

# Largest Brokers of U.S. Business

**As Seen in *Business Insurance*, July 18, 2011**

*Ranked by 2010 brokerage revenues generated by U.S.-based clients*

2010 Rank	Company	2010 Revenue	% change from 2009
1	Marsh & McLennan Cos. Inc. <sup>1</sup>	\$4,662,240,000	5.3%
2	Aon Corp. <sup>2</sup>	\$4,242,400,000	59%
3	Willis Group Holdings P.L.C.	\$1,650,000,000	-1.2%
4	Wells Fargo Insurance Services USA Inc.	\$1,649,538,000	5.7%
5	Arthur J. Gallagher & Co.	\$1,557,199,080	2.2%
6	BB&T Insurance Services Inc.	\$1,078,576,900	-0.3%
7	Brown & Brown Inc.	\$964,016,361	0.2%
8	USI Holdings Corp.	\$632,249,000	0.7%
9	Lockton Cos. L.L.C.	\$578,799,900 <sup>3</sup>	9.5%
10	Hub International Ltd.	\$510,256,590	-0.9%
11	Alliant Insurance Services Inc.	\$357,303,988	1.5%
12	Leavitt Group	\$183,640,000	-4.4%
13	Jardine Lloyd Thompson Group P.L.C.	\$159,282,306 <sup>4</sup>	18.8%
14	CBIZ Benefits & Insurance Services Inc.	\$157,800,000	2.4%
15	Frank Crystal & Co. Inc.	\$131,530,000	1.7%
16	Hays Group Inc., dba Hays Cos.	\$117,200,000	5.2%
17	Bollinger Inc.	\$116,391,174	9.7%
18	J. Smith Lanier & Co.	\$105,020,193	0.3%
19	Regions Insurance Group Inc.	\$99,494,406	-4.6%
20	John L. Wortham & Son L.P.	\$96,587,439	n/m
21	Beecher Carlson Holdings, Inc.	\$92,787,282	-1.1%
22	Holmes Murphy & Associates Inc.	\$92,453,487	0.8%
23	Mesirow Insurance Services Inc.	\$87,495,570 <sup>5</sup>	-1.7%
24	Neace Lukens Holding Co.	\$86,014,197	2.9%
25	Hylant Group Inc.	\$85,564,364	-0.5%
26	BancorpSouth Insurance Services Inc.	\$81,611,594	-2.6%
27	Insurance Office of America Inc	\$80,812,270	4.2%
28	IMA Financial Group Inc.	\$78,310,466	0.6%
29	Barney & Barney L.L.C.	\$76,150,800	7.7%
30	Paychex Insurance Agency Inc.	\$74,400,000 <sup>6</sup>	26.8%
31	Integro USA Inc.	\$72,603,000	27.6%
32	Heffernan Group	\$71,465,000	5%
<b>33</b>	<b>Conner Strong &amp; Buckelew Cos. Inc.</b>	<b>\$69,520,220</b>	<b>4%</b>
34	Ascension Insurance Inc.	\$68,621,000	16.3%
35	Woodruff-Sawyer & Co.	\$64,556,118	9.8%
36	Cottingham & Butler Inc.	\$62,882,000	8.7%
37	Higginbotham & Associates	\$61,093,000	11.7%
38	Capacity Group of Cos.	\$60,195,269	8.9%
39	Huntington Insurance Inc.	\$58,662,450	-7.2%
40	Eastern Insurance Group L.L.C	\$55,817,803	-5.3%
41	Frenkel & Co. Inc.	\$54,788,423	2.1%
42	Edgewood Partners Insurance Center	\$52,582,000	14.9%
43	Associated Financial Group L.L.C.	\$51,259,900	-1.5%
44	Western States Insurance	\$50,619,825	-2.6%
45	Marshall & Sterling Enterprises Inc	\$47,321,215	1.7%
46	Horton Group Inc.	\$46,200,205	-0.2%
47	First Niagara Risk Management Inc.	\$45,493,508	3.6%
48	Assurance Agency Ltd.	\$44,818,000	12.5%
49	Propel Insurance	\$44,200,000	5.9%
50	Lawley Service Inc.	\$43,384,542	7.1%

\*Companies that derive less than 50% of revenues from commercial retail brokerage or employee benefits are not ranked. n/m=not meaningful. 1 Pro forma to include a full year of HSBC Insurance Brokers Ltd. 2 Pro forma to include full year of Hewitt Associates Inc. 3 Fiscal year ending April 30. 4 British pound=\$1.5452 (2010) fiscal year ending Dec 31. 5 Fiscal year ending March 31. 6 Fiscal year ending May 31.