

THE TCO

As a group, Top 200 electrical distributors believe 2019 will provide some solid sales growth.

When you look at the many bullish 2019 sales forecasts of Top 200 distributors and the wide array of large construction projects they are now servicing, it would be easy to forget that just a few short months ago some economists were placing even-money bets that the U.S. economy would drift into recession in the next year or two.

That may still happen, but it will probably surprise the 38 (30% of all survey respondents) Top 200 distributors banking on double-digit growth

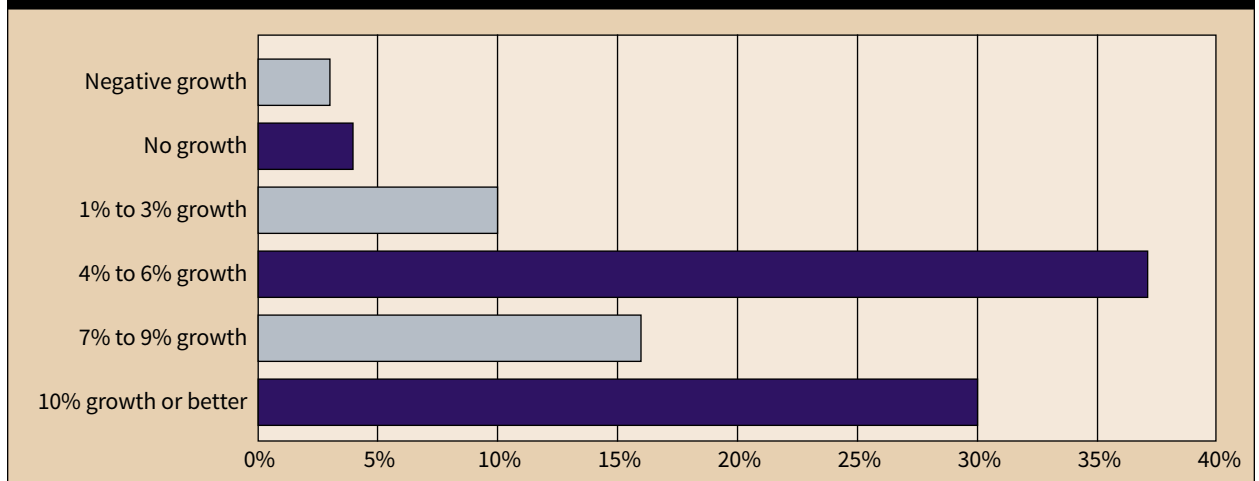
in 2019, or the 53% of respondents (68 respondents) expecting 2019 growth in the 4% to 9% range. Supporting the double-digit growth forecasts in many cases were construction projects in some specific commercial or industrial niches — data centers, hospitals and LNG (liquid natural gas) plants, as well as projects in other areas of the oil & gas markets.

Several Top 200 distributors in Texas, Wyoming, North Dakota, Pennsylvania and Ohio reported on the growth of the oil and gas market. Jeff Hocken, CEO, Crum Electric Supply Co., Casper, WY, says his company is seeing growth in oil/

gas development/processing/transportation; doing some data center work; and helped supply the billion-dollar expansion of Salt Lake City Airport.

Jeremy Welsand, CFO, Border States Industries, Fargo, ND, said the company is seeing double-digit growth in the oil & gas and OEM markets, but a slowdown in the utility market. Border States is supplying some Google and Facebook data centers, as well as several medical and institutional facilities. Welsand said the company, which is projecting a 7% increase in revenues for 2019, also consolidated three Missouri and Kansas branches into its Joplin, MO

THE TOP 200 DISTRIBUTORS—2019 SALES FORECASTS



TOP 2000

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 134 respondents that provided both a 2018 sales number and an employee count for publication in this year's listing. Several other distributors (both full-line and specialists) would have been in this Top 50 listing but asked their sales data be used confidentially. The average sales per employee for the 105 respondents that identified themselves as full-line electrical distributors was approximately \$693,580, up from last year's figure for full-line distributors of \$631,950.

| Rank | Company Name | Town/City | State | 2018 Sales Per Employee |
|------|---|------------------|-------|-------------------------|
| 1 | Cooperative Electric Energy Utility Supply (CEE-US) | West Columbia | SC | 3,613,636 |
| 2 | Tri-State Utility Products Inc. | Marietta | GA | 3,612,121 |
| 3 | Western United Electric Supply Corp. | Brighton | CO | 3,333,850 |
| 4 | Rural Electric Supply Cooperative (RESCO) | Middleton | WI | 2,813,222 |
| 5 | Villa Lighting Supply Inc. | St. Louis | MO | 2,113,636 |
| 6 | TEC Manufacturing and Distribution Services (Texas Electric Cooperatives, Inc.) | Georgetown | TX | 2,036,364 |
| 7 | Gresco Utility Supply Inc. | Forsyth | GA | 1,771,429 |
| 8 | General Pacific Inc. | Fairview | OR | 1,572,093 |
| 9 | International Electrical Sales Corp. (IESCO) | Miami | FL | 1,357,143 |
| 10 | McNaughton McKay Electric Co. | Madison Heights | MI | 1,146,154 |
| 11 | B&S Electric Supply Co. Inc. | Atlanta | GA | 1,144,607 |
| 12 | American Electric Supply Inc. | Corona | CA | 1,089,443 |
| 13 | Sunrise Electric Supply | Addison | IL | 1,081,395 |
| 14 | PEPCO (Professional Electric Products Co.) | Eastlake | OH | 1,013,158 |
| 15 | Baynes Electric Supply | West Bridgewater | MA | 1,000,000 |
| 16 | Caniff Electric Supply Co., Inc. | Hamtramck | MI | 987,952 |
| 17 | Electric Supply Inc. | Tampa | FL | 975,309 |
| 18 | LoneStar Electric Supply | Houston | TX | 960,000 |
| 19 | Advance Electrical & Industrial Supply | Norcross | GA | 935,184 |
| 20 | Border States Industries, Inc. | Fargo | ND | 903,846 |
| 21 | WESCO International Inc. | Pittsburgh | PA | 899,899 |
| 22 | Shepherd Electric Supply | Baltimore | MD | 878,707 |
| 23 | Advance Electrical Supply Co. Inc. | Chicago | IL | 864,103 |
| 24 | First SOURCE Electrical LLC | Houston | TX | 858,117 |
| 25 | Kansas City Electrical Supply Co. | Lenexa | KS | 846,570 |

2018–2019 ACQUISITIONS AND MERGERS

| Company Acquired | Location | Acquirer | Location | Year |
|--|---------------------|--------------------------------------|--------------------|-------------|
| Nu-Lite Electrical Wholesalers # | New Orleans, LA | Consolidated Electrical Distributors | Irving, TX | 2019 |
| Sun Valley Electric Supply # | Las Vegas, NV | Consolidated Electrical Distributors | Irving, TX | 2019 |
| N.H. Bragg | Bangor, ME | Horizon Solutions | Rochester, NY | 2019 |
| Becker Electric Supply # | Dayton, OH | Kendall Electric | Portage, MI | 2019 |
| KOM Automation | Amherst, NY | Shingle & Gibb Automation | Moorestown, NJ | 2019 |
| North Coast Electric Supply # | Seattle, WA | Sonepar North America | Charleston, SC | 2019 |
| Main Electric Supply | Monroe Township, NJ | U.S. Electrical Services | Middletown, CT | 2019 |
| US Lamp | Green Bay, WI | Werner Electric Supply | Appleton, WI | 2019 |
| Sylvania Lighting Solutions | Wilmington, MA | WESCO | Pittsburgh, PA | 2019 |
| Kentucky Lighting & Supply | Lexington, KY | Wiseway Supply | Florence, KY | 2019 |
| CPI Automation and Control Solutions | Denver, CO | Barr-Thorp Electric Co. | Merriam, KS | 2018 |
| Quakertown Electric | Quakertown, PA | Billows Electric Supply Co. | Delran, NJ | 2018 |
| Allied Electric | Fresno, CA | Buckles-Smith | Santa Clara, CA | 2018 |
| Berthold Electric Power Services/ Gus Berthold Electric Co. | Elgin, IL | Circuit Breaker Sales Co. | Gainesville, TX | 2018 |
| Van Meter’s Bright Electric location | Chicago, IL | Connexion | Chicago, IL | 2018 |
| Electrical Equipment & Engineering # | Windsor Heights, IA | Consolidated Electrical Distributors | Irving, TX | 2018 |
| Tri State Supply Co. # | Washington, PA | Consolidated Electrical Distributors | Irving, TX | 2018 |
| National Electric Supply | Albuquerque, NM | Crescent Electric Supply Co. | East Dubuque, IL | 2018 |
| St. Joseph Electric Supply | St. Joseph, MO | Echo Electric Supply | Council Bluffs, IA | 2018 |
| Top of the Lamp | Ann Arbor, MI | Gross Electric | Toledo, OH | 2018 |
| Ringgold Electric Supply | Ringgold, GA | Inline Electric Supply | Huntsville, AL | 2018 |
| The Hite Co. # | Altoona, PA | Mayer Electric Supply | Birmingham, AL | 2018 |
| City Electric Co. Inc. # | Syracuse, NY | Sonepar North America | Charleston, SC | 2018 |
| Solar A/S’s GFI GmbH & | | Sonepar SA | Paris, France | 2018 |
| ELGB NV | | Sonepar SA | Paris, France | 2018 |
| Tri-State Lighting & Supply | Evansville, IN | Springfield Electric Supply | Springfield, IL | 2018 |
| Valley Electric Supply | Vincennes, IN | Springfield Electric Supply | Springfield, IL | 2018 |
| Owensboro branch of Hannan Supply Co. | Owensboro, KY | Springfield Electric Supply | Springfield, IL | 2018 |
| Associated of Los Angeles | Los Angeles, CA | Turtle & Hughes | Linden, NJ | 2018 |
| Lindley Electric Supply | Southampton, PA | U.S. Electrical Services | Middletown, CT | 2018 |

Notes: # - Top 200 Distributor

location; Clovis, NM into the Lubbock, TX location; Newton, KS into the Wichita, KS location; Deer Valley, AZ into the Phoenix location; Dunn, NC into the Raleigh, NC location; and the Liberty, MO, Lee’s Summit, MO and Leavenworth, KS, locations into its downtown Kansas City, MO location.

One niche within the oil & gas market mentioned by several respondents were cracker plants. Two distributors with branches in the Pittsburgh metro were supplying Shell’s \$6 billion cracker plant north of Pittsburgh. And Kait Highland, executive assistant for Wholesale Electric Supply of Houston says the company is also seeing a strong oil & gas market in Texas and along the Gulf Coast and said that it’s generating sales from some multi-billion-dollar LNG and plastics facilities.

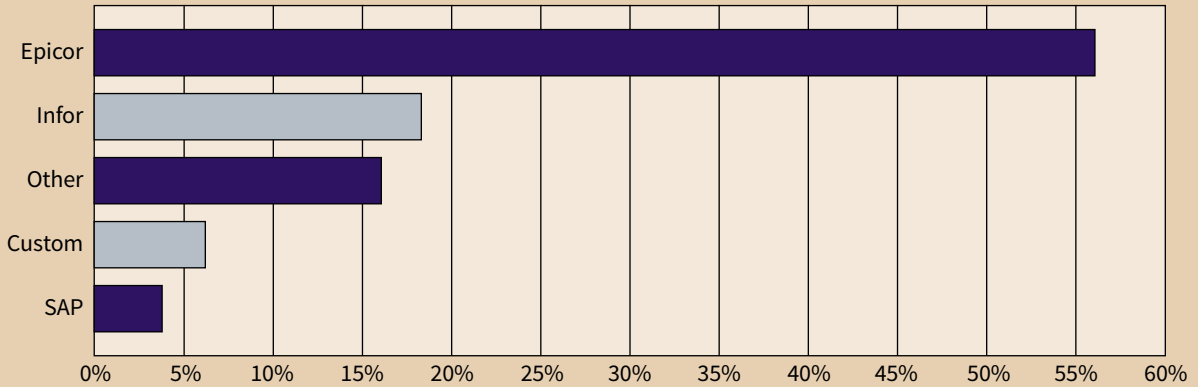
Van Meter Inc., Cedar Rapids, IA, enjoys a diverse mix of big project business, including data centers for Google, Apple and Facebook, according to Karmen Wilhelm, vice president of marketing. Although capital spending from industrial ac-

counts has decreased and the agriculture market has softened, the company sees enough business in other niches to support a 6.4% increase in for 2019. “National contractor sales specific to datacenter construction remain steady,” she said. “Solar sales continue to grow in select markets with favorable renewable energy policy.”

Mike Pratt, CEO & president, American Electric Supply, Corona, CA, said a diverse mix of construction projects will support some nice sales growth in 2019, and he expects a revenue boost of between 9% and 11%. “Commercial construction showing very strong growth,” he said in his response. “The tenant improvement-commercial and multi-tenant market have been strong through the first quarter. The green solutions market has been slow the first quarter in 2019, but appears to be picking up due to recently added programs from the state and utilities.”

Pratt is also seeing some large construction work in the Los Angeles market. “We are starting to see the beginning of

TOP 200 DISTRIBUTORS' FAVORITE ERP SYSTEMS



Of the 134 Top 200 distributor execs who provided information on their ERP systems, 56% used Epicor software, including Eclipse, Prophet 21 or Trade Service. Forty percent of the respondents are on Eclipse ERP systems. Other software includes Acclaim, Attachmate Reflection, JDE, Marks Information Systems-Accuterm, Microsoft Dynamics, Mincron, NetSuite, Oracle, Rubicon, Sage100, Savant Enterprise, SHIMS, Sourceware and VAI.

projects related to the 2028 Olympics coming to Los Angeles. This will be a major thrust over the next eight years,” he said. “Also, the continuing upgrade to LAX Airport, and the continuing boom in logistics facilities to support the Ports

of Long Beach and Los Angeles.”

While commercial construction is strong in many metros, some distributors that focus on the industrial or OEM markets are seeing things slow down a bit. Rick Slaugh, COO, Shingle

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WHAT'S NEW WITH THE TOP 200 DISTRIBUTORS?

Graybar Electric is celebrating its 150th anniversary in 2019, as well as 90 years of employee ownership.

Van Meter Inc., Cedar Rapids, IA, was named as a Top Iowa Workplace for the seventh consecutive year and became an authorized Rockwell Automation Service provider. It also started up a new distribution partnership with Universal Robots.

Omni Cable Corp., West Chester, PA, expanded its circuit breaker initiative and announced a national program with Siemens. The company also opened a branch in Toronto.

Werner Electric Supply, Appleton, WI, is celebrating its 70th anniversary and acquired lamp specialist US Lamp, Green Bay, WI.

Utility specialist **Gresco Utility Supply Inc.**, Forsyth, GA, started stocking drones and EV chargers. Rick Hall, president of utility specialist **General Pacific**, Fairview, OR, said his company is also stocking drones and EV charging stations and is doing drone certifications.

Werner Electric Supply, Cottage Grove, MN, opened a new location in Duluth, MN, earlier this year.

Canada's **Franklin Empire** launched a new website with e-commerce capabilities in April.

Larry Stern, president, **Standard Electric Supply Co.**, Milwaukee, WI, said the family-owned business now has a fourth generation in the company. It's celebrating 100 years in business this year.

American Electric Supply hit 35 years of age as a single-location distributor operating out of Corona, CA.

John Kelly, process manager for **Jo-Kell Inc.**, Chesapeake, VA, says his team moved into a new 35,000-sq-ft corporate headquarters in Nov. 2018 that's twice the size of the old facility. Jo-Kell works closely with the U.S. Navy, and Kelly says it recently approved the simultaneous purchase of two aircraft carriers last year. He said the move should drive Jo-Kell's marine electrical sales for the next few years.

Voss Lighting, Lincoln, NE, is 80 years old in 2019. Company President Rob Jensen said a challenge with new players in the lighting market is that "a lot of them are not truly manufacturers but 'sourcers,' so warranty and quality constantly are a problem."

Steve Blazer, president, **Blazer Electric Supply**, Colorado Springs, CO, says its new "Night Strike" evening delivery service is really taking off. "Blazer 2.0" is now 10 years old. Blazer and his brother, Mike, got back into the electrical supply business in the company in 2009. They had sold the family business to Westburne (since acquired by Rexel) in 1999.

Rock Kuchenmeister said his team spent a ton of time prepping **K/E Electric Supply's** new Port Huron facility before making the move in April. "This was the longest we ever to prepare a new facility, but the fastest we have ever moved into one. Preparation, preparation, preparation."

Philip DeLoache, president and CEO of Houston's **First-SOURCE Electrical Supply** said the company celebrated its 10th anniversary last year and is in the process of moving into a much larger facility to support future growth plans.

Raymond deSteiger Inc., Sterling Heights, MI, installed a new Infor Sxe web user interface ERP system and announced new president and vice-president. Many other companies either recently upgraded their ERP systems or are now shopping for one. These companies include **ATI Electrical Supply**, Bend, OR; **Furbay Electric Supply**, Canton, OH; **G&G Electric Supply**, New York, NY; **Idlewood Electric Supply**, Highland Park, IL; Michigan's **Standard Electric**; **Sunrise Electric Supply**, Addison, IL; **Winkle Electric Co.**, Youngstown, OH; and **Wholesale Electric Supply Co.** of Houston.

Columbiana, OH-based **YESCO Electrical Supply** recently moved many company processes to the cloud. "We completely offloaded on email and collaboration tools to the cloud," James DeRosa, general manager said. "No more hosting servers in house for email and office productivity software. This is big in the age where ransomware has affected other organizations, and we like to avoid those risks of data loss. We have also setup mobile tracking and logistics software for deliveries. Makes tracking and time estimating easier."

Shingle & Gibb Automation, Moorestown, NJ, has taken on the full Siemens line.

Kirby Risk Electrical Supply, Lafayette, IN, established Kirby Risk Network of Women group (KNOW). It now has more than 100 participants.

Mark O'Day, president, **Controller Service & Sales Co. Inc.**, Avon, MA, is working through a common challenge — replacing employees who are retiring. We are currently retooling personnel wise," he said. "A lot of the older generation is retiring. We have successfully replaced five-to-six retiring employees with much younger ones."

Stephen Kleynhans, president, **O'Neil Electric Supply**, Woodbridge, ON, is dealing with the same challenge. "The company is very strongly focused on providing opportunities for and developing younger people, and utilizing experience and skill sets of older/mature staff and management to encourage on the job training of younger staff and new entrants into the industry."

& Gibb Automation, Moorestown, NJ, expects +11% growth in 2019, based in part on some additional business from the acquisition of KOM Automation, Buffalo, NY. He attributes some of the company's increase in 2018 revenues to organic growth in existing marketplaces and adding more inside and outside sales personnel.

Although 2019 started off strong in most market segments for Shingle & Gibb Automation, Slaugh says business started to cool off a bit in 2Q 2019, "especially in the OEM machine builder area."

Branch expansion was a key revenue driver for some Top 200 distributors. Elliott Electric Supply, Nacogdoches, TX, cracked the \$1 billion mark in revenues last year, due in part to the continuation of its aggressive branch expansion program. The company opened Pine Bluff, AR (Mar. 2018); Rome, GA (Mar. 2018); Edmond, OK (July 2018); Brownsville, TX (July 2018); Mesa, AZ (Dec. 2018);

and Rockwall, TX (Feb. 2019). City Electric Supply, Dallas, TX also opened quite a few branches this year, and now operates at least 481 locations in the United States. It recently announced new locations in Castle Rock, CO; Needham, Wareham, and Gardner, MA; Bartlett, TN; Jacksonville, FL; and Murrieta, CA.

While survey respondents often pointed to acquisitions, new branches or a healthy construction market for their company's growth, David Chapman, director of marketing, Summit Electric Supply, Albuquerque, NM, said Summit Electric focused on organic growth and fine-tuning its operations over the past year. "Summit did not add any new locations in 2018," he says. "Instead, we decided to focus our efforts within the large markets where we currently operates. By focusing on organic growth, and 'out-operating' our competitors, Summit was able to grow market share by 7.1% in 2018."

Internal investment was also a major driver for the +8.6% increase in Graybar Electric's 2018 revenues. A company press release said the company also "achieved record net income of \$143.3 million, a 100.1% percent increase compared to 2017." Dennis Shaw, national planning analyst, said "Continued investments in people, technology and service innovation contributed significantly to our strong sales performance. Solid economic conditions, especially in the construction and industrial markets, were also a contributing factor.

Methodology. In April of this year EW's editors sent out a survey to several hundred distributors of electrical supplies that have either been on the list or have at least \$10 million in annual sales, according to our data sources. This year we got 2018 sales information on more than approximately 150 Top 200 distributors, either from our survey or from publicly available information on these companies.

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TOP 200 DISTRIBUTORS SOUND OFF ON THE PRODUCT LAUNCHES THAT CAUGHT THEIR ATTENTION

In each year's Top 200 survey, *EW's* editors ask distributor executives about product launches, and we are always surprised by how many respondents don't recall any interesting new products over the past year. That was the case once again in this year's survey, as only 39% of the respondents mentioned a new product launch by name.

Three areas of product development stuck out in their responses: residential load centers and/or circuit breakers that collect energy usage data from individual circuits to help homeowners save electricity; LED light fixtures that allow users to select color temperatures; and a broad array of job-site tools that help electrical contractors do their work faster and more efficiently. Dennis Shaw, national planning analyst, Graybar Electric Co., St. Louis, MO, said Schneider's Wiser Energy System is easy to install and mobile friendly.

Mike Pratt, president, American Electric Supply, Corona, CA, was also excited about the Wiser system. "In California, the leader in energy efficiency, this product brings control to the individual home owner by giving the ability to monitor their energy consumption. This raises their knowledge and empowers the homeowners to better manage their energy. This product has the potential to take energy conservation to the next level by enabling the individual with the knowledge to conserve. In the state where approximately one in eight Americans reside, this could make a major difference in our overall energy consumption."

James DeRosa, general manager, YESCO Electrical Supply Inc., Columbiana, OH, is looking forward to the launch of Eaton's Energy Management Circuit Breakers. "We cannot wait for this," he said. DeRosa also like the trend toward

selectable color temps and lumen output in LED lighting fixtures. "This is across many manufacturers, but we find that reducing SKUs and offering a better choice for the customer is a welcome addition to any supply house," he said.

Rock Kuchenmeister, general manager, K/E Electric Supply Corp., Mount Clemens, MI, likes what he is seeing from Greenlee. He said, "Greenlee has shown a renewed and vibrant interest in selling capital goods, after last year's tax code changes created investment incentives."

Following are some of the other new electrical products that Top 200 distributors like:

- Acuity 's Contractor Select
- Banner Engineering's industrial LED lighting solutions
- Cembre terminal marking systems
- Cerrowire's Reel Rover wire handling solution
- Eaton Power Defense breakers
- Flir Electronics' sensing and measurement meters
- Hoffman HyShed wash-down enclosures
- I-Tools tools and job-site equipment
- Leviton load centers
- Liteline's Luna LED recessed fixture and its "Death of a Can Light" marketing campaign
- Lithonia Lighting's color switchable Wafer LED fixtures
- Milwaukee 18V cordless products
- Power Assemblies' transformer carts
- RAB's LED products
- Service Wire Co.'s ServicePlex
- Signify Interact controls
- Signify/Philips' filament lamps
- Southwire's SIMpull Solutions
- Wheatland's Smartset EMT

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 place 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. However, if we haven't heard from your company

for a while there's no guarantee it will be ranked again next year.

A change in next year's ranking. As you have probably noticed, over the past few years quite a few Top 200 electrical distributors have been acquired. According to our records, 28 Top 200 have been acquired in the past five years, and dozens more over the past decade. While we have good data for 150 companies, it has gotten harder to develop estimates for many of the smaller companies that don't regularly respond to our Top 200 surveys. In 2020, we will just list the 150 largest companies.

Strictly by the numbers. With an estimated \$58.5 billion in North

American sales, *EW* estimates the Top 200 controlled approximately 51% of sales through electrical distributors in North America. According to *EW* estimates, these 200 companies run at least 9,000 North American branches. Take out branches run by hybrid distributors W.W. Grainger, Lake Forest, IL, and Fastenal Inc., Winona, WI, and the Top 200 distributors in the Top 200 run more than 6,900 locations. From the 110 full-line distributors that provided both sales and employee data, we estimate that Top 200 full-line distributors averaged \$693,580 in sales per employee. ■

A LOOK AT THE LARGEST

Here's your opportunity to learn more about the very largest electrical distributors in this year's 2019 Top 200 listing.

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

company websites and other public information sources.

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

THE FIVE LARGEST FULL-LINE ELECTRICAL DISTRIBUTORS IN NORTH AMERICA

| Company Name: | Town/City: | 2018 Revenues | Employees | Branches |
|---|----------------|----------------|-----------|----------|
| Sonepar North America | Paris, France | 10,638,000,000 | 44,500** | 804 |
| WESCO International Inc. | Pittsburgh, PA | 7,739,130,000 | 11,000 | 460 |
| Graybar | St. Louis, MO | 7,202,482,053 | 8,500 | 288 |
| Consolidated Electrical Distributors Inc. (CED) | Irving, TX | NA | NA | 700 |
| Rexel Holdings USA (Rexel SA) | Dallas, TX | 5,494,013,160 | 8,605 | 574 |

In 2018, the five largest full-line distributors in North America had an estimated \$36.7 billion in combined revenue and operated an estimated 2,826 branches in North America. According to *Electrical Wholesaling* sales data, these five companies account for no less 34% of an estimated \$108.1 billion-plus in 2018 electrical sales in the United States and Canada. (Footnotes: All data reported for North America unless otherwise noted. **Worldwide)

THE WORLD'S TWO LARGEST ELECTRICAL DISTRIBUTORS

| Company Name | Town/City | 2018 Revenue (\$ Billions) | Employees | Number of locations: |
|--------------|---------------|----------------------------|-----------|----------------------|
| Sonepar SA | Paris, France | 25.76 | 46,000 | 2,800 |
| Rexel SA | Paris, France | 15.37 | 26,673 | 2,012 |

In 2018, the two largest electrical distributors in the world had more than 71,000 employees and did an estimated \$41.97 billion in sales in 70 countries (Rexel - 26 countries; Sonepar - 44 countries). (EW sales estimated converted to U.S. dollars from Euros using the 12/31/18 exchange rate).

1. SONEPAR NORTH AMERICA

U.S. Headquarters: Charleston, SC

Parent: Sonepar SA, Paris, France

Senior Executive: Rob Taylor in North America; Philippe Delpech globally

2018 Sales: \$10.6 billion (North America); \$25.8 billion (Global)

Locations: 804 (North America); 2,800+ (Global)

Employees: 44,500 (Global)

Sonepar has built its U.S. presence by acquiring large and well-known regional electrical distributors over many years. In early 2019 the company acquired another marquee brand with the acquisition of North Coast Electric in Seattle, adding 34 branches in Washington, Oregon, Idaho, Alaska and Arizona to the Sonepar holdings.

The global electrical distribution giant's U.S. operations have also seen considerable change in personnel at the top of the organization. Rob Taylor took the reins in September as president of Sonepar USA, replacing Halsey Cook. Taylor came to Sonepar from Eaton Corp., where he co-led the global sales and marketing integration efforts for Eaton's acquisition of Cooper Industries. Earlier this year Taylor added Canada and Mexico to his responsibilities as president of Sonepar North America. The company also announced the retirement of global COO David Gabriel and restructured quite a bit of its regional leadership in Europe.

The global group also added Demo SpA to its Sacchi Group adding depth in northern Italy and Elettroveneta to its Sonepar Italia group.

2. WESCO INTERNATIONAL INC.

Headquarters: Pittsburgh, PA

Senior Executive: John Engel

2018 Sales: \$7.7 billion (\$8.2 billion worldwide)

Locations: 460 (500 worldwide)

Employees: 8,600 (9,100 worldwide)

Having grown to its present size

through a long string of acquisitions, WESCO hasn't been terribly active in the acquisition game over the past year. The company's one big purchase since the last Top 200 list was the interesting addition of Sylvania Lighting Solutions, which had been German lamp giant Osram's U.S.-based energy services company (ESCO) handling energy-saving lighting upgrades and retrofits. Adding SLS brings a deep specialty in lighting project management, sales of \$100 million and about 220 employees to the WESCO fold.

Instead of acquisitions WESCO has been concentrating on improving its existing operations. "After returning to sales growth in 2017, I'm pleased to report that we executed our top priorities of delivering margin expansion, strong profitable growth and increased cash generation in 2018," John Engel, chairman, president and CEO, told investors in the company's 2018 financial report.

"We strengthened our business, growing in all end markets and geographies, while operating against an economic backdrop that was more challenging than expected. We improved gross margin as we moved through the year and delivered double digit growth in operating profit and EPS in all four quarters. Free cash flow generation was also very strong at over 115% of net income and remains a hallmark of WESCO across the economic cycle. After paying down debt and accelerating the pace of our share repurchases, we exited last year with financial leverage at the lowest level since early 2015."

3. GRAYBAR

Headquarters: Clayton, MO

Senior executive:

Kathleen Mazzarella

2018 sales: \$7.2 billion

Locations: 288; (289 - Global)

Employees: 8,789; (8,819 - Global)

Graybar continued its run of record sales with a seventh-straight year of growth. The company's net revenues rose 8.6% in 2018 to beyond \$7 billion



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returning record net income of \$143.3 million, more than doubling the previous year's earnings.

This year brings more for the company to celebrate, marking the 150th anniversary of Graybar's founding and 90 years of employee ownership.

In newsworthy moves, Graybar replaced its distribution center in Denver with a 240,000 square foot new facility holding approximately \$15 million in inventory and approximately 12,500 SKUs, as well as product staging, kitting, will call, jobsite boxes and carts, and wire and cable management services. The facility serves electrical markets in Colorado, Wyoming, Utah, New Mexico and Montana.

The company also arranged a new financing package, securing \$750 million for growth and operations from a group led by Bank of America Merrill Lynch.

4. ANIXTER INC.

Headquarters: Glenview, IL

Senior executive: William Galvin

2018 sales: \$6.8 billion (North America)

Locations: 281 (North America)

Employees: 9,300 (global)

Some readers may question whether Anixter should be included in the Top 200 listing because of its role as a specialty distributor of wire & cable and networking solutions, but you can't debate the company has become a force to reckon with in the commercial, industrial and utility markets with its 2014 acquisition of HD Supply for \$825 million. HD Supply, the nation's largest distributor of utility products, now makes up most of the company's Utility Power Solutions division, which had \$1.7 billion in 2018 revenues. The rest of the business focuses on providing networking and security solutions to a broad array of low-voltage contractors and other customers such as Fortune 500 companies, data centers and financial institutions.

Anixter made three acquisitions for its security business last year: Central

Security Distribution (CSD), an Australian distributor of security products; Inner Range, an Australian manufacturer of electronic security software and systems; and New Zealand's Atlas Gen-tech, a security products distributor.

Over the past few years, the company has focused on improving internal operations and enhancing its digital capabilities to streamline customer transactions, and this year announced that it would be operating on an Oracle Cloud system. According to a recent financial release, the company expects the move to generate internal savings of \$40 million to \$60 million, starting in 2021. Bill Galvin, the company's president and CEO, said in Anixter's 4Q 2018 earnings release that this focus has already helped gross margins. The company expects organic growth in the 4% to 6.5% range for 2019.

5. CONSOLIDATED ELECTRICAL DISTRIBUTORS INC. (CED)

Headquarters: Irving, TX

Senior executive: Kurt Lasher

2018 sales: NA

Locations: 700 (estimate)

CED keeps a low profile but continues to expand its reach throughout the U.S. electrical market. Last month, the company acquired Sun Valley Electric Supply, Las Vegas, NV, a six-location company with a tight focus on the commercial, industrial and energy markets. The company has had a hand in some large projects, including Bally's Casino, Caesar's Palace, and the NFL Raiders' football stadium in Las Vegas; and the Dakota Prairie Refinery in Stark County, ND.

The company also made an acquisition along the Gulf Coast earlier this year with its purchase of Nu-Lite Electrical Wholesalers in Hanrahan, LA, a six-location distributor that will become the Nu-Lite Division in the company's Mountain Central Division. In addition to its Harahan headquarters in the suburban New Orleans metro, Nu-Lite op-

erates branches in Hammond, Harvey, Mandeville, New Orleans and Slidell. CED had eight locations in Louisiana prior to the acquisition and will now be operating 14 branches in the state.

When you consider its 2018 purchases of Electrical Engineering & Equipment (3E), Windsor Heights, IA, and Tri State Supply, Washington, PA, CED has added 34 locations through acquisitions in the past 18 months.

6. REXEL HOLDINGS USA (REXEL SA)

Parent company: Rexel SA, Paris, France

Headquarters: Dallas, TX

Senior executive: Jeff Baker

2018 sales: \$5.49 billion (North America); \$15.37 billion (Global)

Locations: 574 (North America)

Employees: 8,605 (North America)

Rexel has been tightly focused recently on reorganizing its operations and improving performance along three lines — consolidating its geographic footprint, revamping its operating model and strengthening its financial performance — and is showing significant progress, the company said in a presentation announcing its 2018 results. It recently sold its non-industrial business in China and reduced the size of its presence in the UK through branch closures.

Meanwhile, a key part of that plan included reversing a trend of underperformance in the U.S. market, returning it to profitable sales growth with a regionalization and densification strategy including branch openings. The company has opened 48 new branches in the U.S. since 2017. Rexel also has seen strong double-digit growth in electrical distribution business in key regions: Denver area, California, Texas and Florida, offsetting lower growth in the eastern part of the country. By sector, the report said residential and commercial were up in the high single digits and industrial was up in double-digits, including the oil and gas market.

The result has been an improvement of 40 basis points of adjusted EBITDA margin in North America, the presentation said. One of the changes in the name of improving operations involved rolling out a key performance indicators scorecard developed by Platt Electric Supply, a distributor in Beaverton, OR, that Rexel acquired in 2012, across all its U.S. operations.

In Rexel's U.S. operations, "sales grew in high single-digits for the third consecutive quarter, confirming our regained ability to capture market growth and gain market share in specific regions."

7. BORDER STATES ELECTRIC (BORDER STATES INDUSTRIES)

Headquarters: Fargo, ND

Senior executive: Tammy Miller

2018 sales: \$2.35 billion

Locations: 100

Employees: 2,600

Buying/marketing group:

Affiliated Distributors

Multi-regional giant Border States had a quiet year on the acquisition front but continued its growth trajectory with expansion investments such as moving into a new three-story, 120,000-square-foot headquarters and Brand Support Center in Fargo estimated at \$45 million.

The company also expanded its pipe, valves and fittings (PVF) business segment with hires of six new specialists with experience serving the energy market and plans to phase-in PVF capabilities across its branch network as customer demand dictates, starting with the branches in its Northwest Region in North Dakota.

There have been quite a few new appointments in Border States' executive ranks over the past year, with Ryan Evans joining the firm as VP of sales and marketing for the construction segment; Geoff Murphy named VP of vendor relations; and Kelly Dawson named senior VP of human resources.

8. MCNAUGHTON-MCKAY ELECTRIC CO.

Headquarters: Madison Heights, MI

Senior executive:

Donald Slominski Jr.

2018 sales: \$1.49 billion

Locations: 41

Employees: 1,300

Buying/marketing group: Affiliated Distributors

Following McNaughton-McKay's blockbuster acquisition of The Reynolds Co. in Fort Worth, TX, in late 2017, the company has been focused on growing across its newly expanded territories. In his response to the Top 200 survey, CEO Donald Slominski, Jr., attributed the company's growth over the past year to that acquisition and growth in most of McNaughton-McKay's territories.

Among recent changes, the company recently signed a distributor agreement with ABB to sell that company's power distribution offerings (formerly GE Industrial Solutions, which ABB bought last year) in Ohio.

9. MOTION INDUSTRIES (GENUINE PARTS)

Headquarters: Birmingham, AL

Senior executive: Randy Breaux

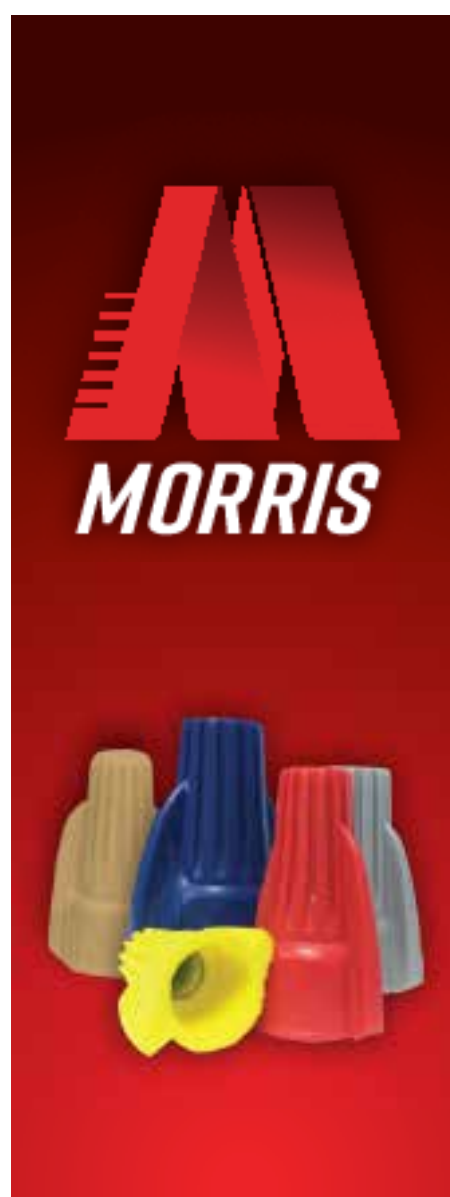
2018 sales: \$1.4 billion

Locations: 550

Employees: 6,194

Genuine Parts rolled reporting for its EIS electrical distribution business into its Motion Industries subsidiary last year and the result launched Motion into the top 10 of electrical distributors nationwide. As Motion Industries' new Electrical Specialties Group, what in 2017 was the 13th-largest electrical distributor with something around \$700 million in sales is now part of an operation twice that size with more than ten-times the number of locations and offerings in bearings, power transmission, hydraulics, pneumatics and a host of other industrial MRO products.

(Continued on page 38)



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THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company Name | Town/City | State/ Province | 2018 Revenue | Number of Employees | Number of Locations | Senior Executive |
|------|---|-------------------|--------------------|-----------------|------------------------|------------------------|----------------------|
| 1 | Sonepar North America | Paris | France | 10,638,000,000* | NA | 804* | Philippe Delpesch |
| 2 | WESCO International Inc. | Pittsburgh | PA | 7,739,130,000* | 8,600* | 460* | John Engel |
| 3 | Graybar Electric Co. | Clayton | MO | 7,202,482,053* | 8,789* | 288* | Kathleen Mazzarella |
| 4 | Anixter International Inc. | Glenview | IL | 6,842,100,000* | 9,300** | 281* | William Galvin |
| 5 | Consolidated Electrical Distributors (CED) | Irving | TX | NA | NA | 700e* | Kurt Lasher |
| 6 | Rexel Holdings USA (Rexel SA) | Dallas | TX | 5,494,013,160* | 8,605* | 574* | Jeff Baker |
| 7 | Border States Industries Inc. | Fargo | ND | 2,350,000,000 | 2600 | 100 | Tammy Miller |
| 8 | McNaughton McKay Electric Co. | Madison Heights | MI | 1,490,000,000 | 1300 | 41 | Donald Slominski Jr. |
| 9 | Motion Industries (Genuine Parts) | Birmingham | AL | 1,398,760,000 | 6194 | 550 | Randy Breaux |
| 10 | City Electric Supply | Dallas | TX | NA | NA | 481 | Thomas Mackie |
| 11 | Crescent Electric Supply Co. | East Dubuque | IL | NA | 1,925 | 160 | Marty Burbridge |
| 12 | W.W. Grainger Inc. | Lake Forest | IL | NA | 24,600** | 306* | Donald Macpherson |
| 13 | Mayer Electric Supply | Birmingham | AL | 1,078,516,985 | 1516 | 81 | Nancy CollatGoedecke |
| 14 | Elliott Electric Supply Inc. | Nacogdoches | TX | 1,005,125,000 | 1900 | 148 | Bill Elliott |
| 15 | U.S. Electrical Services | Middletown | CT | NA | 1500 | 80+ | Randy Eddy |
| 16 | Kendall Electric Inc. | Portage | MI | NA | 780 | 46 | Martin Ranly |
| 17 | State Electric Supply Co. | Huntington | WV | NA | 775 | 44 | Clarence Martin |
| 18 | Turtle & Hughes Inc. | Linden | NJ | NA | NA | 18 | Luis Valls |
| 19 | Wholesale Electric Supply Company of Houston Inc. | Houston | TX | NA | 485 | 12 | Pam McKellop |
| 20 | Summit Electric Supply | Albuquerque | NM | 499,843,635 | 618 | 24 | Victor Jury Jr. |
| 21 | North Coast Electric ## | Seattle | WA | 478,193,450 | 686 | 34 | Peter Lemman |
| 22 | Dealers Electrical Supply Co. | Waco | TX | NA | 676 | 61 | Scott Bracey |
| 23 | Main Electric Supply Co. | Santa Ana | CA | NA | 488 | 13 | Scott Germann |
| 24 | Van Meter Inc. | Cedar Rapids | IA | 416,000,000 | 500 | 14 | Lura McBride |
| 25 | Kirby Risk Electrical Supply (Kirby Risk Corp.) | Lafayette | IN | NA | NA | 41 | James Risk III |
| 26 | Kaman Automation - Control & Energy | Bloomfield | CT | 352,000,000 | 5,100** | 220 | Neal Keating |
| 27 | Omni Cable | West Chester | PA | NA | 267 | 12 | Jeff Siegfried |
| 28 | Houston Wire & Cable Co. | Houston | TX | 356,858,000 | 427 | 14 | James Pokluda III |
| 29 | Winsupply Inc. | Dayton | OH | NA | NA | 102 | Roland Gordon |
| 30 | Echo Electric Supply (Echo Group Inc.) | Council Bluffs | IA | NA | 460 | 19 | Mitch Lane |
| 31 | Werner Electric Supply Co. | Appleton | WI | NA | 460 | 11 | Scott Teerlinck |
| 32 | Gresco Utility Supply Inc. | Forsyth | GA | 310,000,000 | 175 | 7 | Steve Gramling |
| 33 | Lamps Plus | Chatsworth | CA | NA | NA | 37 | Dennis Swanson |
| 34 | Wholesale Electric Supply | Texarkana | TX | NA | NA | 49 | Buddy McCulloch |
| 35 | Werner Electric Ventures LLC | Cottage Grove | MN | 295,000,000 | 350 | 8 | Ben Granley |
| 36 | Colonial Electric Supply | King of Prussia | PA | NA | NA | 18 | Steven Bellwoar |
| 37 | Franklin Empire | Mount-Royal | Quebec | NA | 525 | 23 | Cara Backman |
| 38 | Shepherd Electric Supply | Baltimore | MD | 253,067,759 | 288 | 5 | Stuart Vogel |
| 39 | Revere Electric Supply Co. | Mokena | IL | NA | NA | 12 | John Cady |
| 40 | Dominion Electric Supply | Arlington | VA | NA | 300 | 10 | Stephen Krooth |
| 41 | Villa Lighting Supply Inc. | St. Louis | MO | 232,500,000 | 110 | 1 | Jack Villa |
| 42 | TEC Manufacturing and Distribution Services | Georgetown | TX | 224,000,000 | 110 | 32 | Johnny Andrews |
| 43 | Rumsey Electric Co. | Conshohocken | PA | 222,000,000 | 278 | 9 | Gerald Lihota |
| 44 | United Electric Supply | Wilmington | DE | 220,000,000 | 350 | 20 | George Vorwick |
| 45 | Steiner Electric Co. | Elk Grove Village | IL | NA | 420 | 8 | Rick Kerman |
| 46 | Edges Electrical Group | San Jose | CA | NA | 290 | 12 | Chester Lehmann |
| 47 | Fastenal Co. | Winona | MN | 201,418,500 | 21,644** | 2,162* | Daniel Florness |
| 48 | Springfield Electric Supply | Springfield | IL | 190,000,000 | 360 | 19 | Chris Scarbrough |
| 49 | Granite City Electric | Quincy | MA | 185,000,000 | 320 | 26 | Steve Helle |
| 50 | Schaedler Yesco Distribution Inc. | Harrisburg | PA | 182,427,966 | 307 | 21 | James Schaedler |

* - North America; ** - Global; ## Acquired in 2019

THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company Name | Town/City | State/ Province | 2018 Revenue | Number of Employees | Number of Locations | Senior Executive |
|------|--|---------------------|--------------------|-----------------|------------------------|------------------------|-------------------|
| 51 | Dakota Supply Group | Fargo | ND | NA | 343 | 17 | Paul Kennedy |
| 52 | Facility Solutions Group | Austin | TX | 178,669,000 | 227 | 30 | William Graham |
| 53 | Rural Electric Supply Cooperative (RESCO) | Middleton | WI | 177,233,000 | 63 | 7 | Matt Brandrup |
| 54 | Power Line Supply Co. | Reed City | MI | NA | NA | 7 | Michael Bigford |
| 55 | Windy City Wire | Bolingbrook | IL | 169,298,334 | 325 | 19 | Rick Galgano |
| 56 | Electrical Equipment Co. | Raleigh | NC | 169,070,000 | 242 | 13 | Mark Holmes |
| 57 | LoneStar Electric Supply | Houston | TX | 168,000,000 | 175 | 4 | Jeff Metzler |
| 58 | Billows Electric Supply Co. | Delran | NJ | NA | 270 | 21 | Jeffrey Billow |
| 59 | Regency Lighting | Chatsworth | CA | 165,300,000 | 322 | 8 | Evan Regenstreif |
| 60 | Horizon Solutions LLC | Rochester | NY | NA | 275 | 12 | John Kerkhove |
| 61 | Alameda Electrical Distributors | Hayward | CA | NA | 256 | 12 | Craig LaRue |
| 62 | Standard Electric Co. | Saginaw | MI | NA | 295 | 22 | Bill Gray |
| 63 | Cooperative Electric Energy Utility Supply (CEE-US) | West Columbia | SC | 159,000,000 | 44 | 1 | Donald McCord |
| 64 | Electric Supply Inc. | Tampa | FL | 158,000,000 | 162 | 3 | Harry Irwin |
| 65 | PEPCO (Professional Electric Products Co.) | Eastlake | OH | 154,000,000 | 152 | 5 | Joseph Borkey |
| 66 | CBT Co. | Cincinnati | OH | 141,000,000 | 219 | 3 | James Stahl Jr. |
| 67 | Butler Supply Inc | St. Louis | MO | NA | NA | 26 | Deborah Kuempel |
| 68 | Loeb Electric Co. | Columbus | OH | NA | NA | 5 | Charles Loeb |
| 69 | French Gerleman | St. Louis | MO | NA | 220 | 6 | Mike Stanfill |
| 70 | Light Bulb Depot (Memphis Lamp) | Memphis | TN | NA | NA | 15 | David Marrs |
| 71 | Western United Electric Supply Corp. | Brighton | CO | 133,354,000 | 40 | 3 | Greg Mordini |
| 72 | Buckles-Smith | Santa Clara | CA | NA | 184 | 7 | Art Cook |
| 73 | Becker Electric ## | Dayton | OH | 130,000,000 | 180 | 8 | Tom Becker |
| 74 | Nu-Lite Electrical Wholesalers ## | Harahan | LA | NA | NA | 6 | Gary Corales |
| 75 | Stanion Wholesale Electric Co. | Pratt | KS | NA | 211 | 17 | Bill Keller |
| 76 | Electro-Matic Products Inc. | Farmington Hills | MI | NA | 230 | 5 | Richard Laramée |
| 77 | Tri-State Utility Products Inc. | Marietta | GA | 119,200,000 | 33 | 3 | Rusty Batch |
| 78 | Power/mation Division Inc. | St. Paul | MN | NA | 171 | 4 | Tim York |
| 79 | Benfield Electric Supply Co. Inc | White Plains | NY | 118,000,000 | 141 | 4 | Daniel McLaughlin |
| 80 | Inline Electric Supply Co. | Huntsville | AL | NA | 209 | 15 | Bruce Summerville |
| 81 | Broken Arrow Electric Supply Inc. | Broken Arrow | OK | 112,458,350 | 156 | 7 | Bruce Garner |
| 82 | Lowe Electric Supply Co. | Macon | GA | NA | 155 | 14 | Jim Kinman |
| 83 | Richards Electric Supply Co. Inc. | Cincinnati | OH | 108,000,000 | 150 | 4 | Michael Misrach |
| 84 | NEDCO Supply | Las Vegas | NV | NA | 112 | 1 | Marc Winard |
| 85 | Mars Electric Co. | Mayfield Village | OH | 100,000,000 | 165 | 12 | Fran Doris |
| 86 | Standard Electric Supply Co. | Milwaukee | WI | 98,000,000 | 190 | 17 | Larry Stern |
| 87 | American Electric Supply Inc. | Corona | CA | 95,870,985 | 88 | 1 | Mike Pratt |
| 88 | Connexion | Buffalo Grove | IL | NA | 120 | 6 | David Rosenstein |
| 89 | Sunrise Electric Supply | Addison | IL | 93,000,000 | 86 | 1 | Don Chriske |
| 90 | J.H. Larson Electrical Co. | Plymouth | MN | NA | 193 | 8 | Greg Pahl |
| 91 | O'Neil Electric Supply | Woodbridge | ON | 91,466,490 | 115 | 2 | Mike O'Neil |
| 92 | Chelsea Lighting | New York | NY | NA | 57 | 2 | Thomas Ike |
| 93 | Fromm Electric Supply | Reading | PA | NA | 125 | 9 | Michael Fromm |
| 94 | United Utility Supply Cooperative Inc. | Louisville | KY | NA | 27 | 5 | Chris Perry |
| 95 | Steven Engineering Inc. | South San Francisco | CA | NA | 129 | 3 | Paul Burk |
| 96 | Independent Electric Supply | Somerville | MA | NA | 101 | 6 | Daniel Gray |
| 97 | Leff Electric (AMP Electrical Distribution Services) | Cleveland | OH | NA | NA | 8 | Jim Bracken |
| 98 | Caniff Electric Supply Co. | Hamtramck | MI | 82,000,000 | 83 | 3 | Douglas Bemis |
| 99 | Sequel Electric Supply | Meridian | MS | 80,000,000 | NA | 17 | Lee Moseley |
| 100 | City Lighting Products | St. Louis | MO | NA | NA | 6 | Michael Hohl |

* - North America; ** - Global; ## Acquired in 2019

THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company Name | Town/City | State/ Province | 2018 Revenue | Number of Employees | Number of Locations | Senior Executive |
|------|--|------------------|--------------------|-----------------|------------------------|------------------------|--------------------|
| 101 | Electric Supply and Equipment Co. | Greensboro | NC | 73,234,511 | 93 | 3 | Brad McCormick |
| 102 | F.D. Lawrence Electric Co., The | Cincinnati | OH | 72,125,000 | 100 | 3 | Tink O'Leary |
| 103 | Wolff Brothers Supply Inc. | Medina | OH | NA | 168 | 13 | Howard Wolff |
| 104 | Jo-Kell Inc. | Chesapeake | VA | NA | 70 | 3 | Suzy Kelly |
| 105 | Hunzicker Brothers | Oklahoma City | OK | NA | NA | 11 | Myers Lockard |
| 106 | Voss Lighting | Lincoln | NE | 69,000,000 | 220 | 15 | Michael Voss |
| 107 | Mid-Coast Electric Supply | San Antonio | TX | 68,522,000 | 115 | 6 | Tom Barker |
| 108 | General Pacific Inc. | Fairview | OR | 67,600,000 | 43 | 1 | Rick Hall |
| 109 | Advance Electrical Supply Co. Inc. | Chicago | IL | 67,400,000 | 78 | 1 | Aaron Hughes |
| 110 | Paramont EO Inc | Woodridge | IL | 67,210,000 | 117 | 3 | Ken Gallagher |
| 111 | Sun Valley Electric Supply ## | Las Vegas | NV | NA | 75 | 6 | Tom Edwards |
| 112 | Dulles Electric Supply Corp. | Sterling | VA | NA | 105 | 2 | John Hughes III |
| 113 | Harry Cooper Supply Co. | Springfield | MO | NA | 145 | 2 | J.C. Metzethin |
| 114 | Warshauer Electric Supply | Tinton Falls | NJ | 63,600,000 | 130 | 5 | James Warshauer |
| 115 | Denney Electric Supply | Ambler | PA | NA | NA | 9 | Stephen Thornton |
| 116 | Holt Electrical Supplies | St. Louis | MO | NA | NA | 5 | Sylvan Holtzman |
| 117 | Blazer Electric Supply | Colorado Springs | CO | 58,000,000 | 105 | 2 | Steve Blazer |
| 118 | K/E Electric Supply Corp. | Mount Clemens | MI | NA | 69 | 4 | Rock Kuchenmeister |
| 119 | First SOURCE Electrical LLC | Houston | TX | 55,777,618 | 65 | 1 | Philip deLoache |
| 120 | E. Sam Jones Distributor Inc. | Atlanta | GA | NA | 110 | 6 | Patrick Jones |
| 121 | Crum Electric Supply Co. Inc. | Casper | WY | 54,900,000 | 88 | 10 | Jeff Hockin |
| 122 | Raymond de Steiger Inc. | Sterling Heights | MI | NA | 80 | 4 | Peter de Steiger |
| 123 | Peninsular Electric Distributors Inc. | West Palm Beach | FL | 53,000,000 | 80 | 2 | John Larmoyeux |
| 124 | Hunt Electric Supply Co. | Burlington | NC | 50,600,000 | 82 | 8 | Sam Hunt IV |
| 125 | Electrical Supplies Inc. | Hialeah Gardens | FL | NA | 78 | 3 | Jim Segal |
| 126 | Baynes Electric Supply | West Bridgewater | MA | 50,000,000 | 50 | 6 | Chris Baynes |
| 127 | Wildcat Electric Supply | Houston | TX | 49,000,000 | 74 | 2 | Keith Hessemer |
| 128 | Medler Electric Co. | Alma | MI | NA | 115 | 15 | Bill Michael |
| 129 | Central Supply Co. | Indianapolis | IN | NA | NA | 5 | Ted Ashcraft |
| 130 | Electric Supply Center | Burlington | MA | NA | NA | 5 | Larry LaFreniere |
| 131 | Shingle & Gibb Automation | Moorestown | NJ | NA | 82 | 8 | Brian Lepsis |
| 132 | Amperage Electrical Supply | Roselle | IL | 45,300,000 | 80 | 1 | Vito Pelagio |
| 133 | G&G Electric Supply | New York | NY | 44,300,000 | 60 | 3 | Laurence Heimrath |
| 134 | Franklin Electric Co. | Moorestown | NJ | 44,165,027 | 91 | 6 | William Walker III |
| 135 | Hein Electric Supply Co. | West Allis | WI | NA | NA | 9 | Ron Kohlenberg |
| 136 | West-Lite Supply Co. | Cerritos | CA | NA | NA | 4 | Brenda Puckett |
| 137 | Loyd's Electric Supply | Branson | MO | NA | NA | 3 | Phil Loyd |
| 138 | Active Electrical Supply Co. | Chicago | IL | NA | NA | 2 | Linda Swan |
| 139 | Revco Lighting & Electrical Supply | Southampton | NY | NA | NA | 5 | Michael Velys |
| 140 | Service Electric Supply Inc. | Romulus | MI | NA | 49 | 1 | Eric Braidwood |
| 141 | Kansas City Electrical Supply Co. | Lenexa | KS | 40,635,345 | 48 | 2 | Kaylin Crain |
| 142 | Swift Electrical Supply | Teterboro | NJ | NA | 72 | 4 | August Sodora |
| 143 | Desert Hills Electric Supply Inc. | Artesia | NM | 38,849,421 | 56 | 3 | Bill Mathews |
| 144 | Gross Electric | Toledo | OH | NA | NA | 3 | Joe Gross |
| 145 | Bell Electrical Supply | Santa Clara | CA | 38,000,000 | 49 | 1 | David Wallen |
| 146 | International Electrical Sales Corp. (IESCO) | Miami | FL | 38,000,000 | 28 | 1 | Robert Bernstein |
| 147 | Teche Electric Supply | Lafayette | LA | NA | 89 | 6 | Dave Frazer |
| 148 | Gordon Electric Supply | Kankakee | IL | NA | 49 | 3 | Cara Gordon Potter |
| 149 | Idlewood Electric Supply Inc. | Highland Park | IL | NA | 105 | 3 | Karen Dolins |
| 150 | South Dade Electrical Supply | Miami | FL | NA | NA | 1 | Donald Elliott |

* - North America; ** - Global; ## Acquired in 2019

THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company Name | Town/City | State/ Province | 2018 Revenue | Number of Employees | Number of Locations | Senior Executive |
|------|--|-------------------|--------------------|-----------------|------------------------|------------------------|----------------------|
| 151 | Allied Wholesale Electrical Supply Inc. | Indianapolis | IN | 36,177,061 | 45 | 3 | Rob McCurdy |
| 152 | Winkle Electric Co. Inc. | Youngstown | OH | 36,000,000 | 61 | 2 | Richard Teaberry |
| 153 | Frontier Lighting | Clearwater | FL | NA | NA | 3 | Gary Bach |
| 154 | Advance Electrical & Industrial Supply | Norcross | GA | 35,537,000 | 38 | 1 | Dennis Purvis |
| 155 | B&S Electric Supply Co. Inc. | Atlanta | GA | 35,482,811 | 31 | 2 | Clarence Roby |
| 156 | Alpha Electric Supply | Kahului | HI | NA | NA | 5 | Hank Pacheco |
| 157 | Hannan Supply Co. | Paducah | KY | NA | NA | 4 | Bruce Brockenborough |
| 158 | Metro Wire & Cable Corp. | Sterling Heights | MI | NA | 37 | 3 | Devin Ezop |
| 159 | Maltby Electric Supply Co Inc. | San Francisco | CA | NA | 51 | 3 | Rodney Jason |
| 160 | Rockingham Electrical Supply Co. | Portsmouth | NH | NA | NA | 9 | Jim Pender |
| 161 | Kovalsky Carr Electric Supply Co Inc. | Rochester | NY | NA | 35 | 1 | Arnold Kovalsky |
| 162 | St. Louis Metro Electric Supply Inc. | St. Louis | MO | NA | 75 | 8 | William Frisella |
| 163 | Stokes Electric Co. | Knoxville | TN | 30,000,000 | 67 | 4 | Donald Stokes |
| 164 | Willow Electrical Supply Co. | Schiller Park | IL | NA | NA | 2 | Wieslaw Wardzala |
| 165 | Beck Electric Supply | Richmond | CA | NA | NA | 4 | Bill Beck |
| 166 | Midtown Electric Supply Corp. | New York | NY | NA | NA | 1 | Matthew Gold |
| 167 | Furbay Electric Supply Co. | Canton | OH | NA | 55 | 2 | Paul Monaco |
| 168 | Mathes of Alabama Electric Supply Co. | Foley | AL | NA | NA | 5 | Kim Cheney |
| 169 | Mid-West Lighting | Los Angeles | CA | NA | 32 | 1 | David Frandzel |
| 170 | YESCO Electrical Supply Inc. | Columbiana | OH | NA | 80 | 5 | James DeRosa |
| 171 | United Electrical Supply Co. | Omaha | NE | NA | NA | 2 | Todd Kuwitzky |
| 172 | Hartford Electric Supply Company (HESCO) | Rocky Hill | CT | 23,861,464 | 52 | 1 | Bill DePasquale |
| 173 | C.N. Robinson Lighting Supply Co. | Baltimore | MD | 23,700,550 | 34 | 2 | Barry Kronsberg |
| 174 | Weber Electric Supply | Erie | PA | NA | NA | 3 | Thomas Weber |
| 175 | West Virginia Electric Supply Co. | Huntington | WV | NA | 65 | 8 | Jared Colker |
| 176 | Armstrong's Supply Co. | New Orleans | LA | NA | NA | 2 | Scott Armstrong |
| 177 | Wille Electric Supply Co. | Modesto | CA | NA | NA | 2 | Larry Robinson |
| 178 | Stanford Electric Supply | Corinth | MS | NA | NA | 2 | Charles Stanford |
| 179 | United Lighting & Supply Co. | Fort Walton Beach | FL | NA | NA | 4 | James MacDonnell |
| 180 | United Lighting Electrical Corp. | Hauppauge | NY | NA | NA | 3 | Mark Goldman |
| 181 | Mission Controls & Automation | San Antonio | TX | 20,354,000 | 50 | 1 | David Gardner |
| 182 | Desert Electric Supply | Palm Desert | CA | NA | 53 | 4 | Eric Stevens |
| 183 | ATElectrical Supply (Autonomy Technology, Inc) | Bend | OR | NA | 30 | 4 | Greg Knowles |
| 184 | B&K - Power to Solve | City of Industry | CA | NA | 40 | 4 | Todd Brown |
| 185 | Professional Controls Corp. | Germantown | WI | NA | NA | 3 | Robert Dumke |
| 186 | VEC Supply | Charlottesville | VA | 18,800,000 | 30 | 4 | Frank Stalzer |
| 187 | Michigan Chandelier Co. | Southfield | MI | NA | 43 | 4 | Kenneth Sanders |
| 188 | Lewis Electric Supply Co. | Muscle Shoals | AL | NA | NA | 1 | Burton Lewis |
| 189 | Valley Electric Supply | Glenwood Springs | CO | NA | NA | 2 | Patrick Steele |
| 190 | Scurlock Electric | Houma | LA | NA | NA | 3 | Quentin Walker |
| 191 | Lamp Sales Unlimited | Jacksonville | FL | NA | NA | 2 | Wayne Redding |
| 192 | Wholesale Supply Group Inc. | Cleveland | TN | NA | 250 | 33 | Jeff Rogers |
| 193 | Johnson Electric Supply Co., The | Cincinnati | OH | NA | 37 | 2 | Douglas Johnson |
| 194 | Controller Service & Sales Co. Inc. | Avon | MA | 15,480,000 | 38 | 2 | Mark O'Day |
| 195 | Beacon Light & Supply Co. | Hartford | CT | NA | NA | 3 | Wayne Purville |
| 196 | Motors and Controls Corp. | Kent | WA | NA | NA | 2 | Kyra Castle |
| 197 | Toole & Rose Supply Inc. | Carrollton | KY | NA | 18 | 1 | Bryan Rose |
| 198 | Atlanta Light Bulbs | Tucker | GA | NA | 30 | 1 | Doug Root |
| 199 | Kern Electric Distributors | Bakersfield | CA | NA | NA | 2 | Bill Wagoner |
| 200 | Coburn Supply Co. | Beaumont | TX | NA | 900 | 53 | Don Maloney |

* - North America; ** - Global; ## Acquired in 2019

ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company Name | Town/City | State/Prov | Rank | Company Name | Town/City | State/Prov |
|------|---|------------------|------------|------|---|------------------|------------|
| 138 | Active Electrical Supply Co. | Chicago | IL | 46 | Edges Electrical Group | San Jose | CA |
| 154 | Advance Electrical & Industrial Supply. | Norcross | GA | 101 | Electric Supply and Equipment Co. | Greensboro | NC |
| 109 | Advance Electrical Supply Co. Inc. | Chicago | IL | 130 | Electric Supply Center | Burlington | MA |
| 61 | Alameda Electrical Distributors | Hayward | CA | 64 | Electric Supply Inc. | Tampa | FL |
| 151 | Allied Wholesale Electrical Supply Inc. | Indianapolis | IN | 56 | Electrical Equipment Co. | Raleigh | NC |
| 156 | Alpha Electric Supply | Kahului | HI | 125 | Electrical Supplies Inc. | Hialeah Gardens | FL |
| 86 | American Electric Supply Inc. | Corona | CA | 75 | Electro-Matic Products Inc. | Farmington Hills | MI |
| 132 | Amperage Electrical Supply | Roselle | IL | 14 | Elliott Electric Supply Inc. | Nacogdoches | TX |
| 4 | Anixter International Inc. | Glenview | IL | 102 | F.D. Lawrence Electric Co. The | Cincinnati | OH |
| 176 | Armstrong's Supply Co. | New Orleans | LA | 52 | Facility Solutions Group | Austin | TX |
| 183 | ATI Electrical Supply (Autonomy Technology Inc.) | Berlin | MD | 47 | Fastenal Co. | Winona | MN |
| 198 | Atlanta Light Bulbs | Tucker | GA | 119 | First SOURCE Electrical LLC | Houston | TX |
| 184 | B&K - Power to Solve | City of Industry | CA | 134 | Franklin Electric Co. | Moorestown | NJ |
| 155 | B&S Electric Supply Co. Inc. | Atlanta | GA | 37 | Franklin Empire | Mount-Royal | QU |
| 126 | Baynes Electric Supply | West Bridgewater | MA | 68 | French Gerleman | St. Louis | MO |
| 195 | Beacon Light & Supply Co. | Hartford | CT | 93 | Fromm Electric Supply | Reading | PA |
| 165 | Beck Electric Supply | Richmond | CA | 153 | Frontier Lighting | Clearwater | FL |
| 72 | Becker Electric ## | Dayton | OH | 167 | Furbay Electric Supply Co. | Canton | OH |
| 145 | Bell Electrical Supply | Santa Clara | CA | 133 | G&G Electric Supply | New York | NY |
| 78 | Benfield Electric Supply Co. Inc. | White Plains | NY | 108 | General Pacific Inc. | Fairview | OR |
| 58 | Billows Electric Supply Co. | Delran | NJ | 148 | Gordon Electric Supply | Kankakee | IL |
| 117 | Blazer Electric Supply | Colorado Springs | CO | 49 | Granite City Electric | Quincy | MA |
| 7 | Border States Industries Inc. | Fargo | ND | 3 | Graybar Electric Co. | Clayton | MO |
| 80 | Broken Arrow Electric Supply Inc. | Broken Arrow | OK | 32 | Gresco Utility Supply Inc. | Forsyth | GA |
| 71 | Buckles-Smith | Santa Clara | CA | 144 | Gross Electric | Toledo | OH |
| 66 | Butler Supply Inc. | St. Louis | MO | 157 | Hannan Supply Co. | Paducah | KY |
| 173 | C.N. Robinson Lighting Supply Co. | Baltimore | MD | 113 | Harry Cooper Supply Co. | Springfield | MO |
| 98 | Caniff Electric Supply Co. | Hamtramck | MI | 172 | Hartford Electric Supply Company (HESCO) | Rocky Hill | CT |
| 90 | CBT Co. | Cincinnati | OH | 135 | Hein Electric Supply Co. | West Allis | WI |
| 129 | Central Supply Co. | Indianapolis | IN | 116 | Holt Electrical Supplies | St. Louis | MO |
| 92 | Chelsea Lighting | New York | NY | 60 | Horizon Solutions LLC | Rochester | NY |
| 10 | City Electric Supply | Dallas | TX | 28 | Houston Wire & Cable Co. | Houston | TX |
| 100 | City Lighting Products | St. Louis | MO | 124 | Hunt Electric Supply Co. | Burlington | NC |
| 200 | Coburn Supply Co. | Beaumont | TX | 105 | Hunzicker Brothers | Oklahoma City | OK |
| 36 | Colonial Electric Supply | King of Prussia | PA | 149 | Idlewood Electric Supply Inc. | Highland Park | IL |
| 87 | Connexion | Buffalo Grove | IL | 96 | Independent Electric Supply | Somerville | MA |
| 5 | Consolidated Electrical Distributors (CED) | Irving | TX | 79 | Inline Electric Supply Co. | Huntsville | AL |
| 194 | Controller Service & Sales Co. Inc. | Avon | MA | 146 | International Electrical Sales Corp. (IESCO) | Miami | FL |
| 63 | Cooperative Electric Energy Utility Supply (CEE-US) | West Columbia | SC | 89 | J.H. Larson Electrical Co. | Plymouth | MN |
| 11 | Crescent Electric Supply Co. | East Dubuque | IL | 193 | Johnson Electric Supply Co., The | Cincinnati | OH |
| 121 | Crum Electric Supply Co. Inc. | Casper | WY | 104 | Jo-Kell Inc. | Chesapeake | VA |
| 51 | Dakota Supply Group | Fargo | ND | 118 | K/E Electric Supply Corp. | Mount Clemens | MI |
| 22 | Dealers Electrical Supply Co. | Waco | TX | 26 | Kaman Automation - Control & Energy | Bloomfield | CT |
| 115 | Denney Electric Supply | Ambler | PA | 141 | Kansas City Electrical Supply Co. | Lenexa | KS |
| 182 | Desert Electric Supply | Palm Desert | CA | 16 | Kendall Electric Inc. | Portage | MI |
| 143 | Desert Hills Electric Supply Inc. | Artesia | NM | 199 | Kern Electric Distributors | Bakersfield | CA |
| 40 | Dominion Electric Supply | Arlington | VA | 25 | Kirby Risk Electrical Supply (Kirby Risk Corp.) | Lafayette | LA |
| 112 | Dulles Electric Supply Corp. | Sterling | VA | 161 | Kovalsky Carr Electric Supply Co Inc. | Rochester | NY |
| 120 | E. Sam Jones Distributor Inc. | Atlanta | GA | 191 | Lamp Sales Unlimited | Jacksonville | FL |
| 30 | Echo Electric Supply (Echo Group Inc.) | Council Bluffs | IA | 33 | Lamps Plus | Chatsworth | CA |

ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company Name | Town/City | State/Prov | Rank | Company Name | Town/City | State/Prov |
|------|--|------------------|------------|------|---|---------------------|------------|
| 97 | Leff Electric (AMP Electrical Distribution Services) | Cleveland | OH | 48 | Springfield Electric Supply | Springfield | IL |
| 188 | Lewis Electric Supply Co. | Muscle Shoals | AL | 162 | St. Louis Metro Electric Supply Inc. | St. Louis | MO |
| 69 | Light Bulb Depot (Memphis Lamp) | Memphis | TN | 62 | Standard Electric Co. | Saginaw | MI |
| 67 | Loeb Electric Co. | Columbus | OH | 85 | Standard Electric Supply Co. | Milwaukee | WI |
| 57 | LoneStar Electric Supply | Houston | TX | 178 | Stanford Electric Supply | Corinth | MS |
| 81 | Lowe Electric Supply Co. | Macon | GA | 74 | Stanion Wholesale Electric Co. | Pratt | KS |
| 137 | Loyd's Electric Supply | Branson | MO | 17 | State Electric Supply Co. | Huntington | WV |
| 23 | Main Electric Supply Co. | Santa Ana | CA | 45 | Steiner Electric Co. | Elk Grove Village | IL |
| 159 | Maltby Electric Supply Co Inc. | San Francisco | CA | 95 | Steven Engineering Inc. | South San Francisco | CA |
| 84 | Mars Electric Co. | Mayfield Village | OH | 163 | Stokes Electric Co. | Knoxville | TN |
| 168 | Mathes of Alabama Electric Supply Co. | Foley | AL | 20 | Summit Electric Supply | Albuquerque | NM |
| 13 | Mayer Electric Supply | Birmingham | AL | 111 | Sun Valley Electric Supply ## | Las Vegas | NV |
| 8 | McNaughton McKay Electric Co. | Madison Heights | MI | 88 | Sunrise Electric Supply | Addison | IL |
| 128 | Medler Electric Co. | Alma | MI | 142 | Swift Electrical Supply | Teterboro | NJ |
| 158 | Metro Wire & Cable Corp. | Sterling Heights | MI | 42 | TEC Manufacturing and Distribution Services | Georgetown | VA |
| 187 | Michigan Chandelier Co. | Southfield | MI | 147 | Teche Electric Supply | Lafayette | LA |
| 107 | Mid-Coast Electric Supply | San Antonio | TX | 197 | Toole & Rose Supply Inc. | Carrollton | KY |
| 166 | Midtown Electric Supply Corp. | New York | NY | 76 | Tri-State Utility Products Inc. | Marietta | GA |
| 169 | Mid-West Lighting | Los Angeles | CA | 18 | Turtle & Hughes Inc. | Linden | NJ |
| 181 | Mission Controls & Automation | San Antonio | TX | 15 | U.S. Electrical Services | Middletown | CT |
| 9 | Motion Industries (Genuine Parts) | Birmingham | AL | 44 | United Electric Supply | Wilmington | DE |
| 196 | Motors and Controls Corp. | Kent | WA | 171 | United Electrical Supply Co. | Omaha | NE |
| 83 | NEDCO Supply | Las Vegas | NV | 179 | United Lighting & Supply Co. | Fort Walton Beach | FL |
| 21 | North Coast Electric ## | Seattle | WA | 180 | United Lighting Electrical Corp. | Hauppauge | NY |
| 73 | Nu-Lite Electrical Wholesalers ## | Harahan | LA | 94 | United Utility Supply Cooperative Inc. | Louisville | KY |
| 27 | Omni Cable | West Chester | PA | 189 | Valley Electric Supply | Glenwood Springs | CO |
| 91 | O'Neil Electric Supply | Woodbridge | ON | 24 | Van Meter Inc. | Cedar Rapids | IA |
| 110 | Paramont EO Inc. | Woodridge | IL | 186 | VEC Supply | Charlottesville | VA |
| 123 | Peninsular Electric Distributors Inc. | West Palm Beach | FL | 41 | Villa Lighting Supply Inc. | St. Louis | MO |
| 65 | PEPCO (Professional Electric Products Co.) | Eastlake | OH | 106 | Voss Lighting | Lincoln | NE |
| 54 | Power Line Supply Co. | Reed City | MI | 12 | W.W. Grainger Inc. | Lake Forest | IL |
| 77 | Power/mation Division Inc. | St. Paul | MN | 114 | Warshauer Electric Supply | Tinton Falls | NJ |
| 185 | Professional Controls Corp. | Germantown | WI | 174 | Weber Electric Supply | Erie | PA |
| 122 | Raymond de Steiger Inc. | Sterling Heights | MI | 31 | Werner Electric Supply Co. | Appleton | WI |
| 59 | Regency Lighting | Chatsworth | CA | 35 | Werner Electric Ventures LLC | Cottage Grove | MN |
| 139 | Revco Lighting & Electrical Supply | Southampton | NY | 2 | WESCO International Inc. | Pittsburgh | PA |
| 39 | Revere Electric Supply Co. | Mokena | IL | 175 | West Virginia Electric Supply Co. | Huntington | WV |
| 6 | Rexel Holdings USA (Rexel SA) | Dallas | TX | 70 | Western United Electric Supply Corp. | Brighton | CO |
| 82 | Richards Electric Supply Co. Inc. | Cincinnati | OH | 136 | West-Lite Supply Co. | Cerritos | CA |
| 160 | Rockingham Electrical Supply Co. | Portsmouth | NH | 34 | Wholesale Electric Supply | Texarkana | TX |
| 43 | Rumsey Electric Co. | Conshohocken | PA | 19 | Wholesale Electric Supply Company of Houston Inc. | Houston | TX |
| 53 | Rural Electric Supply Cooperative (RESCO) | Middleton | WI | 192 | Wholesale Supply Group Inc. | Cleveland | TN |
| 50 | Schaedler Yesco Distribution Inc. | Harrisburg | PA | 127 | Wildcat Electric Supply | Houston | TX |
| 190 | Scurlock Electric | Houma | LA | 177 | Wille Electric Supply Co. | Modesto | CA |
| 99 | Sequel Electric Supply | Meridian | MS | 164 | Willow Electrical Supply Co. | Schiller Park | IL |
| 140 | Service Electric Supply Inc. | Romulus | MI | 55 | Windy City Wire | Bolingbrook | IL |
| 38 | Shepherd Electric Supply | Baltimore | MD | 152 | Winkle Electric Co. Inc. | Youngstown | OH |
| 131 | Shingle & Gibb Automation | Moorestown | NJ | 29 | Winsupply Inc. | Dayton | OH |
| 1 | Sonepar North America | Paris | France | 103 | Wolff Brothers Supply Inc. | Medina | OH |
| 150 | South Dade Electrical Supply | Miami | FL | 170 | YESCO Electrical Supply Inc. | Columbiana | OH |

(Continued from page 29)

Motion has continued to acquire across several industrial categories, buying Axis, an automation and robotics distributor based in Danvers, MA, and Rochester, NY. Motion Industries has also seen some changes in the top ranks as Randy Breaux was named CEO of the company in December after the unexpected passing of Tim Breen in August. The company also named Joe Limbaugh senior VP of supply chain, operations support and marketing.

10. CITY ELECTRIC SUPPLY CO. (CITY ELECTRICAL FACTORS)

Headquarters: Dallas, TX (Kenilworth, UK)
Senior Executive: Thomas Hartland-Mackie
2018 sales: NA
Locations: 481
Employees: NA

City Electric Supply continues to add to its ever-expanding network of branches. The company opened a new branch in the suburb of West Ashley, SC, near Charleston, in October and then watched nervously as Hurricane Florence approached and narrowly missed the new facility. Among the new ideas on display at the branch, CES has chosen to post all its product pricing in the counter area to compete with online and retail competitors.

Other new CES locations include three in the Boston market and another to open in Nantucket, MA, this summer under the company's Concord Electric Supply brand. Most recently CES opened five new locations in Bartlett, TN, north-east of Memphis; High Point, NC; Castle Rock and Montrose, CO; and Murietta, CA.

11. CRESCENT ELECTRIC SUPPLY CO.

Headquarters: East Dubuque, IL
Senior Executive: Marty Burbridge
2018 sales: NA
Locations: 160
Employees: 1,925

Crescent Electric has been expanding both by new branch openings and acquisition. Its purchase of Albuquerque, NM-based National Electric Supply Co. adds two locations and 40 people to Crescent's presence in the New Mexico market. Crescent has an existing location in Las Cruces, NM, and will continue to operate that under the Crescent banner, serving southern New Mexico from there and its El Paso, TX, location.

In the past year Crescent has broken ground on new locations in Des Moines, IA, and Racine, WI. People movements at the top have included a new VP of marketing, John Hammer, new senior VP and CFO, Derek Schmidt, and a new VP of construction sales, Tim Rooney. ■

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