

# BUSINESS INSURANCE®

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## SPECIAL REPORT

### 100 LARGEST BROKERS OF U.S. BUSINESS\*

Ranked by 2012 brokerage revenue generated by U.S.-based clients

2013 rank	2012 rank	Company	2012 U.S. revenue	% change
51	55	Oswald Cos. <sup>1</sup>	\$52,714,530	13.8%
52	50	Associated Financial Group L.L.C.	\$52,221,201	(3.5%)
53	53	Marshall & Sterling Enterprises Inc.	\$52,095,826	5.8%
<b>54</b>	<b>57</b>	<b>Lawley Service Inc.</b>	<b>\$50,970,541</b>	<b>11.0%</b>
55	56	Horton Group Inc. <sup>1</sup>	\$46,791,632	1.9%
56	54	Propel Insurance	\$45,300,000	(2.4%)
57	61	Risk Strategies Co.	\$44,917,576	9.9%
58	<b>NEW</b>	Sterling & Sterling Inc.	\$43,890,000	15.0%
59	60	InterWest Insurance Services Inc.	\$42,735,675	3.5%
60	64	Mahoney Group	\$42,386,149	11.3%
61	68	Frost Insurance Agency Inc. <sup>1</sup>	\$42,305,019	17.5%
62	62	Bowen, Miclette & Britt Inc. <sup>1</sup>	\$42,038,265	5.2%
63	73	SilverStone Group Inc.	\$41,166,000	19.0%
64	65	M&T Insurance Agency	\$40,746,000	8.2%
65	63	Riggs, Counselman, Michaels & Downes Inc.	\$40,354,915	3.2%
66	<b>NEW</b>	The Graham Co.	\$38,248,383	6.6%
67	72	M3 Insurance Solutions Inc.	\$38,217,467	8.5%
68	71	Scott Insurance	\$37,654,000	6.9%
69	69	Moreton & Co.	\$36,481,000	2.1%
70	67	Old National Insurance	\$36,444,344	0.7%
71	75	Starkweather & Shepley Insurance Brokerage Inc. <sup>1</sup>	\$35,735,000	8.3%
72	79	LMC Insurance & Risk Management Inc. <sup>1</sup>	\$35,388,048	20.9%
73	<b>NEW</b>	Parker, Smith & Feek Inc.	\$35,270,000	5.5%
74	70	Andreini & Co.	\$35,000,000	(1.7%)
75	66	Corporate Synergies Group L.L.C.	\$33,000,000	(10.8%)
76	77	Robertson Ryan & Associates Inc.	\$32,476,554	7.9%
77	<b>NEW</b>	Towne Insurance Agency L.L.C. <sup>1</sup>	\$32,402,697	6.9%
78	86	Lovitt & Touche Inc.	\$32,075,010	9.6%
79	<b>NEW</b>	TrueNorth Cos. L.L.C. <sup>1</sup>	\$31,252,000	19.4%
80	81	Roger Bouchard Insurance Inc.	\$30,794,125	11.0%
81	78	People's United Insurance Agency Inc.	\$30,513,000	2.9%
82	76	The Loomis Co.	\$30,428,153	(5.0%)
83	82	Charles L. Crane Agency Co.	\$30,000,000	11.1%
84	84	Cobbs, Allen & Hall Inc.	\$29,730,481	12.5%
85	<b>NEW</b>	Acisure L.L.C. <sup>1</sup>	\$29,648,502	3.6%
86	85	Bankers Insurance L.L.C.	\$28,602,801	10.5%
87	100	Cook Maran & Associates <sup>1,10</sup>	\$28,414,000	59.1%
88	80	SullivanCurtisMonroe Insurance Services L.L.C.	\$28,022,400	(1.7%)
89	<b>NEW</b>	Tolman & Wiker Insurance Services L.L.C.	\$27,887,302	8.3%
90	83	Haylor, Freyer & Coon Inc. <sup>1,11</sup>	\$27,118,737	1.8%
91	87	J.W. Terrill, Inc.	\$27,000,000	9.3%
92	88	The Underwriters Group	\$26,114,220	7.7%
93	<b>NEW</b>	Tompkins Insurance Agencies Inc.	\$26,055,000	2.3%
94	93	Bolton & Co. Insurance Brokers <sup>1</sup>	\$24,395,678	17.0%
95	89	Brower Insurance Agency L.L.C.	\$23,891,000	2.3%
96	95	Benefit Controls Cos.	\$22,500,000	12.2%
97	<b>NEW</b>	M.J. Insurance Inc. <sup>11</sup>	\$22,389,999	3.0%
98	91	AH&T Insurance	\$22,134,351	1.6%
99	<b>NEW</b>	Murray Securus <sup>1,12</sup>	\$22,110,000	1.3%
100	98	Rich & Cartmill Inc.	\$21,813,720	1.1%

\*Companies that derive more than 49% of their gross revenue from personal lines business are not ranked. 1 Reported U.S. acquisitions in 2012. 2 Pro forma to reflect July 1, 2013, purchase of Beecher Carlson Holdings Inc. 3 Fiscal year ending April 30. 4 2011 U.S. brokerage revenue reclassified or restated. 5 Fiscal year ending June 30. 6 British pound=1.6181 in 2012, \$1.5698 in 2011. 7 Fiscal year ending May 31. 8 Fiscal year ending March 31. 9 British pound=1.5705 in 2012, \$1.6043 in 2011. 10 Fiscal year ending Feb 28. 11 Fiscal year ending Aug. 31. 12 Fiscal year ending Sept. 30.

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# Lawley



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