

**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 Delpech
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 Collat Goedecke
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 Laramee
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 Thorton
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 Teabery
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	ATI Electrical 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