

THE TO

Reports from the field are largely positive, as Top 200 distributors enjoy the upside of the current business cycle and a hot nonresidential construction market.

Top 200 distributors will someday remember the past two years as the good old days. Many of the nation's largest metropolitan areas have plenty of construction projects to keep people happy. The federal tax cuts are being received well, even if the impact on customers' capital spending isn't always immediately obvious. And while the industrial market can't match the growth of the commercial and institutional construction segments, some large auto-related projects are either on the drawing boards or in the early

stages of development. The retrofit of existing industrial facilities with the latest in LED lighting is also providing some nice business, too.

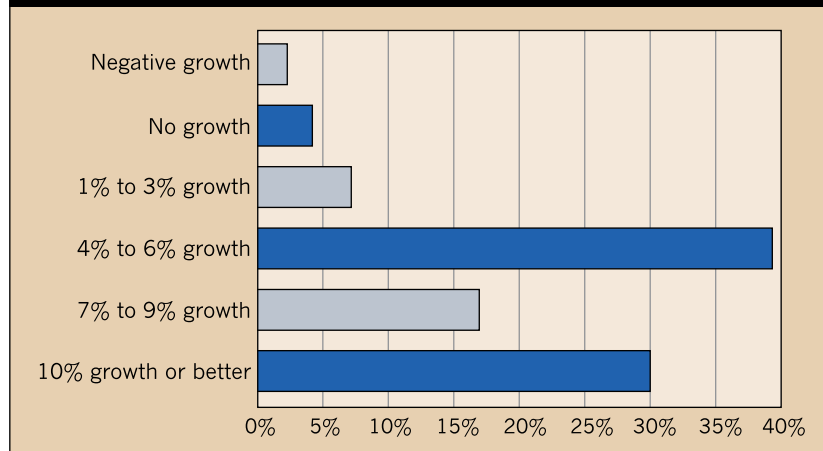
As a group, the 100 Top 200 respondents who provided a 2018 sales forecast are looking for 7.5% growth in 2018, which is at the high end of the electrical wholesaling industry's historical annual growth range of 4% to 8%. A surprising 30% of those distributors expect double-digit growth this year. Many of the companies looking at better than 10% growth are basing their expectations on expansion into new market niches or services.

With a 30% growth forecast for 2018, Jeff Siegfried, CEO, Omni Cable Corp., West Chester, PA, sees plenty of sales opportunities for Omni Cable's new role as an authorized source of Eaton and Square D molded case circuit breakers, which reduces the chance of distributors seeking products from unauthorized sources. "The breaker initiative is huge opportunity and does great service to the industry," said Siegfried. "The gray market and counterfeit markets put end users and distributors in high-risk situations."

Art Cook, president, Buckles-Smith, Santa Clara, CA, is also quite bullish for 2018. His forecast for +25% growth is based largely on the company's new focus on servicing commercial contractors on multi-tenant housing and commercial office space projects. "Our move into the commercial contractor space has been extremely well received by the customer base and well supported by the suppliers," said Cook. "We are able to leverage many of the core competencies that established us as a strong industrial supplier to support the contractors well beyond the traditional project management support offered by the industry."

At #62 on this year's list with \$147 million in annual sales, few companies have moved up *EW's* Top 200 listing

TOP 200 DISTRIBUTORS — 2018 SALES FORECAST



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 2017 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 50 listing but asked their sales data be used confidentially. The average sales-per-employee for the 23 respondents that identified themselves as product specialists and provided both 2017 sales and employee data was \$1,617,890. The average sales per employee for the 110 respondents that identified themselves as full-line electrical distributors was approximately \$631,950, down from last year's figure for full-line distributors of \$665,428.

Rank	Company Name	Town/City	State	2017 Sales Per Employee
1	United Utility Supply Cooperative	Louisville	KY	3,416,667
2	Tri-State Utility Products Inc.	Marietta	GA	3,393,939
3	Western United Electric Supply	Brighton	CO	3,052,000
4	Cooperative Electric Energy Supply / CEE-US, Inc.	West Columbia	SC	3,023,256
5	Voss Lighting	Lincoln	NE	2,935,548
6	Rural Electric Supply Cooperative (RESCO)	Middleton	WI	2,629,032
7	TEC Manufacturing and Distribution Services (Texas Electric Cooperatives Inc.)	Georgetown	TX	2,181,818
8	Villa Lighting Supply Inc.	St. Louis	MO	1,759,091
9	Gresco Utility Supply Inc.	Forsyth	GA	1,740,000
10	General Pacific Inc.	Fairview	OR	1,411,905
11	City Lighting Products	St. Louis	MO	960,000
12	Windy City Wire	Bolingbrook	IL	510,799
13	Controller Service & Sales Co. Inc.	Avon	MA	340,000
14	Caniff Electric Supply Co. Inc.	Hamtramck	MI	1,214,286
15	International Electrical Sales Corp. (IESCO)	Miami	FL	1,185,185
16	American Electric Supply Inc.	Corona	CA	1,082,132
17	LoneStar Electric Supply	Houston	TX	1,042,553
18	Sunrise Electric Supply	Addison	IL	1,029,767
19	PEPCO (Professional Electric Products Co.)	Eastlake	OH	1,000,000
20	McNaughton McKay Electric Co.	Madison Heights	MI	959,259
21	Electric Supply Inc. (Tampa)	Tampa	FL	944,516
22	NEDCO Supply	Las Vegas	NV	891,304
23	Advance Electrical & Industrial Supply	Norcross	GA	871,429
24	Shepherd Electric Supply	Baltimore	MD	851,888
25	Advance Electrical Supply Co.	Chicago	IL	841,907

2017-2018 ACQUISITIONS AND MERGERS

Company Acquired	Location	Acquirer	Location	Year
Kriz-Davis Co. #	Grand Island, NE	Border States Electric	Fargo, ND	2017
Springhill Lighting & Electrical	Mobile, AL	Coburn Supply	Beaumont, TX	2017
Electrical Equipment & Engineering #	Windsor Heights, IA	Consolidated Electrical Distributors	Irving, TX	2018
Tri State Supply Co. #	Washington, PA	Consolidated Electrical Distributors	Irving, TX	2017
Mesco Electrical Supply	Milford, OH	Crescent Electric Supply	East Dubuque, IL	2017
Womack Electric Supply #	Danville, VA	Crescent Electric Supply	East Dubuque, IL	2017
Empire Wire & Supply	Rochester Hills, MN	EIS Inc.	Atlanta, GA	2017
The Hite Co. #	Altoona, PA	Mayer Electric Supply	Birmingham, AL	2018
Upchurch Electrical Supply Co. #	Fayetteville, AR	Mayer Electric Supply Co.	Birmingham, AL	2017
Reynolds Co. #	Fort Worth, TX	McNaughton-McKay Electric Co.	Madison Heights, MI	2017
Electrical Mechanical Drives (EMD)	Grafton, WI	Power/mation	St. Paul, MN	2017
Auburn Armature Inc.	Auburn, NY	Power-Flo Technologies	New Hyde Park, NY	2017
City Electric Co. Inc. #	Syracuse, NY	Sonepar North America	Charleston, SC	2018
Solar A/S's GFI GmbH &		Sonepar SA	Paris, France	2018
ELGB NV		Sonepar SA	Paris, France	2018
Sacchi		Sonepar SA	Paris, France	2017
Tri-State Lighting & Supply	Evansville, IN	Springfield Electric Supply	Springfield, IL	2018
H.D Campbell Co.	Kent, WA	Stoneway Electric Supply (Crescent Electric)	Spokane, WA	2017
Atlanta Electrical Distributors #	Duluth, GA	WESCO Distribution Inc.	Pittsburgh, PA	2017
Tacoma Electric Supply #	Tacoma, WA	Winsupply	Dayton, OH	2017
Electrical Sales Inc.	Vista, CA	Winsupply	Dayton, OH	2017
Certified Plumbing & Electrical Supply Co. Inc.	Live Oak, FL	Winsupply	Dayton, OH	2017

Notes: # - Top 200 Distributor

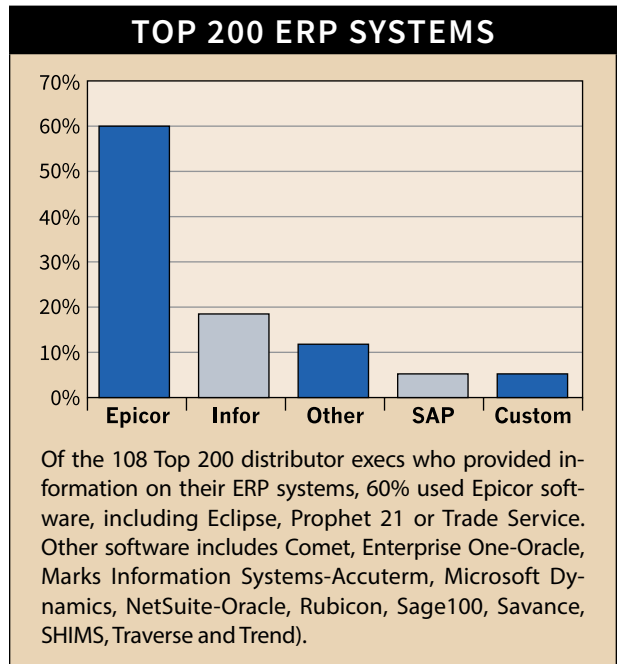
as fast as Lonestar Electric Supply, Houston, Texas, which started up in May 2015. The company opened a new branch in Austin, TX, last month and CEO Jeff Metzler is forecasting a +15% sales increase this year. He and his team have grown fast despite not having a gear line. “It is big news that we still don’t have a gear line,” wrote Metzler in his Top 200 survey response. “And we want one.”

NEDCO, Las Vegas, NV, is looking for +10% growth in 2018, and Marc Winard, the company’s principal, said the company’s growth is due in part to “a market share increase, the ‘Trump Bump,’ and a more diverse economy.”

LED lighting continues to be a growth segment for the Top 200. Steve Byrne, COO of Facility Solutions’ Austin, TX-based lighting group said new lighting control systems are a big topic with his customers. “The current state of affairs seems to be that expectations for what they can do exceeds what they are actually doing once implemented,” he said. “They are complex and end users often find themselves frustrated by the systems.”

Byrne is seeing the most growth in large-scale lighting renovations of existing facilities by property management firms, and said the hospitality and finance and banking segments are currently providing the most opportunities for Facility Solutions’ package of lighting supply and related services.

Doug Root, Atlanta Light Bulbs, Tucker, GA, expects +19% growth this year, due in large part to his company’s investment



in new online sales channels. Said Root, “Online B2B sales are growing significantly — YTD sales are up 45% (online and through our 3rd party channels combined). Our local Atlanta

Energy Solutions business has slowed down a bit.”

While some Top 200 companies mentioned in their surveys that getting their WBE (Women Business Enterprise) certification has helped increase sales, not all Top 200 distributors were on-board with this set-aside on some projects. While New York metro has one of the hottest construction markets in recent memory, some distributors reportedly don't have access to all of the jobs unless they are a Minority Business Enterprise (MBE), a Women Business Enterprise (WBE) or a Disadvantaged Business Enterprise (DBE). Daniel McLaughlin, president and CEO of Benfield Electric Supply, White Plains, NY, said, “Decrease in business was due to one factor — in our market (NYC) we cannot participate in any/all public works projects, because we are not a MBE/WBE or DBE distributor. Not fair! The industry should look into this, our tax dollars that we all pay go to projects we cannot get involved with... Public works (infrastructure) is booming. NYC (rails, bridges, airports, etc.) are all being revamped. We sit on sidelines from afar!”

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 or have at least \$8 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 2017 sales information on more than 140 Top 200 distributors, a nice increase over last year's response rate. Many of these companies asked us to use their sales data confidentially and only for placement on the listing.

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 place them on the listing using a sales-per-employee average. However, if we haven't heard from you for a while and your company is on this year's listing,

there's no guarantee it will be ranked again next year. We also used Dun & Bradstreet's Million Dollar Directory to place companies in the listing using their employee estimates in combination with our sales-per-employee average for the year. We never rank companies based on the D&B sales estimate.

EW's editors have thought about re-

ducing our annual ranking of the largest electrical distributors from 200 to 150 because so many Top 200 companies have been acquired in the past few years (see sidebar on page 16). We will continue listing 200 companies as long as we get a good survey response rate and reliable data from Dun & Bradstreet and other sources.



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Strictly by the numbers. With an estimated \$63.48 billion in North American sales, *EW* estimates the Top 200 controlled approximately 61% of sales through electrical distributors in North America. According to *EW* estimates, these 200 companies run at least 7,773 North American branches. Take out branches run by W.W. Grainger, Lake

Forest, IL, and Fastenal Inc., Winona, WI, and the full-line and specialty distributors in the Top 200 run more than 5,000 locations.

It's interesting to note that Fastenal, which depends on sales of electrical products for 4.7% of its \$4.3 billion in 2017 sales, has almost as many branch locations (2,271 locations in North America

as the five largest full-line electrical distributors combined (2,726 locations) — Sonepar, WESCO, Graybar, Rexel and Consolidated Electrical Distributors. From the 110 full-line distributors that provided both sales and employee data, we estimate that Top 200 full-line distributors averaged \$631,950 in sales per employee.

WHAT'S NEW WITH THE TOP 200 DISTRIBUTORS?

It's been a busy year for Top 200 distributors. They had plenty of construction jobs to chase because of the hot nonresidential construction market in many metros, and many are committing to the investments necessary to build out their online storefronts.

Elliott Electric Supply, Nacogdoches, TX, has opened quite a few new branches over the past few years, but over the past 12-18 months the company has expanded into some major new markets, too, with new locations in the Atlanta and Phoenix metros. The company also opened branches Stillwater (2017) and Edmond, OK (2018); Pine Bluff, AR (2018); and Rome, GA (2018). The company is gunning for a lofty +15% sales increase for 2018.

Matt Brnik, **Schaedler/YESCO**, Harrisburg, PA, has had to deal with a soft contractor market through 2Q 2018 after a stellar 2017 that brought a +12% increase in contractor/commercial business. But he says medical construction looks strong in the future. "Health-care across our footprint will be huge with 6-8 hospitals announced," he said. The company is getting ready to rebuild its website and web order entry capability, and had 1,600 attendees at its recent company expo.

John Kelly, business process manager, **Jo-Kell Inc.**, Chesapeake, VA, said the company is looking at +10% growth in 2018 and is investing in a new corporate headquarters due to the growth Jo-Kell had over the past 5 years. "Our new building will be approximately double in size," he said. Kelly added that marine motor control is looking at decent growth, and that one of the biggest projects in his market will be the construction of a new aircraft carrier, CVN-80, which is scheduled to begin soon.

Also expanding facilities is **Caniff Electric Supply**, Hamtramck, MI. Daniel Bemis, CFO said, "In 2018 we are opening a third branch in Novi, MI. We have renovated our 50,000-plus square feet of office/warehouse space. We added a 12,000-sq-ft warehouse for our wire cutting operation."

Atlanta Light Bulbs, Tucker, GA, is moving to a new ERP system, switching from Epicor to Netsuite. Said Doug Root, company president, "With all the moving parts of having an online multi-channel presence, we needed to move to a more

robust, cloud-based system. We have now tied together our phones, ERP, help desk, website and third-party channels so we use one system for all."

State Electric Supply, Huntington, WV, also completed a "total revamp" of its ERP e-commerce platform.

Paramont EO, Woodridge, IL, added two switchgear specialists and a lighting project manager. Kenneth Gallagher, the company's president, said tenant improvement, large condos, data centers and high-rise projects are particularly active in the Chicago metro.

Frank Stalzer, president and CEO, **VEC Supply**, Charlottesville, VA, is looking at double-digit growth this year, but said the company's sales were off last year because of an ERP conversion. "We completed implementation of Epicor Prophet 21 in June 2017. As expected, we had some implementation issues at the onset and also found that our team was very internally focused as they learned the new system."

PEPCO, Eastlake, OH, is celebrating its 50th anniversary in 2018. Joe Borkey, company president, said the company has made some major investments in its internal operations. "We have upgraded our VMI and warehouse management software, added self-unloading flatbeds to our trucking fleet, provided racked storage containers, delivered project job boxes, lighting carts, wire management equipment and a host of other cost-effective service solutions."

Inline Electric Supply, Huntsville, AL, is celebrating its 30th anniversary with a party at the U.S. Space and Rocket Center in Huntsville. Bruce Summerville, company president, said the company recently opened a new location in Tuscaloosa, AL. "This is a ground-up startup with some key individuals coming to our team from other distributors," he said.

B&S Electric Supply Co. Inc., Atlanta, GA, celebrated its 40th anniversary in 2017. The company was also recognized as the Distributor of the Year 2017 with Affiliated Distributors with less than \$10,000,000 in remits. Other Top 200 distributors celebrating anniversaries included Denney Electric Supply, Ambler, PA (85 years); Idlewood Electric Supply Inc., Highland Park, IL (60 years); NEDCO Supply (35 years); Wholesale Electric Supply, Texarkana, TX (70 years); and Wildcat Electric Supply, Houston, TX (50 years).

TOP 200 DISTRIBUTORS MAKE THEIR PRODUCT LAUNCH PICKS

Several trends were apparent in Top 200 distributors' new product picks. Distributors' customers like some smart LED lighting products, as well as products of all sorts that cut labor costs on the job-site.

Several Top 200 distributors like what they are seeing from Acuity Brands. "We felt we could do well with their diverse offering," said Doug Root, CEO, Atlanta Light Bulbs, Tucker, GA. "The WF - Ultra Thin Wafers are very popular. Maximus, the new Smart Bluetooth enabled smart lights are a hit with contractors." Other lighting products that got mentions were Feit's color selectable LED 5-6 inch downlights and RAB Lighting's Smartcloud products.

Southwire was mentioned more frequently than any other electrical

manufacturer, and it's the company's Simpull line that gets the most positive reviews. Mike Pratt, the CEO and president of American Supply Inc., Corona, CA, said, "Southwire's new Simpull Flange tool is a real time saver, eliminating reel jack stands. It saves time pulling wire and allows to put the reel to be pulled in a smaller physical space." Daniel Bemis, CFO, Caniff Electric Supply Co., Hamtramck, MI, also liked Southwire's Simpull solutions. "Mainly the Simpull reel," he said. "It is a big labor saver for our customers."

John Eggleton, president, and James K. Risk III, CEO, of Kirby Risk Supply, Lafayette, IN, said various products from Milwaukee Tool stood out. "Whenever Milwaukee releases a new product they always have all required launch

products completed prior to launch," they said. "They always provide very detailed timeline for the launch."

The Square D/Schneider load center with the Quik Grip wire management system stood out to Jeremy Welsand, CFO, Border States Electric, Fargo, ND. "It solved very common problems all load center manufacturers face, which is the increased labor for routing wires into the panel and the difficulty of removing knockouts."

Other products that received mentions included the Panduit Verisafe product line; Siemens drives with WiFi technology; the Littelfuse arc flash relay; Hoffmann wireway; and Rockwell Automation for their "continued focus on smart devices and their connectivity to the entire plant floor."

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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 2018 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 of the 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 the 2018 Top 200 listing would take more than 30 pages of the magazine, but we thought you might enjoy some additional information on some of the largest distributors in North America. Check out www.ewweb.com for additional company profiles and related information.

THE FIVE LARGEST FULL-LINE ELECTRICAL DISTRIBUTORS IN NORTH AMERICA

Company Name:	Location	2017 Revenue	Employees	Branches
Sonepar North America	Paris, France	10,100,000,000	44,500**	800
WESCO International Inc.	Pittsburgh, PA	7,297,366,000	11,000	470
Graybar	St. Louis, MO	6,662,385,000	8,500	282
Rexel Holdings USA (Rexel SA)	Dallas, TX	5,552,996,000	8,451	574
Consolidated Electrical Distributors Inc. (CED)	Irving, TX	4,600,000,000#	6,200#	600

In 2017, the five largest full-line distributors in North America had and estimated \$34.48 billion in combined revenue and operated an estimated 2,726 branches in North America. According to *Electrical Wholesaling* sales data, these five companies account for no less 33% of an estimated \$102.89 billion-plus in 2017 electrical sales in the United States and Canada. (Footnotes: All data reported for North America unless otherwise noted. **Worldwide; # Estimate published in *Forbes* magazine's listing of America's Largest Private Companies 2016, in which CED was ranked #86.)

THE WORLD'S TWO LARGEST ELECTRICAL DISTRIBUTORS

Company Name	Town/City	2017 Revenue (\$ Billions)	Employees	Number of locations:
Sonepar SA	Paris, France	25.97	44,500	2,800
Rexel SA	Paris, France	16.00	27,125	2,012

In 2017, the two largest electrical distributors in the world operated more than 4,800 locations, had more than 71,000 employees and did an estimated \$41.97 billion in sales in dozens of countries (Rexel in 26 countries; Sonepar in 44 countries). (EW sales estimates converted to U.S. dollars from Euros using the 12/31/17 exchange rate).

1. SONEPAR NORTH AMERICA

U.S. Headquarters: Charleston, SC

Parent: Sonepar SA, Paris, France

Senior Exec: Halsey Cook-North America; Philippe Delpech global

2017 Sales: \$10.1 billion (North America); \$25.97 billion (Global)

Locations: 800+ (North America); 2,800 (Global)

Employees: 44,500 (Global)

Sonepar North America added City Electric, Syracuse, NY, to its U.S. platform and its parent company Sonepar SA also bought two European solar distributors — GFI GmbH in Austria and Claessen ELGB in Belgium — from Solar A/S of Denmark.

There were some new appointments at the executive level of the North America organization and a new CEO of the group overall. Philippe Delpech was named CEO of Sonepar SA. Todd Saunders, former CFO, took the role of president at Codale Electric Supply, Tammy Livers joined Sonepar North America as VP of business development and Jay Bricker retired from his position as VP of vendor relations.

2. WESCO INTERNATIONAL INC.

Headquarters: Pittsburgh, PA

Senior Executive: John Engel

2017 Sales: \$7.7 billion (Global)

Locations: 500 (Global)

Employees: 9,100 (Global)

WESCO has been keeping investors happy this year by outperforming expectations. John Engel told investors in the company's 2017 annual report that the focus is squarely on growing sales, and WESCO was able to deliver with overall organic year-on-year (YOY) top-line growth in the first quarter of more than 10% driven by strength in its Industrial markets (up 14%), which account for about 37% of the company's sales, and Utilities (up 18%), which is about 16% of sales. Its Construction (33% of sales) and Commercial/Institutional/Government

(CIG) (14% of sales) business units also showed solid growth, both coming in at +9% YOY.

WESCO execs told investors in its annual report that they continue to look for acquisitions, but the company has been quiet on that front over the past 12 months. Its most recent major acquisitions were Atlanta Electrical Distributors, Duluth, GA, in 2016 and Hill Country Electric Supply, Austin, TX, and Needham Electric Supply, Canton, MA, both in 2015.

3. GRAYBAR

Headquarters: St. Louis, MO

Senior Exec: Kathleen Mazzarella

2017 sales: \$6.6 billion

Locations: 289

Employees: 8,500

ERP system: SAP

Graybar posted its sixth-straight year of sales records with growth of 3.9% overall in 2017. By sector the company saw 5% growth in Construction, its biggest segment, which accounts for almost 60% of total company sales. Industrial and utility sales were even stronger with a 9.2% increase while its commercial/institutional/government sales stepped back, down 5%.

Among its highlights over the past 12 months, Graybar has secured a five-year contract to supply electrical, lighting, data communications and security products and related services to the participants of U.S. Communities Government Purchasing Alliance. It has also seen some changes in its executive ranks with Craig Hogan as VP – Marketing and Customer Experience and Bill Hoyt as VP – Strategic Accounts.

4. ANIXTER INC.

Headquarters: Glenview, IL

Senior executive: Robert Eck (until 7/1); William Galvin (after 7/1)

2017 sales: \$6.54 billion (North America) \$7.93 billion (Global)

Locations: 289 (North America); 310

globally in 50 countries

Employees: 8,900 (global)

Anixter continues to grow off its blockbuster acquisition of HD Supply Power Solutions three years ago, which transformed the company's product mix from predominantly network and security cabling and devices to a heavy presence in utility transmission and distribution equipment.

The company's Electrical & Electronic Solutions business, nearly a third of its sales, returned to organic growth in 2017 after two years of being weighed down by sluggish industrial and energy sales.

Anixter is now expanding its flagship distribution center in Alsip, IL, adding 238,000 sq ft of space along with intelligent conveyors and voice picking technologies to decrease processing time and speed up deliveries.

5. REXEL HOLDINGS USA (REXEL SA)

Parent company: Rexel SA, Paris, France

Headquarters: Dallas, TX

Senior Exec: Brian McNally

2017 sales: \$5.53 billion (North America); \$16 billion (Global)

Locations: 574 (North America); 2,012 (Global)

Employees: 8,451 (North America); 27,1125 (Global)

ERP system: Completed 3,000-plus user conversion to Epicor Eclipse from seven different ERP systems in 2013.

Rexel reported growth of 0.4% in North American sales in its 2017 annual report and same-day sales up 2.4% compared with 2016. The company in January announced a restructuring of regions in its North American operations that will gather reporting for Rexel Commercial & Industrial, Platt Electric Supply and Gexpro under nine regional vice presidents. The company said the move will promote collaboration among the brands and speed decision making.

Rexel has been investing in its relationships with energy service companies (ESCOs) with a new offering from its Rexel Energy Solutions (RES) business, which was built on Munro Distributing Co. operations it bought in 2012. RES added sales and lighting control specialists in geographical markets all across the United States, then followed up later in the year adding rebate specialists and a new online database tool.

Among the big news from the parent company was the sale of its Southeast Asia operations to American Industrial Acquisition Corp., a private equity firm. Rexel had built the region over several years with acquisitions in Thailand, Indonesia, Singapore, Vietnam, the Philippines, Macau and Malaysia, gathering a group that reported \$161 million in sales in 2016. The move is part of a strategic plan to focus on its main geographies and improve profitability.

6. CONSOLIDATED ELECTRICAL DISTRIBUTORS INC. (CED)

Headquarters: Irving, TX

Senior executive: Kurt Lasher

2017 sales: \$4.6 billion (Estimate published by *Forbes* magazine from FactSet data)

Locations: 600 (estimate)

Employees: 6,200

CED is never one to draw attention to itself but a couple of major acquisitions over the past year have put its name on the industry's lips once again. Its acquisition of Electrical Engineering & Equipment (3E), based in Windsor Heights, IA, added 365 employees and 16 locations in Iowa, Nebraska and South Dakota to CED's nationwide footprint. CED also bought Tri State Supply, Washington, PA, a full-line electrical Rockwell Automation distributor with five locations in Pennsylvania and Ohio, including its central distribution center (CDC).

CED's 39-location GreenTech renewables operation is an established specialty distributor in solar markets, particularly in California, where the state's new solar mandate for new residences after 2020 is expected to boost demand for photovoltaic systems.

7. BORDER STATES ELECTRIC

Headquarters: Fargo, ND

Senior executive: Tammy Miller

2017 sales: \$2.09 billion

Locations: 114

Employees: 2,504

ERP System: SAP

Buying/marketing group: Affiliated Distributors

The multi-regional giant from Fargo continues to expand

its footprint with a mix of new branch openings and major acquisitions. Border States opened new branches in Yakima, WA, and Meridian, ID (near Boise) earlier this year, but it was the acquisition announced last summer of Kriz-Davis, Grand Island, NE, that made waves. Kriz-Davis, like Border States, is employee owned and serves a similar broad mix of customer segments, adding a significant presence — about 250 people in 19 locations — in a state where Border States wasn't very active previously. Kriz-Davis also has a heavy utility presence, which complements Border States Electric's strength in this area.

At the home office, Border States named David White company president. He came to the company with its 2016 acquisition of Shealy Electrical Wholesalers, West Columbia, SC, and moved to Fargo from South Carolina. Border States also began construction on a new \$18 million corporate headquarters last year. The 120,000-sq-ft headquarters will bring together about 400 corporate employees and is expected to open in early 2019.

Jeremy Welsand, CFO, said Border States expects a 9% sales increase in 2018, due in part to growth in large data centers, municipal water and wastewater projects, oil & gas refineries, utility transmission and substation projects and many industrial facility projects.

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THE TOP 200 ELECTRICAL DISTRIBUTORS

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2	WESCO International Inc.	Pittsburgh	PA	7,297,366,000*	11,000*	470*	John Engel
3	Graybar	St. Louis	MO	NA	8,500*	282*	Kathleen Mazzarella
4	Anixter Inc.	Glenview	IL	6,544,000,000*	8,900**	289*	Bob Eck
5	Rexel Holdings USA (Rexel SA)	Dallas	TX	5,552,996,000*	8,451*	574*	Brian McNally
6	Consolidated Electrical Distributors Inc. (CED)	Irving	TX	NA	6,200	600	Kurt Lasher
7	Border States Electric (Border States Industries)	Fargo	ND	2,090,195,000	2,504	114	Tammy Miller
8	City Electric Supply Co.	Dallas	TX	NA	3,451*	517*	Thomas Hartland Mackie
9	Crescent Electric Supply	East Dubuque	IL	NA	1,900	151	Marty Burbridge
10	Mayer Electric Supply Co.	Birmingham	AL	911,363,100	1,500	79	Nancy Goedecke
11	W.W. Grainger Inc.	Lake Forest	IL	NA	24,733**	375*	Donald Macpherson
12	Elliott Electric Supply Inc.	Nacogdoches	TX	846,000,000	1,750	146	Bill Elliott
13	Motion Industries (Electrical Specialties Group/EIS)	Birmingham	AL	781,000,000	NA	39	Larry Griffin
14	McNaughton McKay Electric Co.	Madison Heights	MI	777,000,000	810	40	Donald Slominski Jr.
15	Reynolds Co. #	Fort Worth	TX	NA	NA	18	Walt Reynolds
16	Kendall Electric Inc.	Portage	MI	NA	800	43	Martin Ranly
17	North Coast Electric Co.	Seattle	WA	509,806,000	686	34	Peter Lemman
18	State Electric Supply Co.	Huntington	WV	NA	758	44	Clarence Martin
19	Turtle & Hughes	Linden	NH	484,000,000	640	18	Jayne Millard
20	Summit Electric Supply	Albuquerque	NM	469,920,077	625	24	Victor Jury Jr.
21	Dealers Electrical Supply Co.	Waco	Texas	NA	696	64	Scott Bracey
22	Wholesale Electric Supply Co. of Houston Inc.	Houston	TX	NA	526*	17*	Greg Hall
23	Kirby Risk Electrical Supply (Kirby Risk Corp.)	Lafayette	IN	NA	560	41	James Risk III
24	Main Electric Supply Co.	Santa Ana	CA	NA	450	13	Scott Germann
25	Van Meter Inc.	Cedar Rapids	IA	NA	520	15	Lura McBride
26	Franklin Empire Inc.	Montreal	Quebec	NA	525	22	Bernie Backman
27	Kaman Automation & Control (Kaman Corp.)	Bloomfield	CT	326,117,000**	5,300**	12	Neil Keating
28	Werner Electric Supply Co.	Appleton	WI	NA	435	13	Scott Teerlinck
29	Echo Electric Supply (Echo Group Inc.)	Council Bluffs	IA	NA	444	18	Mitch Lane
30	Winsupply	Dayton	OH	NA	6,300	110	Roland Gordon
31	Wholesale Electric Supply	Texarkana	TX	NA	426	49	Buddy McCulloch
32	Colonial Electric Supply	King of Prussia	PA	NA	511	24	Steven Bellwoar
33	Werner Electric	Cottage Grove	MN	271,000,000	345	7	Ben Granley
34	Gresco Utility Supply Inc.	Forsyth	GA	261,000,000	150	7	Steve Gramling
35	Omni Cable	West Chester	PA	NA	245	12	Greg Lampert
36	Electrical Engineering & Equipment (3E) ##	Windsor Heights	IA	NA	365	17	Steve Van Brocklin
37	Houston Wire & Cable Co.	Houston	TX	NA	249	22	James Pokluda III
38	Dominion Electric Supply	Arlington	VA	228,000,000	290	10	Stephen Krooth
39	Shepherd Electric Supply	Baltimore	MD	224,898,554	264	5	Stuart Vogel
40	Fastenal	Winona	MN	NA	20,565**	2,271*	Daniel Florness
41	Steiner Electric	Elk Grove Village	IL	NA	430	8	Rick Kerman
42	Rumsey Electric Co.	Conshohocken	PA	213,000,000	280	10	Gerald Lihota
43	Edges Electrical Group	San Jose	CA	NA	278	12	Chester Lehmann
44	United Electric Supply	New Castle	DE	202,000,000	350	20	George Vorwick
45	Standard Electric Co.	Saginaw	MI	NA	NA	22	Bill Gray
46	Lamps Plus	Chatsworth	CA	NA	NA	39	Dennis Swanson
47	Villa Lighting Supply Inc.	St. Louis	MO	194,675,000*	110	1	Jack Villa
48	TEC Manufacturing and Distribution Services	Georgetown	TX	192,000,000	88	28	Johnny Andrews
49	Granite City Electric Supply Co. Inc	Quincy	MA	NA	340	26	Steve Helle
50	Springfield Electric Supply	Springfield	IL	175,000,000	300	17	Chris Scarbrough

* - North America; ** - Global; # - Acquired in 2017; ## Acquired in 2018

THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/ Province	2017 Revenue	Number of Employees	Number of Locations	Senior Executive
51	Kriz-Davis Co. #	Grand Island	NE	NA	NA	19	Timothy Berry
52	Dakota Supply Group	Fargo	ND	170,000,000	250	18	Todd Kumm
53	Schaedler Yesco Distribution Inc.	Harrisburg	PA	169,617,604	300	21	James Schaedler
54	Facility Solutions Group	Austin	TX	NA	227	24	William Graham
55	Electrical Equipment Co.	Raleigh	NC	165,400,000	258	15	Mark Holmes
56	Power Line Supply Co.	Reed City	MI	NA	83	7	Jeffrey Stauffer
57	Rural Electric Supply Cooperative (RESCO)	Middleton	WI	163,000,000	62	6	Matt Brandrup
58	Alameda Electrical Distributors	Hayward	CA	NA	260	12	Craig LaRue
59	Regency Lighting	Chatsworth	CA	157,121,492	339	7	Ron Regenstreif
60	Billows Electric Supply Co.	Delran	NJ	156,400,000	265	19	Jeff Billow
61	Butler Supply Inc.	St. Louis	MO	NA	225	26	Bill Kuempel
62	LoneStar Electric Supply	Houston	TX	147,000,000	141	3	Jeff Metzler
63	Electric Supply Inc. (Tampa)	Tampa	FL	146,400,000	155	3	George Adams Jr.
64	Windy City Wire	Bolingbrook	IL	143,534,459	281	17	Rick Galgano
65	Horizon Solutions LLC	Rochester	NY	NA	221	8	John Kerkhove
66	PEPCO (Professional Electric Products Co.)	Eastlake	OH	140,000,000	140	5	Joseph Borkey
67	Hite Co., The ##	Altoona	PA	NA	NA	22	Scott Lawhead
68	CBT Co.	Cincinnati	OH	NA	210	3	James Stahl, Jr.
69	French Gerleman	St. Louis	MO	133,217,102	217	6	Mike Stanfill
70	Light Bulb Depot (Memphis Lamp)	Memphis	TN	NA	NA	15	David Marrs
71	Cooperative Electric Energy Supply/CEE-US, Inc.	West Columbia	SC	130,000,000	43	1	Donald McCord
72	Electro-Matic Products	Farmington Hills	MI	NA	223	5	Richard Laramée
73	Western United Electric Supply	Brighton	CO	122,080,000	40	3	Mike Prom
74	Stanion Wholesale Electric Co. Inc.	Pratt	KS	NA	205	17	Bill Keller
75	Benfield Electric Supply Co.	White Plains	NY	114,000,000	136	4	Daniel McLaughlin
76	Tri-State Utility Products Inc.	Marietta	GA	112,000,000	33	3	Rusty Batch
77	Revere Electric Supply Co.	Chicago	IL	NA	NA	12	Tom McCool
78	Richards Electric Supply Co. Inc.	Cincinnati	OH	103,000,000	150	5	Michael Misrach
79	NEDCO Supply	Las Vegas	NV	102,500,000	115	1	Marc Winard
80	Broken Arrow Electric Supply	Broken Arrow	OK	100,000,000	165	8	Bruce Garner
81	Loeb Electric Co.	Columbus	OH	NA	NA	5	Charles Loeb
82	American Electric Supply Inc.	Corona	CA	97,391,850	90	1	Mike Pratt
83	Womack Electric Supply #	Danville	VA	NA	NA	18	Burke Herring
84	Inline Electric Supply Co.	Huntsville	AL	NA	185	13	Bruce Summerville
85	Connexion (LAB Development)	Buffalo Grove	IL	NA	103	4	David Rosenstein
86	Sequel Electrical Supply	Meridian	MS	NA	NA	15	Bob Mersen
87	Buckles-Smith	Santa Clara	CA	NA	150	8	Art Cook
88	Standard Electric Supply Co.	Milwaukee	WI	90,500,000	182	15	Larry Stern
89	Brownstown Electric Supply Co. Inc.	Brownstown	IN	NA	110	5	Gregg Deck
90	J.H. Larson Electrical Co.	Plymouth	MN	NA	200	10	Lisa Fox
91	Lowe Electric Supply Co.	Macon	GA	NA	NA	11	Randall Calhoun
92	Rockingham Electrical Supply Co.	Portsmouth	NH	NA	NA	9	Jim Pender
93	Sunrise Electric Supply	Addison	IL	88,560,000	86	1	Donald Chriske
94	Nu-Lite Electrical Wholesalers	Harahan	LA	NA	NA	6	Gary Corales
95	Caniff Electric Supply Co. Inc.	Hamtramck	MI	85,000,000	70	2	Douglas Bemis
96	Mars Electric Co.	Mayfield Village	OH	83,600,000	147	12	Fran Doris
97	Independent Electric Supply	Somerville	MA	NA	89	5	Daniel Gray
98	United Utility Supply Cooperative	Louisville	KY	NA	24	5	Chris Perry
99	City Electric Co. Inc. ##	Syracuse	NY	NA	NA	12	Sandra Rosencrans
100	Leff Electric (AMPElectricalDistributionServices)	Cleveland	OH	NA	120	8	Jim Bracken

* - North America; ** - Global; # - Acquired in 2017; ## Acquired in 2018

THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/ Province	2017 Revenue	Number of Employees	Number of Locations	Senior Executive
101	IAC Supply Solutions	Memphis	TN	NA	134	7	Darrell Smith
102	Chelsea Lighting	New York	NY	NA	50	2	Thomas Ike
103	City Lighting Products	St. Louis	MO	72,000,000	75	6*	Michael Hohl
104	Voss Lighting	Lincoln	NE	71,402,645	242	15	Michael Voss
105	Paramont EO	Woodridge	IL	NA	116	3	Kenneth Gallagher
106	The F.D. Lawrence Electric Co.	Cincinnati	OH	68,950,000	99	3	Tink O'Leary
107	Electric Supply & Equipment Co.	Greensboro	NC	66,950,000	92	3	Brad McCormick
108	Hunzicker Brothers	Oklahoma City	OK	NA	NA	12	Myers Lockard
109	West-Lite Supply Co.	Cerritos	CA	NA	NA	5	Brenda Pickett
110	Harry Cooper Supply Co.	Springfield	MO	NA	155	3	John Cooper
111	Dulles Electric Supply Corp.	Sterling	VA	NA	102	2	John Hughes III
112	Advance Electrical Supply Co.	Chicago	IL	63,143,000	75	1	Aaron Hughes
113	Mid-Coast Electric Supply	Victoria	TX	NA	NA	6	Tom Barker
114	Wabash Electric	Wabash	IN	NA	170	8	John Forrester
115	B&K Electric Wholesale	City Of Industry	CA	NA	NA	4	Kathleen Ellison
116	General Pacific Inc.	Fairview	OR	59,300,000	42	1	Rick Hall
117	Fromm Electric Supply	Reading	PA	NA	111	9	Michael Fromm
118	Jo-Kell Inc.	Chesapeake	VA	NA	62	5	Suzy Kelly
119	Denney Electric Supply	Ambler	PA	NA	117	8	Stephen Thornton
120	Warshauer Electric Supply Co.	Tinton Falls	NJ	56,104,933	130	5	James Warshauer
121	Baynes Electric Supply	West Bridgewater	MA	56,000,000	71	5	Chris Baynes
122	B&S Electric Supply Co.	Atlanta	GA	NA	32	2	Clarence Robie
123	K/E Electric Supply	Mt. Clemens	MI	NA	68	4	Rock Kuchenmeister
124	Tri State Supply Co. ##	Washington	PA	53,000,000	NA	5	James VanZandt
125	E. Sam Jones Distributor Inc.	Atlanta	GA	52,000,000	105	6	Patrick Jones
126	Raymond de Steiger Inc.	Sterling Heights	MI	NA	81	4	Peter de Steiger
127	Crum Electric Supply Co. Inc.	Casper	WY	51,922,000	86	10	Jeff Hockin
128	Blazer Electric Supply	Colorado Springs	CO	51,000,000	98	2	Steve Blazer
129	Medler Electric	Alma	MI	NA	118	15	Bill Michael
130	Holt Electrical Supplies	St. Louis	MO	NA	NA	7	Sylvan Holtzman
131	Peninsular Electric Distributors Inc.	West Palm Beach	FL	46,500,000	74	2	John Larmoyeux
132	Hunt Electric Supply Co.	Burlington	NC	46,272,334	83	8	Sam Hunt IV
133	Wildcat Electric Supply	Houston	TX	45,786,000	74	2	Keith Hessemer
134	Loyd's Electric Supply	Branson	MO	NA	NA	3	Phil Loyd
135	Electric Supply Center	Burlington	MA	NA	NA	5	Larry LaFreniere
136	St. Louis Metro Electric Supply Inc.	St. Louis	MO	NA	150	14	William Frisella
137	Hein Electric Supply Co.	West Allis	WI	NA	NA	9	Ron Kohlenberg
138	Franklin Electric Co.	Moorestown	NJ	NA	91	6	William Walker III
139	Shingle & Gibb Automation	Moorestown	NJ	NA	55	4	Brian Lepsis
140	G&G Electric Supply	New York	NY	40,300,000	54	3	Larry Heimrath
141	Active Electrical Supply Co.	Chicago	IL	NA	NA	2	Linda Swan
142	Revco Lighting and Electrical Supply	Southampton	NY	NA	NA	5	Michael Velys
143	Swift Electrical Supply	Teterboro	NJ	NA	72	4	August Sodora
144	Central Supply Co.	Indianapolis	IN	NA	195	5	Ted Ashcraft
145	Winkle Electric Co.	Youngstown	OH	NA	NA	3	Rick Teaberry
146	Idlewood Electric Supply Inc.	Highland Park	IL	NA	101	3	Karen Dolins
147	Bell Electrical Supply	Santa Clara	CA	37,000,000	48	1	Burt Schraga
148	Tacoma Electric Supply #	Tacoma	WA	NA	NA	7	Charles Silva
149	Alpha Electric Supply	Kahului	HI	NA	50	5	Hank Pacheco
150	Allied Wholesale Electrical Supply Inc.	Indianapolis	IN	36,411,812	51	3	Rob McCurdy

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THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/ Province	2017 Revenue	Number of Employees	Number of Locations	Senior Executive
151	Amperage Electrical Supply Inc.	Roselle	IL	36,200,000	70	1	Vito Pelagio
152	South Dade Lighting	Miami	FL	NA	NA	1	Donald Elliott
153	Furbay Electric Supply Co.	Canton	OH	NA	NA	2	Tim Furbay
154	Frontier Lighting	Clearwater	FL	NA	NA	3	Gary Bach
155	Hannan Supply Co.	Paducah	KY	NA	NA	4	Bruce Brockenborough
156	International Electrical Sales Corp. (IESCO)	Miami	FL	32,000,000	27	1	Robert Bernstein
157	Maltby Electric Supply Co. Inc.	San Francisco	CA	30,984,257	52	4	John Maltby
158	Advance Electrical & Industrial Supply	Norcross	GA	30,500,000	35	1	Dennis Purvis
159	Stokes Electric Co.	Knoxville	TN	30,000,000	70	4	Donald Stokes
160	Kansas City Electrical Supply Co.	Lenexa	KS	29,430,380	50	2	Kaylin Crain
161	Mid-West Lighting	Los Angeles	CA	NA	30	1	David Frandzel
162	Kovalsky Carr Electric Supply Co.	Rochester	NY	NA	35	1	Arnold Kovalsky
163	Desert Hills Electric Supply Inc.	Artesia	NM	NA	45	3	Bill Mathews
164	Wille Electric Supply Co.	Modesto	CA	NA	NA	3	Larry Robinson
165	Willow Electrical Supply Co.	Schiller Park	IL	NA	NA	2	Wieslaw Wardzala
166	Metro Wire & Cable Corp.	Sterling Heights	MI	NA	38	3	Devin Ezop
167	Hartford Electric Supply Co. (HESCO)	Rocky Hill	CT	26,722,000	54	1	Bill DePasquale
168	Beck Electric Supply	Richmond	CA	NA	NA	4	Bill Beck
169	Midtown Electric Supply Corp.	New York	NY	NA	NA	1	Matthew Gold
170	Upchurch Electrical Supply Co. #	Fayetteville	AR	NA	NA	3	David McConnell
171	Valley Electric Supply Corp.	Vincennes	IN	NA	NA	2	Jarit Meade
172	United Electrical Supply Co.	Omaha	NE	NA	NA	2	Todd Kuwitzky
173	United Lighting And Supply Co.	Fort Walton Beach	FL	NA	NA	4	James MacDonnell
174	C.N. Robinson Lighting Supply Co.	Baltimore	MD	NA	NA	2	Barry Kronsberg
175	Norcross Electric Supply Co.	Suwanee	GA	NA	NA	1	Danny Mathis
176	Weber Electric Supply	Erie	PA	NA	NA	3	Thomas Weber
177	Mathes Of Alabama Electric Supply Co.	Foley	AL	NA	NA	2	Kimberley Cheney
178	West Virginia Electric Supply Co.	Huntington	WV	NA	70	8	Jared Colker
179	Desert Electric Supply	Palm Desert	CA	21,187,178	52	4	Eric Stevens
180	Mission Controls & Automation	San Antonio	TX	20,859,219	47	1	David Gardner
181	Gordon Electric Supply	Kankakee	IL	NA	NA	2	Cara Potter
182	Gross Electric	Toledo	OH	NA	NA	3	Joe Gross
183	Professional Controls Corp.	Germantown	WI	NA	NA	3	Robert Dumke
184	Armstrong's Supply Co.	New Orleans	LA	NA	NA	2	Scott Armstrong
185	Stanford Electric Supply	Corinth	MS	NA	NA	2	Charles Stanford
186	United Lighting Electrical Corp.	Hauppauge	NY	NA	NA	3	Steven Goldman
187	Autonomy Technology Inc.	Las Vegas	NV	NA	29	2	Greg Knowles
188	Michigan Chandelier Co.	Southfield	MI	NA	44	4	Kenneth Sanders
189	Atlantic Electric Supply Corp.	Washington	DC	NA	NA	1	Morton Lessans
190	Lewis Electric Supply Co.	Muscle Shoals	AL	NA	NA	1	Burton Lewis
191	Scurlock Electric	Houma	LA	NA	NA	3	Quentin Walker
192	Lamp Sales Unlimited	Jacksonville	FL	NA	NA	2	Wayne Redding
193	Johnson Electric Supply Co.	Cincinnati	OH	NA	36	2	Douglas Johnson
194	VEC Supply	Charlottesville	VA	14,200,000	33	4	Frank Stalzer
195	Controller Service & Sales Co., Inc.	Avon	MA	13,600,000	40	2	Mark M. O'Day
196	Atlanta Light Bulbs	Tucker	GA	NA	28	1	Doug Root
197	Wholesale Supply Group Inc.	Cleveland	TN	NA	240	33	Lloyd Rogers
198	Coburn Supply Co.	Beaumont	TX	NA	900	54	Don Maloney
199	Beacon Light & Supply Co.	Hartford	CT	NA	NA	3	Wayne Purville
200	Kern Electric Distributors	Bakersfield	CA	NA	NA	2	Bill Wagoner

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ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/Prov
141	Active Electrical Supply Co.	Chicago	IL
158	Advance Electrical & Industrial Supply	Norcross	GA
112	Advance Electrical Supply Co.	Chicago	IL
58	Alameda Electrical Distributors	Hayward	CA
150	Allied Wholesale Electrical Supply	Indianapolis	IN
149	Alpha Electric Supply	Kahului	HI
82	American Electric Supply Inc.	Corona	CA
151	Amperage Electrical Supply Inc.	Roselle	IL
4	Anixter Inc.	Glenview	IL
184	Armstrong's Supply Co.	New Orleans	LA
196	Atlanta Light Bulbs	Tucker	GA
189	Atlantic Electric Supply Corp.	Washington	DC
187	Autonomy Technology Inc.	Las Vegas	NV
115	B&K Electric Wholesale	City Of Industry	CA
122	B&S Electric Supply Co., Inc.	Atlanta	GA
121	Baynes Electric Supply	West Bridgewater	MA
199	Beacon Light & Supply Co.	Hartford	CT
168	Beck Electric Supply	Richmond	CA
147	Bell Electrical Supply	Santa Clara	CA
75	Benfield Electric Supply Co.	White Plains	NY
60	Billows Electric Supply Co.	Delran	NJ
128	Blazer Electric Supply	Colorado Springs	CO
7	Border States Electric	Fargo	ND
80	Broken Arrow Electric Supply	Broken Arrow	OK
89	Brownstown Electric Supply Co. Inc.	Brownstown	IN
87	Buckles-Smith	Santa Clara	CA
61	Butler Supply Inc.	St. Louis	MO
174	C.N. Robinson Lighting Supply Co.	Baltimore	MD
95	Caniff Electric Supply Co. Inc.	Hamtramck	MI
68	CBT Co.	Cincinnati	OH
144	Central Supply Co.	Indianapolis	IN
102	Chelsea Lighting	New York	NY
99	City Electric Co. Inc.	Syracuse	NY
8	City Electric Supply Co.	Dallas	TX
103	City Lighting Products	St. Louis	MO
198	Coburn Supply Co.	Beaumont	TX
32	Colonial Electric Supply	King of Prussia	PA
85	Connexion	Buffalo Grove	IL
6	Consolidated Electrical Distributors Inc. (CED)	Irving	TX
195	Controller Service & Sales Co.	Avon	MA
71	CEE-US Inc.	West Columbia	SC
9	Crescent Electric Supply	East Dubuque	IL
127	Crum Electric Supply Co. Inc.	Casper	WY
52	Dakota Supply Group	Fargo	ND
21	Dealers Electrical Supply Co.	Waco	TX
119	Denney Electric Supply	Ambler	PA
179	Desert Electric Supply	Palm Desert	CA
163	Desert Hills Electric Supply Inc.	Artesia	NM
38	Dominion Electric Supply	Arlington	VA
111	Dulles Electric Supply Corp.	Sterling	VA

Rank	Company Name	Town/City	State/Prov
125	E. Sam Jones Distributor Inc.	Atlanta	GA
29	Echo Electric Supply	Council Bluffs	IA
43	Edges Electrical Group	San Jose	CA
107	Electric Supply & Equipment Co.	Greensboro	NC
135	Electric Supply Center	Burlington	MA
63	Electric Supply Inc. (Tampa)	Tampa	FL
36	Electrical Engineering & Equipment (3E)	Windsor Heights	IA
55	Electrical Equipment Co.	Raleigh	NC
72	Electro-Matic Products	Farmington Hills	MI
12	Elliott Electric Supply Inc.	Nacogdoches	TX
54	Facility Solutions Group	Austin	TX
40	Fastenal	Winona	MN
138	Franklin Electric Co.	Moorestown	NJ
26	Franklin Empire Inc.	Montreal	Quebec
69	French Gerleman	St. Louis	MO
117	Fromm Electric Supply	Reading	PA
154	Frontier Lighting	Clearwater	FL
153	Furbay Electric Supply Co.	Canton	OH
140	G&G Electric Supply	New York	NY
116	General Pacific Inc.	Fairview	OR
181	Gordon Electric Supply	Kankakee	IL
49	Granite City Electric Supply Co. Inc.	Quincy	MA
3	Graybar	St. Louis	MO
34	Gresco Utility Supply Inc.	Forsyth	GA
182	Gross Electric	Toledo	OH
155	Hannan Supply Co.	Paducah	KY
110	Harry Cooper Supply Co.	Springfield	MO
167	Hartford Electric Supply Co. (HESCO)	Rocky Hill	CT
137	Hein Electric Supply Co.	West Allis	WI
67	Hite Co., The	Altoona	PA
130	Holt Electrical Supplies	St. Louis	MO
65	Horizon Solutions LLC	Rochester	NY
37	Houston Wire & Cable Co.	Houston	TX
132	Hunt Electric Supply Co.	Burlington	NC
108	Hunzicker Brothers	Oklahoma City	OK
101	IAC Supply Solutions	Memphis	TN
146	Idlewood Electric Supply Inc.	Highland Park	IL
97	Independent Electric Supply	Somerville	MA
84	Inline Electric Supply Co.	Huntsville	AL
156	International Electrical Sales Corp.	Miami	FL
90	J.H. Larson Electrical Co.	Plymouth	MN
193	Johnson Electric Supply Co.	Cincinnati	OH
118	Jo-Kell Inc.	Chesapeake	VA
123	K/E Electric Supply	Mt. Clemens	MI
27	Kaman Automation & Control	Bloomfield	CT
160	Kansas City Electrical Supply Co.	Lenexa	KS
16	Kendall Electric Inc.	Portage	MI
200	Kern Electric Distributors	Bakersfield	CA
23	Kirby Risk Electrical Supply	Lafayette	IN
162	Kovalsky Carr Electric Supply Co.	Rochester	NY

ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/Prov	Rank	Company Name	Town/City	State/Prov
51	Kriz-Davis Co.	Grand Island	NE	152	South Dade Lighting	Miami	FL
192	Lamp Sales Unlimited	Jacksonville	FL	50	Springfield Electric Supply	Springfield	IL
46	Lamps Plus	Chatsworth	CA	136	St. Louis Metro Electric Supply Inc.	St. Louis	MO
100	Leff Electric	Cleveland	OH	45	Standard Electric Co.	Saginaw	MI
190	Lewis Electric Supply Co.	Muscle Shoals	AL	88	Standard Electric Supply Co.	Milwaukee	WI
70	Light Bulb Depot (Memphis Lamp)	Memphis	TN	185	Stanford Electric Supply	Corinth	MS
81	Loeb Electric Co.	Columbus	OH	74	Stanion Wholesale Electric Co. Inc.	Pratt	KS
62	LoneStar Electric Supply	Houston	TX	18	State Electric Supply Co.	Huntington	WV
91	Lowe Electric Supply Co.	Macon	GA	41	Steiner Electric	Elk Grove Village	IL
134	Loyd's Electric Supply	Branson	MO	159	Stokes Electric Co.	Knoxville	TN
24	Main Electric Supply Co.	Santa Ana	CA	20	Summit Electric Supply	Albuquerque	NM
157	Maltby Electric Supply Co. Inc.	San Francisco	CA	93	Sunrise Electric Supply	Addison	IL
96	Mars Electric Co.	Mayfield Village	OH	143	Swift Electrical Supply	Teterboro	NJ
177	Mathes Of Alabama Electric Supply Co.	Foley	AL	148	Tacoma Electric Supply	Tacoma	WA
10	Mayer Electric Supply Co.	Birmingham	AL	48	TEC Manufacturing & Distribution Services	Georgetown	TX
14	McNaughton McKay Electric Co.	Madison Heights	MI	106	The F.D. Lawrence Electric Co.	Cincinnati	OH
129	Medler Electric	Alma	MI	124	Tri State Supply Co.	Washington	PA
166	Metro Wire & Cable Corp.	Sterling Heights	MI	76	Tri-State Utility Products Inc.	Marietta	GA
188	Michigan Chandelier Co.	Southfield	MI	19	Turtle & Hughes	Linden	NH
113	Mid-Coast Electric Supply	Victoria	TX	44	United Electric Supply	New Castle	DE
169	Midtown Electric Supply Corp.	New York	NY	172	United Electrical Supply Co.	Omaha	NE
161	Mid-West Lighting	Los Angeles	CA	173	United Lighting And Supply Co.	Fort Walton Beach	FL
180	Mission Controls & Automation	San Antonio	TX	186	United Lighting Electrical Corp.	Hauppauge	NY
13	Motion Industries (EIS)	Birmingham	AL	98	United Utility Supply Cooperative	Louisville	KY
79	NEDCO Supply	Las Vegas	NV	170	Upchurch Electrical Supply Co.	Fayetteville	AR
175	Norcross Electric Supply Co.	Suwanee	GA	171	Valley Electric Supply Corp.	Vincennes	IN
17	North Coast Electric Co.	Seattle	WA	25	Van Meter Inc.	Cedar Rapids	IA
94	Nu-Lite Electrical Wholesalers	Harahan	LA	194	VEC Supply	Charlottesville	VA
35	Omni Cable	West Chester	PA	47	Villa Lighting Supply Inc.	St. Louis	MO
105	Paramont EO	Woodridge	IL	104	Voss Lighting	Lincoln	NE
131	Peninsular Electric Distributors Inc.	West Palm Beach	FL	11	W.W. Grainger Inc.	Lake Forest	IL
66	Professional Electric Products Co.	Eastlake	OH	114	Wabash Electric	Wabash	IN
56	Power Line Supply Co.	Reed City	MI	120	Warshauer Electric Supply Co.	Tinton Falls	NJ
183	Professional Controls Corp.	Germantown	WI	176	Weber Electric Supply	Erie	PA
126	Raymond de Steiger Inc.	Sterling Heights	MI	33	Werner Electric	Cottage Grove	MN
59	Regency Lighting	Chatsworth	CA	28	Werner Electric Supply Co.	Appleton	WI
142	Revco Lighting and Electrical Supply	Southampton	NY	2	WESCO International Inc.	Pittsburgh	PA
77	Revere Electric Supply Co.	Chicago	IL	178	West Virginia Electric Supply Co.	Huntington	WV
5	Rexel Holdings USA (Rexel SA)	Dallas	TX	73	Western United Electric Supply	Brighton	CO
15	Reynolds Co.	Fort Worth	TX	109	West-Lite Supply Co.	Cerritos	CA
78	Richards Electric Supply Co.	Cincinnati	OH	31	Wholesale Electric Supply	Texarkana	TX
92	Rockingham Electrical Supply Co.	Portsmouth	NH	22	Wholesale Electric Supply Co. of Houston Inc.	Houston	TX
42	Rumsey Electric Co.	Conshohocken	PA	197	Wholesale Supply Group Inc.	Cleveland	TN
57	Rural Electric Supply Cooperative (RESCO)	Middleton	WI	133	Wildcat Electric Supply	Houston	TX
53	Schaedler Yesco Distribution Inc.	Harrisburg	PA	164	Wille Electric Supply Co.	Modesto	CA
191	Scurlock Electric	Houma	LA	165	Willow Electrical Supply Co.	Schiller Park	IL
86	Sequel Electrical Supply	Meridian	MS	64	Windy City Wire	Bolingbrook	IL
39	Shepherd Electric Supply	Baltimore	MD	145	Winkle Electric Co.	Youngstown	OH
139	Shingle & Gibb Automation	Moorestown	NJ	30	Winsupply	Dayton	OH
1	Sonepar North America	Paris	France	83	Womack Electric Supply	Danville	VA