

Insurance Agencies (Property/Casualty)

Ranked by 2010 premium volume in Silicon Valley*

APRIL 8, 2011

Rank 2010 rank	Company Address Phone, website	2010 Silicon Valley premium volume/ producers/ total staff	Offices firmwide/ year established in Silicon Valley	Sample of industry specialties	Top local executive(s)
1	Marsh Risk and Insurance Services 1732 N. First St., Suite 400, San Jose 95112 408-467-5600, www.marsh.com	\$781 million 55 300	400 1984	Semiconductor, hardware, software, networking equipment, solar and green technology, life sciences	Andrew Haaser Managing director
2	Wells Fargo of California Insurance Services 959 Skyway Road, San Carlos 94070 650-413-4200, wfis.wellsfargo.com	\$306 million 29 350	300 1946	Technology, real estate, construction, renewable energy, cleantech, life sciences, retail, manufacturing	Brian Hetherington Regional managing director
3	Andreini & Co. 220 W. 20th Ave., San Mateo 94403 650-573-1111, www.andreini.com	\$214.3 million 14 103	11 1955	Electronics, manufacturing, food processing, distribution	John Andreini President
4	Aon Risk Solutions 225 W. Santa Clara St., Suite 1150, San Jose 95113 408-288-8000, www.aon.com	\$111 million 5 32	550 1994	Construction, real estate, technology, manufacturing	Jim Untiedt Managing director
5	Thoits Insurance Service Inc. 160 W. Santa Clara St., 12th Floor, San Jose 95113 408-792-5400, www.thoitsinsurance.com	\$110 million 15 65	2 1891	Property owners, construction, education, nonprofits, technology, life sciences	Paul Saich CEO
6	Atlantic Pacific Insurance Brokers Inc. 1725 S. Bascom Ave., Suite 208, Campbell 95008 408-371-9224, www.apbrokers.com	\$86.1 million 13 50	15 1986	Commerical property, technology, manufacturing, wholesalers, construction, nonprofits, entertainment	Karol Payne President
7	Arthur J. Gallagher & Co. Insurance Brokers of CA Inc. 1 Almaden Blvd., Suite 960, San Jose 95113 408-973-9500, www.ajg.com	\$83 million 8 27	100 1975	Construction, manufacturing, industrial, property management, bonding, technology, real estate, food processors	Ronald Speno Lynn Tu Area presidents
8	Leavitt-Barlocker Insurance Services 1330 S. Bascom Ave., San Jose 95128 408-288-6262, sanjose.barlocker.com	\$75 million 13 29	115 1985	Construction, manufacturing, nursing homes, technology, food processing, distribution, property owners, nonprofits	Frederick Stafford Managing principal
9	Heffernan Insurance Brokers 1808 Embarcadero Road, Suite A, Palo Alto 94303 800-833-7337, www.heffgroup.com	\$72 million 14 38	8 2001	Technology, nonprofits, hospitality, property management, contractors	John Tallarida Branch manager
10	Y.A. Tittle & Associates Insurance Services 200 N. Almaden Blvd., Third Floor, San Jose 95110 408-271-2300, www.yatittleins.com	\$60 million 6 19	4 1992	Property owners, developers, contractors, retail, nonprofits	John Tittle, President Marko Trapani, Executive vice president
11	Leavitt Pacific Insurance Brokers 695 Campbell Technology Parkway, Suite 250, Campbell 95008 408-626-6100, www.lpib.com	\$48.9 million 36 36	1 1962	Construction, technology, nonprofits, wineries, manufacturing, property mgmt., surety bonds, life, employee benefits	Greg Yoder Principal
12	Micheletti & Associates 99 Almaden Blvd., Suite 800, San Jose 95113 408-292-4900, www.michelettiins.com	\$37 million 7 20	2 1946	Construction, technology, nonprofits, manufacturing, green	David Micheletti President
13	Archway Insurance Brokers LLC 1731 Technology Drive, Suite 250, San Jose 95110 408-441-2000, www.archwayinsurance.com	\$34.9 million 12 32	1 1867	Manufacturing, property owners, high-tech, medical device, wholesale, contracting	Corrie Foos Managing partner
14	Peck & Peck Insurance Brokers 1724 Laurel St., San Carlos 94070 650-592-5591, www.peck-peck.com	\$32.4 million 5 16	1 1974	Automotive, grocery	Jim Peck Partner
15	Lockton Insurance Brokers LLC 75 E. Santa Clara St., Suite 375, San Jose 95113 408-200-3600, www.lockton.com	\$23 million 3 8	54 2003	Technology, construction, retail, marine, nonprofit, financial institutions, private equity	Adam McDonough President and CEO
16	Integra Insurance Services Inc. 14107 Winchester Blvd., Suite V, Los Gatos 95032 408-335-1206, www.integra-insurance.com	\$20 million 4 18	2 1992	Solar PV and thermal integrators, technology (software/hardware), commercial building, apartments, retail, wholesale, clean energy	Ryan Fenchel Principal
17	EPIC Insurance Brokers 2000 Alameda de las Pulgas, Suite 101, San Mateo 94403 650-295-4600, www.edgewoodins.com	\$18.1 million 16 37	9 2007	Construction, technology, property owners, developers and managers, hospitality, alternative energy, retail, nonprofits	Dan Francis CEO
18	Monterey Insurance Agencies 401 Fremont St., Suite 100, Monterey 93940 831-373-4925, www.montereyins.com	\$17.5 million 5 14	2 1888	Construction, nonprofits, hospitality, service	Jeff Craig COO
19	CBIZ Insurance Services Inc. 84 S. First St., Third Floor, San Jose 95113 408-295-3822, www.cbiz.com	\$16.4 million 5 11	145 1999	Privately held banks, construction, nonprofit, manufacturing, wineries	Douglas Gwilliam President
20	Woodruff-Sawyer & Co. 2105 S. Bascom Ave., Suite 149, Campbell 95008 408-369-3500, www.wsandco.com	\$13.3 million 2 2	6 2004	Technology, medical devices, biotech, cleantech, construction, real estate	Jo Smith Silicon Valley branch manager
21	Robert Varich Agency 1125 Saratoga Ave., San Jose 95129 408-257-1234, www.pinins.com	\$8.6 million 8 10	3 1987	Home, auto, umbrella, life, commercial auto, commercial liability	Robert Varich Owner
22	Allanson Insurance Agency 9500 Soquel Drive, Aptos 95003 831-685-0101, www.allansoninsurance.com	\$8.4 million 4 6	1 1982	Common interest developments, construction, nonprofits	John Allanson President
23	Pulford Insurance Agency 1518 A Moffett St., Salinas 93902 855-257-0088, pulfordinsurance.com	\$8 million 4 8	2 1973	Salons and beauty industry, farm and ranch, beauty distributors	Jeffrey Pulford President
24	Myers-Stevens-Mello & Co. Insurance Services 4559 Mattos Drive, Fremont 94536 510-790-1118, www.insurancemsm.com	\$6 million 7 8	3 1973	Technology, manufacturing, contractors, law and physician offices, restaurants	Gene Mello President and CEO