

# Business Insurance

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July 16, 2012

## 100 LARGEST BROKERS OF U.S. BUSINESS Ranked by 2010 brokerage revenues generated by U.S.-based clients

| 2012 rank | 2011 rank  | Company   | 2011 U.S. revenue   | % change    |
|-----------|------------|---|---------------------|-------------|
| 51        | 48         | Assurance Agency Ltd.                               | \$52,104,078        | 16.3%       |
| 52        | 44         | Western States Insurance                            | \$51,662,209        | 2.1%        |
| 53        | 45         | Marshall & Sterling Enterprises Inc.                | \$49,243,812        | 4.1%        |
| 54        | 49         | Propel Insurance                                    | \$46,400,000        | 5.0%        |
| 55        | 54         | Oswald Cos.   | \$46,317,150        | 12.0%       |
| 56        | 46         | Horton Group Inc.                                   | \$45,921,534        | (0.6%)      |
| <b>57</b> | <b>50</b>  | <b>Lawley Service Inc.</b>                          | <b>\$45,904,375</b> | <b>5.8%</b> |
| 58        | 51         | McQueary Henry Bowles Troy L.L.P.                   | \$44,725,000        | 4.4%        |
| 59        | 52         | William Gallagher Associates Insurance Brokers Inc. | \$44,153,733        | 5.1%        |
| 60        | 56         | InterWest Insurance Services Inc.                   | \$41,271,510        | 0.5%        |
| 61        | 62         | Risk Strategies Co.                                 | \$40,859,000        | 14.2%       |
| 62        | 61         | Bowen, Miclette & Britt Inc.                        | \$39,957,368        | 11.6%       |
| 63        | 57         | Riggs, Counselman, Michaels & Downes Inc.           | \$39,065,500        | (3.0%)      |
| 64        | 55         | Mahoney Group                                       | \$38,087,811        | (7.4%)      |
| 65        | <b>NEW</b> | M&T Insurance Agency                                | \$37,666,000        | 5.7%        |
| 66        | 60         | Corporate Synergies Group L.L.C.                    | \$37,000,000        | 2.8%        |
| 67        | 63         | Old National Insurance                              | \$36,199,157        | 1.3%        |
| 68        | 70         | Frost Insurance Agency Inc.                         | \$35,999,250        | 4.1%        |
| 69        | 65         | Moreton & Co.                                       | \$35,718,000        | 1.8%        |
| 70        | 66         | Andreini & Co.                                      | \$35,600,000        | 1.7%        |
| 71        | 71         | Scott Insurance                                     | \$35,239,000        | 2.9%        |
| 72        | 74         | M3 Insurance Solutions Inc.                         | \$35,215,200        | 11.0%       |
| 73        | 73         | SilverStone Group Inc.                              | \$34,581,000        | 6.9%        |
| 74        | 69         | Payne Financial Group Inc.                          | \$33,984,497        | (2.4%)      |
| 75        | 75         | Starkweather & Shepley Insurance Brokerage Inc.     | \$32,990,000        | 4.1%        |
| 76        | 64         | The Loomis Co.                                      | \$32,046,000        | (9.0%)      |
| 77        | 80         | Robertson Ryan & Associates Inc.                    | \$30,090,494        | 9.8%        |
| 78        | 77         | People's United Insurance Agency Inc.               | \$29,648,000        | (3.4%)      |
| 79        | <b>NEW</b> | LMC Insurance & Risk Management Inc.                | \$29,279,779        | 24.2%       |
| 80        | 76         | SullivanCurtisMonroe Insurance Services L.L.C.      | \$28,515,000        | (8.3%)      |
| 81        | 79         | Roger Bouchard Insurance Inc.                       | \$27,741,884        | 0.1%        |
| 82        | <b>NEW</b> | Charles L. Crane Agency Co.                         | \$27,000,000        | 0.0%        |
| 83        | 81         | Haylor, Freyer & Coon Inc. <sup>1</sup>             | \$26,629,716        | 1.6%        |
| 84        | 82         | Cobbs, Allen & Hall Inc.                            | \$26,429,841        | 5.5%        |
| 85        | 90         | Bankers Insurance L.L.C.                            | \$25,895,357        | 12.5%       |
| 86        | 83         | Lovitt & Touche Inc.                                | \$25,844,739        | 4.8%        |
| 87        | 86         | J.W. Terrill Inc.                                   | \$24,700,406        | 2.0%        |
| 88        | <b>NEW</b> | The Underwriters Group                              | \$24,255,000        | 5.0%        |
| 89        | 89         | Brower Insurance Agency L.L.C.                      | \$23,352,000        | 0.5%        |
| 90        | 91         | The Daniel & Henry Co.                              | \$21,982,000        | (2.3%)      |
| 91        | 99         | AH&T Insurance                                      | \$21,779,038        | 14.5%       |
| 92        | 93         | PSA Insurance & Financial Services <sup>2</sup>     | \$21,410,100        | 0.2%        |
| 93        | 97         | Bolton & Co. Insurance Brokers                      | \$20,856,691        | 3.2%        |
| 94        | 96         | Van Gilder Insurance Corp.                          | \$20,421,263        | (2.8%)      |
| 95        | 100        | Benefit Controls Cos.                               | \$20,050,000        | 6.4%        |
| 96        | <b>NEW</b> | Ansay & Associates L.L.C.                           | \$19,754,000        | 14.0%       |
| 97        | 98         | FBMC Benefits Management                            | \$19,286,340        | (4.2%)      |
| 98        | <b>NEW</b> | Rich & Cartmill Inc.                                | \$19,145,478        | 5.2%        |
| 99        | <b>NEW</b> | Kapnick Insurance Group                             | \$19,074,330        | 11.3%       |
| 100       | <b>NEW</b> | Cook, Hall & Hyde Inc.                              | \$17,858,000        | 0.5%        |

<sup>1</sup>Companies that derive more than 49% of their gross revenue from personal lines business are not ranked. <sup>2</sup>Fiscal year ending Aug. 31. 2 British pound=\$1.5698 in 2011, \$1.5452 in 2010. Source: BI Survey. Researched by Angelina Villarreal.

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# Lawley



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