

100 Largest Brokers of U.S. Business

As Seen in *Business Insurance*, July 20, 2009

Ranked by 2008 brokerage revenues generated by U.S. based clients

2008 Rank	Company	Headquarters	% commercial retail brokerage	% employee benefits
1	Marsh & McLennan Cos. Inc.	New York	38.88%	31.30%
2	Aon Corp.	Chicago	64.92%	15.29%
3	Willis Group Holdings Ltd. ¹	London	57.87%	13.94%
4	Wells Fargo Insurance Services ²	Chicago	60.32%	12.06%
5	Arthur J. Gallagher & Co.	Itasca, Ill	38.26%	18.10%
6	Brown & Brown, Inc.	Daytona Beach, Fla.	56.58%	15.32%
7	BB&T Insurance Services Inc.	Raleigh, NC	51.82%	10.14%
8	USI Holdings Corp.	Briarcliff Manor, N.Y.	29.38%	50.12%
9	Hub International Ltd.	Chicago	57.04%	12.64%
10	Lockton Cos. L.L.C.	Kansas City, Mo	68.90%	20.78%
11	Alliant Insurance Services, Inc.	Newport Beach, Calif.	64.85%	26.11%
12	Leavitt Group	Cedar City, Utah	60.79%	13.11%
13	CBIZ Benefits & Insurance Inc.	Cleveland	13.37%	53.49%
14	Keenan & Associates	Torrance, Calif.	17.48%	22.39%
15	Jardine Lloyd Thompson Group	London	51.71%	15.73%
16	Frank Crystal & Co.Inc.	New York	77.29%	10.94%
17	Meadowbrook Insurance Group	Southfield, Mich	41.22%	2.07%
18	Regions Insurance Group Inc.	Memphis, Tenn.	67.15%	14.86%
19	Bollinger Inc.	Short Hills, NJ	35.96%	34.94%
20	Hays Group Inc., dba Hays Cos.	Minneapolis	53.45%	41.76%
21	J. Smith Lanier & Co.	West Point, Ga	64.43%	24.24%
22	John L. Wortham & Son L.P.	Houston	81.64%	12.90%
23	BancorpSouth Insurance Ser.	Tupelo, Miss	62.21%	24.03%
24	Holmes Murphy & Associates	West Des Moines, Iowa	47.31%	39.41%
25	Hylant Group Inc.	Toledo, Ohio	69.91%	19.73%
26	Mesirow Insurance Services Inc.	Chicago	66.17%	28.30%
27	Allied North America	Jericho, N.Y.	89.19%	1.54%
28	Neace Lukens Holding Co.	Louisville, Ky	55.68%	23.02%
29	Beecher Carlson Holdings, Inc.	Atlanta	76.20%	6.77%
30	IMA Financial Group Inc.	Wichita, Kan.	63.33%	12.03%
31	Insurance Office of America	Longwood, Fla.	71.75%	10.26%
32	Thomas Rutherford Inc.	Roanoke,VA	83.32%	6.18%
33	Conner Strong Cos. Inc.	Marlton, N. J.	52.56%	34.07%
34	NIA Group, L.L.C.	Paramus, N.J.	50.47%	26.60%
35	Heffernan Group	Walnut Creek, Calif.	66.95%	9.31%
36	Trion Group Inc. dba Trion	King of Prussia, Pa.	0.00%	100.00%
37	T&H Group Inc. ³	New York	65.04%	23.97%
38	Huntington Insurance Inc.	Bowling Green, Ohio	38.12%	28.37%
39	Oswald Cos. & Affiliates ⁴	Cleveland	63.42%	22.70%
40	Barney & Barney L.L.C.	San Diego	48.19%	47.23%
41	TD Insurance Inc ⁵	South Portland, Maine	30.86%	17.08%
42	Woodruff-Sawyer & Co.	San Francisco	75.57%	21.31%
43	Guaranty Insurance Services Inc.	Austin, Texas	56.28%	7.40%
44	BBVA Compass Insurance Agency	Houston	57.61%	27.36%
45	Associated Financial Group L.L.C.	Minnetonka, Minn.	11.59%	55.97%
46	Frenkel & Co. Inc.	New York	60.54%	30.37%
47	Cottingham & Butler Inc.	Dubuque, Iowa	47.18%	12.40%
48	Capacity Group of Cos.	Mahwah, N.J.	47.59%	7.69%
49	Western States Insurance	Missoula, Mont.	53.77%	24.52%
50	Integro USA Inc.	New York	91.23%	0.00%

* Companies that derive less than 20% of revenues from commercial retail brokerage or employee benefits are not ranked. 1 2008 revenues are pro forma including Hillb Rogal & Hobbs Co. purchased October 2008. 2 2008 revenues are pro forma, including Wachovia Insurance Services Inc. purchased December 2008. 3 Formerly Tanenbaum-Harber Co. Holdings Inc. 4 Formerly James B. Oswald Co. dba Oswald Cos. 5 Formerly TD Banknorth Insurance Agency Inc.