

2010 MARKET SOURCEBOOK

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Welcome to *Business Insurance's* eighth annual Market Sourcebook, a valuable resource for information on vendors of risk and benefits management products and services. Need to find a commercial insurance broker, benefit consultant or third-party administrator? They're in *BI's* Market Sourcebook, along with many more types of service providers.

This sourcebook comprises data from directories that *BI* produced in 2009, including rankings and charts based on directory surveys. Comprehensive, searchable lists and data that *BI* produces are available to subscribers on our Web site, www.businessinsurance.com.

For 2010, *Business Insurance* will expand its data offerings, adding in-depth analysis and market insights, which will be available online.

BI will continue to publish lists, rankings and charts on insurance industry companies in our weekly newsmagazine, updating information on these vendors during the year in the directories area of www.businessinsurance.com.

The valuable information contained in the Market Sourcebook and online is available for purchase as either PDF or Excel files. For information or to order, visit www.businessinsurance.com/directories.

To obtain additional single copies of the Market Sourcebook, contact *Business Insurance* single-copy sales at 888-446-1422, or 313-446-1662 outside the United States.

If your company is not listed and you are interested in being included in any *BI* directories, please e-mail the Directory Department at bidirectory@businessinsurance.com.

BI launches Innovation Awards in 2010

Business Insurance proudly announces the 2010 *Business Insurance Innovation Awards*, a new program to recognize innovation and leadership in products, services and technologies designed for professional risk managers.

BI's Innovation Award recipients will be honored at a special dinner during the 2010 Risk Management Summit, to be held March 8-9 in New York.

An independent panel of risk management professionals will select the award winners, based on information in an official entry form available at www.BusinessInsurance.com/innovation.

Eligible innovations can come from anywhere, but the product, service or technology must be designed for and

marketed to risk managers handling hazard and operational risks. These awards are not intended to recognize innovations in general business processes, financial risk management or anything designed primarily for brokers or carriers. To be considered, an entry must demonstrate innovation in one or more of the following principal areas of risk management: risk identification, risk assessment/analysis, risk control and risk financing.

Entries must be completed by Jan. 15, 2010, using the official *Business Insurance* submission form. For information and to enter, please visit www.BusinessInsurance.com/innovation.

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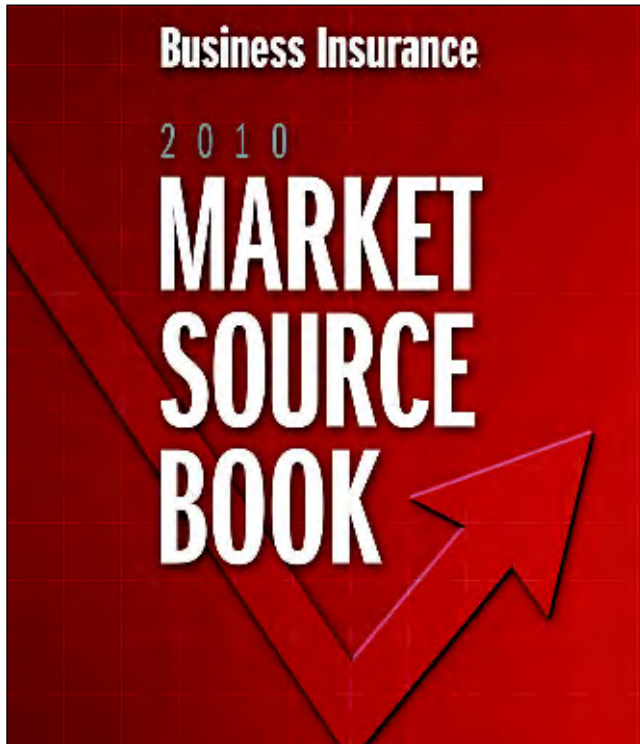
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Broker compensation, M&A activity created headlines

While 2009 may best be remembered by brokers for the challenges stemming from the prolonged soft insurance market and severe economic downturn, a host of other broker-related news dominated the headlines during the year.

Compensation issues, for example, were top of mind for many agents and brokers.

On the disclosure front, the New York State Insurance Department in early December published a rule in the New York State Register that would, among other things, require producers to automatically disclose whether they represent the buyer or insurer in the transaction and, on client request, the nature and amount of compensation.

The NYSID revised its disclosure rule four times during the year

before publishing it for a 45-day comment period. It plans to enact the regulation in early 2010.

Contingent commissions also made headlines in 2009.

Arthur J. Gallagher & Co. convinced Illinois in June to lift its ban on accepting the incentive compensation from insurers per its 2005 settlement. Marsh Inc., Aon Corp. and Willis Group Holdings Ltd. are believed to be negotiating similar revisions to their contingent pay settlements with various state regulators and attorneys general.

On the merger and acquisition front, 2009 was on track to be one of the least active M&A periods in the past decade. While the weak economy, tight credit markets, and soft insurance market put a damper on deals throughout most of the

year, several fourth-quarter deals made headlines.

For example, Marsh & McLennan Agency L.L.C. finally embarked on its growth-by-acquisition strategy with the November purchase of Houston-based agency Insurance Alliance. The agency was expected to complete more deals by year-end.

In December, Marsh Inc. and Aon Risk Services Inc. both inked deals.

Aon acquired construction and surety specialist Allied North America. Although terms were not disclosed, it was estimated that Aon paid about \$154 million in cash for the Jericho, N.Y.-based broker.

Within a week, Aon Risk Services also said it was acquiring FCC Global Insurance Services, the in-house captive brokerage subsidiary of Madrid-based construction group

Fomento de Construcciones y Contratas S.A., for an undisclosed sum. The acquisition, expected to close by year-end, would make ARS the exclusive global broker for FCC for 10 years.

Marsh meanwhile agreed to acquire London-based HSBC Insurance Brokers Ltd., with operations in Europe, Asia and the Middle East.

Also making news, shareholders of London-based Willis in December approved changing the domicile of the broker's parent from Bermuda to Ireland for a more stable tax environment. The reorganization would have a new public limited company, Willis Group Holdings P.L.C., in Dublin replace Willis Group Holdings Ltd. as the ultimate parent.

A month earlier, Willis signed an

agreement with Paris-based private equity fund Astorg Parters to sell a part of its stake in Gras Savoye & Cie. for \$160 million in cash.

Willis had said in June it was seeking to sell some of its 48% stake—valued at \$343 million—in the French brokerage, which it had increased steadily since its original 1997 investment. Under terms of the deal, Willis will own 33.3% of Gras Savoye with the option to buy 100% of the broker in 2015.

2009 also saw the end of an era for Daytona Beach, Fla.-based Brown & Brown Inc. as J. Hyatt Brown handed the reins to son J. Powell Brown. The elder Mr. Brown had headed the family agency since taking over in 1961, shortly after graduating from college.

—By Sally Roberts

World's 10 largest insurance brokers

Ranked by 2008 brokerage revenues

Rank	Company/Address	Phone/Web site	Chief executive	2008 brokerage revenues	% change	2008 employees	2008 offices	Percentage of revenues*							
								Commercial retail	Wholesale	Reinsurance	Employee benefits	Personal lines	Services	Investments	Other
1	Marsh & McLennan Cos. Inc. 1166 Ave. of the Americas, New York, N.Y. 10036	212-345-6000 www.mmc.com	Brian Duperreault, president/CEO	\$11,516,000,000	3.80%	54,400	700	38.88%	0	6.90%	31.30%	0%	21.89%	1.61%	-0.58%
2	Aon Corp. 200 E. Randolph St., Chicago, Ill. 60601	312-381-1000 www.aon.com	Gregory Case, president/CEO	\$7,310,000,000	4.50%	37,700	397	64.92%	0	13.14%	15.29%	0%	2.44%	3.47%	0.73%
3	Willis Group Holdings Ltd. ¹ 51 Lime St., London, EC3M 7DQ England	44-203-124-6000 www.willis.com	Joe Plumeri, chairman/CEO	\$3,362,000,000	36.50%	17,000	400	57.87%	5.39%	16.98%	13.94%	2.52%	0.72%	2.52%	0.06%
4	Wells Fargo Insurance Services Inc. ² 150 N. Michigan Ave., Suite 3900, Chicago, Ill. 60601	312-423-2500 wfis.wellsfargo.com	David J. Zuercher, chairman	\$1,743,062,000	35.95%	7,905	213	60.32%	2.01%	0.09%	12.06%	8.51%	3.59%	3.68%	9.73%
5	Arthur J. Gallagher & Co. The Gallagher Centre, 2 Pierce Place, Itasca, Ill. 60143-3141	630-773-3800 www.ajg.com	J. Patrick Gallagher Jr., chairman/president/CEO	\$1,611,302,000	5.76%	9,863	200	38.26%	12.52%	0	18.10%	1.04%	28.03%	2.05%	0
6	Jardine Lloyd Thompson Group P.L.C. Crutched Friars, London, EC3N 2PH England	44-207-528-4444 www.jltgroup.com	Dominic Burke, group chief executive	\$992,843,665 ³	4.80%	5,488	76	51.71%	6.03%	13%	15.73%	1.66%	7.99%	3.73%	0.14%
7	Brown & Brown Inc. 220 S. Ridgewood Ave., Daytona Beach, Fla. 32114	386-252-9601 www.bbinsurance.com	J. Powell Brown, president/CEO	\$965,982,617	5.61%	5,398	132	56.58%	15.54%	1.70%	15.32%	6.38%	3.29%	0.62%	0.56%
8	BB&T Insurance Services Inc. P.O. Box 31128, Raleigh, N.C. 27622	919-716-9777 www.bbt.com	H. Wade Reece, chairman/CEO	\$962,134,200	9.66%	4,462	109	51.82%	22.52%	0%	10.14%	8.94%	0	1.82%	4.75%
9	Gras Savoye & Cie 2-8 Rue Ancelle, Neuilly-sur-Seine, 92200 France	33-1-41-43-5000 www.grassavoye.com	Patrick Lucas, managing partner/CEO	\$786,368,400 ⁴	15.58%	3,650	102	64.24%	0	1.40%	28.14%	4.82%	0	1.40%	0
10	Lockton Cos. L.L.C. 444 W. 47th St., Suite 900, Kansas City, Mo. 64112-1906	816-960-9000 www.lockton.com	David M. Lockton, chairman	\$778,345,000 ⁵	6.89%	3,850	48	68.90%	7.74%	1.13%	20.78%	0.37%	0	1.08%	0

*Percentage of revenue may not total 100% due to rounding. ¹ 2008 revenues are pro forma including Hilb Rogal & Hobbs Co., purchased in October 2008. ² 2008 revenues are pro forma including Wachovia Insurance Services Inc., purchased in December 2008. ³ British pound=\$1.8545 (2008) fiscal year ending Dec. 31. ⁴ Euro=\$1.4711 (2008) fiscal year ending Dec. 31. ⁵ Fiscal year ending April 30.

Source: BI survey

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CEO COMPENSATION AT PUBLICLY TRADED BROKERAGES

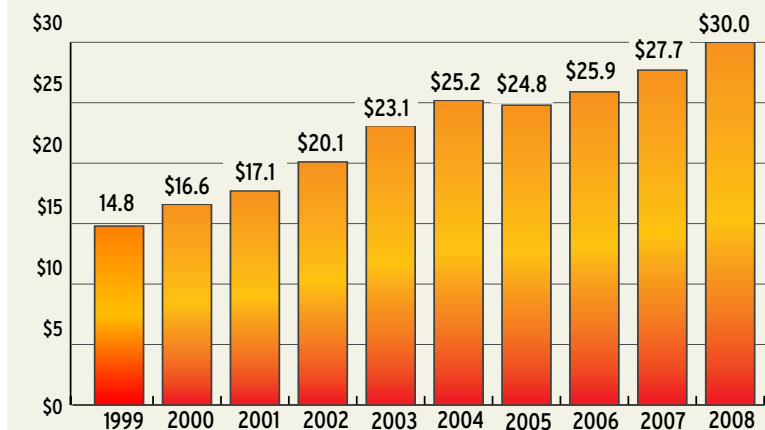
Ranked by 2008 total compensation, including salary, bonus, stock awards and other compensation

NAME, PRINCIPAL POSITION	COMPANY	SALARY	TOTAL
Brian Duperreault, president and CEO	Marsh & McLennan Cos. Inc.	\$927,083	\$13,317,091
Gregory C. Case, president and CEO	Aon Corp.	\$1,500,000	\$12,876,647
Joseph J. Plumeri, chairman and CEO	Willis Group Holdings Ltd.	\$1,000,000	\$9,657,100
Dominic Burke, group chief executive	Jardine Lloyd Thompson Group P.L.C.	\$960,150*	\$2,795,350*
J. Patrick Gallagher Jr., chairman, president and CEO	Arthur J. Gallagher & Co.	\$1,000,000	\$2,773,704
Steven L. Gerard, chairman and CEO	CBIZ Benefits & Insurance Services Inc.	\$650,000	\$2,184,043
J. Hyatt Brown, chairman	Brown & Brown Inc.	\$658,406	\$1,687,588
Robert S. Cubbin, president and CEO	Meadowbrook Insurance Group Inc.	\$620,000	\$1,280,443

Source: Company reports *British pound=\$1.85

A DECADE OF GROWTH

As a group, the 10 largest brokers' revenues have risen in most of the past decade. In billions of dollars.



Source: BI Survey

100 largest brokers of U.S. business

Ranked by 2008 brokerage revenues generated by U.S.-based clients*

2008 rank	2007 rank	Company	Headquarters	2008 revenue	% change	Type of agency	% commercial retail brokerage	% employee benefits
1	1	Marsh & McLennan Cos. Inc.	New York	\$5,297,360,000	-0.52%	Broker	38.88%	31.30%
2	2	Aon Corp.	Chicago	\$2,558,500,000	-1.15%	Broker	64.92%	15.29%
3	5	Willis Group Holdings Ltd. ¹	London	\$1,781,860,000	68.24%	Broker	57.87%	13.94%
4	4	Wells Fargo Insurance Services Inc. ²	Chicago	\$1,743,062,000	35.95%	Both	60.32%	12.06%
5	3	Arthur J. Gallagher & Co.	Itasca, Ill.	\$1,401,832,740	4.56%	Both	38.26%	18.10%
6	7	Brown & Brown Inc.	Daytona Beach, Fla.	\$963,084,669	5.30%	Both	56.58%	15.32%
7	6	BB&T Insurance Services Inc.	Raleigh, N.C.	\$962,134,200	9.66%	Both	51.82%	10.14%
8	9	USI Holdings Corp.	Briarcliff Manor, N.Y.	\$633,155,000	2.60%	Broker	29.38%	50.12%
9	11	Hub International Ltd.	Chicago	\$537,604,900	10.92%	Broker	57.04%	12.64%
10	10	Lockton Cos. L.L.C.	Kansas City, Mo.	\$537,058,050 ³	6.89%	Broker	68.90%	20.78%
11	13	Alliant Insurance Services Inc.	Newport Beach, Calif.	\$332,867,399	14.25%	Broker	64.85%	26.11%
12	14	Leavitt Group	Cedar City, Utah	\$177,254,000	1.43%	Both	60.79%	13.11%
13	16	CBIZ Benefits & Insurance Services Inc.	Cleveland	\$156,800,000	7.54%	Broker	13.37%	53.49%
14	17	Keenan & Associates	Torrance, Calif.	\$133,778,000	8.47%	Both	17.48%	22.39%
15	15	Jardine Lloyd Thompson Group P.L.C.	London	\$129,069,676 ⁴	-19.86%	Broker	51.71%	15.73%
16	18	Frank Crystal & Co. Inc.	New York	\$126,250,000	5.49%	Broker	77.29%	10.94%
17	20	Meadowbrook Insurance Group Inc.	Southfield, Mich.	\$113,343,000	9.08%	Agent	41.22%	2.07%
18	21	Regions Insurance Group Inc.	Memphis, Tenn.	\$110,502,202	8.58%	Both	67.15%	14.86%
19	19	Bollinger Inc.	Short Hills, N.J.	\$103,767,372	-0.81%	Both	35.96%	34.94%
20	23	Hays Group Inc., dba Hays Cos.	Minneapolis	\$103,400,000	6.16%	Both	53.45%	41.76%
21	24	J. Smith Lanier & Co.	West Point, Ga.	\$102,768,548	6.42%	Both	64.43%	24.24%
22	22	John L. Wortham & Son L.P.	Houston	\$99,359,848	-0.50%	Agent	81.64%	12.90%
23	34	BancorpSouth Insurance Services Inc.	Tupelo, Miss.	\$93,066,992	26.53%	Agent	62.21%	24.03%
24	28	Holmes Murphy & Associates Inc.	West Des Moines, Iowa	\$92,705,124	5.40%	Both	47.31%	39.41%
25	25	Hylant Group Inc.	Toledo, Ohio	\$90,501,577	0.29%	Both	69.91%	19.73%
26	27	Mesirow Insurance Services Inc.	Chicago	\$89,968,189 ⁵	1.02%	Broker	66.17%	28.30%
27	29	Allied North America	Jericho, N.Y.	\$88,054,503	2.44%	Broker	89.19%	1.54%
28	30	Neace Lukens Holding Co.	Louisville, Ky.	\$81,583,384	5.21%	Agent	55.68%	23.02%

Continued on page 8

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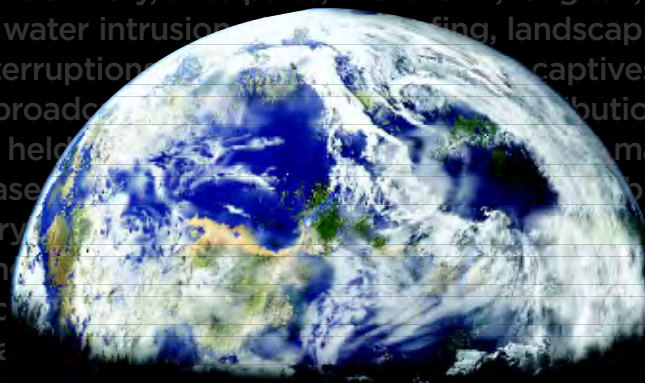
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Continued from page 6

2008 rank	2007 rank	Company	Headquarters	2008 revenue	% change	Type of agency	% commercial retail brokerage	% employee benefits
29	36	Beecher Carlson Holdings Inc.	Atlanta	\$81,552,366	13.72%	Broker	76.20%	6.77%
30	35	IMA Financial Group Inc.	Wichita, Kan.	\$80,397,667	10.66%	Both	63.33%	12.03%
31	32	Insurance Office of America Inc.	Longwood, Fla.	\$77,099,818	2.13%	Both	71.75%	10.26%
32	38	Thomas Rutherford Inc.	Roanoke, Va.	\$76,316,095 ⁶	7.56%	Both	83.32%	6.18%
33	31	Conner Strong Cos. Inc.	Marlton, N.J.	\$75,873,560	-0.30%	Both	52.56%	34.07%
34	33	NIA Group L.L.C.	Paramus, N.J.	\$69,650,000	-6.89%	Both	50.47%	26.60%
35	37	Heffernan Group	Walnut Creek, Calif.	\$67,888,000	-2.24%	Broker	66.95%	9.31%
36	41	Trion Group Inc. dba Trion	King of Prussia, Pa.	\$67,700,000	8.15%	Both	0%	100%
37	26	Tanenbaum-Harber Co. Holdings Inc. ⁷	New York	\$65,553,077	4.17%	Broker	65.04%	23.97%
38	40	Huntington Insurance Inc., dba Sky Insurance Inc.	Bowling Green, Ohio	\$63,992,000	0.94%	Both	38.12%	28.37%
39	42	Oswald Cos. & Affiliates ⁸	Cleveland	\$63,899,550	4.37%	Both	63.42%	22.70%
40	48	Barney & Barney L.L.C.	San Diego	\$62,942,220	22.54%	Broker	48.19%	47.23%
41	55	TD Insurance Inc. ⁹	South Portland, Maine	\$57,305,200	1.33%	Agent	30.28%	17.08%
42	44	Woodruff-Sawyer & Co.	San Francisco	\$56,810,000	-0.33%	Broker	75.57%	21.31%
43	39	Guaranty Insurance Services Inc.	Austin, Texas	\$56,330,534	-17.58%	Agent	56.28%	7.40%
44	43	BBVA Compass Insurance Agency Inc.	Houston	\$55,692,781	-7.61%	Agent	57.61%	27.36%
45	45	Associated Financial Group L.L.C.	Minnetonka, Minn.	\$55,281,833	1.85%	Agent	11.59%	55.97%
46	47	Frenkel & Co. Inc.	New York	\$53,906,892	4.81%	Broker	60.54%	30.37%
47	51	Cottingham & Butler Inc.	Dubuque, Iowa	\$53,845,000	7.04%	Both	47.18%	12.40%
48	56	Capacity Group of Cos.	Mahwah, N.J.	\$52,499,034	9.18%	Both	47.59%	7.69%
49	50	Western States Insurance	Missoula, Mont.	\$51,759,596	2.52%	Agent	53.77%	24.52%
50	49	Integro USA Inc.	New York	\$51,480,000	18.67%	Broker	91.23%	0%
51	63	Eastern Insurance Group L.L.C.	Natick, Mass.	\$51,204,320	25.48%	Agent	41.32%	16.33%
52	68	Higginbotham & Associates Inc.	Fort Worth, Texas	\$48,086,881	25.05%	Agent	48.07%	44.41%
53	53	Marshall & Sterling Enterprises Inc.	Poughkeepsie, N.Y.	\$47,063,937	-3.41%	Both	61.52%	5.83%
54	54	Mahoney Group	Mesa, Ariz.	\$46,391,290	-3.98%	Agent	76.38%	10.04%
55	46	InterWest Insurance Services Inc.	Sacramento, Calif.	\$46,103,635	-11.62%	Broker	75.17%	17.97%
56	60	Horton Group Inc.	Orland Park, Ill.	\$46,016,396	6.08%	Broker	49.98%	33.12%
57	59	William Gallagher Associates Insurance Brokers Inc.	Boston	\$45,713,028	-0.46%	Both	74%	26%
58	57	Van Gilder Insurance Corp.	Denver	\$45,145,723	-5.36%	Both	75.79%	14.32%
59	58	First Niagara Risk Management Inc.	Buffalo, N.Y.	\$44,597,548	-3.46%	Agent	56.38%	15.12%
60	62	DeWitt Stern Group Inc.	New York	\$43,426,350	1.95%	Both	55.48%	7.61%
61	69	INSURICA Insurance Management Network ¹⁰	Oklahoma City	\$42,840,489	12.61%	Both	69.78%	7.15%
62	67	McQueary Henry Bowles Troy L.L.P.	Dallas	\$41,850,000	8.83%	Agent	63.28%	31.40%
63	64	Riggs, Counselman, Michaels & Downes Inc.	Baltimore	\$41,687,190	2.23%	Both	68.98%	18.13%
64	61	Graham Co.	Philadelphia	\$40,170,504	-5.94%	Both	94.72%	2.18%
65	76	Propel Insurance	Tacoma, Wash.	\$39,690,000	17.17%	Broker	65.75%	21.58%
66	74	Assurance Agency Ltd.	Schaumburg, Ill.	\$39,211,000	12.48%	Broker	79.42%	15.13%
67	-	Rose & Kiernan Inc.	East Greenbush, N.Y.	\$38,639,700 ³	-5.29%	Both	48.06%	36.06%
68	70	Andreini & Co.	San Mateo, Calif.	\$38,300,000	2.13%	Both	73.37%	24.02%
69	72	Lawley Service Inc.	Buffalo, N.Y.	\$38,280,568	6.02%	Agent	53.17%	28.94%
70	65	Kinloch Holdings Inc.	West Orange, N.J.	\$38,115,000	-6.10%	Both	54.12%	31.19%

Continued on page 10



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2010 MARKET SOURCEBOOK

Continued from page 8

2008 rank	2007 rank	Company	Headquarters	2008 revenue	% change	Type of agency	% commercial retail brokerage	% employee benefits
71	71	Bowen, Miclette & Britt Inc.	Houston	\$37,836,400	4.24%	Agent	53.45%	14.98%
72	73	Old National Insurance "	Indianapolis	\$37,380,041	5.67%	Agent	43.17%	20.94%
73	-	Ascension Insurance Inc.	Kansas City, Mo.	\$36,958,000		Agent	47.53%	26.71%
74	78	Fred A. Moreton & Co.	Salt Lake City, Utah	\$34,652,000	4.18%	Broker	63.76%	30.26%
75	80	Loomis Co.	Wyomissing, Pa.	\$34,454,400	5.03%	Both	40.23%	50.04%
76	-	SullivanCurtisMonroe Insurance Services L.L.C.	Irvine, Calif.	\$34,250,000	-0.72%	Both	78.98%	17.81%
77	79	Fringe Benefits Management Co.	Tallahassee, Fla.	\$33,856,630	2.78%	Both	0%	100%
78	83	Payne Financial Group Inc.	Missoula, Mont.	\$33,345,856	7.87%	Agent	72.70%	12.71%
79	77	Scott Insurance	Lynchburg, Va.	\$33,319,000	-0.34%	Agent	71.66%	19.09%
80	81	Frost Insurance Agency Inc.	Fort Worth, Texas	\$33,306,629	6.72%	Agent	53.33%	30.72%
81	75	Roger Bouchard Insurance Inc.	Clearwater, Fla.	\$32,896,580	-4.38%	Agent	60.21%	23.18%
82	-	Charles L. Crane Agency Co.	St. Louis	\$32,000,000	3.23%	Broker	72.87%	14.26%
83	89	SilverStone Group Inc.	Omaha, Neb.	\$31,692,000	9.19%	Both	28.99%	64.39%
84	85	Dawson Cos.	Rocky River, Ohio	\$31,422,897	3.46%	Agent	64.31%	7.47%
85	86	Parker, Smith & Feek Inc.	Bellevue, Wash.	\$30,165,000	-0.17%	Broker	77.91%	12.96%
86	-	Sterling & Sterling Inc.	Woodbury, N.Y.	\$30,000,000	11.11%	Both	73.33%	13.33%
87	-	Edgewood Partners Insurance Center	San Mateo, Calif.	\$29,411,000	N/A	Both	58.63%	27.59%
88	88	Lovitt & Touche Inc.	Tempe, Ariz.	\$29,313,992	0.82%	Agent	58.39%	35.68%
89	84	Seitlin	Miami	\$29,216,626	-5.25%	Agent	54.41%	30.67%
90	87	Cobbs, Allen & Hall Inc.	Birmingham, Ala.	\$28,881,019	-3.94%	Both	49.30%	22.36%
91	-	M3 Insurance Solutions Inc.	Madison, Wis.	\$28,165,600	14.74%	Both	45.31%	52.75%
92	90	Starkweather & Shepley Insurance Brokerage Inc.	East Providence, R.I.	\$28,042,000	-2.21%	Both	55.81%	7.84%
93	94	Risk Strategies Co.	Boston	\$27,994,500	13.69%	Broker	79.30%	12.20%
94	82	TrueNorth Cos. L.L.C.	Cedar Rapids, Iowa	\$27,951,000	-10.27%	Agent	69.61%	22.55%

Continued on next page

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Continued from page 8

2008 rank	2007 rank	Company	Headquarters	2008 revenue	% change	Type of agency	% commercial retail brokerage	% employee benefits
95	99	PSA Financial Center & Affiliates	Hunt Valley, Md.	\$ 26,257,503 ³	18.60%	Both	36.80%	30.10%
96	93	Robertson Ryan & Associates Inc.	Milwaukee	\$ 25,889,137	3.94%	Agent	77.01%	8.65%
97	91	Haylor, Freyer & Coon Inc.	Syracuse, N.Y.	\$ 25,812,270 ¹²	0.44%	Both	54.56%	8.19%
98	92	R.C. Knox & Co. Inc.	Hartford, Conn.	\$ 25,232,000	-0.58%	Agent	73.30%	11.15%
99	97	RJF Agencies Inc.	Minneapolis	\$ 24,160,000	6.22%	Agent	68.96%	26.90%
100	95	Daniel & Henry Co.	St. Louis	\$ 23,706,000	1.20%	Broker	61.73%	24.05%

*Companies that derive less than 40% of revenues from commercial retail brokerage or employee benefits are not ranked. 1 2008 revenues are pro forma including Hilb Rogal & Hobbs Co. purchased October 2008. 2 2008 revenues are pro forma including Wachovia Insurance Services Inc. purchased December 2008. 3 Fiscal year ending April 30. 4 Converted at applicable rate, British pound=\$1.8545. (2008) fiscal year ending Dec. 31. 5 Fiscal year ending March 31. 6 Fiscal year ending June 30. 7 In the process of changing name to T&H Group Inc. 8 Formerly James B. Oswald Co. dba Oswald Cos. 9 Formerly TD Banknorth Insurance Agency Inc. 10 Formerly North American Insurance Agency Inc. dba North American Group. 11 Formerly ONB Insurance Group. 12 Fiscal year ending Aug. 31. N/A=Not applicable
Source: BI survey

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Captive managers

Ranked by captives managed worldwide in 2008

Rank	Company/Address	Phone/Web site	Captives 2008	Captives 2007	Domiciles	Captives formed in 2008	Total staff	Principal officer
1	Aon Global Insurance Managers St. George Court, Upper Church St., Third Floor, Douglas, 1M1 1EE Isle of Man	44-1624-692-400 www.aon.com	1,269	1,300	32	51	500	Andrew Tunnicliffe, global managing director
2	Marsh-Captive Solutions ¹ 1166 Ave. of the Americas, 37th Floor, New York, N.Y. 10036	212-345-7769 www.marsh.com	1,120	1,131	31	44	444	Michael Cormier, managing director-Global Captive Solutions practice leader
3	Willis Management 1 Lawson Lane, Suite 410, Burlington, Vt. 05601	802-658-9466 www.williscaptives.com	298	286	19	21	118	James Girardin, executive vp
4	USA Risk Group P.O. Box 306, Montpelier, Vt. 05601	800-872-7475 www.usarisk.com	254	239	14	25	67	Gary Osborne, president
5	IAS Global Captive Group Ltd. ¹ 44 Church St., Hamilton, HM 12 Bermuda	441-295-3688 www.ias.bm	200	198	2	8	99	David Ezekiel, president/managing director
6	HSBC Insurance Management 8 Canada Square, London, E14 5HQ England	44-207-991-0273 www.insurancemanagement.hsbc.com	194	184	8	12	93	Roy Fellowes, chief executive
7	Atlas Group Ltd. Sagicor House, 198 N. Church St., George Town, Grand Cayman, Cayman Islands, KY1-1107 B.W.I.	345-945-5556 www.atlascaptives.com	170	154	3	31	18	Nicholas Leighton, managing director
8	Alta Holdings L.L.C. 2010 Main St., Suite 650, Irvine, Calif., 92614-7294	949-269-1400 www.altaholdings.com	117	111	4	7	39	Bruce Molnar, CEO
9	Beecher Carlson Insurance Services L.L.C. 1655 Lafayette St., Suite 200, Denver, Colo. 80218	303-388-5688 www.beechercarlson.com	104	101	10	11	36	Jason Flaxbeard, senior managing director
10	Active Captive Management 16485 Laguna Canyon Road, Suite 250, Irvine, Calif. 92618-3837	800-921-0155 www.activecaptive.com	99	69	4	33	34	Fred Turner, president

¹ Marsh Captive Solutions purchased IAS Global Captive Group Ltd., September 2009
BI survey

World captive domiciles

Ranked by number of captives*

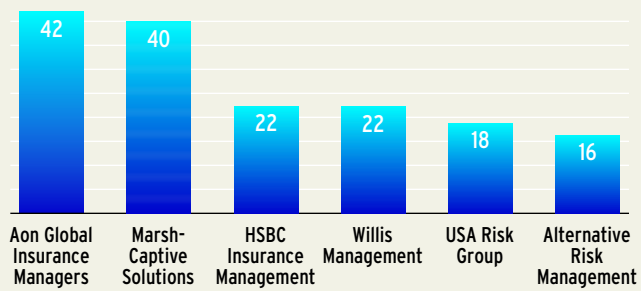
Rank	Domicile	2008	2007	Regulator/Address	Phone/Web site	Contact
1	Bermuda	960 ¹	958	Bermuda Monetary Authority 43 Victoria St., Hamilton, HM 12 Bermuda	441-295-5278 www.bma.bm	Jeremy E. Cox, deputy chief executive officer
2	Cayman Islands	777	765	Cayman Islands Monetary Authority, Elizabethan Square; P.O. Box 10052	345-949-7089 www.cimoney.com.ky	Albert P. Smith, head-insurance supervision
3	Vermont	557	567	Vermont Department of Banking, Insurance, Securities and Health Care Administration 89 Main St., Montpelier, Vt. 05620-3101	802-828-3304 www.vermontcaptives.info	Peter Raymond, director-captives, Vermont Captive Insurance Division
4	Guernsey	370	368	Guernsey Financial Services Commission La Plaiderie Chambers, La Plaiderie, St. Peter Port, Guernsey, GY1 3HQ Channel Islands	44-148-171-2706 www.gfsc.gg	Diane Colton, director-insurance
5	British Virgin Islands	332	392	Financial Services Commission P.O. Box 418, Road Town, Tortola, VG 1110 British Virgin Islands	284-494-4190 www.bvifsc.vg	Elton Lettsome, acting director-insurance
6	Luxembourg	262	210	Commissariat aux Assurances 7 Blvd. Royal, L-2449 Luxembourg	352-226-911-1 www.commassu.lu	Victor Rod, insurance commissioner
7	Barbados	229	219	Ministry of Finance and Economic Affairs Weymouth Corporate Centre, Second Floor, Bridgetown, BB11080 Barbados	246-426-3815	Carlos Belgrave, supervisor-insurance
8	Turks & Caicos Islands	182 ²	173 ³	Financial Services Commission Harry E. Francis Building, Pond St., P.O. Box 173, Grand Turk, Turks & Caicos Islands	649-946-2791	Neville Cadogan, superintendent of insurance
9	Hawaii	165	163	Insurance Commissioner, State of Hawaii 335 Merchant St., Room 213, Honolulu, Hawaii 96813	808-586-0981 www.captiveinsurance.hawaii.gov	George W. Sumner III, deputy insurance commissioner/captive insurance administrator
10	South Carolina	163	158	South Carolina Department of Insurance P.O. Box 100105, Columbia, S.C. 29202	807-737-6118 www.doi.sc.gov	Jeff Kehler, program manager

*Number of captives as of Dec. 31, 2008 1 BI estimate. 2 Excludes credit life insurers. 3 Restated.

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LARGEST MANAGERS OF PROTECTED CELL COMPANIES

Ranked by cell companies managed



Source: BI survey

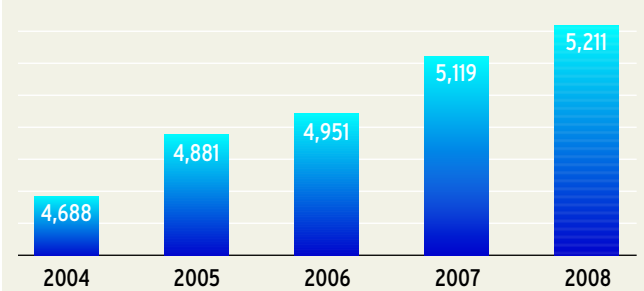
LARGEST MANAGERS BY DOMICILE

Ranked by captives managed in a single domicile at year-end 2008

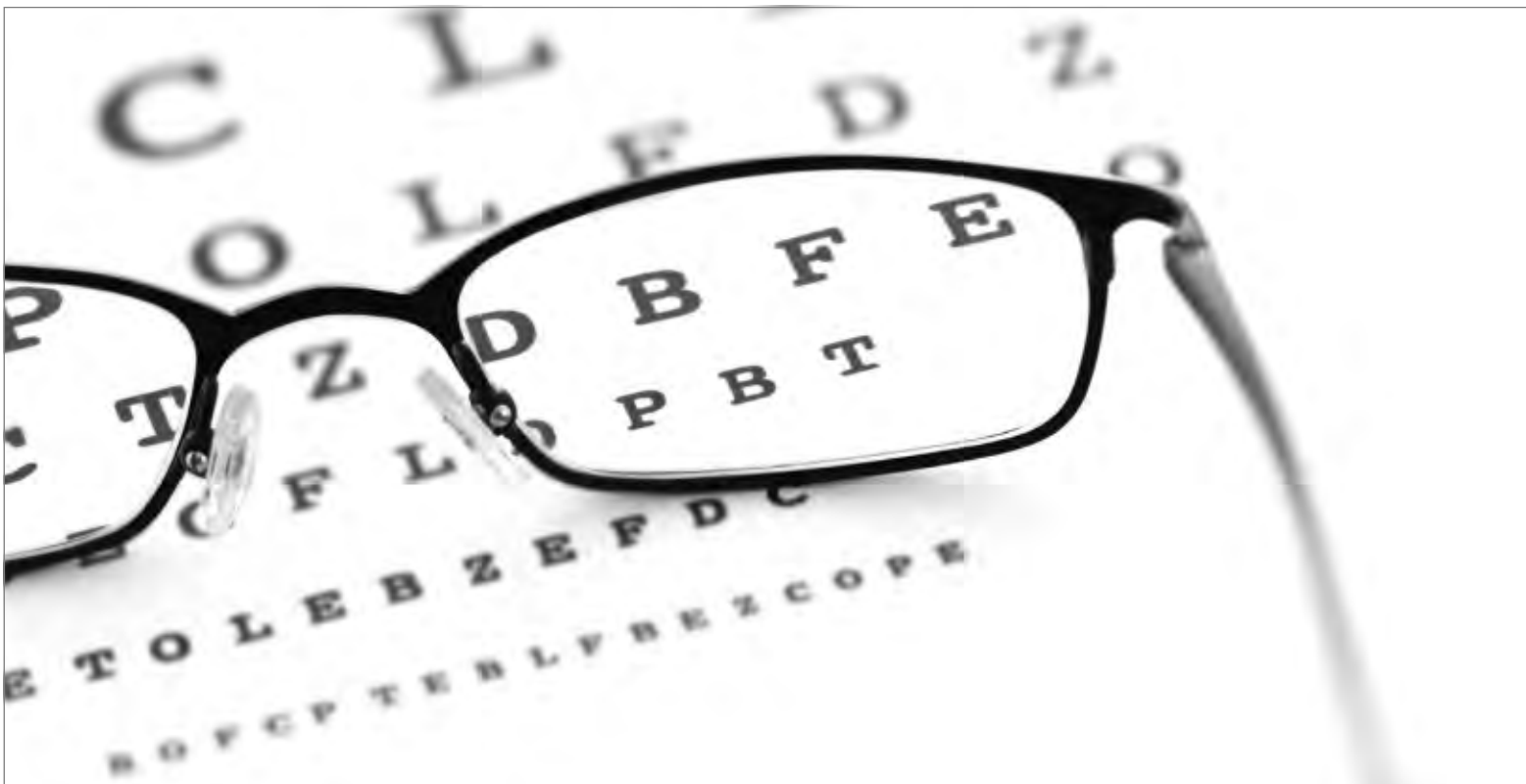


Source: BI survey

TOTAL CAPTIVES WORLDWIDE



Source: BI survey



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Policyholder-owned alternative risk facilities

Ranked by 2008 gross premiums written

Rank	Company/Domicile	2008 gross premiums written	2008 policyholders	Management company/Address	Phone/Web site	Contact
1	Associated Electric & Gas Insurance Services Ltd. Bermuda	\$1,185,746,000	429	AEGIS Insurance Services Inc. 1 Meadowlands Plaza, East Rutherford, N.J. 07073	201-508-2600 www.aegislink.com	Alan J. Maguire, president/CEO
2	Oil Insurance Ltd. Bermuda	\$706,351,000	56	OIL Management Services Ltd. 30 Woodbourne Ave., Third Floor, Pembroke, HM 08 Bermuda	441-295-0905 www.oil.bm	George Hutchings, senior vp/COO
3	Raffles Insurance Ltd. Cayman Islands	\$197,677,008	303	Kensington Management Group Ltd. P.O. Box 10027APO, Grand Cayman, Cayman Islands B.W.I.	345-946-2100 www.rafflesinsurance.com	Michael Gibbs, president
4	American Contractors Insurance Group Bermuda	\$161,610,000	38	ACIG Insurance Co. 12222 Merit Drive, Suite 1660, Dallas, Texas 75251	972-702-9004 www.acig.com	William S. McIntyre, chairman
5	Affinity Insurance Ltd. Cayman Islands	\$99,312,039	283	Kensington Management Group Ltd. P.O. Box 10027APO, Grand Cayman, Cayman Islands B.W.I.	345-946-2100 www.affinityinsuranceltd.com	Michael Gibbs, president
6	Churchill Casualty Ltd. Cayman Islands	\$86,781,352	116	Kensington Management Group Ltd. P.O. Box 10027APO, Grand Cayman, Cayman Islands B.W.I.	345-946-2100 www.churchillcasualty.com	Michael Gibbs, president
7	Temporary Services Insurance Ltd. Cayman Islands	\$64,890,770	139	Kensington Management Group Ltd. P.O. Box 10027APO, Grand Cayman, Cayman Islands B.W.I.	345-946-2100 www.tempsinsurance.com	Michael Gibbs, president
8	Traffic Insurance Ltd. Cayman Islands	\$45,481,550	74	Kensington Management Group Ltd. P.O. Box 10027APO, Grand Cayman, Cayman Islands B.W.I.	345-946-2100 www.trafficinsuranceltd.com	Michael Gibbs, president
9	Oil Casualty Insurance Ltd. Bermuda	\$44,009,000	63	OIL Management Services Ltd. 30 Woodbourne Ave., Third Floor, Pembroke, HM 08 Bermuda	441-295-0905 www.ocil.bm	Jerry Rivers, senior vp/COO
10	Everest Property Insurance Co. Cayman Islands	\$41,190,758	519	Kensington Management Group Ltd. P.O. Box 10027APO, Grand Cayman, Cayman Islands B.W.I.	345-946-2100	Michael Gibbs, president

Source: BI Survey

Rent-a-captive facilities

Ranked by 2008 gross premiums written

Rank	Facility/Domicile	2008 gross written premiums	Estimated 2009 gross written premiums	2008 participants	Estimated 2009 participants	Management company	Phone/Web site	Contact
1	Guardrisk Group of Cos. South Africa	\$550,258,760 ¹	\$439,394,183 ²	372	351	Guardrisk Holdings Ltd. Alexander Forbes Place, 90 Rivonia Road, Fourth Floor, Sandton, 2146 South Africa	27-11-669-1100 www.guardrisk.co.za	Herman Schoeman, managing director
2	Universal Re-Insurance Co. Ltd. Bermuda	\$123,000,000	\$135,000,000	200	120	Atlantic Security Ltd. Windsor Place, 18 Queen St., Hamilton, HM 11 Bermuda	441-295-5425	Hal Forkush, president
3	Universal International Insurance Ltd. Bermuda	\$122,000,000	\$120,000,000	75	80	Atlantic Security Ltd. Windsor Place, 18 Queen St., Hamilton, HM 11 Bermuda	441-295-5425	Hal Forkush, president
4	Alternative Re Ltd. Bermuda	\$58,482,000	N/A	N/A	N/A	Alternative Re Ltd. Wessex House, 45 Reid St., Hamilton, HM 12 Bermuda	441-278-9245 www.alternativegroup.bm	Gavin P. Collery, president/COO
5	SEG Insurance Ltd. Bermuda	\$46,373,771	\$30,000,000	32	32	Artex Risk Solutions (Bermuda) Ltd. Swan Building, 26 Victoria St. P.O. Box HM 2000, Hamilton, HM HX Bermuda	441-292-4654 www.rent-a-captive.com	Peter J. Mullen, executive vp
6	Lansdowne Insurance Co. Ltd. Bermuda	\$27,869,000	\$30,000,000	68	70	CTC Allegro Insurance & Risk Management Ltd. Burnaby Building, 16 Burnaby St., Hamilton, HM 11 Bermuda	441-295-8495	Andy McComb, president
7	Quest (SAC) Ltd. Bermuda	\$27,350,000	\$34,500,000	30	32	Quest Management Services Ltd. F.B. Perry Building, 40 Church St., P.O. Box HM 2062, Hamilton, HM HX Bermuda	441-295-2482 www.questgroup.bm	Larry Turnbull, senior vp/treasurer
8	Arlington Insurance Co. Ltd. Bermuda	\$24,755,650	\$25,000,000	100	100	Liberty Mutual Management (Bermuda) Ltd. P.O. Box HM 2455, Hamilton, HM JX Bermuda	441-296-2131	Simon Hothersall, vp
9	Wyndham Insurance Co. (SAC) Ltd. Bermuda	\$21,044,000	\$28,000,000	27	30	CTC Allegro Insurance & Risk Management Ltd. Burnaby Building, 16 Burnaby St., Hamilton, HM 11 Bermuda	441-295-8495	Andy McComb, president
10	Marchmont Insurance Co. Ltd. Bermuda	\$20,481,799	\$20,481,799	2	2	HSBC Insurance Solutions (Bermuda) Ltd. Insurance Building, 112 Pitts Bay Road, Hamilton, HM 11 Bermuda	441-295-5566 www.bfm.bm	S. Andrew White, assistant vp/manager

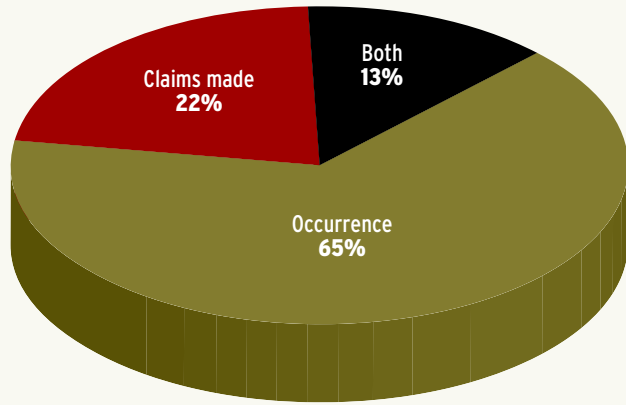
¹ 2008 premium volume is converted from South African rand = \$0.1404. ² 2009 estimated premium volume is converted from South African rand = \$0.1139. N/A=not available.

Source: BI survey

2010 MARKET SOURCEBOOK

LIABILITY TRIGGERS

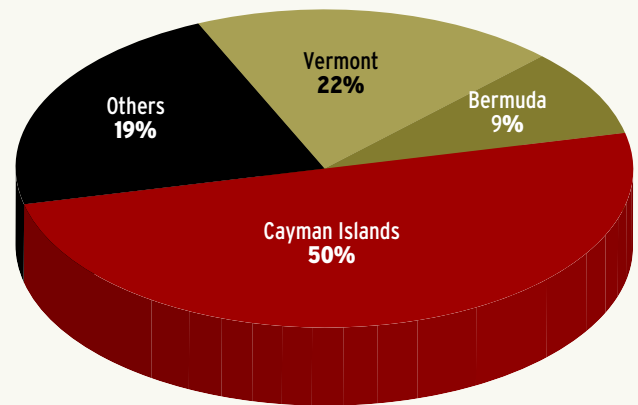
Coverage forms used by policyholder-owned facilities



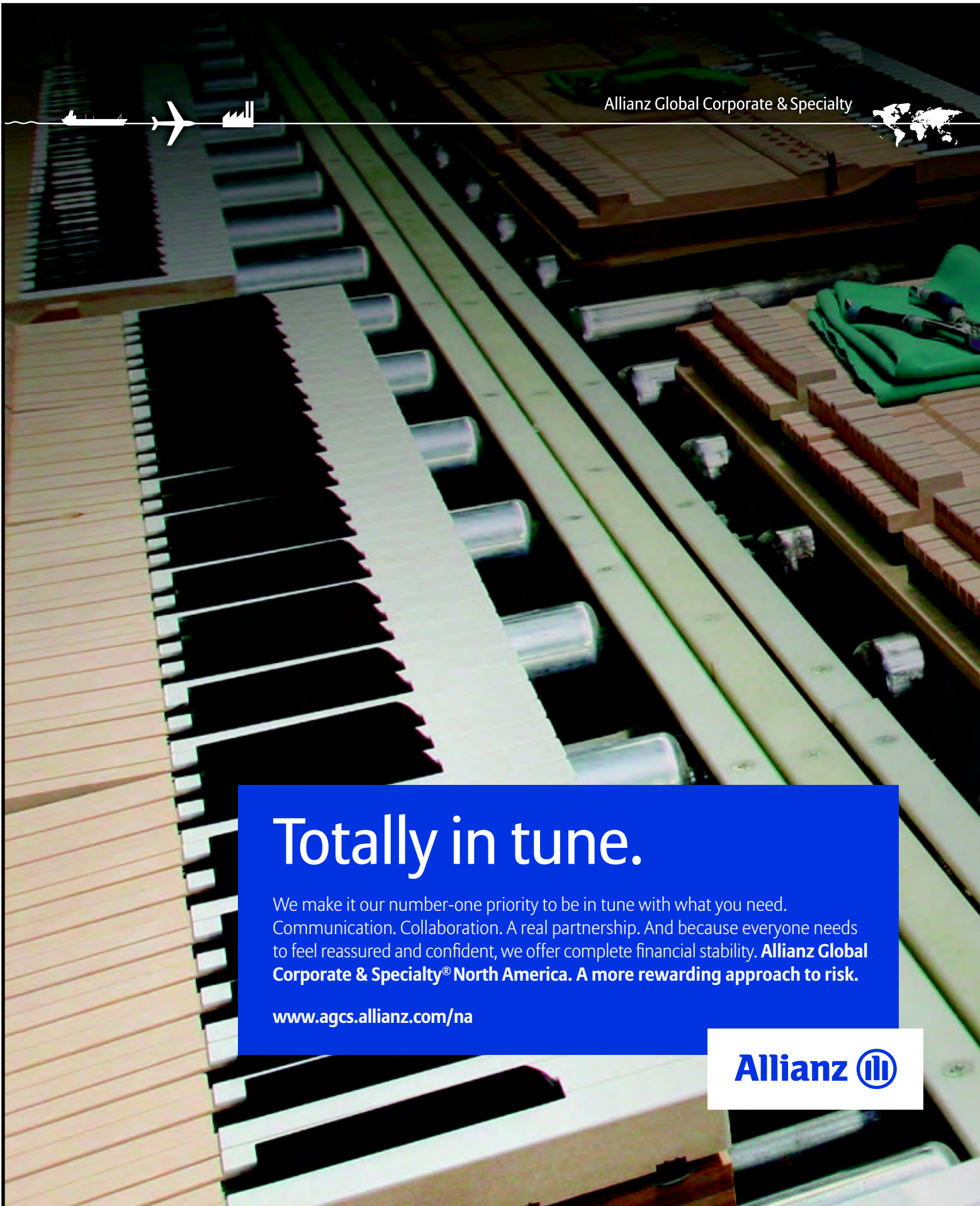
Source: BI survey

ONSHORE AND OFFSHORE

Policyholder-owned facilities by domiciles



Source: BI survey



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LARGEST EMPLOYEE BENEFIT & PROPERTY/CASUALTY PUBLIC ENTITY RISK POOLS <i>Ranked by 2008 member contributions</i>		LARGEST PROPERTY/CASUALTY PUBLIC ENTITY RISK POOLS <i>Ranked by 2008 member contributions</i>		LARGEST EMPLOYEE BENEFIT PUBLIC ENTITY RISK POOLS <i>Ranked by 2008 member contributions</i>	
POOL NAME	2008 MEMBER CONTRIBUTIONS	POOL NAME	2008 MEMBER CONTRIBUTIONS	POOL NAME	2008 MEMBER CONTRIBUTIONS
Self-Insured Schools of California	\$969,310,598	Municipal Excess Liability Joint Insurance Fund	\$181,915,065	Vermont Education Health Initiative	\$190,000,000
California State Assn. of Counties Excess Insurance Authority (CSAC EIA)	\$370,439,419	Protected Insurance Program for Schools (PIPS)	\$174,186,523	Municipal Reinsurance Health Insurance Fund	\$126,504,600
New Hampshire Local Government Center (LGC) HealthTrust L.L.C.	\$343,488,320	Texas Municipal League Intergovernmental Risk Pool	\$152,534,799	Texas Assn. of Counties Health & Employee Benefits Pool	\$124,380,000
Alliance of Schools for Cooperative Insurance Programs (ASCIP)	\$169,606,997	Housing Authority Insurance Group ¹	\$94,927,000	Texas Municipal League Intergovernmental Employee Benefits Pool	\$90,451,583
Southern California Schools Employee Benefits Assn. JPA	\$97,200,000	Texas Assn. of School Boards Risk Management Fund	\$90,400,000	Municipal Insurance Trust of North Carolina	\$49,300,000

1 Includes Housing Authority Property Insurance and Housing Authority Risk Retention Group
Source: BI survey
Researched by Karen Tucker

*Source: BI survey
Researched by Karen Tucker*

Public entity risk pools

Ranked by member contributions in 2008

Rank	Pool name/Address	Phone/Web site	2008 member contributions	2008 members	Type of pool	Principal officer
1	Self-Insured Schools of California P.O. Box 1847, Bakersfield, Calif. 93303-1847	661-636-4710 http://sisc.kern.org	\$969,310,598	370	Employee benefits & property/casualty	Russell E. Bigler, CEO
2	California State Assn. of Counties Excess Insurance Authority (CSAC EIA) 3017 Gold Canal Drive, Rancho Cordova, Calif. 95670	916-631-7363 www.csac-eia.org	\$370,439,419	220	Employee benefits & property/casualty	Michael Fleming, CEO
3	New Hampshire Local Government Center (LGC) HealthTrust L.L.C. 25 Triangle Park Drive, P.O. Box 617, Concord, N.H. 03302-0617	603-224-7447 www.nhlgc.org	\$343,488,320	307	Employee benefits & property/casualty	John B. Andrews, executive director/fund administrator
4	Vermont Education Health Initiative 2 Prospect St., Suite 5, Montpelier, Vt. 05602	802-223-5040 www.vehi.org	\$190,000,000	270	Employee benefits	Joseph Zimmerman, president
5	Municipal Excess Liability Joint Insurance Fund Park 80 W., Plaza One, Saddle Brook, N.J. 07663	201-587-0555 www.njmel.org	\$181,915,065	19	Property/casualty	David N. Grubb, executive director
6	Protected Insurance Program for Schools (PIPS) P.O. Box 4328, Torrance, Calif. 90510	310-212-0363 www.pipsjpa.org	\$174,186,523	393	Property/casualty	Steve Hovey, president
7	Alliance of Schools for Cooperative Insurance Programs (ASCIP) 16550 Bloomfield Ave., Cerritos, Calif. 90703	562-403-4640 www.ascip.org	\$169,606,997	174	Employee benefits & property/casualty	Paula Tanguay, CEO
8	Texas Municipal League Intergovernmental Risk Pool P.O. Box 149194, Austin, Texas 78714-9194	512-491-2300 www.tmlirp.org	\$152,534,799	2,643	Property/casualty	R. Marvin Townsend, executive director
9	Municipal Reinsurance Health Insurance Fund Park 80 W., Plaza One, Saddle Brook, N.J. 07663	201-587-0555	\$126,504,600	4	Employee benefits	Paul Laracy, executive director
10	Texas Assn. of Counties Health & Employee Benefits Pool P.O. Box 2131, Austin, Texas 78701	512-478-8753 www.county.org	\$124,380,000	174	Employee benefits	Jim Jean, director-program administration

¹ Includes Housing Authority Property Insurance and Housing Authority Risk Retention Group. ² Includes Northern and Southern California Regional Liability Excess Funds.
Source: BI survey



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2010 MARKET SOURCEBOOK

Legislation weighed heavily on benefit managers in 2009

2009 forced benefit managers across the United States to stay on top of legislative developments as the federal government quickly passed and implemented changes on the health care front.

Six weeks into the year, President Obama signed a massive economic stimulus bill with a health care provision affecting virtually every employer. Under that provision that responded to the nation's surging unemployment rate, employees involuntarily terminated from Sept. 1, 2008, through Dec. 31, 2009, became eligible to have 65% of their premiums for COBRA health care continuation coverage paid

by the federal government.

That subsidy, estimated to cost about \$25 billion, was a boon to employees who lost their jobs and had to pay the premiums for COBRA coverage, which often are in the \$400 range for individuals and \$1,200 for families.

For employers, however, the new COBRA subsidy meant extra work.

For starters, employers had to find former employees laid off as far back as Sept. 1, 2008, and who initially declined COBRA to inform them that they had a new right to coverage for which the federal government would pick up 65% of the monthly tab.

As for another headache

associated with the new subsidy, employers and their advisers had to make their own interpretations of situations that constituted involuntary terminations because there was no immediate government guidance on the quickly implemented provision.

Eventually, though, guidance was published and administrative problems eased as the year drew to a close.

But new headaches could be in store for employers if Congress decides, as is widely expected, to extend the subsidy—perhaps retroactively—within the new few weeks.

While not an immediate concern, employers were

watching a far bigger development in Congress: the drive to pass sweeping health care reform legislation.

While the outcome of health care reform efforts almost certainly won't be known until January, the outlines of a final agreement already were clear at year-end and will affect group health care plans.

Almost certainly, employers will face financial penalties if they don't offer affordable coverage, employers will have to extend coverage to employees' dependent adult children through at least age 25 and the maximum contributions employees can make to flexible

spending accounts will be slashed. In addition, it's possible a new tax will be imposed on the costliest group health insurance plans.

But there was a bit of welcome news toward the end of the year on the group health care plan front: The increases in health care costs slowed, rising 5.5% in 2009 compared with 6.3% in 2003, according to a Mercer L.L.C. survey.

That slowing of health care inflation, Mercer consultants said, resulted from more employees moving to lower-cost, high-deductible health plans as well as employers shifting more costs to their workers.

—By Jerry Geisel

Employee benefit consultants

Ranked by worldwide benefit consulting revenues*

Rank	Company/Address	Phone/Web site	2008 benefit consulting revenues	% change from 2007	% of total gross revenues from benefit consulting	Principal officers
1	Mercer L.L.C. 1166 Ave. of the Americas, New York, N.Y. 10036	212-345-7000 www.mercer.com , www.imercer.com	\$1,916,014,000	12.2%	53.0%	M. Michele Burns, chairman/CEO
2	Watson Wyatt Worldwide ¹ 901 N. Glebe Road, Arlington, Va. 22203	703-258-8000 www.watsonwyatt.com	\$1,524,000,000	9.0%	86.0%	John Haley, president/CEO
3	Hewitt Associates Inc. 100 Half Day Road, Lincolnshire, Ill. 60069	847-295-5000 www.hewitt.com	\$1,094,323,000	15.7%	34.7%	Russ Fradin, chairman/CEO
4	Deloitte Consulting L.L.P. 1633 Broadway, New York, N.Y. 10019	303-312-4194 www.deloitte.com	\$1,004,418,920 ²	3.0%	N/A	Sabri Challah, vice chairman/global service area leader-Human Capital
5	Aon Consulting Worldwide 200 E. Randolph St., Chicago, Ill. 60601	312-381-4800 www.aon.com	\$998,095,000	5.8%	73.8%	Kathryn Hayley, Bal Dail, CEOs-Aon Consulting
6	Towers Perrin ¹ 1 Stamford Plaza, 263 Tresser Blvd., Stamford, Conn. 06901	203-326-5400 www.towersperrin.com	\$901,462,000	7.3%	51.0%	Mark V. Mactas, chairman/CEO
7	PricewaterhouseCoopers Human Resource Services 300 Madison Ave., New York, N.Y. 10017	646-471-3000 www.pwc.com/us/hrs	\$840,000,000	5.0%	60.0%	Michael Rendell, global leader-human resource services
8	Buck Consultants, an ACS Company 1 Pennsylvania Plaza, New York, N.Y. 10119-4798	212-330-1000 www.buckconsultants.com	\$430,000,000 ³	3.9%	100.0%	Jan K. Grude, president/executive managing director
9	Ernst & Young L.L.P. -Performance Reward & Human Capital 1225 Connecticut Ave. N.W., Washington, D.C. 20036	202-327-6000 www.ey.com	\$321,413,000	13.1%	100.0%	James Bosserman, director-Americas Performance & Reward
10	Alexander Forbes Ltd. Alexander Forbes Place, 61 Katherine St., Sandown, 2196 South Africa	27-11-269-0000 www.alexanderforbes.co.za	\$267,929,300 ^{4,5}	-12.4%	83.0%	Anton Ossip, COO

*Excludes revenues from claims administration, compensation consulting, insurance commissions and other nonbenefit services including brokering and placement of benefits. 1 Has entered in an agreement to merge, forming Towers Watson & Co. 2 Fiscal year ending May 31. 3 Fiscal year ending June 30. 4 Exchanged at applicable rate, South African rand=\$0.1105. 5 Fiscal year ending March 31. 6 Exchanged at applicable rate. South African rand=\$0.1413. N/A=Not applicable.

Source: BI survey

2010 MARKET SOURCEBOOK

BENEFIT CONSULTING CLIENTS

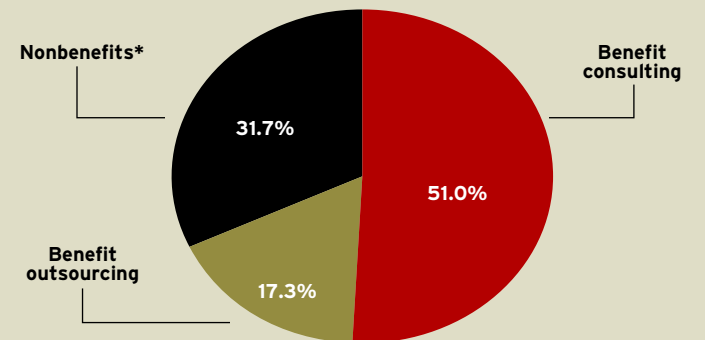
Ranked by number of clients, as of Dec. 31, 2008

COMPANY	Number of Clients
Mercer L.L.C.	25,000
PricewaterhouseCoopers Human Resource Services	17,000
Buck Consultants, an ACS company	4,600
Alexander Forbes Ltd.	4,446
Hewitt Associates Inc.	3,000

Source: BI survey

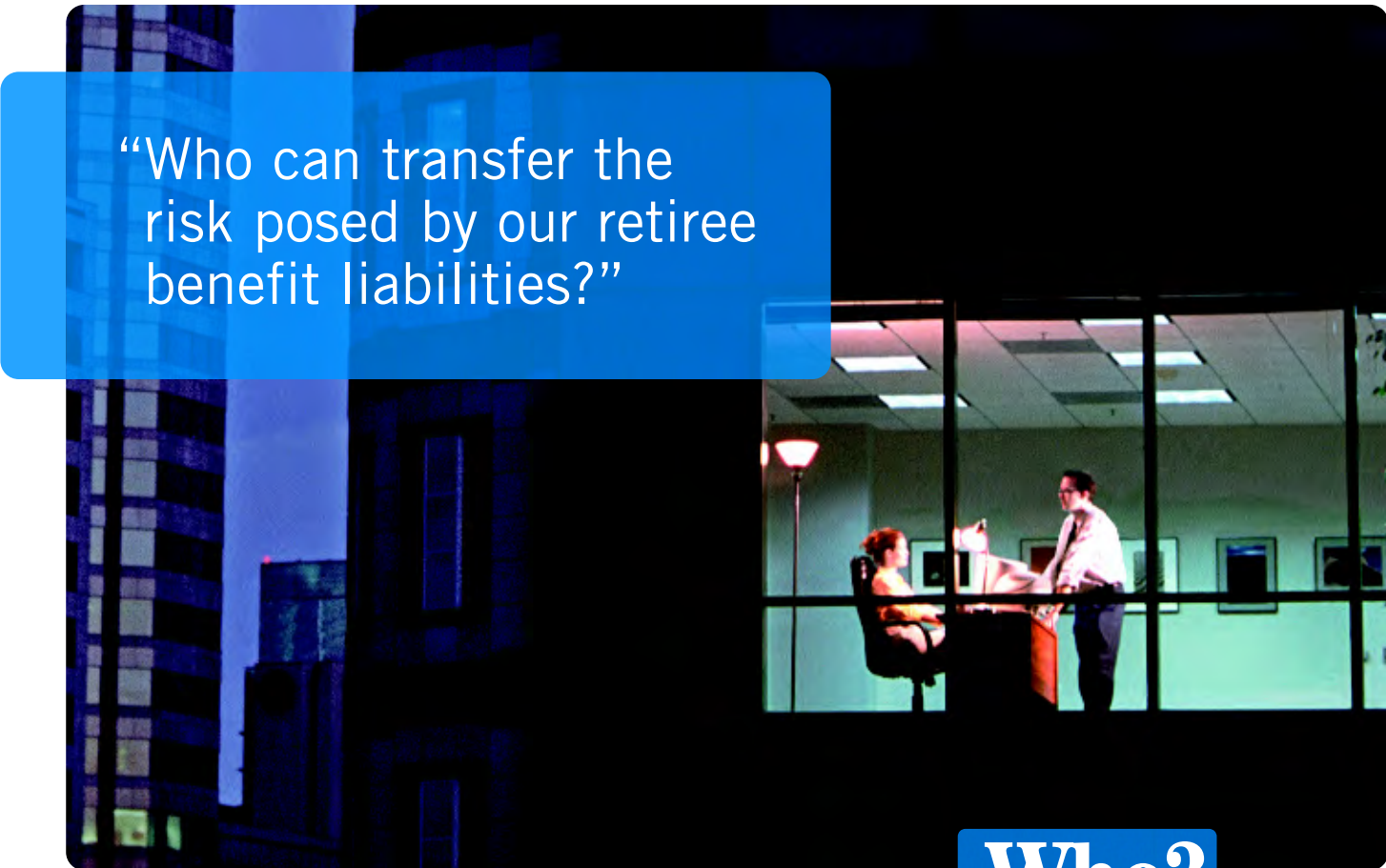
BENEFIT SERVICES

Percentage of service offered by all companies listed



*Includes claims administration, compensation consulting, insurance commissions and other non-benefit consulting including the brokering and placement of benefits.

Source: BI survey



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2010 MARKET SOURCEBOOK

Prescription benefit managers

Ranked by 2008 revenues from unbundled PBM services

Rank	Company/Address	Phone/Web site	PBM revenues	Total staff	Total clients	Principal officer
1	Medco Health Solutions Inc. 100 Parsons Pond Drive, Franklin Lakes, N.J. 07417	201-269-3400 www.medcohealth.com	\$51,258,000,000	22,000	N/A	David B. Snow Jr., chairman/CEO
2	CVS Caremark Corp. 1 CVS Drive, Woonsocket, R.I. 02895	401-770-3317 www.cvscaremark.com	\$43,769,200,000	N/A	N/A	Thomas Ryan, chairman/president/CEO
3	Express Scripts Inc. 1 Express Way, St. Louis, Mo. 63121	800-332-5455 www.express-scripts.com	\$21,978,000,000	10,820	2,117	George Paz, chairman/president/CEO
4	Prescription Solutions Inc. 2300 Main St., Irvine, Calif. 92614	877-309-5345 www.prescriptionsolutions.com	\$12,400,000,000	3,900	747	Jacqueline Kosecoff, CEO
5	Catalyst Rx 800 King Farm Blvd., Rockville, Md. 20850	301-548-2900 www.catalystrx.com	\$2,543,379,000	801	698	David T. Blair, CEO
6	RESTAT L.L.C. 724 Elm St., West Bend, Wis. 53095	800-926-5858 www.restat.com	\$1,242,426,071	127	4,200	David R. Kwasny, president
7	National Pharmaceutical Services 13660 California St., Suite 300, Omaha, Neb. 68154	402-964-9030 www.pti-nps.com	\$825,000,000	125	3,500	Douglas M. Pick, president/CEO
8	First Script Network Services 155 N. Rosemont Blvd., Suite 201, Tucson, Ariz. 85711	520-202-1290 www.coventrywcs.com	\$230,000,000	N/A	N/A	Christopher Watson, COO
9	HealthTrans 8300 E. Maplewood Ave., Suite 100, Greenwood Village, Colo. 80111	800-950-9120 www.healthtrans.com	\$199,064,747	250	175	Jack McClurg, CEO
10	Progressive Medical Inc. 250 Progressive Way, Westerville, Ohio 43082	800-777-3574 www.progressive-medical.com	\$194,493,676	450	255	Kevin Banion, president

N/A=Not available

Source: BI survey

Employee assistance program providers

Ranked by number of lives covered at year-end 2008

Rank	Company/Address	Phone/Web site	Lives covered	Employer clients	TotL salaried employees	Total contracted professionals	Principal officer
1	ComPsych Corp. NBC Tower, 455 Cityfront Plaza Drive, Chicago, Ill. 60611	800-851-1714 www.compsych.com	29,848,000	9,400	428	34,000	Dr. Richard A. Chaifetz, chairman/CEO
2	OptumHealth Behavioral Solutions 425 Market St., 27th Floor, San Francisco, Calif. 94105-2426	866-427-6845 www.optumhealth.com	16,445,548	1,498	2,836	84,684	Gregory A. Bayer, CEO
3	Horizon Health Corp. 2941 S. Lake Vista Drive, Lewisville, Texas 75067	866-440-5192 www.horizonhealth.com	15,638,008	8,945	196	13,785	Cindy Sheriff, president/CEO
4	Magellan Health Services Inc. 55 Nod Road, Avon, Conn. 06001	860-507-1900 www.magellanhealth.com	14,700,000	1,200	5,600	75,000	Dr. René Lerer, president/CEO
5	Harris, Rothenberg International L.L.C. 99 Wall St., New York, N.Y. 10005	800-441-7509 www.harrisrothenberg.com	8,592,863	2,600	82	23,226	Beatrice Harris, Edward Trieber, managing directors
6	CIGNA Behavioral Health 11095 Viking Drive, Suite 350, Eden Prairie, Minn. 55344	952-996-2426 www.cignabehavioral.com	8,000,000	769	150	18,000	Keith Dixon, president/CEO
7	ValueOptions Inc. 240 Corporate Blvd., Norfolk, Va. 23502	757-459-5200 www.valueoptions.com	6,800,000	238	1,800	49,185	Barbara Hill, CEO
8	Bensinger, DuPont & Associates 134 N. LaSalle St., Suite 2200, Chicago, Ill. 60602	312-726-8620 www.bensingerdupont.com	6,625,000	1,325	72	18,100	Peter Bensinger, president/CEO
9	ACI Specialty Benefits Corp. 5414 Oberlin Drive, Suite 240, San Diego, Calif. 92121	800-932-0034 www.acispecialtybenefits.com	5,675,000	684	109	44,849	Dr. Ann D. Clark, CEO
10	MHN Inc. P.O. Box 10697, San Rafael, Calif. 94912	800-327-2133 www.mhn.com	4,712,429	829	1,028	45,141	Juanell Hefner, president/CEO

Source: BI Survey

2010 MARKET SOURCEBOOK

Consumer-driven health care plan providers

Ranked by number of total covered lives at employer clients in 2008

Rank	Company/Address	Phone/Web site	Health plan name(s)*	Total covered lives	Employer clients	Principal officer
1	UnitedHealth Group Inc. 9900 Bren Road E., Minnetonka, Minn. 55343	866-799-1331 www.unitedhealthgroup.com	Definity	2,725,000	24,200	Gregg Kimball, vp-product distribution
2	Aetna Inc. 151 Farmington Ave., Hartford, Conn. 06156	860-273-0123 www.aetna.com	Aetna HealthFund HRA, Aetna HealthFund HSA	1,400,000	10,800	Ronald A. Williams, chairman/CEO
3	CIGNA HealthCare 900 Cottage Grove Road, Hartford, Conn. 06152	860-226-6000 www.cigna.com	CIGNA Choice Fund	925,000	721	Tom Richards, senior vp-product
4	Humana Inc. 500 W. Main St., Louisville, Ky. 40202	502-580-1000 www.humana.com	CoverageFirst, High Deductible Health Plan, Personal Care Account, SmartSuite, SmartExpress	636,000	9,600	Michael B. McCallister, president/CEO
5	Meritain Health 300 Corporate Parkway, Amherst, N.Y. 14226	800-828-6922 www.meritain.com	-	150,000	131	Elliot Cooperstone, CEO
6	Principal Financial Group 711 High St., Des Moines, Iowa 50392	800-986-3343 www.principal.com	-	145,362	16,786	Dave Shafer, senior vp-health division
7	Medica 401 Carlson Parkway, Minnetonka, Minn. 55305	952-992-2900 www.medica.com	Definity by Medica	143,343	3,172	David Tilford, president/CEO
8	Choice Care Card 76 McNeil Road, Waterbury Center, Vt. 05667	888-244-2000 www.choicecarecard.com	-	125,000	2,700	Jay Hunter, president/CEO
9	Flexible Benefit Service Corp. 10275 W. Higgins Road, Suite 500, Rosemont, Ill. 60018	847-699-6900 www.flexiblebenefit.com	Flex125, FlexHRA, FlexHSA	100,790	5,470	John DiVito, president
10	Harvard Pilgrim Health Care 93 Worcester St., Wellesley, Mass. 02481	888-888-4742 www.harvardpilgrim.org	Best Buy HSA/PPO, Best Buy HMO/PPO	85,000	3,000	Charles D. Baker, president/CEO

*If different from company name.
Source: BI survey

Long-term care insurance providers

Ranked by number of total long-term care policyholders in 2008

Rank	Company/address	Phone/Web site	Total policyholders	Number of policy types	Total gross premiums	Policy issue age range	Principal officer
1	John Hancock Life Insurance Co. 200 Berkeley St., B-6, Boston, Mass. 02117	800-321-4582 www.johnhancockltc.com	1,090,788	N/A	N/A	18 to 59	Marianne Harrison, president-long-term care
2	Genworth Financial 6620 W. Broad St., Richmond, Va. 23230	888-436-9678 www.genworth.com	1,070,808		\$163,600,000	18 to 79	Buck Stinson, president-long-term care
3	Unum 1 Fountain Square, Chattanooga, Tenn. 37402	800-421-0344 www.unum.com	902,977	1	\$578,500,000	18 to 80	Thomas R. Watjen, president/CEO-Unum Group
4	Metropolitan Life Insurance Co. 200 Park Ave., New York, N.Y. 10166	888-776-3882 www.metlife.com	602,691	3	\$98,000,000	18 to 84 for individual policyholders; no age limit for employer- sponsored groups	David Acselrod, vp/business lead-long-term care and critical illness
5	Bankers Life & Casualty Co. 600 W. Chicago Ave., Chicago, Ill. 60654-2800	312-396-6000 www.bankerslife.com	370,000	6	\$584,000,000	18 to 89	Scott Perry, president
6	Transamerica Life Insurance Co. 1900 L. Don Dodson Drive, Suite 3000, Bedford, Texas 76021	866-478-1538 www.transamericaltc.com	267,000	30	\$470,000,000	18 to 79	Carroll Golden, senior vp-marketing and sales
7	Continental Casualty Co. 333 S. Wabash Ave., Chicago, Ill. 60604	888-799-6484 www.cna.com	229,000	1	\$139,000,000	35 to 65	Loretta Jacobs, vp/actuary
8	Prudential Insurance Co. of America 80 Livingston Ave., Roseland, N.J. 07080	800-732-0416 www.prudential.com	143,469	2	\$212,300,000	18 to 88	Andy Mako, senior vp
9	Allianz Life Insurance Co. of North America 5701 Golden Hills Drive, Minneapolis, Minn. 55416	763-582-6500 www.allianzlife.com	136,000 ¹	3	\$122,000,000 ¹	18 to 84	Gary C. Bhojwani, president/CEO
10	MedAmerica Cos. 165 Court St., Rochester, N.Y. 14647	800-724-1582 www.medamericaltc.com	118,000	1	\$137,300,000	18 to 85	Chris Perna, president

Source: BI survey

2010 MARKET SOURCEBOOK

Third-party administrators

Ranked by 2008 revenues from claims handled for self-insured clients

Rank	Company/Address	Phone/Web site	2008 revenues from self-insured clients	2008 claims paid to clients' self-insurers	Total clients	Claims staff	Principal officer
1	Sedgwick Claims Management Services Inc. 1100 Ridgeway Loop, Memphis, Tenn. 38120	901-415-7400 www.sedgwickcms.com	\$601,946,333	\$7,367,313,597	960	5,944	David A. North, president/CEO
2	Gallagher Bassett Services Inc. The Gallagher Centre, 2 Pierce Place, Itasca, Ill. 60143-3141	630-773-3800 www.gallagherbassett.com	\$411,200,000	\$5,450,000,000	3,671	2,719	Richard J. McKenna, president
3	UMR Inc. ¹ 11 Scott St., Suite 100, Wausau, Wis. 54403	866-881-0800 www.umar.com	\$400,000,000 ²	\$11,284,631,873	1,189	2,276	Jay M. Anliker, CEO
4	Broadspire Services Inc., a Crawford Co. 1001 Summit Blvd., Atlanta, Ga. 30319	800-726-8898 www.choosebroadspire.com	\$253,514,697	\$2,900,000,000	827	1,852	Ken Martino, president/CEO
5	Cambridge Integrated Services Group Inc. ³ 340 Pemberwick Road, Second Floor, Greenwich, Conn. 06831	800-662-1170 www.cambridgeclaims.com	\$235,400,000 ²	N/A	N/A	N/A	Wesley O'Brien, president
6	ESIS Inc. 436 Walnut St., Philadelphia, Pa. 19106	215-640-1000 www.esis.com	\$202,660,000	\$2,348,000,000	719	1,201	David Patterson, president
7	Meritain Health 300 Corporate Parkway, Buffalo, N.Y. 14226	800-828-6922 www.meritain.com	\$171,000,000	\$2,457,991,076	1,759	216	Elliot Cooperstone, CEO
8	Specialty Risk Services L.L.C. 225 Asylum St., Goodwin Square, 16th Floor, Hartford, Conn. 06103	888-236-4684 www.specialtyriskservices.com	\$162,000,000	\$2,790,000,000	1,320	1,304	Joe Boures, president
9	CoreSource Inc. 400 Field Drive, Lake Forest, Ill. 60045	800-832-3332 www.coresource.com	\$118,873,264	\$2,753,903,000	683	1,034	Paul Lotharius, president/CEO
10	Principal Financial Group/National Accounts 1275 N.W. 128th St., Suite 100, Clive, Iowa 50325	877-273-0900 www.principal.com	\$112,319,546	\$2,029,921,518	319	664	Renee SchAAF, vp-national accounts

¹ Formed in 2008, includes Fiserv Health Inc., Midwest Security Insurance Cos. and United Medical Resources Inc. ² BI estimate. ³ Cambridge Integrated Services Group Inc. did not respond to the survey. Cambridge has entered an agreement to be purchased by Xchanging P.L.C. in October 2008. N/A=not available

Case management providers

Ranked by 2008 gross revenues from case management services

Rank	Company/Address	Phone/Web site	Case management revenues	Total employees assigned to case management	Total cases managed	Principal officer
1	Intracorp 2 Liberty Place, 1601 Chestnut St., Philadelphia, Pa. 19192	800-345-1075 www.intracorp.com	\$319,884,082	2,275	1,472,777	Mark Farrell, president
2	Coventry Workers' Comp Services 720 Cool Springs Blvd., Suite 300, Franklin, Tenn. 37067	858-547-2528 www.coventrywcs.com	\$190,000,000	1,900	360,000	Derrick Amato, COO-clinical services
3	GENEX Services Inc. 440 E. Swedesford Road, Suite 1000, Wayne, Pa. 19087	610-964-5100 www.genexservices.com	\$176,000,000	1,218	173,200	Peter C. Madeja, president/CEO
4	Broadspire Services Inc., a Crawford Co. 1001 Summit Blvd., Atlanta, Ga. 30319	800-726-8898 www.choosebroadspire.com	\$102,245,520	675	74,960	Ken Martino, president/CEO
5	CorVel Corp. 2010 Main St., Suite 600, Irvine, Calif. 92614	949-851-1473 www.corvel.com	\$101,000,000	1,500	80,000	Daniel Starck, CEO
6	Paradigm Management Services L.L.C. 1001 Galaxy Way, Suite 300, Concord, Calif. 94520	800-676-6777 www.paradigmcorp.com	\$100,000,000	60	750	Kevin Fleming, CEO
7	UMR Inc. ¹ 11 Scott St., Suite 100, Wausau, Wis. 54403	866-881-0800 www.umar.com	\$37,500,000 ²	91	16,906	Jay Anliker, CEO
8	MedInsights Inc. 206 Gothic Court, Suite 308, Franklin, Tenn. 37067	615-778-5000 www.medinsights.com	\$23,000,000	88	15,034	Paula Woolworth, executive vp
9	American Health Holding Inc. 100 W. Old Wilson Bridge Road, Worthington, Ohio 43085	866-614-4244 www.americanhealthholding.com	\$19,062,991	103	16,600	Dianne Oldach, senior vp-operations
10	FARA Health Management 1625 W. Causeway Approach, Mandeville, La. 70471	800-259-8388 www.fara.com	\$6,700,000	56	21,500	M. Todd Richard, president/CEO

¹ Formerly Avidyn Health. ² BI Estimate
Source: BI survey

2010 MARKET SOURCEBOOK

LARGEST EMPLOYEE BENEFIT TPAS

TPAs that specialize in employee benefit claims administration

Company	2008 revenues from self-insured clients
UMR Inc. ¹	\$400,000,000 ²
Meritain Health	\$171,000,000
CoreSource Inc.	\$118,873,264
Principal Financial Group/National Accounts	\$112,319,546
HealthSCOPE Benefits ³	\$55,000,000
Group Resources	\$42,989,956
HealthSmart Holdings Inc. ⁴	\$42,798,000
HealthNow Administrative Services	\$30,586,000
HealthPlan Holdings Inc.	\$29,500,000
Health Plans Inc.	\$18,150,000

¹ Formed in 2008, includes Fiserv Health Inc., Midwest Security Insurance Cos. and United Medical Resources Inc. ² BI estimate. ³ Formerly CenBen USA Inc. ⁴ Formerly The Parker Group

Source: BI survey

LARGEST MULTILINE TPAS

Third-party administrators that offer employee benefits and property/casualty claims administration

Company	2008 revenues from self-insured clients
Sedgwick Claims Management Services Inc.	\$601,946,333
Wells Fargo Third Party Administrators and Wells Fargo Disability Management	\$75,462,000
Alicare Inc.	\$56,285,000
TRISTAR Risk Management	\$49,153,000
Keenan & Associates	\$37,700,000
Loomis Co.	\$29,343,200
Underwriters Safety & Claims Inc.	\$8,600,000
JJ Specialty Services Inc.	\$6,047,000
Hewitt, Coleman & Associates Inc.	\$4,000,000
Total Captive Solutions	\$600,000

Source: BI survey

LARGEST PROPERTY/CASUALTY TPAS

TPAs that specialize in property/casualty claims administration

Company	2008 revenues from self-insured clients
Gallagher Bassett Services Inc.	\$411,200,000
Broadspire Services Inc., a Crawford Co.	\$253,514,697
ESIS Inc.	\$202,660,000
Specialty Risk Services L.L.C.	\$162,000,000
Cannon Cochran Management Services Inc. dba CCMSI	\$67,000,000
Avizent	\$63,500,000
York Insurance Services Group Inc.	\$58,000,000
Helmsman Management Services L.L.C.	\$47,098,495
Berkley Risk Administrators Co. L.L.C.	\$45,000,000
GAB Robins Group of Cos.	\$41,000,000

Source: BI survey

It costs money to advertise, but sometimes more not to.

- G.D. Crain Jr.
Founder,
Crain Communications Inc

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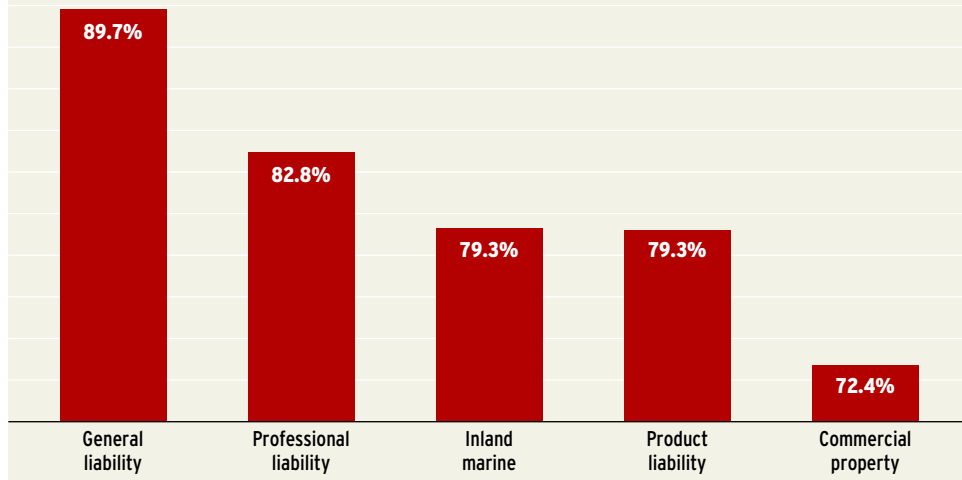
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2010 MARKET SOURCEBOOK

MOST COMMON CLASSES OF BUSINESS WRITTEN

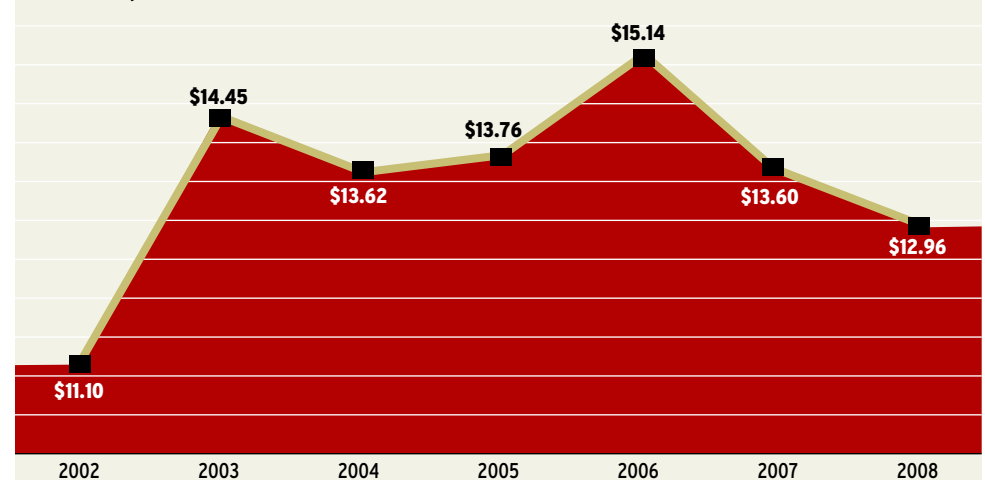
Percentage of surplus lines insurers providing coverage



Source: BI survey

PREMIUM GROWTH UPS AND DOWNS

Nonadmitted direct written premiums by the 10 largest surplus lines insurers, in billions of dollars



Source: BI survey

Surplus lines insurers

Ranked by 2008 nonadmitted direct written premiums

Rank	Company/Address	Phone/Web site	2008 direct written premiums	% change	2008 gross written premiums	% change	Principal officer
1	Lexington Insurance Co. 2711 Centerville Road, Suite 400, Wilmington, Del. 19808	617-330-1100 www.lexingtoninsurance.com	\$6,016,530,122	-9.1%	\$7,081,745,209	-9.0%	Peter Eastwood, president/CEO
2	American International Specialty Lines Insurance Co. 300 S. Riverside Plaza, Suite 2100, Chicago, Ill. 60606-6613	212-770-7000 www.chartisinsurance.com	\$1,199,167,031	-19.5%	\$1,188,093,559	-23.5%	David N. Fields, president
3	Steadfast Insurance Co. 1400 American Lane, Schaumburg, Ill. 60196-1056	847-605-6000 www.zurichna.com	\$1,195,530,902	-4.5%	\$1,416,364,363	-10.5%	Nancy D. Mueller, president
4	Scottsdale Insurance Co. 8877 N. Gainey Center Drive, Scottsdale, Ariz. 85258-2108	480-365-4000 www.scottsdaleins.com	\$1,074,443,119	-10.4%	\$2,507,614,163	-7.1%	Michael D. Miller, president/COO
5	Columbia Casualty Co. CNA Center, 333 S. Wabash, Chicago, Ill. 60604	312-822-5000 www.cna.com	\$737,532,213	-2.0%	\$738,788,485	-6.6%	Thomas F. Motamed, chairman/CEO
6	Evanston Insurance Co. 10 Parkway N., Deerfield, Ill. 60015	847-572-6000 www.markelcorp.com	\$615,721,938	-6.8%	\$801,837,308	-6.0%	Paul W. Springman, president
7	Landmark American Insurance Co. 945 E. Paces Ferry Road, Suite 1800, Atlanta, Ga. 30326-1125	404-231-2366 www.rsui.com	\$588,216,809	-16.8%	\$595,318,635	-16.7%	E.G. Lassiter, chairman/CEO
8	Illinois Union Insurance Co. 525 W. Monroe St., Suite 400, Chicago, Ill. 60661	215-640-1000 www.aceusa.com	\$543,727,444	-15.8%	\$546,001,244	-15.6%	John J. Lupica, president
9	Westchester Surplus Lines Insurance Co. 500 Colonial Center Parkway, Suite 200, Roswell, Ga. 30076	215-640-1000 www.aceusa.com	\$517,809,818	-16.2%	\$523,335,998	-16.2%	Dennis A. Crosby, president
10	Arch Specialty Insurance Co. 300 Plaza Three, Jersey City, N.J. 07311	201-743-4000 www.archinsurance.com	\$470,303,764	-26.6%	\$494,645,863	-26.6%	Mark D. Lyons, chairman/CEO

Source: BI Survey

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2010 MARKET SOURCEBOOK

Wholesale insurance brokers

Ranked by 2008 wholesale premium volume from property/casualty placements*

Rank	Company/Address	Phone/Web site	2008 premium volume	% change	2008 gross revenues	% change	Employees	Principal officer
1	CRC Insurance Services Inc. 1 Metroplex Drive, Suite 400, Birmingham, Ala. 35209	205-870-7790 www.crcins.com	\$2,891,049,340	-7.4%	\$295,628,967	13.5%	1,129	Thomas J. Curtin, co-chairman/CEO
2	AmWINS Group Inc. 4725 Piedmont Row Drive, Suite 600, Charlotte, N.C. 28210	704-749-2700 www.amwins.com	\$2,210,059,588	0.2%	\$244,609,500	3.5%	1,115	M. Steven DeCarlo, CEO
3	Swett & Crawford Group 3715 Northside Parkway N.W., Building 200, Suite 800, Atlanta, Ga. 30327	404-240-5200 www.swett.com	\$2,204,014,665	-11.9%	\$198,361,321 ¹	-10.7%	850	Neal Abernathy, CEO
4	Crump Group Inc. 105 Eisenhower Parkway, Roseland, N.J. 07068	973-285-0300 www.crump.com	\$1,470,429,798	-19.3%	\$420,000,000	-9.7%	2,881	John Howard, CEO
5	Colemont Corp. 5910 N. Central Expressway, Suite 400, Dallas, Texas 75206	214-561-7000 www.colemont.com	\$1,362,000,000	1.1%	\$105,000,000	2.3%	707	Marshall P. Kath, CEO
6	All Risks Ltd. 10150 York Road, Fifth Floor, Hunt Valley, Md. 21030	800-366-5810 www.allrisks.com	\$711,000,000	-3.7%	\$68,500,000	0.7%	483	Nicholas Cortezi, CEO
7	ARC Excess & Surplus L.L.C. 1122 Franklin Ave., P.O. Box 9240, Garden City, N.Y. 11530	516-747-4100 www.arcbrokers.com	\$542,000,000	16.6%	\$42,000,000	7.7%	138	Christopher J. Cavallaro, managing director
8	Westrope 801 W. 47th St., Suite 500, Kansas City, Mo. 64112	816-842-8222 www.westrope.com	\$357,805,000	-17.6%	\$27,108,000	-12.9%	132	Kevin T. Westrope, president/CEO
9	Partners Specialty Group L.L.C. Bentwood Executive Campus, 301 E. Germantown Pike, Suite 402, Norristown, Pa. 19401	484-322-0400 www.psgins.com	\$336,500,000	-13.2%	\$27,361,000	-10.7%	155	Maureen C. Caviston, president
10	Gresham & Associates Inc. 1 Gresham Landing, P.O. Box 927, Stockbridge, Ga. 30281	770-389-1600 www.gresham-inc.com	\$308,038,000	-12.3%	\$35,065,000	-5.3%	259	James V. Gresham, chairman/CEO

*Companies deriving more than 50% of their premium volume from wholesale brokerage. Excludes brokerages that do not break out wholesale premium volume. 1 BI estimate. N/A=Not available
Source: BI survey

MGA/underwriting managers

Ranked by 2008 wholesale premium volume from property/casualty placements*

Rank	Company/Address	Phone/Web site	2008 premium volume	% change	2008 gross revenues	% change	Employees	Principal officers
1	Risk Placement Services Inc. 2 Pierce Place, 20th Floor, Itasca, Ill. 60143-3141	630-285-4303 www.rpsins.com	\$1,420,000,000	-4.7%	\$128,000,000	9.3%	865	Joel Cavaness, president
2	Schinnerer Group 2 Wisconsin Circle, Chevy Chase, Md. 20815	301-961-9800 www.schinnerer.com	\$836,000,000	-1.6%	\$74,404,000 ¹	-1.8%	436	Jean Laurin, president/CEO
3	Burns & Wilcox Ltd. 220 Kaufman Financial Center, 30833 Northwestern Highway, Farmington Hills, Mich. 48334	800-521-1918 www.burnsandwilcox.com	\$660,000,000	-6.0%	\$166,000,000	-7.8%	805	Alan J. Kaufman, chairman/president/CEO
4	U.S. Risk Insurance Group Inc. 10210 N. Central Expressway, Suite 500, Dallas, Texas 75231	800-232-5830 www.usrisk.com	\$411,000,000	-13.5%	\$68,500,000	-11.0%	466	Randall G. Goss, chairman/CEO
5	K&K Insurance Group Inc. 1712 Magnavox Way, Fort Wayne, Ind. 46804	260-459-5000 www.kandkinsurance.com	\$237,946,036	13.5%	\$45,559,814	13.2%	261	Ross T. Smith, president/CEO
6	Eastern America Insurance Agency Inc. Metro Office Park, Street One, Lot 10, P.O. Box 193900, San Juan, Puerto Rico 00919-3900	787-273-1288 www.universalpr.com	\$205,158,088	-4.7%	\$9,560,798	-9.2%	188	Rafael Rodriguez, president
7	WKF&C Agency Inc. 1 Huntington Quadrangle, Suite 4N20, Melville, N.Y. 11747	631-756-3000 www.wkfc.com	\$193,600,000	-1.2%	\$27,675,800 ¹	-0.6%	86	Thomas J. Kennedy, chairman/CEO
8	Sullivan Group-Wholesale Operations 800 W. Sixth St., Suite 1800, Los Angeles, Calif. 90017	213-626-1000 www.gjs.com	\$189,343,787	-1.0%	\$33,386,159	59.8%	151	Gerald J. Sullivan, chairman
9	W. Brown & Associates Insurance Services 19000 MacArthur Blvd., Suite 700, Irvine, Calif. 92612	949-851-2060 www.wbais.com	\$186,200,000	-15.4%	\$34,900,000	-14.9%	64	Scott Brown, president-aviation; John W. Krebs, president-property/casualty
10	NIF Group Inc. 30 Park Ave., Manhasset, N.Y. 11030	516-365-7440 www.nifgroup.com	\$157,000,000	-12.3%	\$20,000,000	0.0%	145	Mark P. Maher, president

*Companies deriving more than 50% of their wholesale premium volume from acting as a managing general agent, underwriting manager or Lloyd's of London coverholder (authority to bind risks for Lloyd's syndicates, similar to an MGA). 1 BI estimate.
Source: BI survey



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2010 MARKET SOURCEBOOK

Reinsurance brokers

Ranked by 2008 gross revenues from reinsurance brokerage and related services*

Rank	Company/Address	Phone/Web site	2008 reinsurance gross revenues	2007 reinsurance gross revenues	% change	2008 reinsurance employees	Principal officers
1	Aon Benfield Aon Center, 200 E. Randolph St., Chicago, Ill. 60601	312-381-5300 www.aonbenfield.com	\$1,565,500,000 ¹	\$975,000,000	60.6%	4,150	Andrew Appel, CEO
2	Guy Carpenter & Co. L.L.C. ² 1 Madison Ave., Fourth Floor, New York, N.Y. 10010-3658	917-937-3000 www.guycarp.com	\$826,000,000	\$901,000,000	-8.3%	2,224	Peter Zaffino, CEO
3	Willis Re 51 Lime St., London, EC3M 7DQ England	44-203-124-6000 www.willisre.com	\$605,900,000	\$606,200,000	0.0%	1,302	Peter Hearn, CEO-Willis Re
4	Towers Perrin Centre Square East, 1500 Market St., Philadelphia, Pa. 19102-4790	215-246-1600 www.towersperrin.com	\$162,000,000	\$167,250,000	-3.1%	399	William H. Eyre Jr., managing director
5	Cooper Gay (Holdings) Ltd. 52 Leadenhall St., London, EC3A 2EB England	44-207-480-7322 www.coopergay.com	\$153,800,000	\$136,200,000	12.9%	538	Toby Esser, CEO
6	Jardine Lloyd Thompson Group P.L.C. 6 Crutched Friars, London, EC3N 2PH England	44-207-466-1300 www.jltre.com	\$134,451,250 ³	\$124,124,000 ⁴	8.3%	N/A	Dominic Burke, group chief executive
7	BMS Group 1 America Square, London, EC3N 2LS England	44-20-7480-7288 www.bmsgroup.com	\$79,055,481 ³	\$69,618,975 ⁴	13.6%	296	Hugo Crawley, group chairman
8	UIB Holdings Ltd. 69 Mansell St., London, E1 8AN England	44-207-488-0551 www.uib.co.uk	\$40,799,000 ³	\$39,989,950 ⁴	2.0%	225	Bassem Kabban, CEO
9	Holborn Corp. Wall Street Plaza, 88 Pine St., New York, N.Y. 10005	212-797-2285 www.holborn.com	\$25,600,000	\$31,200,000	-17.9%	60	Frank T. Harrison, president/CEO/director
10	Axiom Re Inc. 940 Golf House Road W., Stoney Creek, N.C. 27377	336-446-4222 www.axiomre.net	\$24,739,224	\$19,502,862	26.8%	70	Horace M. Johnson Jr., president

*Includes all reinsurance revenue reported through holding and/or subsidiary companies.

1 Pro forma to include Aon Re Global, which acquired Benfield Group Ltd. November 2008. 2 Includes aviation reinsurance business placed by Marsh Inc. 3 Fiscal year 2008 British pound=\$1.8545. 4 Fiscal year 2007 British pound=\$2.0020. N/A=Not Available. Source: BI survey

Leading reinsurers worldwide

Ranked by 2008 net premiums written

Rank	Company/Address	Phone/Web site	2008 net premiums written	% change	2008 net premiums earned	% change	2008 combined ratio	2008 employees	Principal officer
1	Munich Re Group Koniginstrasse 107, Munich, 80802 Germany	49-89-3891-0 www.munichre.com	\$30,379,738,000 ¹	7.7%	\$29,780,389,800 ¹	5.8%	99.5% ²	10,534	Nikolaus von Bomhard, chairman-board of management
2	Swiss Re Group Mythenquai 50/60, Zurich, 8022 Switzerland	41-43-285-2121 www.swissre.com	\$23,724,311,400 ³	-8.8%	\$23,578,224,600 ³	-10.7%	97.9%	11,560	Stefan Lippe, CEO
3	Berkshire Hathaway/Gen Re Group ⁴ 100 First Stamford Place, Stamford, Conn. 06902-6745	203-363-5200 www.berkshirehathaway.com , www.genre.com	\$11,441,000,000	-31.1%	\$10,381,000,000	-39.5%	N/A	1,930	Ajit Jain, president-Berkshire Hathaway Reinsurance Group; Franklin Montross IV, chairman/CEO/president-Gen Re group
4	Hannover Re Group Karl-Wiechert-Allee 50, Hannover 30625, Germany	49-511-5604-0 www.hannover-re.com	\$10,653,226,680 ¹	7.6%	\$10,398,948,791 ¹	4.0%	96.2%	1,812	Ulrich Wallin, chairman
5	Lloyd's of London 1 Lime St., London, EC3M 7HA England	44-207-327-1000 www.lloyds.com	\$8,588,189,500 ⁵	2.4%	\$8,386,049,000 ⁵	-2.9%	83.8%	N/A	Richard Ward, CEO
6	SCOR 1 Ave. Charles de Gaulle, Paris La Defense Cedex, F-92074 France	33-1-46-98-7000 www.scor.com	\$8,551,388,000 ¹	31.0%	\$7,776,800,600 ¹	31.0%	98.6% ²	1,570	Denis Kessler, chairman/CEO
7	Transatlantic Holdings Inc. 80 Pine St., New York, N.Y. 10005	212-770-2000 www.transre.com	\$4,108,100,000	3.9%	\$4,067,400,000	4.2%	98.5%	600	Robert F. Orlich, president/CEO
8	PartnerRe Ltd. 90 Pitts Bay Road, Pembroke, HM 08 Bermuda	441-292-0888 www.partnerre.com	\$3,989,435,000	6.2%	\$3,928,024,000	4.0%	94.1%	995	Patrick Thiele, president/CEO
9	Everest Re Group Ltd. Wessex House, 45 Reid St., Second Floor, P.O. Box HM 845, Hamilton, HM DX Bermuda	441-295-0006 www.everestre.com	3505213000	-10.6%	3694301000	-7.6%	95.6%	858	Joseph V. Taranto, chairman/CEO
10	XL Re XL House, 1 Bermudiana Road, Hamilton, HM 11 Bermuda	441-292-8515 www.xlre.com	\$2,403,310,000	-14.5%	\$2,643,054,000	-12.0%	102.2%	535	James H. Veghte, CEO-reinsurance operations

1 Euro=\$1.4726 Fiscal year ending Dec. 31. 2 Nonlife business only. 3 Swiss franc=\$0.9246 Fiscal year ending Dec. 31. 4 Combined figures of Berkshire Hathaway Reinsurance Group and General Re Group. 5 British pound=\$1.8545. N/A=Not available. Source: BI survey

2010 MARKET SOURCEBOOK

Soft prices dominate property/casualty market in 2009

The soft market continued to dominate the commercial property/casualty market in 2009, while events at American International Group Inc., major executive changes, and mergers and acquisitions claimed their share of attention.

Despite frequently voiced predictions of a hardening market, no such turn materialized outside of financial institutions' directors and officers coverage. In general, insurance buyers continued to enjoy a soft market in virtually all lines of business, aided by the absence of major catastrophes.

Insurers' results reflected the soft market.

U.S. property/casualty insurers' after-tax net income for the year's first half fell 59.3% to \$5.8 billion

compared with the same period in 2008, according to a report by Insurance Services Office Inc. and the Property Casualty Insurers Assn. of America.

Meanwhile, AIG moved to separate its commercial property/casualty insurance operations into a special-purpose vehicle and rebrand it Chartis Inc. to establish an identity distinct from its parent.

However, the question of how long the insurer would continue to be 80% owned by the U.S. government, which had a total financial commitment to the insurer of about \$182 billion, remained unanswered.

Other major developments in 2009 included settling all pending legal disputes between AIG and former Chairman and Chief Executive

Officer Maurice R. Greenberg and former Chief Financial Officer Howard I. Smith, a decision described as mutually beneficial for all involved.

In an apparent resolution of another ongoing issue, federal pay czar Kenneth Feinberg late in the year permitted AIG to pay retention bonuses to top executives deemed "particularly critical" to its long-term financial success.

In the executive suite, former MetLife Inc. CEO Robert H. Benmosche in August was named to succeed Edward M. Liddy as AIG's new president and CEO.

Elsewhere, at Hartford, Conn.-based Hartford Financial Services Group Inc., Liam E. McGee, former president of Charlotte, N.C.-based

Bank of America Corp.'s consumer and small-business bank operations, was named chairman and CEO to succeed the retiring Ramani Ayer.

In addition, Zurich Financial Services Group appointed Chief Investment Officer Martin Senn to succeed James J. Schiro as CEO at year-end.

At Zurich-based Swiss Reinsurance Co., Stefan Lippe took over as CEO from former CEO Jacques Aigrain. The reinsurer reported a 2008 loss of 864 million Swiss francs (\$755.2 million), but rebounded to report 334 million Swiss francs (\$325.6 million) in third-quarter 2009 net income.

Meanwhile, Warren Buffett's 3 billion Swiss franc (\$2.6 billion) investment in Swiss Re may have

positioned him for what some believe could lead to a takeover of the European reinsurance giant.

Among other M&A developments during the year, Bermuda-based Validus Holdings Ltd. and IPC Holdings Ltd. agreed to merge after IPC shareholders voted down a deal with Max Capital Group Ltd.

On the litigation front, four executives charged in a 2001 sham reinsurance deal between Stamford, Conn.-based General Re Corp. and AIG were sentenced in 2009, while two others received probation.

Late in the year, the U.S. House Financial Services Committee also approved legislation that would establish a Federal Insurance Office within the Treasury Department.

—By Judy Greenwald

Leading global property/casualty insurance companies

Largest companies, ranked by 2008 net written premiums

Rank	Company	Country	Net written premiums (P/C only)	Combined ratio	Net income/(loss)
1	Allianz S.E.	Germany	\$63,891,696,200 ^{1,2}	95.1%	\$6,383,721,000 ²
2	State Farm ³	U.S.	\$47,374,936,505	113.0%	(\$673,000,000)
3	Chartis Inc. ⁴	U.S.	\$46,222,000,000	116.4%	N/A
4	AXA S.A.	France	\$38,445,168,200 ²	95.5%	\$1,363,627,600 ²
5	Assicurazioni Generali S.p.A.	Italy	\$32,382,474,000 ²	96.4%	\$1,267,908,600 ²
6	Tokio Marine Holdings Inc.	Japan	\$31,799,731,200 ⁵	99.7%	\$185,128,000 ⁵
7	Zurich Financial Services Ltd.	Switzerland	\$30,922,000,000	98.1%	\$3,039,000,000
8	Allstate Corp.	U.S.	\$26,584,000,000	99.4%	\$228,000,000
9	Berkshire Hathaway Inc.	U.S.	\$24,209,000,000 ⁶	105.1%	N/A
10	Liberty Mutual Group Inc.	U.S.	\$22,246,428,969	99.6%	\$1,140,000,000
11	Aviva P.L.C.	England	\$21,131,603,000 ⁷	98.0%	N/A
12	Travelers Cos. Inc.	U.S.	\$21,683,000,000	91.9%	\$2,924,000,000
13	Nationwide Mutual Insurance Co.	U.S.	\$15,628,911,969	106.9%	N/A
14	Mitsui Sumitomo Insurance Co. Ltd.	Japan	\$14,750,736,000 ⁵	98.0%	\$525,600,000 ⁵
15	PICC Property & Casualty Co. Inc.	China	\$14,631,615,196 ⁸	102.1%	\$7,320,000 ⁸
16	Progressive Corp.	U.S.	\$13,631,400,000	94.6%	(\$70,000,000)
17	Covea Finance	France	\$13,140,000,000 ²	98.6%	\$494,793,600 ²
18	Sompo Japan Insurance Inc.	Japan	\$13,139,904,000 ⁵	104.9%	(\$533,680) ⁵
19	Groupama S.A.	France	\$12,307,990,800 ²	99.4%	\$503,629,200 ²
20	RSA Insurance Group Inc.	England	\$11,983,779,000 ⁷	94.5%	\$1,086,737,000 ⁷
21	Chubb Corp.	U.S.	\$11,718,000,000	88.7%	\$1,800,000,000
22	QBE Insurance Group Ltd.	Australia	\$10,972,606,100 ⁹	86.2%	(\$157,934,500) ⁹
23	ACE Ltd.	Bermuda	\$10,968,000,000	89.6%	\$1,197,000,000
24	Hartford Financial Services Group Inc.	U.S.	\$10,331,000,000	90.8%	\$92,000,000
25	Royal Bank of Scotland Insurance P.L.C.	Scotland	\$9,815,868,500 ⁷	95.8%	N/A

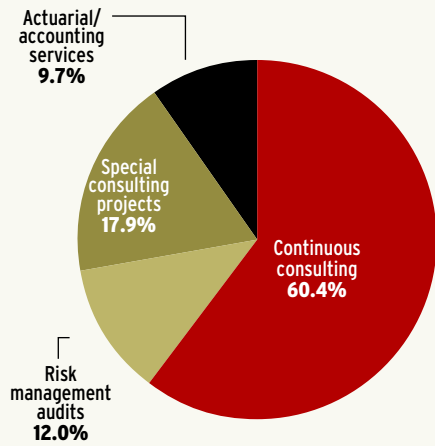
¹ Gross written premiums. ² Converted at applicable rate, euro=\$1.4726. ³ Includes State Farm Mutual Automobile Insurance Co. and State Farm Fire & Casualty Co. ⁴ Formerly American International Group Inc. ⁵ Converted at applicable rate Japanese yen=\$0.0090. ⁶ Includes reinsurance. ⁷ Converted at applicable rate, British pound=\$1.845. ⁸ Converted at applicable rate, Chinese yuan=\$0.1439. ⁹ Converted at applicable rate, Australian dollar=\$0.8537. N/A=Not available.

Source: Company reports

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BREAKDOWN OF REVENUES

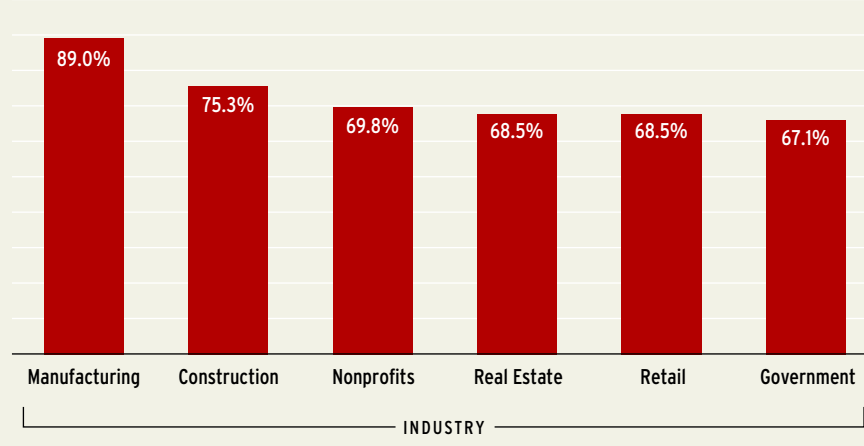
Revenue sources for all risk consultants listed



Source: BI survey

MOST COMMON INDUSTRIES SERVED

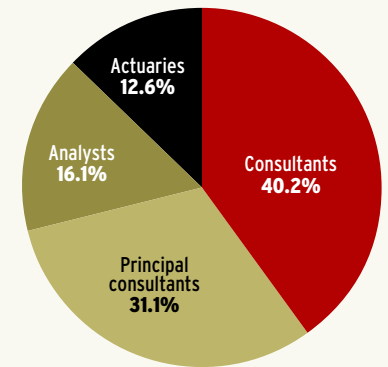
Percentage of risk consultants serving these major industries



Source: BI survey

BREAKDOWN OF PROFESSIONAL STAFF

Risk management professionals for all consultants listed in the directory




Source: BI survey

Independent U.S. risk management consultants

Companies deriving a majority of their gross revenues from unbundled risk management consulting¹

Rank	Company/Address	Phone/Web site	2009 unbundled revenue from risk management consulting ²	Unbundled clients ³	Professional staff ³	Principal officer
1	RMI Consulting Inc. 20 Soundview Marketplace, Port Washington, N.Y. 11050	516-767-7373 www.rmiconsulting.com	\$11,600,000	500	23	MaryAnn Sackman, president
2	J.H. Albert International Insurance Advisors Inc. dba Albert Risk Management Consultants 72 River Park, Needham Heights, Mass. 02494-2631	781-449-2866 www.albertrisk.com	\$7,900,000	600	33	Alfred H. Nagelberg, Stuart T. Cowart, presidents
3	Risk International Services Inc. 4055 Embassy Parkway, Suite 100, Fairlawn, Ohio 44333	216-255-3400 www.riskinternational.com	\$6,882,000	55	22	Douglas L. Talley, chairman/CEO
4	Corporate Risk Solutions L.L.C. 178 Myrtle Blvd., Larchmont, N.Y. 10538	914-834-1234 www.crslimited.com	\$5,500,000	312	7	Joseph F. Coughlin, CEO
5	Alpha Risk Management Inc. 60 Cutter Mill Road, Great Neck, N.Y. 11021	516-829-3500 www.alphariskmanagement.com	\$4,250,000	76	19	Herbert H. Feldman, president/CEO
6	Risk Navigation Group L.L.C. 37 Dumont Road, Suite 100, Far Hills, N.J. 07931	908-470-1010 www.risknavigation.com	\$2,500,000	75	9	Richard M. Sabetta, managing principal
6	Robert Hughes Associates Inc. 508 Twilight Trail, Suite 200, Richardson, Texas 75080	972-980-0088 www.roberthughes.com	\$2,500,000	239	13	John R. Oakley, president
8	Insurance Buyers' Council Inc. & First Risk Management/IBC Inc. 9720 Greenside Drive, Suite 1E, Cockeysville, Md. 21030	410-666-0500 www.consultibc.com	\$2,450,000	130	9	Adam P. Sielicki Jr., president/treasurer
9	Kevin F. Donoghue & Associates 190 High St., Boston, Mass. 02110	617-482-7015 www.kfda.com	\$2,200,000	140	11	Kevin F. Donoghue, president
10	ALS Group 1 Park Way, Third Floor, Upper Saddle River, N.J. 07458	201-661-5020 www.als-uic.com	\$2,000,000	40	9	Albert L. Sica, managing principal

¹ Business Insurance defines independent consulting operations as those that are not owned by insurers or brokers. In addition, companies deriving 50% or more of their revenues from actuarial, captive, environmental, property loss or safety consulting are not ranked. ² Estimated. ³ As of June 30, 2009.
Source: BI survey



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Independent safety consultants*

Ranked by 2008 revenues from unbundled safety consulting services

Rank	Company/Address	Phone/Web site	Unbundled safety** consulting revenues	Total staff	Total unbundled clients	Corporate/institutional clients	Principal officer
1	Bureau Veritas 11860 W. State Road 84, Suite 1, Fort Lauderdale, Fla. 33325	888-357-7020 www.us.bureauveritas.com	\$510,929,000	3,900	52,000	51,750	Robert Donze, COO
2	DuPont Safety Resources 4417 Lancaster Pike, Wilmington, Del. 19805	800-532-7233 www.safety.dupont.com	\$200,000,000	500	300	250	Jim Weigand, vp/general manager
3	ATC Associates Inc. 600 W. Cummings Park, Suite 500, Woburn, Mass. 01801	877-282-4756 www.atcassociates.com	\$52,741,832	125	9,814	9,525	Bobby Toups, president/CEO
4	E4Safety Professionals L.L.C. 35 S. Galena Road, Sunbury, Ohio 43074	866-972-3389 www.e4safety.com	\$14,670,000	198	150	150	Keith B. Snead, president
5	Safety Management Group 6500 Technology Center Drive, Suite 200, Indianapolis, Ind. 46278	800-435-8850 www.safetymanagementgroup.com	\$12,585,350	91	273	273	Kent Burget, president
6	Regional Reporting Inc. 40 Fulton St., New York, N.Y. 10038	212-964-5973 www.regionalreporting.com	\$12,000,000	300	300	20	Martin Myers, CEO
7	Safety Resources 10975 Grandview Drive, Overland Park, Kan. 66210	913-663-8500 www.olsi.net	\$10,494,696	150	300	300	Paul Mazzei, president
8	F.A. Richard & Associates Inc. dba FARA 1625 W. Causeway Approach, Mandeville, La. 70471	800-259-8388 www.fara.com	\$7,865,000	180	84	25	M. Todd Richard, president/CEO
9	Risk Consultants Inc. 6611 Watson St., Union City, Ga. 30291	770-964-1226 www.riskcon.com	\$7,200,000	78	314	298	R. Michael Malone, president/CEO
10	PSRG Inc. 800 W. Sam Houston Parkway S., Suite 107, Houston, Texas 77042-1908	713-532-8800 www.psrgroup.com	\$5,500,000	50	350	100	Robert J. Weber, president/CEO

*Includes companies not owned by brokers or insurers. **Reflects safety consulting revenues provided on a direct, unbundled basis.

Source: BI survey

Largest rehabilitation service providers

Ranked by 2008 revenues from rehabilitation services provided directly to employers*

Rank	Company/Address	Phone/Web site	Revenues from rehabilitation services	Professional staff	Total clients	Closed cases in 2008	Independent medical exam cases	Expert opinion	Principal officer
1	Coventry Workers' Comp Services 720 Cool Springs Blvd., Suite 300, Franklin, Tenn. 37067	858-547-2528 www.coventrywcs.com	\$208,000,000	1,300	1,400	197,000	31,000	250	Derrick Amato, COO-clinical services
2	GENEX Services Inc. 440 E. Swedesford Road, Suite 1000, Wayne, Pa. 19087	610-964-5100 www.genexservices.com	\$170,000,000	1,090	1,230	122,600	17,300	0	Peter C. Madeja, president/CEO
3	Intracorp 1601 Chestnut St., Philadelphia, Pa. 19192	800-345-1075 www.intracorp.com	\$114,821,893	658	531	85,043	492	114	Mark Farrell, president
4	CorVel Corp. 2010 Main St., Suite 600, Irvine, Calif. 92614	949-851-1473 www.corvel.com	\$30,000,000	100	2,000	5,600	10,000	50	Dan Starck, president/CEO
5	MedInsights Inc. 206 Gothic Court, Suite 308, Franklin, Tenn. 37067	615-778-5100 www.medinsights.com	\$12,500,000	78	265	4,926	0	0	Michael G. Repoli, president/CEO-TPA services
6	M Hayes 225 International Circle, Suite 201, Hunt Valley, Md. 21030	410-628-4050 www.mhayes.com	\$9,000,000	118	350	4,079	345	55	Melinda Hayes, president/CEO
7	F.A. Richard & Associates Inc. dba FARA 1625 W. Causeway Approach, Mandeville, La. 70471	985-624-8383 www.fara.com	\$6,700,000	36	219	1,500	125	0	M. Todd Richard, president/CEO
8	Archer Consultants Inc. 1101 Stewart Ave., Suite 300, Garden City, N.Y. 11530	516-683-0100 www.archerconsultants.org	\$1,027,900	27	118	216	0	122	Dorris Wisotzik, president
9	Total Care Management P.O. Box 6528, Greenville, S.C. 29606	800-638-6829 www.hewittcoleman.com	\$820,000	6	53	264	70	15	Charles R. Warne, CEO
10	Cascade Disability Management Inc. 4601 N.E. 77th Ave., Suite 250, Vancouver, Wash. 98662	360-713-5118 www.cascadedisability.com	\$423,336	190	200	12,068	0	265	David Buonviri, president

*Rehabilitation management services are defined as providing all services included in the medical management or vocational rehabilitation of an injured or ill individual. They do not include the delivery of physical rehabilitation or treatment or case management for group life and health cases.

Source: BI survey

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MOST COSTLY INSURED LOSSES IN 2009



Ranking	Insured losses (in millions of dollars)	Start date	Event	Country
1	\$3,540	Jan. 24	Winter Storm Klaus, winds up to 170 kph, heavy rain	France, Spain
2	\$1,350	Feb. 10	Winter storm, winds up to 145 kph	United States
3	\$1,250	July 23	Hail, thunderstorms, damage to buildings and crops	Switzerland, Austria, Poland, Czech Republic
4	\$1,130	Sept. 4	Tornadoes, storms with winds up to 105 kph	United States
5	\$1,050	June 10	Thunderstorms with winds up to 128 mph, hail	United States

Source: Swiss Reinsurance Co.

Property loss-control consultants

Ranked by 2008 gross revenues from unbundled property loss-control consulting*

Rank	Company/Address	Phone/Web site	Unbundled property loss-control consulting revenue	% of total revenue from unbundled property loss-control consulting services	Professional property loss-control staff	Unbundled clients	Principal officer
1	ABSG Consulting Inc. 16855 Northchase Drive, Houston, Texas 77060	281-673-2800 www.absconsulting.com	\$185,000,000	100%	550	1,700	Tony Nassif, president/CEO-ABS Group
2	Global Risk Consultants Corp. 100 Walnut Ave., Suite 501, Clark, N.J. 07066-1247	732-827-4400 www.globalriskconsultants.com	\$54,240,000	100%	251	1,213	William F. Ramonas, chairman/CEO
3	Telgian Inc. ¹ 2615 S. Industrial Park Ave., Tempe, Ariz. 85282	480-753-5444 www.telgian.com	\$46,885,000	65%	170	200	Russell Leavitt, CEO
4	Global Asset Protection Services L.L.C. 100 Constitution Plaza, 12th Floor, Hartford, Conn. 06103	860-293-7901 www.xlgaps.com	\$30,800,000	70%	165	225	Timothy Heinze, managing director
5	Matrix Risk Consultants Inc. 3130 S. Tech Blvd., Miamisburg, Ohio 45342	937-886-0000 www.matrixrc.com	\$5,914,950	100%	24	23	Walter P. Luker, CEO
6	Paragon Risk Engineering P.O. Box 648, Allenwood, N.J. 08720	732-785-0746 www.paragonconsults.com	\$5,190,000	100%	16	30	Robert McMullen, president
7	Risk Logic Inc. 93 Apple Ridge, Woodcliff Lake, N.J. 07677	201-930-0700 www.risklogic.com	\$1,750,000	100%	8	85	John Durante, president
8	Loss Control Associates Inc. 172 Middletown Blvd., Suite B-204, Langhorne, Pa. 19047	215-750-6841 www.losscontrolassociates.com	\$792,960	96%	7	48	Orville M. Slye Jr., president
9	Allrisk Engineering Inc. 903 E. Main, Suite 206, Auburn, Wash. 98002	253-670-0898 www.allriskengineering.com	\$750,000	100%	5	8	Jesse Wilson, president
10	Fire Protection Solutions Inc. 668 N. Coast Highway, Suite 518, Laguna Beach, Calif. 92651	866-777-3473 www.fpsolutions.org	\$684,755	100%	5	5	Steve Shabazian, president

*Only those companies that derive a majority of their total revenues from unbundled property loss-control consulting are ranked. 1 Formerly TVA Fire & Life Safety Inc. N/A=not applicable.

Source: BI survey

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Undergraduate risk management/insurance programs

Ranked by students enrolled to receive a major in 2007/2008

Rank	School	Undergraduate department	Students in risk management/insurance program	Graduates with majors in RMI	Number of undergraduate courses in RMI	Contact
1	Temple University	Fox School of Business, Department of Risk, Insurance and Healthcare Management http://sbm.temple.edu/dept/rihm/	300	90	16	Dr. R.B. Drennan rob.drennan@temple.edu
2	University of Georgia	Terry College of Business, Department of Insurance, Legal Studies and Real Estate www.terry.uga.edu/insurance	283	112	32	Robert E. Hoyt rhoyt@terry.uga.edu
3	Georgia State University	Department of Risk Management and Insurance www.rmi.gsu.edu	244	40	17	Ednisha Riley eriley@gsu.edu
4	Mississippi State University	College of Business and Industry, Department of Finance and Economics www.msuisurance.org	181	61	7	Edwin H. Duett edduett@cobilan.msstate.edu
5	Florida State University	College of Business, Risk Management/Insurance, Real Estate and Business Law www.cob.fsu.edu/rmi	140	42	9	Randy Dumm rdumm@cob.fsu.edu
6	Appalachian State University	Walker College of Business, Department of Finance, Banking and Insurance www.insurance.appstate.edu	130	50	6	Karen Epermanis epermanisk@appstate.edu
7	University of Mississippi	School of Business Administration, Department of Finance www.olemissbusiness.com/insurance	128	53	7	Larry A. Cox lcox@bus.olemiss.edu
8	Olivet College	Insurance Program web.olivetcollege.edu/insurance	126	30	11	Michael R. Hubbel mhubbel@olivetcollege.edu
9	Illinois State University	Katie School of Insurance and Financial Services, Finance, Insurance and Law Department www.katieschool.org , www.cob.ilstu.edu	115	62	8	James Jones jjone2@ilstu.edu
9	University of Wisconsin-Madison	School of Business, Actuarial Science, Risk Management and Insurance Department www.bus.wisc.edu/asrmi/	115	50	8	Joan Schmit jschmit@bus.wisc.edu

Source: BI survey

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