

# CRAIN'S DETROIT BUSINESS

**CRAIN'S LIST: LARGEST BUSINESS-INSURANCE AGENCIES** Ranked by 2006 revenue

October, 2007

Rank	Company, address Phone; Web site Top executive	Revenue (\$000,000) 2006	Revenue (\$000,000) 2005	Premium volume (\$000,000) 2006	Detroit area employees Jan. 2007	Total U.S. employees Jan. 2007
1.	<b>Meadowbrook Inc.</b> 26255 American Drive, Southfield 48034-6112 (248) 358-1100; www.meadowbrook.com Robert Cubbin, CEO and President	599.8	\$95.9	\$700.0	235	665
2.	<b>Marsh</b> 600 Renaissance Center, Suite 2100, Detroit 48243 (313) 393-6800; www.marsh.com Gregory Stanbury, managing director, Detroit office leader and upper Midwest zone leader	47.6	49.0	770.0	186	10,000
3.	<b>Aon Group</b> 3000 Town Center, Suite 3000, Southfield 48075 (248) 936-5200; www.aon.com LeAnne McCorry, resident managing director	46.8	45.3	NA	150	43,100
4.	<b>Valenti, Trobec, Chandler Inc. ①</b> 1175 W. Long Lake Road, Troy 48098 (248) 828-3377; www.vtcins.com; www.gswins.com Alan Chandler, president; Robert Trobec, CFO and Terry Griffin, COO	23.5	12.3	NA	126	130
5.	<b>Kelter-Alliant Insurance</b> 101 Southfield Road, Birmingham 48009 (248) 540-3131; www.alliantinsurance.com Michael Kelter, president	18.9	20.7	138.4	37	43
6.	<b>Alcos Inc.</b> 35735 Mound Road, Sterling Heights 48311 (586) 977-6300; www.alcos.com Eugene LoVasco, president	18.1	17.6	NA	125	133
7.	<b>Hylant Group Inc.</b> 2401 W. Big Beaver Road, Suite 400, Troy 48084 (248) 643-8750; www.hylant.com Stephen Dobson, president, Ann Arbor	18.0	18.0	130.0	98	641
8.	<b>The Cambridge Group Inc.</b> 101 W. Big Beaver, Suite 600, Troy 48084 (248) 734-4300; www.cambridge-cg.com Kenneth Hale and Albert Papa, chairmen	17.0	15.6	NA	91	91
9.	<b>LaSalle Insurance Services</b> 2600 W. Big Beaver, Troy 48084 (800) 220-4420; www.lasallebank.com Mark Harwood, senior vice president	13.2 ②	44.1	44.3	43	49
10.	<b>Kapnick Insurance Group</b> 26100 American Drive, Southfield 48034 (248) 352-4455; www.kapnick.com Stephen Peck, president-benefit services and Robert Weiland, Executive V.P. Corporate	10.5	10.0	NA	33	115
11.	<b>McGraw Wentworth</b> 3331 W. Big Beaver Road, Suite 200, Troy 48084 (248) 822-8000; www.mcgrawwentworth.com Thomas McGraw, president	10.1	8.6	335.3	57	57
12.	<b>Gallagher/ Rains ③</b> 30150 Telegraph Road, Suite 408, Bingham Farms 48025 (248) 203-0626; www.therainsgroup.com Bryan Hirn, area president	10.0	9.0	NA	60	8,757
13.	<b>Wells Fargo Insurance Services ④</b> 3000 Town Center, Suite 1900, Southfield 48075 (248) 353-5800; www.acordia.com Kristina Rickert, president and managing director	7.0	8.0	59.0	50	4,500
14.	<b>Korotkin Insurance Group</b> 26877 Northwestern Highway, Southfield 48033 (248) 352-5140; www.korotkin.com Kenneth Korotkin, president	5.2	5.1	42.5	48	48
15.	<b>The Huttenlocher Group</b> 1007 W. Huron St., Waterford Township 48328 (248) 681-2100; www.huttenlochergroup.com David Huttenlocher, CEO	5.1	5.5	47.0	39	39
16.	<b>Michigan Financial Cos. Inc.</b> 28411 Northwestern Hwy, Suite 1300, Southfield 48034 (248) 827-1300; www.michiganfinancial.com Nick Valenti, CEO and president	5.1	4.4	5.3	44	44
17.	<b>J.S. Clark Agency Inc.</b> 25900 W. 11 Mile Road, Suite 210, Southfield 48034 (248) 355-9600; www.jsclarkagency.com Joel Clark, CEO and president	4.5	4.4	NA	27	27
18.	<b>Insurance Advisors</b> 8884 Commerce Road, Commerce Township 48382 (248) 363-5746; www.agencyadvisors.com Paul Serwinek, CEO and president	3.0	3.0	20.0	36	36

This list of business-insurance agencies is an approximate compilation of the largest such agencies in Wayne, Oakland, Macomb, Washtenaw and Livingston counties. All the information was obtained from the agencies. Agencies with headquarters in metro Detroit are listed with total company revenue. Agencies with headquarters outside metro Detroit are listed with revenue of their local operations only. This is not a complete listing but the most comprehensive available. NA=not available

① Valenti, Trobec, Chandler Inc. acquired Griffin, Smalley & Wilkerson in November 2006. 2006 revenue reflects combined operations.

② LaSalle Insurance Services' revenue dropped as a result of the sale of its mortgage subsidiary, Ann Arbor-based ABN Amro Mortgage Inc., in January to New York-based Citigroup.

③ Chicago-based Arthur J. Gallagher & Co. acquired The Rains Group in September 2006. The company is called Gallagher/ Rains.

④ Acordia was acquired in May 2001 by Chicago-based Wells Fargo Insurance Services and formally changed its name in February 2007.

LIST RESEARCHED BY ANNE MARKS AND JOANNE SCHARICH

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