

# THE TO

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

**E**lectrical 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.

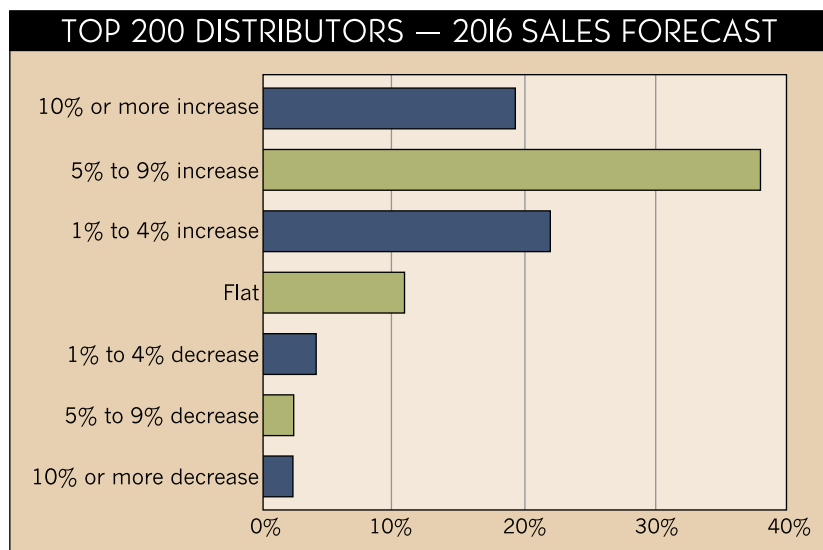
Mark Doris, president, Mars Electric Co., Willoughby, Ohio, is expecting a 10% increase in sales and says healthcare and senior-living facilities are showing strong growth. Brad McCormick, CEO, Electric Supply & Equipment Co., Greensboro, N.C., is seeing mixed business prospects

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 &amp; 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 Hugard, 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."

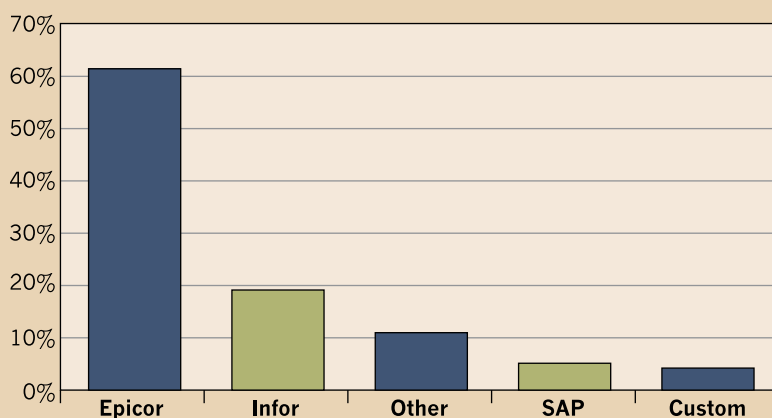
Another distributor in the oil patch, The Reynolds Co., Fort Worth, Texas, is expecting a flat year, and said the energy downturn has impacted other markets in its region and will challenge the local economy in the short-term. However, Walt Reynolds, company president and CEO, believes the oil business 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 Sobecki, 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, **Schaeffler 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).

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

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

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.

Visit [freeproductinfo.net/ew](http://freeproductinfo.net/ew)

# 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.

**E**lectrical 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 some of the largest distributors in North America. Check out [www.ewweb.com](http://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 and 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 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.

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

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## 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](http://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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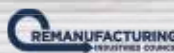
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announced changes. Earlier this year, the company's Elk Grove Village, Ill., branch helped supply electrical products for the renovation of Chicago's Wrigley Field, and *Electrical Wholesaling's* May, 2015 issue featured the story of how Crescent and 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](http://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/JD 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 Genuine Parts Co. (GPC) in 2008, 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	Schaeffler Yesco Distribution Inc.	Harrisburg	PA	145,316,067	310	21	Jim Schaeffler
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 Frary
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	Paramont-EO Inc.	Woodridge	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	RESCO 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

## ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS

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	Paramont-EO Inc.	Woodridge	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