

New Jersey's Top Insurance Brokerages

As seen in *NJBIZ*, January 20, 2020
Ranked by 2019 gross written premium

2019 Rank	Firm Website Year Est.	Address	Senior Executives(s)	N.J. Producers N.J. Employees Lines Offered	2019 Gross Written Premium
1	Conner Strong & Bucklew www.connerstrong.com 1959	TRIAD1828 CENTRE 2 Cooper St. 18th Fl. Camden, NJ 08102	George E. Norcross III, Michael Tiagwad, Joseph Bucklew	239 383 Commercial property and casualty and employee benefits	\$2,200,000,000
2	USI Insurance Services www.usi.com 2009	180 Park Ave. Florham Park, 07932	Michael D. Lezynski, Tom Hourigan, Denise Fiore	271 332 P&C, employee benefits, retirement, personal risk and affinity	\$726,451,372
3	HUB International Northeast Ltd. www.hubinternational.com 1952	180 River Road, 2nd Floor Summit, 07901	Paul Collins, Ken Schreiber, Joe Torella, Brad Taylor	98 137 Property, casualty, risk management, employee benefits, life and health, personal insurance, retirement planning and private wealth	\$515,000,000
4	Triton Benefits & HR Solutions www.tritonhr.com 2008	1460 Route 9 N., Suite 304 Woodbridge, 07095	Steve Rosenthal	26 96 Employee benefits, group health and group life	\$425,000,000
5	World Insurance Associates LLC www.worldins.net 2011	656 Shrewsbury Ave., Suite 200 Tinton Falls, 07701	Greg Kroeger, Ed Wargins, Phil Nisbet, Rich Eknoian	43 193 All commercial, personal property and casualty plus, group health and benefits, and financial services	\$168,000,000
6	Otterstedt Insurance Agency Inc. www.otterstedt.com 1919	540 Sylvan Ave. Englewood Cliffs, 07632	Joseph C. Parisi, Robert J. Casazza	80 112 Property, casualty, personal lines, life and benefits	\$166,455,377
7	JGS Insurance www.jgsinsurance.com 1919	101 Crawfords Corner Road Suite 1300 Holmdel, 07733	Vincent J. Hager, Kenneth L. Hager	14 91 Property, casualty, life and health	\$160,000,000
8	Chadler Solutions Inc. www.chadlersolutions.com 1995	100 Passaic Ave., Suite 120 Fairfield, 07004	Michael Iannaconi	21 56 Property and casualty, personal lines, group benefits, HR solutions, individual life and executive benefits, and safety consulting	\$122,095,000
9	Tarpey Group www.tarpeygroup.com 1996	310 Passaic Ave. Mahwah, 07004	Brian Tarpey	8 9 Medical, dental, life, long-term disability, short-term disability, vision, whole life insurance, vision, accident, cancer, critical illness, hospital indemnity and pet insurance	\$75,000,000
10	Northeast Professional Planning Group Inc. www.nppg.com 1997	121 Monmouth St., Suite A Red Bank, 07701	Michael M. Salerno, Sam Christopher, Charles Stipelman, Lance P. Roteman	7 50 Medical, dental, disability, life, accidental death and dismemberment, short-term and long-term care, HSAs, HRAs, FSA, temporary disability benefits, self-insured plans and voluntary employee benefits	\$61,993,101
11	T.C. Irons Insurance Agency www.tciron.com 1872	230 High St. Burlington, 08016	Timothy C. Irons, Robert O'Connell	12 21 General liability, property coverage, building coverage, workers' compensation, E&O, business auto, pollution, D&O, vacant buildings, personal auto, home, boat and recreational vehicles	\$50,000,000
12	Union Benefit Planners www.unionbenefitplanners.com 1997	120 Eagle Rock Ave. East Hanover, 07936	Steve Debiasi, Mary Elizabeth Zacharias, Michelle Debiasi, Lori Goldberg	10 10 Health, Rx, disability, dental, short-term disability, longterm disability, accident, full worksite suite of products, financial wellness, advocacy and retiree benefits	\$48,000,000
13	Exceptional Risk Advisors www.exceptionalriskadvisors.com 2007	One International Blvd. Suite 750 Mahwah, 07495	Ted Tafaro, Frank Zuccarello, Chris Lack, Laura Muka	5 0 Specialty high limit disability for high income earners, life, and sports and entertainment	\$46,650,000
14	Beckerman & Co. beckermanco.com 1989	430 Lake Ave. Colonia, 07067	Michael Jason	18 20 NA	\$22,000,000
15	Merwin & Paolazzi Insurance Agency Inc. www.merwinpaolazzi.com 2005	155 Park Ave., Suite 201A Lyndhurst, 07071	Michael J. Merwin	4 14 Commercial, bonding, personal, group health, life, benefits and long-term care	\$14,000,000
15	Valvano Insurance Agency www.valvano.com 1937	16 W. Elizabeth Ave. Linden, 07036	Michael J. Varvar	3 10 All lines	\$14,000,000
17	Delta Associates deltainsuranceagencies.com 1886	80 E. Main St. Little Falls, 07424	John Sullivan, Patrick Sullivan, Kevin Walker	8 9 Personal and commercial: property, casualty, life, and health and disability	\$13,000,000
18	Duryea Insurance Agency www.duryeaagency.com 1951	200 Main St., Suite C Glen Gardner, 08826	Matthew D. Duryea, Jessica Martinez, Stephanie L. Duryea	14 18 Property, casualty, life, health, bonding, commercial and personal	\$12,000,000
19	Laurel, Coe & Associates Inc. www.laurelcoei.com 1975	1018 Laurel Oak Road, Suite 1 Voorhees, 08043	Kenneth D. Hagerman, Nancy J. Hagerman	2 3 Personal lines, home/auto/umbrella packages, contractors, small medicine, large businesses, shopping centers and professional liability	\$4,000,000
20	Franchino Agency Inc. www.franchinoagencyinc.com 1938	132 856 Route 206 Hillsborough, 08844	Gabe Frangione	4 3 Business, commercial, contractors, construction, auto and homeowners	\$2,500,000
21	Golden State Financial Services LLC NA 2009	3759 Route 1 S. Monmouth Junction, 08852	Saher Akber	2 1 Home, auto and umbrella	\$250,000

Source: The companies. NA: Not Available. NR: Not Ranked. There is no charge to be included in NJBIZ lists. We assume that information provided by representatives is accurate and truthful. We are not responsible for the omission of organizations that do not respond to our requests for information. Information received after press deadline cannot be included. If you wish to be included in future lists visit www.njbiz.com/lists and click on "Complete Survey" or e-mail lists@njbiz.com. The lists, or any parts of them, cannot be reproduced without written permission from NJBIZ. For more information on NJBIZ, please visit www.njbiz.com.