

THE TOP 150

Despite the tumultuous market conditions in 2020, many of the largest distributors on the continent continued to make major investments in their operations.

Electrical Wholesaling magazine's annual ranking of the largest distributors in North America always provides a realistic snapshot of the key trends affecting the electrical market, and our 2021 ranking is no different. The two biggest trends in this year's ranking were major acquisition activity and a solid sales recovery in 2021 after the negative impact of COVID-19 on the 2020 revenues of full-line and specialty distributors of electrical supplies.

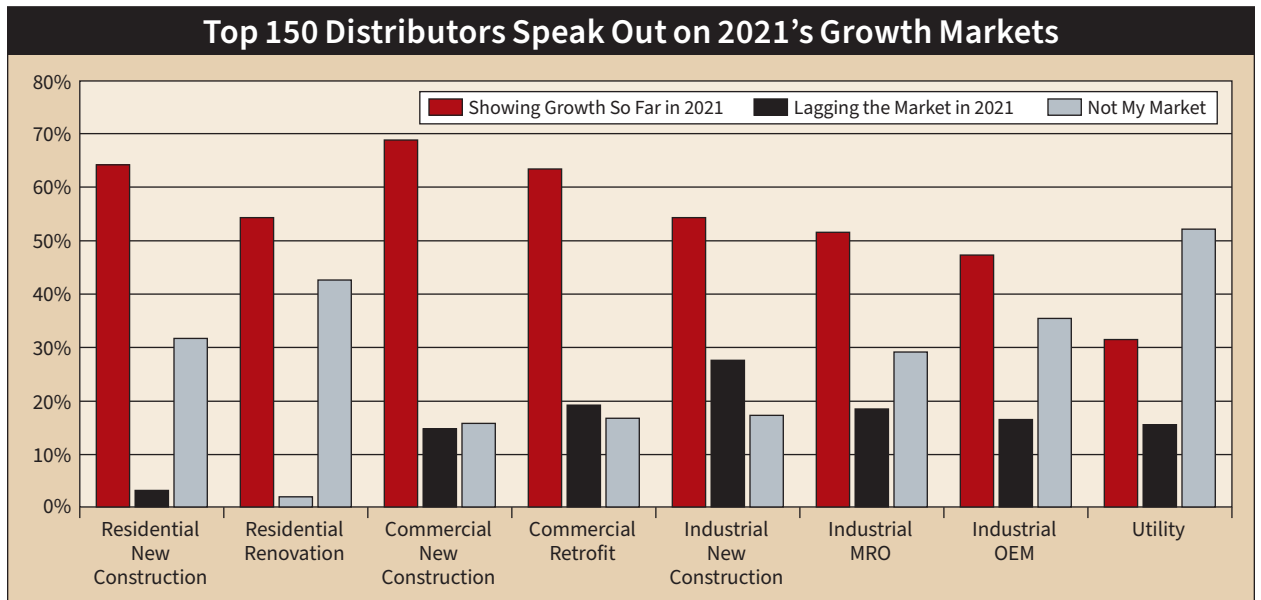
Mergers and acquisitions had a major impact on the 2021 ranking. WESCO's 2020 acquisition of Anixter pushed it



to the top spot on the list with \$11 billion in North American revenues. The sale of the Philadelphia metro's Rumsey Electric to Kendall Electric, Portage, MI; OmniCable's purchase of Houston Wire & Cable; and Supply Chain Equity Partners' acquisition of Electric Supply of Tampa were also major deals by any measure. Between all of the acquisition activity over the past year and a light response rate from electrical distributors

for this year's Top Distributors ranking, *Electrical Wholesaling's* editors decided to trim the ranking to the 150 largest distributors of electrical supplies from the 200 companies it had been ranking for more than a decade.

2021: A bounce-back year. Of the 40-plus distributor execs who provided a sales forecast for our Top 150 survey, 10 were expecting a rebound of more than +20% in 2021, and 17 saw an increase of +10% to +15%. The average for these responses was a +12.5% increase. The historical average for annual sales growth in the electrical wholesaling industry is between +4% and +8%.



Johnny Andrews, COO for TEC Manufacturing & Distribution, Georgetown, TX, a utility specialist, said his company saw solid growth in 2020 and is expecting +10% growth in 2021. He attributed their 2020 growth to “huge growth in all sectors in Texas and market share increase. Also, new sole source alliances, broadband, AMI (metering) and power transformers.”

James DeRosa, general manager, YESCO Electrical Supply, Columbiana, OH, said his company did not decrease sales year-over-year. “We maintained our sales because business never slowed down and we ensure we service our contractors through the year of COVID.” He is expecting a +10% sales increase in 2021.

Bruce Summerville, president, Inline Electric Supply Co., Huntsville, AL, is also bullish for 2021 and is forecasting a +15% revenue increase. He said the company managed to keep all of its facilities open in 2020 — with proper precautions in place — every working day in 2020 while many competitors in the area were not open.

Bolstering business with capital expenditures and strategic expansion into new markets.

Despite 2020’s tough economic conditions, Top 150 distributors continued to invest in their businesses. Some hired new employees to lead expansion in new market niches, like Parrish-Hare Electrical Supply, Irving, TX, which is now going after the water treatment niche and expanding in the residential market. Another example is ATI Electrical Supply, Las Vegas, which is targeting the marine market in southeast Florida.

Other Top 150 distributors added new branches (see “What’s New with the Top 150 Electrical Distributors”), or are building central distribution centers (CDCs) or expanding existing facilities, like Independent Electric Supply, Somerville, MA, and Schaedler YESCO Distribution Services, Harrisburg, PA.

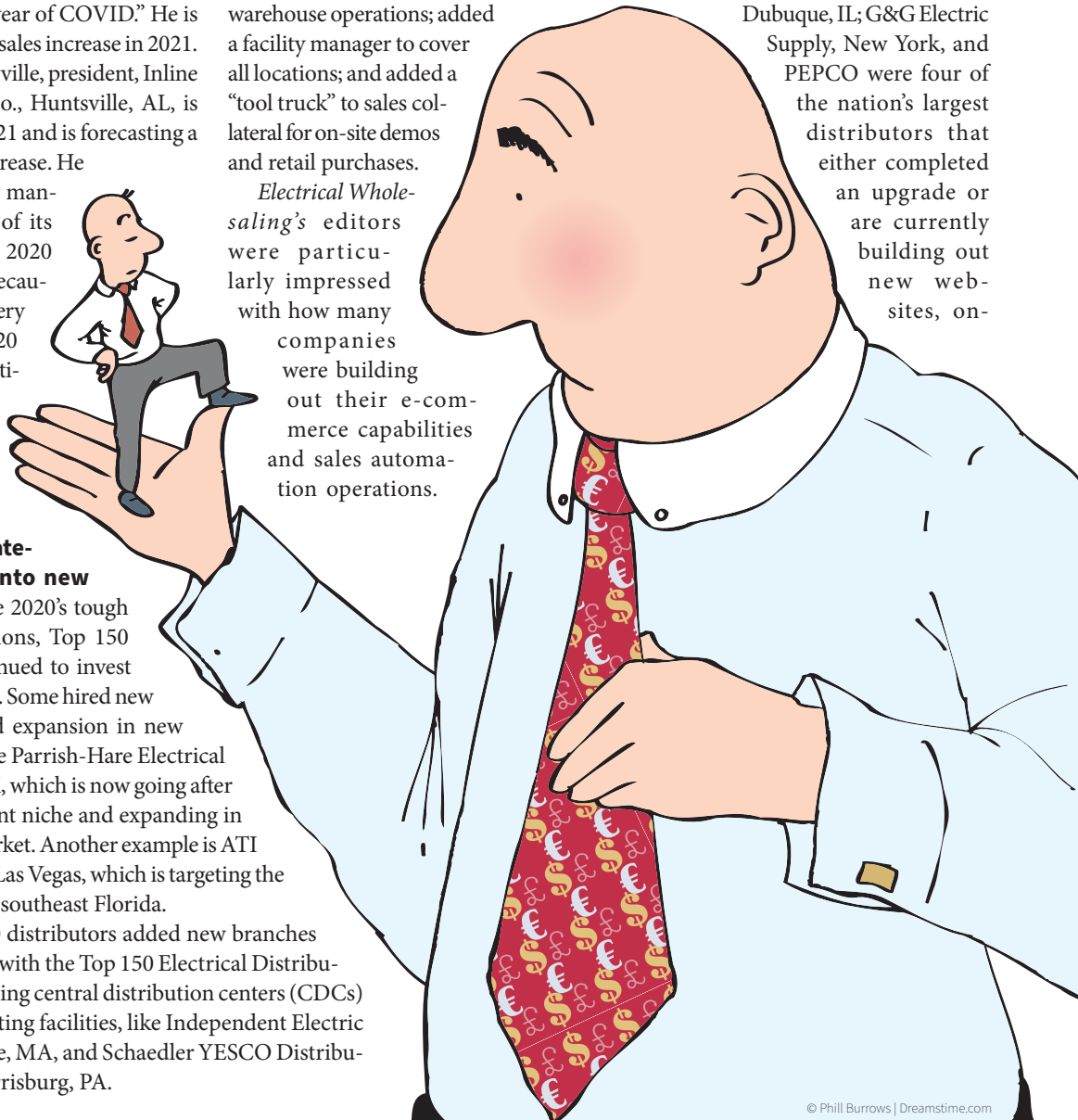
Joseph Borkey, president, PEPCO, Eastlake, OH, is expecting growth of +7% to +10% in 2021 after a year when the company aggressively invested in its operations to gain market share. PEPCO opened new branches in Elyria, Warrensville Heights and Warren-Youngstown, OH, and purchased certain assets of two Leff Electric/AMP Electrical Distribution Services. In addition, Borkey said PEPCO launched a retail website; added 25 employees; increased vehicle fleet and construction site service packages; added additional engineering capabilities; recalculated pricing models per customer type and product segment; streamlined warehouse operations; added a facility manager to cover all locations; and added a “tool truck” to sales collateral for on-site demos and retail purchases.

Electrical Wholesaling’s editors were particularly impressed with how many companies were building out their e-commerce capabilities and sales automation operations.

YESCO Electric Supply’s DeRosa said his company invested in procurement automation. “YESCO has partnered with Trimble to develop some great automation tools for procurement,” he said. “Still under construction, but coming soon.”

Ron Kohlenberg, CEO, Hein Electric Supply Co., West Allis, WI, said his company upgraded to Infor’s Cloud Suite ERP, and Andy Akers, CEO, D&S Electrical Supply, Pocatello, ID, reported that his distributorship installed a new mainframe computer system. Allied Wire & Cable, Collegeville, PA;

Crescent Electric Supply, East Dubuque, IL; G&G Electric Supply, New York, and PEPCO were four of the nation’s largest distributors that either completed an upgrade or are currently building out new websites, on-



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2020-2021 Electrical Distributor Acquisitions

Company	Location	Acquirer	Location	Year
Shingle and Gibb Automation	Moorestown, NJ	Graybar Electric Co.	St. Louis	2021
Richmond Electrical Supply	Richmond, KY	Graybar Electric Co./Cape Electrical Supply	St. Louis	2021
WESCO's Canadian datacom business	Pittsburgh	Guillevin International	Montreal, Quebec	2021
Pacific Parts & Controls	Chino, CA	Jo-Kell	Chesapeake, VA	2021
Rumsey Electric Co. #	Conshohocken, PA	Kendall Electric Inc.	Portage, MI	2021
Houston Wire & Cable #	Houston	OmniCable (Dot Family Holdings)	West Chester, PA	2021
Electric Supply of Tampa #	Tampa, FL	Supply Chain Equity Partners	Tampa, FL	2021
Remaining share of Werner Electric of Minnesota #	Cottage Grove, MN	Van Meter Inc.	Cedar Rapids, IA	2021
Midwest Electrical Supply	Wichita, KS	Van Meter Inc.	Cedar Rapids, IA	2021
The Wire Connection	Grapevine, TX	Allied Wire & Cable	Collegetown, PA	2020
Certain assets of two Leff Electric/AMP branches	Brooklyn Heights, OH	PEPCO	Eastlake Village, OH	2020
Apex (Industrial vending machine company)	Mason, OH	Fastenal Co.	Winona, MN	2020
Baynes Electric Supply #	West Bridgewater, MA	Granite City Electric	Quincy, MA	2020
HD Supply	Atlanta	Home Depot	Atlanta	2020
Chelsea Lighting #	New York	Kinzie Capital Partners	Chicago	2020
Gexpro Services (Rexel)	Irving, TX	LKCM Headwater Investments	Ft. Worth, TX	2020
Richard Greene Co.	St. Louis	Ramco Innovations	West Des Moines, IA	2020
Flow-Zone (PVF distributor)	Houston	Reynolds Co. (McNaughton-McKay)	Ft. Worth, TX	2020
RK Distribuzione	Verona, Italy	Technology BSA/Edge Global Supply	Milwaukee	2020
Fabory Group (W.W. Grainger)	Tilburg, Netherlands	Torqx Capital Partners	Etten-Leur, Netherlands	2020
Anixter International Inc. #	Glenview, IL	WESCO International Inc.	Pittsburgh	2020

Notes: # - Top 150 Distributor

line storefronts or expanding their e-commerce platforms.

Overcoming the challenges of COVID-19. Despite the optimism in many responses and the impressive amount of business investment, Top 150 distributor executives agreed it was a challenging year. Steven Byrne, COO, Facility Solutions Group, Austin, TX, said his company made the best of a tough situation, and had significant gains in productivity as a result of reduced staffing due to furloughs and other reductions, which “led to profitability in what looked like was going to be a dismal year during the March/April outset of COVID-19”

Stephen Kleynhans, president, O’Neil Electric Supply, Woodbridge, ON, said his team focused on “trying to keep everyone safe and healthy in challenging circumstances.” “We have invested significant money into frequent free lunches for all staff and then paid all staff for any time off related to COVID,” he wrote. “This has helped us maintain very positive employee relations during challenging times for all of us. We also tried to keep people enjoying work and embracing opportunities to laugh and have fun at work.”

Rick Hall, president of General Pacific Inc., a utility specialist based in Fairview, OR, that recently celebrated its

55th anniversary, said it has become “very difficult to find replacement personnel for retiring staff — even individuals with no experience. No one wants to work.”

At Regency Lighting, Chatsworth, CA, Evan Regenstreif, CEO, said over the past year the company has become cash flow positive for the first time in decades. “The pandemic allowed us to accelerate some decisions that we had been delaying,” he said. “Between those decisions, reducing fixed expenses and tightening procedures, we are poised for one of the best years in our company’s history.”

Methodology. In April of this year, EW’s editors sent out a survey to several

The 20 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 ranked by sales-per-employee. The companies here were among the 85 respondents that provided both a 2020 sales number and an employee count for publication in this year’s listing. They had an average sales-per-employee figure of \$1,501,054. Quite a few other distributors (both full-line and specialists) would have been in this Top 20 list but they requested that their sales data be used confidentially. The average sales-per-employee for the 77 respondents who identified themselves as full-line electrical distributors was \$750,973, up roughly +7% from the 2020 ranking and up about +8% from the 2019 ranking.

Rank	Company Name	Town/City	State/Province	2020 Sales Per Employee
1	TEC Manufacturing & Distribution (TEC Utility Supply & Service)	Georgetown	TX	3,461,538
2	Tri-State Utility Products Inc.	Marietta	GA	3,398,531
3	Western United Electric Supply	Brighton	CO	3,333,333
4	Rural Electric Supply Cooperative (RESCO)	Middleton	WI	3,087,836
5	Gresco Utility Supply Inc.	Forsyth	GA	2,048,780
6	Villa Lighting Supply Inc.	St. Louis	MO	1,991,304
7	General Pacific Inc.	Fairview	OR	1,675,510
8	International Electrical Sales Corp.	Miami	FL	1,160,000
9	LoneStar Electric Supply	Houston	TX	1,089,147
10	Jo-Kell Inc.	Chesapeake	VA	1,082,353
11	Professional Electric Products Co.(PEPCO)	Eastlake	OH	1,056,571
12	NEDCO Supply	Las Vegas	NV	1,055,046
13	WECS Renewables (WECS Electric Supply)	North Palm Springs	CA	1,032,258
14	Benfield Electric Supply	Mount Vernon	NY	980,583
15	Wildcat Electric Supply	Houston	TX	964,000
16	Peninsular Electric Distributors	Pensacola	FL	940,367
17	Graybar Electric Co.	St.Louis	MO	935,024
18	Advance Electrical Supply Co. LLC	Chicago	IL	926,417
19	Parrish-Hare Electrical Supply	Irving	TX	919,811
20	Caniff Electric Supply Co.	Hamtramck	MI	917,647

hundred distributors. To be candid, we got a rather underwhelming response to our efforts this year, and only about 100 electrical distributors provided sales revenue for their companies. That’s a steep drop from last year, when a record 150-plus distributors provided sales information.

Many of these companies asked us to use their sales data confidentially and only for placement on the listing. We are glad to do that. Over the past three years, we have had more distributors ask us to use their sales data confidentially, so when you see a “NA” (Not Available) for 2020

revenues, that most often means we have the data but are not releasing it publicly.

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 developed each from the respondents who provided both revenue and employee data. For this year’s ranking, the 77 full-line electrical distributors had an average sales-per-employee figure of \$750,973.

We attribute the low response rate

to this year’s ranking to the challenging economic conditions that cut into 2020 sales revenues and the consolidation of the industry caused by mergers and acquisitions. It’s not uncommon in down economic years for fewer distributors to provide sales data and other company information, and 2020 was by any measure one of the worst down years the industry has seen in many years.

Electrical Wholesaling tracks industry M&A activity closely and has a database of the 600-plus acquisitions we have reported on since the 1980s. Over the

The World's Two Largest Electrical Distributors

Company Name	City	2020 Revenues	Employees	Branches	Countries
Sonepar SA	Paris	27,000,000,000	48,000	3,000	13
Rexel SA	Paris	15,400,000,000	24,396	1906	25
TOTAL		42,400,000,000	72,396	4,906	

In 2020, the two largest distributors in the world had an estimated 72,396 employees working in 4,906 branches. In total, Sonepar and Rexel had combined sales of \$42.4 billion. (Sales converted to Euros using the 12/31/20 exchange rate.)

The Five Largest Full-Line Electrical Distributors in North America

Company Name:	Town/City	State/Province	2020 Revenue	Employees	Locations
WESCO Distribution Inc. (WESCO International)	Pittsburgh	PA	11,000,000,000	14,535	660
Sonepar North America	Charleston	SC	10,787,000,000	NA	980
Graybar Electric Co.	St. Louis	MO	7,199,687,600	8,233	292
Consolidated Electrical Distributors (CED)	Irving	TX	6,000,000,000	NA	700
Rexel Holdings USA (Rexel SA)	Dallas	TX	5,304,187,200	7,257	573

In 2020, the five largest full-line distributors in North America had an estimated \$40.3 billion in combined revenue and operated an estimated 3,205 branches in North America. According to *Electrical Wholesaling's* sales data, these five companies accounted for no less than 36% of an estimated \$113 billion in combined U.S. and Canadian sales.

WHAT'S NEW WITH THE TOP 150 ELECTRICAL DISTRIBUTORS?

Tim Flynn, owner, **Allied Wire & Cable**, Collegeville, PA, said his company acquired The Wire Connection (TWC) in Grapevine, TX.

CBT Co. Cincinnati, is celebrating its 100th anniversary this year, said Dan Corbett, VP of finance.

City Electric Supply, Dallas, has opened more branches over the past few years than any other electrical distributor. Phil Flaherty, the company's global CFO, said over the past 12 months the company opened approximately 19 locations and relocated a few branches.

A surprising number of Top 150 electrical distributors opened new locations in Texas. **Coburn Supply Co.**, Beaumont, TX, opened a new location in New Caney, TX, as well as a branch in Meridian, MS, according to Richard Booth, the company's Electrical Division manager.

Josh Ylitalo, FP&A manager, said **Dakota Supply Group**, Fargo, ND, acquired Donald & LaPage, Sheboygan, WI, a distributor of electrical, HVAC and plumbing supplies. The company also opened a new branch in Great Falls, MT.

Echo Electric Supply Co., Council Bluffs, IA, expanded in Nebraska and Iowa, with new locations in Kearney, NE, and Spencer, IA, according to Mike Raygor, the company's marketing director. The company also had its 70th anniversary last year.

Elliott Electric Supply, continued to expand from its base in Nacogdoches, TX. Outside of City Electric Supply, the company typically opens more new branches on an annual basis than any other electrical distributors in North America. Last year was no exception, and the company opened new locations in Gilbert, AZ; Nashville, TN; Pryor, OK; Prosper, TX; Marietta, GA; and Dodge City, OK, said Christopher Bouldin, from the company's accounting dept. Elliott Electric also closed a branch in Clinton, OK.

Lots of news at **Hein Electric Supply Co.**, West Allis, WI, said Ron Kohlenberg, CEO. The company hired additional support staff and field salespeople and is celebrating its 75th anniversary.

Jo-Kell Inc., Chesapeake, VA, made its first acquisition — controls specialist Pacific Parts & Controls in Chino, CA. Said John Kelly, recently promoted to chief corporate officer, "The acquisition brought 11 new employees to Jo-Kell and has expanded our presence in the Southern California region. Already the new branch has been a huge success, and we look forward to continued growth in that territory." Kelly also said the appointment of Kristin Parkinson as COO was also big news at the company.

Mars Electric, Mayfield Village, OH, opened the doors of a new branch in Akron, OH, and a lighting showroom in Willoughby, OH.

Jim Schaedler, joked in his response that he is "trying to retire as chairperson of the board." He said **Schaedler YESCO Distribution Services**, Harrisburg, PA, bought Rexel's locations in Pittston, PA, and Johnson City, NY. The company is also building a 40,000-sq-ft addition that should be completed by Aug. 2021 and launched a new website and web order-entry in April 2021.

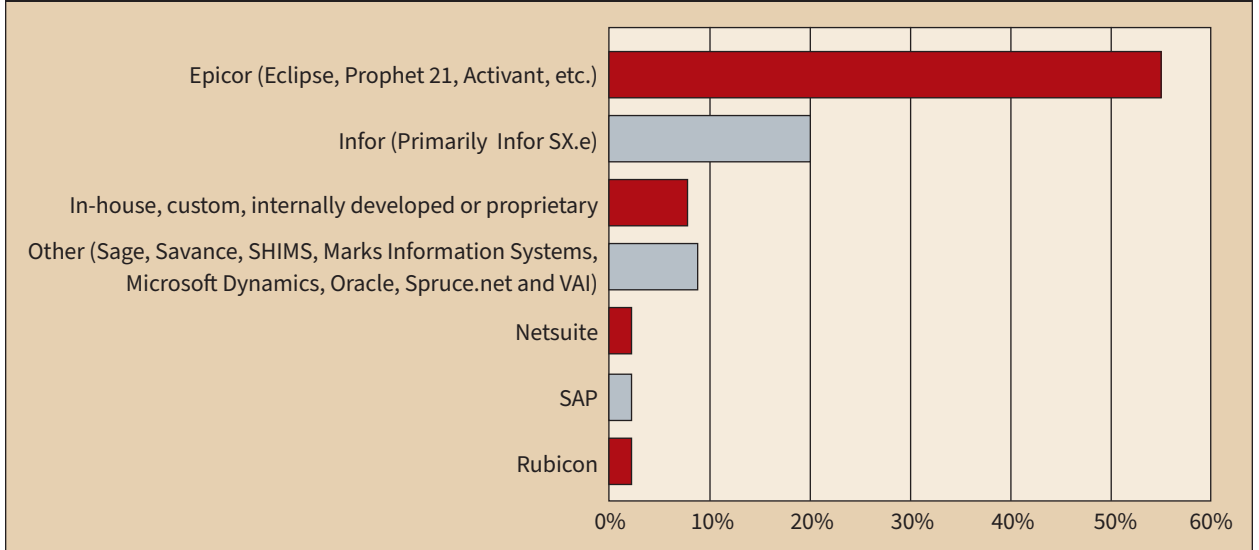
Juliene Woodson, director of accounting, **Stanion Wholesale Electric Co. (SWECO)**, Pratt, KS, said SWECO was busy remodeling several locations in 2020. The company is also celebrating its 60th anniversary this year.

Turtle & Hughes, Linden, NJ, had lots of news to report. According to Julie Wyckoff, director of communications, the company entered the EV charging market in Feb. 2020; and was recognized as a "Best Place to Work in New Jersey" in May 2020. Many of the company's employees were honored by industry groups or took on new roles. Beverly Jennings joined the board of directors; Caldwell Hart was hired as CPO; Jayne Millard was named NAED Trailblazer and inducted into the WBE (Women's Business Enterprise) Hall of Fame; Kathryn Swintek took honors as "Private Company Director of the Year" by the National Association of Corporate Directors (NACD); Kathleen Shanahan was named CEO and honored as the "CEO to Watch" by *Family Business* magazine; and Robert Courcy is now leading Turtle & Hughes' Gulf Region.

Wholesale Electric Supply, Texarkana, TX, was busy opening new branches over the past year. Buddy McCulloch, president, reported that the company launched new locations in Fort Worth and Weatherford, TX; and Memphis and Union City, TN.

Van Meter Inc., Cedar Rapids, IA, had a busy year. Nate Jensema, CFO, said the company purchased Midwest Electrical Supply, Wichita, KS, and the remaining shares of Werner Electric Ventures LLC in Minnesota. The company also had to overcome the impact of a natural disaster. "Iowa was devastated by a straight-line windstorm called a 'derecho' in Aug. 2020 with Cedar Rapids (location of our headquarters) taking a direct hit," he wrote in his response. "This was another challenge, in addition to the pandemic, for our communities, our people and our company. Once again, our employee-owners stepped up for each other, our customers and our communities."

Which ERP System Does Your Company Use?



past five years, more than 20 distributors formerly ranked on the Top 200 have been acquired, reducing the “pool” of sizeable companies to include in the list. The acquisition of so many distributors who had been ranked in our annual list-

ing was a major factor in our decision to only rank 150 distributors this year instead of 200 companies, as we have done for well over a decade. Despite the smaller list, the 150 distributors in this year’s ranking have tremendous clout

in the market. They have an estimated \$74 billion in 2020 revenues and operate 7,912 locations in North America. Our best estimate is that these companies account for roughly 72% of the electrical wholesaling industry’s total sales.

TOP 150 DISTRIBUTORS MAKE THEIR PICKS FOR THE MOST IMPRESSIVE NEW PRODUCTS

Selling new products in a COVID-19 environment that restricted sales calls was a challenge for electrical distributors. Said Rock Kuchenmeister, president and CEO of K/E Electric Supply Corp., Mt. Clemens, MI, “It was so difficult to forge ahead with new products, without face-to-face supplier interaction.”

While relatively few Top 150 executives made mention of new products, the ones that did were very complimentary. **Acuity Brands** got several mentions for its germicidal lighting offering and for the consistency of its product launches. Said WESCO’s Rebecca Watkins, corporate communications specialist, “Acuity always does great products launches with complete packages. Each launch has a new dedicated web page with a full array of sales enablement tools, videos, case studies and webinars.”

John Kelly, Jo-Kell Inc.’s chief corporate officer, liked some new circuit breakers from Eaton and how WAGO markets its new products. “**Eaton’s Power Defense molded-case circuit breakers** are a huge gain in safety and communication in a type of product that has historically been slow to innovate,” he said. “It’s a product that has caught the eye of many customers simply due to the technology. Additionally, WAGO has been launching new

products regularly and has been far ahead of the curve in their marketing of the new products.

For Stephen Kleynhans, president of O’Neil Electric Supply, it was **Milwaukee Tool’s expansion into outdoor and landscape tools**, including trimmers, blowers, chainsaws and saws. “It shows their willingness to expand their markets and utilize their common battery system, which they derive extra sales from. Their marketing and engagement by their sales teams are best in the industry.”

Julie Wycoff, director of communications for Turtle & Hughes, likes **ABB’s Entellysis 5.0**. “In a rapidly changing environment, Entellisis gives you real-time visibility into your power distribution network and the switchgear protecting it,” she says.

Tim Flynn, owner of Allied Wire & Cable, likes **Prysmian Cable’s ECOSAFE List** product line for data power. “This includes List II, List III, List IV from 12AWG all the way to 750MCM,” he says. “This means now there are two major U.S. manufacturers for this product.”

In the backup power market, Richard Booth, Electrical Division manager for Coburn Supply Co., said **Generac’s new PWRcell** product line is “light years ahead of the competition and brings the green power solutions to everyone.”

The Top 150 Electrical Distributors

Rank	Company Name	Town/City	State/Province	2020 Revenue	Number of Employees	Number of Locations	Senior Executive
1	WESCO Distribution Inc. (WESCO International)	Pittsburgh	PA	11,000,000,000*	14,535*	660*	John Engel
2	Sonepar North America	Charleston	SC	10,787,000,000*	NA	980	Robert Taylor
3	Graybar Electric Co.	St. Louis	MO	7,199,687,600*	8,233*	292*	Kathy Mazzarella
4	Consolidated Electrical Distributors (CED)	Irving	TX	NA	NA	700	Kurt Lasher
5	Rexel Holdings USA (Rexel SA)	Dallas	TX	5,304,187,200*	7,257*	573*	Jeff Baker
6	Border States Industries Inc.	Fargo	ND	NA	NA	100+	David White
7	City Electric Supply	Dallas	TX	NA	3,754*	664*	Thomas Hartland Mackie
8	McNaughton McKay Electric Co.	Madison Heights	MI	NA	NA	46	Donald Slominski Jr.
9	Elliott Electric Supply Inc.	Nacogdoches	TX	1,146,300,000	2,150	160	Bill Elliott
10	Crescent Electric Supply Co.	East Dubuque	IL	NA	1,800	136	Scott Teerlinck
11	Mayer Electric Supply Co.	Birmingham	AL	1,073,628,000	1,232	69	Nancy Collat Goedecke
12	Kendall Electric	Portage	MI	NA	1,250	70	John Harman
13	U.S. Electrical Services	Middletown	CT	NA	2,000+	125+	Randy Eddy
14	W.W. Grainger Inc.	Lake Forest	IL	NA	18,748*	354*	Donald Macpherson
15	Turtle & Hughes Inc.	Linden	NJ	NA	865*	16	Jayne Millard
16	Scott Electric	Greensburg	PA	NA	725	12	John Forish
17	State Electric Supply Co.	Huntington	WV	NA	638	41	John Spoor
18	Wholesale Electric Supply of Houston Inc.	Houston	TX	NA	479	12	Greg Hall
19	Dealers Electrical Supply	Waco	TX	NA	632	60	Scott Bracey
20	Main Electric Supply	Santa Ana	CA	NA	440	14	Karen Morris
21	Gresco Utility Supply Inc.	Forsyth	GA	420,000,000	205	7	Steve Gramling
22	Motion Industries (Genuine Parts)	Birmingham	AL	NA	NA	650**	Randy Breaux
23	Kirby Risk Electrical Supply (Kirby Risk Corp.)	Lafayette	IN	NA	535	41	James K. Risk III
24	Winsupply Inc.	Dayton	OH	385,000,000	475	75	Richard Schwartz
25	Van Meter Inc.	Cedar Rapids	IA	NA	482	16	Lura McBride
26	Wholesale Electric Supply	Texarkana	TX	NA	497	59	Buddy McCulloch
27	OmniCable (Dot Family Holdings)	West Chester	PA	NA	NA	14	Greg Lampert
28	Summit Electric Supply	Albuquerque	NM	NA	531*	25*	Patrick Davis
29	Kaman Automation (Kaman Distribution)	Bloomfield	CT	NA	NA	21	Ben Mondics
30	TEC Manufacturing & Distribution (TEC Utility Supply & Service)	Georgetown	TX	315,000,000	91	28	Johnny Andrews
31	Werner Electric Supply Co.	Appleton	WI	NA	NA	9	Craig Wiedemeier
32	Colonial Electric Supply Co.	King of Prussia	PA	NA	NA	17	Steven Bellwoar
33	LoneStar Electric Supply	Houston	TX	281,000,000	258	6	Jeff Metzler
34	Shepherd Electric Supply	Baltimore	MD	NA	NA	5	Stuart Vogel
35	Echo Electric Supply Co. (Echo Group Inc.)	Council Bluffs	IA	NA	80	18	Mike Raygor
36	Dominion Electric Supply	Arlington	VA	NA	270	11	Stephen Krooth
37	Edges Electrical Group LLC	San Jose	CA	NA	320	12	Chester Lehmann III
38	Loeb Electric	Columbus	OH	NA	NA	5	Charles Loeb

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

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Rank	Company Name	Town/City	State/Province	2020 Revenue	Number of Employees	Number of Locations	Senior Executive
39	Revere Electric Supply Co.	Mokena	IL	NA	NA	11	John Cady
40	Fastenal Co.	Winona	MN	231,539,300*	16,820**	1,868*	Daniel Florness
41	Villa Lighting Supply Inc.	St. Louis	MO	229,000,000	115	2	Jack Villa
42	United Electric Supply	Wilmington	DE	NA	NA	19	George Vorwick
43	Springfield Electric Supply Co.	Springfield	IL	NA	NA	19	Chris Scarbrough
44	Steiner Electric Co.	Elk Grove Village	IL	NA	NA	8	Rick Kerman
45	Steven Engineering	South San Francisco	CA	NA	115	3	Paul Burk III
46	Rumsey Electric Co.#	Conshohocken	PA	213,000,000	265	9	Gerald Lihota
47	Rural Electric Supply Cooperative (RESCO)	Middleton	WI	206,885,000	67	7	Matt Brandrup
48	Granite City Electrical Supply	Quincy	MA	NA	NA	30	Steve Helle
49	Parrish-Hare Electrical Supply	Irving	TX	195,000,000	212	10	Pat Hare
50	Windy City Wire	Bolingbrook	IL	NA	NA	19	Rich Galgano
51	Billows Electric Supply Company Inc.	Delran	NJ	NA	295	20	Jeffrey Billow
52	Schaedler YESCO Distribution Services	Harrisburg	PA	186,638,000	360	23	Greg Schaedler
53	Professional Electric Products Co.(PEPCO)	Eastlake	OH	184,900,000	175	8	Joseph Borkey
54	Alameda Electrical Distributors	Hayward	CA	NA	245	12	Craig LaRue
55	Dakota Supply Group	Fargo	ND	160,324,416	688	36	Paul Kennedy
56	MSC Industrial Supply Direct Co. Inc.	Melville	NY	NA	6,300**	97	Erik Gershwind
57	Gerrie Electric Wholesale Limited	Burlington	ON	NA	400+	24	Elaine Gerrie
58	Electrical Equipment Co.	Raleigh	NC	156,015,000	259	13	Mark Holmes
59	Sequel Electrical Supply LLC	Meridian	MS	NA	194	18	Lee Moseley
60	Butler Supply Inc.	Fenton	MO	NA	NA	26	Deborah Kuempel
61	Inline Electric Supply Co.	Huntsville	AL	154,000,000	220	15	Bruce Summerville
62	Standard Electric Co.	Saginaw	MI	NA	300+	30	Bill Gray
63	Western United Electric Supply	Brighton	CO	150,000,000	45	3	Greg Mordini
64	CBT Co.	Cincinnati	OH	145,175,000	NA	3	James Stahl, Jr.
65	O'Neil Electric Supply	Woodbridge	ON	NA	125	2	Stephen Kleynhans
66	Power/mation Division Inc.	St. Paul	MN	NA	NA	6	Sam Petty
67	Facility Solutions Group	Austin	TX	NA	178	30	William Graham
68	French Gerleman	St. Louis	MO	NA	218	6	Mike Stanfill
69	Allied Wire & Cable Inc.	Collegeville	PA	NA	276	7	Al Pape
70	Buckles-Smith	Santa Clara	CA	NA	NA	6	Art Cook
71	Horizon Solutions LLC	Rochester	NY	NA	230	10	John Kerkhove
72	Brownstown Electric Supply Co. Inc.	Brownstown	IN	NA	NA	5	Gregg Deck
73	Regency Lighting	Chatsworth	CA	116,685,554	NA	6	Evan Regenstreif
74	NEDCO Supply	Las Vegas	NV	115,000,000	109	1	Marc Winard
75	J.H. Larson Electrical Co.	Plymouth	MN	NA	NA	10	Greg Pahl
76	Chelsea Lighting##	New York	NY	NA	50+	1	Thomas Ike

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Rank	Company Name	Town/City	State/Province	2020 Revenue	Number of Employees	Number of Locations	Senior Executive
77	Richards Electric Supply Co. Inc.	Cincinnati	OH	NA	NA	4	Michael Misrach
78	Stanion Wholesale Electric Co.	Pratt	KS	109,000,000	225	17	William Keller
79	Tri-State Utility Products Inc.	Marietta	GA	108,753,000	32	3	Rusty Batch
80	Broken Arrow Electric Supply Inc.	Broken Arrow	OK	NA	NA	8	Bruce Garner
81	Standard Electric Supply Co.	Milwaukee	WI	104,000,000	196	16	Larry Stern
82	United Utility Supply Cooperative Inc.	Louisville	KY	NA	29	5	Chris Perry
83	Benfield Electric Supply	Mount Vernon	NY	101,000,000	103	2	Daniel McLaughlin
84	Mars Electric	Mayfield Village	OH	100,857,000	180	12	Michael Doris
85	Connexion (LAB Development)	Buffalo Grove	IL	NA	NA	2	David Rosenstein
86	Electro-Matic Products Inc. (Electro-Matic Ventures Inc.)	Farmington Hills	MI	NA	184	5	Richard Laramee
87	Sunrise Electric Supply	Addison	IL	NA	NA	1	Don Chriske
88	Jo-Kell Inc.	Chesapeake	VA	92,000,000	85	4	Suzy Kelly
89	American Electric Supply	Corona	CA	NA	90+	1	Mike Pratt
90	General Pacific Inc.	Fairview	OR	82,100,000	49	5	Rick Hall
91	Independent Electric Supply	Somerville	MA	NA	92	7	Dan Gray
92	Electric Supply & Equipment Co.	Greensboro	NC	NA	NA	3	Brad McCormick
93	Advance Electrical Supply Co.	Chicago	IL	78,745,417	85	1	Aaron Hughes
94	Caniff Electric Supply Co.	Hamtramck	MI	78,000,000	85	2	Doug Bemis Sr.
95	Electric Supply Center	Burlington	MA	NA	NA	5	Larry LaFreniere
96	F.D. Lawrence Electric Co., The	Cincinnati	OH	74,250,000	101	3	Tink O'Leary
97	Mid-Coast Electric Supply Inc.	San Antonio	TX	NA	NA	6	Tom Barker
98	E. Sam Jones Distributor Inc.	Atlanta	GA	NA	NA	6	Patrick G. Jones
99	Hunzicker Brothers	Oklahoma City	OK	NA	NA	11	Mike Lockard
100	IAC Supply Solutions Inc.	Memphis	TN	NA	145	7	Darrell Smith
101	ParamontEO	Woodridge	IL	69,450,000	110	3	Ken Gallagher
102	Cayce Mill Supply	Hopkinsville	KY	NA	92	5	Bart Cayce
103	Denney Electric Supply	Ambler	PA	NA	136	9	Steve Thornton
104	Wildcat Electric Supply	Houston	TX	67,480,000	70	2	Keith Hessemer
105	Warshauer Electric Supply	Tinton Falls	NJ	NA	NA	4	James Warshauer
106	Blazer Electric Supply	Colorado Springs	CO	62,000,000	105	2	Steve Blaze
107	Amperage Electrical Supply Inc.	Roselle	IL	61,600,000	102	1	Vito Pelagio
108	Harry Cooper Supply	Springfield	MO	NA	130	2	John Cooper
109	Voss Lighting	Lincoln	NE	59,000,000	158	15	Michael Voss
110	First SOURCE Electrical	Houston	TX	NA	NA	1	Philip deLoache
111	Central Supply Co.	Indianapolis	IN	NA	33	5	Ted Ashcraft
112	Peninsular Electric Distributors	Pensacola	FL	56,422,000	60	2	John Larmoyeux
113	Service Electric Supply Inc.	Romulus	MI	NA	52	1	Eric Braidwood

* North America ** Global # Acquired 2021

The Top 150 Electrical Distributors

Rank	Company Name	Town/City	State/ Province	2020 Revenue	Number of Employees	Number of Locations	Senior Executive
114	K/E Electric Supply Corp.	Mount Clemens	MI	NA	67	4	Rock Kuchenmeister
115	Fromm Electric Supply Co.	Reading	PA	NA	104	9	Michael Fromm
116	Raymond de Steiger Inc.	Sterling Heights	MI	NA	74	4	Peter de Steiger
117	Hein Electric Supply Co.	West Allis	WI	NA	65	9	Ron Kohlenberg
118	Hunt Electric Supply Co.	Burlington	NC	NA	NA	8e	Sam Hunt IV
119	Chancellor Inc.	Laurel	MS	NA	NA	5	Kim Johnson
120	Swift Electrical Supply Co.	Teterboro	NJ	NA	NA	4	August Sodora
121	Medler Electric Co.	Alma	MI	NA	118	14	Bill Michael
122	Metro Electric Supply	St. Louis	MO	NA	NA	14	William Frisella
123	Gordon Electric Supply	Kanakeek	IL	NA	NA	4	Cara Gordon Potter
124	Advance Electrical & Industrial Supply	Norcross	GA	41,400,000	47	2	Dennis Purvis
125	Bell Electrical Supply	Santa Clara	CA	40,130,000	48	1	David Wallen
126	Crum Electric Supply Co.	Casper	WY	40,100,000	75	10	Jeff Hockin
127	Gallant & Wein Corp.	Long Island City	NY	NA	NA	3	Stuart Gruman
128	Idlewood Electric Supply Inc.	Highland Park	IL	NA	NA	3	Barbara Lansing
129	Desert Hills Electric Supply Inc.	Artesia	NM	NA	NA	3	Bill Mathews
130	Atlantic Coast Electric Supply	Summerville	SC	NA	48	5	John Marshall
131	Metro Wire & Cable Co.	Sterling Heights	MI	NA	37	3	Devin Ezop
132	Allied Wholesale Electrical Supply Inc.	Indianapolis	IN	NA	NA	4	Rob McCurdy
133	Mid-West Lighting	Los Angeles	CA	NA	NA	1	David Frandzel
134	F&M Electric Supply	Danbury	CT	NA	NA	4	Fil Cerminara
135	WECS Renewables (WECS Electric Supply)	North Palm Springs	CA	32,000,000	31	1	Theresa Eaton
136	G&G Electric Supply	New York	NY	31,500,000	50	3	Larry Heimrath
137	Advanced Controls & Distribution	Cranberry Township	PA	NA	NA	2	Louis Dellemonache
138	International Electrical Sales Corp.	Miami	FL	29,000,000	25	1	Robert Bernstein
139	ATI Electrical Supply (Autonomy Technology Inc.)	Las Vegas	NV	NA	20	3	Greg Knowles
140	YESCO Electrical Supply Inc.	Columbiana	OH	NA	80	5	James DeRosa
141	Kansas City Electrical Supply Co.	Lenexa	KS	24,597,988	48	2	Kaylin Crain
142	Hartford Electric Supply Co.	Rocky Hill	CT	22,269,000	48	1	B. Patrick DePasquale
143	Y&B Lighting & Electric Supply	Brooklyn	NY	NA	30	1	Yoel Braver
144	Desert Electric Supply	Palm Desert	CA	20,512,322	51	4	Eric Stevens
145	Coburn Supply Co.	Beaumont	TX	NA	950	56	Don Maloney
146	D&S Electrical Supply Co.	Pocatello	ID	NA	25	2	Andrew Akers
147	Johnson Electric Supply Co., The	Cincinnati	OH	NA	38	2	Douglas Johnson
148	Toole & Rose Supply Inc.	Carrollton	KY	NA	19	1	Bryan Rose
149	VEC Supply	Charlottesville	VA	13,100,000	23	4	Frank Stalzer
150	Wholesale Supply Group Inc.	Cleveland	TN	12,738,550	225	32	Jeff Rogers

* North America ** Global ## Acquired in 2020

Alphabetical Guide to the Top 150 Electrical Distributors

Rank	Company Name	Town/City	State/Prov
124	Advance Electrical & Industrial Supply	Norcross	GA
137	Advanced Controls & Distribution	Cranberry Twshp.	NJ
93	Advance Electrical Supply Co. LLC	Chicago	IL
54	Alameda Electrical Distributors	Hayward	CA
132	Allied Wholesale Electrical Supply Inc.	Indianapolis	IN
69	Allied Wire & Cable Inc.	Collegeville	PA
89	American Electric Supply	Corona	CA
107	Amperage Electrical Supply Inc.	Roselle	IL
139	ATI Electrical Supply (Autonomy Technology Inc.)	Las Vegas	NV
130	Atlantic Coast Electric Supply	Summerville	SC
125	Bell Electrical Supply	Santa Clara	CA
83	Benfield Electric Supply	Mount Vernon	NY
51	Billows Electric Supply Company Inc.	Delran	NJ
106	Blazer Electric Supply	Colorado Springs	CO
6	Border States Industries Inc.	Fargo	ND
80	Broken Arrow Electric Supply Inc.	Broken Arrow	OK
72	Brownstown Electric Supply Co. Inc.	Brownstown	IN
70	Buckles-Smith	Santa Clara	CA
60	Butler Supply Inc.	Fenton	MO
94	Caniff Electric Supply Co.	Hamtramck	MI
102	Cayce Mill Supply	Hopkinsville	KY
64	CBT Co.	Cincinnati	OH
111	Central Supply Co.	Indianapolis	IN
119	Chancellor Inc.	Laurel	MS
76	Chelsea Lighting	New York	NY
7	City Electric Supply	Dallas	TX
145	Coburn Supply Co.	Beaumont	TX
32	Colonial Electric Supply Co.	King of Prussia	PA
85	Connexion (LAB Development)	Buffalo Grove	IL
4	Consolidated Electrical Distributors (CED)	Irving	TX
10	Crescent Electric Supply Co.	East Dubuque	IL
126	Crum Electric Supply Co.	Casper	WY
146	D&S Electrical Supply Co.	Pocatello	ID
55	Dakota Supply Group	Fargo	ND
19	Dealers Electrical Supply	Waco	TX
103	Denney Electric Supply	Ambler	PA
144	Desert Electric Supply	Palm Desert	CA
129	Desert Hills Electric Supply Inc.	Artesia	NM

Rank	Company Name	Town/City	State/Prov
36	Dominion Electric Supply	Arlington	VA
98	E. Sam Jones Distributor Inc.	Atlanta	GA
35	Echo Electric Supply Co. (Echo Group Inc.)	Council Bluffs	IA
37	Edges Electrical Group LLC	San Jose	CA
92	Electric Supply & Equipment Co.	Greensboro	NC
95	Electric Supply Center	Burlington	MA
58	Electrical Equipment Co.	Raleigh	NC
86	Electro-Matic Products Inc. (Electro-Matic Ventures Inc.)	Farmington Hills	MI
9	Elliott Electric Supply Inc.	Nacogdoches	TX
134	F&M Electric Supply	Danbury	CT
96	F.D. Lawrence Electric Co., The	Cincinnati	OH
67	Facility Solutions Group	Austin	TX
40	Fastenal Co.	Winona	MN
110	First SOURCE Electrical LLC	Houston	TX
68	French Gerleman	St. Louis	MO
115	Fromm Electric Supply Co.	Reading	PA
136	G&G Electric Supply	New York	NY
127	Gallant & Wein Corp.	Long Island City	NY
90	General Pacific Inc.	Fairview	OR
57	Gerrie Electric Wholesale Limited	Burlington	ON
123	Gordon Electric Supply	Kanakeek	IL
48	Granite City Electrical Supply	Quincy	MA
3	Graybar Electric Co.	St. Louis	MO
21	Gresco Utility Supply Inc.	Forsyth	GA
108	Harry Cooper Supply	Springfield	MO
142	Hartford Electric Supply Co.	Rocky Hill	CT
117	Hein Electric Supply Co.	West Allis	WI
71	Horizon Solutions LLC	Rochester	NY
118	Hunt Electric Supply Co.	Burlington	NC
99	Hunzicker Brothers	Oklahoma City	OK
100	IAC Supply Solutions Inc.	Memphis	TN
128	Idlewood Electric Supply Inc.	Highland Park	IL
91	Independent Electric Supply	Somerville	MA
61	Inline Electric Supply Co.	Huntsville	AL
138	International Electrical Sales Corp.	Miami	FL
75	J.H. Larson Electrical Co.	Plymouth	MN
147	Johnson Electric Supply Co., The	Cincinnati	OH
88	Jo-Kell Inc.	Chesapeake	VA

Alphabetical Guide to the Top 150 Electrical Distributors

Rank	Company Name	Town/City	State/Prov
114	K/E Electric Supply Corp.	Mount Clemens	MI
29	Kaman Automation (Kaman Distribution)	Bloomfield	CT
141	Kansas City Electrical Supply Co.	Lenexa	KS
12	Kendall Electric	Portage	MI
23	Kirby Risk Electrical Supply (Kirby Risk Corp.)	Lafayette	IN
38	Loeb Electric	Columbus	OH
33	LoneStar Electric Supply	Houston	TX
20	Main Electric Supply	Santa Ana	CA
84	Mars Electric	Mayfield Village	OH
11	Mayer Electric Supply Co.	Birmingham	AL
8	McNaughton McKay Electric Co.	Madison Heights	MI
121	Medler Electric Co.	Alma	MI
122	Metro Electric Supply	St. Louis	MO
131	Metro Wire & Cable Co.	Sterling Heights	MI
97	Mid-Coast Electric Supply Inc.	San Antonio	TX
133	Mid-West Lighting	Los Angeles	CA
22	Motion Industries (Genuine Parts)	Birmingham	AL
56	MSC Industrial Supply Direct Co. Inc.	Melville	NY
74	NEDCO Supply	Las Vegas	NV
27	OmniCable (Dot Family Holdings)	West Chester	PA
65	O'Neil Electric Supply	Woodbridge	ON
101	ParamontEO	Woodridge	IL
49	Parrish-Hare Electrical Supply	Irving	TX
112	Peninsular Electric Distributors	Pensacola	FL
66	Power/mation Division Inc.	St. Paul	MN
53	Professional Electric Products Co. (PEPCO)	Eastlake	OH
116	Raymond de Steiger Inc.	Sterling Heights	MI
73	Regency Lighting	Chatsworth	CA
39	Revere Electric Supply Co.	Mokena	IL
5	Rexel Holdings USA (Rexel SA)	Dallas	TX
77	Richards Electric Supply Co Inc.	Cincinnati	OH
46	Rumsey Electric Co.	Conshohocken	PA
47	Rural Electric Supply Cooperative (RESCO)	Middleton	WI
52	Schaedler YESCO Distribution Services	Harrisburg	PA
16	Scott Electric	Greensburg	PA
59	Sequel Electrical Supply LLC	Meridian	MS
113	Service Electric Supply Inc.	Romulus	MI

Rank	Company Name	Town/City	State/Prov
34	Shepherd Electric Supply	Baltimore	MD
2	Sonepar North America	Charleston	SC
43	Springfield Electric Supply Co.	Springfield	IL
62	Standard Electric Co.	Saginaw	MI
81	Standard Electric Supply Co.	Milwaukee	WI
78	Stanion Wholesale Electric Co.	Pratt	KS
17	State Electric Supply Co.	Huntington	WV
44	Steiner Electric Co.	Elk Grove Village	IL
45	Steven Engineering	South San Francisco	CA
28	Summit Electric Supply	Albuquerque	NM
87	Sunrise Electric Supply	Addison	IL
120	Swift Electrical Supply Co.	Teterboro	NJ
30	TEC Mfg. & Dist. (TEC Utility Supply & Service)	Georgetown	TX
148	Toole & Rose Supply Inc.	Carrollton	KY
79	Tri-State Utility Products Inc.	Marietta	GA
15	Turtle & Hughes Inc.	Linden	NJ
13	U.S. Electrical Services	Middletown	CT
42	United Electric Supply	Wilmington	DE
82	United Utility Supply Cooperative Inc.	Louisville	KY
25	Van Meter Inc.	Cedar Rapids	IA
149	VEC Supply	Charlottesville	VA
41	Villa Lighting Supply Inc.	St. Louis	MO
109	Voss Lighting	Lincoln	NE
14	W.W. Grainger Inc.	Lake Forest	IL
105	Warshauer Electric Supply	Tinton Falls	NJ
135	WECS Renewables (WECS Electric Supply)	North Palm Springs	CA
31	Werner Electric Supply Co.	Appleton	WI
1	WESCO Distribution Inc. (WESCO International)	Pittsburgh	PA
63	Western United Electric Supply	Brighton	CO
26	Wholesale Electric Supply	Texarkana	TX
18	Wholesale Electric Supply of Houston Inc.	Houston	TX
150	Wholesale Supply Group Inc.	Cleveland	TN
104	Wildcat Electric Supply	Houston	TX
50	Windy City Wire	Bolingbrook	IL
24	Winsupply Inc.	Dayton	OH
143	Y&B Lighting & Electric Supply	Brooklyn	NY
140	YESCO Electrical Supply Inc.	Columbiana	OH