

# SAN FERNANDO VALLEY BUSINESS JOURNAL

WEEK OF JULY 9, 2007



## LARGEST INSURANCE BROKERS

Ranked by 2006 premiums

Rank	Company St. Address City/Zip Code	PREMIUMS • \$ amount 2006 • \$ amount 2005 (in millions)	BROKERS • Valley 2006 • total 2006	LINES CARRIED • partial list	EMPLOYEES • Valley 2006 • companywide 2006	PROFILE • Valley offices • total offices • headquarters	TOP LOCAL EXECUTIVE • name/title • Phone • Web site
1	Arthur J. Gallagher & Co. 505 N. Brand Blvd. 6th Floor. Glendale 91302	\$839.5 \$782.0	250 8500+	auto, earthquake, fire, flood, health, homeowner, liability, life, property, renter, workers comp	NA NA	3 270 Itasca, IL	Scott Firestone president (818) 539-2300 www.AJG.com
2	USI of Southern California Insurance 21600 Oxnard St., 8th. Floor Woodland Hills 91367	439.8 655.2	27 75	auto, earthquake, fire, flood, health, homeowner, liability, life, property, renter, workers comp	147 2,900	1 75 Briarcliff Manor, NY	Mike Rastigue, III president (818) 251-3000 www.usi.biz
3	Peter C. Foy & Associates 21650 Oxnard St. Ste. 1900 Woodland Hills 91367	161.7 179.3	NA NA	auto, earthquake, fire, flood, health, liability, life, property, workers comp	35 35	1 1 Woodland Hills	Peter C. Foy president, ceo 818-703-8057 www.petercfoy.com
4	Scanlon, Guerra, Burke Insurance Brokers 21011 Warner Center Lane Woodland Hills 91367	112.0 110.0	6 7	auto, earthquake, fire, flood, health, liability, life, property, workers comp	40 42	1 2 Woodland Hills	James N. Scanlon chairman, ceo (818) 316-0999 SGJB.com
5	C.M. Meiers Company 21045 Califa St. Woodland Hills 91367	100.0 80.0	15 19	health, life, property	80 NA	1 4 Woodland Hills	Jeff Kleid president (818) 224-6102 www.cmmelers.com
6	GNW-Evergreen Insurance 16030 Ventura Blvd. # 500 Encino 91436	93.5 105.0	10 10	auto, earthquake, fire, flood, health, homeowner, liability, life, property, renter, workers comp	67 67	1 1 Encino	Andrew Forchelli ceo (818) 257-7400 www.gnw-eg.com
7	Venbrook Insurance 22801 Ventura Blvd. Woodland Hills 91367	50.0 42.0	1 1	auto, earthquake, fire, flood, health, homeowner, liability, property, renter, workers comp	45 45	1 1 Woodland Hills	Brian Nuesca president 818.225.6200 www.venbrook.com
8	Poms & Associates, Insurance Brokers 5700 Canoga Ave., Ste. 400 Woodland Hills 91367	37.0 30.0	13 22	auto, earthquake, fire, flood, health, liability, life, property, workers comp	45 87	1 4 Woodland Hills	David A. Poms president 818-449-9300 www.pomsassoc.com
9	LBW Insurance & Financial 28055 Smyth Dr. Valencia 91355	33.7 30.6	9 9	auto, earthquake, fire, flood, health, homeowner, liability, life, property, renter, workers comp	33 NA	0 0 Valencia	Mitzi Like ceo (661) 702-6000 www.lbwinsurance.com
10	ISU Vansa Insurance Services 6180 Laurel Canyon Blvd., #270 North Hollywood 91606	9.1 7.6	4 4	auto, earthquake, fire, flood, homeowner, liability, life, property, renter, workers comp	7 7	1 1 North Hollywood	Jerry Vande Sande owner (818) 763-9365 www.isuvansa.com
11	Ogilvy-Hill Insurance 1000 Business Center Lane Thousand Oaks 91362	4.9 4.2	5 NA	workers comp	NA 54	1 3 Santa Barbara	Phillip Hill ceo 805-480-9888 www.ogilvyhill.com
12	Saraf Insurance Services 9700 Woodman Ave #A5 Arleta 91331	2.0 1.5	2 2	auto, earthquake, fire, flood, health, homeowner, liability, property, renter, workers comp	4 4	1 1 Arleta	Raj Saraf president (818) 686-8683 www.insurancebonanza.com

N/A - Not available.

Brokerage companies were ranked by the dollar amount of premiums written in 2006. 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

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Researched by Ryan C. DeSales

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Insurance Brokers, Inc.

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