

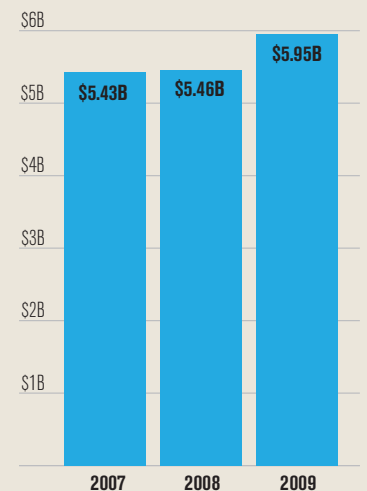
# Area's Largest Insurance Agencies

Ranked by 2009 Mass. property/casualty and health care premium dollar volume

Rank	Prior rank	Company	Mass. 2009 premium dollar amount	Mass. employees	% of business that is		Brands sold	CEO Title
					Commercial lines:	Personal lines: Life, disability:		
1	1	<b>USI New England</b> 12 Gill St., Woburn 01801 (800) 842-1218 www.usi.biz	\$900,000,000	180	52%	2%	All major property and casualty, medical, life and disability carriers	Tom Stiles CEO
2	3	<b>HUB International New England</b> <sup>1</sup> 299 Ballardvale St., Wilmington 01887 (800) 370-0642 www.hubinternational.com	\$705,000,000	340	65%	20%	All major carriers	Charles Brophy, Michael Chapman, John Feitelberg, John Zawilinski
3	2	<b>Willis of Massachusetts Inc.</b> 3 Copley Place, Boston 02116 (617) 437-6900 www.willis.com	\$600,000,000	160	70%	4%	All P&C and medical, life and disability carriers	Kirk Metcalf Managing partner
4	4	<b>Eastern Insurance Group</b> 233 W. Central St., Natick 01760 (508) 651-7700 www.easterninsurance.com	\$550,000,000	310	42.3%	40.2%	All major regional and national carriers	Hope Aldrich President, CEO
5	7	<b>Bostonian Group</b> 4 Copley Place, Boston 02116 (617) 587-2300 www.bostoniangroup.com	\$525,000,000	70	1%	-	WND	James Blue Chairman, CEO
6	5	<b>Aon Corp.</b> 1 Federal St., Boston 02110 (617) 482-3100 www.aon.com	\$520,000,000	200	84%	1%	All major brands	Peter Caine Resident managing director
7	NR	<b>Marsh Inc.</b> 99 High St., Boston 02110 (617) 385-0200 www.marsh.com	\$462,344,962	191	71%	-	All major carriers	David Blackburn N.E. partnership leader & Boston office head
8	6	<b>William Gallagher Associates</b> 470 Atlantic Ave., Boston 02210 (617) 261-6700 www.wgains.com	\$431,311,100	160	72%	1%	All major brands	Philip Edmundson Chairman, CEO
9	8	<b>EBS Capstone</b> 300 Washington St., Newton 02458 (617) 658-7102 www.ebscapstone.com	\$195,000,000	35	40%	-	All major carriers	Matthew Field & Paul Rooney Managing partners
10	9	<b>The Protector Group Insurance Agency Inc.</b> 100 Front St., Worcester 01608 (888) 850-9400 www.protectorgroup.com	\$187,000,000	87	43%	17%	All major health and property and casualty companies	Robert Vaudreuil President, CEO
11	NR	<b>Wells Fargo Insurance Services USA Inc.</b> 699 Boylston St., Boston 02116 (617) 330-1005 www.wellsfargo.com	\$150,000,000	44	85%	5%	ACE, Chubb, Chartis, Travelers, Hanover and The Hartford	Walter Wilk Jr. Managing director
12	10	<b>Sullivan Group</b> 10 Chestnut St., Worcester 01608 (508) 791-2241 www.sullivangroup.com	\$105,000,000	51	60%	7%	Chubb, Travelers, Hartford, Hanover, Philadelphia	John Andreoli President, CEO
13	11	<b>Rogers &amp; Gray Insurance Agency Inc.</b> 434 Route 134, South Dennis 02660 (508) 398-7980 www.rogersgray.com	\$101,200,000	110	33%	35%	Travelers, Commerce, Narragansett Bay, Plymouth Rock, Peerless	Charles Robinson President, CEO
14	12	<b>McSweeney &amp; Ricci Insurance Agency Inc.</b> 420 Washington St., Braintree 02184 (781) 848-8600 www.mcsweeneyricci.com	\$55,800,000	59	45%	24%	Safety, Travelers, Peerless, Acadia & Zurich	Mary Lou Leary President
15	13	<b>Starkweather &amp; Shepley Insurance Corp.</b> 400 Blue Hills Drive, Westwood 02090 (781) 320-9660 www.starshp.com	\$54,000,000	41	55%	22%	Travelers, Hartford, Chubb, Fireman's Fund, Selective	Natale Calamis President, CEO
16	NR	<b>Rodman Insurance Agency Inc.</b> 145 Rosemary St., Needham 02494 (781) 247-7800 www.rodmanins.com	\$52,000,000	49	70%	21%	Chubb, Travelers, Commerce, Arbella, Hartford	Andrew Altman President
17	15	<b>Eastern States Insurance Agency Inc.</b> 50 Prospect St., Waltham 02453 (781) 642-9000 www.esia.com	\$52,000,000	25	90%	5%	All major carriers	Newton and Oscar Johnson Principals
18	14	<b>Corcoran &amp; Havlin Insurance Group</b> 287 Linden St., Wellesley 02482 (781) 235-3100 www.chinsurance.com	\$50,000,000	47	44%	51%	All major carriers	Jack Keefe & George Doherty Principals
19	NR	<b>Roblin Insurance Co.</b> 144 Gould St., Needham 02494 (781) 455-0700 www.roblininsurance.com	\$46,000,000	30	70%	5%	Travelers, Acadia, CNA, Chubb, Liberty	James and Peter Roblin Principals
20	18	<b>Amity Insurance</b> 500 Victory Road, Quincy 02171 (800) 940-4010 www.amityins.com	\$42,532,839	35	72%	7%	Chubb, Travelers, Hartford, Liberty, Plymouth Rock	David Solomon President
21	17	<b>DeSanctis Insurance Agency Inc.</b> 36 Cummings Park, Woburn 01801 (781) 935-8480 www.desanctisins.com	\$35,000,000	24	99%	1%	Acadia, Travelers, Hartford, Selective, Liberty, Harleysville	Adam DeSanctis President, owner
22	16	<b>Appleby &amp; Wyman Insurance Agency Inc.</b> 152 Conant St., Beverly 01915 (978) 922-2288 www.applebywyman.com	\$33,844,000	38	60%	21%	All major carriers	A. Carmen Marciano President
23	NR	<b>Deland, Gibson Insurance Associates Inc.</b> 36 Washington St., Wellesley Hills 02481 (781) 237-1515 www.delandgibson.com	\$33,660,000	46	50%	50%	Chubb, Commerce, Norfolk & Dedham, Hanover, Travelers	Charles Gibson President
24	19	<b>Cleary Insurance Inc.</b> 226 Causeway St., Boston 02114 (617) 723-0700 www.clearyinsurance.com	\$33,500,000	22	45%	32%	Travelers, Chubb, Commerce, Acadia, Hartford	William Cleary President
25	20	<b>William Palumbo Insurance Agency Inc.</b> 4 West Mill St., Medfield 02052 (508) 359-4151 www.williampalumbo.com	\$31,000,000	50	44%	55%	Safety Insurance, Travelers, Arbella, Main Street America	John LaRocca President, CEO

## MASS. PREMIUMS UP

Dollar amounts for premiums written in Mass. over the past three years for the largest 25 firms.



2-year increase of 25%

Source: BBJ research

## Trends: Mass. employees

A look at firms on this year's list with the most employees in Mass.

Rank	Company	Employees
1	<b>HUB International New England</b>	340
2	<b>Eastern Insurance Group</b>	310
3	<b>Aon Corp.</b>	200
4	<b>Marsh Inc.</b>	191
5	<b>USI New England</b>	180
6	<b>Willis of Massachusetts Inc.</b>	160
7	<b>William Gallagher Associates</b>	160
8	<b>Rogers &amp; Gray Insurance Agency Inc.</b>	110
9	<b>The Protector Group Insurance</b>	87
10	<b>Bostonian Group</b>	70

Source: BBJ survey.

1. Principals listed represent the company's executive management team.

Ties ranked by Mass. employees.

Compiled by Patrick Lawlor and Sean McFadden

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