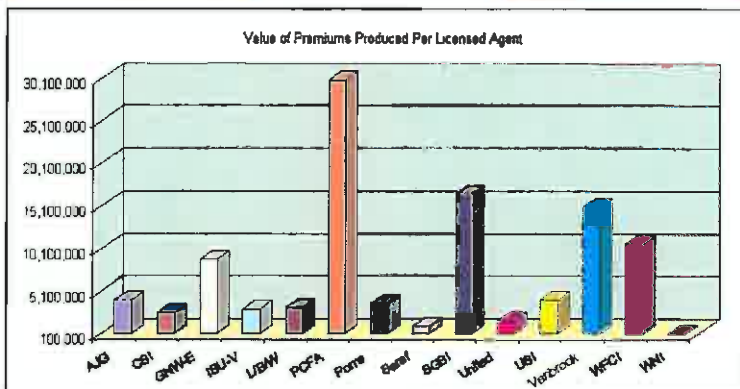


THE LIST

LARGEST INSURANCE BROKERS

Ranked by 2007 premiums

THE TRENDS



ABOUT THE LIST

BIGGER isn't always better as our list of largest insurance brokers in the Valley shows. The two top-ranked firms both showed a decline in premium dollars for fiscal year 2007 over the previous year, whereas most of the other brokerages reported increases of between 3 percent and as high as 71 percent year over year.

Our list also shows that numbers can sometimes be deceiving. The accompanying chart shows that some firms produce very high premiums with very few agents. That's not necessarily due to a higher level of productivity as might be assumed. Rather, according to Mitula Patel of Peter

C. Foy and Associates, it is due to a great extent because "In health and life benefits, the premium dollars are very high ... most of the benefit houses will have higher premiums, even though the revenues will be lower."

In other words, revenue, or commission, on certain insurance lines, like health and life, are much lower than, say, property and casualty.

And as more and more insurance brokerages begin offering financial products, like annuities, the traditional ways of ranking the companies in this industry will likely need to be reevaluated.

— By Linda Coburn

Rank	COMPANY • address • city, zip	PREMIUMS • \$ amount 2007 • \$ amount 2006 (in millions)	LICENSED AGENTS • valley • companywide	LINES CARRIED • per list	EMPLOYEES • valley • companywide	LOCATIONS • valley • companywide • headquarters location	TOP LOCAL EXECUTIVE • name/titles • phone • website
1	Arthur J. Gallagher Risk Management Services 505 N. Brand Blvd., 6th Floor. Glendale 91203	\$820.7 \$839.5	200 7,000	auto, earthquake, fire, flood, health, homeowner, liability, life, property, renter, workers comp	280 9,102	5 250 Itasca, IL	Scott Firestone president (818) 539-2300 AJG.com
2	USI of Southern California Insurance 21800 Oxnard St., 8th. Floor Woodland Hills 91367	394.9 439.8	98 N/A	auto, earthquake, fire, flood, health, homeowner, liability, life, other, property, renter, workers comp	152 2,900	1 75 Briarcliff Manor, NY	Mike Rastigue, III president (818) 251-3000 usi.biz
3	Wells Fargo of California Insurance Services 15303 Ventura Blvd. 7th Floor. Sherman Oaks 91403	300.0 290.0	28 600	auto, earthquake, fire, flood, health, homeowner, liability, life, other, property, renter, workers comp	120 4,500	2 175 Chicago, IL	William W. Holden managing director 818-464-9300 wfiis.wellsfargo.com
4	Peter C. Foy & Associates 21850 Oxnard St. Ste. 1900 Woodland Hills 91367	178.3 181.7	8 6	auto, earthquake, fire, flood, health, liability, life, other, property, workers comp	30 30	1 1 Woodland Hills	Peter C. Foy president, cfo (818) 703-8057 pcfcoy.com
5	Scanlon, Guerra, Burke Insurance Brokers 21011 Warner Center Lane Woodland Hills 91367	118.0 112.0	7 7	auto, earthquake, fire, flood, health, liability, life, property, workers comp	38 38	1 1 Woodland Hills	James N. Scanlon chairman, ceo (818) 316-0999 sgbinsurance.com
6	GNW-Evergreen Insurance 16030 Ventura Blvd. # 500 Encino 91436	97.0 93.5	11 11	auto, earthquake, fire, flood, health, homeowner, liability, life, property, renter, workers comp	65 65	1 1 Encino	Andrew Forchell ceo (818) 257-7400 gnw-eg.com
7	Venbrook Insurance Services 6320 Canoga Ave Woodland Hills 91367	75.0 50.0	5 10	auto, earthquake, fire, flood, health, homeowner, liability, property, renter, workers comp	50 100	1 4 Woodland Hills	NA 818.598.8900 venbrook.com
8	Poms & Associates, Inc. Brokers, Inc. 5700 Canoga Ave., Ste. 400 Woodland Hills 91367	63.5 37.0	17 20	auto, earthquake, fire, flood, health, liability, life, property, workers comp	60 96	1 4 Woodland Hills	David A. Poms president (818) 449-9300 pomsassoc.com
9	United Agencies Inc. 100 N. 161 St., Suite 301 Burbank 91502	62.0 58.0	38 190	auto, earthquake, fire, flood, health, homeowner, liability, life, other, property, renter, workers comp	40 200	3 28 Pasadena	Jeff Gelineau vice president (818) 295-2200 unitedagencies.com
10	L/B/W Insurance & Financial Services, Inc. 28055 Smyth Dr. Valencia 91355	38.7 33.7	12 12	auto, earthquake, fire, flood, health, homeowner, liability, life, other, property, renter, workers comp	34 34	1 1 Santa Clarita	Mitzi Like ceo (661) 702-6000 lbwinsurance.com
11	Corporate Strategies Inc. 18255 Ventura Blvd. #320 Encino 91436	21.0 17.5	8 8	health, life	12 12	1 1 Encino	Martin Levy principal (800) 914-3564 corporatesstrategiesinc.com
12	ISU Vansa Insurance Services 6180 Laurel Canyon Blvd., #270 North Hollywood 91608	12.0 8.1	4 4	auto, earthquake, fire, flood, homeowner, liability, life, property, renter, workers comp	8 8	1 1 North Hollywood	Jerry Vande Sande owner (818) 763-9365 isuvansa.com
13	Saraf Insurance Services 9700 Woodman Ave. #A5 Arleta 91331	2.0 2.0	2 2	auto, earthquake, fire, flood, health, homeowner, liability, other, property, renter, workers comp	4 4	1 1 Arleta	Raj Saraf president (818) 886-8683 insurancebonanza.com
14	Wellington Newport Ins. Svcs. 144 S. First St., #101 Burbank 91502	0.4 0.5	4 4	auto, earthquake, fire, flood, health, homeowner, liability, life, property, renter, workers comp	4 4	1 1 Burbank	Annette D. Allen principal 818-842-2042 wellingtonnewport.com

N/A - Not available.

Brokerage companies were ranked by the dollar amount of premiums written in 2007. Information was supplied by the companies. Companies with offices in the greater San Fernando Valley area were eligible for inclusion.

To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, San Fernando Valley Business Journal, 21600 Oxnard St., Suite 250, Woodland Hills 91367. ©2008 San Fernando Valley Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Reprints. (877) 652-5295 ext. 104 or e-mail martin@wrightsreprints.com.

Researched by Linda Coburn

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