

THE TO

Our annual ranking of the largest electrical distributors.

Electrical Wholesaling's ranking of the largest electrical distributors always proves to be a fascinating snapshot of the state of the electrical market. In years when acquisitions are raging, it's not unusual for up to 10 percent of the Top 200 distributors to be acquired. When a new progressive distributor takes the industry by storm,

you can chart their progress as they bolt up the rankings each year. This year is no different. In 2009, the electrical wholesaling industry was hammered by the worst recession in a generation, and the sales figures for this year's Top 200 distributors screamed out in pain. The average sales decline for the 140 companies that provided sales data for both 2008 and 2009 came out to a

whopping 21 percent. To steer through the wreckage, companies had to make all of the painful decisions we have heard way too much about over the past two years: staff cuts, wage freezes, closing branches, eliminating 401(k) matches and cutting expenses. Several distributors had to lay off between 15 percent and 25 percent of their employees, and many others said they did everything they could to hang onto key employees until business improved. However, the general tone of the Top 200 responses is that the worst is over. Despite the recession, some companies continued to make strategic investments

2009-2010 DISTRIBUTOR ACQUISITIONS IN THE ELECTRICAL MARKET

With capital in short supply for small businesses from lending institutions, there's been very little activity in the acquisition market during the past two years.

Company	Acquirer
A.E. Petsche Co., Arlington, Texas	Arrow Electronics, Inc., Melville, N.Y.
Delmo Electric Supply, Fisk, Mo.	Cape Electrical Supply, Cape Girardeau, Mo.
Beck Electric Co., Kennett, Mo.	Cape Electrical Supply, Cape Girardeau, Mo.
(Merger) Richardson Electric Inc., Chattanooga, Tenn.	Creswell Industrial Supply, Chattanooga, Tenn.
Huge Electric, Shanghai, China	Hagemeyer China
Berkeley Engineering Inc., Honolulu, Hawaii	OneSource Distributors, Oceanside, Calif.
Columbus, Ohio location of Johnson Electric Supply Co., Cincinnati, Ohio	PEPCO Inc., Eastlake, Ohio
Indiana, Pa., branch of Gertz Electric	Schaedler YESCO, Harrisburg, Pa.
Service Electrical Supply Co. Inc., Pittsburgh	Schaedler YESCO, Harrisburg, Pa.
Sante Electric Supply, Florence, S.C.	Shealy Electrical Wholesalers, Columbia, S.C.
Densmore Electrical Supply,* Rutland, Vt.	(NESCO) Needham Electric Supply, Canton, Mass.
Columbia Electric Supply Co.,* Brockton, Mass.	Granite City Electric Supply Co., Quincy, Mass.
Minarik Corp.,* Glendale, Calif.	Kaman Corp., Bloomfield, Conn.
*2010 acquisition	

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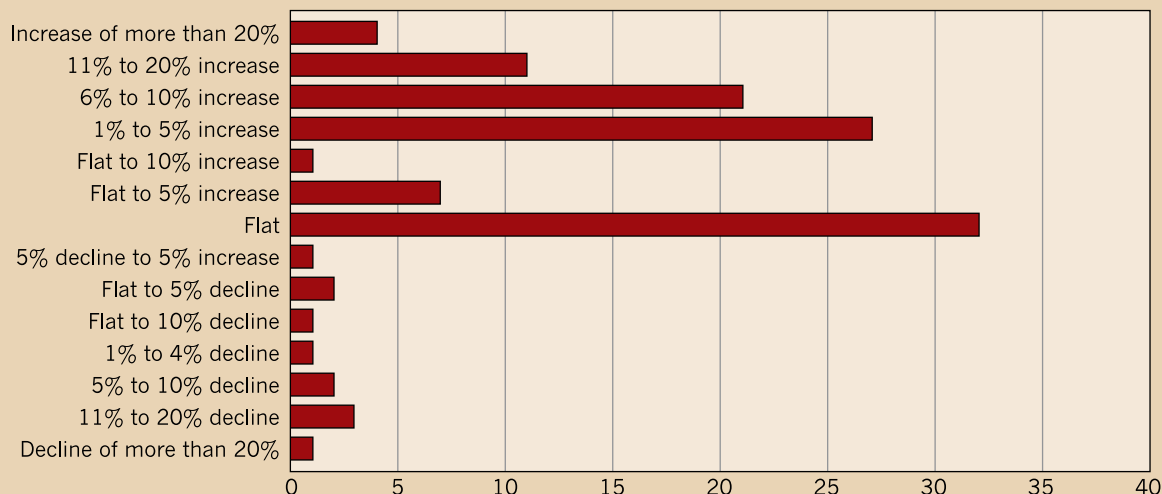
TOP 25 AS RANKED BY SALES PER EMPLOYEE

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 2009 sales number and an employee count for publication in this year's listing.

Rank	Company	Headquarters	Sales Per Employee
1	Western United Electric Supply	Brighton, CO	2,814,815
2	United Utility Supply Cooperative Corp.	Louisville, KY	2,500,000
3	Tri State Utility Products Inc.	Marietta, GA	2,419,355
4	Rural Electric Supply Cooperative (RESCO)	Middleton, WI	2,369,565
5	TEC Utility Supply & Service	Georgetown, TX	1,784,314
6	Arkansas Electric Cooperatives Inc.	Little Rock, AR	1,750,000
7	International Electrical Sales Corp. (IESCO)	Miami	1,468,750
8	General Pacific Inc.	Fairview, OR	1,382,759
9	Gresco Utility Supply, Inc	Forsyth, GA	1,154,639
10	The Reynolds Co.	Fort Worth, TX	1,063,953
11	Omni Cable Corp.	West Chester, PA	954,819
12	Houston Wire & Cable	Houston	950,746
13	Codale Electric Supply Inc.	Salt Lake City	950,270
14	Gallant & Win Corp.	Long Island City, NY	885,714
15	Lasalle Electric	Livonia, MI	876,000
16	Turtle & Hughes Inc.	Linden, NJ	872,222
17	Shepherd Electric Supply	Baltimore	864,583
18	OneSource Distributors, LLC	Oceanside, CA	859,649
19	Advance Electrical & Industrial Supply	Norcross, GA	852,541
20	Professional Electric Products Co. (PEPCO)	Eastlake, OH	842,105
21	I.G. Federal Electrical Supply Corp.	Long Island City, NY	837,159
23	Connexion	Buffalo Grove IL	791,892
24	Independent Electric Supply Inc.	San Carlos, CA	791,489
25	Sunrise Electric Supply	Addison, IL	775,000
25	WESCO Distribution Inc.	Pittsburgh	758,025

TOP 200 DISTRIBUTORS SALES FORECASTS FOR 2010

More than half of the 114 Top 200 electrical distributors who offered some insight into their company's 2010 economic fortunes were expecting some growth this year. Thirty-two respondents (28%) expected their business to be flat for 2010; 27 executives (24%) were looking for growth from 1% to 5%; and another 21 distributors (18%) saw growth of 6% to 10%. Fifteen executives (13%) expect their sales to grow by more than 10 percent.



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THE FIVE LARGEST ELECTRICAL DISTRIBUTORS

Rank	Company	2009 Revenue	Electrical employees	Locations
1	International Electric Supply Corp. (Rexel/Gexpro)	4,867,000,000	7,849	567
2	Sonepar USA	4,570,000,000	NA	617
3	WESCO Distribution	4,487,549,000	6,100	365
4	Graybar Electric Co.	4,377,882,000	6,300	215
5	Consolidated Electrical Distributors Inc.	NA	6,200e	584

In 2009, the five largest electrical distributors had an estimated \$21.7 billion in revenue and operated 2,352 branches. Overall, the number of branches run by the five largest distributors probably declined over 2008, but Sonepar's data this year included the Hagemeyer North American branches.

in new markets or in personnel with desirable skill sets or market expertise (See "What's New?" on page 20). Generally speaking, respondents said commercial construction still hasn't recovered; industrial business was picking up; the residential market was waking up in certain regions; and that the hospital and

green markets were two beacons of business in an otherwise still-dark market landscape. Said Harry Albert, Jr., CFO, Electrical Equipment Co., Raleigh, N.C., "We see signs of recovery in selected markets. Others are still suffering. The end of the recession does not mean we are at the same level of activity as before

the recession. Although we are beginning to see some improvements, we are certainly at a lower level. The markets that are lagging include paper, wood, lumber and furniture. Steel, defense, and municipalities are holding their own or starting to increase business."

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WHAT'S NEW?

In a recession of epic proportions, much of the news in the electrical market was about layoffs, branch closings and cutbacks. But a strong current of investment ran through the Top 200 companies. Following are examples of where Top 200 distributors made strategic investments over the past year.

During the past year, **Border States Electric, Fargo, N.D.**, was busy with an ERP system upgrade and branch openings in Denver; Albertville, Minn.; and Eau Claire, Wis.

Like many distributors, last year the folks at **Butler Supply Inc.**, Fenton, Mo., had to close some underperforming branches and reduce expenses. But in 2009, the company was also in the middle of a SAP computer system launch and a renewed focus on energy-efficient electrical products, which required additional training for salespeople. John Duda, chairman, says this year the company's focus will be on training employees, looking for acquisitions and identifying new markets that offer potential for growth.

Green is the word at **Colonial Electric Supply**, King of Prussia, Pa. Steve Bellwoar, president and CEO, says in addition to acquiring the two Maryland branches of Annapolis Lighting to bolster the company's growing residential lighting business, his company doubled its sales of energy-efficient electrical sales in 2009.

Doug Borchers, vice president of **Dickman Supply Inc.**, Sidney, Ohio, said the company "attacked the green market full force with good success." Dickman's investment in its new energy division called "Green Energy Solutions," appears to be paying off, as Borchers says Dickman Supply has seen its sales more than double in this area so far this year.

Edison Equipment, Columbus, Ohio, opened new locations in Cleveland, Cincinnati and Greenville, S.C.

In 2009, **Elliott Electric Supply**, Nacogdoches, Texas, opened 14 new locations and searched for new employees with great customer contacts who had been laid off by competitors.

Fromm Electric Supply of Reading, Reading, Pa., was busy on several fronts: opening a new branch in Bloomsburg, Pa.; constructing a new building for the Mt. Pocono, Pa., branch; launching an energy services division; and enhancing its e-mail marketing and customer relationship management (CRM).

General Pacific Inc., a utility specialist in Fairview, Ore., moved into a new headquarters building that was twice the size of its old location.

Jim Newton, president and CEO, **Horizon Solu-**

tions, Rochester, N.Y., also likes what he sees in the green market. In 2008, Horizon Solutions acquired Lighting Resource Management, an energy-services company (ESCO) based out of Newburyport, Mass., so Horizon Solutions could manage customer lighting upgrade projects from the initial design stage, through cost/benefit analysis, installation and maintenance. Last month, the company opened a new office in Quincy, Mass., so the Horizon Lighting & Energy Services (HLES) would be closer to the company's lighting and energy customers in the metropolitan Boston area.

International Electric Sales Corp. (Rexel/Gexpro), Dallas, embarked on a major MIS conversion with its move to the Activant/Eclipse platform for its North American branches.

OneSource Distributors, Oceanside, Calif., opened a new regional warehouse in Downey, Calif., to support expansion in the Los Angeles market; acquired Berkeley Engineering in Hawaii; and promoted green energy sales. Last month, the company announced that it was building on the presence it had established in northern California's utility market over the past three years and expanding into the commercial/industrial business with the hiring of two sales executives and the expansion of its distribution center in Hayward, Calif. Don Swartz will be rejoining the company as operations manager in northern California, and Joe Helfrich, a sales veteran with 30 years in the Bay Area's electrical market, was hired to drive sales in the area.

Schaedler/YESCO, Harrisburg, Pa., expanded into western Pennsylvania with the acquisition of Service Electrical Supply Co. in Pittsburgh and the Indiana, Pa., location of Gertz Electric. Pittsburgh wasn't hit as hard by the recession as many other metropolitan areas, and Schaedler/YESCO expects the city to provide solid growth opportunities in the years to come.

In 2009, **Summit Electric Supply Co.**, Albuquerque, N.M., opened new branches in Waco, Texas, and New Orleans, La. The company also has big plans for its international sales division, which it currently services out of a sales office in Dubai, United Arab Emirates. The company promoted Ralph Mouret to manage its export division and hired Steven Towler, an electrical industry veteran with 26 years of experience in the United Kingdom and Middle East, to head up Middle East Sales; opened a full-service Summit Electric Supply branch in Dubai; and developed a customer base in the Middle East.

manager, Elliott Electric Supply, Nacogdoches, Texas, says major metropolitan markets are "breathing" again, but that rural areas are still suffering. During the recession, Elliott Electric Supply focused on keeping inventory on the shelf and hiring people with good customer knowledge who had been down-sized from other distributors.

Burke Herring, president, Womack Electric Supply Co., Danville, Va., is seeing some light at the end of the tunnel, too. "The free fall has ceased and there are many positive signs, but the effects are still being felt," he said. "Residential is showing some improvement and there are opportunities in the energy sector such as lighting retrofits and anything related to energy efficiency."

He says Womack Electric Supply got through the downturn by strategically trimming expenses and inventory, only cutting personnel where performance was an issue, and by watching accounts receivable "like a hawk." Herring is encouraged by the growth of green sales and said the company recently added a sales specialist for energy-efficient products and systems.

During the recession, many other Top 200 electrical distributors renewed their commitment to selling energy-efficient electrical products, and several electrical supply houses launched new energy divisions and/or added staff in this area. Kevin Schulte, vice president and CFO, E. Sam Jones Distributor, Atlanta, said although his company is forecasting two-percent growth at best, "Energy-related project business continues to sizzle and is one of the few segments showing growth."

Indeed, he said that in 2009 E. Sam Jones saw its energy-retrofit business increase 20-30 percent. Schulte also sees some growth in federal work. "Government business driven by the American Recovery and Reinvestment Act (ARRA) is generating bid opportunities," he said. "Local property management business is lagging but holding steady with last year's overall decline."

On the West Coast, another big believer in the green market is Bob LaRue, president, Alameda Electrical Distributors, Inc., Hayward, Calif., where sales of green electrical products quadrupled in 2009. "Many contractor and building owners are paying close attention to opportunities," he said in his Top 200 survey response.

With all the economic gloom and doom of recent months, it was refreshing to see that some respondents are expecting their 2010 sales to increase over last year at a double-digit rate. James Van Zandt, president and CEO, Tri State Supply Co. Inc., Washington, Pa., expects his company's sales to be up 15 percent over 2009, and said he saw a "strong increase" in business in March. "OEMs have finally started to release orders," he said in his survey response.

While Brian Becker, V.P. of finance for Border States Industries Inc., Fargo, N.D., is expecting a 20 percent sales increase in 2010, the business outlook for his company's diverse mix of markets is mixed. "Some markets will see a nice rebound, while others will still be down," he says. The

company sees growth in the energy sector, flat to little growth in its industrial sector and a dip in its commercial sector.

Brent Spear, president, Electrical Distributors Inc., Charlotte, N.C., isn't expecting too much sales growth this year, and said in North Carolina the residential business is coming back modestly, but commercial construction is still in bad shape. One bright spot for the company has been green products, and Spear says his volume in this market niche has probably doubled over the past year.

James Clark, V.P. of strategy, marketing and corporate development for International Electric Sales Corp. (Rexel/Gexpro), Dallas, said the company expects its 2010 sales to be flat or at a slightly lower level. He said the main focus at Rexel/Gexpro this year will be on more detailed market segmentation; providing additional services for customers; process improvements; and more training for employees.

Strictly by the numbers. Estimated sales for the Top 200 distributors as a group dropped 11 percent to \$47.5 billion from \$53.5 billion, but these distributors picked up four points of market share in 2009 and now control 63 percent of the \$75.2 billion in 2009 sales that *Electrical Wholesaling* estimates was sold through distributors of electrical supplies. Sales per employee for the 140 distributors that provided both 2009 sales and employee data was \$633,596.

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THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company	Headquarters	2009 Revenue	Electrical employees	No. of U.S. Locations	Senior Executive
1	International Electrical Supply Corp. (IESC/Rexel/Gexpro)*	Dallas	4,867,000,000	7,849	567	C. Hartmann
2	Sonepar USA*	Philadelphia	4,570,000,000	NA	617	P. Klasing/D. Gabriel
3	WESCO Distribution Inc.	Pittsburgh	4,487,549,000*	6,100**	365	J. Engel
4	Graybar Electric Co. Inc.	St. Louis	4,377,882,000	6,300	215	R. Reynolds Jr.
5	Anixter International*	Skokie, IL	3,610,000,000	7,811**	166	R. Eck
6	Consolidated Electrical Distributors Inc.	Westlake Village, CA	NA	6,200	584	D. Bursch
7	W.W. Grainger Inc.	Lake Forest, IL	NA	NA	437	J. Ryan
8	HD Supply	Atlanta	NA	NA	45	J. DeAngelo
9	Border States Industries Inc.*	Fargo, ND	783,700,000	1,300	61	T. Miller
10	Crescent Electric Supply Co.	East Dubuque, IL	752,005,334	1,495	123	M. Burbridge
11	Mayer Electric Supply Co. Inc.	Birmingham, AL	534,807,000	854	51	W. Smith
12	Platt Electrical Supply Inc.	Beaverton, OR	NA	NA	100	H. Platt
13	Dealers Electrical Supply Co.	Waco, TX	NA	720	59	S. Bracey
14	City Electric Supply (CES)	Orlando	NA	NA	369	L. Dobon
15	State Electric Supply Co.	Huntington, WV	NA	666	40	A. Weisberg
16	McNaughton-McKay Electric Co.	Madison Heights, MI	389,000,000	650	22	D. Slominski
17	Independent Electric Supply Inc.	San Carlos, CA	372,000,000	470	20	T. Massip
18	Reynolds Co.	Fort Worth, TX	366,000,000	344	17	W. Reynolds
19	Wholesale Electric Supply Co. of Houston Inc.	Houston	NA	NA	9	C. Rutland
20	Turtle & Hughes Inc.	Linden, NJ	314,000,000	360	9	S.T. Millard
21	Elliott Electric Supply	Nacogdoches, TX	311,856,434	835	101	B. Elliott
22	Summit Electric Supply	Albuquerque, NM	308,000,000	509	20	V. Jury Jr.
23	North Coast Electric Co.	Seattle	307,000,000	519	35	R. Lemman
24	Kendall Electric Inc.	Portage, MI	300,000,000	650	43	M.U. Ranly
25	Kirby Risk Electrical Supply	Lafayette, IN	NA	449	38	J. Burke
26	Houston Wire & Cable	Houston	254,800,000	268	11	C. Sorrentino
27	Wholesale Electric Supply Co. Inc.	Texarkana, TX	NA	NA	24	B. McCulloch
28	OneSource Distributors*	Oceanside, CA	250,000,000	285	14	R. Zamarripa
29	Walters Wholesale Electric	Signal Hill, CA	231,000,000	460	24	J. Walter
30	ECHO Electric Supply	Council Bluffs, IA	NA	295	16	M. Lane / J.M. Franken
31	3e Electrical Engineering & Equipment Co.	Windsor Heights, IA	NA	NA	7	J. Stroud
32	Teche Electric Supply LLC	Lafayette, LA	NA	NA	17	B. Hays
33	Codale Electric Supply Inc.	Salt Lake City	175,800,000	185	11	D. Holt
34	Steiner Electric Co.	Elk Grove, IL	NA	450	8	H. Kerman
35	A. E. Petsche Co. Inc. (acquired in 2009)	Arlington, TX	NA	250	7	G. Davidson
36	Rumsey Electric Co.	Conshohocken, PA	173,000,000	277	10	G. Lihota
37	Dakota Supply Group Inc.	Fargo, ND	NA	NA	16	T. Kumm
38	Shepherd Electric Supply	Baltimore	166,000,000	192	4	C. Vogel
39	Van Meter Industrial Inc.	Cedar Rapids, IA	165,000,000	341	13	B. Boyer
40	Priority Wire & Cable Inc.	North Little Rock, AR	NA	NA	7	J. Newman
41	J. H. Larson Electrical Co.	Plymouth, MN	NA	NA	7	G. Pahl
42	Eck Supply Co.	Richmond, VA	159,307,000	335	23	E.C. Eck III
43	Omni Cable Corp.	West Chester, PA	158,500,000	166	11	J. Siegfried
44	Colonial Electric Supply	King of Prussia, PA	150,000,000	327	19	S. Bellwoar
45	Werner Electric Supply Co.	Neenah, WI	148,300,000	265	11	L. MacDonald
46	United Electric Supply	Wilmington, DE	147,713,647	290	16	G. Vorwick
47	Kriz-Davis Co.	Grand Island, NE	145,613,010	218	13	T. Berry
48	WinWholesale Inc.	Dayton, OH	NA	NA	50	R. Schwartz
49	Dominion Electric Supply	Arlington, VA	NA	250	8	R. Sharlin
50	Stoneway Electric Supply	Spokane, WA	130,062,486	220	16	C. Kelly

NA - not available e - estimate * all data for North America ** worldwide

THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company	Headquarters	2009 Revenue	Electrical employees	No. of U.S. Locations	Senior Executive
51	Power Line Supply	Reed City, MI	NA	72	6	M. Bigford
52	Industrial Electric Wire & Cable	New Berlin, WI	130,000,000	240	7	D. Nestingen
53	Butler Supply Inc.	Fenton, MO	NA	196	28	J. Duda
54	NEDCO Supply	Las Vegas	NA	NA	1	M. Winard
55	Standard Electric Co.	Saginaw, MI	NA	NA	20	L. Weber
56	QED Inc.	Las Vegas	122,067,993	224	13	D. Stauffer
57	Gresco Utility Supply Inc	Forsyth, GA	112,000,000	97	5	J. Thorne
58	Revere Electric Supply Co.	Chicago	NA	NA	6	P. McCool
59	Rural Electric Supply Cooperative (RESCO)	Middleton, WI	109,000,000	46	4	M. Brandrup
60	Springfield Electric Supply	Springfield, IL	109,000,000	232	13	M. Barker
61	Werner Electric Supply	Cottage Grove, MN	108,000,000	200	7	K. Powell
62	Benfield Electric Supply Co. Inc.	White Plains, NY	102,000,000	140	4	D. McLaughlin
63	Hill Country Electric Supply	Austin, TX	100,557,000	155	8	S. Schieffer
64	Billows Electric Supply Co.	Philadelphia	100,000,000	200	15	J. Billows
65	Stanion Wholesale Electric Co. Inc.	Pratt, KS	97,996,328	219	17	B. Keller
66	Hite Co., The	Altoona, PA	96,347,174	270	21	T. Lawhead
67	Hein Electric Supply	Brookfield, WI	NA	NA	9	C. Stoming
68	Rockingham Electrical Supply Co. Inc.	Newington, NH	NA	NA	9	J. Pender, Jr.
69	Western Extralite	Kansas City, MO	92,000,000	NA	17	T. Isenberg
70	French Gerleman	Maryland Heights, MO	91,873,615	215	5	W.B. French
71	Horizon Solutions	Rochester, NY	91,130,000	210	7	J. Newton
72	TEC Utility Supply & Service	Georgetown, TX	91,000,000	51	12	J. Andrews
73	United Utility Supply Cooperative Corp.	Louisville, KY	90,000,000	36	5	B. Corum
74	Regency Lighting	Van Nuys, CA	88,300,000	250	7	R. Regenstreif
75	Granite City Electric	Quincy, MA	85,000,000	200	24	S. Helle
76	Electrical Equipment Co.	Raleigh, NC	84,766,000	205	11	T. J. Lawson
77	Arkansas Electric Cooperatives Inc.	Little Rock, AR	84,000,000	48	4	G. Voigt
78	Cape Electrical Supply	Cape Girardeau, MO	NA	165	21	A.B. Toole
79	Minarik Corp. (acquired in 2010)	Glendale, CA	84,000,000	NA	16	J. Hegel
80	Wabash Electric Supply Inc.	Wabash, IN	NA	NA	6	J. Forrester
81	Allied Wire & Cable Inc.	Collegeville, PA	NA	NA	7	D. Flynn
82	Seattle Lighting Fixture (Dolan Northwest llc)	Seattle	NA	NA	8	D. McKee
83	Shealy Electrical Wholesalers Inc.	West Columbia, SC	NA	145	7	B. DeLoache
84	Facility Solutions Group	Austin, TX	81,295,000	237	14	W. Graham
85	Electric Supply Inc.	Tampa, FL	80,500,000	120	1	G. Adams Jr.
86	Broken Arrow Electric Supply	Broken Arrow, OK	80,000,000	128	7	B. Garner
87	Professional Electric Products Co. (PEPCO)	Eastlake, OH	80,000,000	95	3	J. Borkey
88	Cooperative Electric Energy Utility Supply (CEE-US)	West Columbia, SC	NA	37	1	D. McCord
89	Villa Lighting Supply Inc.	St. Louis	NA	74	1	J. Villa
90	Evergreen Oak Electric Supply & Sales Co.	Crestwood, IL	NA	122	6	B. Kramer
91	Yale Electric Supply Co.	Lebanon, PA	77,000,000	230	10	M. Bucci
92	Electro-Matic Products Inc.	Farmington Hills, MI	NA	NA	3	J. Baker
93	Schaedler Yesco Distribution Inc.	Harrisburg, PA	76,500,000	170	14	J. Schaedler
94	Western United Electric Supply	Brighton, CO	76,000,000	27	1	M. Prom
95	Main Electric Supply Co.	Los Angeles	75,000,000	140	5	R.S. Germann
96	Tri State Utility Products Inc.	Marietta, GA	75,000,000	31	3	R. Batch
97	City Electric Co.	Syracuse, NY	NA	NA	7	S. Rosencrans
98	Schwing Electrical Supply Corp.	Farmingdale, NY	NA	NA	7	P. Schwing
99	NESCO/Needham Electric Supply	Canton, MA	NA	148	17	G. Wilson
100	Electrical Wholesale Supply Co. of Utah Inc.	Salt Lake City	NA	137	8	R.W. Gardner

NA - not available e - estimate * all data for North America ** worldwide

THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company	Headquarters	2009 Revenue	Electrical employees	No. of U.S. Locations	Senior Executive
101	Becker Electric Supply	Dayton, OH	70,000,000	170	10	T. Becker
102	Loeb Electric Co.	Columbus, OH	70,000,000	130	5	C. Loeb
103	Munro Distributing Co. Inc.	Fall River, MA	65,000,000	95	9	S. Munro
104	Brownstown Electric Supply Co. Inc.	Brownstown, IN	NA	NA	5	G. Deck
105	Feldman Brothers Electrical Supply Co.	Paterson, NJ	NA	NA	1	E. Feldman
106	Stokes Electric Co.	Knoxville, TN	NA	NA	4	D. Frazer
107	Gaffney-Kroese Electrical Supply Corp.	Piscataway, NJ	NA	NA	6	C. Kroese
108	KJ Electric Corp.	Syracuse, NY	NA	NA	6	K. Jacobs
109	Nu-Lite Electrical Wholesalers Inc.	Harahan, LA	NA	NA	6	F. Corales
110	Williams Supply	Roanoke, VA	NA	NA	6	T. Moody
111	Sunrise Electric Supply	Addison, IL	62,000,000	80	1	R. Landgren
112	Windy City Wire	Bolingbrook, IL	NA	125	8	R. Galgano
113	Madison Electric Co.	Warren, MI	NA	NA	11	J. Schneider
114	Richards Electric Supply Co. Inc.	Cincinnati	59,000,000	125	4	I. Misrach
115	Steven Engineering Inc.	S. San Francisco, CA	NA	NA	2	K. Walter
116	Hunzicker Brothers Inc.	Oklahoma City, OK	NA	96	6	M. Lockard III
117	Treadway Electric Company Inc.	Little Rock, AR	55,000,000	156	16	T. Rogers
118	Voss Lighting	Lincoln, NE	53,000,000	200	17	M. Voss
119	Wiseway Inc.	Florence, KY	NA	NA	5	J. Cain
120	Electrical Distributors Inc.	Charlotte, NC	50,293,000	81	6	B. Spear
121	Electrical Distributors Co.	San Jose, CA	NA	110	5	C. Lehmann
122	Fromm Electric Supply Corp.	Reading, PA	50,000,000	120	13	M. Fromm
123	Standard Electric Supply Co.	Milwaukee	50,000,000	135	13	L. Stern
124	JCH Wire & Cable Inc.	N. Las Vegas, NV	NA	NA	1	J. Hinshaw
125	Leff Electric	Brooklyn Heights, OH	49,116,000	107	8	B. Leff
126	Frost Electric Supply Co.	Maryland Heights, MO	49,000,000	107	6	J. Frost
127	Warshauer Electric Supply Co.	Tinton Falls, NJ	48,253,000	121	5	J. Warshauer
128	International Electrical Sales Corp. (IESCO)	Miami	47,000,000	32	1	B. Bernstein
129	Alameda Electrical Distributors Inc.	Hayward, CA	46,000,000	108	7	B. LaRue
130	Denney Electric Supply	Amber, PA	45,500,000	110	8	B. Denney
131	Inline Electric Supply Co.	Huntsville, AL	44,462,000	90	8	B. Summerville
132	American Electric Supply Inc.	Corona, CA	43,033,533	84	2	M. Pratt
133	South Dade Electrical Supply	Miami	NA	NA	1	D. Elliott
134	Crum Electric Supply Co. Inc.	Casper, WY	42,467,000	94	10	D. H. Crum
135	Womack Electric Supply	Danville, VA	NA	123	18	B. Herring
136	Mid-Island Electrical Supply	Commack, NY	42,258,962	71	3	W.T. Wresch Jr.
137	Granite Electrical Supply Inc.	Sacramento, CA	42,200,000	67	7	B. Powers
138	Central Supply Co.	Indianapolis	NA	NA	4	G. Burt
139	City Lighting Products Co.	St. Louis	NA	NA	4	L. Hohl
140	Electro-Wire Inc.	Wood Dale, IL	NA	NA	4	M. Hamano
141	K/E Electric Supply Corp.	Mount Clemens, MI	NA	NA	4	R. Kuchenmeister
142	Peninsular Electric Distributors	West Palm Beach, FL	NA	NA	1	J. Larmoyeux
143	Buckles-Smith	San Jose, CA	41,069,029	82	7	A. Cook
144	Advance Electrical Supply Co. Inc.	Chicago	40,335,369	58	3	S. Anixter
145	General Pacific Inc.	Fairview, OR	40,100,000	29	2	R. Hall
146	E. Sam Jones Distributor Inc.	Atlanta	39,550,383	100	7	P. Jones
147	Wolff Bros Supply Inc.	Medina, OH	38,888,168	165	10	H. Wolff
148	Electric Supply & Equipment Co.	Greensboro, NC	38,089,067	68	4	J. R. McCormick
149	Lowe Electric Supply Co.	Macon, GA	38,000,000	90	7	J. Kinman
150	Central Wholesale Electrical Distributors Inc.	Livermore, CA	NA	64	6	K. Hansen

NA - not available e - estimate * all data for North America ** worldwide

THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company	Headquarters	2009 Revenue	Electrical employees	No. of U.S. Locations	Senior Executive
151	I.G. Federal Electrical Supply Corp.	Long Island City, NY	36,835,000	44	1	M. Berger
152	Tacoma Electric Supply	Tacoma, WA	36,000,000	54	2	C. Silva
153	Mars Electric Co.	Willoughby, OH	35,750,000	92	10	M. Doris
154	Grove-Madsen Industries	Reno, NV	NA	56	2	M. Madsen
155	B&K Electrical Wholesale	City of Industry, CA	34,000,000	82	5	T. Brown
156	Swift Electrical Supply Co. Inc.	Teterboro, NJ	NA	NA	4	A. Sodaro Jr.
157	Independent Electric Supply	Somerville, MA	33,000,000	49	4	D. Gray
158	CBT Co.	Cincinnati	32,000,000	116	2	J. E. Stahl
159	Nelson Electric Supply Co. Inc.	Racine, WI	NA	NA	3	T. Leuenberger
160	Maltby Electric Supply Co. Inc.	South San Francisco, CA	31,950,097	65	4	J. Maltby
161	Active Electrical Supply Co.	Chicago	NA	NA	3	H. Fox
162	BJ Electric Supply Inc.	Madison, WI	NA	NA	3	K. Topp
163	Fletcher-Reinhardt Co.	Bridgeton, MO	NA	NA	3	J. Reinhardt
164	Upchurch Electrical Supply Co.	Fayetteville, AR	NA	NA	3	D. McConnell
165	Wille Electric Supply Co.	Modesto, CA	NA	NA	3	L. Robinson
166	Electrical Supplies, Inc.	Miami	31,000,000	56	3	F. Segal
167	Gallant & Wein Corp.	Long Island City, NY	31,000,000	35	3	S. Gruman
168	Wildcat Electric Supply	Houston	31,000,000	68	2	K. Hessemer
169	Dickman Supply Inc.	Sidney, OH	30,140,000	50	3	T. Geise
170	Medler Electric Co.	Alma, MI	29,855,379	87	14	R. Heine
171	Connexion	Buffalo Grove, IL	29,300,000	37	1	D. Rosenstein
172	Mid-Coast Electric Supply Inc.	Victoria, TX	28,799,833	75	5	T. Barker
173	Parrish-Hare Electrical Supply	Dallas	NA	NA	4	P. Hare
174	Tri State Supply Co Inc.	Washington, PA	28,500,000	56	4	J. Van Zandt
175	Hunt Electric Supply	Burlington, NC	28,000,000	60	8	S. Hunt IV
176	Harry Cooper Supply	Springfield, MO	27,000,000	NA	3	S. Reagan
177	Kovalsky-Carr Electric Supply Co. Inc.	Rochester, NY	NA	36	1	A. Kovalsky
178	Argo International Corp.	New York	26,300,000	60	7	J. SantaCroce
179	Idlewood Electric Supply Inc.	Highland Park, IL	26,111,802	102	3	B. Lansing
180	Franklin Electric Co.	Moorestown, NJ	NA	NA	1	W. Walker III
181	Robinson Electric Supply Co.	Meridian, MS	25,000,000	99	11	M. Moss
182	Mid-West Wholesale Lighting	Los Angeles	NA	NA	1	A. Frandzel
183	Raymond de Steiger Inc.	Sterling Hts., MI	NA	60	4	P. Steiger
184	Allsale Electric, Inc.	Canoga Park, CA	23,000,000	35	2	G. Studebaker
185	Hartford Electric Supply Co. Inc.	Rocky Hill, CT	23,000,000	47	1	B. DePasquale
186	West Virginia Electric Supply Co.	Huntington, WV	NA	83	9	H. Colker
187	Lasalle Electric	Livonia, MI	21,900,000	25	2	J. Gatward
188	Edison Equipment	Columbus, OH	21,371,000	45	4	P. Collini
189	Kansas City Electrical Supply Co.	Lenexa, KS	21,200,879	38	2	J. Jones
190	Key Electrical Supply (of IES)	Houston	NA	NA	2	M. Richardson
191	Interstate Electrical Supply Inc.	Columbus, GA	NA	NA	4	J. Tinkler
192	Candela Corp.	Irvine, CA	NA	NA	3	M. Tinney
193	Allied Wholesale Electrical Supply Inc.	Indianapolis	19,683,175	30	2	R. McCurdy
194	Caniff Electric Supply	Hamtramck, MI	19,300,000	26	1	D. Bemis
195	Bell Electrical Supply	Santa Clara, CA	18,500,000	43	2	B. Schraga
196	Midtown Electric Supply Corp.	New York	17,600,000	45	1	M. Gold
197	Wholesale Supply Group Inc.	Cleveland, TN	17,050,627	275	35	L. Rogers
198	Griffith Electric Supply Co. Inc.	Trenton, NJ	NA	52	4	W. Goodwin
199	Advance Electrical & Industrial Supply	Norcross, GA	16,198,281	19	1	M. Stovall
200	West-Lite Supply Co. Inc.	Cerritos, CA	NA	NA	6	G. Haverland

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ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company	Headquarters	Rank	Company	Headquarters
31	3e Electrical Engineering & Equipment Co.	Windsor Heights, IA	85	Electric Supply Inc.	Tampa, FL
35	A. E. Petsche Co. Inc. (acquired in 2009)	Arlington, TX	121	Electrical Distributors Co.	San Jose, CA
161	Active Electrical Supply Co.	Chicago	120	Electrical Distributors Inc.	Charlotte, NC
199	Advance Electrical & Industrial Supply	Norcross, GA	76	Electrical Equipment Company	Raleigh, NC
144	Advance Electrical Supply Co. Inc.	Chicago	166	Electrical Supplies Inc.	Miami
129	Alameda Electrical Distributors Inc.	Hayward, CA	100	Electrical Wholesale Supply Co. of Utah Inc.	Salt Lake City
193	Allied Wholesale Electrical Supply Inc.	Indianapolis	92	Electro-Matic Products Inc.	Farmington Hills, MI
81	Allied Wire & Cable Inc.	Collegeville, PA	140	Electro-Wire Inc.	Wood Dale, IL
184	Allsale Electric, Inc.	Canoga Park, CA	21	Elliott Electric Supply	Nacogdoches, TX
132	American Electric Supply Inc.	Corona, CA	90	Evergreen Oak Electric Supply & Sales Co.	Crestwood, IL
5	Anixter International	Skokie, IL	84	Facility Solutions Group	Austin, TX
178	Argo International Corp.	New York	105	Feldman Brothers Electrical Supply Co.	Paterson, NJ
77	Arkansas Electric Cooperatives Inc.	Little Rock, AR	163	Fletcher-Reinhardt Co.	Bridgeton, MO
155	B&K Electrical Wholesale	City of Industry, CA	180	Franklin Electric Co.	Moorestown, NJ
101	Becker Electric Supply	Dayton, OH	70	French Gerleman	Maryland Heights, MO
195	Bell Electrical Supply	Santa Clara, CA	122	Fromm Electric Supply Corp.	Reading, PA
62	Benfield Electric Supply Co. Inc.	White Plains, NY	126	Frost Electric Supply Co.	Maryland Heights, MO
64	Billows Electric Supply Co.	Philadelphia	107	Gaffney-Kroese Electrical Supply Corp.	Piscataway, NJ
162	BJ Electric Supply Inc.	Madison, WI	167	Gallant & Wein Corp.	Long Island City, NY
9	Border States Industries Inc.	Fargo, ND	145	General Pacific Inc.	Fairview, OR
86	Broken Arrow Electric Supply	Broken Arrow, OK	75	Granite City Electric	Quincy, MA
104	Brownstown Electric Supply Co. Inc.	Brownstown, IN	137	Granite Electrical Supply Inc.	Sacramento, CA
143	Buckles-Smith	San Jose, CA	4	Graybar Electric Company Inc.	St. Louis
53	Butler Supply Inc.	Fenton, MO	57	Gresco Utility Supply, Inc.	Forsyth, GA
192	Candela Corp.	Irvine, CA	198	Griffith Electric Supply Co. Inc.	Trenton, NJ
194	Caniff Electric Supply	Hamtramck, MI	154	Grove-Madsen Industries	Reno, NV
78	Cape Electrical Supply	Cape Girardeau, MO	176	Harry Cooper Supply	Springfield, MO
158	CBT Co.	Cincinnati	185	Hartford Electric Supply Co. Inc.	Rocky Hill, CT
138	Central Supply Co.	Indianapolis	8	HD Supply	Atlanta
150	Central Wholesale Electrical Distributors Inc.	Livermore, CA	67	Hein Electric Supply	Brookfield, WI
97	City Electric Co.	Syracuse, NY	63	Hill Country Electric Supply	Austin, TX
14	City Electric Supply (CES)	Orlando	71	Horizon Solutions LLC	Rochester, NY
139	City Lighting Products Co.	St. Louis	26	Houston Wire & Cable	Houston
33	Codale Electric Supply Inc.	Salt Lake City	175	Hunt Electric Supply	Burlington, NC
44	Colonial Electric Supply	King of Prussia, PA	116	Hunzicker Brothers Inc.	Oklahoma City, OK
171	Connexion	Buffalo Grove IL	151	I.G. Federal Electrical Supply Corp.	Long Island City, NY
6	Consolidated Electrical Distributors Inc.	Westlake Village, CA	179	Idlewood Electric Supply Inc.	Highland Park, IL
88	Cooperative Electric Energy Utility Supply (CEE-US)	West Columbia, SC	157	Independent Electric Supply	Somerville, MA
10	Crescent Electric Supply Co.	East Dubuque, IL	17	Independent Electric Supply Inc.	San Carlos, CA
134	Crum Electric Supply Co. Inc.	Casper, WY	52	Industrial Electric Wire & Cable	New Berlin, WI
37	Dakota Supply Group Inc.	Fargo, ND	131	Inline Electric Supply Co.	Huntsville, AL
13	Dealers Electrical Supply Co.	Waco, TX	128	International Electrical Sales Corp. (IESCO)	Miami
130	Denney Electric Supply	Amber, PA	1	International Electrical Supply Corp. (IESC/Rexel/Gexpro)	Dallas
169	Dickman Supply Inc.	Sidney, OH	191	Interstate Electrical Supply Inc.	Columbus, GA
49	Dominion Electric Supply	Arlington, VA	41	J. H. Larson Electrical Co.	Plymouth, MN
146	E. Sam Jones Distributor Inc.	Atlanta	124	JCH Wire & Cable Inc.	N. Las Vegas, NV
30	ECHO Electric Supply	Council Bluffs, IA	141	K/E Electric Supply Corp.	Mount Clemens, MI
42	Eck Supply Co.	Richmond, VA	189	Kansas City Electrical Supply Co.	Lenexa, KS
188	Edison Equipment	Columbus, OH	24	Kendall Electric Inc.	Portage, MI
148	Electric Supply & Equipment Co.	Greensboro, NC	190	Key Electrical Supply (of IES)	Houston

ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company	Headquarters	Rank	Company	Headquarters
25	Kirby Risk Electrical Supply	Lafayette, IN	133	South Dade Electrical Supply	Miami
108	KJ Electric Corp.	Syracuse, NY	60	Springfield Electric Supply	Springfield, IL
177	Kovalsky-Carr Electric Supply Co. Inc.	Rochester, NY	55	Standard Electric Co.	Saginaw, MI
47	Kriz-Davis Co.	Grand Island, NE	123	Standard Electric Supply Co.	Milwaukee
187	Lasalle Electric	Livonia, MI	65	Stanion Wholesale Electric Co. Inc.	Pratt, KS
125	Leff Electric	Brooklyn Heights, OH	15	State Electric Supply Co.	Huntington, WV
102	Loeb Electric Co.	Columbus, OH	34	Steiner Electric Co.	Elk Grove, IL
149	Lowe Electric Supply Co.	Macon, GA	115	Steven Engineering Inc.	S. San Francisco, CA
113	Madison Electric Co.	Warren, MI	106	Stokes Electric Co.	Knoxville, TN
95	Main Electric Supply Co.	Los Angeles	50	Stoneway Electric Supply	Spokane, WA
160	Maltby Electric Supply Co. Inc.	South San Francisco, CA	22	Summit Electric Supply	Albuquerque, NM
153	Mars Electric Co.	Willoughby, OH	111	Sunrise Electric Supply	Addison, IL
11	Mayer Electric Supply Co. Inc.	Birmingham, AL	156	Swift Electrical Supply Co. Inc.	Teterboro, NJ
16	McNaughton-McKay Electric Co.	Madison Heights, MI	152	Tacoma Electric Supply	Tacoma, WA
170	Medler Electric Co.	Alma, MI	72	TEC Utility Supply & Service	Georgetown, TX
172	Mid-Coast Electric Supply Inc.	Victoria, TX	32	Teche Electric Supply LLC	Lafayette, LA
136	Mid-Island Electrical Supply	Commack, NY	66	The Hite Co.	Altoona, PA
196	Midtown Electric Supply Corp.	New York	117	Treadway Electric Company Inc.	Little Rock, AR
182	Mid-West Wholesale Lighting	Los Angeles	174	Tri State Supply Co Inc.	Washington, PA
79	Minarik Corp. (acquired in 2010)	Glendale, CA	96	Tri State Utility Products Inc.	Marietta, GA
103	Munro Distributing Co. Inc.	Fall River, MA	20	Turtle & Hughes Inc.	Linden, NJ
54	NEDCO Supply	Las Vegas	46	United Electric Supply	Wilmington, DE
159	Nelson Electric Supply Co. Inc.	Racine, WI	73	United Utility Supply Cooperative Corp.	Louisville, KY
99	NESCO/Needham Electric Supply	Canton, MA	164	Upchurch Electrical Supply Co.	Fayetteville, AR
23	North Coast Electric Co.	Seattle	39	Van Meter Industrial Inc.	Cedar Rapids, IA
109	Nu-Lite Electrical Wholesalers Inc.	Harahan, LA	89	Villa Lighting Supply Inc.	St. Louis
43	Omni Cable Corp.	West Chester, PA	118	Voss Lighting	Lincoln, NE
28	OneSource Distributors	Oceanside, CA	7	W.W. Grainger Inc.	Lake Forest, IL
173	Parrish-Hare Electrical Supply	Dallas	80	Wabash Electric Supply Inc.	Wabash, IN
142	Peninsular Electric Distributors	West Palm Beach, FL	29	Walters Wholesale Electric	Signal Hill, CA
12	Platt Electrical Supply Inc.	Beaverton, OR	127	Warshauer Electric Supply Co.	Tinton Falls, NJ
51	Power Line Supply	Reed City, MI	61	Werner Electric Supply	Cottage Grove, MN
40	Priority Wire & Cable Inc.	North Little Rock, AR	45	Werner Electric Supply Co.	Neenah, WI
87	Professional Electric Products Co. (PEPCO)	Eastlake, OH	3	WESCO Distribution Inc.	Pittsburgh
56	QED Inc.	Las Vegas	186	West Virginia Electric Supply Co.	Huntington, WV
183	Raymond de Steiger Inc.	Sterling Hts., MI	69	Western Extralite	Kansas City, MO
74	Regency Lighting	Van Nuys, CA	94	Western United Electric Supply	Brighton, CO
58	Revere Electric Supply Co.	Chicago	200	West-Lite Supply Co. Inc.	Cerritos, CA
18	Reynolds Co.	Fort Worth, TX	27	Wholesale Electric Supply Co. Inc.	Texarkana, TX
114	Richards Electric Supply Co. Inc.	Cincinnati	19	Wholesale Electric Supply Co. of Houston Inc.	Houston
181	Robinson Electric Supply Co.	Meridian, MS	197	Wholesale Supply Group Inc.	Cleveland, TN
68	Rockingham Electrical Supply Co. Inc.	Newington, NH	168	Wildcat Electric Supply	Houston
36	Rumsey Electric Co.	Conshohocken, PA	165	Wille Electric Supply Co.	Modesto, CA
59	Rural Electric Supply Cooperative (RESCO)	Middleton, WI	110	Williams Supply	Roanoke, VA
93	Schaedler Yesco Distribution Inc.	Harrisburg, PA	112	Windy City Wire	Bolingbrook, IL
98	Schwing Electrical Supply Corp.	Farmingdale, NY	48	WinWholesale Inc.	Dayton, OH
82	Seattle Lighting Fixture (Dolan Northwest Inc)	Seattle	119	Wiseway Inc.	Florence, KY
83	Shealy Electrical Wholesalers Inc.	West Columbia, SC	147	Wolff Bros Supply Inc.	Medina, OH
38	Shepherd Electric Supply	Baltimore	135	Womack Electric Supply	Danville, VA
2	Sonepar USA	Philadelphia	91	Yale Electric Supply Co.	Lebanon, PA