

The two companies who organized the most PGs were **Baldwin & Lyons Inc.**, an insurance company located in Indianapolis, Indiana, and **Mandell Menkes LLC**, a law firm located in Chicago, each with three new PGs in 2012. Mandell Menkes has been involved in the purchasing group field since the late 1980s and is one of the top managers of purchasing groups. Baldwin & Lyons Inc. is new to the PG management field and specializes in products for the transportation industry.

More insurers covered the new purchasing groups than the number of purchasing groups formed. Thirty-nine different insurers are providing insurance for the new groups. All but one of the insurers is domiciled in the United States.

The top insurers of new PGs last year were **Evanston Insurance Co. (IL)**, **Protective Insurance Co. (IN)**, and **Sagamore Insurance Co. (IN)**. Each company is providing insurance to three purchasing groups. Protective and Sagamore are both subsidiaries of Baldwin & Lyons Inc. **Great American E & S Insurance Co. (DE)** and **Ismie Mutual Insurance Co. (IL)** came in second place, both insuring two new PGs.

Who Formed and Insured Purchasing Groups in 2012?

Analyzing the 35 purchasing groups that were licensed in 2012, the RRR found that 27 different companies formed PGs last year and those groups were insured by 39 insurers.

New PGs were primarily organized by insurance agencies or brokers. Four types of companies organized PGs—insurance agencies and brokers, law firms, medical companies, and TPA/managers. Agencies and brokers organized 57%, or 20, of the PGs formed last year. Law firms organized eight groups (23%), TPA/managers formed four (11%), and medical companies formed three (9%). Of the 35 PGs formed, only two groups are providing coverage for existing associations.

**Purchasing Group 2012 Formations
by Type of Company**

