

# THE TCO

The nation's largest electrical distributors are navigating through the economic storm touched off by the COVID-19 coronavirus.

Accounting for an estimated \$81.4 billion in sales — 69% of *Electrical Wholesaling's* \$117.5 billion in estimated 2019 total sales through distributors of electrical supplies — the 2020 Top 200 electrical distributors possess an enormous amount of clout.

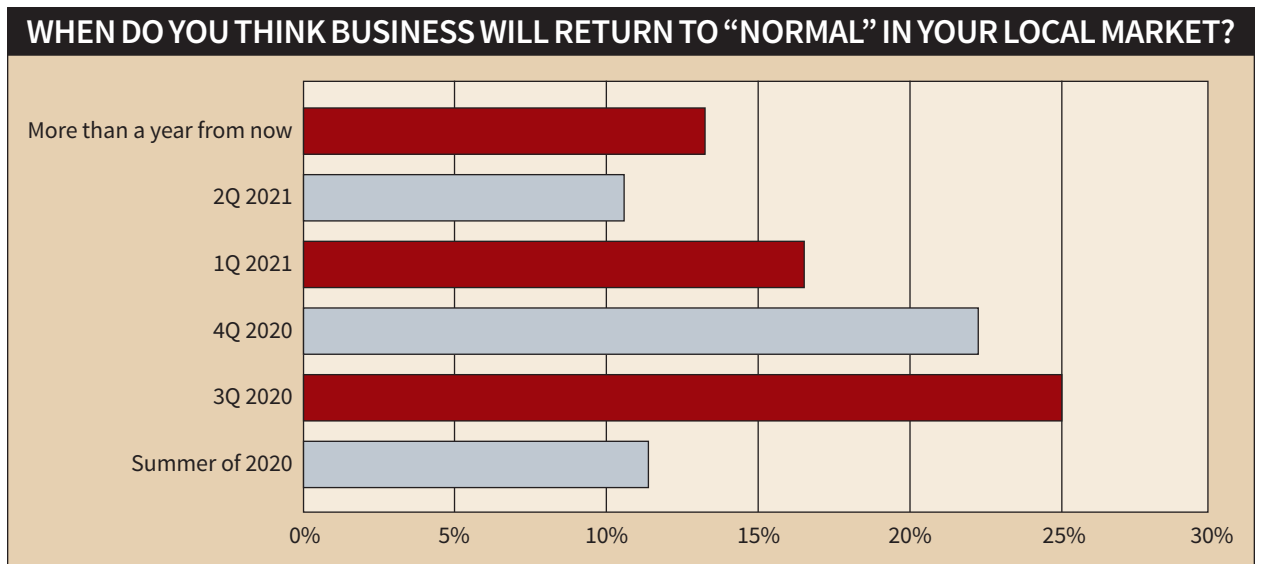
As both full-line and specialty distributors, and national, regional and smaller independent companies, these companies represent a broad range of operational strategies. Responses to our 2020 Top 200 survey showed that despite the differences in size, location, product

mix or operational strategy, executives from many of these companies sense some dramatic shifts in how business will be done in the future because of the COVID-19 crisis.

The electrical wholesaling industry sailed into 2020 with a fair amount of momentum. The nonresidential construction market was expected to slow down some this year, but distributors' contractor customers had enough projects in backlog and underway, while national data showed they were hiring at a record rate — employing more than 900,000 employees. The overall indus-

trial market was a bit sluggish, but there was business to be had in the retrofit of lighting equipment in commercial and industrial facilities with the latest in LED lighting and the installation of new industrial control systems.

Add in the surge in the construction of data centers and massive distribution centers by Amazon and other online and brick-and-mortar merchants; a surprising amount of activity in the auto industry in both car factories and feeder businesses; a solid flow of mixed-use projects; and some decent residential construction activity, and you had a 2020



# TOP 200

electrical market that could easily grow at a modest but healthy rate.

After the COVID-19 coronavirus virtually shut down the national economy in mid-March, the electrical world was in many ways changed forever. Five major trends became quickly apparent as we analyzed the responses:

1. A move toward digital sales and marketing strategies because customers won't allow in-person sales calls from distributors' salespeople.

2. The use of Zoom, Microsoft Teams and other videoconference strategies for intracompany meetings and virtual sales calls to customers and other buying influences.

3. A broad acceptance of remote or home offices now that companies have seen these officing strategies can be quite efficient for some types of jobs or workers.

4. Dramatic cutbacks in overnight travel to conferences, and real questions about which industry conferences can most easily be converted to virtual formats.

5. The importance of having a disaster recovery or emergency preparedness plan in place.

## **MORE DIGITAL SALES & MARKETING**

The move toward online sales calls, distance learning and other virtual marketing initiatives will transform the industry forever, according to executives from several of the nation's largest distributors.

"Digital solutions will continue to differentiate distributors and influence how we serve our customers," said Brian Begg, VP of investor relations and treasurer, WESCO Distribution, Pittsburgh.

Wes Smith, Mayer Electric Supply, Birmingham, AL, believes some business fundamentals have been forever changed. "We will never go back

**"The future of selling in the electrical market will be digital sales development."**

*— Chris Scarbrough,  
Springfield Electric Supply Co., Springfield, IL*

to 'normal,'" he said in his response. "Digital will accelerate, counters will look different, education will be distance. Work from home will become a way of life."

Chris Scarbrough, CEO, Springfield Electric Supply Co., Springfield, IL, said, "The future of selling in the electrical market will be digital sales development."

Phil DeLoache, president, First SOURCE Electrical, Houston, has already seen plenty of major changes in how his company and others are working to provide a safe and healthy workplace and how they have used e-commerce and other electronic tools to connect employees and customers. He believes the work-at-home trend is here to stay.

"I believe all of us have learned to efficiently work remotely, our customers included," he said. "I believe more business will be conducted electronically versus face-to-face."

## **GET USED TO ZOOM MEETINGS**

Videoconferencing has quickly become a way of life in the electrical

industry because of the COVID-19 crisis. Many Top 200 executives said it has already cut down on business travel and helped their companies communicate quickly and efficiently with customers.

Because of their popularity with his company's customers, Devin Ezop, president and CEO, Metro Wire & Cable Corp., Sterling Heights, MI, said Zoom meetings might be the "new norm for the foreseeable future."

Several distributors said it became quickly apparent that the various videoconferencing technologies can help them operate efficiently with so many employees working from remote locations. Said Ben Granley, president, Werner Electric – Minnesota, Cottage

Grove, MN, “We will use Zoom for many more meetings that we did in the past. We have learned we can be effective while remote.”

“Employees are far more comfortable with video/Skype/Zoom meetings, and these will see more of an acceptance,” added Elaine Gerrie, co-president and CEO, Gerrie Electric Wholesale Ltd., Burlington, ON.

For other distributors, Zoom and other videoconferencing technolo-

gies will help them eliminate some unnecessary business trips. “We will still travel but may consider Zoom meetings where possible to reduce the personal contact,” said Donald Maloney, president, Coburn Supply Co., Beaumont, TX. Along the same lines, Joseph Borkey, president, PEPCO, Eastlake Village, OH, said, “We will be much more inclined to execute Zoom meetings and travel only when necessary.”

**HOME OFFICE ARE HERE TO STAY**

Many respondents were surprised at how quickly employees and customers adapted to working remotely and how effective it can be. Many of the respondents said after the COVID-19 crisis passes they will continue to have some of their employees working remotely.

Martin Stovall, VP, Advance Electrical & Industrial Supply, Norcross, GA, said he learned two big lessons

**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 the 132 respondents that provided both a 2019 sales number and an employee count for publication in this year’s listing. They had an average sales-per-employee of \$817,088. 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 104 respondents that identified themselves as full-line electrical distributors was approximately \$702,144, up from last year’s figure for full-line distributors of \$693,580.

Rank	Company Name	Town/City	State	2019 Sales Per Employee
1	Tri-State Utility Products Inc.	Marietta	GA	3,680,559
2	Western United Electric Supply Corp	Brighton	CO	3,428,571
3	Rural Electric Supply Cooperative	Middleton	WI	2,884,375
4	TEC Manufacturing and Distribution Services (formerly Utility Supply & Service)	Georgetown	TX	2,222,222
5	Villa Lighting	St. Louis	MO	2,217,391
6	Gresco Utility Supply Inc.	Forsyth	GA	1,821,622
7	General Pacific Inc	Fairview	OR	1,666,667
8	International Electrical Sales Corp. (IESCO)	Miami	FL	1,269,231
9	PEPCO	Eastlake	OH	1,144,737
10	Sunrise Electric Supply	Addison	IL	1,127,439
11	Advance Electrical Supply Co.	Chicago	IL	1,112,000
12	ATI Electrical Supply	Bend	OR	1,102,481
13	First SOURCE Electrical LLC	Houston	TX	1,085,675
14	Electric Supply Inc. (Tampa)	Tampa	FL	1,012,375
15	LoneStar Electric Supply	Houston	TX	989,069
16	Main Electric Supply Co.	Santa Ana	CA	980,535
17	Bell Electrical Supply	Santa Clara	CA	978,723
18	Border States Industries Inc.	Fargo	ND	977,188
19	American Electric Supply	Corona	CA	959,116
20	Mayer Electric Supply Co.	Birmingham	AL	926,002
21	WESCO International Inc.	Pittsburgh	PA	903,496
22	Regency Lighting	Chatsworth	CA	891,773
23	Power/mation Division Inc.	St. Paul	MN	883,217
24	Advance Electrical & Industrial Supply	Norcross	GA	869,717
25	Shepherd Electric Supply	Baltimore	MD	856,354

## WHAT'S NEW WITH THE TOP 200 DISTRIBUTORS?

**Advance Electrical & Industrial Supply**, Norcross, GA, is celebrating its 20<sup>th</sup> anniversary this year and opened a new location in Nashville, TN.

**Allied Wire**, Collegeville, PA, spent several million in upgrading its software with a more robust ERP and e-commerce package, according to Tim Flynn, CEO.

**Chelsea Lighting**, New York, launched a dedicated PoE division, according to Tom Ike, president.

**Coburn Supply Co.**, Beaumont, TX, celebrated its 85th anniversary in Aug. 2019 with a celebration that included bringing 2,100 people to New Orleans for a company event.

At **Echo Group**, Council Bluffs, IA, the third generation of the family is “starting to manage the company and doing a great job because of long-term planning,” said John Franken, the company’s CVO (chief visionary officer). He says Echo will continue to be family owned and managed.

**Electric Supply & Equipment Co.**, Greensboro, NC, launched a new division as an ASP (application service provider) so it can offer connected services to help customer plan for the future (installed base evaluation, network services) and safety (lockout tagout, arc flash), according to Clarice Collins, CFO.

**Elliott Electric Supply**, Nacogdoches, TX, opened new locations in Rockwall, TX; Deer Valley, AZ; Newnan, GA; Hutchinson, KS; Carlsbad, NM; Spring, TX; Tucson, AZ; and Lancaster, TX.

Other companies opening new branches included **Alameda Electrical Distributors** in Dublin, CA; **Allied Wholesale Electrical Supply** in Lafayette, IN; **ATI Electrical Supply** in Fort Lauderdale, FL; **Atlantic Coast Electric Supply** in Columbia, SC, and downtown Charleston, SC; **Cayce Mill Supply** in Central City, KY; **City Electric Supply**, with multiple branch openings that pushed its total U.S. network to well over 500 branches; **Dealers Electrical Supply** in Belle Chasse, LA; **F&M Electric Supply** in Danbury, CT; **Horizon Solutions** in Tewksbury, MA; **Lonestar Electric Supply**, in San Antonio; **Main Electric Supply** in Anaheim and Whittier, CA; **Mayer Electric Supply** in Auburn, AL; **OmniCable** in Cincinnati and Toronto; **Regency Lighting** in San Diego; **Rural Electric Supply Cooperative** in Kearney, NE; and **Van Meter** in Kansas City, KS.

**First SOURCE Electrical**, Houston, moved into a new 112,000-sq-ft facility last year, says Phil DeLoache, president.

**G&G Electric Supply**, New York, converted its home-built computer system to Eclipse and hopes to have an online presence by Q1 2021, according to Laurence Heimrath, chairman.

As part of its 150th anniversary celebration last year,

**Graybar Electric Co.**, St. Louis, launched its Empowering Our Communities program where employees gave 100,665 hours of volunteer service to their local communities nationwide, surpassing the company’s goal of 90,000 hours. In addition, Graybar and its employees donated more than \$1.64 million to worthy causes, exceeding the original goal of \$1.5 million.

In other news, the company expanded service centers in Fresno, CA, Charlotte, NC, and Minneapolis, and opened a new service center in Cranbury, NJ, in early 2020.

**Gross Electric**, Toledo, OH, is celebrating its 100<sup>th</sup> anniversary this year.

**Jo-Kell Inc.**, Chesapeake, VA, benefitted from the U.S. Navy’s decision to construct two carriers at the same time that had an immediate positive impact on revenue. Power and control sales to the shipbuilding market were up significantly, said John Kelly, the company’s executive VP, Sales & Process.

At **K/E Electric Supply Corp.**, Mount Clemens, MI, four employees with 25 years or more of service and two other staffers more than 10 years of service retired in the last six months. With those personnel changes, the company spent a good portion of 2019 adapting to a modified management structure, according to Rock Kuchenmeister, president/CEO.

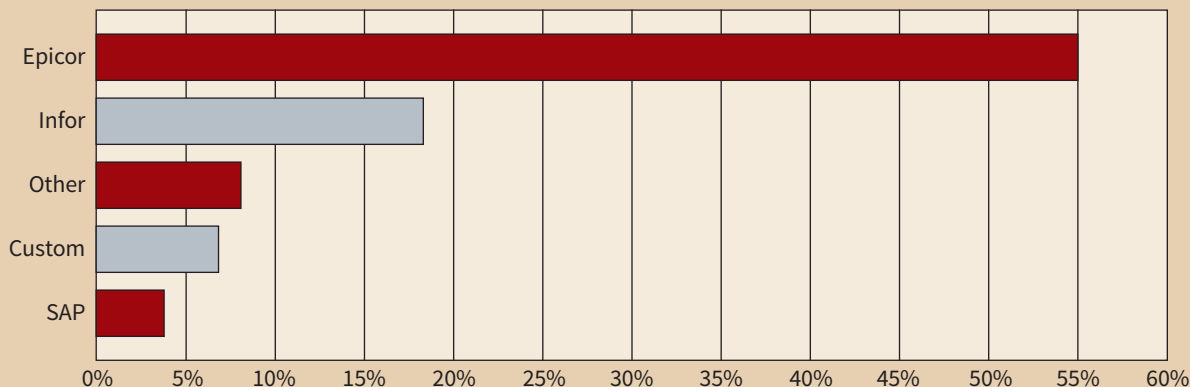
**PEPCO**, Eastlake Village, OH, continued to penetrate the utility space and hired approximately 20 people from the former Leff Electric/AMP, Cleveland, to help drive potential growth for 2020-2021. Leff Electric suspended regular business operations on April 10, according to an announcement on its website.

At **Shingle & Gibb Automation**, Moorestown, NJ, Rick Slaugh, president, said the biggest news this year was “seeing our disaster plan work almost flawlessly, helping us get a jump on helping our customers with no delay. The biggest thing we missed was not having webcams and microphones for office computers... We had done network, phone and software upgrades for two years as part of disaster planning and it all worked mostly seamlessly when we dispersed our team.”

For **Summit Electric Supply**, Albuquerque, NM, Sheila Hernandez, VP, said naming of Patrick Davis as CEO/president and Vic Jury Jr. moving to executive chair was very significant for Summit and its future.

Opening its fifth branch in Pittsburgh last year was big for **YESCO Electrical Supply**, Columbiana, OH, said James DeRosa, general manager. “It was the first metro area for us. We also have adopted a few new workflows and are consulting with some groups for EDI automation on the customer side. We are also going after a GSA contract.”

### TOP 200 DISTRIBUTORS' FAVORITE ERP SYSTEMS



Of the 141 Top 200 distributor execs who provided information on their ERP systems, 56% used Epicor software, including Eclipse, Prophet 21 or Trade Service. Thirty-eight percent of all respondents are on Eclipse ERP systems. Other software includes Acclaim, DDI, Reflection, Harvest, ECI Spruce, Accuterm, Microsoft Dynamics, JDE Oracle, Rubicon, Sage100, Salesforce/Financial Force, Savant Enterprise, SHIMS and VAI.

### THE WORLD'S TWO LARGEST ELECTRICAL DISTRIBUTORS

Company Name:	Town/City:	2019 Revenues (\$ billions)	Employees	Locations
Sonepar SA	Paris, France	26.93	46,000	3,000
Rexel SA	Paris, France	15.42	26,000	1,900

In 2019, the two largest electrical distributors in the world had more than 72,000 employees working in 4,900 branches and who did an estimated \$42.35 billion in sales in 74 countries (Rexel -26 countries; Sonepar - 48 countries). (EW sales estimated converted to U.S. dollars from Euros using the 12/31/19 exchange rate).

### THE FIVE LARGEST FULL-LINE ELECTRICAL DISTRIBUTORS IN NORTH AMERICA

Company Name:	Town/City:	2019 Revenues	Employees	Branches
Sonepar North America	Paris, France	11,409,880,000	48,000*	987
WESCO International Inc.	Pittsburgh, PA	8,358,917,000	9,500	500
Graybar	St. Louis, MO	7,525,000,000	9,030	289
Consolidated Electrical Distributors Inc. (CED)	Irving, TX	NA	NA	700
Rexel Holdings USA (Rexel SA)	Dallas, TX	5,854,531,560	8,500	550

In 2019, the five largest full-line distributors in North America had an estimated \$39.1 billion in combined revenue and operated an estimated 3,026 branches in North America. According to *Electrical Wholesaling's* sales data, these five companies account for no less 33% of an estimated \$117.5 billion-plus in 2018 electrical sales in the United States and Canada. (Footnotes: All data reported for North America unless otherwise noted. \*Worldwide)

during the COVID-19 crisis — that things can change in an instant, and that working remote is not as difficult as some believed. Other distributors said remote officing produced better results than they expected. “We can employ mass numbers of employees effectively who work remotely. While we prefer in-house, on-site staff, we are pleasantly surprised at our success to work

remotely,” said Rock Kuchenmeister, president & CEO, K/E Electric Supply Corp., Mount Clemens, MI.

#### LESS BUSINESS TRAVEL

As has been mentioned earlier, distributors’ field salespeople won’t be hitting the road as often because of the restrictions that customers have placed on visits by outside salespeople. Respondents

are also planning to cut their travel to industry conferences, until next year at the earliest. Some said their business travel will be restricted until a vaccine is widely available.

John Eggleton, the president and COO for Kirby Risk Electrical Supply, Lafayette, IN, was one of several respondents who said their company’s business travel will be basically elimi-

nated in 2020 and could be reduced significantly throughout 2021.

Phil DeLoache, First SOURCE Electrical, said his company won't be seeing as many manufacturers' regional sales reps. "Business travel is permanently affected, and we'll see less of it," he said. "No one is going to want to meet with 'the regional guy' you don't know from out of town who travels weekly and is therefore exposed to lots of people and risks."

One marketing executive with a Top 50 electrical distributor said the industry's large conferences face some real challenges in the future. "The industry (and most industries) will be forced to rethink the conferences and meetings," she said. "The large-scale events will not translate well to online, and I'm not sure they are coming back to what they were before."

"This makes it so much easier to

break the tradition of customer entertainment that we were already working on. Never waste a good crisis."

## BE PREPARED

Some Top 200 executives were proud of how their management teams used disaster recovery or emergency preparedness plans to guide employees through the crisis. Said John Kelly, executive VP, Sales & Process, Jo-Kell

## TOP 200 DISTRIBUTORS MAKE THEIR PICKS ON SOME NEW PRODUCTS THAT STOOD OUT

Each year, we ask the top executives at North America's largest distributors about the new products that caught their eye over the past few months. With all the R&D going on these days in the electrical market, we are always surprised to not hear back from more distributors about interesting new products. That was certainly the case in this year's survey, as only 20 of the more than 150-plus distributor executives who provided revenue and company data for the Top 200 ranking made mention of any new products.

It's hard for *EW's* editors to know if the reason for the lack of response on this question is that the senior executives who typically answer our survey delegate stocking decisions for new products to others on their management and sales teams, or if they just weren't impressed with the new products that came out over the past year. A lack of information may be a factor, too. We have found that manufacturers often center their promotional efforts for new products on electrical contractors and other end users and sometimes don't put as much marketing muscle in the form of advertising and other messaging into the keeping distributors posted on rollouts.

There were a few new products that caught the attention of Top 200 distributors. LED lighting in general and antibacterial lighting in particular was mentioned by several survey respondents, including Kevin Schulte, CFO for E. Sam Jones Distributor, Atlanta. Schulte also likes what he is seeing in flat-panel LEDs. Steve Byrne, COO-Lighting for Facility Solutions Group, Austin, TX, said, "COVID-19 has caused an increased interest in Germicidal and UV lighting products."

Brittany Davis, a compliance associate with Border States Electric, Fargo, ND, said Hubbell Lighting's launch in this area was a winner. "The launch of Hubbell's Spectra Clean was put together well with good marketing material including educational pieces for both our internal sales team as well as end users, white papers and standard sales brochures," she said. "Hubbell's training efforts included multiple virtual

trainings, Youtube videos and joint sales calls. They were ahead of the competition launching this product in mid- to late-2019 before any of the COVID-19 scare hit."

Schneider Electric is also helping customers with a lot of programs geared towards helping customers through COVID-19, said Jason Edwards, VP of sales and marketing, B&K Power to Serve, City of Industry, CA.

In the C&I market, Power Assemblies' portable automatic transfer switches impressed Greg Knowles, president & CEO, ATI Electrical, Bend, OR. He said they have been a "revenue boost for his company's temporary power markets." "They can be used with generators to automatically transfer power in temporary power applications," said Knowles. "They are a great product for the mobile hospital market."

David Gardner, president, Mission Controls & Automation, San Antonio, said Siemens has come out with some new customer-friendly motors and drives. "Their 3RW5 series soft start and their 6SL VFD are great new features that offer customer flexibility with process control applications," he said.

Stephen Kleynhans, president, O'Neil Electric Supply, Woodbridge, ON, likes what he is seeing from Milwaukee Tool in their product launches. "Their planning, consultation with distributor, collaborative marketing and launch plans and the quality of their products — best-in-class," he said.

Colored wire, a product that's been around for a while, is starting to gain more traction because of increased demand generated from local building codes and inspections, said Pete deSteiger, CEO, Raymond de Steiger, Inc., Sterling Heights, MI.

Other new products mentioned by Top 200 distributors included:

- iTool's tool line
- Leviton Bluetooth controls and load centers
- Landis+Gyr 320A disconnect meter
- Phoenix Contact PLCNext
- Southern States new 3 phase recloser

2019-2020 ELECTRICAL DISTRIBUTOR ACQUISITIONS

Company	Location	Acquirer	Location	Year
Anixter International Inc. #	Glenview, IL	WESCO International Inc.	Pittsburgh	2020
Gexpro Services (Rexel)	Irving, TX	LKCM Headwater Investments	Ft. Worth	2020
Richard Greene CO.	St. Louis	Ramco Innovations	West Des Moines, IA	2020
Flow-Zone (PVF distributor)	Houston	Reynolds Co. (MchNaughton-McKay)	Ft. Worth, TX	2020
Apex (Industrial vending machine company)	Mason, OH	Fastenal Co.	Winona, MN	2020
Van Meter's Bright Electric location	Chicago	Connexion	Chicago	2019
Frost Electric Supply	Maryland Heights, MO	Consolidated Electrical Distributors (CED)	Dallas	2019
Sun Valley Electric #	Las Vegas	Consolidated Electrical Distributors (CED)	Dallas	2019
Nu-Lite Electrical Wholesalers #	Harahan, LA	Consolidated Electrical Distributors (CED)	Irving, TX	2019
Omni Cable Corp. #	Westchester, PA	Dot Family Holdings	St. Louis	2019
N.H. Bragg	Bangor, ME	Horizon Solutions	Rochester, NY	2019
Becker Electric Supply #	Dayton, OH	Kendall Electric	Portage, MI	2019
Kaman Corp.'s distribution business #	Bloomfield, CT	Littlejohn & Co.	Greenwich, CT	2019
Richmond Electric Supply CO. (RESCO)	Richmond, VA	Locke Supply Co.	Oklahoma City, OK	2019
Bronx branch of Crescent Electric Supply	Bronx, NY	Power-Flo Technologies/Long Island Electrical Distributing	New Hyde Park, NY	2019
KOM Automation	Amherst, NY	Shingle and Gibb Automation	Moorestown, NJ	2019
North Coast Electric #	Seattle	Sonepar USA	Charleston, SC	2019
Franklin Electric Co. #	Moorestown, NJ	US Electrical Services Inc. (USES)	Exton, PA	2019
Main Electric Supply	Monroe Township, NJ	US Electrical Services Inc. (USES)	Exton, PA	2019
U.S. Lamp	Green Bay, WI	Werner Electric Supply Co.	Appleton, WI	2019
Sylvania Lighting Solutions	Wilmington, MA	WESCO International Inc.	Pittsburgh	2019
Kentucky Lighting & Supply	Lexington, KY	Wiseway Supply	Florence, KY	2019

Notes: # - Top 200 Distributor

Inc., Chesapeake, VA, “The biggest lesson we have learned so far is that it’s important to be prepared. While no one knew exactly what we were in store for, we have had a formal employee disaster preparedness plan in place since 2002.

“We were able to utilize the strategies laid out in that plan before the pandemic lockdown occurred. We had team meetings to go over the plan and even had a Pandemic Planning Reimbursement program, in which every employee was given \$150 to stock up on supplies that could be required for the pandemic. Doing this allowed our employees to feel secure and, along with new cleaning and distancing measures in our office, helped us to keep employee fears low and morale high.”

**Methodology.** In April of this year *EW’s* editors sent out a survey to several hundred distributors. This year we got

2019 sales information on more than approximately 162 Top 200 distributors, either from our survey or from publicly available information on these companies. That’s our best response in many years. We also used the Mergent Intellect database to collect data on some companies and used that data in combination with past survey responses and other publicly available information to include these distributors in the Top 200.

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.

Over the past two years, we have had more distributors ask us to use their sales

data confidentially, so when you see a “NA” (Not Available) for 2019 revenues, that most often means we have the data but are not releasing it publicly.

**Strictly by the numbers.** According to *EW* estimates, this year’s 200 companies run at least 9,083 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 6,969 locations. It’s interesting to note that Fastenal, which depends on sales of electrical products for 4.7% of its \$5.3 billion in 2019 sales, has 2,162 locations in North America.

From the 104 full-line electrical distributors that provided both sales and employee data, we estimate that *EW’s* Top 200 full-line distributors averaged \$702,924 in sales per employee.

THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/ Province	2019 Revenue	Number of Employees	Number of Locations	Senior Executive
1	Sonepar North America	Charleston	SC	11,409,880,000*	NA	987*	Robert Taylor
2	WESCO International Inc.	Pittsburgh	PA	8,358,917,000*	9,500**	500*	John Engel
3	Graybar Electric Co.	Clayton	MO	7,525,000,000*	9,030*	289**	Kathleen Mazzarella
4	Anixter International	Glenview	IL	7,152,600,000	9,400**	275	William Galvin
5	Consolidated Electrical Distributors (CED)	Irving	TX	NA	NA	700	Kurt Lasher
6	Rexel Holdings USA (Rexel SA)	Dallas	TX	5,854,531,560*	8,500*	550*	Jeff Baker
7	Border States Industries Inc.	Fargo	ND	2,415,905,088	2,468	98	David White
8	City Electric Supply	Dallas	TX	NA	3,758*	580*	Thomas Hartland Mackie
9	McNaughton McKay Electric Co.	Madison Heights	MI	NA	1,345	43	Donald Slominski Jr.
10	Motion Industries	Birmingham	AL	NA	NA	500	Randy Breaux
11	Crescent Electric Supply Co.	East Dubuque	IL	NA	1,820	140	Scott Teerlinck
12	Mayer Electric Supply Co.	Birmingham	AL	1,138,055,900	1,229	81	N. Collat Goedecke & W. Smith
13	Elliott Electric Supply Inc.	Nacogdoches	TX	1,116,400,000	2,100	155	Bill Elliott
14	U.S. Electrical Services	Middletown	CT	NA	1,500	125	Randy Eddy
15	Turtle & Hughes Inc.	Linden	NJ	NA	900	18	Jayne Millard
16	W.W. Grainger	Lake Forest	IL	NA	25,300**	354	Donald Macpherson
17	Kendall Electric Inc.	Portage	MI	NA	1,000	61	John Harman
18	Denney Electric Supply	Ambler	PA	NA	NA	9	Stephen Thornton
19	Wholesale Electric Supply Co.	Houston	TX	NA	509	12	Greg Hall
20	Dealers Electrical Supply Co.	Waco	TX	NA	694	58	Scott Tracey
21	Main Electric Supply Co.	Santa Ana	CA	480,462,035	490	13	Scott Germann
22	Summit Electric Supply	Albuquerque	NM	448,370,627	580	25	Patrick Davis
23	State Electric Supply Co.	Huntington	WV	NA	626	40	John Spoor
24	Echo Electric Supply (Echo Group Inc.)	Council Bluffs	IA	NA	500	18	Mitch Lane
25	Kirby Risk Electrical Supply (Kirby Risk Corp.)	Lafayette	IN	NA	551	41	James K. Risk III
26	Van Meter Inc.	Cedar Rapids	IA	381,000,000	490	15	Lura McBride
27	OmniCable (Dot Family Holdings)#	West Chester	PA	NA	329	14	Greg Lampert
28	Winsupply Inc.	Dayton	OH	NA	725	111	John McKenzie
29	Wholesale Electric Supply	Texarkana	TX	NA	490	55	Buddy McCulloch
30	Kaman Automation (Kaman Distribution)	Bloomfield	CT	NA	500	21	Ben Mondics
31	Gresco Utility Supply Inc.	Forsyth	GA	337,000,000	185	7	Steve Gramling
32	Werner Electric Supply Co.	Appleton	WI	313,000,000	426	11	Craig Wiedemeier
33	TEC Manufacturing and Dist. Services (Utility Supply & Service)	Georgetown	TX	300,000,000	135	32	Johnny Andrews
34	Lamps Plus	Chatsworth	CA	NA	NA	36	Dennis Swanson
35	Colonial Electric Supply Co.	King of Prussia	PA	NA	NA	17	Steven Bellwoar
36	Franklin Empire	Mount-Royal	QU	NA	NA	23	Cara Backman
37	Werner Electric MN	Cottage Grove	MN	NA	345	8	Ben Granley
38	Dominion Electric Supply	Arlington	VA	NA	300	11	Stephen Krooth
39	Shepherd Electric Supply	Baltimore	MD	261,188,103	305	5	Stuart Vogel
40	Villa Lighting	St. Louis	MO	255,000,000	115	2	Jack Villa
41	Fastenal Co.	Winona	MN	250,683,900	21,948**	2,114*	Daniel Florness
42	Houston Wire & Cable Co.	Houston	TX	NA	319	13	James L. Pokluda III
43	Edges Electrical Group LLC	San Jose	CA	NA	300	12	Chester Lehmann
44	LoneStar Electric Supply	Houston	TX	243,311,000	246	5	Jeff Metzler
45	Revere Electric Supply Co.	Mokena	IL	NA	NA	11	John Cady
46	Rumsey Electric Co.	Conshohocken	PA	NA	280	12	Jerry Lihota
47	United Electric Supply	Wilmington	DE	225,000,000	350	19	George Vorwick
48	Springfield Electric Supply Co.	Springfield	IL	NA	380	19	Chris Scarbrough
49	Steiner Electric Co.	Elk Grove Village	IL	NA	NA	8	Rick Kerman
50	Granite City Electrical Supply	Quincy	MA	198,000,000	300	26	Steve Helle

\* North America    \*\* Global    # Acquired in 2019    ## Acquired in 2020



## THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/ Province	2019 Revenue	Number of Employees	Number of Locations	Senior Executive
51	Schaedler Yesco Distribution Inc.	Harrisburg	PA	196,995,849	320	21	James Schaedler
52	Windy City Wire	Bolingbrook	IL	192,511,248	355	19	Rich Galgano
53	Facility Solutions Group	Austin	TX	188,339,220	289	29	William Graham
54	Loeb Electric	Columbus	OH	NA	230	5	Charles Loeb
55	Rural Electric Supply Cooperative	Middleton	WI	184,600,000	64	7	Matt Brandrup
56	Billows Electric Supply	Delran	NJ	NA	NA	20	Jeffrey Billow
57	Dakota Supply Group	Fargo	ND	175,100,000	288	17	Paul Kennedy
58	Electrical Equipment Co.	Raleigh	NC	174,616,000	248	13	Mark Holmes
59	PEPCO	Eastlake	OH	174,000,000	152	6	Joseph Borkey
60	Alameda Electrical Distributors	Hayward	CA	NA	280	12	Craig LaRue
61	Regency Lighting	Chatsworth	CA	164,978,091	185	7	Evan Regenstreif
62	Allied Wire	Collegeville	PA	NA	287	6	Timothy Flynn
63	Electric Supply Inc. (Tampa)	Tampa	FL	161,980,000	160	3	Harry Irwin
64	Power Line Supply Co. (Utility Supply & Construction Co.)	Reed City	MI	NA	NA	9	Brad Geer
65	CEE-US	West Columbia	SC	NA	NA	1	Chad Capps
66	Inline Electric Supply Co.	Huntsville	AL	NA	240	15	Bruce Summerville
67	Butler Supply Inc.	Fenton	MO	NA	220	25	Deborah Kuempel
68	Gerrie Electric Wholesale Ltd.	Burlington	ON	NA	420	23	Elaine Gerrie
69	Standard Electric Co.	Saginaw	MI	NA	365	23	Bill Gray
70	Horizon Solutions LLC	Rochester	NY	NA	270	10	John Kerkhove
71	French Gerleman	St. Louis	MO	NA	220	6	Mike Stanfill
72	Western United Electric Supply Corp	Brighton	CO	144,000,000	42	3	Greg Mordini
73	Power/mation Division Inc.	St. Paul	MN	142,198,000	161	6	Jeff Kubsch
74	Light Bulb Depot (Memphis Lamp)	Memphis	TN	NA	NA	15	David Marrs
75	CBT Co.	Cincinnati	OH	NA	235	3	James Stahl Jr.
76	Buckles-Smith	Santa Clara	CA	NA	NA	6	Art Cook
77	NEDCO Supply	Las Vegas	NV	125,330,000	108	1	Marc Winard
78	Tri-State Utility Products Inc.	Marietta	GA	125,139,000	34	3	Rusty Batch
79	Brownstown Electric Supply Co. Inc.	Brownstown	IN	NA	130	5	Gregg Deck
80	Stanion Wholesale Electric Co.	Pratt	KS	NA	214	17	Bill Keller
81	Benfield Electric Supply Co. Inc.	Mount Vernon	NY	121,500,000	148	4	Daniel McLaughlin
82	J.H.Larson Electrical Co.	Plymouth	MN	NA	150	10	Lisa Fox
83	Chelsea Lighting	New York	NY	NA	60	2	Thomas Ike
84	Richards Electric Supply Co Inc.	Cincinnati	OH	110,000,000	150	4	Michael Misrach
85	Broken Arrow Electric Supply Inc.	Broken Arrow	OK	108,000,000	150	9	Bruce Garner
86	Electro-Matic Ventures	Farmington Hills	MI	NA	221	5	Richard Laramée
87	Lowe Electric Supply Co.	Macon	GA	NA	NA	12	Jim Kinman
88	Standard Electric Supply Co.	Milwaukee	WI	104,000,000	192	16	Larry Stern
89	Mars Electric Co.	Mayfield Village	OH	101,000,000	165	12	Fran Doris
90	United Utility Supply	Louisville	KY	NA	24	5	Chris Perry
91	O'Neil Electric Supply (Earl O'Neil Electric Supply Ltd.)	Woodbridge	ON	NA	120	2	Stephen Kleynhans
92	Connexion (LAB Development)	Buffalo Grove	IL	NA	124	2	David Rosenstein
93	Jo-Kell Inc.	Chesapeake	VA	NA	75	3	John Kelly
94	Sunrise Electric Supply	Addison	IL	92,450,000	82	1	Don Chriske
95	IAC Supply Solutions	Memphis	TN	91,448,048	146	7	Darrell Smith
96	American Electric Supply	Corona	CA	89,197,771	93	1	Mike Pratt
97	Independent Electric Supply	Somerville	MA	NA	85	6	Dan Gray
98	Advance Electrical Supply Co.	Chicago	IL	83,400,000	75	1	Aaron Hughes
99	Medler Electric Co.	Alma	MI	NA	115	14	Kelly Vliet
100	F.D. Lawrence Electric Co.	Cincinnati	OH	80,750,000	99	3	Tink O'Leary

\* North America    \*\* Global    # Acquired in 2019    ## Acquired in 2020

THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/ Province	2019 Revenue	Number of Employees	Number of Locations	Senior Executive
101	Electric Supply & Equipment Co.	Greensboro	NC	NA	95	3	Brad McCormick
102	Steven Engineering Inc.	South San Francisco	CA	NA	116	3	Paul Burk
103	Electric Supply Center	Burlington	MA	NA	108	5	Larry LaFreniere
104	General Pacific Inc	Fairview	OR	75,000,000	45	2	Rick Hall
105	Mid-Coast Electric Supply Inc.	San Antonio	TX	72,800,000	115	6	Tom Barker
106	E. Sam Jones Distributor Inc.	Atlanta	GA	72,651,000	105	6	Patrick Jones
107	Caniff Electric Supply Co.	Hamtramck	MI	72,373,276	85	3	Douglas Bemis
108	City Lighting Products	St. Louis	MO	NA	NA	6	Michael Hohl
109	Hunzicker Brothers	Oklahoma City	OK	NA	NA	11	Myers Lockard
110	Voss Lighting	Lincoln	NE	68,000,000	222	15	Michael Voss
111	ParamontEO Inc.	Woodridge	IL	NA	108	3	Ken Gallagher
112	Wildcat Electric Supply	Houston	TX	66,635,000	80	2	Keith Hessemer
113	Fromm Electric Supply	Reading	PA	NA	115	10	Michael Fromm
114	Wolff Bros Supply	Medina	Ohio	NA	165	13	Howard Wolff
115	Warshauer Electric Supply	Tinton Falls	NJ	62,529,414	135	5	James Warshauer
116	Shingle & Gibb Automation	Moorestown	NJ	NA	82	5	Brian Lepsis
117	Harry Cooper Supply Co.	Springfield	MO	NA	147	2	John Cooper
118	Blazer Electric Supply	Colorado Springs	CO	60,000,000	102	2	Steve Blazer
119	Holt Electrical Supplies	St. Louis	MO	NA	NA	6	Sylvan Holtzman
120	K/E Electric Supply Corp.	Mount Clemens	MI	NA	68	4	Rock Kuchenmeister
121	First SOURCE Electrical LLC	Houston	TX	57,540,766	53	1	Philip deLoache
122	Amperage Electrical Supply Inc.	Roselle	IL	57,488,000	90	1	Vito Pelagio
123	Peninsular Electric Distributors Inc.	West Palm Beach	FL	55,150,000	75	2	John Larmoyeux
124	Crum Electric Supply Co.	Casper	WY	54,000,000	88	10	Jeff Hockin
125	Raymond de Steiger Inc.	Sterling Heights	MI	NA	80	4	Peter de Steiger
126	Electrical Supplies Inc.	Hialeah Gardens	FL	NA	NA	3	Jim Segal
127	Baynes Electric Supply	West Bridgewater	MA	NA	NA	6	Chris Baynes
128	Central Supply Co.	Indianapolis	IN	49,995,000	185	5	Damon Jarvis
129	Revco Lighting And Electrical Supply	Southampton	NY	NA	NA	6	Michael Velys
130	Hunt Electric Supply Co.	Burlington	NC	48,000,000	84	8	Sam Hunt IV
131	G&G Electric Supply	New York	NY	46,761,000	64	3	Laurence Heimrath
132	Service Electric Supply	Romulus	MI	NA	52	1	Eric Braidwood
133	Bell Electrical Supply	Santa Clara	CA	46,000,000	47	1	David Wallen
134	Chancellor Inc.	Laurel	MS	NA	76	4	Kim Johnson
135	Swift Electrical Supply Co.	Teterboro	NJ	NA	74	4	August Sodora
136	Metro Electric Supply	St. Louis	MO	NA	165	14	William Frisella
137	West-Lite Supply Co.	Cerritos	CA	NA	NA	4	Brenda Puckett
138	Gordon Electric Supply	Kanakee	IL	NA	58	3	Cara Gordon Potter
139	Active Electrical Supply Co.	Chicago	IL	NA	NA	2	Linda Swan
140	Loyd's Electric Supply	Branson	MO	NA	NA	3	Phil Loyd
141	Advance Electrical Supply Co.	Norcross	GA	40,007,000	46	2	Dennis Purvis
142	Gallant & Wein Corp.	Long Island City	NY	NA	55	3	Stuart Gruman
143	Idlewood Electric Supply Inc.	Highland Park	IL	NA	103	3	Barbara Lansing
144	Desert Hills Electric Supply Inc.	Artesia	NM	38,194,080	59	3	Bill Mathews
145	Kansas City Electrical Supply Co.	Lenexa	KS	36,969,064	48	2	Kaylin Crain
146	South Dade Electrical Supply	Miami	FL	NA	NA	1	Donald Elliott
147	Winkle Electric Inc.	Youngstown	OH	NA	NA	2	R.&L. Teaberry
148	Frontier Lighting	Clearwater	FL	NA	NA	3	Gary Bach
149	Cayce Mill Supply	Hopkinsville	KY	NA	89	5	Bart Cayce
150	Atlantic Coast Electric Supply	N. Charleston	SC	NA	48	5	John Marshall

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## THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/ Province	2019 Revenue	Number of Employees	Number of Locations	Senior Executive
151	Allied Wholesale Electrical Supply Inc.	Indianapolis	IN	35,127,289	52	4	Rob McCurdy
152	Hein Electric Supply	Milwaukee	WI	NA	65	9	Chris Stoming
153	Alpha Electric Supply	Kahului	HI	NA	NA	5	Hank Pacheco
154	Hannan Supply Co.	Paducah	KY	NA	NA	4	Bruce Brockenborough
155	International Electrical Sales Corp. (IESCO)	Miami	FL	33,000,000	26	1	Robert Bernstein
156	YESCO Electrical Supply Inc.	Columbiana	OH	NA	75	5	Lee DeRose
157	Mid-West Lighting	Los Angeles	CA	NA	31	1	David Frandzel
158	F&M Electric Supply	Danbury	CT	NA	43	4	Fil Cerminara
159	Metro Wire & Cable Corp.	Sterling Heights	MI	NA	37	3	Devin Ezop
160	Rockingham Electrical Supply Co.	Portsmouth	NH	NA	NA	9	Jim Pender
161	Advanced Controls & Distribution	Cranberry Township	PA	NA	27	3	Louis Dellemonache
162	Teche Electric Supply	Lafayette	LA	NA	78	4	Dave Frazer
163	Stokes Electric Supply	Knoxville	TN	NA	NA	4	Donald Stokes
164	ATI Electrical Supply	Bend	OR	29,767,000	27	3	Greg Knowles
165	Maltby Electric Supply Co.	San Francisco	CA	NA	49	3	Rodney Jason
166	Willow Electrical Supply Co.	Schiller Park	IL	NA	NA	2	Wieslaw Wardzala
167	Kovalsky Carr Electric Supply Co.	Rochester	NY	NA	31	1	Arnold Kovalsky
168	Beck Electric Supply	Richmond	CA	NA	NA	4	Bill Beck
169	Furbay Electric Supply	Canton	OH	NA	NA	2	Paul Monaco
170	West Virginia Electric Supply	Huntington	WV	NA	65	8	Jared Colker
171	Gross Electric	Toledo	OH	NA	65	3	Joe Gross
172	Mathes Group	Foley	AL	NA	NA	5	Kim Cheney
173	Hartford Electric Supply Co. (HESCO)	Rocky Hill	CT	24,295,000	50	1	B. Patrick DePasquale
174	Y&B Lighting & Electrical Supplies	Brooklyn	NY	NA	31	1	Yoel Braver
175	United Electrical Supply Co.	Omaha	NE	NA	NA	2	Todd Kuwitzky
176	Desert Electric Supply	Palm Desert	CA	NA	53	4	Eric Stevens
177	Candela Corp.	Irvine	CA	21,000,000	50	2	James Baas
178	B&K - Power to Solve	City of Industry	CA	NA	40	4	Todd Brown
179	Jackson Lighting & Electrical Supply	Jacksonville	FL	NA	26	1	Jerry James
180	Mission Controls & Automation	San Antonio	TX	18,924,102	50	2	David Gardner
181	Stanford Electric Supply	Corinth	MS	NA	NA	2	Charles Stanford
182	Wholesale Supply Group Inc.	Cleveland	TN	NA	225	33	Jeff Rogers
183	Johnson Electric Supply Co.	Cincinnati	OH	18,500,000	38	2	Douglas Johnson
184	Atlantic Electric Supply	Washington	DC	NA	30	2	Mike Lessans
185	Lewis Electric Supply Co.	Muscle Shoals	AL	NA	NA	1	Burton Lewis
186	Scurlock Electric	Houma	LA	NA	NA	5	Quentin Walker
187	Allcable	Denver	CO	NA	53	2	Scot Schultz
188	Michigan Chandelier Co.	Southfield	MI	NA	41	4	Kenneth Sanders
189	VEC Supply	Charlottesville	VA	16,000,000	30	4	Frank Stalzer
190	Controller Service & Sales	Avon	MA	NA	NA	2	Mark O'Day
191	Toole & Rose Supply Inc	Carrollton	KY	NA	19	1	Bryan L. Rose
192	Motors and Controls Corp.	Kent	WA	NA	NA	2	Kyra Castle
193	D&S Electrical Supply Co.	Chubbuck	ID	NA	25	2	Andrew Akers
194	Coburn Supply Co.	Beaumont	TX	NA	0	10	Donald Maloney
195	Pacific Lamp & Supply Co.	Seattle	WA	NA	19	1	Spencer Miles
196	Nassau National Cable	Great Neck	NY	NA	37	3	Samuel Draper
197	IEC Supply	Tempe	AZ	NA	15	1	Michael Zielinski
198	Generation Electrical Supply & Lighting	Liverpool	NY	NA	10	1	Sandra Cirrincione
199	Kern Electrical Distributors	Bakersfield	CA	NA	NA	2	Bill Wagoner
200	Erin Electrical Enterprises Inc.	Boyton Beach	FL	4,200,000	5	1	Tom Heffeman

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**ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS**

Rank	Company Name	Town/City	State/Prov
139	Active Electrical Supply Co.	Chicago	IL
98	Advance Electrical Supply Co.	Chicago	IL
141	Advance Electrical Supply Co.	Norcross	GA
161	Advanced Controls & Distribution	Cranberry Township	PA
60	Alameda Electrical Distributors	Hayward	CA
187	Allcable	Denver	CO
151	Allied Wholesale Electrical Supply Inc.	Indianapolis	IN
62	Allied Wire	Collegeville	PA
153	Alpha Electric Supply	Kahului	HI
96	American Electric Supply	Corona	CA
122	Amperage Electrical Supply Inc.	Roselle	IL
4	Anixter International ##	Glenview	IL
164	ATI Electrical Supply	Bend	OR
150	Atlantic Coast Electric Supply	N. Charleston	SC
184	Atlantic Electric Supply	Washington	DC
178	B&K - Power to Solve	City of Industry	CA
127	Baynes Electric Supply	West Bridgewater	MA
168	Beck Electric Supply	Richmond	CA
133	Bell Electrical Supply	Santa Clara	CA
81	Benfield Electric Supply Co. Inc.	Mount Vernon	NY
56	Billows Electric Supply	Delran	NJ
118	Blazer Electric Supply	Colorado Springs	CO
7	Border States Industries Inc.	Fargo	ND
85	Broken Arrow Electric Supply Inc.	Broken Arrow	OK
79	Brownstown Electric Supply Co. Inc.	Brownstown	IN
76	Buckles-Smith	Santa Clara	CA
67	Butler Supply Inc.	Fenton	MO
177	Candela Corp.	Irvine	CA
107	Caniff Electric Supply Co.	Hamtramck	MI
149	Cayce Mill Supply	Hopkinsville	KY
75	CBT Co.	Cincinnati	OH
65	CEE-US	West Columbia	SC
128	Central Supply Co.	Indianapolis	IN
134	Chancellor Inc.	Laurel	MS
83	Chelsea Lighting	New York	NY
8	City Electric Supply	Dallas	TX
108	City Lighting Products	St. Louis	MO
194	Coburn Supply Co.	Beaumont	TX
35	Colonial Electric Supply Co.	King of Prussia	PA
92	Connexion	Buffalo Grove	IL
5	Consolidated Electrical Distributors (CED)	Irving	TX
190	Controller Service & Sales	Avon	MA
11	Crescent Electric Supply Co.	East Dubuque	IL
124	Crum Electric Supply Co.	Casper	WY
193	D&S Electrical Supply Co.	Chubbuck	ID
57	Dakota Supply Group	Fargo	ND
20	Dealers Electrical Supply Co.	Waco	TX
18	Denney Electric Supply	Ambler	PA
176	Desert Electric Supply	Palm Desert	CA
144	Desert Hills Electric Supply Inc.	Artesia	NM

Rank	Company Name	Town/City	State/Prov
38	Dominion Electric Supply	Arlington	VA
106	E. Sam Jones Distributor Inc.	Atlanta	GA
24	Echo Electric Supply	Council Bluffs	IA
43	Edges Electrical Group LLC	San Jose	CA
101	Electric Supply & Equipment Co.	Greensboro	NC
103	Electric Supply Center	Burlington	MA
63	Electric Supply Inc. (Tampa)	Tampa	FL
58	Electrical Equipment Co.	Raleigh	NC
126	Electrical Supplies Inc.	Hileah Gardens	FL
86	Electro-Matic Ventures	Farmington Hills	MI
13	Elliott Electric Supply Inc.	Nacogdoches	TX
200	Erin Electrical Enterprises Inc.	Boyton Beach	FL
158	F&M Electric Supply	Danbury	CT
100	F.D. Lawrence Electric Co.	Cincinnati	OH
53	Facility Solutions Group	Austin	TX
41	Fastenal Co.	Winona	MN
121	First SOURCE Electrical LLC	Houston	TX
36	Franklin Empire	Mount-Royal	QU
71	French Gerleman	St. Louis	MO
113	Fromm Electric Supply	Reading	PA
148	Frontier Lighting	Clearwater	FL
169	Furbay Electric Supply	Canton	OH
131	G&G Electric Supply	New York	NY
142	Gallant & Wein Corp.	Long Island City	NY
104	General Pacific Inc.	Fairview	OR
198	Generation Electrical Supply & Lighting	Liverpool	NY
68	Gerrie Electric Wholesale Ltd.	Burlington	ON
138	Gordon Electric Supply	Kanakee	IL
50	Granite City Electrical Supply	Quincy	MA
3	Graybar Electric Co.	Clayton	MO
31	Gresco Utility Supply Inc.	Forsyth	GA
171	Gross Electric	Toledo	OH
154	Hannan Supply Co.	Paducah	KY
117	Harry Cooper Supply Co.	Springfield	MO
173	Hartford Electric Supply Co. (HESCO)	Rocky Hill	CT
152	Hein Electric Supply	Milwaukee	WI
119	Holt Electrical Supplies	St. Louis	MO
70	Horizon Solutions LLC	Rochester	NY
42	Houston Wire & Cable Co.	Houston	TX
130	Hunt Electric Supply Co.	Burlington	NC
109	Hunzicker Brothers	Oklahoma City	OK
95	IAC Supply Solutions	Memphis	TN
143	Idlewood Electric Supply Inc.	Highland Park	IL
197	IEC Supply	Tempe	AZ
97	Independent Electric Supply	Somerville	MA
66	Inline Electric Supply Co.	Huntsville	AL
155	International Electrical Sales Corp. (IESCO)	Miami	FL
82	J.H. Larson Electrical Co.	Plymouth	MN
179	Jackson Lighting & Electrical Supply	Jacksonville	FL
183	Johnson Electric Supply Co.	Cincinnati	OH

## ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/Prov	Rank	Company Name	Town/City	State/Prov
93	Jo-Kell Inc.	Chesapeake	VA	186	Scurlock Electric	Houma	LA
120	K/E Electric Supply Corp.	Mount Clemens	MI	132	Service Electric Supply	Romulus	MI
30	Kaman Automation (Kaman Distribution)	Bloomfield	CT	39	Shepherd Electric Supply	Baltimore	MD
145	Kansas City Electrical Supply Co.	Lenexa	KS	116	Shingle & Gibb Automation	Moorestown	NJ
17	Kendall Electric Inc.	Portage	MI	1	Sonepar North America	Charleston	SC
199	Kern Electrical Distributors	Bakersfield	CA	146	South Dade Electrical Supply	Miami	FL
25	Kirby Risk Electrical Supply	Lafayette	IN	48	Springfield Electric Supply Co.	Springfield	IL
167	Kovalsky Carr Electric Supply Co.	Rochester	NY	69	Standard Electric Co.	Saginaw	MI
34	Lamps Plus	Chatsworth	CA	88	Standard Electric Supply Co.	Milwaukee	WI
185	Lewis Electric Supply Co.	Muscle Shoals	AL	181	Stanford Electric Supply	Corinth	MS
74	Light Bulb Depot (Memphis Lamp)	Memphis	TN	80	Stanion Wholesale Electric Co.	Pratt	KS
54	Loeb Electric	Columbus	OH	23	State Electric Supply Co.	Huntington	WV
44	LoneStar Electric Supply	Houston	TX	49	Steiner Electric Co.	Elk Grove Village	IL
87	Lowe Electric Supply Co.	Macon	GA	102	Steven Engineering Inc.	South San Francisco	CA
140	Loyd's Electric Supply	Branson	MO	163	Stokes Electric Supply	Knoxville	TN
21	Main Electric Supply Co.	Santa Ana	CA	22	Summit Electric Supply	Albuquerque	NM
165	Maltby Electric Supply Co.	San Francisco	CA	94	Sunrise Electric Supply	Addison	IL
89	Mars Electric Co.	Mayfield Village	OH	135	Swift Electrical Supply Co.	Teterboro	NJ
172	Mathes Group	Foley	AL	33	TEC Manufacturing and Distribution Services	Georgetown	TX
12	Mayer Electric Supply Co.	Birmingham	AL	162	Teche Electric Supply	Lafayette	LA
9	McNaughton McKay Electric Co.	Madison Heights	MI	191	Toole & Rose Supply Inc.	Carrollton	KY
99	Medler Electric Co.	Alma	MI	78	Tri-State Utility Products Inc.	Marietta	GA
136	Metro Electric Supply	St. Louis	MO	15	Turtle & Hughes Inc.	Linden	NJ
159	Metro Wire & Cable Corp.	Sterling Heights	MI	14	U.S. Electrical Services	Middletown	CT
188	Michigan Chandelier Co.	Southfield	MI	47	United Electric Supply	Wilmington	DE
105	Mid-Coast Electric Supply Inc.	San Antonio	TX	175	United Electrical Supply Co.	Omaha	NE
157	Mid-West Lighting	Los Angeles	CA	90	United Utility Supply	Louisville	KY
180	Mission Controls & Automation	San Antonio	TX	26	Van Meter Inc.	Cedar Rapids	IA
10	Motion Industries	Birmingham	AL	189	VEC Supply	Charlottesville	VA
192	Motors and Controls Corp.	Kent	WA	40	Villa Lighting	St. Louis	MO
196	Nassau National Cable	Great Neck	NY	110	Voss Lighting	Lincoln	NE
77	NEDCO Supply	Las Vegas	NV	16	W.W. Grainger	Lake Forest	IL
27	OmniCable (Dot Family Holdings)#	West Chester	PA	115	Warshauer Electric Supply	Tinton Falls	NJ
91	O'Neil Electric Supply	Woodbridge	ON	37	Werner Electric MN	Cottage Grove	MN
195	Pacific Lamp & Supply Co.	Seattle	WA	32	Werner Electric Supply Co.	Appleton	WI
111	ParamontEO Inc.	Woodridge	IL	2	WESCO International Inc.	Pittsburgh	PA
123	Peninsular Electric Distributors Inc.	West Palm Beach	FL	170	West Virginia Electric Supply	Huntington	WV
59	PEPCO	Eastlake	OH	72	Western United Electric Supply Corp.	Brighton	CO
64	Power Line Supply Co.	Reed City	MI	137	West-Lite Supply Co.	Cerritos	CA
73	Power/mation Division Inc.	St. Paul	MN	29	Wholesale Electric Supply	Texarkana	TX
125	Raymond de Steiger Inc.	Sterling Heights	MI	19	Wholesale Electric Supply Co.	Houston	TX
61	Regency Lighting	Chatsworth	CA	182	Wholesale Supply Group Inc.	Cleveland	TN
129	Revco Lighting And Electrical Supply	Southampton	NY	112	Wildcat Electric Supply	Houston	TX
45	Revere Electric Supply Co.	Mokena	IL	166	Willow Electrical Supply Co.	Schiller Park	IL
6	Rexel Holdings USA (Rexel SA)	Dallas	TX	52	Windy City Wire	Bolingbrook	IL
84	Richards Electric Supply Co Inc.	Cincinnati	OH	147	Winkle Electric Inc.	Youngstown	OH
160	Rockingham Electrical Supply Co.	Portsmouth	NH	28	Winsupply Inc.	Dayton	OH
46	Rumsey Electric Co.	Conshohocken	PA	114	Wolff Bros Supply	Medina	Ohio
55	Rural Electric Supply Cooperative	Middleton	WI	174	Y&B Lighting & Electrical Supplies	Brooklyn	NY
51	Schaedler Yesco Distribution Inc.	Harrisburg	PA	156	YESCO Electrical Supply Inc.	Columbiana	OH