

New Jersey's Top Insurance Brokerages

As seen in *NJBIZ*, August 16, 2021
Ranked by 2020 gross written premium

2020 Rank	Firm Website Year Est.	Address	Senior Executives(s)	N.J. Producers N.J. Employees Lines Offered	2020 Gross Written Premium
1	Conner Strong & Buckelew connerstrong.com 1959	TRIAD1828 CENTRE 2 Cooper St. 18th Fl. Camden, NJ 08102	George E. Norcross III Michael Tiagwad Joseph Buckelew	230 395 Commercial property and casualty and employee benefits	\$2,259,000,000
2	USI Insurance Services www.usi.com 2009	180 Park Ave. Florham Park, NJ 07932	Michael D. Lezynski Tom Hourigan Denise Fiore	276 348 P&C, employee benefits, retirement, personal risk and affinity	\$746,500,000
3	HUB International Northeast Ltd. www.hubinternational.com 1952	180 River Road, 2nd Floor Summit, NJ 07901	Paul Collins Ken Schreiber Joe Torella Brad Taylor James Hutchinson Michael Sabanos	104 141 Property, casualty, risk management, employee benefits, life and health, personal insurance, and retirement planning and private wealth	\$550,000,000
4	Triton Benefits & HR Solutions www.tritonhr.com 2008	1460 Route 9 N. Suite 304 Woodbridge, NJ 07095	Steve Rosenthal	27 98 Employee benefits, group health and group life	\$541,000,000
5	World Insurance Associates LLC www.worldinsurance.com 2011	656 Shrewsbury Ave. Suite 200 Tinton Falls, NJ 07701	Rich Eknoian Phil Nisbet Brian Fitzgerald Liz Tluchowski Frank Costa Andrea Paris Jean Wiskowski Diane Dooley Michael Mann	321 343 All commercial, personal property and casualty plus, surety and bonding, employee benefits, financial and retirement services, and human capital management solutions.	\$254,259,210
6	Otterstedt Insurance Agency Inc. www.otterstedt.com 1919	540 Sylvan Ave. Englewood Cliffs, NJ 07632	Joseph C. Parisi Robert J. Casazza	93 108 Property, casualty, personal lines, life and benefits	\$159,913,414
7	JGS Insurance www.jgsinsurance.com 1919	101 Crawfords Corner Road Suite 1300 Holmdel, NJ 07733	Vincent J. Hager Kenneth L. Hager	20 110 Property, casualty, life and health, and employee benefits	\$142,000,000
8	Tarpey Group www.tarpeygroup.com 1996	310 Passaic Ave. Mahwah, NJ 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
9	National Professional Planning Group Inc. www.nppg.com 1997	494 Sycamore Ave. Shrewsbury, NJ 07702	Michael M. Salerno Sam Christopher Charles Stipelman Lance P. Roteman Patrick Carragher Duane Sunby Sue Miscik	8 40 Medical, dental, disability, life, accidental death and dismemberment, fixed annuities, HSAs, HRAs, FSA, temporary disability benefits, self-insured plans and voluntary employee benefits	\$64,490,992
10	T.C. Irons Insurance Agency www.tcirons.com 1872	230 High St. Burlington, NJ 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
11	Union Benefit Planners www.unionbenefitplanners.com 1997	120 Eagle Rock Ave. East Hanover, NJ 07936	Steve Debiase Mary Elizabeth Zacharias Michelle Debiase Lori Goldberg Dennis Scire	10 10 Health, Rx, disability, dental, short-term disability, long- term disability, accident, full worksite suite of products, financial wellness, advocacy and retiree benefits	\$48,000,000
12	Exceptional Risk Advisors www.exceptionalriskadvisors.com 2007	One International Blvd. Suite 750 Mahwah, NJ 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
13	Beckerman & Co. beckermanco.com 1989	430 Lake Ave. Colonia, NJ 07067	Michael Jason	18 20 NA	\$22,000,000
14	Merwin & Paolazzi Insurance Agency Inc. www.merwinpaolazzi.com 2005	155 Park Ave. Suite 201A Lyndhurst, NJ 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, NJ 07036	Michael J. Varvar	3 10 All lines	\$14,000,000
16	Delta Associates www.deltainsuranceagencies.com 1886	80 E. Main St. Little Falls, NJ 07424	John Sullivan Patrick Sullivan Kevin Walker	8 9 Personal and commercial: property, casualty, life, and health and disability	\$13,000,000
17	Duryea Insurance Agency www.duryeaagency.com 1951	200 Main St., Suite C Glen Gardner, NJ 08826	Matthew D. Duryea Jessica Martinez Stephanie L. Duryea	14 18 Property, casualty, life, health, bonding, commercial and personal	\$12,000,000
18	Allen & Stults Co. www.allenstults.com 1881	106 N. Main St. Hightstown, NJ 08520	Charles S. Stults	15 16 All lines commercial and personal	\$10,000,000
19	Del Duke Insurance Group www.ProtectWhatYouHave.com 1934	1190 Marlkrass Road Cherry Hill, NJ 08034	Ernest V. Del Duke	5 7 NA	\$6,000,000
20	Julius A. Rose Inc. www.jaragency.com 1902	611 Broadway Bayonne, NJ 07002	Bruce Sigman	6 8 NA	\$6,000,000
21	Henry Holtzmann Inc. www.henryholtzmann.com 1884	169 Danforth Ave. Jersey City, NJ 07305	Derek (Frederick) G. Thompson	1 2 P&C, life, health, mortgage protection and annuities	\$1,500,000

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.