

Continued from page 15

Rank	Company • address • website	Premiums (millions) • 2012 • 2011	Revenue (millions) • 2012 • 2011	Major Lines				Insurers (partial list)	Profile • parent company • headquarters • agents Valley/agents firmwide	Top Local Executive • name • title • phone
				bus. & comm.	health	workers' comp.	personal lines			
16	Corporate Strategies Inc. 16255 Ventura Blvd., Suite 320 Encino, 91436 www.corpstrat.com	\$28.6 \$26.4	WND WND	WND	50%	WND	WND	American General, Anthem, Transamerica, AFLAC	N / A Encino 13/15	Martin Levy President (818) 377-7260
17	Olympic Insurance Agency 1906 W. Burbank Blvd. Burbank, 91506 olympicinsurance.com	26.7 24.1	2.6 2.3	47	25	25	3	Berkshire Hathaway, ICW, Blue Cross, Blue Shield, HealthNet, Kaiser, Aetna	N / A Burbank 3/4	Donald S. Barberie President (818) 843-4314
18	Montage Insurance Solutions 22110 Clarendon St., Suite 201 Woodland Hills, 91367 montageinsurance.com	23 25	WND WND	WND	WND	WND	WND	Standard Insurance Company, Mercury, Transamerica, Humana, Metropolitan Life Insurance Company	N / A Woodland Hills 7/7	Danone Simpson President & CEO (818) 676-0044
19	RGE B 21515 Ventura Blvd., Suite 200 Canoga Park, 91303 rgeb4u.com	20.2 18.5	1.1 1	0	100	0	0	Aetna, Allstate Worksite, Cigna, Guardian, Kaiser Permanente, Met Life, United Concordia Dental	N / A Woodland Hills 2/14	Barry S. Cohn President & CEO (818) 444-7722
20	Zein Insurance Services 21800 Oxnard St., Suite 480 Woodland Hills, 91367 zisinsurance.com	12.5 11	0.9 0.8	20	65	10	5	Blue Cross, California Choice, Nationwide, Universal Care	N / A Woodland Hills 3/3	Hisham Elzein President (818) 887-8780
21	Crescenta Valley Insurance 3156 Foothill Blvd. La Crescenta, 91214 cvins.com	12.2 11.8	1.8 1.7	25	10	5	60	Mercury, Safeco, Travelers, Hanover, Allied, Hartford, Blue Cross, MetLife	N / A La Crescenta 12/12	Richard E. Dinger President (818) 248-4500
22	Andrews & Van Lohn Insurance 10734 White Oak Ave. Granada Hills, 91344 avinsurance.com	10.5 10	WND WND	35	10	10	45	Arrowhead, Mercury Insurance Group, Progressive, Bankers Insurance Group	N / A Granada Hills 8/8	Laura Andrews-Clemens President & CEO (818) 360-3410
23	Quisenberry Insurance Inc. 3507 W. Magnolia Blvd. Burbank, 91505 quisenberryins.com	8 8	WND 1.1	40	1	15	44	Safeco, Mercury, Hartford, Travelers, Liberty Mutual/Golden Eagle, California Insurance Group	N / A Burbank 10/10	Kendra Boots Executive Director (818) 762-2151
24	OHM Benefit & Insurance Solutions 19360 Rinaldi St., Suite 530 Northridge, 91326 ohmbenefits.com	6.6 5.9	0.5 0.4	0	100	0	0	Anthem, Kaiser, Blue Shield, Aetna, Principal, UNUM	N / A Northridge 2/2	Jason D. Sandler Partner (877) 650-0808
25	Gaspar Insurance Services Inc. 5900 Canoga Ave., Suite 110 Woodland Hills, 91367 www.gasparinsurance.com	4.7 3.1	WND WND	30	5	15	50	Mercury, Hartford, Hanover, Travelers, CSE, Allied, Chubb, Kemper	N / A Woodland Hills 11/12	Timothy K. Gaspar CEO (818) 302-3060

¹ Lines may not total 100 percent. WND: would not disclose. N / A: Not applicable. Figures were self-provided by the insurance brokerage firms. Participating firms were ranked by premiums from their offices in the greater San Fernando Valley region for the year 2012. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical

errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, San Fernando Valley Business Journal, 21600 Oxnard St., Suite 250, Woodland Hills, CA 91367. The Research Department can also be reached directly at research@sfvbj.com or (818) 316-3130. © 2013 San Fernando Valley Business Journal. This list may not be reprinted in whole or in part without prior written permission of the editor.

Researched by Rosie Downey



MONTAGE
INSURANCE SOLUTIONS

Set your goals to reach the top,
and Montage helps you get there.

Our mission is to further
your mission.



"Thank you for the elaborate detailed comparison of health plans for our upcoming open enrollment, and taking the time to educate our staff about insurance, Health Care Reform and Medicare. The level of customer care that Montage shows is truly exceptional."

- Administrator, Los Angeles Based Non-Profit

- Employee Benefits • Wellness Campaigns • Health Fairs • Human Resources Consulting • My HR Summit™ • Workers' Compensation
- Property & Casualty • EPLI/ D&O • Claims Management & Loss Control

O 818.676.0044 | MONTAGEINSURANCE.COM | CA License #0F30734