



# THE LIST

BostonBusinessJournal.Com

## Area's Largest Insurance Agencies



**Corcoran & Havlin** \$49,600,000  
 287 Linden Street  
 MA, 02482 • 781-235-3100

All Major Carriers

**Jack Keefe & George Doherty**  
 Principals

Rank	Firm	MA 2010 Premium \$ Amount	Com.	Pers.	Benefits	Carriers Sold	CEO
1	USI New England Woburn	\$9,000,000,000	52%	2%	46%	All major carriers	J. Thomas, Stiles
2	HUB International Wilmington	\$805,000,000	60%	30%	10%	All major carriers	Charley Brophy
3	Bostonian Group Boston	\$780,000,000	4%	-	76%	All major carriers	James Blue
4	Willis of Mass. Boston	\$600,000,000	67%	4%	29%	All major carriers	Kirk Metcalf
5	Eastern Insurance Natick	\$550,000,000	41%	41%	18%	All major carriers	Hope Aldrich
6	Aon Risk Solutions Boston	\$520,000,000	80%	5%	15%	All major carriers	Peter Caine
7	William Gallagher Ass. Boston	\$400,000,000	72%	1%	27%	All major carriers	Philip Edmundson
8	Risk Strategies Co. Boston	\$310,000,000	73%	75%	18%	Chubb, Travelers, Chartis, Liberty Mutual, Zurich	Mike Christian
9	EBS Capstone Newton	\$195,000,000	40%	-	58%	All major carriers	Paul Rooney, Mat- thew Field
10	The Proctor Group Worcester	\$180,000,000	41%	17%	40%	All major carriers	Robert Vaudreuil
11	Sullivan Insurance Group Worcester	\$110,000,000	70%	5%	25%	Travelers, Chubb, Hartford, Hanover, Liberty Mutual	John Andreoli
12	Wells Fargo Boston	\$100,000,000	95%	3%	2%	ACE, Charits, Hartford, Liberty, Travelers	Walter Wilk
13	Rogers & Gray South Dennis	\$96,000,000	35%	37%	28%	Travelers, Safety, Naragansett Bay	Charles Robinson
14	McSweeney & Ricci Braintree	\$56,200,000	45%	25%	30%	All major carriers	Mary Lou Leary
15	Starkweather & Shepley Westwood	\$56,000,000	55%	45%	-	Travelers, Chubb, Hartford, Hanover, Peerless	Natale Calamis
16	Eastern States Insurance Waltham	\$55,000,000	90%	5%	5%	All major carriers	Newton & Oscar Johnson
17	Rodman Insurance Needham	\$52,000,000	65%	26%	9%	Chubb, Travelers, Liberty Mutual, Arbella, Commerce	Andrew Altman
18	Provider Insurance Needham	\$51,500,000	39%	41%	20%	Chubb, CAN, Travelers, Peerless, Hanover	William Darvey
19	Corcoran & Havlin Wellesley	\$49,600,000	40%	55%	5%	All major carriers	Jack Keefe & George Doherty
20	Amity Insurance Quincy	\$48,000,000	84%	11%	5%	Chubb, Travelers, Hartford, Plymouth, MiddleOak	David Solomon