

THE TCO

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

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

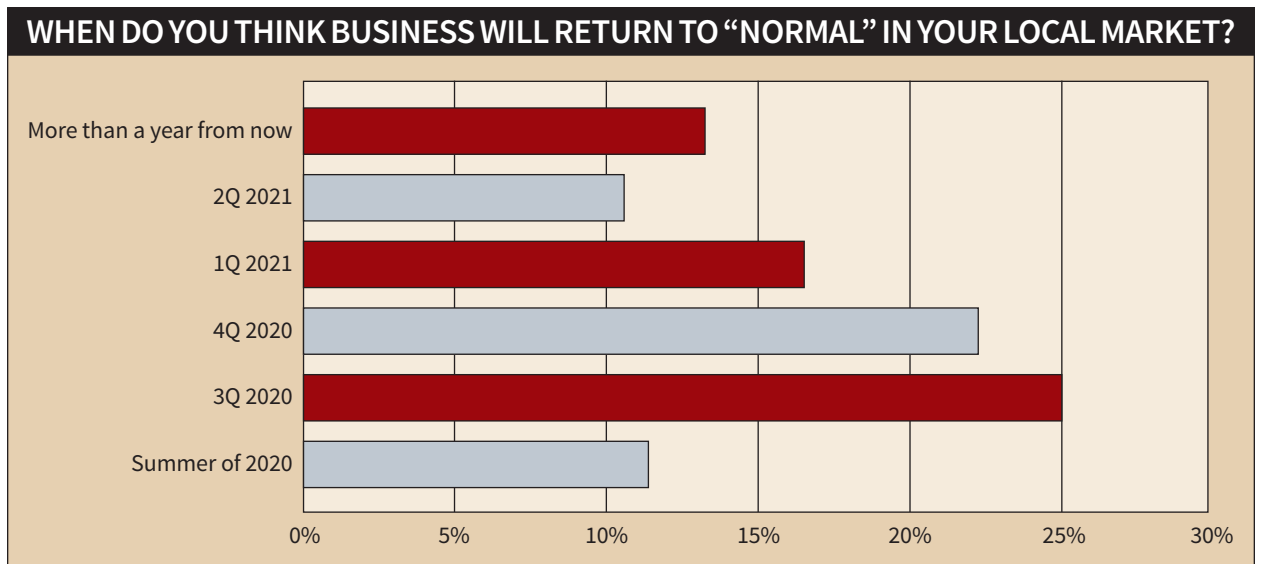
As both full-line and specialty distributors, and national, regional and smaller independent companies, these companies represent a broad range of operational strategies. Responses to our 2020 Top 200 survey showed that despite the differences in size, location, product

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

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

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

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



TOP 200

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

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

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

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

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

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

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

MORE DIGITAL SALES & MARKETING

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

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

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

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

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

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

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

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

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

GET USED TO ZOOM MEETINGS

Videoconferencing has quickly become a way of life in the electrical

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

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

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

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

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

For other distributors, Zoom and other videoconferencing technolo-

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

HOME OFFICE ARE HERE TO STAY

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

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

THE 25 DISTRIBUTORS WITH THE HIGHEST SALES-PER-EMPLOYEE

As in the past, specialty distributors, which tend to have fewer customers and employees than full-line electrical distributors, dominate the list of distributors as ranked by sales per employee. The companies here were among the 132 respondents that provided both a 2019 sales number and an employee count for publication in this year’s listing. They had an average sales-per-employee of \$817,088. Several other distributors (both full-line and specialists) would have been in this Top 25 listing but asked their sales data be used confidentially. The average sales per employee for the 104 respondents that identified themselves as full-line electrical distributors was approximately \$702,144, up from last year’s figure for full-line distributors of \$693,580.

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

WHAT'S NEW WITH THE TOP 200 DISTRIBUTORS?

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

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

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

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

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

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

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

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

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

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

As part of its 150th anniversary celebration last year,

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

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

Gross Electric, Toledo, OH, is celebrating its 100th anniversary this year.

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

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

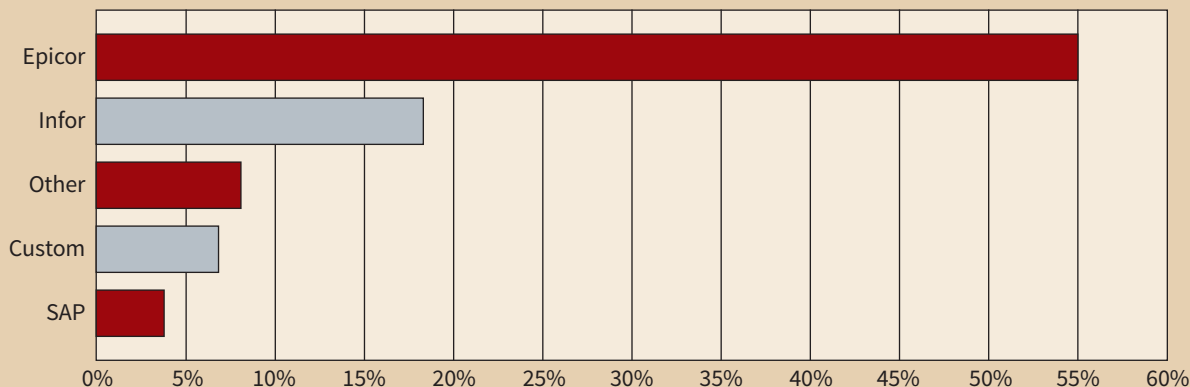
PEPCO, Eastlake Village, OH, continued to penetrate the utility space and hired approximately 20 people from the former Leff Electric/AMP, Cleveland, to help drive potential growth for 2020-2021. Leff Electric suspended regular business operations on April 10, according to an announcement on its website.

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

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

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

TOP 200 DISTRIBUTORS' FAVORITE ERP SYSTEMS



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

THE WORLD'S TWO LARGEST ELECTRICAL DISTRIBUTORS

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

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

THE FIVE LARGEST FULL-LINE ELECTRICAL DISTRIBUTORS IN NORTH AMERICA

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

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

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

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

LESS BUSINESS TRAVEL

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

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

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

nated in 2020 and could be reduced significantly throughout 2021.

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

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

"This makes it so much easier to

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

BE PREPARED

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

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

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

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

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

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

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

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

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

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

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

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

Other new products mentioned by Top 200 distributors included:

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

2019-2020 ELECTRICAL DISTRIBUTOR ACQUISITIONS

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

Notes: # - Top 200 Distributor

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

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

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

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

Many of these companies asked us to use their sales data confidentially and only for placement on the listing. In those situations where a distributor is large enough to make the listing but did not respond to our surveys, if we have reliable sales or employee data from the past two years, we will place them on the listing using a sales-per-employee average.

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

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

Strictly by the numbers. According to *EW* estimates, this year’s 200 companies run at least 9,083 North American branches. Take out branches run by W.W. Grainger, Lake Forest, IL, and Fastenal Inc., Winona, WI, and the full-line and specialty distributors in the Top 200 run more than 6,969 locations. It’s interesting to note that Fastenal, which depends on sales of electrical products for 4.7% of its \$5.3 billion in 2019 sales, has 2,162 locations in North America.

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

THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company Name | Town/City | State/ Province | 2019 Revenue | Number of Employees | Number of Locations | Senior Executive |
|------|---|-------------------|--------------------|-----------------|------------------------|------------------------|------------------------|
| 1 | Sonepar North America | Charleston | SC | 11,409,880,000* | NA | 987* | Robert Taylor |
| 2 | WESCO International Inc. | Pittsburgh | PA | 8,358,917,000* | 9,500* | 500* | John Engel |
| 3 | Graybar Electric Co. | Clayton | MO | 7,525,000,000* | 9,030 | 289 | Kathleen Mazzarella |
| 4 | Anixter International ## | Glenview | IL | 7,152,600,000 | 9,400** | 275 | William Galvin |
| 5 | Consolidated Electrical Distributors (CED) | Irving | TX | NA | NA | 700 | Kurt Lasher |
| 6 | Rexel Holdings USA (Rexel SA) | Dallas | TX | 5,854,531,560* | 8,500* | 550* | Jeff Baker |
| 7 | Border States Industries Inc. | Fargo | ND | 2,415,905,088 | 2,468 | 98 | David White |
| 8 | City Electric Supply | Dallas | TX | NA | 3,758 | 580 | Thomas Hartland Mackie |
| 9 | McNaughton McKay Electric Co. | Madison Heights | MI | NA | 1,345 | 43 | Donald Slominski Jr. |
| 10 | Motion Industries | Birmingham | AL | NA | NA | 500 | Randy Breaux |
| 11 | Crescent Electric Supply Co. | East Dubuque | IL | NA | 1,820 | 140 | Scott Teerlinck |
| 12 | Mayer Electric Supply Co. | Birmingham | AL | 1,138,055,900 | 1,229 | 81 | N. Goedecke & W. Smith |
| 13 | Elliott Electric Supply Inc. | Nacogdoches | TX | 1,116,400,000 | 2,100 | 155 | Bill Elliott |
| 14 | U.S. Electrical Services | Middletown | CT | NA | 1,500 | 125 | Randy Eddy |
| 15 | Turtle & Hughes Inc. | Linden | NJ | NA | 900 | 18 | Jayne Millard |
| 16 | W.W. Grainger | Lake Forest | IL | NA | 25,300** | 354 | Donald Macpherson |
| 17 | Kendall Electric Inc. | Portage | MI | NA | 1,000 | 61 | John Harman |
| 18 | Wholesale Electric Supply Co. | Houston | TX | NA | 509 | 12 | Greg Hall |
| 19 | Dealers Electrical Supply Co. | Waco | TX | NA | 694 | 58 | Scott Bracey |
| 20 | Main Electric Supply Co. | Santa Ana | CA | 480,462,035 | 490 | 13 | Scott Germann |
| 21 | Summit Electric Supply | Albuquerque | NM | 448,370,627 | 580 | 25 | Patrick Davis |
| 22 | State Electric Supply Co. | Huntington | WV | NA | 626 | 40 | John Spoor |
| 23 | Echo Electric Supply | Council Bluffs | IA | NA | 500 | 18 | Mitch Lane |
| 24 | Kirby Risk Electrical Supply | Lafayette | IN | NA | 551 | 41 | James K. Risk III |
| 25 | Van Meter Inc. | Cedar Rapids | IA | 381,000,000 | 490 | 15 | Lura McBride |
| 26 | OmniCable (Dot Family Holdings)# | West Chester | PA | NA | 329 | 14 | Greg Lampert |
| 27 | Winsupply Inc. | Dayton | OH | NA | 725 | 111 | John McKenzie |
| 28 | Wholesale Electric Supply | Texarkana | TX | NA | 490 | 55 | Buddy McCulloch |
| 29 | Kaman Automation (Kaman Distribution) | Bloomfield | CT | 337,400,000 | 500 | 21 | Ben Mondics |
| 30 | Gresco Utility Supply Inc. | Forsyth | GA | 337,000,000 | 185 | 7 | Steve Gramling |
| 31 | Werner Electric Supply Co. | Appleton | WI | 313,000,000 | 426 | 11 | Craig Wiedemeier |
| 32 | TEC Manufacturing and Distribution Services | Georgetown | TX | 300,000,000 | 135 | 32 | Johnny Andrews |
| 33 | Lamps Plus | Chatsworth | CA | NA | NA | 36 | Dennis Swanson |
| 34 | Colonial Electric Supply Co. | King of Prussia | PA | NA | NA | 17 | Steven Bellwoar |
| 35 | Franklin Empire | Mount-Royal | QU | NA | NA | 23 | Cara Backman |
| 36 | Werner Electric MN | Cottage Grove | MN | NA | 345 | 8 | Ben Granley |
| 37 | Dominion Electric Supply | Arlington | VA | NA | 300 | 11 | Stephen Krooth |
| 38 | Shepherd Electric Supply | Baltimore | MD | 261,188,103 | 305 | 5 | Stuart Vogel |
| 39 | Villa Lighting | St. Louis | MO | 255,000,000 | 115 | 2 | Jack Villa |
| 40 | Fastenal Co. | Winona | MN | 250,683,900 | 21948** | 2114* | Daniel Forness |
| 41 | Houston Wire & Cable Co. | Houston | TX | NA | 319 | 13 | James L. Pokluda III |
| 42 | Edges Electrical Group LLC | San Jose | CA | NA | 300 | 12 | Chester Lehmann |
| 43 | LoneStar Electric Supply | Houston | TX | 243,311,000 | 246 | 5 | Jeff Metzler |
| 44 | Revere Electric Supply Co. | Mokena | IL | NA | NA | 11 | John Cady |
| 45 | Rumsey Electric Co. | Conshohocken | PA | NA | 280 | 12 | Jerry Lihota |
| 46 | United Electric Supply | Wilmington | DE | 225,000,000 | 350 | 19 | George Vorwick |
| 47 | Springfield Electric Supply Co. | Springfield | IL | NA | 380 | 19 | Chris Scarbrough |
| 48 | Steiner Electric Co. | Elk Grove Village | IL | NA | NA | 8 | Rick Kerman |
| 49 | Granite City Electrical Supply | Quincy | MA | 198,000,000 | 300 | 26 | Steve Helle |
| 50 | Schaedler Yesco Distribution Inc. | Harrisburg | PA | 196,995,849 | 320 | 21 | James Schaedler |

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

THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company Name | Town/City | State/ Province | 2019 Revenue | Number of Employees | Number of Locations | Senior Executive |
|------|-------------------------------------|------------------|--------------------|-----------------|------------------------|------------------------|-------------------|
| 51 | Windy City Wire | Bolingbrook | IL | 192,511,248 | 355 | 19 | Rich Galgano |
| 52 | Facility Solutions Group | Austin | TX | 188,339,220 | 289 | 29 | William Graham |
| 53 | Loeb Electric | Columbus | OH | NA | 230 | 5 | Charles Loeb |
| 54 | Rural Electric Supply Cooperative | Middleton | WI | 184,600,000 | 64 | 7 | Matt Brandrup |
| 55 | Billows Electric Supply | Delran | NJ | NA | NA | 20 | Jeffrey Billow |
| 56 | Dakota Supply Group | Fargo | ND | 175,100,000 | 288 | 17 | Paul Kennedy |
| 57 | Electrical Equipment Co. | Raleigh | NC | 174,616,000 | 248 | 13 | Mark Holmes |
| 58 | PEPCO | Eastlake | OH | 174,000,000 | 152 | 6 | Joseph Borkey |
| 59 | Alameda Electrical Distributors | Hayward | CA | NA | 280 | 12 | Craig LaRue |
| 60 | Regency Lighting | Chatsworth | CA | 164,978,091 | 185 | 7 | Evan Regenstreif |
| 61 | Allied Wire | Collegeville | PA | NA | 287 | 6 | Timothy Flynn |
| 62 | Electric Supply Inc. (Tampa) | Tampa | FL | 161,980,000 | 160 | 3 | Harry Irwin |
| 63 | Power Line Supply Co. | Reed City | MI | NA | NA | 9 | Brad Geer |
| 64 | CEE-US | West Columbia | SC | NA | NA | 1 | Chad Capps |
| 65 | Inline Electric Supply Co. | Huntsville | AL | NA | 240 | 15 | Bruce Summerville |
| 66 | Butler Supply Inc. | Fenton | MO | NA | 220 | 25 | Deborah Kuempel |
| 67 | Gerrie Electric Wholesale Ltd. | Burlington | ON | NA | 420 | 23 | Elaine Gerrie |
| 68 | Standard Electric Co. | Saginaw | MI | NA | 365 | 23 | Bill Gray |
| 69 | Horizon Solutions LLC | Rochester | NY | NA | 270 | 10 | John Kerkhove |
| 70 | French Gerleman | St. Louis | MO | NA | 220 | 6 | Mike Stanfill |
| 71 | Western United Electric Supply Corp | Brighton | CO | 144,000,000 | 42 | 3 | Greg Mordini |
| 72 | Power/mation Division Inc. | St. Paul | MN | 142,198,000 | 161 | 6 | Jeff Kubsch |
| 73 | Light Bulb Depot (Memphis Lamp) | Memphis | TN | NA | NA | 15 | David Marrs |
| 74 | CBT Co. | Cincinnati | OH | NA | 235 | 3 | James Stahl Jr. |
| 75 | Buckles-Smith | Santa Clara | CA | 132,000,000 | NA | 6 | Art Cook |
| 76 | NEDCO Supply | Las Vegas | NV | 125,330,000 | 108 | 1 | Marc Winard |
| 77 | Tri-State Utility Products Inc. | Marietta | GA | 125,139,000 | 34 | 3 | Rusty Batch |
| 78 | Brownstown Electric Supply Co. Inc. | Brownstown | IN | NA | 130 | 5 | Gregg Deck |
| 79 | Stanion Wholesale Electric Co. | Pratt | KS | NA | 214 | 17 | Bill Keller |
| 80 | Benfield Electric Supply Co. Inc. | Mount Vernon | NY | 121,500,000 | 148 | 4 | Daniel McLaughlin |
| 81 | J.H.Larson Electrical Co. | Plymouth | MN | NA | 150 | 10 | Lisa Fox |
| 82 | Chelsea Lighting | New York | NY | NA | 60 | 2 | Thomas Ike |
| 83 | Richards Electric Supply Co Inc. | Cincinnati | OH | 110,000,000 | 150 | 4 | Michael Misrach |
| 84 | Broken Arrow Electric Supply Inc. | Broken Arrow | OK | 108,000,000 | 150 | 9 | Bruce Garner |
| 85 | Electro-Matic Ventures | Farmington Hills | MI | NA | 221 | 5 | Richard Laramée |
| 86 | Lowe Electric Supply Co. | Macon | GA | NA | NA | 12 | Jim Kinman |
| 87 | Standard Electric Supply Co. | Milwaukee | WI | 104,000,000 | 192 | 16 | Larry Stern |
| 88 | Mars Electric Co. | Mayfield Village | OH | 101,000,000 | 165 | 12 | Fran Doris |
| 89 | United Utility Supply | Louisville | KY | NA | 24 | 5 | Chris Perry |
| 90 | O'Neil Electric Supply | Woodbridge | ON | NA | 120 | 2 | Stephen Kleynhans |
| 91 | Connexion | Buffalo Grove | IL | NA | 124 | 2 | David Rosenstein |
| 92 | Jo-Kell Inc. | Chesapeake | VA | NA | 75 | 3 | John Kelly |
| 93 | Sunrise Electric Supply | Addison | IL | 92,450,000 | 82 | 1 | Don Chriske |
| 94 | IAC Supply Solutions | Memphis | TN | 91,448,048 | 146 | 7 | Darrell Smith |
| 95 | American Electric Supply | Corona | CA | 89,197,771 | 93 | 1 | Mike Pratt |
| 96 | Independent Electric Supply | Somerville | MA | NA | 85 | 6 | Dan Gray |
| 97 | Advance Electrical Supply Co. | Chicago | IL | 83,400,000 | 75 | 1 | Aaron Hughes |
| 98 | Medler Electric Co. | Alma | MI | NA | 115 | 14 | Kelly Vliet |
| 99 | F.D. Lawrence Electric Co. | Cincinnati | OH | 80,750,000 | 99 | 3 | Tink O'Leary |
| 100 | Electric Supply & Equipment Co. | Greensboro | NC | NA | 95 | 3 | Brad McCormick |

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

THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company Name | Town/City | State/ Province | 2019 Revenue | Number of Employees | Number of Locations | Senior Executive |
|------|---------------------------------------|---------------------|--------------------|-----------------|------------------------|------------------------|--------------------|
| 101 | Steven Engineering Inc. | South San Francisco | CA | NA | 116 | 3 | Paul Burk |
| 102 | Electric Supply Center | Burlington | MA | NA | 108 | 5 | Larry LaFreniere |
| 103 | General Pacific Inc | Fairview | OR | 75,000,000 | 45 | 2 | Rick Hall |
| 104 | Mid-Coast Electric Supply Inc. | San Antonio | TX | 72,800,000 | 115 | 6 | Tom Barker |
| 105 | E. Sam Jones Distributor Inc. | Atlanta | GA | 72,651,000 | 105 | 6 | Patrick Jones |
| 106 | Caniff Electric Supply Co. | Hamtramck | MI | 72,373,276 | 85 | 3 | Douglas Bemis |
| 107 | City Lighting Products | St. Louis | MO | NA | NA | 6 | Michael Hohl |
| 108 | Hunzicker Brothers | Oklahoma City | OK | NA | NA | 11 | Myers Lockard |
| 109 | Voss Lighting | Lincoln | NE | 68,000,000 | 222 | 15 | Michael Voss |
| 110 | ParamontEO Inc. | Woodridge | IL | NA | 108 | 3 | Ken Gallagher |
| 111 | Wildcat Electric Supply | Houston | TX | 66,635,000 | 80 | 2 | Keith Hessemer |
| 112 | Fromm Electric Supply | Reading | PA | NA | 115 | 10 | Michael Fromm |
| 113 | Wolff Bros Supply | Medina | Ohio | NA | 165 | 13 | Howard Wolff |
| 114 | Warshauer Electric Supply | Tinton Falls | NJ | 62,529,414 | 135 | 5 | James Warshauer |
| 115 | Shingle & Gibb Automation | Moorestown | NJ | NA | 82 | 5 | Brian Lepsis |
| 116 | Harry Cooper Supply Co. | Springfield | MO | NA | 147 | 2 | John Cooper |
| 117 | Blazer Electric Supply | Colorado Springs | CO | 60,000,000 | 102 | 2 | Steve Blazer |
| 118 | Holt Electrical Supplies | St. Louis | MO | NA | NA | 6 | Sylvan Holtzman |
| 119 | K/E Electric Supply Corp. | Mount Clemens | MI | NA | 68 | 4 | Rock Kuchenmeister |
| 120 | First SOURCE Electrical LLC | Houston | TX | 57,540,766 | 53 | 1 | Philip deLoache |
| 121 | Amperage Electrical Supply Inc. | Roselle | IL | 57,488,000 | 90 | 1 | Vito Pelagio |
| 122 | Peninsular Electric Distributors Inc. | West Palm Beach | FL | 55,150,000 | 75 | 2 | John Larmoyeux |
| 123 | Crum Electric Supply Co. | Casper | WY | 54,000,000 | 88 | 10 | Jeff Hockin |
| 124 | Raymond de Steiger Inc. | Sterling Heights | MI | NA | 80 | 4 | Peter de Steiger |
| 125 | Electrical Supplies Inc. | Hialeah Gardens | FL | NA | NA | 3 | Jim Segal |
| 126 | Denney Electric Supply | Ambler | PA | NA | NA | 9 | Stephen Thorton |
| 127 | Baynes Electric Supply | West Bridgewater | MA | NA | NA | 6 | Chris Baynes |
| 128 | Central Supply Co. | Indianapolis | IN | 49,995,000 | 185 | 5 | Damon Jarvis |
| 129 | Revco Lighting And Electrical Supply | Southampton | NY | NA | NA | 6 | Michael Velys |
| 130 | Hunt Electric Supply Co. | Burlington | NC | 48,000,000 | 84 | 8 | Sam Hunt IV |
| 131 | G&G Electric Supply | New York | NY | 46,761,000 | 64 | 3 | Laurence Heimrath |
| 132 | Service Electric Supply | Romulus | MI | NA | 52 | 1 | Eric Braidwood |
| 133 | Bell Electrical Supply | Santa Clara | CA | 46,000,000 | 47 | 1 | David Wallen |
| 134 | Chancellor Inc. | Laurel | MS | NA | 76 | 4 | Kim Johnson |
| 135 | Swift Electrical Supply Co. | Teterboro | NJ | NA | 74 | 4 | August Sodora |
| 136 | Metro Electric Supply | St. Louis | MO | NA | 165 | 14 | William Frisella |
| 137 | West-Lite Supply Co. | Cerritos | CA | NA | NA | 4 | Brenda Puckett |
| 138 | Gordon Electric Supply | Kanakee | IL | NA | 58 | 3 | Cara Gordon Potter |
| 139 | Active Electrical Supply Co. | Chicago | IL | NA | NA | 2 | Linda Swan |
| 140 | Loyd's Electric Supply | Branson | MO | NA | NA | 3 | Phil Loyd |
| 141 | Advance Electrical Supply Co. | Norcross | GA | 40,007,000 | 46 | 2 | Dennis Purvis |
| 142 | Gallant & Wein Corp. | Long Island City | NY | NA | 55 | 3 | Stuart Gruman |
| 143 | Idlewood Electric Supply Inc. | Highland Park | IL | NA | 103 | 3 | Barbara Lansing |
| 144 | Desert Hills Electric Supply Inc. | Artesia | NM | 38,194,080 | 59 | 3 | Bill Mathews |
| 145 | Kansas City Electrical Supply Co. | Lenexa | KS | 36,969,064 | 48 | 2 | Kaylin Crain |
| 146 | South Dade Electrical Supply | Miami | FL | NA | NA | 1 | Donald Elliott |
| 147 | Winkle Electric Inc. | Youngstown | OH | NA | NA | 2 | R.&L. Teaberry |
| 148 | Frontier Lighting | Clearwater | FL | NA | NA | 3 | Gary Bach |
| 149 | Cayce Mill Supply | Hopkinsville | KY | NA | 89 | 5 | Bart Cayce |
| 150 | Atlantic Coast Electric Supply | N. Charleston | SC | NA | 48 | 5 | John Marshall |

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

THE TOP 200 ELECTRICAL DISTRIBUTORS

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

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

ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company Name | Town/City | State/Prov |
|------|--|--------------------|------------|
| 139 | Active Electrical Supply Co. | Chicago | IL |
| 97 | Advance Electrical Supply Co. | Chicago | IL |
| 141 | Advance Electrical Supply Co. | Norcross | GA |
| 161 | Advanced Controls & Distribution | Cranberry Township | PA |
| 59 | Alameda Electrical Distributors | Hayward | CA |
| 187 | Allcable | Denver | CO |
| 151 | Allied Wholesale Electrical Supply Inc. | Indianapolis | IN |
| 61 | Allied Wire | Collegeville | PA |
| 153 | Alpha Electric Supply | Kahului | HI |
| 95 | American Electric Supply | Corona | CA |
| 121 | Amperage Electrical Supply Inc. | Roselle | IL |
| 4 | Anixter International ## | Glenview | IL |
| 164 | ATI Electrical Supply | Bend | OR |
| 150 | Atlantic Coast Electric Supply | N. Charleston | SC |
| 184 | Atlantic Electric Supply | Washington | DC |
| 178 | B&K - Power to Solve | City of Industry | CA |
| 127 | Baynes Electric Supply | West Bridgewater | MA |
| 168 | Beck Electric Supply | Richmond | CA |
| 133 | Bell Electrical Supply | Santa Clara | CA |
| 80 | Benfield Electric Supply Co. Inc. | Mount Vernon | NY |
| 55 | Billows Electric Supply | Delran | NJ |
| 117 | Blazer Electric Supply | Colorado Springs | CO |
| 7 | Border States Industries Inc. | Fargo | ND |
| 84 | Broken Arrow Electric Supply Inc. | Broken Arrow | OK |
| 78 | Brownstown Electric Supply Co. Inc. | Brownstown | IN |
| 75 | Buckles-Smith | Santa Clara | CA |
| 66 | Butler Supply Inc. | Fenton | MO |
| 177 | Candela Corp. | Irvine | CA |
| 106 | Caniff Electric Supply Co. | Hamtramck | MI |
| 149 | Cayce Mill Supply | Hopkinsville | KY |
| 74 | CBT Co. | Cincinnati | OH |
| 64 | CEE-US | West Columbia | SC |
| 128 | Central Supply Co. | Indianapolis | IN |
| 134 | Chancellor Inc. | Laurel | MS |
| 82 | Chelsea Lighting | New York | NY |
| 8 | City Electric Supply | Dallas | TX |
| 107 | City Lighting Products | St. Louis | MO |
| 194 | Coburn Supply Co. | Beaumont | TX |
| 34 | Colonial Electric Supply Co. | King of Prussia | PA |
| 91 | Connexion | Buffalo Grove | IL |
| 5 | Consolidated Electrical Distributors (CED) | Irving | TX |
| 190 | Controller Service & Sales | Avon | MA |
| 11 | Crescent Electric Supply Co. | East Dubuque | IL |
| 123 | Crum Electric Supply Co. | Casper | WY |
| 193 | D&S Electrical Supply Co. | Chubbuck | ID |
| 56 | Dakota Supply Group | Fargo | ND |
| 19 | Dealers Electrical Supply Co. | Waco | TX |
| 126 | Denney Electric Supply | Ambler | PA |
| 176 | Desert Electric Supply | Palm Desert | CA |
| 144 | Desert Hills Electric Supply Inc. | Artesia | NM |

| Rank | Company Name | Town/City | State/Prov |
|------|--|------------------|------------|
| 37 | Dominion Electric Supply | Arlington | VA |
| 105 | E. Sam Jones Distributor Inc. | Atlanta | GA |
| 23 | Echo Electric Supply | Council Bluffs | IA |
| 42 | Edges Electrical Group LLC | San Jose | CA |
| 100 | Electric Supply & Equipment Co. | Greensboro | NC |
| 102 | Electric Supply Center | Burlington | MA |
| 62 | Electric Supply Inc. (Tampa) | Tampa | FL |
| 57 | Electrical Equipment Co. | Raleigh | NC |
| 125 | Electrical Supplies Inc. | Hileah Gardens | FL |
| 85 | Electro-Matic Ventures | Farmington Hills | MI |
| 13 | Elliott Electric Supply Inc. | Nacogdoches | TX |
| 200 | Erin Electrical Enterprises Inc. | Boyton Beach | FL |
| 158 | F&M Electric Supply | Danbury | CT |
| 99 | F.D. Lawrence Electric Co. | Cincinnati | OH |
| 52 | Facility Solutions Group | Austin | TX |
| 40 | Fastenal Co. | Winona | MN |
| 120 | First SOURCE Electrical LLC | Houston | TX |
| 35 | Franklin Empire | Mount-Royal | QU |
| 70 | French Gerleman | St. Louis | MO |
| 112 | Fromm Electric Supply | Reading | PA |
| 148 | Frontier Lighting | Clearwater | FL |
| 169 | Furbay Electric Supply | Canton | OH |
| 131 | G&G Electric Supply | New York | NY |
| 142 | Gallant & Wein Corp. | Long Island City | NY |
| 103 | General Pacific Inc. | Fairview | OR |
| 198 | Generation Electrical Supply & Lighting | Liverpool | NY |
| 67 | Gerrie Electric Wholesale Ltd. | Burlington | ON |
| 138 | Gordon Electric Supply | Kanakee | IL |
| 49 | Granite City Electrical Supply | Quincy | MA |
| 3 | Graybar Electric Co. | Clayton | MO |
| 30 | Gresco Utility Supply Inc. | Forsyth | GA |
| 171 | Gross Electric | Toledo | OH |
| 154 | Hannan Supply Co. | Paducah | KY |
| 116 | Harry Cooper Supply Co. | Springfield | MO |
| 173 | Hartford Electric Supply Co. (HESCO) | Rocky Hill | CT |
| 152 | Hein Electric Supply | Milwaukee | WI |
| 118 | Holt Electrical Supplies | St. Louis | MO |
| 69 | Horizon Solutions LLC | Rochester | NY |
| 41 | Houston Wire & Cable Co. | Houston | TX |
| 130 | Hunt Electric Supply Co. | Burlington | NC |
| 108 | Hunzicker Brothers | Oklahoma City | OK |
| 94 | IAC Supply Solutions | Memphis | TN |
| 143 | Idlewood Electric Supply Inc. | Highland Park | IL |
| 197 | IEC Supply | Tempe | AZ |
| 96 | Independent Electric Supply | Somerville | MA |
| 65 | Inline Electric Supply Co. | Huntsville | AL |
| 155 | International Electrical Sales Corp. (IESCO) | Miami | FL |
| 81 | J.H. Larson Electrical Co. | Plymouth | MN |
| 179 | Jackson Lighting & Electrical Supply | Jacksonville | FL |
| 183 | Johnson Electric Supply Co. | Cincinnati | OH |

ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company Name | Town/City | State/Prov | Rank | Company Name | Town/City | State/Prov |
|------|---------------------------------------|------------------|------------|------|---|---------------------|------------|
| 92 | Jo-Kell Inc. | Chesapeake | VA | 186 | Scurlock Electric | Houma | LA |
| 119 | K/E Electric Supply Corp. | Mount Clemens | MI | 132 | Service Electric Supply | Romulus | MI |
| 29 | Kaman Automation (Kaman Distribution) | Bloomfield | CT | 38 | Shepherd Electric Supply | Baltimore | MD |
| 145 | Kansas City Electrical Supply Co. | Lenexa | KS | 115 | Shingle & Gibb Automation | Moorestown | NJ |
| 17 | Kendall Electric Inc. | Portage | MI | 1 | Sonepar North America | Charleston | SC |
| 199 | Kern Electrical Distributors | Bakersfield | CA | 146 | South Dade Electrical Supply | Miami | FL |
| 24 | Kirby Risk Electrical Supply | Lafayette | IN | 47 | Springfield Electric Supply Co. | Springfield | IL |
| 167 | Kovalsky Carr Electric Supply Co. | Rochester | NY | 68 | Standard Electric Co. | Saginaw | MI |
| 33 | Lamps Plus | Chatsworth | CA | 87 | Standard Electric Supply Co. | Milwaukee | WI |
| 185 | Lewis Electric Supply Co. | Muscle Shoals | AL | 181 | Stanford Electric Supply | Corinth | MS |
| 73 | Light Bulb Depot (Memphis Lamp) | Memphis | TN | 79 | Stanion Wholesale Electric Co. | Pratt | KS |
| 53 | Loeb Electric | Columbus | OH | 22 | State Electric Supply Co. | Huntington | WV |
| 43 | LoneStar Electric Supply | Houston | TX | 48 | Steiner Electric Co. | Elk Grove Village | IL |
| 86 | Lowe Electric Supply Co. | Macon | GA | 101 | Steven Engineering Inc. | South San Francisco | CA |
| 140 | Loyd's Electric Supply | Branson | MO | 163 | Stokes Electric Supply | Knoxville | TN |
| 20 | Main Electric Supply Co. | Santa Ana | CA | 21 | Summit Electric Supply | Albuquerque | NM |
| 165 | Maltby Electric Supply Co. | San Francisco | CA | 93 | Sunrise Electric Supply | Addison | IL |
| 88 | Mars Electric Co. | Mayfield Village | OH | 135 | Swift Electrical Supply Co. | Teterboro | NJ |
| 172 | Mathes Group | Foley | AL | 32 | TEC Manufacturing and Distribution Services | Georgetown | TX |
| 12 | Mayer Electric Supply Co. | Birmingham | AL | 162 | Teche Electric Supply | Lafayette | LA |
| 9 | McNaughton McKay Electric Co. | Madison Heights | MI | 191 | Toole & Rose Supply Inc. | Carrollton | KY |
| 98 | Medler Electric Co. | Alma | MI | 77 | Tri-State Utility Products Inc. | Marietta | GA |
| 136 | Metro Electric Supply | St. Louis | MO | 15 | Turtle & Hughes Inc. | Linden | NJ |
| 159 | Metro Wire & Cable Corp. | Sterling Heights | MI | 14 | U.S. Electrical Services | Middletown | CT |
| 188 | Michigan Chandelier Co. | Southfield | MI | 46 | United Electric Supply | Wilmington | DE |
| 104 | Mid-Coast Electric Supply Inc. | San Antonio | TX | 175 | United Electrical Supply Co. | Omaha | NE |
| 157 | Mid-West Lighting | Los Angeles | CA | 89 | United Utility Supply | Louisville | KY |
| 180 | Mission Controls & Automation | San Antonio | TX | 25 | Van Meter Inc. | Cedar Rapids | IA |
| 10 | Motion Industries | Birmingham | AL | 189 | VEC Supply | Charlottesville | VA |
| 192 | Motors and Controls Corp. | Kent | WA | 39 | Villa Lighting | St. Louis | MO |
| 196 | Nassau National Cable | Great Neck | NY | 109 | Voss Lighting | Lincoln | NE |
| 76 | NEDCO Supply | Las Vegas | NV | 16 | W.W. Grainger | Lake Forest | IL |
| 26 | OmniCable (Dot Family Holdings)# | West Chester | PA | 114 | Warshauer Electric Supply | Tinton Falls | NJ |
| 90 | O'Neil Electric Supply | Woodbridge | ON | 36 | Werner Electric MN | Cottage Grove | MN |
| 195 | Pacific Lamp & Supply Co. | Seattle | WA | 31 | Werner Electric Supply Co. | Appleton | WI |
| 110 | ParamontEO Inc. | Woodridge | IL | 2 | WESCO International Inc. | Pittsburgh | PA |
| 122 | Peninsular Electric Distributors Inc. | West Palm Beach | FL | 170 | West Virginia Electric Supply | Huntington | WV |
| 58 | PEPCO | Eastlake | OH | 71 | Western United Electric Supply Corp. | Brighton | CO |
| 63 | Power Line Supply Co. | Reed City | MI | 137 | West-Lite Supply Co. | Cerritos | CA |
| 72 | Power/mation Division Inc. | St. Paul | MN | 28 | Wholesale Electric Supply | Texarkana | TX |
| 124 | Raymond de Steiger Inc. | Sterling Heights | MI | 18 | Wholesale Electric Supply Co. | Houston | TX |
| 60 | Regency Lighting | Chatsworth | CA | 182 | Wholesale Supply Group Inc. | Cleveland | TN |
| 129 | Revco Lighting And Electrical Supply | Southampton | NY | 111 | Wildcat Electric Supply | Houston | TX |
| 44 | Revere Electric Supply Co. | Mokena | IL | 166 | Willow Electrical Supply Co. | Schiller Park | IL |
| 6 | Rexel Holdings USA (Rexel SA) | Dallas | TX | 51 | Windy City Wire | Bolingbrook | IL |
| 83 | Richards Electric Supply Co Inc. | Cincinnati | OH | 147 | Winkle Electric Inc. | Youngstown | OH |
| 160 | Rockingham Electrical Supply Co. | Portsmouth | NH | 27 | Winsupply Inc. | Dayton | OH |
| 45 | Rumsey Electric Co. | Conshohocken | PA | 113 | Wolff Bros Supply | Medina | Ohio |
| 54 | Rural Electric Supply Cooperative | Middleton | WI | 174 | Y&B Lighting & Electrical Supplies | Brooklyn | NY |
| 50 | Schaedler Yesco Distribution Inc. | Harrisburg | PA | 156 | YESCO Electrical Supply Inc. | Columbiana | OH |