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Most of the largest electrical distributors in North America expect growth in 2016, despite challenges in the energy and industrial markets.

Electrical Wholesaling's annual survey of the Top 200 electrical distributors always offers one of the electrical market's best spot checks on the economic health of the industry at mid-year. And as you might expect in a year where business prospects vary so wildly from metro-to-metro and niche-to-niche, one's sense of the market climate will depend on with whom you speak.

At a time when many distributors

would be happy with growth somewhere in the industry's historical range of 4% to 8%, a surprising number of respondents to this year's survey — 23 of 118 (19%) — expect double-digit sales growth in 2016.

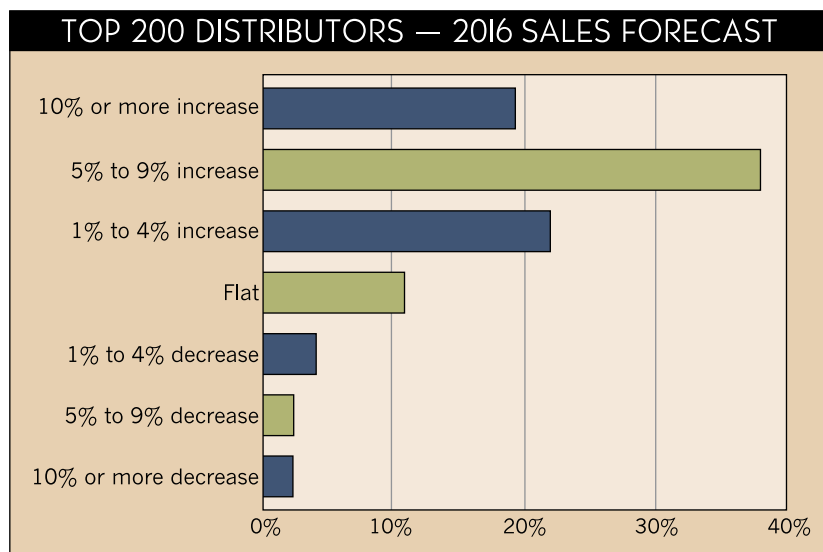
Mark Doris, president, Mars Electric Co., Willoughby, Ohio, is expecting a 10% increase in sales and says healthcare and senior-living facilities are showing strong growth. Brad McCormick, CEO, Electric Supply & Equipment Co., Greensboro, N.C., is seeing mixed business prospects

and has adjusted his forecast down a few points to -10%. While the tire/ rubber market is showing growth in his region, consumer products companies are down. "Customer capital spend was up for 2015. They were choosing to automate the manufacturing facilities," he said.

One wire and cable specialist said the decline in copper prices and the slowdown in the industrial market affected his company's 2015 sales. Jeff Siegfried, president and CEO, Omni Cable Corp., West Chester, Pa., is looking at flat sales growth in 2016 and possibly a slight decline. "Industrial is tough, really tough," he wrote in the survey. Despite the tough market, Siegfried is investing for future growth and recently opened a new Omni warehouse in Kent, Wash.

Anixter International, Glenview, Ill. said the decline in copper prices had a big impact. Its 10-K said "an unprecedented decline in commodity prices," and the strong U.S. dollar, soft emerging markets and growing weakness in the industrial sector combined to create a nearly \$300 million unfavorable impact to reported sales, with its Electrical & Electronic Solutions business unit getting hit hardest.

At least two electrical distributors based in Texas seem to be bucking the



TOP 200

THE 25 DISTRIBUTORS WITH THE HIGHEST SALES-PER-EMPLOYEE

As in the past, specialty distributors, which tend to have fewer customers and employees than full-line electrical distributors, dominate the list of distributors as ranked by sales per employee. The companies here were among those respondents that provided both a 2015 sales number and an employee count for publication in this year's listing. Several other distributors (both full-line and specialists) would have been in this Top 25 listing but asked their sales data be used confidentially. The average sales-per-employee for the 20 respondents that identified themselves as product specialists and provided both 2015 sales and employee data was \$1,194,648. The average sales per employee for the 106 respondents that identified themselves as full-line electrical distributors was approximately \$634,791, down from last year's figure for full-line distributors of \$651,317.

| Rank | Company Name | Town/City | State | 2015 Sales Per Employee |
|------|--|------------------|-------|-------------------------|
| 1 | Western United Electric Supply Corp. | Brighton | CO | 2,972,121 |
| 2 | Tri-State Utility Products Inc. | Marietta | GA | 2,900,000 |
| 3 | Rural Electric Supply Cooperative (RESCO) | Middleton | WI | 2,535,990 |
| 4 | TEC Manufacturing and Distribution Services | Georgetown | TX | 2,125,000 |
| 5 | Gresco Utility Supply Inc. | Forsyth | GA | 1,523,810 |
| 6 | Villa Lighting Supply Inc. | St Louis | MO | 1,514,295 |
| 7 | International Electrical Sales Corp. | Miami | FL | 1,428,571 |
| 8 | Reynolds Co., The | Fort Worth | TX | 1,372,840 |
| 9 | Houston Wire & Cable Co. | Houston | TX | 1,262,828 |
| 10 | Omni Cable Corp. | West Chester | PA | 1,122,172 |
| 11 | Professional Electric Products Company (PEPCO) | Eastlake | OH | 1,074,074 |
| 12 | Benfield Electric Supply Co. | White Plains | NY | 1,062,057 |
| 13 | Sunrise Electric Supply | Addison | IL | 989,286 |
| 14 | Border States Electric | Fargo | ND | 935,800 |
| 15 | American Electric Supply Inc. | Corona | CA | 932,050 |
| 16 | McNaughton McKay Electric Co. | Madison Heights | MI | 908,847 |
| 17 | Electric Supply & Equipment Co. | Greensboro | NC | 865,854 |
| 18 | NEDCO Supply | Las Vegas | NV | 861,616 |
| 19 | Mid-West Lighting | Los Angeles | CA | 828,571 |
| 20 | Shepherd Electric Supply | Baltimore | MD | 812,625 |
| 21 | Gallant & Wein | Long Island City | NY | 800,000 |
| 22 | Electric Supply Inc. | Tampa | FL | 773,050 |
| 23 | G&G Electric Supply | New York | NY | 762,963 |
| 24 | Tri State Supply Co. Inc. | Washington | PA | 757,143 |
| 25 | Facility Solutions Group | Austin | TX | 756,005 |

ACQUISITIONS & MERGERS INVOLVING TOP 200 DISTRIBUTORS — 2015-2016

| Company Acquired | Location | Acquirer | Location |
|--|------------------------|--|------------------|
| One branch of Eckart IIc | Bloomington, IN | Allied Wholesale Electrical Supply Inc. | Indianapolis, IN |
| Anixter International's Fastener's Business Unit | Glenview, IL | American Industrial Partners | New York |
| Gatto-Portage Electric Supply Co. | Portage, OH | AMP Electrical Solutions | Farmington, CT |
| HD Supply Power Solutions | Atlanta | Anixter International | Glenview, IL |
| Central Electric Supply | Lebanon, NH | Baynes Electric Supply | Brockton, MA |
| FDL Automation & Supply | Sidney, OH | CBT | Cincinnati |
| C. Andersen Electric Supply | Niagara Falls, NY | City Electric Co, Inc. | Syracuse, NY |
| Electric Motor Sales & Supply | Chattanooga, TN | Consolidated Electrical Distributors (CED) | Irving, TX |
| SEFCO Electric Supply | Jackson, MS | Consolidated Electrical Distributors (CED) | Irving, TX |
| Beijing Willtech Co. Ltd. | Beijing, China | Edge Global Supply | Milwaukee, WI |
| Connect-Air International Inc. | Seattle | EIS Inc. | Atlanta |
| Eck Supply Lynchburg, Va., branch | Lynchburg, VA | Electrical Equipment Co. | Raleigh, NC |
| Williams Supply | Roanoke, VA | Electrical Equipment Co. | Raleigh, NC |
| RE Waldrip | Pampa, TX | Elliott Electric Supply | Nacogdoches, TX |
| Star Electric Supply | Wichita, KS | Elliott Electric Supply Inc | Nacogdoches, TX |
| Griffith Electric Supply | Trenton | Franklin Electric | Moorestown, NJ |
| Process Instrumentation Division/Measuremax | Peterborough, Ontario | Franklin Empire | Montreal, QU |
| Advantage Industrial Automation | Duluth, GA | Graybar Electric Co. | St. Louis |
| G.C. Fabrication (GCF) | Northvale, NJ | Kaman Industrial Technologies | Bloomfield, CT |
| Chapman Metering | Avoco, IA | Kriz-Davis Co. | Grand Island, NE |
| Glenbard Electric Supply | Lombard, IL | Revere Electric Supply | Mokena, IL |
| Brohl & Appell | Sandusky, OH | Rexel | Dallas |
| Queen City Electrical Supply | Allentown, PA | Schaedler YESCO Distribution Inc. | Harrisburg, PA |
| QED (Quality Electrical Distributors) Inc. | Las Vegas | Sonepar North America | Charleston, SC |
| Eck Supply | Richmond, VA | Sonepar North America | Charleston, SC |
| Ciro Electrical Supply Co. | Philadelphia | Sonepar North America/Cooper Electric Supply | Charleston, SC |
| Trinity Electric Supply | Dallas | Sonepar North America/Crawford Electric | Charleston, SC |
| Electrical Test Labs of Georgia Inc. | Lake Park, Ga. | Sonepar North America/Irby Co. | Jackson, MS |
| Rasko Supply | Honolulu, HI | Sonepar North America/OneSource | Charleston, SC |
| Rasco Supply | Kaua'i, HI | Sonepar North America/OneSource | Charleston, SC |
| Electrical Distributors | Houston | Sonepar North America/OneSource | Charleston, SC |
| Rexel's Latin American assets | Brazil, Chile and Peru | Sonepar SA | Paris, France |
| Grove Madsen Industries | Reno, NV | Sonepar North America/Codale | Salt Lake City |
| Forest Hills Electrical Supply | Randolph, MA | Turtle & Hughes Inc. | Linden, NJ |
| Bright Electric Supply | Chicago | Van Meter Inc. | Cedar Rapids, IA |
| Miller Electric Supply | Dubuque, IA | Van Meter Inc. | Cedar Rapids, IA |
| Atlanta Electrical Distributors | Duluth, GA | WESCO Distribution Inc. | Pittsburgh |
| Aelux/Lumigent | Glenside, PA | WESCO Distribution Inc. | Pittsburgh |
| Hill Country Electric Supply | Austin, TX | WESCO Distribution Inc. | Pittsburgh |
| Needham Electric Supply | Canton, MA | WESCO Distribution Inc. | Pittsburgh |

trend of slow growth in the Gulf Coast oil patch. One company is looking at a 10% increase in sales and has opened several new branches. Buddy McCulloch, president, Wholesale Electric Supply, Texarkana, Texas, says industrials are

showing growth. His company opened locations in Vicksburg, Miss.; West Monroe, La.; and Gainesville, Texas. David Gardner, president, Mission Controls & Automation, San Antonio, Texas, expects sales to be up 5% to 7% despite the oil

market and sees growth from the food and beverage and wastewater treatment segments. The company was also recently awarded Tier 1 status by Toyota.

Matt Brandrup, the president and CEO of utility specialist Rural Electric Supply

TOP 200 DISTRIBUTORS MAKE THEIR PRODUCT PICKS

When it comes to new product launches, it's tough to impress Top 200 distributors. As in the past, relatively few of our respondents in this year's Top 200 survey made mention of specific new products that wowed them. But the tone of this year's responses to our annual question on the best new product launches was different because LED products were mentioned so often. Once again, RAB Lighting, Northvale, N.J., was mentioned most often for its new LED products. LED products or lighting controls from Acuity, Eaton Cooper Lighting, Osram Sylvania, Lunera, Lutron and Green Creative also drew comments. Said Steven Byrne, general manager, Facility Solutions Group, Austin, Texas, "Lunera's line of LED replacements for CFLs have been well received. RAB is do-

ing an excellent job in the LED fixture market. The Daintree acquisition by GE and GE's focus on Current are also interesting changes in the market place."

Jeremy Welsand, CFO, Border States Electric, Fargo, N.D., likes Lutron's Caseta control. "The launching of the product opened up the visibility of home automation to the electrical contractor that usually shied away from this market," he said.

Another distributor called out Venture's new LED T8 lamps that work on line voltage or with a ballast, and another liked the 2-inch LED recessed fixture from Juno Lighting. Dennis Huggard, director of pricing and strategy for Fromm Electric Supply, Reading, Pa., said Osram Sylvania's new contractor-grade LED hits the mark. "It was previously a product gap for Sylva-

nia, and the market has accepted the lower-cost product," he said.

Top 200 execs like some other new products outside the lighting arena. Southwire got a shout out from several distributors for its Simpull and tools & instruments launches and Mike Pratt, CEO and president, American Electric Supply, Corona, Calif., mentioned GE's Pro-Stock Switchboards. Greg Knowles, president, Autonomy, Las Vegas, applauded Power Assemblies llc, Bend, Ore., for the launch of its new Generator Docking Stations and Load Bank Docking Stations for commercial use. "The product is well made, has a small footprint, and is inexpensive compared to the competition," he said. "It's well suited for providing a quick connection of generators in the case of a power outage."

Cooperative (RESCO), Middleton, Wis., said the oil belt of North Dakota areas has continued to slow down his company's business prospects. He sees pockets of housing growth, but says they are few and far between in the Upper Midwest. "Our 2015 significant sales decrease is solely attributed to the North Dakota oil belt slowdown," he said in his response. "Our sales in the other eight states we cover in the Upper Midwest actually increased year-over-year in 2015."

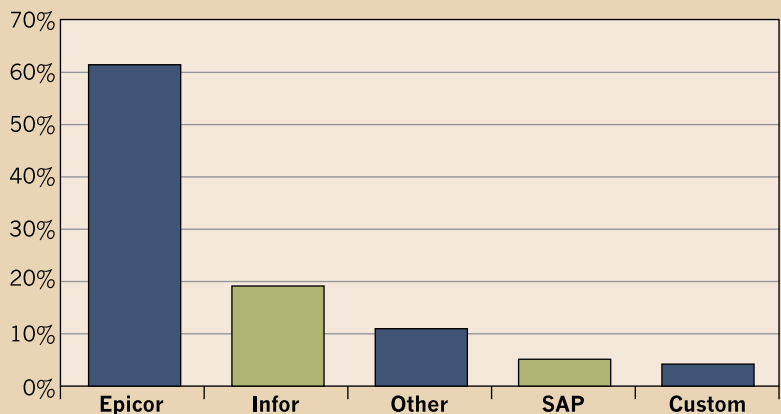
Another distributor in the oil patch, The Reynolds Co., Fort Worth, Texas, is expecting a flat year, and said the energy downturn has impacted other markets in its region and will challenge the local economy in the short-term. However, Walt Reynolds, company president and CEO, believes the oil business will start to improve in the second half of 2016. "Oil and gas continues its slide, but we see that leveling off and coming back third and fourth quarter," he said. "Commercial construction has its bright spots."

Several Michigan distributors that serve the auto industry had bullish fore-

casts, but none more so than Daniel Bemis, CFO of Caniff Electric Supply Co. Inc., Hamtramck, Mich., who expects a 20% sales increase — \$7 million in new

sales — pushing his company's revenues to \$40 million from strong auto industry and commercial new construction. Says Bemis, "We have hired 16 people in the

TOP 200 ERP SYSTEMS



Of the 121 Top 200 distributor execs who provided information on their ERP systems, 60% used Epicor software, including Eclipse, Prophet 21, or Trade Service. (Note: Other software includes Accumatica, Comet, Fishbowl, JD Edwards, Microsoft Dynamics, Microsoft Navision, Prism, Sage, Rubicon, Takestock, Traverse, xTuple and Ximple.) No less than 73 Top 200 distributors are on an Eclipse/Epicor system.

WHAT'S NEW WITH THE TOP 200 DISTRIBUTORS?

Quite a few Top 200 distributors are in the midst of major growth initiatives. Some are installing or planning to invest in new ERP systems, or updating their existing systems, like **Candela Corp.**, Irvine, Calif.; **Caniff Electric Supply Co. Inc.**, Hamtramck, Mich.; **City Electric Co. Inc.**, Syracuse, N.Y.; **Kovalsky-Carr Electric Supply**, Rochester, N.Y.; **Raymond deSteiger**, Sterling Heights, Mich.; **St. Louis Metro Electric Supply Inc.**, St. Louis, Mo.; **Standard Electric Co.**, Saginaw, Mich.; and **VEC Supply**, Charlottesville, Va.

Sunrise Electric Supply, Addison, Ill., was one of many companies beefing up its online presence. Jim Sobocki, CIO, said the company will be focusing on a variety of technical initiatives in 2016. Sunrise has updated its website to freshen up its online presence, added online ordering, and may implement a document management system.

Other companies were building new headquarters facilities, branches and central distribution centers (CDCs). **CBT**, Cincinnati, is celebrating Jim Stahl's 40th anniversary of ownership with a move to a new 100,000-sq-ft headquarters in July. Mitch Lane, CEO, **Echo Group**, Council Bluffs, Iowa, said the company built and opened a new location in Sioux City, Iowa, is currently building a new location for its Council Bluffs, Iowa, branch, is moving to a new corporate headquarters and added a third location in Des Moines, Iowa. **Standard Electric Supply Co.**, Milwaukee, is building a 25,000-sq-ft addition to its headquarters; **Werner Electric Supply Co.**, Appleton, Wis.; opened a new distribution center; **Western United Electric Supply Corp.**, Brighton, Colo.; built a new test lab in Colorado and opened a new warehouse in Colorado; and **Tri State Supply Co. Inc.**, Washington, Pa. opened a new CDC.

Elliott Electric Supply, Nacogdoches, Texas, and **Graybar Electric Co.**, St. Louis, two of the electrical distributors who have added the most branches over the past few years, didn't let the uncertain economic environment stop their branch expansion programs. Elliott Electric opened locations in Tulsa, Okla.; Georgetown, Texas; Covington, La.; El Dorado, Ark.; Magnolia, Ark.; and Roswell, N.M. Graybar opened branches in New York, N.Y.; Orem, Utah; Watford City, Md.; Fort Worth, Texas; and Grand Forks, N.D.

Some distributors were investing in other areas of their operations. Phil deLoache, operating partner and president, **First SOURCE Electrical, LLC**, Houston, said his company is building a specialty group focused on the lighting and gear for multi-family and high-density

housing projects. "This has proved to be a good investment and we're in the process of moving this business into a new 26,000-square-foot facility which will be our first branch," he said.

Graybar said the strategic investments it's making in new locations, and expanding and developing its sales force, e-commerce and mobility has helped it outperform the market, and Greg Knowles, president and CEO, **Autonomy Technology Inc.**, Las Vegas, says his company is "more strategically focused" and is building on its strengths in the automation market. "We are reinforcing what we are great at in the markets closest to our locations. We are centralizing our sales force, moving away from work from home to a more collaborative work environment."

EDGES Electrical Group, LLC, San Jose, Calif., a partnership launched last year between **Electrical Distributors Co, Inc.**, of San Jose and **Granite Electrical Supply Inc.**, Sacramento, Calif., is in expansion mode, with a new branch in San Leandro, Calif., and new opportunities created by the merger and the strong Bay Area marketplace. "We have substantially increased our footprint due to our newly created partnership. Additionally, we've seen tailwinds due to improving economy," said David Ahady, senior accountant.

In other news at Top 200 electrical distributors, **Schaedler YESCO**, Harrisburg, Pa., is sole sourcing Eaton gear in eight of its western Pennsylvania branches, **The Hite Co.**, Altoona, Pa., invested in its distribution center, including the installation of a centralized wire cutting operation; **K/E Electric Supply**, Mt. Clemens, Mich., implemented an enhanced purchasing system that took more than three years of on-site work to develop; **Wildcat Electric Supply**, Houston, will launch a new E-Commerce and online portal this month; and **TEC Manufacturing and Distribution Services**, Georgetown, Texas, was named Distributor of the Year for GE's Prolec Transformers group based on power unit sales.

We also must mention a number of big anniversaries for Top 200 distributors. **Butler Supply**, Fenton, Mo. (75 years); **General Pacific Inc.**, Fairview, Ore. (50 years); **Glenbard Electric Supply Inc.**, Lombard, Ill. (50 years); **JH Larson Electrical Co.**, Plymouth, Minn. (85 years); **KJ Electric Corp.**, East Syracuse, N.Y. (35 years); **Metro Wire & Cable, Corp.**, Sterling Heights, Mich. (40 years); **Peninsular Electric Distributors**, West Palm Beach, Fla. (70 years); **Tri-State Utility Products Inc.**, Marietta, Ga. (60 years); and **Wholesale Electric Supply**, Texarkana, Texas (70 years in 2017).

past one-to-two years that have helped us gain new business from new customers and existing customers.”

Methodology. To compile this listing, in April of this year *EW*'s editors sent out a survey to several hundred distributors of electrical supplies that have either been on the list in the past or have at least \$10 million in annual sales, according to our data sources.

In addition, we get data from publicly held distributors and other companies that make their sales and company data public. This year we got 2015 sales information on 126 Top 200 distributors, which is quite a bit lower than in recent years. We think the lower response rate is due in part to the uptick in acquisitions and the tough business year some distributors had last year.

Many of these companies ask us to use their sales data confidentially and only for placement on the listing. You will

also notice that we rank some companies that have been acquired in either 2015 or 2016. Our general rule of thumb here is that when a company has been acquired, we include their sales (or a sales estimate) for that calendar year, but take them off the Top 200 listing the next year, when they are fully integrated into the acquirer.

In those situations where a distributor is large enough to make the listing but did not respond to our surveys, if we have reliable sales or employee data from the past two years, we will estimate their sales using the sales-per-employee average calculated from data collected from other Top 200 respondents. This year 106 full-line distributors provided both sales and employee data, and the 2016 sales-per-employee figure is \$634,791.

Strictly by the numbers. With an estimated \$65.2 billion in North American sales, *EW* estimates the Top 200 distributors controlled approximately 65% of

sales through electrical distributors in North America. According to *EW* estimates, these 200 companies employ at least 88,082 employees and run at least 7,257 North American branches. The employee and branch data include an estimate for Sonepar's employee count in North American and does not include North American employee counts for Anixter, Grainger or Fastenal (listed for the first time this year) because these companies do not break out employee data by their electrical segments.

It's interesting to note that Fastenal Inc., Winona, Wis., which depends on sales of electrical products for 4.7% of its \$3.87 billion in 2015 sales, has almost as many branch locations (2,320 locations in the U.S. and Canada) as the five largest full-line electrical distributors in North America combined (2,830 locations) – Sonepar, WESCO, Graybar, Rexel and Consolidated Electrical Distributors.

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A LOOK AT THE LARGEST

Here's your opportunity to learn more about the very largest electrical distributors in this year's 2016 Top 200 listing.

Electrical Wholesaling's editors thought our readers might be interested in some of the stories behind the numbers in this year's Top 200 listing, so we are publishing capsule summaries of what's happening with some of the largest Top 200 distributors. We based these reports on news articles we published on these firms over the past 12 months,

company websites and other public information sources.

Writing up capsules on all 200 companies on this listing would take more than 30 pages of the magazine, but we thought you might enjoy some additional information on the some of the largest distributors in North America. Check out www.ewweb.com for additional profiles and links.

THE FIVE LARGEST DISTRIBUTORS IN NORTH AMERICA

| Company Name: | Town/City: | 2015 Revenue | Employees | Branches |
|--------------------------------------|---------------|---------------|-----------|----------|
| Sonepar North America | Charleston | 9,600,000,000 | 43,000** | 1014 |
| WESCO International Inc. | Pittsburgh | 7,100,000,000 | 8,600 | 480 |
| Rexel - North America | Dallas | 5,322,000,000 | 8,202 | 567 |
| Graybar Electric Co. | St. Louis, MO | 6,122,111,774 | 8,300 | 269 |
| Consolidated Electrical Distributors | Irving, TX | 4,400,000,000 | 6,200e | 500 |

In 2015, the five largest full-line distributors in North America had an estimated \$32.5 billion in combined revenue and operated 2,830 branches. According to Electrical Wholesaling sales data, these five companies account for no less than 33% of an estimated \$100 billion-plus in 2015 electrical sales in the United States and Canada.

(Note: All data reported for North America unless otherwise noted.) ** Worldwide

THE WORLD'S TWO LARGEST ELECTRICAL DISTRIBUTORS

| Company Name | Town/City | 2015 Revenue | Employees | Number of locations: |
|--------------|---------------|----------------|-----------|----------------------|
| Rexel SA | Paris, France | \$14.7 billion | 28,000 | 2,100 |
| Sonepar SA | Paris, France | \$24.1 billion | 43,000 | 2,800 |

In 2015, the two largest electrical distributors in the world operated more than 4,900 locations, had 71,000 employees and did an estimated \$35.8 billion in sales in dozens of countries (Rexel - 35 countries; Sonepar - 44 countries). (Sale converted to U.S. dollars from Euros using the 12/31/15 exchange rate).

I. SONEPAR NORTH AMERICA

U.S. headquarters: Charleston, S.C.

Parent: Sonepar SA, Paris, France

Senior executive: David Gabriel, CEO

2015 sales: \$9.6 billion (North America); \$24.1 billion (Worldwide). North American sales up 12.9%

Locations: 1,014 (North America); 2,800 (worldwide)

Employees: 43,000 (worldwide)

Sonepar's legacy of growth by acquisition continues to drive it ahead of the rest of the electrical distributor pack. Its preference for large independents and its practice of keeping those brands and often their management teams intact apparently makes for a compelling succession option for retiring owners.

Since the beginning of 2015, Sonepar's Paris-based parent company, one of the largest privately owned businesses in the world, has made acquisitions in Belgium, Germany, Romania, Italy, the Netherlands, the UK, Spain, and bought Rexel's assets in Latin America (Brazil, Chile and Peru). Here in the United States, Sonepar USA acquired Quality Electrical Distribution (QED), Henderson, Nev.; Electrical Distributors, Irving, Texas; Trinity Electric Supply, Dallas; Ciro Electrical Supply, Philadelphia; Eck Supply, Richmond, Va.; Electrical Test Labs of Georgia, Lake Park, Ga.; and Rasko Supply and Rasco Supply in Hawaii. This year, so far, it has added Grove Madsen Industries, Las Vegas.

2. WESCO INTERNATIONAL INC.

Headquarters: Pittsburgh

Senior executive: John Engel, CEO

2015 sales: \$7.1 billion (North America); \$7.5 billion (worldwide). North American sales down 5.6% from 2014.

Locations: 480 (North America); 505 (worldwide)

Employees: 8,600 (North America); 9,300 (worldwide)

ERP system: In-house legacy system

WESCO has always had a reputation

for acquiring blue-chip distributors in the regional markets or business niches it covets, and it continued this acquisition strategy earlier this year with the purchase of Atlanta Electrical Distributors, Duluth, Ga. The company also made headlines in 2015 with its purchases of Needham Electric Supply Co. (NESCO), Canton, Mass.; Hill Country Electric Supply Co., Austin, Texas; and Aelux/Lumigent, Glenside, Pa., a lighting retrofit specialist.

With its heavy emphasis on the industrial market, the company is in a rough patch and has had to endure branch closings and layoffs. A Wall Street darling in recent years, its stock price has gotten hammered, too. After rewarding patient buy-and-hold investors who bought shortly after its 1999 IPO with a 300%-plus return to its all-time high of over \$90 a share in 2014, at press-time WESCO's stock was down about 38% from those lofty heights.

Company executives are optimistic about the future but are currently steering through some short-term turbulence. In a press release announcing the company's 1Q 2016 results, CEO John Engel said WESCO's first quarter sales declined 2%, "reflecting continued weakness in commodity-driven end markets and foreign exchange headwinds." "Organic sales were down 7%, with the U.S. and Canada down 6% and 11%, respectively," he said. "While the top line remains pressured overall, the benefits of ongoing cost reduction and organizational streamlining actions partially mitigated the impact of lower sales on earnings per share... Based upon our first-quarter results, we reaffirm our full-year expectations of sales in the range of flat to down 5%."

In other recent WESCO news, Kenneth Parks, senior V.P. and CFO, recently resigned and Timothy Hibbard, the company's V.P. and corporate controller, will serve as interim CFO while the company searches for a new CFO.

3. GRAYBAR

Headquarters: St. Louis

Senior executive: Kathleen Mazzarella

2015 sales: \$6.12 billion (North America) \$ 6.14 billion (worldwide). North American sales up 2.4%.

Employees: 8,300

Locations: 268

ERP system: SAP

Graybar posted record results every quarter in 2015 and that trend has continued this year. Revenues grew 2.2% and earnings grew 4.2% over 2014 results. Graybar's response to our Top 200 survey credited strategic investments in new locations, expanding and developing its sales force, e-commerce and mobility with enabling it to outperform the market.

The company's top-line growth was boosted mostly by same-store sales and its continuing enthusiasm for opening new branches. Graybar made one significant acquisition, the addition of Duluth, Ga.-based factory automation specialist Advantage Industrial Automation in March 2015. Meanwhile over that time it has opened new locations in Visalia, Calif.; New York City (a return to the historic Graybar Building in midtown Manhattan with a new sales office in what was the company's headquarters from 1926 to 1982); Pomona, Calif.; Orem, Utah; Watford City, N.D.; Fort Worth, Texas; and Grand Forks, N.D.; and has moved and expanded locations in a number of other markets.

A new effort launched in January this year to expand customer service hours throughout the United States leverages a National Customer Service Team in St. Louis to take orders, check order status, provide proof of delivery, pricing and product availability throughout the markets served by its 238 U.S. locations before and after normal business hours – from 6 a.m. to 10 p.m. Central time with slightly shorter hours on weekends.

4. REXEL HOLDINGS USA

Headquarters: Dallas

Parent: Rexel SA, Paris

Senior executive: Brian McNally

2015 sales: \$5.32 billion (North Amer-

ica); \$14.7 billion (worldwide). North American sales down 1.9% from 2014.

Employees: 8,300 (North America); 28,000 (worldwide)

Locations: 567 (North America); 2,100 (worldwide)

ERP system: Eclipse

Rexel was a bit quieter on the acquisition front than usual, but it did purchase Brohl & Appell, Sandusky, Ohio, a Rockwell Automation distributor with an estimated \$29 million in sales. Last year, the company sold its Latin American assets in Brazil, Chile and Peru to Sonepar SA. With 1,400 associates and 88 points of sale, those businesses together have annual sales of approximately \$280.1 million.

In a press release reporting Q1 2016 results, Rudy Provoost, Rexel's chairman of the board of directors and CEO, said he expects the oil & gas business in North America, which accounts for 34% of the company's total sales, to start improving. "Sales continued to reflect the decline in the oil & gas market and pressure on related industrial segments. Sales in this region should improve over the next quarters, as the oil & gas impact, which began in the second quarter of last year, will gradually lessen."

The press release also said that in the first quarter Rexel's North American sales were "down 5.6% on a reported basis including a negative currency effect of \$2.3 million (mainly due to the depreciation of the Canadian dollar, which more than offset the appreciation of the American dollar against the euro). On a constant and same-day basis, sales were down 4.4%, improving sequentially vs. Q4 2015 (-6.5%), despite continued negative effects from lower sales to the oil & gas industry (-36% year-on-year) and lower cable sales (USD copper prices dropped by 20% year-on-year)."

"In the U.S. (78% of the region's sales), sales were down 3.6%, of which 4.1 percentage points were attributable to the 42% drop in sales to the oil & gas industry, 2.2 percentage points attributable to lower cable sales, and 1.6 percentage

points attributable to branch network optimization, part of a program of cost efficiency measures implemented in the United States and presented on July 29, 2015. Excluding these three unfavorable effects, sales were up 4.3% in the quarter, reflecting good activity in the construction market."

5. CONSOLIDATED ELECTRICAL DISTRIBUTORS

Headquarters: Irving, Texas

Senior executive: Kurt Lasher, president and CEO

2015 sales: NA

Employees: 6,200

Locations: 500

CED comes across as the quiet giant in the electrical distribution space, a huge chain of more than 500 locations that chooses not to trumpet its accomplishments. Yet its impact in some markets can't be denied, such as when we looked into the growth of the solar power market and found its new renewables division, CED Greentech, mentioned by everyone we talked to as one of the few traditional electrical distributors making a serious impact in that highly competitive realm.

On the acquisition front, CED over the past year added SEFCO Electric Supply, Jackson, Miss., and Electric Motor Sales & Supply, Chattanooga, Tenn.

Editor's Note - #6 HD Supply Power Solutions was acquired by Anixter International and is mentioned in following capsule.

7. ANIXTER INTERNATIONAL

Headquarters: Skokie, Ill.

Senior executive: Sam Zell

2015 North American electrical sales: \$1.86 billion. \$6.19 billion (worldwide, all divisions). 12.5% increase in total sales includes revenues from HD Supply Power Solutions acquisition.

Employees: 8,700

Locations: 296

It's been a fascinating year to watch Anixter International's evolution. The company has long been a bit of an outlier among the Top 200 because of its specialization in wire & cable and electronics and networking equipment, where it has built a global position. In 2015, after a failed attempt to find a buyer for the business, it has moved in a new direction, one familiar to the full-line distributors who make up the bulk of our list.

After selling off its OEM fasteners business early last year, it stunned much of the industry by emerging as the buyer for HD Supply's Power Solutions business, a nearly \$2 billion business that suddenly makes Anixter a major player in more traditional electrical products distribution. HD Supply is the largest distributor of utility supplies in the country and a major supplier of products for electrical, MRO and building trades. At a cash price of \$825 million, HD Supply is the biggest acquisition Anixter has ever done, and adds approximately 130 branches in 30 U.S. states and four Canadian provinces to Anixter's footprint.

In a letter to shareholders in Anixter's 2015 annual report, the company's executive leadership said the external environment of low copper prices and a strong dollar had an unfavorable impact on Anixter's Electrical & Electronic Solutions business of nearly \$300 million. "Initially largely contained to the oil, gas and mining-related end markets, the severely weakened demand rippled across the broader industrial and manufacturing economy as the year progressed."

8. BORDER STATES ELECTRIC

Headquarters: Fargo, N.D.

Senior executive: Tammy Miller, CEO

2015 sales: N/A

Employees: 1,838

Locations: 80

ERP system: SAP

Buying/marketing group: Affiliated

Distributors

Border States grew aggressively over the years both through acquisitions and opening new branches, but the past year has been fairly quiet on that front, opening a new branch in Watford City, N.D. The company over the past year has seen the once-booming oil fields of North Dakota fall quiet as well, and cited low oil and copper prices as a key factor behind the company's results in 2015.

9. W.W. GRAINGER INC.

Headquarters: Lake Forest, Ill.

Senior Executive: James Ryan

2015 sales: \$1.5 billion (Electrical are estimated at 15% of total company sales of \$9.97 billion). Slight increase in total company sales from 2014.

Employees: 25,758 (worldwide)

Locations: 484 in North America

With its long-time goal of being the leading supplier of industrial MRO products, W.W. Grainger is getting knocked around a little bit by the decline in its core market. Grainger's sales were basically flat from 2014-2015, and the company is closing over 100 branches and making some painful cuts to control costs. According to the Grainger 2016 Factbook, "The company began taking action in 2015 to improve the cost structure by closing 81 branches and eliminating management layers. Another 55 branches are scheduled to close in 2016."

The news isn't all bad. Despite tough competition from AmazonSupply, Grainger is still recognized as the leading industrial distributor in online sales, which now account for 41% — \$4.1 billion — of all its sales. Grainger markets 1.4 million SKUs on www.grainger.com and according to *Internet Retailer*, it's the 11th largest e-retailer in North America.

And while the company's stock price is currently about 16% below the all-time high of \$268 per share it hit in 2013, it's still up over 200% from the level it was at in early 2009, when it began a long and impressive hike to record levels.

10. CRESCENT ELECTRIC SUPPLY

Headquarters: East Dubuque, Ill.

Senior executive: Marty Burbridge, president, CEO

2015 sales: \$1.06 billion. Little change in sales volume from 2014 to 2015.

Employees: 1,772

Locations: 140

ERP system: Eclipse

Buying/marketing group: IMARK

Crescent Electric Supply had a quiet year, news-wise, with a steady flow of new personnel making up the bulk of their

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announced changes. Earlier this year, the company's Elk Grove Village, Ill., branch helped supply electrical products for the renovation of Chicago's Wrigley Field, and *Electrical Wholesaling's* May, 2015 issue featured the story of how Crescent and Service Wire worked together to supply a custom wire order for the project. Crescent Electric Supply was also the subject of a July, 2013 cover story in *Electrical Wholesaling*. Another big news story over the past few years at the company was the big investment it made into e-commerce two years ago when it launched an online store at www.cesco.com that offered access to more than 200,000 products.

II. CITY ELECTRIC SUPPLY

Headquarters: Dallas

Parent: City Electrical Factors (CED), Kenilworth, Great Britain

Senior executive: Thomas Mackie

Sales: \$1.05 billion (North America)

Employees: 2,736 in North America

Locations: 476 (North America); Nearly 900 branches total in seven countries.

City Electric Supply broke the billion-dollar sales level in North America for the first time in 2015 and further solidified its position as one of the 10 largest full-line distributors in North America. In addition to a 10% annual sales increase, the company opened 18 locations across North America and added an additional 200 people. The openings included branches in Daytona, Destin and Key West, Fla., and Auburn, Ala.

According to an April 25 post by company CEO Thomas Mackie in his always informative and entertaining "Mackie Monday" blog on Facebook, "On the back of a massive 23% sales increase in March, City Electric Supply achieved its sixth consecutive year of double-digit growth in the U.S., finishing the year up 10.36% with sales of \$911 million. This is a record sales result for the company and our first time to break \$900 million in annual revenue. Our Canadian operation also achieved

a record sales year breaking \$140 million CAD and growing revenues by more than 16%. The North American operations combined succeeded a major milestone by achieving more than \$1 billion in sales for the first time.

"These sales results are only made more impressive when we consider three significant headwinds that have faced our industry: significant price deflation in copper wire, continued downward pressure on LED prices, and a challenging economic environment in Canada."

In other news at CES, the company added more than \$12 million to inventory levels in the United States; launched a new website and mobile app; moved into a new corporate headquarters in Dallas; and launched a new Renewable Energies Group in North Carolina.

12. MAYER ELECTRIC SUPPLY

Headquarters: Birmingham, Ala.

Senior executive: Nancy Collat Goedecke

Sales: \$811 million, a 9.4% increase in sales from 2014.

Employees: 1,150

Locations: 54

Buying/marketing group: IMARK

ERP system: Oracle/JJD Edwards

The big news at Mayer Electric Supply over the past year was the opening of a branch in New Orleans, La., and the volunteer work Glenn Goedecke, executive V.P. of business development, did for the National Association of Electrical Distributors (NAED), where he served as chairman. He is the third executive from Mayer to serve as the NAED chair, with Charles Collat Sr. serving in 1986-87 and Jim Summerlin serving in 1998-99. Volunteer work and community service are part of the corporate culture at Mayer, and Glenn's wife Nancy, the company's chairman and CEO, recently received an Outstanding Woman in the Community Award from the University of Alabama at Birmingham, one of the top industrial distribution programs

in the country. The Collat family and in particular Nancy's parents, Charles and Patsy, have always been big supporters of UAB's distribution program. Wes Smith, Mayer's president, was also recently recognized by the University of Alabama at Birmingham National Alumni Society as their first ever Volunteer of the Year and for serving as president of the UAB alumni society.

13. EIS INC.

Headquarters: Atlanta

Parent: Genuine Parts Co.

Senior executive: Bob Thomas, CEO

2015 sales: \$752 million, a 1.5% increase from 2014

Locations: 33

Employees: 1,090

ERP system: SAP

EIS is a newcomer to the Top 200 list, but its significant sales in wire and cable, test and metering equipment, electrical hand tools and other industrial MRO products merit inclusion. Its line card boast familiar electrical names like AEMC, Baldor, Ideal Industries, Fluke, Klein Tools, Southwire and Thomas & Betts.

Acquired by the publicly traded General Parts Co. (GPC) in 2011, and now a subsidiary of that company, which owns brands such as NAPA automotive parts and Motion Industries, EIS has somewhat quietly acquired a stable of familiar distributors in specialty wire and cable niches, including Seacoast, Cobra and ElectroWire. In 2014, the company brought these companies into the Genuine Cable Group (GCG). In 2015, EIS added Connect-Air, a distributor of specialty wire and cable for HVAC, security and fire alarm systems.

The company attributes its growth in 2015 to its focus on growth markets and acquisitions, finding commercial, alternative energy, automotive and power generation markets strong while oil & gas, mining and general industrial markets remain soft. In 2015 the company installed a new customer-relationship management system.

THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company Name | Town/City | State/ Province | 2015 Revenue | Number of Employees | Number of Locations | Senior Executive |
|------|---|-------------------|--------------------|-----------------|------------------------|------------------------|-----------------------|
| 1 | Sonepar North America | Charleston | SC | 9,600,000,000* | NA | 1,014* | David Gabriel |
| 2 | WESCO International Inc. | Pittsburgh | PA | 7,100,000,000* | 8,600* | 480* | John Engel |
| 3 | Graybar Electric Co. | St. Louis | MO | NA | 8,300* | 268* | Kathleen Mazzarella |
| 4 | Rexel Holdings USA (Rexel SA) | Dallas | TX | 5,322,000,000 | 8,202 | 567 | Brian McNally |
| 5 | Consolidated Electrical Distributors | Irving | TX | NA | 6,200 | 500 | Kurt Lasher |
| 6 | HD Supply Power Solutions # | Atlanta | GA | NA | NA | 130 | John Tisera |
| 7 | Anixter International | Skokie | IL | 1,857,000,000* | 8,700** | 296* | Sam Zell |
| 8 | Border States Electric | Fargo | ND | NA | 1,838 | 80 | Tammy Miller |
| 9 | W.W. Grainger Inc. | Lake Forest | IL | NA | 24,400** | 484* | James Ryan |
| 10 | Crescent Electric Supply | East Dubuque | IL | 1,063,000,000 | 1,772 | 140 | Marty Burbridge |
| 11 | City Electric Supply | Dallas | TX | 1,051,000,000 | 2,736 | 476 | Thomas Mackie |
| 12 | Mayer Electric Supply | Birmingham | AL | 811,000,000 | 1,150 | 54 | Nancy Collat Goedecke |
| 13 | EIS Inc. (Genuine Parts Co.) | Atlanta | GA | 752,000,000 | 1,090 | 33 | Bob Thomas |
| 14 | Elliott Electric Supply Inc. | Nacogdoches | TX | 742,000,000 | 1,600 | 142 | Bill Elliott |
| 15 | McNaughton McKay Electric Co. | Madison Heights | MI | 678,000,000 | 746 | 23 | Donald Slominski, Jr. |
| 16 | Reynolds Co., The | Fort Worth | TX | 556,000,000 | 405 | 18 | Walt Reynolds |
| 17 | State Electric Supply Co. | Huntington | WV | NA | NA | 43 | Clarence Martin |
| 18 | North Coast Electric Co. | Seattle | WA | 474,552,000 | 635 | 34 | Peter Lemman |
| 19 | Turtle & Hughes Inc. | Linden | NJ | NA | NA | 19 | Jayne Millard |
| 20 | Dakota Supply Group | Fargo | ND | NA | NA | 33 | Todd Kumm |
| 21 | Dealers Electric Supply | Waco | TX | NA | NA | 64 | Scott Bracey |
| 22 | Kendall Electric Inc. | Portage | MI | NA | NA | 39 | Martin Ranly |
| 23 | Summit Electric Supply Co. Inc. | Albuquerque | NM | 425,947,985 | 760 | 26 | Victor Jury, Jr. |
| 24 | Wholesale Electric Supply Co. of Houston Inc. | Houston | TX | NA | NA | 12 | Bob Bruno |
| 25 | Kaman Automation Control & Energy (Kaman Corp.) | Bloomfield | CT | NA | 500** | 27 | Neal Keating |
| 26 | Kirby Risk Electrical Supply (Kirby Risk Corp.) | Lafayette | IN | NA | 528 | 39 | James Risk III |
| 27 | Houston Wire & Cable Co. | Houston | TX | 308,130,000 | 244 | 13 | James Pokluda III |
| 28 | Main Electric Supply Co | Santa Ana | CA | NA | 350 | 11 | Scott Germann |
| 29 | IEWC (Industrial Electric Wire & Cable) | New Berlin | WI | NA | NA | 12 | Kyle Spader |
| 30 | Van Meter Inc. | Cedar Rapids | IA | 280,000,000 | 470 | 14 | Lura McBride |
| 31 | Colonial Electric Supply Co | King of Prussia | PA | NA | 550 | 24 | Steve Bellwoar |
| 32 | Werner Electric Supply Co. | Appleton | WI | 263,743,099 | 422 | 12 | Lynn MacDonald |
| 33 | Winsupply Inc. | Dayton | OH | NA | 495 | 108 | Jack Johnston |
| 34 | 3E Electrical Engineering & Equipment Co. | Windsor Heights | IA | NA | NA | 15 | Jeff Stroud |
| 35 | Omni Cable Corp. | West Chester | PA | NA | 221 | 13 | Jeff Siegfried |
| 36 | Echo Electric Supply (Echo Group Inc.) | Council Bluffs | IA | NA | 396 | 17 | Mitch Lane |
| 37 | Wholesale Electric Supply | Texarkana | TX | NA | 380 | 44 | Buddy McCulloch |
| 38 | Steiner Electric Co. | Elk Grove Village | IL | NA | NA | 8 | Rick Kerman |
| 39 | Werner Electric | Cottage Grove | MN | 224,000,000 | 329 | 7 | Ben Granley |
| 40 | Rumsey Electric Co. | Conshohocken | PA | 223,000,000 | 306 | 9 | Gerald Lihota |
| 41 | Shealy Electrical Wholesalers Inc. | West Columbia | SC | NA | 350 | 17 | Jim Blevins |
| 42 | Franklin Empire Inc. | Montreal | QU | NA | 480 | 21 | Bob Shapiro |
| 43 | United Electric Supply | New Castle | DE | 204,000,000 | 340 | 21 | George Vorwick |
| 44 | Gresco Utility Supply Inc. | Forsyth | GA | 192,000,000 | 126 | 7 | Steve Gramling |
| 45 | Shepherd Electric Supply | Baltimore | MD | 189,341,684 | 233 | 4 | Stuart Vogel |
| 46 | Dominion Electric Supply | Arlington | VA | NA | 270 | 9 | Richard Sharlin |
| 47 | Fastenal Co. | Winona | MN | NA | 20,746** | 2,320** | David Florness |
| 48 | Gaffney-Kroese Electrical Supply Corp. | Somerset | NJ | NA | NA | 9 | Chris Kroese |
| 49 | Kriz-Davis Co. | Grand Island | NE | 172,750,000 | 255 | 18 | Timothy Berry |
| 50 | TEC Manufacturing and Distribution Services | Georgetown | TX | 171,000,000 | 80 | 25 | Johnny Andrews |

NA- Not available *Data for North America **Worldwide data # Acquired in 2015 ## Acquired in 2016

THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company Name | Town/City | State/ Province | 2015 Revenue | Number of Employees | Number of Locations | Senior Executive |
|------|--|------------------|--------------------|-----------------|------------------------|------------------------|-------------------|
| 51 | Springfield Electric Supply | Springfield | IL | 165,000,000 | 300 | 17 | Chris Scarbrough |
| 52 | Facility Solutions Group | Austin | TX | 162,541,147 | 215 | 20 | William Graham |
| 53 | Villa Lighting Supply Inc. | St. Louis | MO | 159,001,000 | 105 | 1 | Jack Villa |
| 54 | Regency Lighting | Chatsworth | CA | 158,000,000 | 366 | 9 | Ron Regenstreif |
| 55 | Rural Electric Supply Cooperative (RESCO) | Middleton | WI | 157,231,400 | 62 | 6 | Matt Brandrup |
| 56 | EDGES Electrical Group, LLC | San Jose | CA | 157,000,000 | 233 | 12 | Scott Lehmann |
| 57 | Billows Electric | Delran | NJ | NA | 260 | 19 | Jeffrey Billow |
| 58 | Gerrie Electric Wholesale Ltd. | Burlington | ON | NA | NA | 24 | Elaine Gerrie |
| 59 | Power Line Supply | Reed City | MI | NA | 85 | 6 | Jeff Stauffer |
| 60 | Benfield Electric Supply Co. | White Plains | NY | 149,750,000 | 141 | 3 | Daniel McLaughlin |
| 61 | Hite Co., The | Altoona | PA | 146,000,000 | 285 | 22 | T. Scott Lawhead |
| 62 | French Gerleman | St. Louis | MO | 145,630,000 | 258 | 5 | William French |
| 63 | Schaedler Yesco Distribution Inc. | Harrisburg | PA | 145,316,067 | 310 | 21 | Jim Schaedler |
| 64 | Professional Electric Products Company (PEPCO) | Eastlake | OH | 145,000,000 | 135 | 5 | Joseph Borkey |
| 65 | Standard Electric Co. | Saginaw | MI | 145,000,000 | 300 | 24 | Vern Weber |
| 66 | Alameda Electrical Distributors Inc. | Hayward | CA | NA | 211 | 12 | Bob LaRue |
| 67 | Butler Supply | Fenton | MO | NA | 220 | 26 | Deborah Kuempel |
| 68 | Granite City Electric | Quincy | MA | 135,000,000 | 320 | 28 | Steve Helle |
| 69 | Cape Electrical Supply Ilc | Cape Girardeau | MO | 125,881,000 | 195 | 17 | Kyle Thoma |
| 70 | Becker Electric | Dayton | OH | NA | 180 | 9 | Tom Becker |
| 71 | Loeb Electric | Columbus | OH | NA | 150 | 5 | Charles Loeb |
| 72 | Electrical Equipment Co. | Raleigh | NC | 121,336,000 | 247 | 14 | T. Jackson Lawson |
| 73 | Revere Electric Supply | Mokena | IL | NA | NA | 9 | Thomas Fray |
| 74 | Stanion Wholesale Electrical Co | Pratt | KS | 110,870,000 | 210 | 17 | Bill Keller |
| 75 | CBT Co. | Cincinnati | OH | NA | 85 | 2 | James Stahl Jr. |
| 76 | Windy City Wire | Bolingbrook | IL | 110,000,000 | 170 | 16 | Rich Galgano |
| 77 | Electric Supply Inc. | Tampa | FL | 109,000,000 | 141 | 1 | George Adams |
| 78 | Wabash Electric Supply Inc. | Wabash | IN | NA | NA | 6 | John Forrester |
| 79 | Western United Electric Supply Corp. | Brighton | CO | 98,080,000 | 33 | 2 | Mike Prom |
| 80 | Richards Electric Supply Co. Inc. | Cincinnati | OH | 94,700,000 | 136 | 4 | Michael Misrach |
| 81 | Madison Electric | Warren | MI | 93,300,000 | 155 | 8 | Brett Schneider |
| 82 | Allied Wire | Landsdale | PA | NA | 250 | 8 | Tim Flynn |
| 83 | Broken Arrow Electric Supply | Broken Arrow | OK | 92,000,000 | 150 | 7 | Bruce Garner |
| 84 | Leff Electric Co. Inc. (AMP Electric Distribution Services Inc.) | Brooklyn Heights | OH | 92,000,000 | 122 | 8 | Dan Nitowsky |
| 85 | Hunzicker Brothers, Inc. | Oklahoma City | OK | NA | NA | 12 | Myers Lockard III |
| 86 | Tri-State Utility Products Inc. | Marietta | GA | 89,900,000 | 31 | 3 | Rusty Batch |
| 87 | Standard Electric Supply Co. | Milwaukee | WI | 88,000,000 | 173 | 15 | Larry Stern |
| 88 | NEDCO Supply | Las Vegas | NV | 85,300,000 | 99 | 1 | Marc Winard |
| 89 | United Utility Supply Cooperative Inc. | Louisville | KY | 85,000,000 | 24 | 5 | Chris Perry |
| 90 | Womack Electric & Supply Co. Inc. | Danville | VA | NA | NA | 18 | Burke Herring |
| 91 | Sunrise Electric Supply | Addison | IL | 83,100,000 | 84 | 1 | Don Chriske |
| 92 | Nu-Lite Electrical Wholesalers Inc. | Harahan | LA | NA | NA | 6 | Rick Corales |
| 93 | Brownstown Electric Supply Co. Inc. | Brownstown | IN | NA | 100 | 5 | Gregg Deck |
| 94 | JH Larson Electrical Co. | Plymouth | MN | NA | 160 | 9 | Greg Pahl |
| 95 | Schwing Electrical Supply Corp. | Farmingdale | NY | NA | NA | 7 | Peter Schwing |
| 96 | American Electric Supply Inc. | Corona | CA | 77,360,134 | 83 | 1 | Mike Pratt |
| 97 | Frost Supply | Maryland Heights | MO | NA | NA | 6 | John Frost |
| 98 | Sequel Electrical Supply Ilc | Meridian | MS | NA | NA | 14 | Bob Merson |
| 99 | Connexion | Buffalo Grove | IL | NA | 87 | 4 | David Rosenstein |
| 100 | Feldman Brothers Electrical Supply Co. | Paterson | NJ | NA | NA | 1 | Chuck Feldman |

NA- Not available *Data for North America **Worldwide data # Acquired in 2015 ## Acquired in 2016

THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company Name | Town/City | State/ Province | 2015 Revenue | Number of Employees | Number of Locations | Senior Executive |
|------|---|------------------|--------------------|-----------------|------------------------|------------------------|----------------------|
| 101 | Mid-Coast Electric Supply Inc. | San Antonio | TX | 73,502,000 | 110 | 6 | Tom Barker |
| 102 | Inline Electric Supply Co. | Huntsville | AL | 73,121,000 | 150 | 11 | Bruce Summerville |
| 103 | Rockingham Electrical Supply Inc. | Portsmouth | NH | NA | NA | 10 | Jim Pender |
| 104 | Electric Supply & Equipment Co. | Greensboro | NC | 71,000,000 | 82 | 3 | Brad McCormick |
| 105 | Mars Electric Co. | Willoughby | OH | 70,000,000 | 132 | 11 | Mark Doris |
| 106 | Paramount-EO Inc. | Minooka | IL | NA | NA | 3 | Ken Gallagher |
| 107 | Voss Lighting | Lincoln | NE | 69,000,000 | 230 | 16 | Mike Voss |
| 108 | F.D. Lawrence Co., The | Cincinnati | OH | NA | 95 | 3 | Dennis O'Leary |
| 109 | Crum Electric Supply Co., Inc. | Casper | WY | 66,474,000 | 112 | 10 | David Crum |
| 110 | Fromm Electric Supply | Reading | PA | 65,989,316 | 128 | 9 | Michael Fromm |
| 111 | Independent Electric Supply | Somerville | MA | NA | 84 | 5 | Dan Gray |
| 112 | General Pacific Inc. | Fairview | OR | 64,641,000 | 39 | 4 | Rick Hall |
| 113 | Parrish-Hare Electrical Supply | Dallas | TX | NA | NA | 4 | Pat Hare |
| 114 | Dickman Supply Inc. | Sidney | OH | NA | NA | 4 | Tim Geise |
| 115 | Warshauer Electric Supply Co | Tinton Falls | NJ | 60,288,353 | 140 | 5 | James Warshauer |
| 116 | Harry Cooper Supply Co. | Springfield | MO | NA | 160 | 3 | Steve Reagan |
| 117 | Wolff Brothers Supply Inc. | Medina | OH | NA | NA | 12 | Howard Wolff |
| 118 | Buckles Smith | San Jose | CA | NA | 84 | 7 | Art Cook |
| 119 | Denney Electric Supply | Ambler | PA | NA | 107 | 8 | Steve Thornton |
| 120 | Loyd's Electric Supply | Branson | MO | NA | NA | 3 | Phil Loyd |
| 121 | City Electric Co. Inc. | Syracuse | NY | NA | 110 | 11 | Sandra Rosecrans |
| 122 | E. Sam Jones Distributor Inc. | Atlanta | GA | NA | 105 | 7 | Patrick Jones |
| 123 | Tri State Supply Co. Inc. | Washington | PA | 53,000,000 | 70 | 5 | James VanZandt |
| 124 | City Lighting Products | St. Louis | MO | NA | NA | 6 | Lester Hohl |
| 125 | Electrical Supplies Inc. | Hialeah | FL | NA | NA | 3 | Fred Segal |
| 126 | Blazer Electric Supply Co. | Colorado Springs | CO | 50,750,000 | 90 | 2 | Steve Blazer |
| 127 | Advance Electrical Supply Co | Chicago | IL | NA | 65 | 2 | Aaron Hughes |
| 128 | K/E Electrical Supply | Mount Clemens | MI | NA | 65 | 4 | Rock Kuchenmeister |
| 129 | Raymond deSteiger | Sterling Heights | MI | NA | 73 | 4 | Peter deSteiger |
| 130 | B&K Electric Wholesale | City of Industry | CA | NA | NA | 4 | Todd Brown |
| 131 | Medler Electric Co. | Alma | MI | NA | 113 | 15 | Bill Michael |
| 132 | Peninsular Electric Distributors | West Palm Beach | FL | NA | 80 | 1 | John Larmoyeux |
| 133 | Wildcat Electric Supply | Houston | TX | 43,150,000 | 75 | 2 | Keith Hessemer |
| 134 | Franklin Electric Co. | Moorestown | NJ | 43,000,000 | 99 | 6 | William Walker III |
| 135 | REVCO Lighting and Electrical Supply Inc. | Southampton | NY | NA | NA | 5 | Theodora Velys |
| 136 | G&G Electric Supply | New York | NY | 41,200,000 | 54 | 3 | Laurence Heimrath |
| 137 | International Electrical Sales Corp. | Miami | FL | 40,000,000 | 28 | 1 | Robert Bernstein |
| 138 | Sun Valley Electric Supply / Energy Electrical Distribution | Las Vegas | NV | NA | NA | 5 | Steven LaTorra |
| 139 | St. Louis Metro Electric Supply Inc. | St. Louis | MO | NA | 165 | 8 | William Frisella |
| 140 | West-Lite Supply Co. | Cerritos | CA | NA | NA | 5 | Garry Haverland |
| 141 | Cardello Electric Supply Co. | Pittsburgh | PA | NA | NA | 9 | Matt Cardello |
| 142 | Electric Supply Center | Burlington | MA | NA | NA | 5 | Larry Lafreniere |
| 143 | Hannan Supply Co. | Paducah | KY | NA | NA | 4 | Bruce Brockenborough |
| 144 | Hein Electric Supply Co. | Brookfield | WI | NA | NA | 9 | Chris Stoming |
| 145 | Active Electrical Supply | Chicago | IL | NA | NA | 2 | Linda Fox |
| 146 | Tacoma Electric Supply | Tacoma | WA | NA | 52 | 2 | Charles Silva |
| 147 | Winkle Electric Co. Inc. | Youngstown | OH | 35,000,000 | 70 | 3 | Rick Teaberry |
| 148 | Dulles Electric Supply Corp. | Sterling | VA | NA | NA | 1 | John Hughes III |
| 149 | First SOURCE Electrical, LLC | Houston | TX | 34,256,500 | 51 | 1 | Phil deLoache |
| 150 | Swift Electrical Supply | Teterboro | NJ | 34,000,000 | 65 | 4 | August Sodora |

NA- Not available *Data for North America **Worldwide data # Acquired in 2015 ## Acquired in 2016

THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company Name | Town/City | State/ Province | 2015 Revenue | Number of Employees | Number of Locations | Senior Executive |
|------|--|------------------|--------------------|-----------------|------------------------|------------------------|----------------------------------|
| 151 | Alpha Electric Supply | Kahului | HI | NA | NA | 4 | Henry Pacheco |
| 152 | Caniff Electric Supply Co. Inc. | Hamtramck | MI | 33,205,584 | 50 | 2 | Douglas Bemis |
| 153 | Baynes Electric Supply | Brockton | MA | 32,000,000 | 51 | 7 | Chris Baynes |
| 154 | Gallant & Wein | Long Island City | NY | 32,000,000 | 40 | 3 | Stuart Gruman |
| 155 | Nelson Electric Supply Co. Inc. | Racine | WI | NA | NA | 3 | Thomas Leuenberger |
| 156 | Maltby Electric Supply Co. Inc. | San Francisco | CA | 31,328,440 | 60 | 4 | John Maltby |
| 157 | Bell Electrical Supply | Santa Clara | CA | 29,800,000 | 45 | 1 | Burt Schraga |
| 158 | Mid-West Lighting | Los Angeles | CA | 29,000,000 | 35 | 1 | David Frandzel |
| 159 | Amperage Electrical Supply Inc. | Roselle | IL | 28,500,000 | 50 | 1 | Vito Pelagio |
| 160 | Kansas City Electrical Supply Co. | Lenexa | KS | 28,001,678 | 45 | 2 | Kaylin Crain |
| 161 | Candela Corp. | Irvine | CA | 28,000,000 | 70 | 3 | Mike Tinney |
| 162 | Wille Electric Supply Co. | Modesto | CA | NA | NA | 3 | Lawrence Robinson |
| 163 | Idlewood Electric | Highland Park | IL | NA | 100 | 3 | Barbara Lansing |
| 164 | Metro Wire & Cable, Corp. | Sterling Heights | MI | NA | 40 | 3 | Donald Ezop |
| 165 | Brohl & Appell Inc. ## | Sandusky | OH | NA | NA | 7 | Mary Ebert |
| 166 | KJ Electric | Syracuse | NY | NA | 98 | 5 | Ken Jacobs |
| 167 | Hartford Electric Supply Co. Inc. (HESCO) | Rocky Hill | CT | 25,686,000 | 57 | 1 | Bill DePasquale |
| 168 | Barr-Thorp Electric Co. | Merriam | KS | NA | NA | 4 | Todd Thorp |
| 169 | Upchurch Electrical Supply Co. | Fayetteville | AR | NA | NA | 3 | David McConnell |
| 170 | Kovalsky-Carr Electric Supply | Rochester | NY | 25,000,000 | 38 | 1 | Arnold Kovalsky |
| 171 | Southeastern Electrical Distributors Inc. | Greenville | SC | NA | NA | 3 | David Gardner |
| 172 | Allsale Electric Inc. (Regency Lighting) # | Canoga Park | CA | NA | NA | 3 | Gail Studebaker |
| 173 | Johnson Electric Supply Co. | Cincinnati | OH | NA | NA | 2 | Doug Johnson |
| 174 | Valley Electric Supply Corp. | Vincennes | IN | NA | NA | 2 | Richard Cannon |
| 175 | Gross Electric | Toledo | OH | NA | 55 | 3 | Joe Gross |
| 176 | Allied Wholesale Electrical Supply Inc. | Indianapolis | IN | 22,976,058 | 42 | 3 | Rob McCurdy |
| 177 | United Electrical Supply Co. Inc. | Omaha | NE | NA | NA | 1 | Todd Kuwitzky |
| 178 | Mission Controls & Automation | San Antonio | TX | NA | 48 | 2 | David Gardner |
| 179 | C.N. Robinson Lighting Supply Co. | Baltimore | MD | NA | NA | 2 | Robert Mills |
| 180 | Thorpe Electric Supply Inc. | Rensselaer | NY | NA | NA | 2 | Thomas Gammel/ Joseph Mullen Sr. |
| 181 | Weber Electric Supply Inc. | Erie | PA | NA | NA | 3 | Thomas Weber |
| 182 | West Virginia Electric Supply Co. | Huntington | WV | 20,898,000 | 70 | 8 | Jared Colker |
| 183 | Hill Electric Supply Co. Inc. | Glen Falls | NY | NA | NA | 1 | Scott Schwartz |
| 184 | Mathes Group | Foley | AL | NA | NA | 4 | Kimberley Cheney |
| 185 | Bayou Boeuf Electric Inc. | Amelia | LA | NA | NA | 4 | John Richard |
| 186 | Michigan Chandelier Co. | Southfield | MI | NA | 43 | 4 | Kenneth Sanders |
| 187 | Atlantic Electric Supply Corp. | Washington | DC | NA | NA | 2 | Morton Lessans |
| 188 | Green Mountain Electric Supply Inc. | Newport | NY | NA | NA | 11 | Gregg Laber |
| 189 | L.B. Electric Supply Co. Inc. | Brooklyn | NY | NA | NA | 1 | Carol Lifton |
| 190 | Griffith Electric Supply ## | Trenton | NJ | NA | NA | 5 | William Goodwin |
| 191 | Glenbard Electric Supply Inc. ## | Lombard | IL | 17,362,457 | 32 | 1 | Dominic Vozella |
| 192 | Lewis Electric Supply Co. Inc. | Muscle Shoals | AL | NA | NA | 1 | Burton Lewis |
| 193 | Aura Electrical Supply Inc. | Brooklyn | NY | NA | NA | 2 | Jack Montag |
| 194 | B&S Electric Supply Co. Inc. | Atlanta | GA | NA | NA | 3 | Clarence Robie |
| 195 | Autonomy Technology Inc. | Las Vegas | NV | NA | 25 | 3 | Greg Knowles |
| 196 | VEC Supply | Charlottesville | VA | 15,100,000 | 36 | 6 | Frank Stalzer |
| 197 | Scurlock Electric | Houma | LA | 14,600,000 | 30 | 3 | Quentin Walker |
| 198 | Wholesale Supply Group | Cleveland | TN | 12,000,000 | 250 | 35 | Lloyd Rogers |
| 199 | Forest Hills Electrical Supply Inc. # | Randolph | MA | NA | NA | 3 | Dennis Albert |
| 200 | Hunt Electric Supply | Burlington | NC | NA | NA | 8 | Sam Hunt IV |

NA- Not available *Data for North America **Worldwide data # Acquired in 2015 ## Acquired in 2016

ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company Name | Town/City | State/Prov |
|------|--|------------------|------------|
| 34 | 3E Electrical Engineering & Equipment Co. | Windsor Heights | IA |
| 145 | Active Electrical Supply | Chicago | IL |
| 127 | Advance Electrical Supply Co. | Chicago | IL |
| 66 | Alameda Electrical Distributors Inc. | Hayward | CA |
| 176 | Allied Wholesale Electrical Supply Inc. | Indianapolis | IN |
| 82 | Allied Wire | Landsdale | PA |
| 172 | Allsale Electric Inc. (Regency Lighting) # | Canoga Park | CA |
| 151 | Alpha Electric Supply | Kahului | HI |
| 96 | American Electric Supply Inc. | Corona | CA |
| 159 | Amperage Electrical Supply Inc. | Roselle | IL |
| 7 | Anixter International | Skokie | IL |
| 187 | Atlantic Electric Supply Corp. | Washington | DC |
| 193 | Aura Electrical Supply Inc. | Brooklyn | NY |
| 195 | Autonomy Technology Inc. | Las Vegas | NV |
| 130 | B&K Electric Wholesale | City of Industry | CA |
| 194 | B&S Electric Supply Co. Inc. | Atlanta | GA |
| 168 | Barr-Thorp Electric Co. | Merriam | KS |
| 153 | Baynes Electric Supply | Brockton | MA |
| 185 | Bayou Boeuf Electric Inc. | Amelia | LA |
| 70 | Becker Electric | Dayton | OH |
| 157 | Bell Electrical Supply | Santa Clara | CA |
| 60 | Benfield Electric Supply Co. | White Plains | NY |
| 57 | Billows Electric | Delran | NJ |
| 126 | Blazer Electric Supply Co. | Colorado Springs | CO |
| 8 | Border States Electric | Fargo | ND |
| 165 | Brohl & Appell Inc. ## | Sandusky | OH |
| 83 | Broken Arrow Electric Supply | Broken Arrow | OK |
| 93 | Brownstown Electric Supply Co. Inc. | Brownstown | IN |
| 118 | Buckles Smith | San Jose | CA |
| 67 | Butler Supply | Fenton | MO |
| 179 | C.N. Robinson Lighting Supply Co. | Baltimore | MD |
| 161 | Candela Corp. | Irvine | CA |
| 152 | Caniff Electric Supply Co. Inc. | Hamtramck | MI |
| 69 | Cape Electrical Supply Ilc | Cape Girardeau | MO |
| 141 | Cardello Electric Supply Co. | Pittsburgh | PA |
| 75 | CBT Co. | Cincinnati | OH |
| 121 | City Electric Co. Inc. | Syracuse | NY |
| 11 | City Electric Supply Co. | Dallas | TX |
| 124 | City Lighting Products | St. Louis | MO |
| 31 | Colonial Electric Supply Co. | King of Prussia | PA |
| 99 | Connexion | Buffalo Grove | IL |
| 5 | Consolidated Electrical Distributors | Irving | TX |
| 11 | Crescent Electric Supply | East Dubuque | IL |
| 109 | Crum Electric Supply Co., Inc. | Casper | WY |
| 20 | Dakota Supply Group | Fargo | ND |
| 21 | Dealers Electric Supply | Waco | TX |
| 119 | Denney Electric Supply | Ambler | PA |
| 114 | Dickman Supply Inc. | Sidney | OH |
| 46 | Dominion Electric Supply | Arlington | VA |
| 148 | Dulles Electric Supply Corp. | Sterling | VA |

| Rank | Company Name | Town/City | State/Prov |
|------|---|------------------|------------|
| 122 | E. Sam Jones Distributor Inc. | Atlanta | GA |
| 36 | Echo Electric Supply (Echo Group Inc.) | Council Bluffs | IA |
| 56 | EDGES Electrical Group, LLC | San Jose | CA |
| 13 | EIS Inc. (Genuine Parts Co.) | Atlanta | GA |
| 104 | Electric Supply & Equipment Co. | Greensboro | NC |
| 142 | Electric Supply Center | Burlington | MA |
| 77 | Electric Supply Inc. | Tampa | FL |
| 72 | Electrical Equipment Co. | Raleigh | NC |
| 125 | Electrical Supplies Inc. | Hialeah | FL |
| 14 | Elliott Electric Supply Inc. | Nacogdoches | TX |
| 108 | F.D. Lawrence Co., The | Cincinnati | OH |
| 52 | Facility Solutions Group | Austin | TX |
| 47 | Fastenal Co. | Winona | MN |
| 100 | Feldman Brothers Electrical Supply Co. | Paterson | NJ |
| 149 | First SOURCE Electrical, LLC | Houston | TX |
| 199 | Forest Hills Electrical Supply Inc. # | Randolph | MA |
| 134 | Franklin Electric Co. | Moorestown | NJ |
| 42 | Franklin Empire Inc. | Montreal | QU |
| 62 | French Gerleman | St. Louis | MO |
| 110 | Fromm Electric Supply | Reading | PA |
| 97 | Frost Supply | Maryland Heights | MO |
| 136 | G&G Electric Supply | New York | NY |
| 48 | Gaffney-Kroese Electrical Supply Corp. | Somerset | NJ |
| 154 | Gallant & Wein | Long Island City | NY |
| 112 | General Pacific Inc. | Fairview | OR |
| 58 | Gerrie Electric Wholesale Ltd. | Burlington | ON |
| 191 | Glenbard Electric Supply Inc. ## | Lombard | IL |
| 68 | Granite City Electric | Quincy | MA |
| 3 | Graybar Electric Co. | St. Louis | MO |
| 188 | Green Mountain Electric Supply Inc. | Newport | NY |
| 44 | Gresco Utility Supply Inc. | Forsyth | GA |
| 190 | Griffith Electric Supply ## | Trenton | NJ |
| 175 | Gross Electric | Toledo | OH |
| 143 | Hannan Supply Co. | Paducah | KY |
| 116 | Harry Cooper Supply Co. | Springfield | MO |
| 167 | Hartford Electric Supply Co. Inc. (HESCO) | Rocky Hill | CT |
| 6 | HD Supply Power Solutions # | Atlanta | GA |
| 144 | Hein Electric Supply Co. | Brookfield | WI |
| 183 | Hill Electric Supply Co. Inc. | Glen Falls | NY |
| 61 | Hite Co., The | Altoona | PA |
| 27 | Houston Wire & Cable Co. | Houston | TX |
| 200 | Hunt Electric Supply | Burlington | NC |
| 85 | Hunzicker Brothers, Inc. | Oklahoma City | OK |
| 163 | Idlewood Electric | Highland Park | IL |
| 29 | IEWC (Industrial Electric Wire & Cable) | New Berlin | WI |
| 111 | Independent Electric Supply | Somerville | MA |
| 102 | Inline Electric Supply Co. | Huntsville | AL |
| 137 | International Electrical Sales Corp. | Miami | FL |
| 94 | JH Larson Electrical Co. | Plymouth | MN |
| 173 | Johnson Electric Supply Co. | Cincinnati | OH |

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| Rank | Company Name | Town/City | State/Prov |
|------|--|------------------|------------|
| 128 | K/E Electrical Supply | Mount Clemens | MI |
| 25 | Kaman Automation Control & Energy (Kaman Corp.) | Bloomfield | CT |
| 160 | Kansas City Electrical Supply Co. | Lenexa | KS |
| 22 | Kendall Electric Inc. | Portage | MI |
| 26 | Kirby Risk Electrical Supply (Kirby Risk Corp.) | Lafayette | IN |
| 166 | KJ Electric | Syracuse | NY |
| 170 | Kovalsky-Carr Electric Supply | Rochester | NY |
| 49 | Kriz-Davis Co. | Grand Island | NE |
| 189 | L.B. Electric Supply Co. Inc. | Brooklyn | NY |
| 84 | Leff Electric Co. Inc. (AMP Electric Dist.Services Inc.) | Brooklyn Heights | OH |
| 192 | Lewis Electric Supply Co. Inc. | Muscle Shoals | AL |
| 71 | Loeb Electric | Columbus | OH |
| 120 | Loyd's Electric Supply | Branson | MO |
| 81 | Madison Electric | Warren | MI |
| 28 | Main Electric Supply Co. | Santa Ana | CA |
| 156 | Maltby Electric Supply Co. Inc. | San Francisco | CA |
| 105 | Mars Electric Co. | Willoughby | OH |
| 184 | Mathes Group | Foley | AL |
| 12 | Mayer Electric Supply | Birmingham | AL |
| 15 | McNaughton McKay Electric Co. | Madison Heights | MI |
| 131 | Medler Electric Co. | Alma | MI |
| 164 | Metro Wire & Cable, Corp. | Sterling Heights | MI |
| 186 | Michigan Chandelier Co. | Southfield | MI |
| 101 | Mid-Coast Electric Supply Inc. | San Antonio | TX |
| 158 | Mid-West Lighting | Los Angeles | CA |
| 178 | Mission Controls & Automation | San Antonio | TX |
| 88 | NEDCO Supply | Las Vegas | NV |
| 155 | Nelson Electric Supply Co. Inc. | Racine | WI |
| 18 | North Coast Electric Co. | Seattle | WA |
| 92 | Nu-Lite Electrical Wholesalers Inc. | Harahan | LA |
| 35 | Omni Cable Corp. | West Chester | PA |
| 106 | Paramount-EO Inc. | Minooka | IL |
| 113 | Parrish-Hare Electrical Supply | Dallas | TX |
| 132 | Peninsular Electric Distributors | West Palm Beach | FL |
| 59 | Power Line Supply | Reed City | MI |
| 64 | Professional Electric Products Co. (PEPCO) | Eastlake | OH |
| 129 | Raymond deSteiger | Sterling Heights | MI |
| 54 | Regency Lighting | Chatsworth | CA |
| 135 | REVCO Lighting and Electrical Supply Inc. | Southampton | NY |
| 73 | Revere Electric Supply | Mokena | IL |
| 4 | Rexel Holdings USA | Dallas | TX |
| 16 | Reynolds Co., The | Fort Worth | TX |
| 80 | Richards Electric Supply Co. Inc. | Cincinnati | OH |
| 103 | Rockingham Electrical Supply Inc. | Portsmouth | NH |
| 40 | Rumsey Electric Co. | Conshohocken | PA |
| 55 | Rural Electric Supply Cooperative (RESCO) | Middleton | WI |
| 63 | Schaedler Yesco Distribution Inc. | Harrisburg | PA |
| 95 | Schwing Electrical Supply Corp. | Farmingdale | NY |
| 197 | Scurlock Electric | Houma | LA |
| 98 | Sequel Electrical Supply Ilc. | Meridian | MS |

| Rank | Company Name | Town/City | State/Prov |
|------|--|-------------------|------------|
| 41 | Shealy Electrical Wholesalers Inc. | West Columbia | SC |
| 45 | Shepherd Electric Supply | Baltimore | MD |
| 1 | Sonepar North America | Charleston | SC |
| 171 | Southeastern Electrical Distributors Inc. | Greenville | SC |
| 51 | Springfield Electric Supply | Springfield | IL |
| 139 | St. Louis Metro Electric Supply Inc. | St. Louis | MO |
| 65 | Standard Electric Co. | Saginaw | MI |
| 87 | Standard Electric Supply Co. | Milwaukee | WI |
| 74 | Stanion Wholesale Electrical Co. | Pratt | KS |
| 17 | State Electric Supply Co. | Huntington | WV |
| 38 | Steiner Electric Co. | Elk Grove Village | IL |
| 23 | Summit Electric Supply Co. Inc. | Albuquerque | NM |
| 138 | Sun Valley Electric Supply/Energy Electrical Dist. | Las Vegas | NV |
| 91 | Sunrise Electric Supply | Addison | IL |
| 150 | Swift Electrical Supply | Teterboro | NJ |
| 146 | Tacoma Electric Supply | Tacoma | WA |
| 50 | TEC Manufacturing and Distribution Services | Georgetown | TX |
| 180 | Thorpe Electric Supply Inc. | Rensselaer | NY |
| 123 | Tri State Supply Co. Inc. | Washington | PA |
| 86 | Tri-State Utility Products Inc. | Marietta | GA |
| 19 | Turtle & Hughes Inc. | Linden | NJ |
| 43 | United Electric Supply | New Castle | DE |
| 177 | United Electrical Supply Co. Inc. | Omaha | NE |
| 89 | United Utility Supply Cooperative Inc. | Louisville | KY |
| 169 | Upchurch Electrical Supply Co. | Fayetteville | AR |
| 174 | Valley Electric Supply Corp. | Vincennes | IN |
| 30 | Van Meter Inc. | Cedar Rapids | Iowa |
| 196 | VEC Supply | Charlottesville | VA |
| 53 | Villa Lighting Supply Inc. | St Louis | MO |
| 107 | Voss Lighting | Lincoln | NE |
| 9 | W.W. Grainger Inc. | Lake Forest | IL |
| 78 | Wabash Electric Supply Inc. | Wabash | IN |
| 115 | Warshauer Electric Supply Co. | Tinton Falls | NJ |
| 181 | Weber Electric Supply Inc. | Erie | PA |
| 39 | Werner Electric | Cottage Grove | MN |
| 32 | Werner Electric Supply Co. | Appleton | WI |
| 2 | WESCO International Inc. | Pittsburgh | PA |
| 182 | West Virginia Electric Supply Co. | Huntington | WV |
| 79 | Western United Electric Supply Corp. | Brighton | CO |
| 140 | West-Lite Supply Co. | Cerritos | CA |
| 37 | Wholesale Electric Supply | Texarkana | TX |
| 24 | Wholesale Electric Supply Co. of Houston Inc. | Houston | TX |
| 198 | Wholesale Supply Group | Cleveland | TN |
| 133 | Wildcat Electric Supply | Houston | TX |
| 162 | Wille Electric Supply Co. | Modesto | CA |
| 76 | Windy City Wire | Bolingbrook | IL |
| 147 | Winkle Electric Co. Inc. | Youngstown | OH |
| 33 | Winsupply Inc. | Dayton | OH |
| 117 | Wolff Brothers Supply Inc. | Medina | OH |
| 90 | Womack Electric & Supply Co. Inc. | Danville | VA |