

New Jersey's Top Insurance Brokerages

Ranked by 2011 Gross Written Premium
As seen in NJBIZ week of May 7, 2012

2012 Rank	Firm Address	Senior Executives	NJ Employees	NJ Producers	2011 Gross Written Premium
1	Brown & Brown Insurance Florham Park, 07932	Powell Brown	222	58	\$1,140,924,478
2	Willis Morristown, 07962	Paul Collins	198	168	\$1,012,801,485
3	Bollinger Insurance Short Hills, 07078	John A. Windolf	466	400	\$840,000,000
4	Conner Strong & Buckelew Marlton, 08053	George E. Norcross III, Joseph Buckelew, Michael Tiagwad	223	180	\$733,600,000
5	Wells Fargo Insurance Services USA Inc. Madison, 07940	Gary Tully	155	25	\$480,000,000
6	Capacity Group Mahwah, 07495	Robert G. Lull, Mark B. Weinraub, Jay Bergstein, Ronald Bergstein, Carl Gerson, Larry Maier, Walter Wynne, Davis Rieman Jr., Eric Aloï, Gary Weindorf	230	45	\$440,000,000
7	Marsh Morristown, 07962	Renee Dube-Stumbras	200	30	\$351,000,000
8	HUB International Northeast Ltd. Berkeley Heights, 07922	Damian Testa	100	22	\$198,200,000
9	Franklin Mutual Insurance Co. Branchville, 07826	James P. Ayers	96	276	\$139,525,897
10	Fotek Insurance Agency Inc. – TA Fotek Business Solutions Wall, 07719	James M. Foglio	30	11	\$120,000,000
11	Rue Insurance Hamilton, 08619	William M. Rue, William M. Rue Jr., Elizabeth A. Allen	72	59	\$89,500,000
12	Otterstedt Insurance Agency Englewood Cliffs, 07632	Joseph C. Parisi Jr.	99	85	\$88,000,000
13	Insurance Office of America Farmingdale, 07727	Scott R. Kuzmic	50	14	\$84,210,000
14	Singer Nelson Charlmers Teaneck, 07666	Mark Shanock, David Singer	42	25	\$80,000,000
15	Fairview Insurance Agency Association Inc. Verona, 07044	John Graham	26	8	\$75,000,000