

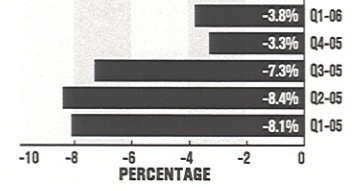
SILICON VALLEY / SAN JOSE Business JOURNAL

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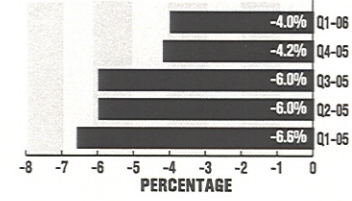
Cheaper insurance

Most commercial insurance rates have declined in the past year.

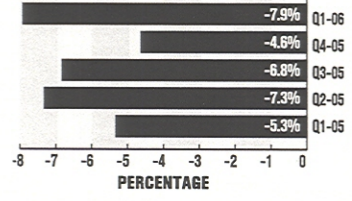
Overall average rate change



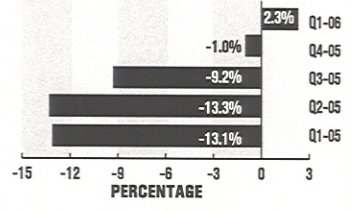
Commercial auto



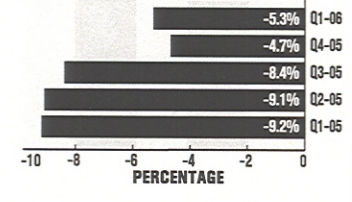
Workers' comp



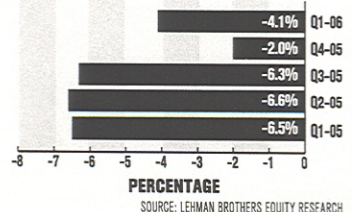
Commercial property



General liability



Umbrella



SOURCE: LEHMAN BROTHERS EQUITY RESEARCH

Insurance Agencies (Property/Casualty) Ranked by 2005 premium volume in Silicon Valley*

Rank	Agency 2005 Address	2005 premium volume/ producers/ total staff	Offices firmwide/ year established	Sample of industry specialties	Top local executive(s)
1	Marsh Risk and Insurance Services 1732 N. First St., San Jose 95112 408-467-5600, www.marsh.com	\$2.2 billion 60 510	500 1984	Global risk and insurance services for software, hardware, semiconductor, networking/telecom, Internet and med tech firms	Andrew Haaser
2	ABD Insurance and Financial Services 305 Walnut St., Redwood City 94063 650-839-6000, www.cybersure.com	\$898.61 million 72 365	19 1946	High tech, biotech, health care, medical devices, construction, development, real estate; public entities, hospitality, financial/professional services	Dan Francis
3	Aon Risk Services Inc. 99 Almaden Blvd., Suite 400, San Jose 95113 408-288-8000, www.aon.com	\$383.5 million 13 62	600 1994	Construction, global risk services, technology, real estate/development, homebuilders, wholesalers, agriculture, wrap-up insurance programs	Michael Heffernan
4	Barlocker Insurance Services 1330 S. Bascom Ave., San Jose 95128 408-288-6262, www.barlocker.com	\$182.5 million 26 70	12 1987	Contractors, manufacturing, automotive services, distributors	Frederick Stafford
5	Thois Insurance Service Inc. 444 Castro St., Suite 200, Mountain View 94041 650-934-0300, www.thoisinsurance.com	\$175 million 23 85	2 1891	Technology, food, property owners, construction, schools	Don Way
6	Willis Insurance Services of California Inc. 650 Castro St., Suite 350, Mountain View 94041 650-944-7000, www.willis.com	\$162.82 million 9 28	300 †	Technology, public entities, real estate, life sciences, distribution	Dan White
7	Lawson-Hawks Insurance 883 N. Shoreline Blvd., Mountain View 94042 650-964-8000, www.lawson-hawks.com	\$81.25 million 22 61	5 1937	Medical malpractice, construction, financial institutions, technology, manufacturing, hospitality, biotech, distributors	John Miller Walt Joyce
8	Heffernan Insurance Brokers 1804 Embarcadero Road, Suite 201, Palo Alto 94303 800-833-7337, www.heffgroup.com	\$69.49 million 14 38	9 2001	Technology, nonprofits, hospitality, construction	John Tallarida
9	Y. A. Tittle & Associates Insurance Services 1890 N. Shoreline Blvd., Second Floor, Mountain View 94043 650-856-2120, www.yatittleins.com	\$64 million 6 36	6 1992	Property owners, developers, contractors, retail, nonprofits	John Tittle Marko Trapani
10	Atlantic Pacific Insurance Brokers Inc. 1725 S. Bascom Ave., Suite 208, Campbell 95008 408-371-9224, www.apbrokers.com	\$62.49 million 13 75	14 1986	Technology, commercial property, wholesalers, manufacturing, entertainment, nonprofits	Karol Payne Joan Verdi Jeff Humphries
11	Allied North America Insurance Brokerage Corp. of CA 39300 Civic Center Drive, Suite 390, Fremont 94538 510-578-2000, www.alliedna.com	\$55.54 million 5 28	15 1998	Construction, developers, property owners	Jim Untiedt
12	Micheletti & Associates 760 Meridian Way, San Jose 95126 408-282-4900, www.micheletti-associates.com	\$48 million 6 25	2 1946	High technology, biotech, manufacturing distributors, construction, building maintenance, property owners, nonprofits	David Micheletti
13	Archway Insurance Brokers LLC 1731 Technology Drive, Suite 250, San Jose 95110 408-441-2000, www.archwayinsurance.com	\$46.47 million 14 44	1 1867	High technology, manufacturing, contracting	Ed Williams Barry Cummings Greg Stewart
14	Arthur J. Gallagher Insurance Services 18900 Stevens Creek Blvd., Suite 200, Cupertino 95014 408-973-9500, www.ajg.com	\$45 million 4 8	100 1975	Construction, manufacturing, industrial, property management, bonding	Ronald Speno
15	Technology Insurance Services Inc. 400 Seaport Court, Suite 200, Redwood City 94063 650-367-8700, www.techins.com	\$32.1 million 3 12	1 1990	Technology, public entities, transportation, biotech	Charles Gillespie Sandra Osgood
16	Peck & Peck Insurance Brokers 1724 Laurel St., Suite 225, San Carlos 94070 650-592-5591, www.peck-peck.com	\$31.18 million 4 14	2 1974	Automotive, grocery stores, production plants	James Peck David Peck
17	IPG/Insurance & Financial dba InsPro 4010 Moorpark Ave., No. 112, San Jose 95117 408-241-0014, www.inspro.com	\$25 million 3 10	2 1939	Technology, closely held corporations, commercial properties, high value homes, biotech, professional liability for architects and engineers, workers comp	Bill Moore
18	Integra Insurance Services Inc. 14107 Winchester Blvd., Suite V, Los Gatos 95032 408-335-1200, www.integra-insurance.com	\$15 million 5 18	2 1991	Commercial property, wholesale/retail, technology	Ryan Fenchel
19	Robert Varich Agency 1125 Saratoga Ave., San Jose 95129 408-257-1234, www.saratogainsurance.com	\$9.85 million 7 10	2 1987	Home, auto, life, commercial, college funding, retirement planning, worksite benefits/voluntary benefits, group health, individual health	Robert Varich
20	Charles Krystofiak & Associates 1 Waters Park Drive, Suite 185, San Mateo 94403 650-577-9800	\$7.5 million 5 5	1 1970	Auto, home, life insurance, long-term care	Charles Krystofiak

*Silicon Valley includes: Santa Clara County, Fremont, Newark and Union City in Alameda County, Atherton, Belmont, East Palo Alto, Foster City, Menlo Park, Portola Valley, Redwood City, Redwood Shores, San Carlos, San Mateo and Woodside in San Mateo County; San Benito, Santa Cruz and Monterey counties. Although every attempt is made to ensure the accuracy and thoroughness of Business Journal lists, omissions sometimes occur.

NOTES: † - Did not disclose. NR - Not ranked. Information was obtained from agency representatives.

If your company would like to be considered for next year's list, or if there are any corrections or additions, write to: Research, Business Journal, 96 N. Third St., Suite 100, San Jose, CA 95112; fax 408-295-5028; or e-mail shayden@bizjournals.com.

Research by Beth Sargent