

Business Insurance

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As seen the week of:

July 16, 2007

SPOTLIGHT

100 largest brokers of U.S. business

Ranked by 2006 brokerage revenues generated by U.S.-based clients*

2006 rank	2005 rank	Company	2006 revenue	% change
1	1	Marsh & McLennan Cos. Inc.	\$5,341,740,000	1.9%
2	2	Aon Corp.	\$2,750,690,000	3.4%
3	3	Arthur J. Gallagher & Co.	\$1,250,886,000	4.1%
4	4	Willis Group Holdings Ltd.	\$1,100,270,000	4.5%
5	5	Wells Fargo Insurance Services Inc.	\$1,008,737,000	5.1%
6	6	Brown & Brown Inc.	\$864,662,662	11.5%
7	7	BB&T Insurance Services Inc.	\$842,295,600	11.2%
8	8	Hib Rogal & Hobbs Co.	\$682,816,221	5.7%
9	9	USI Holdings Corp.	\$546,306,000	8.3%
10	11	Lockton Cos. L.L.C.	\$453,441,090 ¹	19.2%
11	10	Wachovia Insurance Services Inc.	\$451,077,801	6.1%
12	12	Hub International Ltd.	\$391,813,991	27.5%
13	13	Alliant Insurance Services Inc.	\$228,247,524	10.7%
14	15	ABD Insurance & Financial Services ²	\$168,367,000	2.2%
15	17	Leavitt Group	\$146,184,000	28.7%
16	14	Jardine Lloyd Thompson Group P.L.C.	\$143,997,191 ³	2.5%
17	18	Keenan & Associates	\$132,225,000	17.8%
18	16	CBIZ Benefits & Insurance Services Inc.	\$114,700,000	9.6%
19	19	Frank Crystal & Co. Inc.	\$112,545,000	6.8%
20	25	Bollinger Inc.	\$103,871,255	24.3%
21	20	Meadowbrook Insurance Group Inc.	\$98,735,000	4.1%
22	24	John L. Wortham & Son L.P. ⁴	\$94,635,000	11.6%
23	23	Commerce Banc Insurance Service Inc.	\$93,823,000	6.5%
24	21	Hylant Group	\$90,014,223	1.2%
25	31	Hays Group Inc. dba Hays Cos.	\$85,000,000	18.2%
26	26	Regions Insurance Group Inc.	\$84,032,000	6.0%
27	30	J. Smith Lanier & Co.	\$81,250,386	11.0%
28	35	Mesirow Insurance Services Inc.	\$80,417,980 ⁴	20.4%
29	29	Holmes Murphy & Associates Inc.	\$79,113,383	5.2%
30	28	NIA Group L.L.C.	\$78,600,000	1.6%
31	New	UnionBanc Insurance Services Inc.	\$77,974,000	-2.4%
32	40	Tanenbaum-Harber Co. Inc.	\$77,727,125	38.5%
33	32	Allied North America	\$75,860,305	8.9%
34	36	Sky Insurance Inc.	\$69,619,207	11.7%
35	37	IMA Financial Group Inc. ⁵	\$69,143,901	16.2%
36	34	Guaranty Insurance Services Inc.	\$68,738,794	2.3%
37	33	Compass Insurance Agency Inc.	\$67,132,756	-0.5%
38	38	BancorpSouth Insurance Services Inc.	\$67,018,430	15.8%
39	39	Neace Lukens Holding Co. ⁶	\$65,284,628	12.9%
40	41	Insurance Office of America Inc.	\$64,013,000	15.9%
41	43	Heffernan Group	\$63,105,000	17.4%
42	44	Rutherford Cos. ⁷	\$59,607,936 ³	12.2%
43	46	Associated Financial Group L.L.C.	\$55,245,756	10.1%
44	66	Beecher Carlson Holdings Inc.	\$53,753,000	65.2%
45	51	James B. Oswald Co. dba Oswald Cos. ¹	\$53,718,390	24.5%
46	New	InterWest Insurance Services Inc.	\$51,017,913	-0.3%
47	49	Woodruff-Sawyer & Co. ²	\$50,967,500	12.2%
48	45	TD Banknorth Insurance Agency Inc.	\$50,740,412	5.8%
49	47	Frenkel & Co. Inc. ³	\$50,644,572	5.8%
50	48	Wausau Signature Agency	\$49,998,698	5.9%

2006 rank	2005 rank	Company	2006 revenue	% change
51	62	Trion Group Inc. dba Trion	\$49,800,000	30.7%
52	58	Mahoney Group ¹	\$48,500,989	18.5%
53	53	Van Gilder Insurance Corp. ¹	\$48,110,297	20.7%
54	57	Cottingham & Butler Inc. ¹	\$47,566,000	15.6%
55	56	Barney & Barney L.L.C. ¹	\$45,570,000	8.4%
56	New	Integro USA Inc.	\$45,000,000	N/A
57	52	Marshall & Sterling Enterprises Inc.	\$44,116,104	5.2%
58	55	Western States Insurance	\$43,794,816	6.7%
59	New	First Niagara Risk Management Inc.	\$43,766,910	58.8%
60	61	Capacity Group of Cos.	\$42,587,600	10.2%
61	59	Horton Group Inc. ²	\$42,151,180	4.1%
62	54	Graham Co. ¹	\$41,827,673	0.8%
63	60	William Gallagher Associates Insurance Brokers Inc.	\$41,697,945	3.4%
64	50	Webster Insurance Inc.	\$38,771,609	-11.5%
65	64	Riggs, Counselman, Michaels & Downes Inc. ¹	\$37,854,515	8.7%
66	68	DeWitt Stern Group Inc.	\$37,757,610	15.8%
67	New	Jenkins Athens Insurance Services	\$37,724,025	11.4%
68	63	McQueary Henry Bowles Troy L.L.P.	\$37,600,000	7.1%
69	New	ONB Insurance Group	\$36,475,299	11.4%
70	69	Andreini & Co.	\$36,000,000	10.4%
71	67	Eastern Insurance Group L.L.C.	\$35,448,930	7.4%
72	New	Treiber Group L.L.C.	\$34,000,000	6.3%
73	71	Fringe Benefits Management Co.	\$33,746,578	6.2%
74	72	Higginbotham & Associates Inc.	\$33,268,572	8.0%
75	77	Roger Bouchard Insurance Inc.	\$33,195,646	9.6%
76	76	Bowen, Miellette & Britt Inc.	\$33,136,213	10.7%
77	75	North American Insurance Agency Inc. ¹ dba North American Group	\$32,460,348	10.0%
78	70	Bratrud Middleton Insurance Brokers Inc.	\$32,311,000	4.2%
79	74	Lawley Service Inc.	\$32,280,870	7.8%
80	73	Loomis Co.	\$32,130,280	5.0%
81	78	Dawson Insurance Inc.	\$32,019,822	12.3%
82	86	Assurance Agency Ltd.	\$31,077,000	11.4%
83	88	Fred A. Moreton & Co. ¹	\$30,541,000	22.6%
84	81	Scott Insurance	\$30,210,000	11.7%
85	87	Seitlin ¹	\$29,529,530	17.9%
86	82	Starkweather & Shepley ¹ Insurance Brokerage Inc.	\$29,361,000	9.2%
87	79	Payne Financial Group Inc. ¹	\$29,156,478	2.5%
88	83	Lovitt & Touche Inc.	\$28,645,441	6.8%
89	80	Frost Insurance Inc.	\$28,576,336	1.8%
90	85	Parker, Smith & Feek Inc. ¹	\$28,016,000	5.0%
91	New	Kinloch Holdings Inc.	\$27,000,000	N/A
92	84	R.C. Knox & Co. Inc.	\$26,614,000	0.3%
93	New	Haylor, Freyer & Coon Inc. ¹	\$26,290,000 ⁴	6.5%
94	95	TrueNorth Cos.	\$25,737,302	25.7%
95	93	Cobbs, Allen & Hall Inc. ¹	\$25,379,280	16.6%
96	90	James G. Parker Insurance Group	\$25,131,000 ⁷	6.7%
97	New	SilverStone Group Inc.	\$24,849,000	1.6%
98	92	Robertson Ryan & Associates Inc.	\$23,917,894	6.3%
99	89	Daniel & Henry Co. ¹	\$23,406,000	-3.4%
100	91	RJF Agencies Inc. ¹	\$23,179,000	0.1%

*Companies that derive less than 20% of revenues from commercial retail brokerage or employee benefits are not ranked. 1 Fiscal year ending 4/30. 2 Has signed an agreement to be purchased by Wells Fargo & Co. 3 Converted at the applicable rate. 4 Fiscal year ending 3/31. 5 Fiscal year ending 6/30. 6 Fiscal year ending 8/31. 7 Fiscal year ending 5/31. N/A=Not applicable

Source: *BI* survey
Researched by Kevin Edison and Karen Tucker

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