

Ranked by 2013 gross written premium

By Danielle Mack

RANK	PREV.	FIRM YEAR ESTABLISHED	ADDRESS PHONE FAX WEBSITE	SENIOR EXECUTIVE(S) PARTIAL LIST OF SPECIALTIES	N.J. EMPLOYEES	N.J. PRODUCERS	2013 GROSS WRITTEN PREMIUM
1	1	Brown & Brown Insurance 1939	30A Vreeland Road Florham Park, 07932 (973) 549-1900 (973) 549-1000 www.bbinsurance.com	Powell Brown, Ty Beba, Lou Della Penna Jr., Kristen Handel, Mat Burt Property, casualty, workers' compensation, surety bonds, group health, group life, group disability, personal insurance, public entity and school boards	195	44	\$1,169,851,840
2	3	Willis 1983	350 Mount Kemble Ave. Morristown, 07962 (973) 539-1923 (973) 410-4600 www.willis.com	Paul Collins Property and casualty insurance - commercial and personal, risk management services, surety bonds and employee benefits	199	43	\$1,010,615,000
3	5	Capacity Group 1990	1 International Blvd. Mahwah, 07495 (201) 661-2000 (201) 661-2499 www.capcoverage.com	Robert G. Lull, Mark B. Weinraub, Jay Bergstein, Ronald Bergstein, Larry Maier, Carl Gerson, Walter Wynne, Davis Rieman Jr., Eric Aloj, Gary Weindorf Commercial transportation risks, marine, surety and personal lines	280	45	\$500,000,000
4	4	Wells Fargo Insurance Services USA Inc. 1989	7 Giralda Farms, 2nd Floor Madison, 07940 (973) 437-2300 (973) 437-2414 www.wellsfargo.com/wfis	Mark Englert Property and casualty insurance, employee benefits, personal lines insurance, risk management and surety	155	25	\$480,000,000
5	6	Marsh 1871	445 South St. Morristown, 07962 (973) 401-5000 NA www.marsh.com	Renee Dube All	200	30	\$351,000,000
6	8	HUB International Northeast Ltd. 1954	180 River Road, 2nd Floor Summit, 07901 (908) 790-6880 (908) 790-1290 www.hubinternational.com	Damian Testa Property and casualty, employee benefits and life and personal lines	104	88	\$250,000,000
7	7	Borden Perlman Salisbury & Kelly 1915	2000 Lenox Drive Lawrenceville, 08648 (609) 896-3434 (609) 895-1468 www.bordenperlman.com	Jeff Perlman, Doug Borden Property, casualty, life and health benefits insurance	75	64	\$210,000,000
8	9	USI Insurance Services 2009	300 Executive Drive West Orange, 07052 (973) 965-3100 (610) 537-2349 www.usi.biz	Gary E. Smith All property and casualty, and employee benefits	37	10	\$165,000,000
9	11	Northeast Planning Corp. 1964	1150 Raritan Road Cranford, 07016 (908) 709-0020 (908) 709-0091 www.nepcusa.com	Steven Ferrara, David Parsels Individual life, disability and long-term-care insurance, employee benefits, retirement planning for individuals and groups, annuities, advanced planning, succession planning, and investments	127	90	\$121,829,870
10	10	Fotek Insurance Agency Inc. - TA Fotek Insurance Solutions 1986	1512 Route 138 Wall, 07719 (732) 556-0446 (732) 556-0447 www.fotek.net	James M. Foglio Health insurance, life insurance and 401K	30	11	\$120,000,000
11	17	CheckPoint HR Benefits Group, a CheckPoint HR Co. 2001	2035 Lincoln Highway, Suite 1080 Edison, 08817 (732) 287-8270 (732) 287-2297 www.checkpointhr.com	Jim Pugliese, Tim Padva, Neil Friedman, Patrick Carragher, Kevin Hill Employee benefits, private exchange/benefits marketplace, benefits administration, payroll, human resources management service (HRMS/HRIS), administrative services and human capital management, human resources support and services and cost-saving bundled service options	68	15	\$110,000,000
12	12	William H. Connolly & Co. LLC 1951	56 Park St. Montclair, 07042 (973) 744-8500 (973) 744-6021 www.whconnolly.com	William H. Connolly Jr., Tom Coticchio, Kimberly A. Soricelli Property, casualty, life, health, commercial and personal	50	10	\$104,897,795
13	16	Rue Insurance 1917	3812 Quakerbridge Road Hamilton, 08619 (609) 586-7474 (609) 586-3991 www.rueinsurance.com	William M. Rue Jr. Construction, nonprofit organizations and health care-related firms	72	59	\$102,000,000
14	14	Insurance Office of America 1988	1451 Route 34 Farmingdale, 07727 (732) 751-2900 (732) 751-2929 www.ioausa.com	Scott R. Kuzmic, Jeff Miner Property and casualty, contract surety, employee health benefits, personal auto and homeowners	52	15	\$98,569,000
15	15	Otterstedt Insurance Agency 1919	540 Sylvan Ave. Englewood Cliffs, 07632 (201) 227-1800 (201) 227-5020 www.otterstedt.com	Joseph C. Parisi Jr. Personal, commercial, life, health, employee benefits and surety, construction, high-net-worth individuals, Asian community, public entities and financial institutions	98	85	\$95,000,000
15	13	Singer Nelson Charlmers, a Risk Strategies Company 1987	1086 Teaneck Road, Suite 5 Teaneck, 07666-4857 (201) 837-1100 (201) 837-5050 www.singernelson.com	Mark Shanock, David Singer Architects, engineers, lawyers, environmental, financial, professional liability, D&O and group health insurance	35	25	\$95,000,000
17	18	Fairview Insurance Agency Association Inc. 1970	25 Fairview Ave. Verona, 07044-1341 (973) 857-0870 (973) 857-9645 www.fairviewinsurance.com	John F. Graham, Lawrence K Graham, Glenn R. Jacobs Equipment dealership programs, rental equipment programs, public entity, property and casualty, and employee benefit programs	27	11	\$79,500,000
18	NR	Consolidated Insurance Agents LLC 2009	3759 Route 1 South Monmouth Junction, 08852 (800) 700-9643 NA consolidatedinsurancenj.com	John K. Tiene Commercial property, technology, construction, Main Street and marine	4	75	\$72,100,000
19	19	Chadler Group Inc. 1995	100 Passaic Ave., Suite 120 Fairfield, 07004 (973) 227-0025 (973) 227-4026 www.chadler.com	George Yost, B. Scott Erickson, Michael Iannaconi, Mark Todisco, Rick Werley, Michael Boggio Contracting, manufacturing, professional, transportation, wholesale, habitational, retail and restaurants	59	20	\$65,000,000
20	21	Meeker Sharkey Associates LLC 2007	21 Commerce Drive, 3rd Floor Cranford, 07016 (908) 272-3330 (908) 272-3331 www.meekersharkey.com	Thomas J. Sharkey Jr. Nonprofits, banks, construction companies and technology companies	14	5	\$54,500,000
21	20	The Van Dyk Group 1946	12800 Long Beach Blvd. Beach Haven, 08008-2839 (609) 492-1511 (609) 492-8780 www.vandykgroup.com	David Louis Wyrsh Sr. Property, casualty, life, health, annuities, flood, employee benefits and human resources	65	44	\$52,375,000
22	NR	Professional Risk Solutions LLC 2001	37 Mountain Blvd., Suite 3 Warren, 07059 (908) 834-8401 (908) 834-8411 www.prsbrokers.com	De'andre Salter, Rick Grimes Directors and officers liability, employment practices liability, privacy, cyber and network security liability, casualty, hedge and private equity fund liability, professional liability, environmental liability and nursing homes	10	4	\$40,000,000
23	NR	Haines & Haines/T.C. Irons Insurance Agency 1872	230 High St. Burlington, 08016 (609) 387-0606 (609) 387-5337 www.tcirons.com	Timothy C. Irons Artisan contractors, restaurants, municipalities, landscapers, home health care, fuel oil dealers, "Main Street" retail business, personal lines auto, home, boat and umbrella coverage.	18	9	\$36,000,000
24	NR	National HR 1980	108d Centre Blvd., Suite B Marlton, 08053 (856) 810-0700 (856) 810-8484 www.nationalhr.com	Jan Nistad NA	13	4	\$35,000,000
24	23	Nottingham Insurance 1917	2277 Route 33, Suite 404 Hamilton Square, 08690 (609) 587-1600 (609) 587-1661 www.nottinghaminsurance.com	Greg Blair, Jack Blair, Peter Toft Business, personal, group health and life, day care centers, landscapers, contractors, pizzerias, marinas and volunteer fire companies	26	20	\$35,000,000

Source: The companies. NA: Not Available. NR: Not Ranked. There is no charge to be included in **NJBIZ** lists. We assume that information provided by representatives is accurate and truthful. We are not responsible for the omission of organizations that do not respond to our questionnaire or to fax or phone requests for information. If your organization was omitted and you wish to be included in future lists, please go to our website at www.njbiz.com and select "Lists" then "Add Data." You may also e-mail lists@njbiz.com or call (732) 246-5733. Information may also be faxed to (732) 846-0421. Information received after press deadline cannot be included. The list, or any parts of them, cannot be reproduced without written permission from **NJBIZ**. For more on Information Products from **NJBIZ**, please call (732) 246-5701.