

**This Issue:**

**LYONS COMPANIES** named to **TOP 100.**  
see reverse

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# Innovative Insurance Solutions

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By fully understanding each client's complex needs, we're able to provide innovative risk management and insurance solutions. Our clients appreciate the unbiased guidance, responsive service and client-first focus of a local company that provides access to the global range of risk management options. It's why Lyons is a trusted advisor to many of the region's leading companies. And why you should call us to find out more.

*"Our clients choose the Lyons Companies as an experienced partner and national leader in the selection and management of insurance and benefits programs for growing businesses."*

*— David F. Lyons, Sr., President & CEO*

- COMMERCIAL INSURANCE
- PROFESSIONAL LIABILITY
- RISK MANAGEMENT
- EXECUTIVE PERSONAL INSURANCE
- EMPLOYEE BENEFITS

"LYONS COMPANIES named to TOP 100"

# TOP 100 PROPERTY/CASUALTY INDEPENDENT AGENCIES

*About This Report: The information in this report has been gathered from voluntary online submissions from agencies and best estimates based on other public information sources. There are agencies that would be eligible for being in but for which no information was received or located. Also, submitted data was not independently verified. Insurance Journal thanks all those agents who were willing to share their information. The result is a glimpse at some of the nation's top independent insurance agencies and brokerages whose business volume is primarily retail, not wholesale. The more cooperation we receive, the more accurate and comprehensive this listing can be. Our aim is to improve the comprehensiveness and accuracy of this report every year.*

Rank	Agency Name	2004 P/C Premiums	Number of Employees	City	State	Website
61	Satellite Agency of NY	\$106 Million	N/A	Cenastota	NY	www.saa.net
62	Insurance Alliance	\$107 Million	82	Houston	TX	www.ins-alliance.com
63	Hamilton Brewart Ins. Agency	\$105 Million	95	Upland	CA	www.hamiltonbrewart.com
64	Thotts Insurance Services	\$100 Million	75	Mountain View	CA	www.thottsinsurance.com
65	Brower Insurance Agency	\$92 Million	125	Dayton	OH	www.browerinsurance.com
66	Scanlon Guerra Jacobson Burke	\$91 Million	57	Woodland Hills	CA	www.sagib.com
67	HGH Group Inc	\$90 Million	75	Pasadena	CA	www.hdggroup.com
68	Chapman & Associates	\$80 Million	25	Leesburg	VA	www.chapmanins.com
69	Lassiter Ware	\$79 Million	102	Wallingford	CT	www.lassiter-ware.com
70	Sinclair Insurance Group	\$78 Million	N/A	Jacksonville	NC	www.siaa.net
71	SIA of North Carolina	\$77 Million	N/A	Louisville	NC	www.siaa.net
72	Agents Helping Agents	\$76 Million	62	Wilmington	DE	www.lyonsinsurance.com
73	Wooden Gilmor & Elgart	\$75 Million	57	Waco	TX	www.wgib.com
74	Senn Dunn	\$70 Million	45	Greensboro	NC	www.sennedunn.com
75	MOC Insurance Services	\$66 Million	52	San Francisco	CA	www.mocins.com
76	Matsen Agency	\$65 Million	135	Santa Rose	CA	www.matsen.com
77	John M. Glower Agency	\$65 Million	na	Meriden	CT	www.johnglower.com
78	Alabama Insurance Alliance	\$64 Million	153	Montgomery	AL	www.siaa.net
79	Daniel & Henry	\$64 Million	N/A	St. Louis	MO	www.daniel-henry.com
80	SAN of Tampa Bay	\$64 Million	70	St. Petersburg	FL	www.siaa.net
81	Howatt McDowell Insurance Inc.	\$61 Million	44	Worcester	MA	www.howattmcdowell.com
82	Insurance Marketing Agencies	\$60 Million	32	Santa Ana	CA	www.insagency.com
83	Tutton Insurance	\$60 Million	92	Yonkers	NY	www.tutton.com
84	York International Agency	\$59 Million	na	Portland	OR	www.yorkintl.com
85	Jewett Barton Levy & Kern	\$58 Million	50	Albuquerque	NM	www.siaa.net
86	INEX Insurance Agency	\$57 Million	70	Alexandria	VA	www.ineworld.com
87	The CIMA Companies	\$55 Million	91	Burlington	VT	www.kinneypike.com
88	Kinney Pike	\$54 Million	69	Exeter	NH	www.lyonsinsurance.com
89	Foy Insurance Agency	\$53 Million	na	East Greenwich	RI	www.foyinsurance.com
90	GenCorp Insurance Group	\$52 Million	88	Garden City	NY	www.gencorp-ins.com
91	Downstate Agency Network	\$51 Million	75	Charleston	WV	www.siaa.net
92	Mountain State Agency Alliance	\$51 Million	40	Dallas	TX	www.siaa.net
93	Roach Howard Smith & Hester	\$50 Million	78	Burlingame	CA	www.rhsins.com
94	Suhr Risk Services	\$49 Million	91	Wilands	MO	www.insuhr.com
95	Atlantic/Smith Cropper Dewley	\$48 Million	32	Purchase	NY	www.triedlandergroup.com
96	Friedlander Group	\$48 Million	na	Visalia	CA	www.sharpsinsurance.com
97	Sharp Insurance & Bonding	\$47 Million	na			

★ 74

## Lyons Companies

\$75 Million

62

Wilmington

DE

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