

Business Insurance

www.BusinessInsurance.com

As seen the week of:

July 21, 2008

SPOTLIGHT

100 largest brokers of U.S. business (1-50)

Ranked by 2007 brokerage revenues generated by U.S.-based clients*

2007 rank	2006 rank	Company	Headquarters	2007 revenue	% change	Type of agency	% commercial retail brokerage	% employee benefits
1	1	Marsh & McLennan Cos. Inc.	New York, N.Y.	\$5,527,690,000	3.48%	Broker	38.68%	28.95%
2	2	Aon Corp.	Chicago, Ill.	\$2,696,480,000	-0.14%	Broker	64.93%	15.67%
3	3	Arthur J. Gallagher & Co.	Itasca, Ill.	\$1,282,372,080	9.54%	Both	39.29%	14.58%
4	5	Wells Fargo Insurance Services Inc.	Chicago, Ill.	\$1,282,130,000	27.10%	Both	60.97%	12.45%
5	4	Willis Group Holdings Ltd. ¹	London, England	\$1,059,090,000	-3.21%	Broker	56.17%	10.43%
6	7	BB&T Insurance Services Inc.	Raleigh, N.C.	\$877,391,500	4.17%	Both	48.93%	6.97%
7	6	Brown & Brown Inc.	Daytona Beach, Fla.	\$757,642,624	7.06%	Agent	38.52%	12.41%
8	8	Hibb Rogal & Hobbs Co. ¹	Glen Allen, Va.	\$725,353,500	6.23%	Both	58.07%	20.37%
9	9	USI Holdings Corp.	Briarcliff Manor, N.Y.	\$617,083,000	12.96%	Broker	35.45%	45.13%
10	10	Lockton Cos. L.L.C.	Kansas City, Mo.	\$502,460,070 ²	10.81%	Broker	69.40%	19.18%
11	12	Hub International Ltd.	Chicago, Ill.	\$484,675,580	23.70%	Broker	55.74%	12.80%
12	11	Wachovia Insurance Services Inc.	Charlotte, N.C.	\$422,453,748	-6.35%	Broker	39.48%	18.97%
13	13	Alliant Insurance Services Inc.	Newport Beach, Calif.	\$291,343,365	27.64%	Broker	66.79%	22.33%
14	15	Leavitt Group	Cedar City, Utah	\$174,750,450	19.54%	Agent	59.50%	11.01%
15	16	Jardine Lloyd Thompson Group P.L.C.	London, England	\$161,048,888 ³	11.84%	Broker	50.31%	16.43%
16	18	CBIZ Benefits & Insurance Services Inc.	Cleveland, Ohio	\$143,147,000	24.80%	Broker	12.90%	52.21%
17	17	Keenan & Associates	Torrance, Calif.	\$123,332,000	-6.73%	Both	18.95%	22.61%
18	19	Frank Crystal & Co. Inc.	New York, N.Y.	\$119,680,000	6.34%	Broker	78.58%	10.59%
19	20	Bollinger Inc.	Short Hills, N.J.	\$104,613,278	0.71%	Both	34.76%	33.96%
20	21	Meadowbrook Insurance Group Inc.	Southfield, Mich.	\$103,908,000	5.24%	Agent	52.63%	2.07%
21	26	Regions Insurance Group Inc.	Memphis, Tenn.	\$103,485,000	23.87%	Both	59.61%	15.80%
22	22	John L. Wortham & Son L.P.	Houston, Texas	\$99,864,000	5.53%	Agent	83.32%	11.69%
23	25	Hays Group Inc. dba Hays Cos.	Minneapolis, Minn.	\$97,400,000	14.59%	Both	53.83%	40.32%
24	27	J. Smith Lanier & Co.	West Point, Ga.	\$96,572,647	18.86%	Both	59.21%	22.05%
25	24	Hylant Group	Toledo, Ohio	\$90,240,264	0.25%	Both	70.21%	19.25%
26	32	Tanenbaum-Harber Co. Holdings Inc.	New York, N.Y.	\$90,031,489	15.83%	Broker	58.30%	17.26%
27	28	Mesirov Insurance Services Inc.	Chicago, Ill.	\$89,055,876 ⁴	10.74%	Broker	56.26%	36.47%
28	29	Holmes Murphy & Associates Inc.	West Des Moines, Iowa	\$87,959,385	11.18%	Both	49.03%	36.77%
29	33	Allied North America	Jericho, N.Y.	\$85,955,028	13.31%	Broker	90.07%	1.07%
30	39	Neace Lukens Holding Co.	Louisville, Ky.	\$77,541,413	16.77%	Agent	57.97%	19.82%
31	N/A	Comer Strong Cos. Inc. ⁵	Cherry Hill, N.J.	\$76,104,000	N/A	Both	52.60%	34.44%
32	40	Insurance Office of America Inc.	Longwood, Fla.	\$75,492,147	17.93%	Agent	74.14%	9.69%
33	30	NIA Group L.L.C.	Paramus, N.J.	\$74,800,000	-4.83%	Broker	51.87%	24.73%
34	38	BancorpSouth Insurance Services Inc.	Tupelo, Miss.	\$73,553,163	9.75%	Agent	66.94%	16.23%
35	35	IMA Financial Group Inc.	Wichita, Kan.	\$72,655,068	5.08%	Both	67.58%	10.75%
36	44	Beecher Carlson Holdings Inc.	Atlanta, Ga.	\$71,716,400	33.42%	Broker	74.64%	7.11%
37	41	Heffernan Group	Walnut Creek, Calif.	\$69,446,000	10.05%	Broker	64.76%	8.23%
38	42	Rutherford Cos.	Roanoke, Va.	\$69,039,440 ⁴	15.82%	Both	81.30%	6.27%
39	36	Guaranty Insurance Services Inc.	Austin, Texas	\$68,343,205	-0.58%	Agent	60.05%	5.89%
40	34	Huntington Insurance Inc. dba Sky Insurance Inc.	Bowling Green, Ohio	\$63,397,700	-8.94%	Both	37.33%	31.52%
41	51	Trilon Group Inc. dba Trilon	King of Prussia, Pa.	\$62,600,000	25.70%	Both	N/A	100%
42	45	James B. Oswald Co. dba Oswald Cos.	Cleveland, Ohio	\$61,225,560	13.98%	Both	65.83%	18.31%
43	37	Compass Insurance Agency Inc.	Houston, Texas	\$60,280,752	-10.21%	Agent	57.67%	25.63%
44	47	Woodruff-Sawyer & Co.	San Francisco, Calif.	\$57,000,000	11.84%	Broker	73.47%	22.86%
45	43	Associated Financial Group L.L.C.	Minnetonka, Minn.	\$54,279,428	-1.75%	Agent	12.62%	55%
46	46	InterWest Insurance Services Inc.	Sacramento, Calif.	\$52,166,273	2.25%	Broker	78.34%	15.88%
47	49	Frankel & Co. Inc.	New York, N.Y.	\$51,434,900	1.56%	Broker	63.68%	25.52%
48	55	Barney & Barney L.L.C.	San Diego, Calif.	\$51,365,160	12.72%	Broker	49.30%	43.72%
49	56	Integro USA Inc.	New York, N.Y.	\$51,300,000	14%	Broker	98.28%	N/A
50	58	Western States Insurance	Missoula, Mont.	\$50,487,817	15.28%	Agent	54.94%	23.54%

*Companies that derive less than 20% of revenues from commercial retail brokerage or employee benefits are not ranked. 1 Willis Group Holdings Ltd. has entered an agreement to purchase Hibb Rogal & Hobbs Co., which is expected to be completed in the fourth quarter of 2008. 2 Fiscal year ending April 30. 3 British pound-£2,0020 (2007) fiscal year ending Dec. 31. 4 Fiscal year ending March 31. 5 Formerly Commerce Banc Insurance Services Inc. 6 Fiscal year ending June 30. 7 Formerly Braud Middleton Insurance Brokers Inc. 8 Fiscal year ending Aug. 31. N/A—not applicable. Source: BI survey. Researched by Kevin Edison and Karen Tucker.

Visit www.BusinessInsurance.com/Directories for more information and to access the full searchable Directory of Agents and Brokers. Business Insurance now offers the option to purchase the entire online directory as an Excel file or as a PDF. For our full 2008 Schedule of Issues including rankings and online directories, visit www.BusinessInsurance.com/EditorialCalendar.

This reprint is brought to you compliments of:



HEFFERNAN INSURANCE BROKERS

A Member of the Heffernan Group

Excerpted with permission of Business Insurance. Copyright Crain Communications Inc 2008
#1-24838231 Reprinted by The YGS Group, 717.399.1900. For more information visit www.theYGSgroup.com/reprints.