72	Gowrie Barden & Brett (Gowrie Group)	\$141.84 million	\$140.42 million	1.01%	\$46.59 million	\$17.77 million	72	103	Westbrook, Conn.	www.gowrie.com
73	Swantner & Gordon Insurance Agency	\$135.29 million	\$144.27 million	-6.23%	\$55.77 million	\$14.55 million	85	129	Corpus Christi, Texas	www.s-gins.com
74	RJF Agencies	\$131.35 million	\$131.33 million	0.02%	\$207.23 million	\$17.38 million	71	154	Minneapolis, Minn.	www.rjfacencies.com
75	Ag States Group	\$129.36 million	\$116.34 million	11.20%	\$30.11 million	\$15.16 million	82	101	St. Paul, Minn.	www.agstatesgroup.com
76	The Daniel and Henry Co.	\$125.64 million	\$135.42 million	-7.22%	\$89.65 million	\$17.95 million	70	197	St. Louis, Mo.	www.danielandhenry.com
77	TWFG Insurance Services Inc.	\$122.29 million	\$103.95 million	17.64%	\$4.62 million	\$16.07 million	77	200	The Woodlands, Texas	www.twfg.net
78	TrueNorth*	\$121.43 million	\$130.31 million	-6.81%	\$147.33 million	\$19.38 million	68	165	Cedar Rapids, Iowa	www.trueorthcompanies.com
new 79	Bolton & Co.*	\$118.96 million			\$81.76 million	\$15.87 million	78	115	Pasadena, Calif.	www.boltonco.com
80	Eustis Insurance & Benefits	\$118.64 million	\$94.83 million	25.10%	\$34.05 million	\$15.02 million	83	114	New Orleans, La.	www.eustis.com
81	Schiff, Kreidler-Shell Inc.*	\$113.50 million	\$108.01 million	5.08%	\$63.26 million	\$18.49 million	69	115	Cincinnati, Ohio	www.sksins.com
82	MJ Insurance Inc.*	\$111.73 million	\$114.65 million	-2.55%	\$245.75 million	\$15.43 million	79	121	Indianapolis, Ind.	www.mjinsurance.com
83	Harden & Associates	\$110.48 million	\$135.59 million	-18.52%	\$225.89 million	\$11.14 million	99	117	Jacksonville, Fla.	www.hardenassociates.com
84	Scirocco Group & Affiliated Cos.	\$110.00 million	\$107.13 million	2.68%	\$31.25 million	\$17.15 million	75	94	Hasbrouck Heights, N.J.	www.sciroccogroup.com
85	Hamilton Brewart Insurance Agency	\$110.00 million	\$102.00 million	7.84%	\$10.00 million	\$11.50 million	97	75	Upland, Calif.	www.hamiltonbrewart.com
86	Insgroup Inc.	\$110.00 million	\$112.00 million	-1.79%	\$6.50 million	\$12.30 million	92	70	Houston, Texas	www.insgroup.net
new 87	GIA Group LLC/Continental Ins. Agency Alliance Inc.*	\$108.83 million			\$23.65 million	\$3.84 million	NR	28	Glenwood Springs, Colo.	www.glenwoodinsurance.com
88	TIS Insurance Services Inc.	\$104.58 million	\$103.03 million	1.50%	\$82.13 million	\$14.75 million	84	118	Knoxville, Tenn.	www.tisins.com
89	Senn Dunn	\$103.58 million	\$101.85 million	1.70%	\$125.00 million	\$15.21 million	80	137	Greensboro, N.C.	www.sennedunn.com
90	John O. Bronson Co. Inc.	\$103.30 million	\$126.96 million	-18.64%	\$26.95 million	\$14.21 million	86	99	Sacramento, Calif.	www.johnobronson.com
new 91	Scanlon, Guerra, Burke Insurance Brokers	\$98.19 million			\$10.91 million	\$5.31 million	NR	33	Woodland Hills, Calif.	www.sginsurance.com
92	Brower Insurance Agency LLC*	\$94.32 million	\$98.35 million	-4.10%	\$196.00 million	\$16.35 million	76	180	Dayton, Ohio	www.browerinsurance.com
93	Anco Insurance Managers Ltd	\$93.43 million	\$98.14 million	-4.80%	\$253.83 million	\$14.05 million	87	110	Bryan, Texas	www.anco.com
94	The Advantage Group LLC*	\$93.42 million	\$91.72 million	1.86%	\$658,000	\$12.33 million	91	113	Edmonds, Wash.	www.the-advantage-group.com
95	John M. Glover Agency	\$93.26 million	\$92.07 million	1.29%	\$11.77 million	\$12.95 million	88	130	Norwalk, Conn.	www.johnmglover.com
new 96	AH&T Insurance	\$92.44 million			\$103.89 million	\$12.64 million	89	135	Leesburg, Va.	www.ahtins.com
new 97	Otterstedt Insurance Agency	\$90.93 million			\$18.25 million	\$11.61 million	96	115	Englewood Cliffs, N.J.	www.otterstedt.com
new 98	Ames & Gough	\$87.00 million			\$0	\$8.50 million	NR	35	McLean, Va.	www.amesgough.com
new 99	Agents Helping Agents Inc.*	\$86.00 million			\$6.00 million	\$8.60 million	NR	25	Louisville, Ky.	www.agentshelpingagents.com
100	The Buckner Co.	\$85.00 million	\$117.39 million	-27.59%	\$50.60 million	\$11.76 million	94	98	Salt Lake City, Utah	www.buckner.com

\* = Identified as having an affiliation with an independent network or cluster group. Employee count for these groups does not necessarily include all affiliates responsible for total premium written.  
 Honorable Mentions: Five agencies - Celedinas Insurance Group; Chapman; Herbert H. Landy Insurance Agency Inc.; Mang Insurance Agency LLC; and Wood Gutmann & Bogart Insurance Brokers - ranked in the Top 100 by 2008 revenue but not in the Top 100 by 2008 P/C premium. NR = not ranked.

## Selected Publicly Traded Brokers

2008 Total Revenues (in billions)

