



Top 100 Privately-Held Property/Casualty Agencies

Ranked by Total 2008 P/C Premium Written

2008 Rank	Agency Name	2008 P/C Premium Written	2007 P/C Premium	% Premium Change	2008 Other than P/C Premium	2008 P/C Revenue	2008 Rank by Revenue	No. of Empl.	Main Office	Web site
1	Lockton Cos.	\$8.40 billion	\$7.74 billion	8.47%	\$6.30 billion	\$623.32 million	1	3,850	Kansas City, Mo.	www.lockton.com
2	USI Holdings Corp.	\$2.47 billion	\$2.74 billion	-9.74%	\$5.01 billion	\$277.33 million	2	3,013	Briarcliff Manor, N.Y.	www.usi.biz
3	Alliant Insurance Services Inc.	\$1.21 billion	\$1.76 billion	-31.18%	\$1.84 billion	\$203.95 million	4	1,080	Newport Beach, Calif.	www.alliantinsurance.com
new 4	ISU Group*	\$1.17 billion			\$101.00 million	\$158.19 million	6	1,018	San Francisco, Calif.	www.isugroup.com
5	Leavitt Insurance Group	\$1.14 billion	\$1.53 billion	-25.28%	\$476.51 million	\$177.25 million	5	1,194	Cedar City, Utah	www.leavitt.com
6	Keystone Insurers Group Inc.	\$1.03 billion	\$978.27 million	5.40%	\$93.86 million	\$128.89 million	7	1,485	Northumberland, Pa.	www.keystoneinsgrp.com
7	Allied North America	\$853.57 million	\$829.00 million	2.96%	\$1.43 million	\$86.67 million	9	438	Jericho, N.Y.	www.alliedna.com
8	Beecher Carlson Holdings Inc.	\$840.00 million	\$645.84 million	30.06%	\$178.00 million	\$69.88 million	13	478	Atlanta, Ga.	www.beechercarlson.com
9	J. Smith Lanier & Co.	\$700.28 million	\$655.11 million	6.90%	\$503.01 million	\$102.42 million	8	600	Atlanta, Ga.	www.jsmithlanier.com
10	Hylant Group Inc.	\$694.00 million	\$691.09 million	0.42%	\$381.0 million	\$66.00 million	14	670	Toledo, Ohio	www.hylant.com
11	Insurance Office of America	\$672.77 million	\$662.50 million	0.72%	\$108.53 million	\$59.69 million	17	530	Longwood, Fla.	www.ioausa.com
12	The IMA Financial Group Inc.									www.imacorp.com
13	SWBC								Texas	www.swbc.com
14	Rutherford*									www.rutherford.com
15	Heffernan Group								Calif.	www.heffgroup.com
16	Bollinger Inc.									www.bollingerinsurance.com
17	Mesirov Insurance Services Inc.*									www.mesirovfinancial.com
18	Combined Agents of America LLC*									www.combinedagents.com
19	The NIA Group, LLC									www.niagroup.com
20	Woodruff-Sawyer & Co.*								Calif.	www.wsandco.com
21	INSURICA								Okl.	www.insurica.com
new 22	Satellite Agency Network Group Inc.*									www.sangroup.com
23	Neace Lukens Holding Co.*									www.neacelukens.com
24	Renaissance Insurance Group LLC*								S.	www.renaissanceins.com
new 25	Seitlin									www.seitlin.com
26	Marshall & Sterling Enterprises Inc.								N.Y.	www.marshallsterling.com
new 27	Worldwide Insurance Network Inc. d/b/a Smart Choice Agents Program*									www.smartchoiceagents.com
28	InterWest Insurance Services Inc.								lif.	www.iwins.com
29	Capacity Group									www.capcoverage.com
30	Iroquois Group Inc.*									www.iroquoisgroup.com
31	RCM&D Inc.									www.rcmd.com
32	Insurors Group LLC*									www.insurorsgroup.com
33	Frenkel & Co. Inc.*									www.frenkel.com
34	Assurance Agency Ltd.	\$283.23 million	\$290.00 million	-2.33%	\$98.88 million	\$29.82 million	44	200	Schaumburg, Ill.	www.assuranceagency.com
35	GreatFlorida Insurance*	\$277.00 million	\$260.00 million	6.54%	\$660,000	\$33.24 million	39	200	Stuart, Fla.	www.greatflorida.com
36	Starkweather & Shepley Ins. Brokerage Inc.	\$275.00 million	\$300.00 million	-8.33%	\$107.00 million	\$25.80 million	56	194	East Providence, R.I.	www.starshp.com
new 37	United Valley Insurance Services Inc.*	\$269.33 million			\$70.42 million	\$41.55 million	32	85	Fresno, Calif.	www.unitedvalley.com
38	Barney & Barney LLC	\$263.00 million	\$300.00 million	-12.33%	\$1.05 billion	\$31.86 million	40	340	San Diego, Calif.	www.barneyandbarney.com
39	Turner Surety and Insurance Brokerage	\$256.87 million	\$188.01 million	36.63%	\$0	\$6.90 million	NR	23	Woodcliff Lake, N.J.	www.tsibinc.com
40	Van Gilder Insurance Corp.	\$256.00 million	\$291.39 million	-12.14%	\$68.00 million	\$35.28 million	37	225	Denver, Colo.	www.vgic.com

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Heffernan Group

2008 P/C Premium Written	\$489.13 million
2008 Other than P/C Premium	\$82.61 million
2008 P/C Revenue	\$61.25 million
No. of Employees	394
Main Office	Walnut Creek, Calif.
Web site	www.heffgroup.com

* = Identified as having an affiliation with an independent network or cluster group. Employee count for these groups does not necessarily include all affiliates responsible for total premium written. Honorable Mentions: Five agencies - Celedinas Insurance Group; Chapman; Herbert H. Landy Insurance Agency Inc.; Mang Insurance Agency LLC; and Wood Gutmann & Bogart Insurance Brokers - ranked in the Top 100 by 2008 revenue but not in the Top 100 by 2008 P/C premium. NR = not ranked.

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