

Largest Brokers of U.S. Business

As Seen in *Business Insurance*, July 16, 2012

Ranked by 2011 brokerage revenues generated by U. S.-based clients

2012 Rank	Company	2011 Revenue	% change
1	Marsh & McLennan Cos. Inc.	\$5,068,360,000	8.7%
2	Aon P.L.C.	\$5,052,600,000	19.1%
3	Arthur J. Gallagher & Co.	\$1,694,277,000	8.8%
4	Wells Fargo Insurance Services USA Inc.	\$1,626,869,000	-1.4%
5	Willis Group Holdings P.L.C.	\$1,604,580,000	-2.8%
6	Brown & Brown Inc.	\$1,107,656,240	14.9%
7	BB&T Insurance Services Inc.	\$1,104,126,900	2.4%
8	National Financial Partners Corp.	\$692,986,754	-2.2%
9	USI Holdings Corp.	\$659,276,000	4.3%
10	Lockton Cos. L.L.C. ¹	\$633,082,100	9.4%
11	Hub International Ltd.	\$570,909,001	11.9%
12	Alliant Insurance Services Inc.	\$460,193,546	28.8%
13	Towers Watson & Co. ²	\$360,238,608	2.1%
14	Leavitt Group	\$188,245,000	2.5%
15	AssuredPartners Inc.	\$172,316,140	5.9%
16	Jardine Lloyd Thompson Group P.L.C. ³	\$164,667,311	3.4%
17	CBIZ Benefits & Insurance Services Inc.	\$159,900,000	1.3%
18	Keenan & Associates	\$144,148,000	3.5%
19	Meadowbrook Insurance Group Inc.	\$134,552,000	0.0%
20	Frank Crystal & Co. Inc.	\$131,740,000	0.0%
21	Hays Group Inc., dba Hays Cos.	\$127,800,000	9.0%
22	Bollinger Inc.	\$117,791,000	1.2%
23	J. Smith Lanier & Co.	\$107,929,729	2.8%
24	Regions Insurance Group Inc.	\$101,892,006	2.4%
25	John L. Wortham & Son L.P.	\$99,976,140	3.5%
26	Holmes Murphy & Associates Inc.	\$97,450,857	5.4%
27	Beecher Carlson Holdings, Inc.	\$94,981,468	2.4%
28	Paychex Insurance Agency Inc. ⁴	\$92,300,000	24.1%
29	Mesirow Insurance Services Inc. ⁵	\$91,741,286	4.9%
30	Hylant Group Inc.	\$91,109,789	6.5%
31	Insurance Office of America Inc.	\$89,685,193	11.0%
32	BancorpSouth Insurance Services Inc.	\$89,046,870	9.1%
33	The IMA Financial Group Inc.	\$85,690,829	9.6%
34	Barney & Barney L.L.C.	\$85,166,548	11.8%
35	Integro USA Inc.	\$84,066,700	15.8%
36	Higginbotham & Associates	\$79,659,000	30.4%
37	Ascension Insurance Inc.	\$75,430,000	9.9%
38	Heffernan Group	\$74,282,000	3.9%
39	Conner Strong & Buckelew Cos. Inc.	\$71,520,400	2.9%
40	Cottingham & Butler Inc.	\$69,767,000	11.0%
41	Woodruff-Sawyer & Co.	\$69,498,000	7.6%
42	Capacity Group of Cos.	\$65,594,355	9.0%
43	First Niagara Risk Management Inc.	\$63,691,259	40.0%
44	INSURICA Insurance Management Network	\$61,758,630	49.2%
45	TD Insurance Inc. ⁶	\$59,667,211	11.4%
46	Frenkel & Co.	\$58,461,915	6.7%
47	Edgewood Partners Insurance Center	\$58,271,780	10.8%
48	Huntington Insurance Inc.	\$57,145,770	-2.6%
49	Eastern Insurance Group L.L.C.	\$56,745,763	1.7%
50	Associated Financial Group L.L.C	\$54,132,824	5.6%

*Companies that derive less than 49% of their gross revenues from personal lines business are not ranked.

¹Fiscal year ending March April 30. ² Fiscal year ending June 30. ³ British pound = \$1.5698 in 2011, \$1.5452 in 2010.

⁴ Fiscal year ending May 31. ⁵ Fiscal year ending March 31. ⁶ Fiscal year ending Oct. 31.