

INSURANCE JOURNAL®

THE NATIONAL PROPERTY CASUALTY MAGAZINE

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Top 100 Privately-Held Property/Casualty Agencies

Ranked by Total 2006 P/C Premium Written

2006 Rank	2005 Rank	Agency Name	Total 2006 P/C Premium Written	2005 P/C Premium	% Premium Change	2006 Other than P/C Premium	2006 P/C Revenue	No. of Empl.	Main Office	Web site
1	2	Lockton Cos. LLC*	\$7.0 billion	\$2.2 billion	68.65%	\$5.4 billion	\$564.7 million	3,829	Kansas City, Mo.	www.lockton.com
2	3	Alliant Insurance Services	\$1.4 billion	\$1.1 billion	19.24%	\$1.0 billion	\$173.5 million	988	Newport Beach, Calif.	www.alliantinsurance.com
3	6	The Leavitt Group	\$1.0 billion	\$725.0 million	27.50%	\$200.0 million	\$135.0 million	1,400	Cedar City, Utah	www.leavitt.com
4	5	Keystone Insurers Group	\$790.0 million	\$744.0 million	5.82%	\$122.5 million	\$98.8 million	1,100	Northumberland, Pa.	www.keystoneinsgrp.com
5	7	Hylant Group Inc.	\$642.0 million	\$622.0 million	3.12%	\$489.5 million	\$59.8 million	660	Toledo, Ohio	www.hylant.com
6	23	Beecher Carlson	\$622.4 million	\$266.0 million	57.26%	NR	\$47.4 million	413	Atlanta, Ga.	www.beechercarlson.com
7	8	Keenan & Associates	\$618.0 million	\$565.0 million	8.58%	\$387.0 million	\$72.0 million	689	Torrance, Calif.	www.keenan.com
8	9	Insurance Office of America Inc.	\$559.7 million	\$464.8 million	16.95%	\$4.1 million	\$56.0 million	456	Longwood, Fla.	www.ioausa.com
9	10	The IMA Financial Group Inc.*	\$530.0 million	\$458.2 million	13.55%	\$115 million	\$61.6 million	422	Wichita, Kan.	www.imacorp.com
10	11	Heffeman Group	\$524.0 million	\$444.4 million	15.19%	\$140.2 million	\$58.6 million	350	Walnut Creek, Calif.	www.heffgroup.com
11	13	InterWest Insurance Svcs. Inc.**	\$513.6 million	\$404.9 million	21.16%	\$80.2 million	\$50.2 million	375	Sacramento, Calif.	www.ivins.com
12	14	J. Smith Lanier & Co.	\$503.8 million	\$360.0 million	28.54%	\$360.0 million	\$51.6 million	540	West Point, Ga.	www.jsmithlanier.com
13	16	Bollinger Inc.	\$472.0 million	\$350.0 million	25.85%	\$600.0 million	\$69.0 million	470	Short Hills, N.J.	www.bollingerinsurance.com
14	12	The NIA Group LLC	\$426.3 million	\$430.0 million	-0.87%	\$474.0 million	\$47.8 million	436	Paramus, N.J.	www.niagroup.com
15	22	Rutherford Cos.*	\$420.7 million	\$268.2 million	36.25%	\$106.3 million	\$47.7 million	275	Roanoke, Va.	www.rutherford.com
16	18	Southwest Business Corp.	\$385.9 million	\$311.0 million	19.42%	\$370.5 million	\$100.3 million	750	San Antonio, Texas	www.swbc.com
17	15	Woodruff-Sawyer & Co.*	\$384.0 million	\$360.0 million	6.26%	\$314.9 million	\$46.2 million	284	San Francisco, Calif.	www.woodruff-sawyer.com
18	25	Neace Lukens Holding Co.	\$328.6 million	\$260.4 million	20.75%	\$411.7 million	NR	443	Louisville, Ky.	www.neacelukens.com
19	17	Van Gilder Insurance Corp.	\$309.2 million	\$350.0 million	-13.20%	\$75.0 million	\$37.0 million	250	Denver, Colo.	www.vgic.com/home.cfm
20	21	Satellite Agency Network Group Inc.*	\$303.0 million	\$270.0 million	10.89%	\$2.8 million	NR	30	Hampton, N.H.	www.sangroup.com
21	new	Renaissance Insurance Group*	\$300.0 million	NR	NR	NR	\$37.6 million	72	Wellesley, Mass.	www.renaissanceins.com
22	35	Scott Insurance	\$300.0 million	\$208.0 million	30.67%	\$100.0 million	\$32.6 million	210	Lynchburg, Va.	www.scottins.com
23	new	RCM&D Inc.	\$291.6 million	NR	NR	\$97.3 million	\$25.9 million	250	Baltimore, Md.	www.rcmd.com
24	19	The Horton Group	\$291.0 million	\$300.0 million	-3.09%	N/A	\$25.4 million	375	Orland Park, Ill.	www.thehortongroup.com
25	42	Bowen, Miclette & Britt Inc.	\$289.8 million	\$165.5 million	42.89%	\$94.9 million	\$33.9 million	165	Houston, Texas	www.bmb-inc.com
26	20	Assurance Agency Ltd.	\$284.5 million	\$271.0 million	4.75%	\$80.9 million	\$23.6 million	175	Schaumburg, Ill.	www.assuranceagency.com
27	34	North American Group	\$284.2 million	\$218.0 million	23.29%	\$48.1 million	\$33.4 million	200	Oklahoma City, Okla.	www.na-group.com
28	new	Marshall & Sterling	\$283.2 million	NR	NR	NR	\$40.6 million	317	Poughkeepsie, N.Y.	www.marshallsterling.com
29	new	The Mahoney Group*	\$280.0 million	NR	NR	\$30.0 million	NR	260	Casa Grande, Ariz.	www.mahoneygroup.com
30	new	Haylor, Freyer & Coon Inc.*	\$261.5 million	NR	NR	\$61.0 million	\$29.8 million	232	Syracuse, N.Y.	www.haylor.com
31	27	The Graham Co.*	\$258.0 million	\$247.0 million	4.26%	\$4.5 million	\$42.6 million	175	Philadelphia, Pa.	www.grahamco.com
32	29	Starkweather & Shepley Inc.	\$255.5 million	\$235.0 million	8.02%	\$53.0 million	\$23.0 million	165	East Providence, R.I.	www.starshep.com
33	30	McQueary Henry Bowles Troy LLP	\$255.3 million	\$230.0 million	9.91%	\$55.0 million	\$24.0 million	190	Dallas, Texas	www.mhbt.com/
34	26	Insurors Group LLC*	\$252.1 million	\$250.0 million	0.84%	\$7.4 million	\$31.5 million	25	Bryan, Texas	www.insurorsgroup.com
35	40	Great Florida Insurance*	\$250.0 million	\$180.0 million	28.00%	NR	\$29.6 million	150	Stuart, Fla.	www.greatflorida.com
36	31	Iroquois Group Inc.	\$248.3 million	\$225.2 million	9.31%	NR	\$37.7 million	50	Olean, N.Y.	www.iroquoisgroup.com
37	28	Insurance Alliance of Central Pa. Inc.*	\$238.9 million	\$243.8 million	-2.06%	NR	\$30.9 million	253	Camp Hill, Pa.	www.tiacp.com
38	new	Cobbs, Allen & Hall Inc.	\$214.9 million	NR	NR	\$50.2 million	\$18.8 million	177	Birmingham, Ala.	www.cobbsallenhall.com
39	38	Higginbotham & Assoc. Inc.**	\$209.5 million	\$197.0 million	5.97%	\$151.5 million	\$20.9 million	215	Fort Worth, Texas	www.higginbotham.net
40	37	Roger Bouchard Insurance Inc.	\$208.3 million	\$202.9 million	2.58%	\$131.9 million	\$24.3 million	223	Clearwater, Fla.	www.bouchardinsurance.com

* = Identified as having an affiliation with an independent network or cluster group. Employee count for these does not necessarily include all affiliates responsible for total premiums written.

** = Total 2006 P/C Premium Written corrected for digital version. Correction made after the original publication date of the print edition on April 9, 2007.