

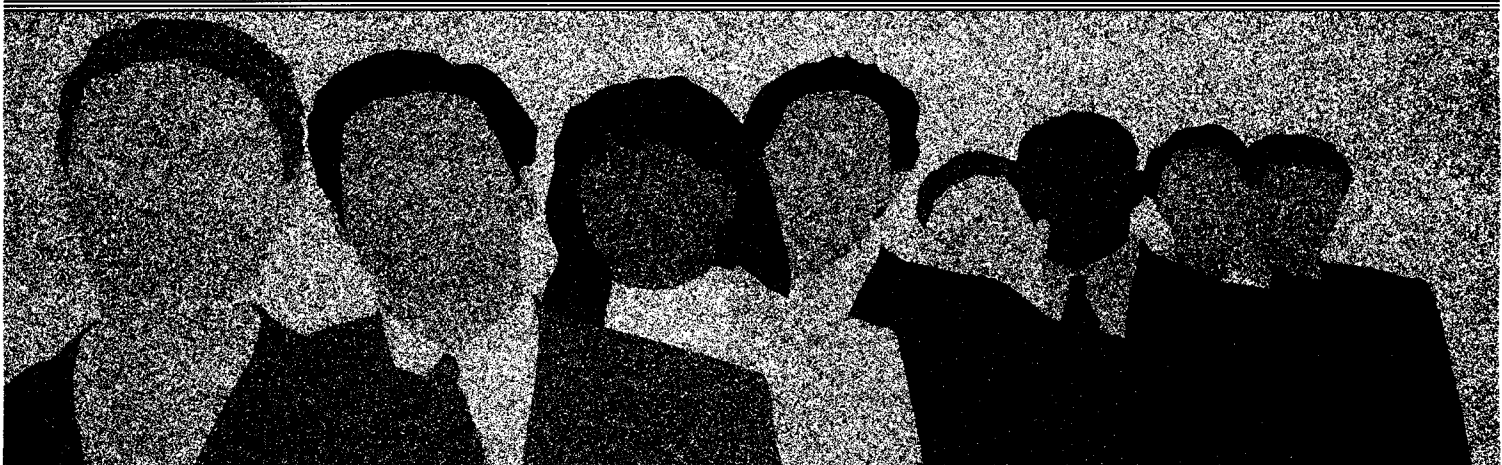
Business Insurance

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As seen the week of:

October 13, 2003

Leaders in Productivity



Most productive agents and brokers

Intermediaries* ranked by 2002 brokerage revenues per employee

Rank	Company	Revenue/employee			Brokerage revenues			Employees		
		2002	2001	% change	2002	2001	% change	2002	2001	% change
1	AirSure Ltd.	\$414,291	\$336,248	23.2%	\$12,428,739	\$9,078,688	36.9%	30	27	11.1%
2	Mid American Group Inc. ¹	\$371,426	\$337,501	10.1%	\$4,828,543	\$3,712,512	30.1%	13	11	18.2%
3	Frank Crystal & Co. Inc.	\$309,240	\$274,858	12.5%	\$85,041,000	\$71,463,000	19.0%	275	260	5.8%
4	JMB Insurance Agency Inc.	\$302,655	\$278,930	8.5%	\$21,185,855	\$21,198,664	-0.1%	70	76	-7.9%
5	Capacity Group of Cos.	\$278,451	\$265,528	4.9%	\$27,009,710	\$22,835,380	18.3%	97	86	12.8%
6	The Sklover Group Inc.	\$275,786	\$280,000	-1.5%	\$1,930,500	\$1,960,000	-1.5%	7	7	NA
7	SullivanCurtisMonroe Insurance Brokers	\$272,622	\$246,045	10.8%	\$34,077,701	\$29,771,395	14.5%	125	121	3.3%
8	Aviation Insurance Services ¹	\$260,700	\$252,933	3.1%	\$13,035,000	\$11,382,000	14.5%	50	45	11.1%
9	Hirsch Wolf & Co. L.L.C.	\$250,497	\$210,005	19.3%	\$5,761,420	\$4,620,100	24.7%	23	22	4.5%
10	Thesco Benefits L.L.C.	\$244,099	\$222,017	9.9%	\$9,519,864	\$7,992,628	19.1%	39	36	8.3%
11	Bollinger Inc.	\$234,283	\$218,932	7.0%	\$61,616,314	\$53,638,365	14.9%	263	245	7.3%
12	Trion	\$230,376	\$198,890	15.8%	\$24,650,275	\$20,883,466	18.0%	107	105	1.9%
13	The Ruggieri Consulting Group L.L.C.	\$230,000	\$238,462	-3.5%	\$3,450,000	\$3,100,000	11.3%	15	13	15.4%
14	Tanenbaum-Harber Co. Inc.	\$227,700	\$144,737	57.3%	\$45,540,000	\$27,500,000	65.6%	200	190	5.3%
15	The Graham Co.	\$226,109	\$221,575	2.0%	\$35,499,088	\$33,014,700	7.5%	157	149	5.4%
16	William Gallagher Associates Insurance Brokers Inc.	\$219,214	\$205,920	6.5%	\$30,690,000	\$25,740,000	19.2%	140	125	12.0%
17	MLW Services Inc.	\$218,109	\$208,828	4.4%	\$13,959,000	\$13,365,000	4.4%	64	64	NA
18	McGraw Wentworth	\$217,561	\$238,824	-8.9%	\$5,874,152	\$5,254,128	11.8%	27	22	22.7%
19	Mesirow Insurance Services Inc. ²	\$214,586	\$196,957	9.0%	\$37,123,387	\$32,694,935	13.5%	173	166	4.2%
20	Alliant Resources Group Inc.	\$206,865	\$152,085	36.0%	\$101,156,953	\$46,081,878	119.5%	489	303	61.4%
	Averages	\$260,228	\$236,464	10.0%	\$28,718,875	\$22,264,342	29.0%	118	104	13.5%

* Reflects U.S. agents and brokers deriving a majority of revenues from commercial retail brokerage 1. Fiscal year ending 6/30 2. Fiscal year ending 3/31

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