

# CRAIN'S LIST CHICAGO'S LARGEST COMMERCIAL INSURANCE BROKERS

Ranked by number of local employees

Company	Head of Chicago office	No. of Chicago employees in 2005	No. of Chicago employees in 2004	2005 U.S. brokerage revenue (millions)	Business breakdown	Compensation		Offices	
						Commissions	Fees	Chicago	U.S.
<b>1 AON CORP.</b> 200 E. Randolph St., Chicago 60601 (312) 381-1000; www.aon.com	Gregory C. Case President, CEO	4,708	4,714	\$2,007.0		NA	NA	12	475
<b>2 ARTHUR J. GALLAGHER &amp; CO.</b> 2 Pierce Place, Itasca 60143 (630) 773-3800; www.ajg.com	J. Patrick Gallagher Jr. President, CEO	1,350	1,325	\$1,214.0		NA	NA	NA	Over 250
<b>3 MARSH &amp; McLENNAN COS.</b> 500 W. Monroe St., Chicago 60661 (312) 627-6000; www.marsh.com	Peter Walther Managing director	896	803	NA		NA	NA	1	63
<b>4 MESIROW FINANCIAL HOLDINGS INC.</b> <sup>1</sup> 321 N. Clark St., Chicago 60610 (312) 595-6200; www.mesirowfinancial.com	Richard S. Price Vice-chairman, president of insurance division	301	281	\$65.3		NA	NA	4	10
<b>5 HORTON GROUP INC.</b> 10320 Orland Pkwy., Orland Park 60467 (708) 845-3000; www.thehortongroup.com	Glenn M. Horton President, CEO	296	285	\$42.2		95%	5%	7	12
<b>6 HUB INTERNATIONAL LTD.</b> 55 E. Jackson Blvd., Chicago 60604 (877) 402-6601; www.hubinternational.com	Martin P. Hughes Chairman, CEO	233	163	\$300.6		NA	NA	3	220
<b>7 HILB ROGAL &amp; HOBBS OF CHICAGO</b> 333 E. Butterfield Road, Suite 500, Lombard 60148; (630) 324-2500; www.hrh.com	John "Jack" P. McGrath Midwest regional director	217	242	\$673.9		90%	10%	5	120
<b>8 GCG FINANCIAL INC.</b> 3000 Lakeside Drive, Suite 200 South, Bannockburn 60015; (847) 457-3000; www.gcgfinancial.com	Alan J. Levitz President, CEO	156	160	\$15.2		95%	5%	4	9
<b>9 THILMAN FILIPPINI LLC</b> 1 E. Wacker Drive, Suite 1800, Chicago 60601 (312) 527-9500; www.tf-risk.com	E. Thomas Thilman, Thomas W. Filippini, John M. Atkinson, Peter J. Kunz, Eric M. Mezmar, Partners	152	143	\$24.0		88%	12%	1	2
<b>10 WILLIS GROUP HOLDINGS LTD.</b> 10 S. LaSalle St., 30th floor, Chicago 60603 (312) 621-4700; www.willis.com	Thomas V. Ealy CEO, Willis of Illinois Inc.	150	140	NA		60%	40%	1	40
<b>11 ASSURANCE AGENCY LTD.</b> 1 Century Centre, 1750 E. Golf Road, Schaumburg 60173 (847) 797-5700; www.assuranceagency.com	Anthony D. Chimino President	145	128	\$28.4		89%	11%	1	1
<b>12 ASSOCIATED AGENCIES INC.</b> 1701 Golf Road, 7th floor, Rolling Meadows 60008; (847) 427-8400; www.assocagencies.com	Robert M. Schrayner President	120	110	NA		90%	10%	4	4
<b>13 EUCLID INSURANCE SERVICES INC.</b> 234 Spring Lake Drive, Itasca 60143 (630) 694-3700; www.euclidinsurance.com	John N. Colis President	120	119	NA		NA	NA	1	2
<b>14 LOCKTON COS.</b> 525 W. Monroe St., Suite 600, Chicago 60661 (312) 669-6900; www.lockton.com	Thomas Pluss President	97	70	\$385.0		50%	50%	1	18
<b>15 DANN INSURANCE AGENCY LLC</b> 1500 S. Lakeside Drive, Bannockburn 60015 (847) 444-1060; www.danninsurance.com	Scott Dann President	92	93	NA		94%	6%	1	1
<b>16 LAMB LITTLE &amp; CO.</b> 1101 Perimeter Drive, Suite 500, Schaumburg 60173; (847) 398-7060; www.lamblittle.com	Scott Bennett Chief operating officer	87	92	\$11.9		95%	5%	2	2
<b>17 WINE SERGI &amp; CO. LLC</b> 225 Smith Road, St. Charles 60174 (630) 513-6600; www.winesergi.com	Daniel A. Sergi President	85	78	\$13.0		90%	10%	1	1
<b>18 USI HOLDINGS CORP.</b> 100 S. Wacker Drive, 16th floor, Chicago 60606 (312) 442-7200; www.usi.biz	Jeffrey L. Ludwig President, USI Midwest	75	80	\$463.5		NA	NA	2	71
<b>19 TOTAL INSURANCE SERVICES INC.</b> 3175 Commercial Ave., Northbrook 60062 (847) 205-1777; www.totins.com	Eric Jaffee President	73	62	\$7.0		90%	10%	1	1
<b>20 ALPER SERVICES LLC</b> 60 W. Superior St., Chicago 60610 (312) 642-1000; www.alperservices.com	Howard C. Alper Managing partner	58	58	\$7.4		85%	15%	1	1

## DAMAGE CONTROL

Amount spent on net premiums for commercial lines:

Workers compensation \$36.76 billion

Commercial multiple peril \$29.13 billion

Medical malpractice \$9.13 billion

Products liability \$3.40 billion

Farmowners multiple peril \$2.12 billion

Earthquake \$1.10 bil.

Source: Insurance Information Institute