

WASHINGTON BUSINESS JOURNAL

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Insurance brokers and agents¹

Ranked by 2006 metro-area revenue

RANK	LAST YEAR'S RANK	COMPANY ADDRESS	PHONE FAX WEB SITE	2006 METRO-AREA VOLUME	2006 PREMIUM VOLUME:		BREAKDOWN OF BUSINESS:		SENIOR LOCAL EXECUTIVE, TITLE
					METRO AREA TOTAL	PROPERTY/CASUALTY	PREMIUMS HEALTH/LIFE PREMIUMS	PERCENT OF BUSINESS: DIRECT SALES BROKER SALES	
1	-	Marsh (NYSE: MMC) 1255 23rd St. NW, Suite 400 Washington, D.C. 20037	202-263-7600 202-263-7700 marsh.com	\$126 million	wnd wnd	wnd wnd	wnd wnd	wnd wnd	Richard C. Duncan, Managing director, operations leader for D.C., Virginia and Maryland
2	-	Alliance Benefits & Compensation 2121 Jamieson Ave., Suite 1110 Alexandria, Va. 22314	703-637-9376 301-760-4384 alliancebenefits.com	\$40 million	\$210 million wnd	0 \$200 million	90% 10%		Robert A. Cohen, Managing partner
3	3	The Meltzer Group 6500 Rock Spring Drive, Suite 500 Bethesda, Md. 20817	301-581-7300 301-581-7301 meltzer.com	\$29.2 million	\$341 million \$341 million	\$12 million \$329 million	0 100%		Alan L. Meltzer, CEO
4	5	Hib Regal and Hobbs 800 King Farm Blvd. Rockville, Md. 20850	301-984-5900 301-692-4474 hrh.com	\$24.04 million	\$166.59 million \$5.68 billion	\$148 million \$18 million	85% 15%		Joe G. Delaney, President and CEO
5	4	Rutherford 5500 Cherokee Ave. Alexandria, Va. 22312	703-354-1616 703-354-2731 rutherford.com	\$22.1 million	\$192 million \$630 million	\$179 million \$13 million	100% 0		Tom Rutherford, Chairman
6	7	USI-D.C. Metro 2755 Hartland Road Falls Church, Va. 22043	703-698-0788 703-698-0137 usi.biz	\$18.43 million	\$196 million \$552 million	\$118 million \$78 million	99% 1%		Priscilla G. Hottle, President
7	8	Wachovia Insurance Services 1401 H St. NW, Suite 750 Washington, D.C. 20005	202-783-5406 202-783-5406 wachoviainsurance.com	\$17.7 million	\$340 million \$4.5 million	\$110 million \$230 million	0 70%		Timothy A. Meacham, Managing director
8	9	Armfield, Harrison & Thomas 20 S. King St. Leesburg, Va. 20175	703-777-2341 703-771-1852 ahtins.com	\$12.63 million	\$110.20 million \$161.49 million	\$77.74 million \$32.47 million	98% 2%		Howard M. Armfield, Chairman
9	10	Hamilton Insurance Agency 4100 Monument Corner Drive, Suite 500 Fairfax, Va. 22030	703-359-8100 703-359-8108 hamiltoninsurance.com	\$11.3 million	\$215 million \$215 million	\$135 million \$80 million	0 100%		Alan J. Zuccari, President
10	-	Clements International One Thomas Circle NW, Suite 800 Washington, D.C. 20005	202-872-0060 202-466-9064 clements.com	\$11 million	wnd \$40 million	\$30 million \$10 million	75% 25%		Tony Palumbo, President and chief operating officer
11	11	Potomac Basin Group Associates 4740 Corridor Place, Suite B Beltsville, Md. 20705	301-937-0422 301-937-7892 potomacbasin.com	\$9.5 million	\$114 million \$145.5 million	\$7.1 million \$106.9 million	90% 10%		John F. Gardiner III, President
12	12	Associated Insurance Management 8120 Fenton St., Suite 300 Silver Spring, Md. 20910	301-587-4200 301-587-4342	\$8.09 million	\$60.56 million \$60.56 million	\$53.27 million \$7.29 million	95% 5%		John J. Scott Sr., President
13	-	Potomac Cos. 903 Russell Ave., Suite 200 Gaithersburg, Md. 20879	301-840-0770 301-840-9607 potomacoco.com	\$7.9 million	\$105 million \$105 million	0 \$105 million	0 100%		Joseph A. Appelbaum, President
14	-	The Washington Group-Northwestern Mutual 6849 Old Dominion Drive, Suite 400 McLean, Va. 22101	703-848-9300 703-848-4898 washingtongroup-dc.com	\$7.5 million	\$120 million \$12.1 billion	wnd wnd	100% 0		Leo C. Tucker Jr., Managing partner
15	13	B. F. Saul Insurance 7501 Wisconsin Ave. Bethesda, Md. 20814	301-986-6264 bfsaulinsurance.com	\$7.1 million	\$58 million \$58 million	\$58 million wnd	wnd wnd		Burke F. Hayes, President
16	-	Integrity Capital Partners 6500 Rock Spring Drive, Suite 110 Bethesda, Md. 20817	866-500-7850 866-500-7849 integritytp.com	\$6.73 million	\$202.1 million \$202.1 million	\$202.1 million wnd	wnd wnd		Robert E. Finfer, President and CEO
17	15	Moody Insurance Worldwide 22601 Gateway Center Drive Clarksburg, Md. 20871	301-417-0001 301-417-0040 moodyinsurance.com	\$6.6 million	\$58.1 million \$58.1 million	\$44.5 million \$13.5 million	100% 0		Christopher S. Moody Sr., President
18	17	Ames & Gough 8300 Greensboro Drive, Suite 980 McLean, Va. 22102	703-827-2277 703-827-2279 amesgough.com	\$4.9 million	\$49 million \$68 million	wnd 0	0 100%		Dan Knise, President and CEO
19	20	Long & Foster Insurance 11351 Random Hill Road Fairfax, Va. 22030	703-273-3600 703-359-8531 longandfosterinsurance.com	\$4.1 million	\$38.95 million \$41 million	\$25.63 million \$15.38 million	0 100%		James A. Maiden Jr., President
20	18	West Financial Group 4520 East-West Highway, Suite 700 Bethesda, Md. 20814	301-657-7770 301-656-1955 westfinancialgroup.com	\$3.95 million	\$7.43 million \$7.43 million	0 \$3.02 million	90% 10%		Alexandria P. West, General agent
21	22	Horenberg Insurance Services 10770 Columbia Pike Silver Spring, Md. 20901	301-628-4000 301-628-4001 insuranceservices.com	\$3.23 million	\$26.49 million \$26.49 million	\$20.99 million \$5.51 million	100% 0		Glenn R. Horenberg, President
22	-	The Komio Group 17830 New Hampshire Ave., Suite 300 Ashton, Md. 20861	301-260-2252 301-260-2253 komlogroup.com	\$1.91 million	\$1.91 million \$1.91 million	wnd wnd	100% 0		Robert A. Komio, President
23	24	Synergy Benefits 9324 West St., Suite 300 Manassas, Va. 20110	703-330-0039 703-365-0596 synergy-benefits.com	\$1.75 million	\$35 million \$35 million	\$1 million \$34 million	0 100%		Bernie R. Dombrowski, President

Sources: the companies wnd - would not disclose Research by Lindsay Smith

¹Aon and Willis, first and second on last year's list, were unable to provide information by the deadline. The ranked companies have provided information to researchers upon request. The List does not endorse the participants or suggest the quality of products and services. Please send corrections on company letterhead to Research Director, Washington Business Journal, 1555 Wilson Blvd., Suite 400, Arlington, Va. 22209. To submit your company for future surveys, please visit bizjournals.com/washington/bol_survey.

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