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2005 Top 100 Agencies

Insurance Journal Salutes Top Agencies

A record number of agencies submitted entries for the 2005 Top Independent Insurance Agencies listing in *Insu* which was published in the May 9 edition of *Insurance Journal's* five regional print magazines.

"Every year the list gets better as more and more agencies participate," noted Mark Wells, *Insurance Journal* pt on continuing to refine the criteria and categories every year."

The list of the nation's top retail agencies and brokerages, ranked by estimated property casualty premium volu developed using information submitted this year and last year by firms as well as other public information on ag brokerages. The result is a glimpse at some of the nation's most successful retail insurance agencies and broke volume of business.

In addition to publishing information on the top 100 in *Insurance Journal's* five regional print magazines on May updated and revised list that includes entries submitted after the publishing deadline.



About This Report: The information in this garnered from voluntary online submissions best estimates based on other public informa are agencies that would be eligible for listin information was received or located. Also, sub independently verified. Insurance Journal thar who were willing to share their information. The at some of the nation's top independent insur brokerages whose business volume is p wholesale. The more cooperation we receive, and comprehensive this listing can be. Our ai comprehensiveness and accuracy of this report

Rank	Agency Name	2004 P/C Premiums	Number of Employees	City	State	Website
1	Acordia Inc.	\$6 Billion	4500	Chicago	IL	www.acordia.com
2	BB&T Insurance Services	\$5 Billion	3200	Raleigh	NC	www.bbandt.com
3	Strategic Ind. Agents Alliance	\$3.5 Billion	N/A	Hampton	NH	www.siaa4u.net

4	Alliant Resources Group	\$1.3 Billion	737	Stamford	CT	www.alliantresou
5	Palmer & Cay	\$1 Billion	950	Savannah	GA	www.palmercay.
6	Brown & Brown Inc.	\$1 Billion	3517	Maitland	FL	www.bbinsuranc
7	Commerce Insurance Services	\$800 Million	N/A	Cherry Hill	NJ	www.commercei
8	Allied North America	\$600 Million	320	Jericho	NY	www.alliedna.co
9	BWD Group LLC	\$600 Million	185	Jericho	NY	www.bwd.us
10	Frenkel & Co. Inc.	\$600 Million	240	New York	NY	www.frenkel.con
11	IMA Corp.	\$600 Million	340	Denver	CO	www.imacorp.co
12	The Leavitt Group	\$600 Million	1000	Cedar City	UT	www.leavitt.com
13	Lockton Insurance Brokers	\$600 Million	215	Los Angeles	CA	www.lockton.cor
14	ABD Ins. and Financial Services	\$595 Million	650	Redwood City,	CA	www.cybersure.i
15	Hylant Group	\$562 Million	540	Toledo	OH	www.hylant.com
16	Keenan & Associates	\$530 Million	650	Torrance	CA	ww.keenanasso
17	Banknorth Insurance Group	\$500 Million	450	Portland	ME	www.banknorthii
18	Bancorp South	\$425 Million	425	Tupelo	MS	www.bancorpsou
19	InterWest Insurance Services Inc.	\$425 Million	300	Sacramento	CA	www.iwins.com
20	Heffernan Group	\$424 Million	240	Walnut Creek	CA	www.heffgroup.c
21	NIA Group	\$410 Million	440	Paramus	NJ	www.niagroup.ci
22	CFG Insurance Services	\$400 Million	N/A	Providence	RI	www.citizensbar
23	Woodruff Sawyer & Co.	\$400 Million	235	San Francisco	CA	www.woodruff-si
24	Sullivan Curtis Monroe	\$383 Million	162	Irvine	CA	www.sullivancur
25	AAA South Florida	\$380 Million	457	Tampa	FL	www.aaasouth.c
26	Talbot Corp.	\$375 Million	300	Albuquerque	NM	www.talbotcorp.i
27	Bollinger Inc.	\$322 Million	358	Short Hills	NJ	www.bollingerins
28	McQueary Henry Bowles Troy	\$313 Million	160	Dallas	TX	www.mhbt.com
29	Rose & Kiernan	\$307 Million	159	E. Greenbush	NY	www.rkinsuranc
30	Guaranty Insurance Services Inc.	\$300 Million	342	Austin	TX	www.guarantygr
31	The Graham Company	\$300 Million	165	Philadelphia	PA	www.grahamco.i
32	Marshall & Sterling	\$280 Million	290	Poughkeepsie	NY	www.marshallste
33	The Mahoney Group	\$275 Million	215	Casa Grande	AZ	www.mahoneygi
34	Oswald Companies	\$265 Million	160	Cleveland	OH	www.oswaldcorr
35	Renaissance Group	\$260 Million	72	Wellesley	MA	www.renaissanc
36	The Treiber Group	\$260 Million	187	Garden City	NY	www.etreiber.co
37	The Rutherford Companies	\$258 Million	254	Roanoke	VA	N/A
38	Assurance Agency Ltd.	\$250 Million	135	Rolling Meadows	IL	www.assurance:
39	SAN Group	\$248 Million	N/A	Swanzey	NH	www.siaa.net
40	Haylor Freyer & Coon	\$240 Million	224	Syracuse	NY	www.haylor.com
41	Van Gilder Insurance	\$236 Million	250	Denver	CO	www.vgic.com
42	Barney & Barney	\$222 Million	215	San Diego	CA	www.barneyand
43	TWIW Insurance Services	\$221 Million	173	Ventura	CA	N/A
44	Eastern Insurance Group	\$215 Million	240	Natick	MA	www.easterninst
45	Horenberg Insurance Services Inc.	\$213 Million	31	Silver Spring	MD	www.insurances
46	Paychex Agency Inc.	\$202 Million	150	Rochester	NY	www.paychex.cc
47	Webster Insurance	\$200 Million	250	Waterbury	CT	www.websterbar
48	First Niagara Risk Management	\$200 Million	136	Amherst	NY	www.fnfg.com
49	Scott Insurance	\$200 Million	160	Lynchburg	VA	www.scottins.co
50	United Agencies Inc.	\$174 Million	180	Pasadena	CA	www.unitedager
51	Lawley Insurance Services	\$165 Million	235	Buffalo	NY	www.lawleyinsur
52	Risk Transfer Inc.	\$162 Million	48	Orlando	FL	www.risktransfer
53	The Horton Group	\$150 Million	300	Orland Park	IL	www.thehortong
54	Gateway Insurance Agency	\$150 Million	120	Fort Lauderdale	FL	www.gatewayins
55	Great Florida	\$150 Million	175	Stuart	FL	www.greatflorida

56	Cobbs Allen & Hall	\$146 Million	N/A	Birmingham	AL	www.cobbsallen
57	Professional Insurance Associates	\$145 Million	55	San Carlos	CA	www.piainc.com
58	Bolton & Company	\$143 Million	129	Pasadena	CA	www.boltonco.cc
59	John O. Bronson Co. Inc.	\$140 Million	84	Sacramento	CA	www.johnobrons
60	Cool Insuring Agency	\$139 Million	105	Latham	NY	www.coolins.cor
61	Swantner & Gordon Insurance	\$136 Million	118	Corpus Christi	TX	www.s-gins.com
62	TIS Insurance Services	\$135 Million	120	Knoxville	TN	www.tisins.com
63	Higginbotham	\$130 Million	120	Fort Worth	TX	www.higginbotha
64	Advanced Insurance Underwriters	\$125 Million	98	Hollywood	FL	www.advancedir
65	Rich & Cartmill, Inc.	\$125 Million	140	Tulsa	OK	www.rcins.com
66	RJF Agencies	\$125 Million	151	Minneapolis	MN	www.rjfagencies
67	Rodney D. Young	\$122 Million	372	Dallas	TX	N/A
68	Unisource Administrators	\$120 Million	300	Sarasota	FL	www.unisourcea
69	Hatch Leonard Naples	\$110 Million	140	Rochester	NY	www.hatchln.cor
70	M&T Bank Corporation	\$110 Million	53	Buffalo	NY	www.mandtbank
71	Satellite Agency of NY	\$108 Million	N/A	Canastota	NY	www.siaa.net
72	Insurance Alliance	\$107 Million	82	Houston	TX	www.ins-alliance
73	Hamilton Brewart Ins. Agency	\$105 Million	95	Upland	CA	www.hamiltonbr
74	Thoits Insurance Services	\$100 Million	75	Mountain View	CA	www.thoitsinsur
75	Anco Insurance managers	\$95 Million	120	Bryan	TX	www.anco.com
76	Brower Insurance Agency	\$92 Million	125	Dayton	OH	www.browerinsu
77	Scanlon Guerra Jacobsen Burke	\$91 Million	57	Woodland Hills	CA	www.sgjb.com
78	HDH Group Inc.	\$90 Million	75	Pittsburgh	PA	www.hdhgroup.c
79	Curley Insurance Group	\$82 Million	53	Dallas	TX	www.hmg.com
80	Chapman & Associates	\$80 Million	35	Pasadena	CA	www.chapmanin
81	Lassiter Ware	\$78 Million	102	Leesburg	VA	www.lassiter-wa
82	Sinclair Insurance Group	\$78 Million	72	Wallingford	CT	N/A
83	SIA of North Carolina	\$78 Million	N/A	Jacksonville	NC	www.siaa.net
84	Agents Helping Agents	\$77 Million	N/A	Louisville	KY	www.siaa.net
85	James Econn & Co.	\$75 Million	26	Los Angeles	CA	www.jamesecon
86	Lyons Companies	\$75 Million	62	Wilmington	DE	www.lyonsinsur
87	Potomac Insurance Network	\$73 Million	N/A	Washington	DC	www.siaa.net
88	Woodman Gutman & Bogart	\$70 Million	57	Tustin	CA	www.wgib.com
89	Senn Dunn	\$70 Million	57	Greensboro	NC	www.senndunn.i
90	Keen Battle Mead	\$69 Million	52	Miami Lakes	FL	www.kbmco.com
91	MOC Insurance Services	\$66 Million	45	San Francisco	CA	www.mocins.cor
92	Matsen Agency	\$65 Million	52	Santa Rose	CA	www.matsen.cor
93	John M. Glover Agency	\$65 Million	135	Norwalk	CT	www.johnglover.
94	Alabama Insurance Alliance	\$64 Million	na	Montgomery	AL	www.siaa.net
95	Daniel & Henry	\$64 Million	153	St. Louis	MO	www.daniel-heni
96	SAN of Tampa Bay	\$64 Million	N/A	St. Petersburg	FL	www.siia.net
97	Howalt McDowell Insurance Inc.	\$61 Million	70	Sioux Falls	SD	www.howaltmcd
98	Insurance Marketing Agencies	\$60 Million	53	Worcester	MA	www.imaagency
99	Tutton Insurance	\$60 Million	44	Santa Ana	CA	www.tutton.com
100	York International Agency	\$60 Million	32	Yonkers	NY	www.yorkintl.cor
101	Jewett Barton Levy & Kern	\$59 Million	92	Portland	OR	www.jblk.com
102	INEX Insurance Agency	\$57 Million	na	Albuquerque	NM	ww.siaa.net
103	The CIMA Companies	\$55 Million	50	Alexandria	VA	www.cimaworld.
104	Kinney Pike	\$54 Million	70	Burlington	VT	www.kinneypike
105	Foy Insurance Agency	\$53 Million	91	Exeter	NH	www.foyinsuran
106	Gencorp Insurance Group	\$52 Million	69	East Greenwich	RI	www.gencorp-in
107	Downstate Agency Network	\$51 Million	na	Garden City	NY	www.siaa.net

108	Mountain State Agency Alliance	\$51 Million	na	Charleston	WV	www.siaa.net
109	Roach Howard Smith & Hunter	\$50 Million	75	Dallas	TX	www.rhshins.cor
110	Suhr Risk Services	\$49 Million	40	Burlingame	CA	www.insuhr.com
111	Atlantic/Smith Cropper Deeley	\$48 Million	78	Willards	MD	na
112	Friedlander Group	\$48 Million	91	Purchase	NY	www.friedlander
113	Sharp Insurance & Bonding	\$47 Million	32	Visalia	CA	www.sharpinsur

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