

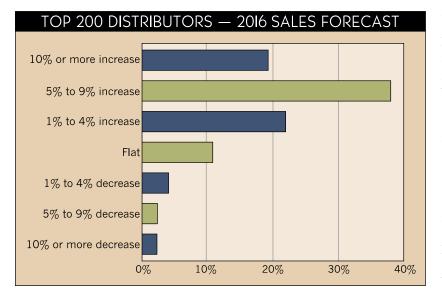
Most of the largest electrical distributors in North America expect growth in 2016, despite challenges in the energy and industrial markets.

lectrical Wholesaling's annual survey of the Top 200 electrical distributors always offers one of the electrical market's best spot checks on the economic health of the industry at mid-year. And as you might expect in a year where business prospects vary so wildly from metro-to-metro and niche-to-niche, one's sense of the market climate will depend on with whom you speak.

At a time when many distributors

would be happy with growth somewhere in the industry's historical range of 4% to 8%, a surprising number of respondents to this year's survey — 23 of 118 (19%) expect double-digit sales growth in 2016.

Mark Doris, president, Mars Electric Co., Willoughby, Ohio, is expecting a 10% increase in sales and says healthcare and senior-living facilities are showing strong growth. Brad McCormick, CEO, Electric Supply & Equipment Co., Greensboro, N.C., is seeing mixed business prospects



and has adjusted his forecast down a few points to -10%. While the tire/ rubber market is showing growth in his region, consumer products companies are down. "Customer capital spend was up for 2015. They were choosing to automate the manufacturing facilities," he said.

One wire and cable specialist said the decline in copper prices and the slowdown in the industrial market affected his company's 2015 sales. Jeff Siegfried, president and CEO, Omni Cable Corp., West Chester, Pa., is looking at flat sales growth in 2016 and possibly a slight decline. "Industrial is tough, really tough," he wrote in the survey. Despite the tough market, Siegfried is investing for future growth and recently opened a new Omni warehouse in Kent, Wash.

Anixter International, Glenview, Ill. said the decline in copper prices had a big impact. Its 10-K said "an unprecedented decline in commodity prices," and the strong U.S. dollar, soft emerging markets and growing weakness in the industrial sector combined to create a nearly \$300 million unfavorable impact to reported sales, with its Electrical & Electronic Solutions business unit getting hit hardest.

At least two electrical distributors based in Texas seem to be bucking the



## 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 those respondents that provided both a 2015 sales number and an employee count for publication in this year's listing. Several other distributors (both full-line and specialists) would have been in this Top 25 listing but asked their sales data be used confidentially. The average sales-per-employee for the 20 respondents that identified themselves as product specialists and provided both 2015 sales and employee data was \$1,194,648. The average sales per employee for the 106 respondents that identified themselves as full-line electrical distributors was approximately \$634,791, down from last year's figure for full-line distributors of \$651,317.

Rank	Company Name	Town/City	State	2015 Sales Per Employee
1	Western United Electric Supply Corp.	Brighton	CO	2,972,121
2	Tri-State Utility Products Inc.	Marietta	GA	2,900,000
3	Rural Electric Supply Cooperative (RESCO)	Middleton	WI	2,535,990
4	TEC Manufacturing and Distribution Services	Georgetown	ΤX	2,125,000
5	Gresco Utility Supply Inc.	Forsyth	GA	1,523,810
6	Villa Lighting Supply Inc.	St Louis	MO	1,514,295
7	International Electrical Sales Corp.	Miami	FL	1,428,571
8	Reynolds Co., The	Fort Worth	ΤX	1,372,840
9	Houston Wire & Cable Co.	Houston	TX	1,262,828
10	Omni Cable Corp.	West Chester	PA	1,122,172
11	Professional Electric Products Company (PEPCO)	Eastlake	ОН	1,074,074
12	Benfield Electric Supply Co.	White Plains	NY	1,062,057
13	Sunrise Electric Supply	Addison	IL	989,286
14	Border States Electric	Fargo	ND	935,800
15	American Electric Supply Inc.	Corona	CA	932,050
16	McNaughton McKay Electric Co.	Madison Heights	MI	908,847
17	Electric Supply & Equipment Co.	Greensboro	NC	865,854
18	NEDCO Supply	Las Vegas	NV	861,616
19	Mid-West Lighting	Los Angeles	CA	828,571
20	Shepherd Electric Supply	Baltimore	MD	812,625
21	Gallant & Wein	Long Island City	NY	800,000
22	Electric Supply Inc.	Tampa	FL	773,050
23	G&G Electric Supply	New York	NY	762,963
24	Tri State Supply Co. Inc.	Washington	PA	757,143
25	Facility Solutions Group	Austin	TX	756,005



ACQUISITIONS & MERG	GERS INVOLVING	G TOP 200 DISTRIBUTORS -	2015-2016
Company Acquired	Location	Acquirer	Location
One branch of Eckart IIc	Bloomington, IN	Allied Wholesale Electrical Supply Inc.	Indianapolis, IN
Anixter International's Fastener's Business Unit	Glenview, IL	American Industrial Partners	New York
Gatto-Portage Electric Supply Co.	Portage, OH	AMP Electrical Solutions	Farmington, CT
HD Supply Power Solutions	Atlanta	Anixter International	Glenview, IL
Central Electric Supply	Lebanon, NH	Baynes Electric Supply	Brockton, MA
FDL Automation & Supply	Sidney, OH	CBT	Cincinnati
C. Andersen Electric Supply	Niagara Falls, NY	City Electric Co, Inc.	Syracuse, NY
Electric Motor Sales & Supply	Chattanooga, TN	Consolidated Electrical Distributors (CED)	Irving, TX
SEFCO Electric Supply	Jackson, MS	Consolidated Electrical Distributors (CED)	Irving, TX
Beijing Willtech Co. Ltd.	Beijing, China	Edge Global Supply	Milwaukee, WI
Connect-Air International Inc.	Seattle	EIS Inc.	Atlanta
Eck Supply Lynchburg, Va., branch	Lynchburg, VA	Electrical Equipment Co.	Raleigh, NC
Williams Supply	Roanoke, VA	Electrical Equipment Co.	Raleigh, NC
RE Waldrip	Pampa, TX	Elliott Electric Supply	Nacogdoches, TX
Star Electric Supply	Wichita, KS	Elliott Electric Supply Inc	Nacogdoches, TX
Griffith Electric Supply	Trenton	Franklin Electric	Moorestown, NJ
Process Instrumentation Division/Measuremax	Peterborough, Ontario	Franklin Empire	Montreal, QU
Advantage Industrial Automation	Duluth, GA	Graybar Electric Co.	St. Louis
G.C. Fabrication (GCF)	Northvale, NJ	Kaman Industrial Technologies	Bloomfield, CT
Chapman Metering	Avoco, IA	Kriz-Davis Co.	Grand Island, NE
Glenbard Electric Supply	Lombard, IL	Revere Electric Supply	Mokena, IL
Brohl & Appell	Sandusky, OH	Rexel	Dallas
Queen City Electrical Supply	Allentown, PA	Schaedler YESCO Distribution Inc.	Harrisburg, PA
QED (Quality Electrical Distributors) Inc.	Las Vegas	Sonepar North America	Charleston, SC
Eck Supply	Richmond, VA	Sonepar North America	Charleston, SC
Ciro Electrical Supply Co.	Philadelphia	Sonepar North America/Cooper Electric Supply	Charleston, SC
Trinity Electric Supply	Dallas	Sonepar North America/Crawford Electric	Charleston, SC
Electrical Test Labs of Georgia Inc.	Lake Park, Ga.	Sonepar North America/Irby Co.	Jackson, MS
Rasko Supply	Honolulu, HI	Sonepar North America/OneSource	Charleston, SC
Rasco Supply	Kaua'i, HI	Sonepar North America/OneSource	Charleston, SC
Electrical Distributors	Houston	Sonepar North America/OneSource	Charleston, SC
Rexel's Latin American assets	Brazil, Chile and Peru	Sonepar SA	Paris, France
Grove Madsen Industries	Reno, NV	Sonepar North America/Codale	Salt Lake City
Forest Hills Electrical Supply	Randolph, MA	Turtle & Hughes Inc.	Linden, NJ
Bright Electric Supply	Chicago	Van Meter Inc.	Cedar Rapids, IA
Miller Electric Supply	Dubuque, IA	Van Meter Inc.	Cedar Rapids, IA
Atlanta Electrical Distributors	Duluth, GA	WESCO Distribution Inc.	Pittsburgh
Aelux/Lumigent	Glenside, PA	WESCO Distribution Inc.	Pittsburgh
Hill Country Electric Supply	Austin, TX	WESCO Distribution Inc.	Pittsburgh
Needham Electric Supply	Canton, MA	WESCO Distribution Inc.	Pittsburgh

trend of slow growth in the Gulf Coast oil patch. One company is looking at a 10% increase in sales and has opened several new branches. Buddy McCulloch, president, Wholesale Electric Supply, Texarkana, Texas, says industrials are showing growth. His company opened locations in Vicksburg, Miss.; West Monroe, La.; and Gainesville, Texas. David Gardner, president, Mission Controls & Automation, San Antonio, Texas, expects sales to be up 5% to 7% despite the oil market and sees growth from the food and beverage and wastewater treatment segments. The company was also recently awarded Tier 1 status by Toyota.

Matt Brandrup, the president and CEO of utility specialist Rural Electric Supply

## TOP 200 DISTRIBUTORS MAKE THEIR PRODUCT PICKS

When it comes to new product launches, it's tough to impress Top 200 distributors. As in the past, relatively few of our respondents in this year's Top 200 survey made mention of specific new products that wowed them. But the tone of this year's responses to our annual question on the best new product launches was different because LED products were mentioned so often. Once again, RAB Lighting, Northvale, N.J., was mentioned most often for its new LED products. LED products or lighting controls from Acuity, Eaton Cooper Lighting, Osram Sylvania, Lunera, Lutron and Green Creative also drew comments. Said Steven Byrne, general manager, Facility Solutions Group, Austin, Texas, "Lunera's line of LED replacements for CFLs have been well received. RAB is do-

Cooperative (RESCO), Middleton, Wis., said the oil belt of North Dakota areas has continued to slow down his company's business prospects. He sees pockets of housing growth, but says they are few and far between in the Upper Midwest. "Our 2015 significant sales decrease is solely attributed to the North Dakota oil belt slowdown," he said in his response. "Our sales in the other eight states we cover in the Upper Midwest actually increased year-over-year in 2015."

Another distributor in the oil patch, The Reynolds Co., Fort Worth, Texas, is expecting a flat year, and said the energy downturn has impacted other markets in its region and will challenge the local economy in the short-term. However, Walt Reynolds, company president and CEO, believes the oil business will start to improve in the second half of 2016. "Oil and gas continues its slide, but we see that leveling off and coming back third and fourth quarter," he said. "Commercial construction has its bright spots."

Several Michigan distributors that serve the auto industry had bullish fore-

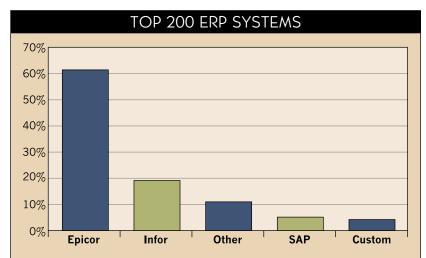
ing an excellent job in the LED fixture market. The Daintree acquisition by GE and GE's focus on Current are also interesting changes in the market place."

Jeremy Welsand, CFO, Border States Electric, Fargo, N.D., likes Lutron's Caseta control. "The launching of the product opened up the visibility of home automation to the electrical contractor that usually shied away from this market," he said.

Another distributor called out Venture's new LED T8 lamps that work on line voltage or with a ballast, and another liked the 2-inch LED recessed fixture from Juno Lighting. Dennis Huggard, director of pricing and strategy for Fromm Electric Supply, Reading, Pa., said Osram Sylvania's new contractor-grade LED hits the mark. "It was previously a product gap for Sylvania, and the market has accepted the lower-cost product," he said.

Top 200 execs like some other new products outside the lighting arena. Southwire got a shout out from several distributors for its Simpull and tools & instruments launches and Mike Pratt, CEO and president, American Electric Supply, Corona, Calif., mentioned GE's Pro-Stock Switchboards. Greg Knowles, president, Autonomy, Las Vegas, applauded Power Assemblies IIc, Bend, Ore., for the launch of its new Generator Docking Stations and Load Bank Docking Stations for commercial use. "The product is well made, has a small footprint, and is inexpensive compared to the competition," he said. "It's well suited for providing a quick connection of generators in the case of a power outage."

casts, but none more so than Daniel Bemis, CFO of Caniff Electric Supply Co. Inc., Hamtramck, Mich., who expects a 20% sales increase — \$7 million in new sales — pushing his company's revenues to \$40 million from strong auto industry and commercial new construction. Says Bemis, "We have hired 16 people in the



Of the 121 Top 200 distributor execs who provided information on their ERP systems, 60% used Epicor software, including Eclipse, Prophet 21, or Trade Service. (Note: Other software includes Accumatica, Comet, Fishbowl, JD Edwards, Microsoft Dynamics, Microsoft Navison, Prism, Sage, Rubicon, Takestock, Traverse, xTuple and Ximple.) No less than 73 Top 200 distributors are on an Eclipse/Epicor system.

### WHAT'S NEW WITH THE TOP 200 DISTRIBUTORS?

Quite a few Top 200 distributors are in the midst of major growth initiatives. Some are installing or planning to invest in new ERP systems, or updating their existing systems, like **Candela Corp.**, Irvine, Calif.; **Caniff Electric Supply Co. Inc.**, Hamtramck, Mich.; **City Electric Co. Inc.**, Syracuse, N.Y.; **Kovalsky-Carr Electric Supply**, Rochester, N.Y.; **Raymond deSteiger**, Sterling Heights, Mich.; **St. Louis Metro Electric Supply Inc.**, St. Louis, Mo.; **Standard Electric Co.**, Saginaw, Mich.; and **VEC Supply**, Charlottesville, Va.

**Sunrise Electric Supply,** Addison, III., was one of many companies beefing up its online presence. Jim Sobecki, CIO, said the company will be focusing on a variety of technical initiatives in 2016. Sunrise has updated its website to freshen up its online presence, added online ordering, and may implement a document management system.

Other companies were building new headquarters facilities, branches and central distribution centers (CDCs). CBT, Cincinnati, is celebrating Jim Stahl's 40th anniversary of ownership with a move to a new 100,000-sq-ft headquarters in July. Mitch Lane, CEO, Echo Group, Council Bluffs, Iowa, said the company built and opened a new location in Sioux City, Iowa, is currently building a new location for its Council Bluffs, lowa, branch, is moving to a new corporate headquarters and added a third location in Des Moines, Iowa, Standard Electric Supply Co., Milwaukee, is building a 25,000-sqft addition to its headquarters; Werner Electric Supply **Co.**, Appleton, Wis.; opened a new distribution center; Western United Electric Supply Corp., Brighton, Colo.; built a new test lab in Colorado and opened a new warehouse in Colorado; and Tri State Supply Co. Inc., Washington, Pa. opened a new CDC.

Elliott Electric Supply, Nacogdoches, Texas, and Graybar Electric Co., St. Louis, two of the electrical distributors who have added the most branches over the past few years, didn't let the uncertain economic environment stop their branch expansion programs. Elliott Electric opened locations in Tulsa, Okla.; Georgetown, Texas; Covington, La.; El Dorado, Ark.; Magnolia, Ark.; and Roswell, N.M. Graybar opened branches in New York, N.Y.; Orem, Utah; Watford City, Md.; Fort Worth, Texas; and Grand Forks, N.D.

Some distributors were investing in other areas of their operations. Phil deLoache, operating partner and president, **First SOURCE Electrical**, **LLC**, Houston, said his company is building a specialty group focused on the lighting and gear for multi-family and high-density housing projects. "This has proved to be a good investment and we're in the process of moving this business into a new 26,000-square-foot facility which will be our first branch," he said.

Graybar said the strategic investments it's making in new locations, and expanding and developing its sales force, e-commerce and mobility has helped it outperform the market, and Greg Knowles, president and CEO, **Autonomy Technology Inc.**, Las Vegas, says his company is "more strategically focused" and is building on its strengths in the automation market. "We are reinforcing what we are great at in the markets closest to our locations. We are centralizing our sales force, moving away from work from home to a more collaborative work environment."

**EDGES Electrical Group,** LLC, San Jose, Calif., a partnership launched last year between **Electrical Distributors Co, Inc.,** of San Jose and **Granite Electrical Supply Inc.,** Sacramento, Calif., is in expansion mode, with a new branch in San Leandro, Calif., and new opportunities created by the merger and the strong Bay Area marketplace. "We have substantially increased our footprint due to our newly created partnership. Additionally, we've seen tailwinds due to improving economy," said David Ahady, senior accountant.

In other news at Top 200 electrical distributors, Schaedler YESCO, Harrisburg, Pa., is sole sourcing Eaton gear in eight of its western Pennsylvania branches, The Hite Co., Altoona, Pa., invested in its distribution center, including the installation of a centralized wire cutting operation; K/E Electric Supply, Mt. Clemens, Mich., implemented an enhanced purchasing system that took more than three years of on-site work to develop; Wildcat Electric Supply, Houston, will launch a new E-Commerce and online portal this month; and TEC Manufacturing and Distribution Services, Georgetown, Texas, was named Distributor of the Year for GE's Prolec Transformers group based on power unit sales.

We also must mention a number of big anniversaries for Top 200 distributors. **Butler Supply**, Fenton, Mo. (75 years); **General Pacific Inc.**, Fairview, Ore. (50 years): **Glenbard Electric Supply Inc.**, Lombard, III. (50 years); **JH Larson Electrical Co.**, Plymouth, Minn. (85 years); **KJ Electric Corp.**, East Syracuse, N.Y. (35 years); **Metro Wire & Cable, Corp.**, Sterling Heights, Mich. (40 years): **Peninsular Electric Distributors**, West Palm Beach, Fla. (70 years); **Tri-State Utility Products Inc.**, Marietta, Ga. (60 years); and **Wholesale Electric Supply**, Texarkana, Texas (70 years in 2017). past one-to-two years that have helped us gain new business from new customers and existing customers."

**Methodology.** To compile this listing, in April of this year *EW's* editors sent out a survey to several hundred distributors of electrical supplies that have either been on the list in the past or have at least \$10 million in annual sales, according to our data sources.

In addition, we get data from publicly held distributors and other companies that make their sales and company data public. This year we got 2015 sales information on 126 Top 200 distributors, which is quite a bit lower than in recent years. We think the lower response rate is due in part to the uptick in acquisitions and the tough business year some distributors had last year.

Many of these companies ask us to use their sales data confidentially and only for placement on the listing. You will also notice that we rank some companies that have been acquired in either 2015 or 2016. Our general rule of thumb here is that when a company has been acquired, we include their sales (or a sales estimate) for that calendar year, but take them off the Top 200 listing the next year, when they are fully integrated into the acquirer.

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 estimate their sales using the sales-per-employee average calculated from data collected from other Top 200 respondents. This year 106 full-line distributors provided both sales and employee data, and the 2016 sales-per-employee figure is \$634,791.

**Strictly by the numbers.** With an estimated \$65.2 billion in North American sales, *EW* estimates the Top 200 distributors controlled approximately 65% of

sales through electrical distributors in North America. According to *EW* estimates, these 200 companies employ at least 88,082 employees and run at least 7,257 North American branches. The employee and branch data include an estimate for Sonepar's employee count in North American and does not include North American employee counts for Anixter, Grainger or Fastenal (listed for the first time this year) because these companies do not break out employee data by their electrical segments.

It's interesting to note that Fastenal Inc., Winona, Wis., which depends on sales of electrical products for 4.7% of its \$3.87 billion in 2015 sales, has almost as many branch locations (2,320 locations in the U.S. and Canada) as the five largest full-line electrical distributors in North America combined (2,830 locations) – Sonepar, WESCO, Graybar, Rexel and Consolidated Electrical Distributors.



Visit freeproductinfo.net/ew



Here's your opportunity to learn more about the very largest electrical distributors in this year's 2016 Top 200 listing.

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

company websites and other public information sources.

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

THE FIVE LARGEST DISTRIBUTORS IN NORTH AMERICA						
Company Name:         Town/City:         2015 Revenue         Employees         Branches						
Sonepar North America	Charleston	9,600,000,000	43,000**	1014		
WESCO International Inc.	Pittsburgh	7,100,000,000	8,600	480		
Rexel - North America	Dallas	5,322,000,000	8,202	567		
Graybar Electric Co.	St. Louis, MO	6,122,111,774	8,300	269		
Consolidated Electrical Distributors	Irving, TX	4,400,000,000	6,200e	500		

In 2015, the five largest full-line distributors in North America had and estimated \$32.5 billion in combined revenue and operated 2,830 branches. According to Electrical Wholesaling sales data, these five companies account for no less 33% of an estimated \$100 billion-plus in 2015 electrical sales in the United States and Canada. (Note: All data reported for North America unless otherwise noted.) \*\* Worldwide

THE WORLD'S TWO LARGEST ELECTRICAL DISTRIBUTORS					
Company Name         Town/City         2015 Revenue         Employees         Number of					
Rexel SA	Paris, France	\$14.7 billion	28,000	2,100	
Sonepar SA	Paris, France	\$24.1 billion	43,000	2,800	

In 2015, the two largest electrical distributors in the world operated more than 4,900 locations, had 71,000 employees and did an estimated \$35.8 billion in sales in dozens of countries (Rexel - 35 countries; Sonepar - 44 countries). (Sale converted to U.S. dollars from Euros using the 12/31/15 exchange rate).

## I. SONEPAR NORTH AMERICA

U.S. headquarters: Charleston, S.C. Parent: Sonepar SA, Paris, France Senior executive: David Gabriel, CEO 2015 sales: \$9.6 billion (North America); \$24.1 billion (Worldwide). North American sales up 12.9% Locations: 1,014 (North America); 2,800 (worldwide) Employees: 43,000 (worldwide)

Sonepar's legacy of growth by acquisition continues to drive it ahead of the rest of the electrical distributor pack. Its preference for large independents and its practice of keeping those brands and often their management teams intact apparently makes for a compelling succession option for retiring owners.

Since the beginning of 2015, Sonepar's Paris-based parent company, one of the largest privately owned businesses in the world, has made acquisitions in Belgium, Germany, Romania, Italy, the Netherlands, the UK, Spain, and bought Rexel's assets in Latin America (Brazil, Chile and Peru). Here in the United States, Sonepar USA acquired Quality Electrical Distribution (QED), Henderson, Nev.; Electrical Distributors, Irving, Texas; Trinity Electric Supply, Dallas; Ciro Electrical Supply, Philadelphia; Eck Supply, Richmond, Va.; Electrical Test Labs of Georgia, Lake Park, Ga.; and Rasko Supply and Rasco Supply in Hawaii. This year, so far, it has added Grove Madsen Industries, Las Vegas.

## 2. WESCO INTERNATIONAL INC.

Headquarters: Pittsburgh Senior executive: John Engel, CEO **2015 sales:** \$7.1 billion (North America); \$7.5 billon (worldwide). North American sales down 5.6% from 2014. Locations: 480 (North America); 505 (worldwide)

**Employees:** 8,600 (North America); 9,300 (worldwide)

**ERP system:** In-house legacy system

WESCO has always had a reputation

for acquiring blue-chip distributors in the regional markets or business niches it covets, and it continued this acquisition strategy earlier this year with the purchase of Atlanta Electrical Distributors, Duluth, Ga. The company also made headlines in 2015 with its purchases of Needham Electric Supply Co. (NESCO), Canton, Mass.; Hill Country Electric Supply Co., Austin, Texas; and Aelux/Lumigent, Glenside, Pa., a lighting retrofit specialist.

With its heavy emphasis on the industrial market, the company is in a rough patch and has had to endure branch closings and layoffs. A Wall Street darling in recent years, its stock price has gotten hammered, too. After rewarding patient buy-and-hold investors who bought shortly after its 1999 IPO with a 300%-plus return to its all-time high of over \$90 a share in 2014, at press-time WESCO's stock was down about 38% from those lofty heights.

Company executives are optimistic about the future but are currently steering through some short-term turbulence. In a press release announcing the company's 1Q 2016 results, CEO John Engel said WESCO's first quarter sales declined 2%, "reflecting continued weakness in commodity-driven end markets and foreign exchange headwinds.""Organic sales were down 7%, with the U.S. and Canada down 6% and 11%, respectively," he said. "While the top line remains pressured overall, the benefits of ongoing cost reduction and organizational streamlining actions partially mitigated the impact of lower sales on earnings per share... Based upon our first-quarter results, we reaffirm our full-year expectations of sales in the range of flat to down 5%."

In other recent WESCO news, Kenneth Parks, senior V.P. and CFO, recently resigned and Timothy Hibbard, the company's V.P. and corporate controller, will serve as interim CFO while the company searches for a new CFO.

## **3. GRAYBAR**

Headquarters: St. Louis Senior executive: Kathleen Mazzarella

2015 sales: \$6.12 billion (North America) \$ 6.14 billion (worldwide).
North American sales up 2.4%.
Employees: 8,300
Locations: 268
ERP system: SAP

Graybar posted record results every quarter in 2015 and that trend has continued this year. Revenues grew 2.2% and earnings grew 4.2% over 2014 results. Graybar's response to our Top 200 survey credited strategic investments in new locations, expanding and developing its sales force, e-commerce and mobility with enabling it to outperform the market.

The company's top-line growth was boosted mostly by same-store sales and its continuing enthusiasm for opening new branches. Graybar made one significant acquisition, the addition of Duluth, Ga.-based factory automation specialist Advantage Industrial Automation in March 2015. Meanwhile over that time it has opened new locations in Visalia, Calif.; New York City (a return to the historic Graybar Building in midtown Manhattan with a new sales office in what was the company's headquarters from 1926 to 1982); Pomona, Calif.; Orem, Utah; Watford City, N.D.; Fort Worth, Texas; and Grand Forks, N.D.; and has moved and expanded locations in a number of other markets.

A new effort launched in January this year to expand customer service hours throughout the United States leverages a National Customer Service Team in St. Louis to take orders, check order status, provide proof of delivery, pricing and product availability throughout the markets served by its 238 U.S. locations before and after normal business hours – from 6 a.m. to 10 p.m. Central time with slightly shorter hours on weekends.

4. REXEL HOLDINGS USA

Headquarters: Dallas Parent: Rexel SA, Paris Senior executive: Brian McNally 2015 sales: \$5.32 billion (North America); \$14.7 billion (worldwide). North American sales down 1.9% from 2014.
Employees: 8,300 (North America); 28,000 (worldwide)
Locations: 567 (North America); 2,100 (worldwide)
ERP system: Eclipse

Rexel was a bit quieter on the acquisition front than usual, but it did purchase Brohl & Appell, Sandusky, Ohio, a Rockwell Automation distributor with an estimated \$29 million in sales. Last year, the company sold its Latin American assets in Brazil, Chile and Peru to Sonepar SA. With 1,400 associates and 88 points of sale, those businesses together have annual sales of approximately \$280.1 million.

In a press release reporting Q1 2016 results, Rudy Provoost, Rexel's chairman of the board of directors and CEO, said he expects the oil & gas business in North America, which accounts for 34% of the company's total sales, to start improving. "Sales continued to reflect the decline in the oil & gas market and pressure on related industrial segments. Sales in this region should improve over the next quarters, as the oil & gas impact, which began in the second quarter of last year, will gradually lessen."

The press release also said that in the first quarter Rexel's North American sales were "down 5.6% on a reported basis including a negative currency effect of \$2.3 million (mainly due to the depreciation of the Canadian dollar, which more than offset the appreciation of the American dollar against the euro). On a constant and same-day basis, sales were down 4.4%, improving sequentially vs. Q4 2015 (-6.5%), despite continued negative effects from lower sales to the oil & gas industry (-36% year-on-year) and lower cable sales (USD copper prices dropped by 20% year-on-year)."

"In the U.S. (78% of the region's sales), sales were down 3.6%, of which 4.1 percentage points were attributable to the 42% drop in sales to the oil & gas industry, 2.2 percentage points attributable to lower cable sales, and 1.6 percentage

points attributable to branch network optimization, part of a program of cost efficiency measures implemented in the United States and presented on July 29, 2015. Excluding these three unfavorable effects, sales were up 4.3% in the quarter, reflecting good activity in the construction market."

### 5. CONSOLIDATED ELECTRICAL DISTRIBUTORS Headquarters: Irving, Texas Senior executive: Kurt Lasher, president and CEO 2015 sales: NA Employees: 6,200 Locations: 500

CED comes across as the quiet giant in the electrical distribution space, a huge chain of more than 500 locations that chooses not to trumpet its accomplishments. Yet its impact in some markets can't be denied, such as when we looked into the growth of the solar power market and found its new renewables division, CED Greentech, mentioned by everyone we talked to as one of the few traditional electrical distributors making a serious impact in that highly competitive realm.

On the acquisition front, CED over the past year added SEFCO Electric Supply, Jackson, Miss., and Electric Motor Sales & Supply, Chattanooga, Tenn.

Editor's Note - #6 HD Supply Power Solutions was acquired by Anixter International and is mentioned in following capsule.

## 7. ANIXTER INTERNATIONAL

Headquarters: Skokie, Ill. Senior executive: Sam Zell **2015 North American electrical** sales: \$1.86 billion. \$6.19 billion (worldwide, all divisions). 12.5% increase in total sales includes revenues from HD Supply Power Solutions acquisition.

# Employees: 8,700 Locations: 296

It's been a fascinating year to watch Anixter International's evolution. The company has long been a bit of an outlier among the Top 200 because of its specialization in wire & cable and electronics and networking equipment, where it has built a global position. In 2015, after a failed attempt to find a buyer for the business, it has moved in a new direction, one familiar to the full-line distributors who make up the bulk of our list.

After selling off its OEM fasteners business early last year, it stunned much of the industry by emerging as the buyer for HD Supply's Power Solutions business, a nearly \$2 billion business that suddenly makes Anixter a major player in more traditional electrical products distribution. HD Supply is the largest distributor of utility supplies in the country and a major supplier of products for electrical, MRO and building trades. At a cash price of \$825 million, HD Supply is the biggest acquisition Anixter has ever done, and adds approximately 130 branches in 30 U.S. states and four Canadian provinces to Anixter's footprint.

In a letter to shareholders in Anixter's 2015 annual report, the company's executive leadership said the external environment of low copper prices and a strong dollar had an unfavorable impact on Anixter's Electrical & Electronic Solutions business of nearly \$300 million. "Initially largely contained to the oil, gas and mining-related end markets, the severely weakened demand rippled across the broader industrial and manufacturing economy as the year progressed."

## 8. BORDER STATES ELECTRIC

Headquarters: Fargo, N.D. Senior executive: Tammy Miller, CEO 2015 sales: N/A Employees: 1,838 Locations: 80 ERP system: SAP Buying/marketing group: Affiliated

#### Distributors

Border States grew aggressively over the years both through acquisitions and opening new branches, but the past year has been fairly quiet on that front, opening a new branch in Watford City, N.D. The company over the past year has seen the once-booming oil fields of North Dakota fall quiet as well, and cited low oil and copper prices as a key factor behind the company's results in 2015.

## 9. W.W. GRAINGER INC.

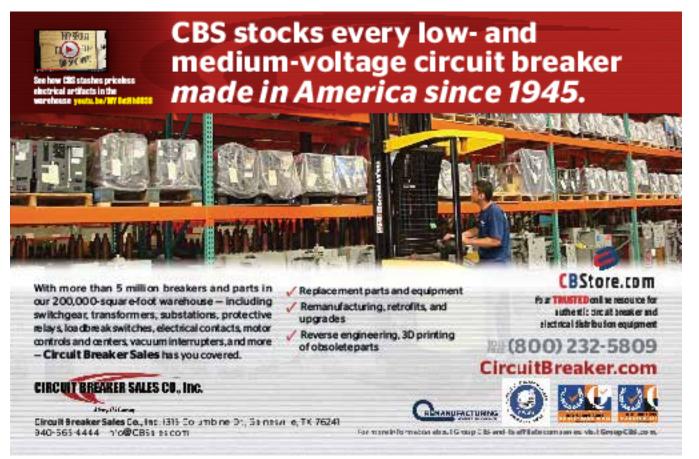
Headquarters: Lake Forest, Ill. Senior Executive: James Ryan **2015 sales:** \$1.5 billion (Electrical are estimated at 15% of total company sales of \$9.97 billion). Slight increase in total company sales from 2014. Employees: 25,758 (worldwide) Locations: 484 in North America With its long-time goal of being the leading supplier of industrial MRO products, W.W. Grainger is getting knocked around a little bit by the decline in its core market. Grainger's sales were basically flat from 2014-2015, and the company is closing over 100 branches and making some painful cuts to control costs. According to the Grainger 2016 Factbook, "The company began taking action in 2015 to improve the cost structure by closing 81 branches and eliminating management layers. Another 55 branches are scheduled to close in 2016."

The news isn't all bad. Despite tough competition from AmazonSupply, Grainger is still recognized as the leading industrial distributor in online sales, which now account for 41% — \$4.1 billion — of all its sales. Grainger markets 1.4 million SKUs on *www.grainger.com* and according to *Internet Retailer*, it's the 11th largest e-retailer in North America. And while the company's stock price is currently about 16% below the all-time high of \$268 per share it hit in 2013, it's still up over 200% from the level it was at in early 2009, when it began a long and impressive hike to record levels.

#### IO. CRESCENT ELECTRIC SUPPLY

Headquarters: East Dubuque, Ill. Senior executive: Marty Burbridge, president, CEO 2015 sales: \$1.06 billion. Little change in sales volume from 2014 to 2015. Employees: 1,772 Locations: 140 ERP system: Eclipse Buying/marketing group: IMARK

Crescent Electric Supply had a quiet year, news-wise, with a steady flow of new personnel making up the bulk of their



Visit freeproductinfo.net/ew

## THE TOP 200

announced changes. Earlier this year, the company's Elk Grove Village, Ill., branch helped supply electrical products for the renovation of Chicago's Wrigley Field, and Electrical Wholesaling's May, 2015 issue featured the story of how Crescent and Service Wire worked together to supply a custom wire order for the project. Crescent Electric Supply was also the subject of a July, 2013 cover story in Electrical Wholesaling. Another big news story over the past few years at the company was the big investment it made into e-commerce two years ago when it launched an online store at www. cesco.com that offered access to more than 200,000 products.

#### II. CITY ELECTRIC SUPPLY Headquarters: Dallas

Parent: City Electrical Factors (CED), Kenilworth, Great Britain Senior executive: Thomas Mackie Sales: \$1.05 billion (North America) Employees: 2,736 in North America Locations: 476 (North America); Nearly 900 branches total in seven countries.

City Electric Supply broke the billiondollar sales level in North America for the first time in 2015 and further solidified its position as one of the 10 largest fullline distributors in North America. In addition to a 10% annual sales increase, the company opened 18 locations across North America and added an additional 200 people. The openings included branches in Daytona, Destin and Key West, Fla., and Auburn, Ala.

According to an April 25 post by company CEO Thomas Mackie in his always informative and entertaining "Mackie Monday" blog on Facebook, "On the back of a massive 23% sales increase in March, City Electric Supply achieved its sixth consecutive year of double-digit growth in the U.S., finishing the year up 10.36% with sales of \$911 million. This is a record sales result for the company and our first time to break \$900 million in annual revenue. Our Canadian operation also achieved a record sales year breaking \$140 million CAD and growing revenues by more than 16%. The North American operations combined succeeded a major milestone by achieving more than \$1 billion in sales for the first time.

"These sales results are only made more impressive when we consider three significant headwinds that have faced our industry: significant price deflation in copper wire, continued downward pressure on LED prices, and a challenging economic environment in Canada."

In other news at CES, the company added more than \$12 million to inventory levels in the United States; launched a new website and mobile app; moved into a new corporate headquarters in Dallas; and launched a new Renewable Energies Group in North Carolina.

## I2. MAYER ELECTRIC SUPPLY

Headquarters: Birmingham, Ala. Senior executive: Nancy Collat Goedecke Sales: \$811 million, a 9.4% increase in sales from 2014. Employees: 1,150 Locations: 54 Buying/marketing group: IMARK ERP system: Oracle/JD Edwards

The big news at Mayer Electric Supply over the past year was the opening of a branch in New Orleans, La., and the volunteer work Glenn Goedecke, executive V.P. of business development, did for the National Association of Electrical Distributors (NAED), where he served as chairman. He is the third executive from Mayer to serve as the NAED chair, with Charles Collat Sr. serving in 1986-87 and Jim Summerlin serving in 1998-99. Volunteer work and community service are part of the corporate culture at Mayer, and Glenn's wife Nancy, the company's chairman and CEO, recently received an Outstanding Woman in the Community Award from the University of Alabama at Birmingham, one of the top industrial distribution programs in the country. The Collat family and in particular Nancy's parents, Charles and Patsy, have always been big supporters of UAB's distribution program. Wes Smith, Mayer's president, was also recently recognized by the University of Alabama at Birmingham National Alumni Society as their first ever Volunteer of the Year and for serving as president of the UAB alumni society.

## **I3. EIS INC.**

Headquarters: Atlanta Parent: Genuine Parts Co. Senior executive: Bob Thomas, CEO 2015 sales: \$752 million, a 1.5% increase from 2014 Locations: 33 Employees: 1,090 ERP system: SAP

EIS is a newcomer to the Top 200 list, but its significant sales in wire and cable, test and metering equipment, electrical hand tools and other industrial MRO products merit inclusion. Its line card boast familiar electrical names like AEMC, Baldor, Ideal Industries, Fluke, Klein Tools, Southwire and Thomas & Betts.

Acquired by the publicly traded General Parts Co. (GPC) in 2011, and now a subsidiary of that company, which owns brands such as NAPA automotive parts and Motion Industries, EIS has somewhat quietly acquired a stable of familiar distributors in specialty wire and cable niches, including Seacoast, Cobra and ElectroWire. In 2014, the company brought these companies into the Genuine Cable Group (GCG). In 2015, EIS added Connect-Air, a distributor of specialty wire and cable for HVAC, security and fire alarm systems.

The company attributes its growth in 2015 to its focus on growth markets and acquisitions, finding commercial, alternative energy, automotive and power generation markets strong while oil & gas, mining and general industrial markets remain soft. In 2015 the company installed a new customer-relationship management system.

Bank         Company Name         Tom / Chy         Skalz/ Produce         Resume         Instance/ Emplanes         Lineational Leadows           1         Soregon Nami Ameteia         Castestal         S.S.         Solecon Maria         Data		THI	E TOP 200 ELI		DISTRIB	JTORS		
1         Source Mutch Inertia         Darkstangin         SC         9,000,000,000         NA         1,014         David Guide           2         WESCO Informational Inc.         Pittsburgin         Pit         7,00,000,000         48,001         4208         Mutchine Mazzarabia           4         Read Holding USA (Red SA)         Datas         TX         5,322,000,000         42,02         56.0         Kurt Lehre           5         Consolidation Edictical Distributions #         Mutchin         GA         NA         6,300         Kurt Lehre           6         HD Supply Twwer Solutions #         Mutchin         GA         NA         1,333         80         Tamory Hiller           7         Antoire International         Stakie         Li         1,453,000,00         1,772         140         Mary Houndinge           9         With Stanger Inter.         Lake forest         Li         1,051,000,000         1,373         476         Twoms Reake           11         Op Electric Supply         Ballinger         NK         4.811,000,000         1,490         Bittion Control           12         Mary Electric Supply         Ballinger         NK         4.811,000,000         1,400         Bittion Contro           13         <							Number of	
1         91520 Intranstanci Inc.         915 Balas         91         7,100,000,000         8,600*         480*         Isbattee Mazanetia           3         Grayber Electric Sup         Dallas         NI         5,222,000,00         8,202         266*         Biant MeRkaj           5         Consolitater Electrical Distributos         Initig         NI         5,222,000,00         8,202         567         Biant MeRkaj           6         IID Sago/Proce Solutos 3         Mata G         MA         NA         103         Miniter International         Soluto         IL         1,857,000,000         8,70*         268         Som Zell           8         Gred States Electric         Farge         ND         MI         1,857,000,000         1,712         HAM         Mata           10         Colecerd Electric Supply         Elas Fortes         IL         1,053,000,00         1,723         HAM         Mata           10         Gredeerd Electric Supply         Biaming Mata         A         811,000,000         1,503         HA         Bate           12         Maper Electric Supply         Biaming Mata         Mata         742,000,000         1,603         HA         HA         HA         HA         HA         HA         HA	Rank	Company Name	Town/City	Province	Revenue	Employees	Locations	Senior Executive
3         England Electric La         St. Luns         M0         N4         8, 300*         293*         Kathleen Macronalis           4         Reade Hadring USA (Read SA)         Dalas         TR         5, 322,000,000         8, 202         567         Biran Medially           5         Consolidate Electrical Structures find         Matter         GA         MA         100         Burn Medially           6         H0 Supply Trues Solutios fi         Matter         GA         MA         MA         130         Junit Electric         Tamp Millor           8         Border States Electric         Farg         N0         N4         1,333         80         Tammy Millor           10         Orscent Electric Supply         East Duayae         IL         10,63,000,00         1,772         140         Mary Electric Supply           11         Org Electric Supply         Bullas         TX         1,51,000,000         1,52         Nange Electric Supply           12         Mary Electric Supply         Bullas         GA         752,000,000         1,602         Nange Electric Supply         Biran Machall         Biran Machall <t< td=""><td>1</td><td>Sonepar North America</td><td>Charleston</td><td>SC</td><td>9,600,000,000*</td><td>NA</td><td>1,014*</td><td>David Gabriel</td></t<>	1	Sonepar North America	Charleston	SC	9,600,000,000*	NA	1,014*	David Gabriel
4         Read Hadding USA (new SA)         Data         TK         5.22,200,000         8.202         9.57         Beins Metalys           5         Consolidate Electrical Distributors         Initig         TK         NA         6.200         500         Kurt Lasher           7         Autora International         Sokie         IL         Lass Ford         8,700**         294         Samer Samer           8         Border Sates Flexico         Earl         IL         NA         1.83         001         Tammy Miler           9         W.N. Sainger Inc.         Lake Forest         IL         NA         2.400***         444*         James Shan           10         Org Electric Supply         Earl Dobugoe         IL         1.051,000,000         1.712         6.41*         Renor Machine           12         More Electric Supply Inc.         Baring Mathine         Kalinta         6.41         7.200,000         1.60         3.3         Babin Borns           13         Static Gene Nakey Electric Co.         Mataton Harine Makey Electric Supply Inc.         Haring Mathine         7.42,000,000         7.46         1.83         Mathine Mathine           14         Baint Static Supply Inc.         Macaton Harine         NA         6.550,000,000	2	WESCO International Inc.	Pittsburgh	PA	7,100,000,000*	8,600*	480*	John Engel
5         Consolidadi Electrical Districtions #         Materia         CA         NA         6.200         500         Hurt Interior           6         HD Stophy Prover Solutions #         Materia         CA         IA         No.         N	3	Graybar Electric Co.	St. Louis	MO	NA	8,300*	268*	Kathleen Mazzarella
6         HB Supply Power Solutions #         Attaina         GA         NA         NA         1.30         John Tiseca           7         Avaiter International         Solute         IL         1.8770-00.000         8.700****         Solute State           8         Border States Electric         Bargo         NID         NA         1.33         Bord         Same State           10         Cressent Electric Supply         East Duboupe         IL         1.055.000.000         1.712         H44         James Branding           11         Ory Electric Supply         Barlingman         AL         811.000.000         1.750         H476         Nemes Models           12         Mayer Electric Supply         Barlingman         AL         811.000.000         1.760         H47         Blait Branding Mitche Harter Supply         Blait Branding Mitche Harter Supply No.         Blait Branding Mitche Harter Supply         Blait Branding Mitche Harter Supply         Blait Branding Mitche Harter Supply No.         Blait Branding Mitche Harter Supply No.         Blait Branding Mitche Harter Supply No.         Blait Branding Harter Harter Supply No.         Blait Branding Harter Harte	4	Rexel Holdings USA (Rexel SA)	Dallas	ТХ	5,322,000,000	8,202	567	Brian McNally
Anter         Instacts         Static         IL         1,857,000,000         8,700**         296*         Sam Zell           B         Dorder States Electric         Frago         ND         NN         1,033         8,00         Tammy Miller           10         Decessont Electric Supply         East Disurge         IL         1,063,000,000         1,772         14.00         Marry Burningtan           11         Ope Electric Supply         Birningtam         AL         811,000,000         1,755         54         Namy Galat Gaedecke           13         Birn (Electric Supply         Birningtam         AL         811,000,000         1,42         Birn Birningtam         AL         811,000,000         1,42         Birningtam         Birningtam         AL         613,000,000         1,43         Balat Electric Supply Co.         Barningtam         AL         613,000,000         746         23         Danats Supply Co.         Barningtam         AL         613,000,000         746         23         Danats Supply Co.         Barningtam         AL         614,000,000         746         23         Danats Supply Co.         Barningtam         AL         Farningtam         AL         Farningtam         AL         Farningtam         AL         Farningtam         AL </td <td>5</td> <td>Consolidated Electrical Distributors</td> <td>Irving</td> <td>ТХ</td> <td>NA</td> <td>6,200</td> <td>500</td> <td>Kurt Lasher</td>	5	Consolidated Electrical Distributors	Irving	ТХ	NA	6,200	500	Kurt Lasher
8         Border States Bectric         Farge         ND         NA         1.833         80         Tammy Miller           9         Wik Gainger Inc.         Late Decayee         IL         NA         24,400**         484*         James Ryan           10         Cressent Elictic Supply         Ballas         TX         10,65,000,000         1,725         440         Marry Burtindge           11         Cip Bertric Supply         Ballas         TX         10,65,000,000         1,600         33         Bab Incons           12         Mayer Excitr.Supply         Atlanta         64         752,000,000         1,600         1,42         Ball Eliott           13         EStinc.(Guine Marks Ca.)         Mardisen Height         MI         675,000,000         7,66         2,33         Deniald Sominak, Iz           14         Eliott Electric Supply Ca.         Mardisen Height         MI         556,000,000         405         1,43         Chennes Martin           17         State Electric Supply Ca.         Mardisen Height         MI         NA         NA         1,43         Chennes Martin           19         Turtle & Hughes Inc.         Linder         NJ         NA         NA         1,44         Linderin NJ	6	HD Supply Power Solutions #	Atlanta	GA	NA	NA	130	John Tisera
9         W.W. Grainger Inc.         Lake Forest         IL         NA         24 400***         484*         James Ryan           10         Conservert Electric Supply         East Duruque         IL         1.065,000,000         7.772         140         Mary Electric Supply           13         EDS Inc. (Security Supply)         Balins         AL         811,000,000         1,50         54         Narry Collat Codeckcle           13         EDS Inc. (Security Supply Inc.         Narcogloches         TK         722,000,000         1,60         142         Bill Ellint           14         Ellist Cleartic Supply Inc.         Narcogloches         TK         722,000,000         7,66         23         Dorald Sominski, Ir.           15         Markangtion McKay Electric Co.         Satte Electric Supply Co.         Humington         NA         44.4         47.455,000         635         34         Peter Lemman           16         Reynolds Co., The         Fargip         ND         NA         NA         33         Todd Kumm           17         State Electric Supply Co.         Kardal Electric Supply Coup         Fargip         ND         NA         44         Satte Fargin         ND         NA         NA         39         Marcin Rany <t< td=""><td>7</td><td>Anixter International</td><td>Skokie</td><td>IL</td><td>1,857,000,000*</td><td>8,700**</td><td>296*</td><td>Sam Zell</td></t<>	7	Anixter International	Skokie	IL	1,857,000,000*	8,700**	296*	Sam Zell
10         Crescent Electric Supply         East Dubaque         II.         1.063.00.000         1.772         140         Marty Burbridge           11         Oty Electric Supply         Dallas         TX         1.051.00.000         1.750         54         Marry Clait Codecke           13         Els Inc (Genuine Parts Ca)         Alarta         GA         752.00.000         1.090         33         Boh Thomas           14         Ellist Elscric Supply Inc.         Nacogdoches         TX         742.00.000         1.600         146         23         Dorald Stommski, Ir.           15         Melagine Micklys Electric Ca.         Madison Heights         M         67.000.000         405         18         Warth Spandat           19         Turtle & Hughes Inc.         Linden         NJ         NA         NA         33         Tod Karm           20         Dealers Electric Supply Co.         Fargo         ND         NA         NA         33         Tod Karm           21         Dealers Electric Supply Co.         Fargo         ND         NA         NA         33         Tod Karm           22         Kendal Electric Cinc.         Portage         MI         NA         NA         34         Sott Electric Supply Co. Inc. </td <td>8</td> <td>Border States Electric</td> <td>Fargo</td> <td>ND</td> <td>NA</td> <td>1,838</td> <td>80</td> <td>Tammy Miller</td>	8	Border States Electric	Fargo	ND	NA	1,838	80	Tammy Miller
11         Oty Electric Supply         Delias         TX         1,051,000,000         2,736         476         Thomas Mackie           12         Mayer Electric Supply         Bimingham         AL         611,000,000         1,150         54         Nanzy Collat GoodColl           13         Els Inc, (Genine Parts Co.)         Atlatta         GA         752,000,000         1,600         142         Bill Ellort           14         Ellort Electric Supply Inc.         Nanzgotches         TK         742,000,000         1,600         142         Built Ellort           15         McNaughton McKay Electric Co.         Madagiton MCKay Electric Supply Co.         Hurington         WV         NA         MA         43         Oarence Martin           18         North Coast Electric Co.         Seattle         WA         474,552,000         635         34         Peter Lemman           19         Turtide Allages Inc.         Linden         NA         NA         MA         33         Todd Kamm           20         Daolos Supply Group         Fargo         ND         NA         NA         30         Martin Ranly           21         Delates Electric Supply Co         Rand         ND         NA         MA         30         Martin	9	W.W. Grainger Inc.	Lake Forest	IL	NA	24,400**	484*	James Ryan
12         Mayer Electric Supply         Birmingham         AL         811,000,000         1,150         54         Nancy Callat Gaedcake           13         Ellotter, Glenuine Parts Cu, )         Atlanta         GA         752,000,000         1,060         1.42         Bill Ellott           14         Ellotter, Ellotter, Supply func.         Nancogtoches TIX         7742,000,000         405         18         Watt Reproteds           15         MerNaugkton Mickay Electric Cu.         Madison Heights         MI         678,000,000         405         18         Watt Reproteds           16         Rayonds Cu, Tie         Fort Worth         TX         5550,000         635         34         Peter Lemman           19         Turtle & Hughes Inc.         Linden         NJ         NA         NA         18         Jayne Millard           20         Dealers Supply Group         Fargo         NO         NA         NA         14         3         Todd furmin           21         Dealers Electric Supply Co.Inc.         Albusureque         NA         NA         NA         14         Sout Braceric Supply Co.Inc.         Houston         TK         NA         504         Sout Braceric Supply Co.Inc.         Houston         TK         NA         504<	10	Crescent Electric Supply	East Dubuque	IL	1,063,000,000	1,772	140	Marty Burbridge
13         Eb Inc. (Genuine Parts Co.)         Atlanta         GA         752,000,000         1,090         33         Bob Ihomas           14         Elliot Electric Supply Inc.         Nacogdoches         TX         742,000,000         1,600         142         Bill Elliott           15         Menagement Markoy Electric Co.         Huntington         W         NA         NA         44         30         Darandt Sominski, Ir.           16         Reynolds Co., The         Fort Worth         TK         555,000,000         405         18         Walt Reynolds           17         State Electric Co.         Seattle         WA         NA         A4         43         Carence Martin           18         North Coast Electric Co.         Seattle         WA         NA         A4         50         Hydre Internation           19         Tortle & Highes Inc.         Linden         NJ         NA         NA         A4         Soft Reverse         Soft Re	11	City Electric Supply	Dallas	ΤХ	1,051,000,000	2,736	476	Thomas Mackie
14     Eliot Electric Supply Inc.     Nacogdoches     TX     742,000,000     1,600     142     Bill Eliott       15     McNaughton McKy Plectric Co.     Madison Heights     Mill     678,000,000     746     23     Donald Slominski, Ir.       16     Reynolics     Fort Writh     TX     555,000,000     746     23     Donald Slominski, Ir.       17     State Electric Supply Co.     Huntington     WV     NA     NA     43     Clarence Martin       18     North Coast Electric Co.     Seattle     WA     474,552,000     635     34     Peter Lemman       19     Turtis & Alightes Inc.     Linden     NU     NA     NA     33     Todd Kumm       20     Dakota Supply Group     Fargo     ND     NA     NA     64     Scott Bracey       21     Dealers Electric Supply Co. Inc.     Albuquerque     NM     425,947,985     760     26     Victor Jury, Jr.       23     Summit Electric Supply Co. Inc.     Houston TX     NA     NA     12     Bob Burno       24     Wholesale Electric Supply Co. Inc.     Houston TX     NA     528     39     James Risk III       25     Kaman Manotano Oratok Elergy (Kaman Oza)     Lafayette     IN     NA     528     39	12	Mayer Electric Supply	Birmingham	AL	811,000,000	1,150	54	Nancy Collat Goedecke
15         McNaughton McKay Electric Co.         Madison Heights         MI         678,000,000         746         23         Donald Slominski, Jr.           16         Reynolds Co., The         Fort Worth         TX         555,000,000         403         18         Wat Reynolds           17         State Electric Supply Co.         Huntington         WV         NA         NA         43         Clarence Martin           18         North Coast Electric Supply Co.         Seattle         WA         474,552,000         635         34         Peter Lemman           19         Turlle & Hughes Inc.         Linden         NJ         NA         NA         133         Todd Kumm           20         bakota Supply Group         Fargo         ND         NA         NA         33         Todd Kumm           21         Dealers Electric Supply Co. Inc.         Albuquerque         NM         429,47,985         760         26         Victor Jury, Jr.           24         Wohcesale Electric Supply Co. Inc.         Albuques rugue         NM         429,47,985         760         26         Victor Jury, Jr.           24         Wohcesale Electric Supply Co. Inc.         Albuquerque         NA         NA         NA         12         Bob Brune	13	EIS Inc. (Genuine Parts Co.)	Atlanta	GA	752,000,000	1,090	33	Bob Thomas
16Reynolds Co., TheFort WorthTX556,000,00040518Walk Reynolds17State Electric Supply Co.HuntingtonWVNANA43Clarence Martin18Noth Coast Electric Co.Seatt Walk474,552,000655340Peter Lemnan19Turtle & Hughes Inc.LindenNJNANA19Jayne Millard20Deakets Supply GoupFargoNDNANA33Todd Karm21Dealers Electric Supply Co.PhotageMINANA39Martin Ranly23Summit Electric Supply Co. Inc.AlbaquerqueNM425,947,98576026Victor Juny, Ir.24Wholese Electric Supply Co. Inc.AlbaquerqueNM787026Victor Juny, Ir.25Karnan Automation Control & Energe (Kanan Cop.)BloomfieldCTNA500***27Neal Keating26Kirty Nisk Electrical Supply (Nithy Risk Corp.)LafayetteINNA52439James Pokluda III27HoustonCodar RapidsIA308,100,00047014Lura MeBridde28Main Electric Supply Co.Santa AnaCANA50021Viple Spader29IPOK (Industrial Electric Wire & Cable)New BerlinWI28,000,00042413James Pokluda III29IPOK (Industrial Electric Supply Co.AngeltonMi263,743.09942212Lyrn MeElonad </td <td>14</td> <td>Elliott Electric Supply Inc.</td> <td>Nacogdoches</td> <td>ТХ</td> <td>742,000,000</td> <td>1,600</td> <td>142</td> <td>Bill Elliott</td>	14	Elliott Electric Supply Inc.	Nacogdoches	ТХ	742,000,000	1,600	142	Bill Elliott
16Reynolds Co., TheFort WorthTX556,000,00040518Walk Reynolds17State Electric Supply Co.HuntingtonWVNANA43Clarence Martin18Noth Coast Electric Co.Seatt Walk474,552,000655340Peter Lemnan19Turtle & Hughes Inc.LindenNJNANA19Jayne Millard20Deakets Supply GoupFargoNDNANA33Todd Karm21Dealers Electric Supply Co.PhotageMINANA39Martin Ranly23Summit Electric Supply Co. Inc.AlbaquerqueNM425,947,98576026Victor Juny, Ir.24Wholese Electric Supply Co. Inc.AlbaquerqueNM787026Victor Juny, Ir.25Karnan Automation Control & Energe (Kanan Cop.)BloomfieldCTNA500***27Neal Keating26Kirty Nisk Electrical Supply (Nithy Risk Corp.)LafayetteINNA52439James Pokluda III27HoustonCodar RapidsIA308,100,00047014Lura MeBridde28Main Electric Supply Co.Santa AnaCANA50021Viple Spader29IPOK (Industrial Electric Wire & Cable)New BerlinWI28,000,00042413James Pokluda III29IPOK (Industrial Electric Supply Co.AngeltonMi263,743.09942212Lyrn MeElonad </td <td>15</td> <td>McNaughton McKay Electric Co.</td> <td>-</td> <td>s MI</td> <td>678,000,000</td> <td>746</td> <td>23</td> <td>Donald Slominski, Jr.</td>	15	McNaughton McKay Electric Co.	-	s MI	678,000,000	746	23	Donald Slominski, Jr.
17       State Electric Supply Co.       Huntington       WV       NA       NA       43       Clarence Martin         18       North Coast Electric Co.       Seattle       WA       474,552,000       635       34       Peter Lemman         19       Turtle & Haghes Inc.       Linden       NJ       NA       NA       19       Jayne Milliard         20       Dakata Supply Group       Farge       ND       NA       NA       33       Iddd Kumm         21       Dealers Electric Supply Co. Inc.       Abougerue       NM       425,947,985       760       26       Victor Jayn, J.         22       Kendal Electric Supply Co. Inc.       Abougerue       NM       425,947,985       760       26       Victor Jayn, J.         24       Wholesale Electric Supply Co. Of Houston Inc.       Houston       TX       NA       NA       12       Bob Bruno         25       Kaman Adomation Control & Energy (Kaman Corp.)       Laforgette       IN       NA       528       39       James Risk III         26       Kithy Risk Electrica Supply (Griy Risk Corp.)       Laforgette       IN       NA       50       11       Socatterna         27       Heuston       TX       308,130,000       244	16	Reynolds Co., The			556,000,000	405	18	Walt Reynolds
18North Coast Electric Co.SeattleWA474,552,00063534Peter Lemman19Turlle & Hughes Inc.LindenNJNANA19Jayne Millard20Dakota Supply GroupFargeNDNANA19Jayne Millard21Dealers Electric Supply CoupWacoTXNANA64Soctt Bracey22Kendall Electric Inc.PortageMINANA94Martin Ranly23Summit Electric Supply Co. Inc.AlbuquerqueNM425,947,98576026Victor Juny, Jr.24Wholesale Electric Supply Co. Inc.HoustonTXNANA12Bob Bruno25Kaman Automation Control & Energy (Kaman Corp.)EleonfieldCTNA50**27Neal Keating26Kirdy Risk Electric Supply CoSatta AnaCANA35011Sactt Germann27Houston Wire & Cable Co.HoustonTX308,130,00024413James Pokluda III27Houston Wire & Cable Co.HoustonTX308,130,000244Sactt Germann28Main Electric Supply CoSatta AnaCANA140Lura Medride29IEWC (Industrial Electric Wire & Cable)New BerlinWINA150244Steve Bellwart20Undustrial Electric Supply Co.AppletonWI263,743,09942212Lynn MacDonald30Otim Cable Corp.Mere			Huntington	WV	NA		43	Clarence Martin
19Turtle & Hughes Inc.LindenNJNANANA19Jayne Millard20Dakota Supph (ForupFargoNDNANANA33Todd Kumm21Dealers Electric Supph (StrupWacoTXNANA64Scott Bracey22Kendall Electric Inc.PortageMINANANA39Martin Rahly23Summit Electric Supph Co. Inc.AlbuquerqueNM425,947,98576026Victor Jury, Jr.24Wholesale Electric Supph Co. of Houston Inc.HoustonTXNA500**27Neat Keating26Karan Alunonio Control & BioomfieldCINA500**27Neat Keating26Kirby Risk Electrica Supph (Kirby Risk Corp.)LafayetteINNA52839James Pikkula III27Houston Wire & Cable Co.HoustonTX308,130,00024413James Pikkula III28Main Electric Supph CoSanta AnaCANA35011Scott Germann29IEVC (Industrial Electric Wire & Cable)New BerlinWINANA12Kyle Spader30Van Meter Inc.Cedar RapidsIA280,000,000470144Lura McBride31Colonial Electric Supply Co.AppletonWI223,743,09942212Lura McBride32Warer Electric Supply Co.AppletonWI237,43,09942212Lura McBride			0					
20Dakota Supply GroupFargoNDNANANA33Todd Kumm21Dealers Electric SupplyWacoTXNANA64Scott Bracey22Kendall Electric Inc.PortageMINANA39Martin Rahy23Summit Electric Supply Co. Inc.AlbugerqueNIMX424/98576026Victor Juny, Ict24Wholesale Electric Supply Co. of Houston Inc.HoustonTXNANA12Bob Bruno25Kirty Risk Electrical Supply (Kirty Risk Corp.)LafayetteINNA52839James Risk III26Kirty Risk Electrical Supply (Kirty Risk Corp.)LafayetteINNA52839James Risk III27Houston Wire & Cable Co.HoustonTX306,100,00024413Scott Germann29IEVC (Industrial Electric Supply CoSanta AnaCANA55024Steve Belwoar31Colonial Electric Supply Co.AppletonWI263,743,09942212Lym MacDonald33Winsupply Inc.DaytonDaytonOHNANA15Jack Johnston34St Electrical Engineering & Equipment Co.West ChesterPANA22113Jeff Stord35Ormi Cable Corp.West ChesterPANA22113Jeff Stord36Betrical Engineering & Equipment Co.Electrice Supply Che Group Inc.)Council BluftsIA <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
21Dealers Electric SupplyWacoTXNANANA64Scott Bracey22Kendall Electric Inc.PortageMINANA39Martin Ranly23Summit Electric Supply Co. Inc.AlbuquerqueNM425,947,98576026Victor Jury, Jr.24Wholesale Electric Supply Co. of Houston Inc.HoustonTXNANA12Bob Bruno25Kaman Automation Control & Energy (Kaman Cop.)EladyetteINNA52839James Risk III26Kirby Risk Electrical Supply Co.Gasta AnaCANA35011Scott Germann29IEWC (Industrial Electric Wire & Cable)New BerlinWINANA12Kyle Spader30Van Meter Inc.Cedra RapidsIA280,000,00047014Lura McBride31Colonial Electric Supply Co.AppletonWI263,743,09942212Lyn MacDonald33Winsupply Inc.DaytonOHNANA15Jeff Storud3434 Electric Supply (Cho Group Inc.)Couril BluffsIANA22113leff Stegfried35Gorni Cable Copp.Went FleightsIANA38617Mitch Lane3434 Electrical Supply (Cho Group Inc.)Couril BluffsIANA386147Mitch Lane35Echo Electrica Supply (Cho Group Inc.)Couril BluffsIANA38617Mitch Lane <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>•</td>								•
22Kendall Electric Nur.PortageMINANA39Martin Rany23Summit Electric Supply Co. Inc.AlbuquerqueNM425,947,98576026Victor Jury, Jr.24Wholesale Electric Supply Co. of Houston Inc.HoustonTXNANA12Bob Brano25Kanan Automation Control & Energy (Kanan Corp.)BloomfieldCINA500**27Neat Keating26Kirby Risk Electrical Supply (Grithy Risk Corp.)LafayetteINNA52839James Rokkuda III27Houston Wire & Cable Co.HoustonTX306,130,00024413James Pokluda III28Main Electric Supply CoSanta AnaCANA35011Scott German29IEWC (Industrial Electric Wire & Cable)New BerlinWINANA12Klye Spader30Van Meter Inc.Cedar RapidsIA280,000,00047014Lura McBride31Colonial Electric Supply Co.AppletonWI263,743,09942212Lynn MacDonald33Winsupply Inc.DayonOHNANA15Jeff Storud3435Electric Supply (Ech Group Inc.)Council BluffsIANANA15Jeff Storud35Ormi Cable Corp.West ChesterPANA22113Jeff Storud36Bachtine SupplyFearkanaTXNA380144Buddy McCalloch								
23Summit Electric Supply Co. Inc.AlbuquerqueNM425,947,98576026Victor Jury, Jr.24Wholesale Electric Supply Co. of Houston Inc.HoustonTXNANA12Bob Bruno25Karnan Automation Control & Energy (Karnan Corp.)BioomfieldCTNA500**27Neal Keating26Kirly Risk Electrical Supply (Kirby Risk Corp.)LafayetteINNA52839James Risk III27Houston Wire & Cable Co.HoustonTX306,130,00024413James Pokludal III28Main Electric Supply CoSanta AnaCANA35011Scott Germann29IEWC (Industrial Electric Wire & Cable)New BerlinWINANA12Kyle Spader30Van Meter Inc.Cedar RapidsIA280,000,00047014Lura McBride31Colonial Electric Supply Co.AppletonWI263,743,09942212Lym MacDonald33Winsupply Inc.DaytonOHNA495108Jack Johnston3432 Electrica Engineering & Equipment Co.Windsor HeightsIANA13Jaff Slegfrid35Omri Cable Cop.West ChesterPANA22113Jaff Slegfrid36Echo Electric Supply (Echo Group Inc.)Council BluffsIANA38044Buddy McCulloch36Steiner Electric Co.El Grove WilageILNANA8 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
24Wholesale Electric Supply Co. of Houston Inc.HoustonTXNANA12Bob Bruno25Karnan Automation Control & Energy (Karnan Corp.)BloomfieldCTNA500**27Neal Keating26Kirby Risk Electrical Supply (Kirby Risk Corp.)LafayetteINNA52839James Pokluda III27Houston Nire & Cable Co.HoustonTX308,130,00024413James Pokluda III28Main Electric Supply CoSanta AnaCANA35011Scott Germann29IEWC (Industrial Electric Wire & Cable)New BerlinWINANA12Kyle Spader30Van Meter Inc.Cedar RapidsIA2800,00047014Lura McBride31Colonial Electric Supply Co.AppletonWI867,743,09942212Lyn MacDonald33Winsupply Inc.DaytonOHNA495108Jaeck Johnston3435Electric Supply (Ech Group Inc.)Council BurtisIANA12Jeff Strudu35Omni Cable Corp.West ChesterPANA22113Jeff Strudu36Etch Electric Supply (Ech Group Inc.)Council BurtisIANA38044Buddy McCulloch36Steiner Electric Co.Elk Grove VillageILNANA8Rick Kerman37Wholesale Electric SupplyTexarkanaTXNA38044Buddy McCulloch			<u> </u>					
25Kaman Automation Control & Energy (Kaman Corp.)BloomfieldCTNA500**27Neal Keating26Kirby Risk Electrical Supply (Kirby Risk Corp.)LafayetteINNA52839James Risk III27Houston Wire & Cable Co.HoustonTX308,130,00024413James Pokluda III28Main Electric Supply CoSanta AnaCANA35011Scott Germann29IEUC (Industrial Electric Wire & Cable)New BerlinWINANA12Kyle Spader30Van Meter Inc.Cedar RapidsIA280,000,00047014Lura McBride31Colonial Electric Supply CoKing of PrussiaPANA55024Steve Bellwoar32Werner Electric Supply Co.AppletonWI263,743,09942212Lynn MacDonald33Wirnsupply Inc.DaytonOHNA495108Jack Johnston3435Electrical Engineering & Equipment Co.Windsor HeightsIANA15Jeff Stord35Omni Cable Corp.West ChesterPANA22113Jeff Stord36Echo Electric Supply (Echo Group Inc.)Council BluffsIANA38044Buddy McCulloch36Steiner Electric Co.Elk Grove VillageILNANA8Rick Kerman37Wholesale Electric SupplyTexaknanTXNA38011Bohshapiro </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>-</td>								-
26Kirby Risk Electrical Supply (Kirby Risk Corp.)LafayetteINNA52839James Risk III27Houston Wire & Cable Co.HoustonTX308,130,00024413James Pokluda III28Main Electric Supply CoSanta AnaCANA35011Scott Germann29IEWC (Industrial Electric Wire & Cable)New BerlinWINANA12Kyle Spader30Van Meter Inc.Cable)New BerlinWI280,000,00047014Lura McBride31Colonial Electric Supply Co.King of PrussiaPANA55024Steve Bellwoar32Werner Electric Supply Co.AppletonWI263,743,09942212Lynn MacDonald33Winsupply Inc.DaytonOHNA495108Jack Johnston3435 Electrical Engineering & Equipment Co.Windsor HeightsIANA15Jeff Stroud35Omni Cable Corp.West ChesterPANA38017Mitch Lane36Electric Supply (Echo Group Inc.)Council BluffsIANA38044Buddy McCulloch38Steiner Electric Co.Elk Grove VillageILNANA8Rick Kerman39Werner Electric SupplyTearkanaTXNA38017Mitch Lane31Sheape Electric Co.Elk Grove VillageILNANA8Rick Kerman39Werner								
27Houston Wire & Cable Co.HoustonTX308,130,00024413James Pokluda III28Main Electric Supply CoSanta AnaCANA35011Scott Germann29IEWC (Industrial Electric Wire & Cable)New BerlinWINANA12Kyle Spader30Van Meter Inc.Cedar RapidsIA280,00,00047014Lura McBride31Colonial Electric Supply CoKing of PrussiaPANA55024Steve Bellwoar32Werner Electric Supply Co.AppletonWI263,743,09942212Lynn MacDonald33Winsupply Inc.DaytonOHNA495108Jack Johnston3432 Electrical Engineering & Equipment Co.Windsor HeightsIANANA15Jeff Stroud35Omni Cable Corp.West ChesterPANA22113Jeff Stroud36Echo Electric Supply (Echo Group Inc.)Council BluffsIANA39617Mitch Lane37Wholesale Electric Co.Elk Grove VillageILNA38044Buddy McCullcoh38Steiner Electric Co.Elk Grove VillageILNA35017Ben Granley40Rumsey Electric Co.ConshohockenPA223,000,0003297Ben Granley41Sheaply Electrical Wholesalers Inc.WortealQUNA48021Bob Shapiro42Frank			,					-
28Main Electric Supply CoSanta AnaCANA35011Scott Germann29IEWC (Industrial Electric Wire & Cable)New BerlinWINANA12Kyle Spader30Van Meter Inc.Cedar RapidsIA280,000,00047014Lura McBride31Colonial Electric Supply Co.King of PrussiaPANA55024Steve Bellwoar32Werner Electric Supply Co.AppletonWI263,743,09942212Lynn MacDonald33Winsupply Inc.DaytonOHNA495108Jack Johnston3435 Electrical Engineering & Equipment Co.Windsor HeightsIANANA15Jeff Strout35Omni Cable Corp.West ChesterPANA22113Jeff Stegried36Echo Electric Supply (Echo Group Inc.)Council BluffsIANA39617Mitch Lane37Wholesale Electric Co.Elk Grove VillageILNA38044Buddy McCulloch38Steiner Electric Co.Elk Grove VillageILNA35017Bein Bludtrical Holesalers Inc.40Rumsey Electric Co.ConshohockenPA224,000,0003297Ben Granley41Sheal Plectrical Molesalers Inc.MontrealQUNA48021Boo Shapiro42Franklin Empire Inc.MontrealQUNA48021Beorda Linbra44 <td< td=""><td></td><td></td><td>-</td><td></td><td></td><td></td><td></td><td></td></td<>			-					
29IEWC (Industrial Electric Wire & Cable)New BerlinWINANA12Kyle Spader30Van Meter Inc.Cedar RapidsIA280,000,00047014Lura McBride31Colonial Electric Supply CoKing of PrussiaPANA55024Steve Bellwoar32Werner Electric Supply Co.AppletonWI263,743,09942212Lynn MacDonald33Winsupply Inc.DaytonOHNA495108Jack Johnston3435 Electrical Engineering & Equipment Co.Windsor HeightsIANANA15Jeff Stegfried36Echo Electrica Supply (Echo Group Inc.)Council BluffsIANA39617Mitch Lane37Wholesale Electric Co.Elk Grove VillageILNANA88Rick Kerman39Werner Electric Co.Elk Grove VillageILNANA869Gerald Lihota41Shealy Electrical Wholesalers Inc.West ColumbiaSCNA35017Jim Bievins42Franklin Empire Inc.MontrealQUNA48021Bob Shapiro43United Electric SupplyNew CastleDE204,000,00034021George Vonvick44Gresco Utility Supply Inc.ForsythGA192,000,0001267Stewe Graming45Shepherd Electric SupplyNew CastleDE204,000,00034021George Vonvick								
30Van Meter Inc.Cedar RapidsIA280.000,00047014Lura McBride31Colonial Electric Supply Co.King of PrussiaPANA55024Steve Bellwoar32Werner Electric Supply Co.AppletonWI263,743,09942212Lynn MacDonald33Winsupply Inc.DaytonOHNA495108Jack Johnston343E Electrical Engineering & Equipment Co.Windsor HeightsIANANA15Jeff Stroud35Omni Cable Corp.West ChesterPANA22113Jeff Siegfried36Echo Electric Supply (Echo Group Inc.)Council BluffsIANA38044Buddy McCulloch37Wholesale Electric Co.Elk Grove VillageILNA38044Buddy McCulloch38Steiner Electric Co.ConshohockenPA223,000,0003297Ben Granley40Rumsey Electric Co.ConshohockenPA223,000,0003069Gerald Lihota41Shealy Electrical Wholesalers Inc.West ColumbiaSCNA35017Jim Blevins42Franklin Empire Inc.MontrealQUNA48021Bob Shapiro43United Electric Supply Inc.ForsythGA192,000,00034021George Vonvick44Gresco Utility Supply Inc.ForsythGA192,000,0001267Steve Granling45 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
31Colonial Electric Supply Co.King of PrussiaPANA55024Steve Bellwoar32Werner Electric Supply Co.AppletonWI263,743,09942212Lynn MacDonald33Winsupply Inc.DaytonOHNA495108Jack Johnston343E Electrical Engineering & Equipment Co.Windsor HeightsIANANA15Jeff Stroud35Omni Cable Corp.West ChesterPANA22113Jeff Siegfried36Echo Electric Supply (Echo Group Inc.)Council BluffsIANA39617Mitch Lane37Wholesale Electric Co.Elk Grove VillageILNA38044Buddy McCulloch38Steiner Electric Co.Elk Grove VillageILNANA8Rick Kerman39Werner Electric Co.ConshohockenPA223,000,0003297Ben Granley40Rumsey Electric Co.ConshohockenPA223,000,0003069Geral Lihota41Shealy Electrical Wholesalers Inc.West ColumbiaSCNA35017Jim Blevins42Franklin Empire Inc.MontrealQUNA48021Bob Shapiro43United Electric SupplyNew CastleDE204,000,00034021George Vowick44Gersco Utilify Supply Inc.ForsythGA192,000,0001267Steve Gramling45Shephe								
32Werner Electric Supply Co.AppletonWI263,743,09942212Lynn MacDonald33Winsupply Inc.DaytonOHNA495108Jack Johnston343E Electrical Engineering & Equipment Co.Windsor HeightsIANANA15Jeff Stroud35Omni Cable Corp.West ChesterPANA22113Jeff Siegfried36Echo Electric Supply (Echo Group Inc.)Council BluffsIANA39617Mitch Lane37Wholesale Electric SupplyTexarkanaTXNA38044Buddy McCulloch38Steiner Electric Co.Elk Grove VillageILNANA8Rick Kerman39Werner Electric Co.Elk Grove VillageILNANA8Rick Kerman39Werner Electric Co.ConshohockenPA223,000,0003297Ben Granley40Runsey Electrica Wholesalers Inc.West ColumbiaSCNA35017Jim Blevins41Shealy Electric SupplyNew CastleDE204,000,00034021Bob Shapiro43United Electric SupplyForsythGA192,000,0001267Steve Gramling44Gresco Utility Supply Inc.ForsythGA192,000,0001267Steve Gramling45Shepherd Electric SupplyBaltimoreMD189,341,6842334Stuart Vogel46Dominion Ele								
33Winsupply Inc.DaytonOHNA495108Jack Johnston343E Electrical Engineering & Equipment Co.Windsor HeightsIANANA15Jeff Stroud35Omni Cable Corp.West ChesterPANA22113Jeff Siegfried36Echo Electric Supply (Echo Group Inc.)Council BluffsIANA39617Mitch Lane37Wholesale Electric SupplyTexarkanaTXNA38044Buddy McCulloch38Steiner Electric Co.Elk Grove VillageILNANA8Rick Kerman39Werner Electric Co.ConshohockenPA223,000,0003297Ben Granley40Rumsey Electric Co.ConshohockenPA223,000,0003069Gerald Lihota41Shealy Electrica Wholesalers Inc.West ColumbiaSCNA35017Jim Blevins42Franklin Empire Inc.MontrealQUNA48021Bob Shapiro43United Electric SupplyNew CastleDE204,000,00034021George Vorwick44Gresco Utility Supply Inc.ForsythGA192,000,0001267Steve Gramling45Shepherd Electric SupplyArtingtonVANA2709Richard Sharlin46Dominion Electric Supply Corp.SomersetNJNANA9Chris Kroese48Gaffney-Kroese Electrical Sup								
343E Electrical Engineering & Equipment Co.Windsor HeightsIANANA15Jeff Stroud35Omni Cable Corp.West ChesterPANA22113Jeff Siegfried36Echo Electric Supply (Echo Group Inc.)Council BluffsIANA39617Mitch Lane37Wholesale Electric SupplyTexarkanaTXNA38044Buddy McCulloch38Steiner Electric Co.Elk Grove VillageILNANA8Rick Kerman39Werner Electric Co.Cottage GroveMN224,000,0003297Ben Granley40Rumsey Electric Co.ConshohockenPA223,000,0003069Gerald Lihota41Shealy Electrical Wholesalers Inc.West ColumbiaSCNA35017Jim Blevins42Franklin Empire Inc.MontrealQUNA48021Bob Shapiro43United Electric SupplyNew CastleDE204,000,00034021George Vorwick44Gresco Utility Supply Inc.ForsythGA192,000,0001267Steve Gramling45Shepherd Electric SupplyArlingtonVANA2709Richard Sharlin46Dominion Electric Supply Corp.SomersetNJNAA2,320**David Florress48Gaffney-Kroese Electrical Supply Corp.SomersetNJNAA9Chris Kroese49 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>								
35Omni Cable Corp.West ChesterPANA22113Jeff Siegfried36Echo Electric Supply (Echo Group Inc.)Council BluffsIANA39617Mitch Lane37Wholesale Electric SupplyTexarkanaTXNA38044Buddy McCulloch38Steiner Electric Co.Elk Grove VillageILNANA8Rick Kerman39Werner ElectricCottage GroveMN224,000,0003297Ben Granley40Rumsey Electric Co.ConshohockenPA223,000,0003069Gerald Lihota41Shealy Electrica Wholesalers Inc.West ColumbiaSCNA35017Jim Blevins42Franklin Empire Inc.MontrealQUNA48021Bob Shapiro43United Electric SupplyNew CastleDE204,000,00034021George Vorvick44Gresco Utility Supply Inc.ForsythGA192,000,0001267Steve Gramling45Shepherd Electric SupplyArlingtonVANA2709Richard Sharlin47Fastenal Co.WinonaMNNA20,746**2,320**David Florness48Gaffney-Kroese Electrical Supply Corp.SomersetNJNANA9Chris Kroese49Kriz-Davis Co.Grand IslandNE172,750,00025518Timothy Berry50TEC Manufacturing and Distribution		117	-					
36Echo Electric Supply (Echo Group Inc.)Council BluffsIANA39617Mitch Lane37Wholesale Electric SupplyTexarkanaTXNA38044Buddy McCulloch38Steiner Electric Co.Elk Grove VillageILNANA8Rick Kerman39Werner Electric Co.Cottage GroveMN224,000,0003297Ben Granley40Rumsey Electric Co.ConshohockenPA223,000,0003069Geral Lihota41Shealy Electrical Wholesalers Inc.West ColumbiaSCNA35017Jim Blevins42Franklin Empire Inc.MontrealQUNA48021Bob Shapiro43United Electric SupplyNew CastleDE204,000,00034021George Vorwick44Gresco Utility Supply Inc.ForsythGA192,000,0001267Steve Gramling45Shepherd Electric SupplyBaltimoreMD189,341,6842334Stuart Vogel46Dominion Electric Supply Corp.SomersetNJNA2709Richard Sharlin47Fastenal Co.WinonaMNNA20,746**2,320**David Flormess48Gaffney-Kroese Electrical Supply Corp.SomersetNJNANA9Chris Kroese49Kriz-Davis Co.Grand IslandNE172,750,00025518Timothy Berry50TEC Manufactur			, in the second s					
37Wholesale Electric SupplyTexarkanaTXNA38044Buddy McCulloch38Steiner Electric Co.Elk Grove VillageILNANA8Rick Kerman39Werner ElectricCottage GroveMN224,000,0003297Ben Granley40Rumsey Electric Co.ConshohockenPA223,000,0003069Gerald Lihota41Shealy Electrical Wholesalers Inc.West ColumbiaSCNA35017Jim Blevins42Franklin Empire Inc.MontrealQUNA48021Bob Shapiro43United Electric SupplyNew CastleDE204,000,00034021George Vorwick44Gresco Utility Supply Inc.ForsythGA192,000,0001267Steve Gramling45Shepherd Electric SupplyBaltimoreMD189,341,6842334Stuart Vogel46Dominion Electric SupplyArlingtonVANA20,746**2,320**David Florress48Gaffney-Kroese Electrical Supply Corp.SomersetNJNANA9Chris Kroese49Kriz-Davis Co.Grand IslandNE172,750,00025518Timothy Berry50TEC Manufacturing and Distribution ServicesGeorgetownTX171,000,0008025Johnny Andrews								U U
38Steiner Electric Co.Elk Grove VillageILNANA8Rick Kerman39Werner ElectricCottage GroveMN224,000,0003297Ben Granley40Rumsey Electric Co.ConshohockenPA223,000,0003069Gerald Lihota41Shealy Electrical Wholesalers Inc.West ColumbiaSCNA35017Jim Blevins42Franklin Empire Inc.MontrealQUNA48021Bob Shapiro43United Electric SupplyNew CastleDE204,000,00034021George Vorwick44Gresco Utility Supply Inc.ForsythGA192,000,0001267Steve Gramling45Shepherd Electric SupplyBaltimoreMD189,341,6842334Stuart Vogel46Dominion Electric SupplyArlingtonVANA20,746**2,320**David Florness48Gaffney-Kroese Electrical Supply Corp.SomersetNJNANA9Chris Kroese49Kriz-Davis Co.Grand IslandNE172,750,00025518Timothy Berry50TEC Manufacturing and Distribution ServicesGeorgetownTX171,000,0008025Johnny Andrews								
39Werner ElectricCottage GroveMN224,000,0003297Ben Granley40Rumsey Electric Co.ConshohockenPA223,000,0003069Gerald Lihota41Shealy Electrical Wholesalers Inc.West ColumbiaSCNA35017Jim Blevins42Franklin Empire Inc.MontrealQUNA48021Bob Shapiro43United Electric SupplyNew CastleDE204,000,00034021George Vorwick44Gresco Utility Supply Inc.ForsythGA192,000,0001267Steve Gramling45Shepherd Electric SupplyBaltimoreMD189,341,6842334Stuart Vogel46Dominion Electric SupplyArlingtonVANA20,746**2,320**David Florness48Gaffney-Kroese Electrical Supply Corp.SomersetNJNANA9Chris Kroese49Kriz-Davis Co.Grand IslandNE172,750,00025518Timothy Berry50TEC Manufacturing and Distribution ServicesGeorgetownTX171,000,0008025Johnny Andrews		11.5						-
40Rumsey Electric Co.ConshohockenPA223,000,0003069Gerald Lihota41Shealy Electrical Wholesalers Inc.West ColumbiaSCNA35017Jim Blevins42Franklin Empire Inc.MontrealQUNA48021Bob Shapiro43United Electric SupplyNew CastleDE204,000,00034021George Vorwick44Gresco Utility Supply Inc.ForsythGA192,000,0001267Steve Gramling45Shepherd Electric SupplyBaltimoreMD189,341,6842334Stuart Vogel46Dominion Electric SupplyArlingtonVANA2709Richard Sharlin47Fastenal Co.WinonaMNNA20,746**2,320**David Florness48Gaffney-Kroese Electrical Supply Corp.SomersetNJNANA9Chris Kroese49Kriz-Davis Co.Grand IslandNE172,750,00025518Timothy Berry50TEC Manufacturing and Distribution ServicesGeorgetownTX171,000,0008025Johnny Andrews								
41Shealy Electrical Wholesalers Inc.West ColumbiaSCNA35017Jim Blevins42Franklin Empire Inc.MontrealQUNA48021Bob Shapiro43United Electric SupplyNew CastleDE204,000,00034021George Vorwick44Gresco Utility Supply Inc.ForsythGA192,000,0001267Steve Gramling45Shepherd Electric SupplyBaltimoreMD189,341,6842334Stuart Vogel46Dominion Electric SupplyArlingtonVANA2709Richard Sharlin47Fastenal Co.WinonaMNNA20,746**2,320**David Florness48Gaffney-Kroese Electrical Supply Corp.SomersetNJNANA9Chris Kroese49Kriz-Davis Co.Grand IslandNE172,750,00025518Timothy Berry50TEC Manufacturing and Distribution ServicesGeorgetownTX171,000,0008025Johnny Andrews			0					-
42Franklin Empire Inc.MontrealQUNA48021Bob Shapiro43United Electric SupplyNew CastleDE204,000,00034021George Vorwick44Gresco Utility Supply Inc.ForsythGA192,000,0001267Steve Gramling45Shepherd Electric SupplyBaltimoreMD189,341,6842334Stuart Vogel46Dominion Electric SupplyArlingtonVANA2709Richard Sharlin47Fastenal Co.WinonaMNNA20,746**2,320**David Florness48Gaffney-Kroese Electrical Supply Corp.SomersetNJNANA9Chris Kroese49Kriz-Davis Co.Grand IslandNE172,750,00025518Timothy Berry50TEC Manufacturing and Distribution ServicesGeorgetownTX171,000,0008025Johnny Andrews								
43United Electric SupplyNew CastleDE204,000,00034021George Vorwick44Gresco Utility Supply Inc.ForsythGA192,000,0001267Steve Gramling45Shepherd Electric SupplyBaltimoreMD189,341,6842334Stuart Vogel46Dominion Electric SupplyArlingtonVANA2709Richard Sharlin47Fastenal Co.WinonaMNNA20,746**2,320**David Florness48Gaffney-Kroese Electrical Supply Corp.SomersetNJNANA9Chris Kroese49Kriz-Davis Co.Grand IslandNE172,750,00025518Timothy Berry50TEC Manufacturing and Distribution ServicesGeorgetownTX171,000,0008025Johnny Andrews		•						
44Gresco Utility Supply Inc.ForsythGA192,000,0001267Steve Gramling45Shepherd Electric SupplyBaltimoreMD189,341,6842334Stuart Vogel46Dominion Electric SupplyArlingtonVANA2709Richard Sharlin47Fastenal Co.WinonaMNNA20,746**2,320**David Florness48Gaffney-Kroese Electrical Supply Corp.SomersetNJNANA9Chris Kroese49Kriz-Davis Co.Grand IslandNE172,750,00025518Timothy Berry50TEC Manufacturing and Distribution ServicesGeorgetownTX171,000,0008025Johnny Andrews								
45Shepherd Electric SupplyBaltimoreMD189,341,6842334Stuart Vogel46Dominion Electric SupplyArlingtonVANA2709Richard Sharlin47Fastenal Co.WinonaMNNA20,746**2,320**David Florness48Gaffney-Kroese Electrical Supply Corp.SomersetNJNANA9Chris Kroese49Kriz-Davis Co.Grand IslandNE172,750,00025518Timothy Berry50TEC Manufacturing and Distribution ServicesGeorgetownTX171,000,0008025Johnny Andrews		,						-
46Dominion Electric SupplyArlingtonVANA2709Richard Sharlin47Fastenal Co.WinonaMNNA20,746**2,320**David Florness48Gaffney-Kroese Electrical Supply Corp.SomersetNJNANA9Chris Kroese49Kriz-Davis Co.Grand IslandNE172,750,00025518Timothy Berry50TEC Manufacturing and Distribution ServicesGeorgetownTX171,000,0008025Johnny Andrews			Forsyth	GA				0
47Fastenal Co.WinonaMNNA20,746**2,320**David Florness48Gaffney-Kroese Electrical Supply Corp.SomersetNJNANA9Chris Kroese49Kriz-Davis Co.Grand IslandNE172,750,00025518Timothy Berry50TEC Manufacturing and Distribution ServicesGeorgetownTX171,000,0008025Johnny Andrews								
48Gaffney-Kroese Electrical Supply Corp.SomersetNJNANA9Chris Kroese49Kriz-Davis Co.Grand IslandNE172,750,00025518Timothy Berry50TEC Manufacturing and Distribution ServicesGeorgetownTX171,000,0008025Johnny Andrews		Dominion Electric Supply	Arlington	VA				Richard Sharlin
49Kriz-Davis Co.Grand IslandNE172,750,00025518Timothy Berry50TEC Manufacturing and Distribution ServicesGeorgetownTX171,000,0008025Johnny Andrews	47	Fastenal Co.	Winona	MN	NA	20,746**	2,320**	David Florness
50     TEC Manufacturing and Distribution Services     Georgetown     TX     171,000,000     80     25     Johnny Andrews	48	Gaffney-Kroese Electrical Supply Corp.	Somerset	NJ	NA	NA	9	Chris Kroese
	49	Kriz-Davis Co.	Grand Island	NE	172,750,000	255	18	Timothy Berry
NA- Not available *Data for North America **Worldwide data # Acquired in 2015 ## Acquired in 2016	50	TEC Manufacturing and Distribution Services	Georgetown	ТХ	171,000,000	80	25	Johnny Andrews
		NA- Not available	*Data for North America	**Worldwide data	# Acquired in 2	2015 ## Acqui	red in 2016	



Image:         Statup         Statup         Number / Number		THE TO	OP 200 ELE		DISTRIBU	TORS		
51         Syninghief Electric Supply         Seringhief         IL         145,000,000         100         177         Other Scatturungh           52         Facility Sublems Supply Inc.         S.L. Luis         Mill Lighting							Number of	
52         Feath Solutions Graup         Audia         TK         162,341,147         215         20         Willies Cahania           53         Wilk Lighting         Datasonth         CA         135,001,000         105         1         Jack Nine           54         Reyred, Lighting         Datasonth         CA         135,000,000         233         5         Revel California         NU         137,231,400         62         6         Matt Banating           55         Bund Excitical Graup, LLC         San Jose         CA         137,000,00         233         12         Social California           58         Genic Excits: Nubleake LLA         Bullington         NU         NU         NU         8         6         Jattington           59         Freech Carbon         Altona         NU         143,750,000         141         3         Danel McLangtin           60         Rerick Gramma         SL Lois         MO         145,530,000         238         5         Methal Stattington           61         Bite Continue         Harrishay         M         145,530,000         238         5         Jattington           62         Statalet Reveo Datationatine         Harrishay         M         145,000,000 <th>Rank</th> <th>Company Name</th> <th>Town/City</th> <th>Province</th> <th>Revenue</th> <th>Employees</th> <th>Locations</th> <th>Senior Executive</th>	Rank	Company Name	Town/City	Province	Revenue	Employees	Locations	Senior Executive
53         M0         15001100         105         1         JackWis           54         Regroy Lighting         Chatsworth         CA         158.000.000         366         9         Ron Regresteriff           55         Ruin Electricia (Supp) Coperative (RESO)         Mindleton         Wi         157.214.00         62         6         Mart Binarton           56         EDGS Electricia (Supp) Coperative (RESO)         Mindleton         Ni         MA         203         12         Soct Lichmann           57         Biloss Electricia         Defrain         Ni         MA         203         12         Soct Lichmann           58         Electricia (Supp) Co.         Defrain         Ni         MA         235         Electricia         Elec	51	Springfield Electric Supply	Springfield	IL	165,000,000	300	17	Chris Scarbrough
54         Regency Lighting         Chaissorth         CA         155,000,00         326         9         Bon Regenstraff           55         Rural Bectric Suppy Cooperative (RESCO)         Middeon         Wit         157,231,400         62         6         Matt Bearding           57         Bilors Electric         Daftan         NL         KA         223         12         Scott Lehman           58         Gene Electric Monada LLL         Barling         NL         KA         240         Lehma Cene           59         Pener Line Suppi         Bedrift Berther Monada LLL         Barling Cene         3         Datelline Cene           61         Hito Cu, Ine         Altoran         PA         146,00000         235         22         1. stoct Lawheed           62         French Genema         S1, Losis         MO         145,500,000         135         5         Joseph Berley           63         Standerff elexo Distriction Inc.         Harrisong         FK         145,500,000         135         5         Joseph Berley           64         Polessional Electric Polardis Corpany (FEPO)         Eastlaw         MI         145,000,000         200         24         Wern Wole           65         Standerff Heso Distriction I	52	Facility Solutions Group	Austin	TX	162,541,147	215	20	William Graham
55         Bural Exertic Supply Cooperative (RESCO)         Midd Bedon         VI         157.231.400         62         6         Matt Bendung           56         EDGIS Electrical Group, LLC         San Issa         CA         157.000.000         223         12         Scott Lehmann           57         Bilows Electric         Balance Electric         Balance Electric         Scott Lehmann           58         Genrie Electric Wolkseila LL         Burlington         04         MA         144         23         Lehmann           60         Berlind Electric Supply Ca.         White Frains         NM         145,500.000         228         5         William Franch           61         Hale Ca, The         Attoron         PM         145,500.000         310         21         Im-Schadeler           64         Prediscional Electric Product Corpany (PEPCO)         Esstake         OH         145,200.000         300         24         WernWeber           66         Assander Electric Corpany (PEPCO)         Esstake         OH         145,200.000         320         28         Seever Hele           67         Balance Electric Corpany (PEPCO)         Esstake         OH         145,200.000         320         28         Seever Hele <td< td=""><td>53</td><td>Villa Lighting Supply Inc.</td><td>St. Louis</td><td>MO</td><td>159,001,000</td><td>105</td><td>1</td><td></td></td<>	53	Villa Lighting Supply Inc.	St. Louis	MO	159,001,000	105	1	
56         Dicks Decisical Goug, LL         San Jase         CA         157,000,000         233         12         South Lamman           57         Billows Electric         Defran         NJ         MA         44         24         Electric Billow           58         Garre Eactric Materials Lut.         Berling Billow         Red Cl (1)         MI         NA         44         24         Electric Billow           59         Power Life Supply         Red Cl (2)         MI         NA         44         24         Electric Billow           61         Hild Co, The         Attona         PK         145,530,000         255         22         I Scott Lamband           62         French Getensan         SL Luxis         M0         145,530,000         230         24         Vern Weler           63         Standard Entric fo.         Hamoda Substrictor         Nin         135,000,000         300         24         Vern Weler           64         Protectic Cl (2) Excit.         Quincy         M0         135,200,000         230         28         Stere Heile           65         Batder Supply         Excit.         Dayton         M0         14         T Excit.         Dayton         104         T Excit.	54		Chatsworth	CA	158,000,000	366	9	Ron Regenstreif
57         Biloxe Electric         Defan         NJ         MA         260         19         Jetting Bilox           58         Genet Exeric Wholesale Lid.         Burlington         ON         MA         NA         Earlie         Earlie<	55	Rural Electric Supply Cooperative (RESCO)	Middleton	WI	157,231,400	62	6	Matt Brandrup
58     Genie Electric Winderslei Ld.     Barlington     ON     MA     NA     24     Elane Gerrie       59     Power Line Stappi     Red Cby     M     MA     85     6     Jatta       50     Bentied Elartic Stappi (Co.     Wilte Pains     MIA     4487/50000     242     I.Scatt Lawhead       61     Hite Co., The     Altonia     PK     1466,000,000     255     5     Wiltam Fench       62     French Gerleman     SL.Louis     M0     145,630,000     255     5     InterScatter       63     Standard Texto Company (FPC0)     Eastake     OH     145,000,000     300     24     Vern Weiter       64     Ananda Electrical Distributos Inc.     Hayward     CA     NA     211     12     Bob LaRue       65     Standard Electrical Distributos Inc.     Hayward     CA     NA     221     120     Bob LaRue       66     Grantico (Distrituto     Quintry     M     135,000,00     300     248     Stave Helle       66     Grantico (Distrituto     Quintry     M     MA     130     9     Ton Becker       71     Lob Electrical Distributos Inc.     Cape Electrical Stappi     NA     140     12     Electrical Stapin       78	56	EDGES Electrical Group, LLC	San Jose	CA	157,000,000	233	12	Scott Lehmann
59         Power Line Supply         Read City         Mi         NA         85         6         Jeff Stauffer           60         Benfried Electric Supply Cu.         White Plains         NY         143 (750,000)         141         3         Daniel MicLaughlin           61         Hie Cu. The         Altona         PK         1456,000,000         255         22         Issocial Line MicLaughlin           62         French Certerina         St. Louis         M0         145,5316,067         310         21         Line Staubaler           64         Portessional Electric Products Company (PEPCO)         Eastlake         0H         145,000,000         300         24         Vern Weber           65         Standard Electric Products Company (PEPCO)         Eastlake         0H         145,000,000         300         24         Vern Weber           66         Alemed Electric Co.         Saginaw         M0         NA         200         260         Debtoral Keempel           67         Buffer Stauply         Feton         M0         NA         200         28         Steve Helle           68         Gernite Cuty Electric         Quingry         MA         1350,000         247         14         T. Jaeckson Laeson      <	57	Billows Electric	Delran	NJ	NA	260	19	Jeffrey Billow
60         Berlield Electric Supply Co.         White Plans         NY         149,750,000         141         3         Deniel McLangklin           61         Hile Co., The         Mtoona         PK         146,000,000         255         22         T. Scott Lawheed           63         Schaelder Visco Distribution Inc.         Harnshurg         PK         145,316,007         310         21         JinsSchaelder           64         Processional Electric Products Company (PECO)         Eastlake         PK         145,316,007         310         21         JinsSchaelder           65         Standard Electric Distribution Inc.         Hayward         CA         NA         211         Bob LaRue           66         Anmeda Electric Distribution Inc.         Hayward         CA         NA         211         Bob LaRue           67         Buffer Supply         Fector         Quincy         MA         135,000,00         320         28         Stew Helle           68         Granito City Electric         Quincy         MA         135,000,00         320         28         Stew Helle           71         Loeb Electric Electric         Dayton         PH         NA         150         Tom Elecker           72         Elect	58	Gerrie Electric Wholesale Ltd.	Burlington	ON	NA	NA	24	Elaine Gerrie
61         Hite Co., The         Attoona         PA         146,000,000         285         22         T. Scott Lawlead           62         French Gefernan         St. Louis         M0         143,83,000         256         5         William French           63         Schadigt Yeso Distribution Inc.         Harrisbarg         PA         145,316,067         310         21         Jim Schadelfr           64         Professional Electric Products Company (PEPO)         Eastake         0H         145,000,000         300         24         Vern Weber           65         Standard Electric Io         Standard Electric Io         Barber         Na         12         Bo LaRue           66         Garet Electric Io         Quincy         MA         135,000,000         320         28         Stave Hele           67         Batter Supply         Feator         MO         NA         220         28         Deborah Neempel           68         Grantic City Electric         Dayton         OH         NA         130         9         Tom Backer           71         Loeb Electric         Columbox         OH         NA         140         Staront Molesale Electric Io Dayton         NA         141         Ladson Lawon	59	Power Line Supply	Reed City	MI	NA	85	6	Jeff Stauffer
62         French Gerleman         St. Louis         M0         145,530,000         258         5         William French           63         Schandler Visco Binzhuton Inc.         Harnsburg         PN         143,510,677         310         21         Jim Schaedler           64         Portessional Bechric Polotics Company (PECO)         Eastale         OH         1445,000,000         300         24         Vern Weber           65         Standard Bectrical Ostributos Inc.         Hayward         CA         NA         211         22         Bob Dahue           66         Butter Supply         Fenton         M0         NA         212         28         Debrahu Komppel           68         Granite City Electric         Quincy         MA         135,000,000         320         28         Steve Hele           69         Cape Bectrical Supply         Ice Debrahu         Daption         OH         NA         150         5         Charles Loeb           71         Leeb Electric         Daption         OH         NA         150         5         Charles Loeb           73         Stanon Wholesale Electrical Co         Part         KS         110,870,000         210         17         Bit Keler <t< td=""><td>60</td><td>Benfield Electric Supply Co.</td><td>White Plains</td><td>NY</td><td>149,750,000</td><td>141</td><td>3</td><td>Daniel McLaughlin</td></t<>	60	Benfield Electric Supply Co.	White Plains	NY	149,750,000	141	3	Daniel McLaughlin
63         Schaedler Yesco Distribution Inc.         Harrisburg         PA         145,316,067         310         21         Jim Schaedler           64         Professional Electric Poducts Company (PERC0)         Eastake         OH         143,000,000         135         5         Joseph Borkey           65         Standard Electric Distributos Inc.         Hayward         CA         NA         211         12         Bob LaRue           66         Alameda Electrical Distributos Inc.         Hayward         CA         NA         221         12         Bob LaRue           67         Badler Supply         Fenton         M0         NA         220         28         Steve Helle           68         Granica Cip Electric         Dayton         OH         NA         135         OD         Tor Becker           71         Leeb Electric         Dayton         OH         NA         140         Toans Becker           73         Revere Electric         Dayton         OH         NA         14         Toans Stant Juns Electric           74         Electrical Equipment Ca.         Raliegh         NC         121,336,000         247         14         Toans Stant Juns Electric           74         Stanton Molesale Electric Suppl	61	Hite Co., The	Altoona	PA	146,000,000	285	22	T. Scott Lawhead
64       Professional Electric Products Company (PEPC0)       Eastake       0H       145,000,000       135       5       Joseph Barkey         65       Standard Electric O.       Saginaw       MI       145,000,000       320       24       Vern Weber         66       Alamed Electrical Distributors Inc.       Hayward       CA       NA       220       26       Deborah Ruempel         66       Ganate City Electric       Quincy       MA       135,000,000       320       28       Steve Helle         67       Butler Supply       Cape Girandeau       MO       NA       220       Deborah Ruempel         68       Ganate Electrical Supply Ile       Cape Girandeau       MO       125,881,000       135       5       Joseph Ruempel         71       Labe Electric       Dayton       OH       NA       180       9       Tom Becker         72       Electric Electric Supply       Mokena       IL       NA       NA       9       Thomas Fray         73       Stanion Wholesale Electrical Co       Patt       KS       110,870,000       210       17       Bil Keller         76       OT Co,       Cincinnati       OH       NA       85       2       Jamase	62	French Gerleman	St. Louis	MO	145,630,000	258	5	William French
65       Standard Electric Co.       Saginaw       MI       145,000,000       300       24       Vern Weber         66       Alameda Electrical Distributors Inc.       Hayward       CA       NA       211       12       Bola Raive         67       Butler Supply       Fentor       MO       NA       220       26       Debtoch Nuempel         68       Grante Cry Bectric       Quincy       MA       135,000,000       320       28       Stave Helle         69       Cape Electrical Supply Ile       Cape Grandeau       MO       126,881,000       195       17       Kyle Toma         70       Becker Electric       Calumbus       OH       NA       180       9       Tom Becker         71       Leeb Electric       Calumbus       OH       NA       180       9       Tom Becker         73       Revere Electric Supply       Molena       IL       NA       NA       9       Thomas Frany         74       Standor Micesade Electrical Co       Patt       KS       1108,700,000       10       17       Bitkeller         75       Off Co.       Calcinanti       OH       NA       85       2       Jamers Stall /r.         76 <td< td=""><td>63</td><td>Schaedler Yesco Distribution Inc.</td><td>Harrisburg</td><td>PA</td><td>145,316,067</td><td>310</td><td>21</td><td>Jim Schaedler</td></td<>	63	Schaedler Yesco Distribution Inc.	Harrisburg	PA	145,316,067	310	21	Jim Schaedler
66       Alameda Electrical Distributors Inc.       Hayward       CA       NA       211       12       Bob LaRue         67       Batter Supply       Fenton       M0       NA       220       26       Deborn Muempel         68       Grantic Ciplectric       Quincy       MA       115,000,000       320       28       Steve Helle         69       Cape Electrical Supply IIc       Cape Giardeau       M0       125,881,000       195       17       Kyle Thoma         70       Becker Electric       Dayton       OH       NA       180       9       Tomasch         71       Leeb Electric       Columbus       OH       NA       150       5       Charlets Leeb         72       Electrical Equipment Co.       Raleigh       NC       121,336,000       247       14       T. Jackson Lasson         73       Revere Electric Supply       Mokena       IL       NA       NA       9       Tomasch         74       Stanion Wholesale Electrical Co       Pratt       KS       110,870,000       170       16       Richards Electric Supply Inc.       Tampa       FL       109,000,000       141       1       George Adams         76       Windy City Wire       Bol	64	Professional Electric Products Company (PEPCO)	Eastlake	OH	145,000,000	135	5	Joseph Borkey
67Butler SupplyFentonMONA22026Deborah Kuempel68Granite City ElectricaQuincyMA135,000,00032028Steve Helle69Cape Electrical Supply IIcCape GraniteauMO125,881,00019517Kyle Thoma70Becker ElectricDaytonOHNA1809Tom Becker71Leeb Electrical Equipment Co.RaleiginNC121,336,00021017Electrical Electrical Equipment Co.72Electrical Equipment Co.RaleiginNC121,336,00021017Elli Koller73Revere Electric SupplyMolenaILNANA9Thomas Fray74Stanion Wholesale Electrical CoPrattKS110,870,00021017Elli Koller75GBT Co.ClincinnatiOHNA852James Stahl Jr.76Windy City WireBolinghrookIL110,000,00017016Rich Gigano77Electric Supply Inc.TampaFL109,000,0001411George Adams78Websch Illieft Electric Supply Co.BrightonOU98,080,00332Mile Pom79Westen United Electric Supply Co.BrightonOU98,080,00332Mile Pom79Westen United Electric Supply Co.BrightonOU98,080,0001558BrittSchneider79Westen United Electric Supply Co. <td< td=""><td>65</td><td>Standard Electric Co.</td><td>Saginaw</td><td>MI</td><td>145,000,000</td><td>300</td><td>24</td><td>Vern Weber</td></td<>	65	Standard Electric Co.	Saginaw	MI	145,000,000	300	24	Vern Weber
68     Granite Chy Electric     Quincy     MA     135,000.000     320     28     Steve Helle       69     Gape Electrical Supply IIc     Cape Girardeau     M0     125,881,000     195     17     Kyfe Thoma       70     Becker Electric     Dayton     OH     NA     150     5     Charles Lobb       71     Loeb Electric     Columbus     OH     NA     150     5     Charles Lobb       72     Electrical Equipment Co.     Raleigh     NC     121,356,000     247     14     T.Jackson Lawson       73     Revere Electric Supply     Mokena     IL     NA     MA     9     Tomas Fray       74     Station Wholesale Electrical Co     Partit     KS     110,070,000     210     17     Ellectric       75     CBT Co.     Clincinnati     OH     NA     85     2     James Stahl Jr.       76     Windy City Wire     Bolingbrook     IL     110,000,000     170     16     Richards Electric Supply Inc.       77     Electric Supply Inc.     Wabash     IN     NA     NA     6     John Forrester       79     Western United Electric Supply Co, Inc.     Cincinnati     OH     94,700,000     135     8     Brett Schneider <t< td=""><td>66</td><td>Alameda Electrical Distributors Inc.</td><td>Hayward</td><td>CA</td><td>NA</td><td>211</td><td>12</td><td>Bob LaRue</td></t<>	66	Alameda Electrical Distributors Inc.	Hayward	CA	NA	211	12	Bob LaRue
69Cape Electrical Supply IIcCape GirardeauM0125,881,00019517Kyle Thoma70Becker ElectricDaytonOHNA1809Tom Becker71Loeb ElectricColumbusOHNA1505Charles Loeb72Electrical Equipment Co.RaleighNC121,336,00024714T.Jackson Lasson73Revere Electric SupplyMokenaILNANA9Thomas Fray74Stanion Wholesale Dectrical CoPrattKS110,870,00021017Bill Keller75GBTOo.CincinnatiOHNA852James Stahl Jr.76Windy City WireBolingbrookIL110,000,00017016Rich Galgano77Electric Supply Inc.TampaFL199,000,0011364Michael Misrach78Wabash Electric Supply Corp.BrightonCO98,080,000332Mike Pom80Richards Electric Supply Co. Inc.CincinnatiOH94,700,0001364Michael Misrach81Madoso Electric Supply Co. Inc.Cincinnati OH94,700,0001558Brett Schneider83Broken ArrowOK92,000,0001507Bruce Gamer84Huizidker Brothers, Inc.Okiahona CityOKNANA12Myes Loader85Huizidker Brothers, Inc.Okiahona CityOKNANA12M	67	Butler Supply	Fenton	MO	NA	220	26	Deborah Kuempel
70     Becker Electric     Dayton     0H     NA     180     9     Tom Becker       71     Leeb Electric     Columbus     0H     NA     150     5     Charles Leeb       72     Electrical Equipment Co.     Raleigh     NC     121,336,000     247     14     T. Jackson Lawson       73     Revere Electric Supply     Mokena     IL     NA     NA     9     Tom Berker       74     Stanion Wholesale Electrical Co     Pratt     KS     110,870,000     210     17     Bill Keller       75     GBT Co.     Cincinnati     0H     NA     85     2     James Stahl Jr.       76     Windy Chy Wre     Bolingbrook     IL     110,000,000     141     1     George Adms       78     Wabash Electric Supply Inc.     Tampa     FL     109,0000     134     1     George Adms       78     Wabash Electric Supply Corp.     Brighton     CO     98,080,000     136     4     Mike Prom       80     Richardis Electric Supply Co. Inc.     Cincinnati     OH     94,700,000     136     S     Electrice       81     Madison Electric     Supply Co. Inc.     Cincinnati     OH     94,700,000     132     R     Dan Mikewisch	68	Granite City Electric	Quincy	MA	135,000,000	320	28	Steve Helle
71Leeb ElectricColumbusOHNA1505Charles Leeb72Electrical Equipment Co.RaleighNC121.336.000247144T.Jackson Laxson73Revere Electrical Equipment Co.RaleighNC121.336.000247144T.Jackson Laxson73Revere Electrical CoPrattKS110.870.00021017Bill Keller75CBI Co.CincinnatiOHNA852James Stahl Jr.76Windy City WireBolingbrookIL110.000.00017016Rich Gagano77Electric Supply Inc.TampaRL199.000.0001411George Admss78Wabash Electric Supply Inc.WabashINNANA6John Forrester79Western United Electric Supply Co., Inc.CincinnatiOH94,700.0001364Michael Misrach81Madison ElectricWarenMI93,300.0001558Brett Schneider82Allied WireLandsdalePANA2508Tim Fynn88Broken ArrowDetric Co. Inc. (MP Electric SupplyBroken Arrow0K92,000.00011507Bucce Garrer84Left Electric Co. Inc. (MP Electric SupplyBroken ArrowNA92,000.00011507Bucce Garrer84Hurizker Brothers, Inc.Maridanna CityOKNANA12Myers Lockard III86Brother Co	69	Cape Electrical Supply IIc	Cape Girardeau	MO	125,881,000	195	17	Kyle Thoma
72Electrical Equipment Co.RaleighNC121,336,00024714I. Jackson Lawson73Revere Electric SupplyMokenaILNANA9Thomas Frary74Stanion Wholesale Electrical CoPrattKS110,870,00021017Bill Keller75GRT Co.CincinnatiOHNA852James Stahl Jr.76Windy City WireBolingbrookIL110,000,00017016Rich Galgano77Electric Supply Inc.TampaFL109,000,0001411George Adams78Wabash Electric Supply Inc.BrightonCO98,080,000332Mike Prom79Wester United Electric Supply Co. Inc.CincinnatiOH94,700,0001568Brett Schneider81Madison ElectricWarenMI93,300,0001558Brett Schneider82Allied WireLandsdalePANA2508Tim Fryn83Broken Arrow Electric SupplyBroken ArrowOK92,000,0001228Dan Nitowsky85Hunzicker Brothers, Inc.Oklahoma CityOKNANA12Myest Lockard III86Tri-State Utility Products Inc.MariettaGA89,900,00017315Larry Stem87Standad Electric Supply Co.MariettaGA89,900,00017315Larry Stem88NEDCO Supply Co.MariettaGA </td <td>70</td> <td>Becker Electric</td> <td>Dayton</td> <td>OH</td> <td>NA</td> <td>180</td> <td>9</td> <td>Tom Becker</td>	70	Becker Electric	Dayton	OH	NA	180	9	Tom Becker
73Revere Electric SupplyMokenaILNANA9Thomas Frary74Stanion Wholesale Electrical CoPrattKS110,870,00021017Bill Keller75CBT Co.CincinnatiOHNA852James Stahl Jr.76Windy City WireBolingbrookIL110,000,00017016Rich Galgano77Electric Supply Inc.TampaFL109,000,0001411George Adams78Wabash Electric Supply Inc.BrightonCO98,080,000332Mike Prom80Richards Electric Supply Co.Inc.CincinnatiOH94,700,0001364Michael Misrach81Madiaon ElectricWarenMI93,300,0001558Brett Schneider82Allied WireLandsdalePANA2508Tim Fynn83Broken Arrow Hectric SupplyBroken ArrowOK92,000,0001228Dan Nicowsky84Heff Electric Co. Inc. (AMP Electric Elstrubrio Services Inc.)Brooklyn HeightsOH92,000,000313Rusty Batch85Hunzicker Brothes, Inc.Oklahoma CityOKNANA12Myers Lackard III86Tri-State Utility Products Inc.MarietaGA89,900,000313Rusty Batch87Standard Electric Supply Co.MilwaukeeWI88,000,00017315Larry Stern88NEDCO Supply <td>71</td> <td>Loeb Electric</td> <td>Columbus</td> <td>OH</td> <td>NA</td> <td>150</td> <td>5</td> <td>Charles Loeb</td>	71	Loeb Electric	Columbus	OH	NA	150	5	Charles Loeb
74Stanion Wholesale Electrical CoPrattKS110,870,00021017Bill Keller75CBT Co.CincinnatiOHNA852James Stahl Jr.76Windy City WireBolingbrookIL110,000,00017016Rich Galgano77Electric Supply Inc.TampaFL109,000,0001411George Adams78Wabash Electric Supply Inc.WabashNANA6John Forrester79Western United Electric Supply Corp.BrightonCO98,080,000332Mike Prom80Richards ElectricSupply Co. Inc.CIncinnatiOH94,700,0001364Michael Misrach81Madison ElectricWarrenMI93,300,0001558Brett Schneider83Broken ArrowOK92,000,0001507Bruce Garner84Leff Electric Co. Inc.MariettaGA89,900,0001507Bruce Garner84Leff Electric Co. Inc.MariettaGA89,900,000113Rusty Batch85Hunzicker Brothers, Inc.Oklahoma CityOKNANA12Myers Lockard III86NEDCO SupplyLas VegasNV85,300,000245Chris Perry87Standard Electric Supply Co.DanvilleVANANA18Burke Herring98Inited Utility Supply Cooperative Inc.DanvilleVANA	72	Electrical Equipment Co.	Raleigh	NC	121,336,000	247	14	T. Jackson Lawson
75CBT Co.CincinnatiOHNA852James Stahl Jr.76Windy City WireBolingbrookIL110,000,00017016Rich Galgano77Electric Supply Inc.TampaFL109,000,0001411Genge Adams78Wabash Electric Supply Inc.WabashINNANA6John Forrester79Wester United Electric Supply Cop.BrightonCO98,080,000332Mike Prom80Richards Electric Supply Co. Inc.CincinnatiOH94,700,0001364Michael Misrach81Madison ElectricWarenMI93,300,0001558Brett Schneider82Allied WireLandsdalePANA2508Tim Flynn83Broken ArrowOK92,000,0001507Bruce Garner84Leff Electric Co. Inc. (MP Electric Distribution Services Inc.)Broken Arrow0K92,000,000313Rusty Batch85Hunzicker Brothers, Inc.Oklahoma CityOKNANA12Myers Lockard III86Tri-State Uliity Products Inc.MairettaGA89,900,000313Rusty Batch87Standard Electric Supply Co.MilwakeeWI88,000,00017315Larry Stern88NEDCO SupplyLas VegasNV85,000,000245Chris Perry90Womack Electric Supply Co. Inc.Darwille	73	Revere Electric Supply	Mokena	IL	NA	NA	9	Thomas Frary
76Windy City WireBolingbrookIL110,000,00017016Rich Galgano77Electric Supply Inc.TampaFL109,000,0001411George Adams78Wabash Electric Supply Inc.WabashINNANA6John Forrester79Western United Electric Supply Cop.BrightonCO98,080,000332Mike Prom80Richards Electric Supply Co. Inc.CincinnatiOH94,700,0001364Michael Misrach81Madison ElectricWarenMI93,300,0001558Bertt Schneider82Allied WireLandsdalePANA2508Tim Flynn83Broken Arrow Electric SupplyBroken ArrowOK92,000,0001507Bruce Garner84Leff Electric C. Inc. (MP Electric Distribution Services Inc.)Brokhyn HeightsOH92,000,0001228Dan Nitowsky85Hunzicker Brothers, Inc.Oklahoma CityOKNANA12Myers Lockard III86Tri-State Utility Products Inc.MariettaGA89,900,000133Rusty Batch87Standard Electric Supply Co.MariettaGA89,000,0001315Larry Stern88NEDCO SupplyLas VegasNV85,300,000245Chris Perry90Womack Electric & Supply Co. Inc.DanvilleKY81,000,000841Don Chriske<	74	Stanion Wholesale Electrical Co	Pratt	KS	110,870,000	210	17	Bill Keller
77Electric Supply Inc.TampaFL109,000,0001411George Adams78Wabash Electric Supply Inc.WabashINNANA6John Forrester79Western United Electric Supply Corp.BrightonCO98,080,000332Mike Prom80Richards Electric Supply Co. Inc.CincinnatiOH94,700,0001364Michael Misrach81Madison ElectricWarenMI93,300,0001558Brett Schneider82Allied WireLandsdalePANA2508Tim Fynn83Broken Arrow Electric SupplyBroken ArrowOK92,000,0001507Bruce Garner84Leff Electric Co. Inc. (AMP Electric Distribution Services Inc.)Brokely Mitter0KNANA12Myers Lockard III85Hunzicker Brothers, Inc.Oklahoma CityOKNANA12Myers Lockard III86Hunzicker Brothers, Inc.Oklahoma CityOKNANA13Rusty Batch87Standard Electric Supply Co.MilwaukeeWI88,000,00017315Larry Stern88NEDCO SupplyLas VegasNV85,300,000245Chris Perry90Womack Electric & Supply Co. Inc.DanilleVANANA18Burke Herring91Sundse Electric Supply Co. Inc.BrownstownINNA1005Gregg Datk91 <t< td=""><td>75</td><td>CBT Co.</td><td>Cincinnati</td><td>OH</td><td>NA</td><td>85</td><td>2</td><td>James Stahl Jr.</td></t<>	75	CBT Co.	Cincinnati	OH	NA	85	2	James Stahl Jr.
78Wabash Electric Supply Inc.WabashINNANA6John Forrester79Western United Electric Supply Corp.BrightonCO98,080,000332Mike Prom80Richards Electric Supply Co. Inc.CincinnatiOH94,700,0001364Michael Misrach81Madison ElectricWarrenMI93,300,0001558Brett Schneider82Allied WireLandsdalePANA2508Tim Flynn83Broken Arrow Electric SupplyBroken ArrowOK92,000,0001507Bruce Garner84Leff Electric Co. Inc. (AINP Electric Distribution Services Inc.)Broken ArrowOK92,000,0001228Ban Nitowsky85Hunzicker Brothers, Inc.Oklahoma CityOKNANA12Myers Lockard III86Tri-State Utility Products Inc.MariettaGA89,900,000313Rusty Batch87Standard Electric Supply Co.MilwaukeeWI88,000,00017315Lary Stern88NEDCO SupplyLas VegasNV85,300,000245Chris Perry90Womack Electric & Supply Co. Inc.DanwilleVANANA18Burke Herring91Sunrise Electric SupplyAddisonIL83,100,000841Don Chriske92Nu-Lite Electrical Wholesalers Inc.HarahanLANANA6Rick Corales	76	Windy City Wire	Bolingbrook	IL	110,000,000	170	16	Rich Galgano
79Western United Electric Supply Corp.BrightonCO98,080,000332Mike Prom80Richards Electric Supply Co. Inc.CincinnatiOH94,700,0001364Michael Misrach81Madison ElectricWarenMI93,300,0001558Brett Schneider82Allied WireLandsdalePANA2508Tim Flynn83Broken Arrow Electric SupplyBroken ArrowOK92,000,0001507Bruce Garner84Leff Electric Co. Inc. (AMP Electric Distribution Services Inc.)Brooklyn HeightsOH92,000,0001228Dan Nitowsky85Hunzicker Brothers, Inc.Oklahoma CityOKNANA12Myers Lockard III86Tri-State Utility Products Inc.MariettaGA89,900,000313Rusty Batch87Standard Electric Supply Co.MilwaukeeWI88,000,00017315Larry Stern88NEDCO SupplyLas VegasNV85,300,000245Chris Perry90Womack Electric & Supply Co. Inc.DanvilleVANANA18Burke Herring91Sunise Electric SupplyAddisonIL83,100,000841Don Chriske92Nu-Lite Electrical Wholesalers Inc.HarahanLANANA6Rick Corales93Brownstown Electric Supply Co. Inc.BrownstownINNA1005Gregg Dec	77	Electric Supply Inc.	Tampa	FL	109,000,000	141	1	George Adams
80Richards Electric Supply Co. Inc.CincinnatiOH94,700,0001364Michael Misrach81Madison ElectricWarrenMI93,300,0001558Brett Schneider82Allied WireLandsdalePANA2508Tim Flynn83Broken Arrow Electric SupplyBroken ArrowOK92,000,0001507Bruce Garner84Leff Electric Co. Inc. (AMP Electric Distribution Services Inc.)Brooklyn HeightsOH92,000,0001228Dan Nitowsky85Hunzicker Brothers, Inc.Oklahoma CityOKNANA12Myers Lockard III86Tri-State Utility Products Inc.MariettaGA89,900,000313Rusty Batch87Standard Electric Supply Co.MilwaukeeWI88,000,00017315Larry Stern88NEDCO SupplyLas VegasNV85,300,000245Chris Perry90Womack Electric & Supply Co. Inc.DanvilleKY85,000,000841Don Chriske91Sunrise Electric & Supply Co. Inc.DanvilleVANANA18Burke Herring91Sunrise Electrical Wholesalers Inc.HarahanLANANA6Rick Corales92Nu-Lite Electrical Wholesalers Inc.HarahanLANANA6Rick Corales93Brownstown Electric Supply Co. Inc.BrownstownINNA1005Gr	78	Wabash Electric Supply Inc.	Wabash	IN	NA	NA	6	John Forrester
81Madison ElectricWarrenMI93,300,0001558Brett Schneider82Allied WireLandsdalePANA2508Tim Flynn83Broken Arrow Electric SupplyBroken ArrowOK92,000,0001507Bruce Garner84Leff Electric Co. Inc. (AMP Electric Distribution Services Inc.)Brooklyn HeightsOH92,000,0001228Dan Nitowsky85Hunzicker Brothers, Inc.Oklahoma CityOKNANA12Myers Lockard III86Tri-State Utility Products Inc.MariettaGA89,900,000313Rusty Batch87Standard Electric Supply Co.MilwaukeeWI88,000,00017315Larry Stern88NEDCO SupplyLas VegasNV85,300,000245Chris Perry90Womack Electric & Supply Co. Inc.DanvilleKY85,000,000245Chris Perry91Surrise Electric SupplyAddisonIL83,100,000841Don Chriske92Nu-Lite Electrical Wholesalers Inc.HarahanLANANA6Rick Corales93Brownstown Electrical Supply Co. Inc.BrownstownINNA1609Greg Pahl94Ja Larson Electrical Supply Co. Inc.BrownstownINNA1609Greg Pahl95Schwing Electrical Supply Co. Inc.BrownstownINNA1609Greg Pahl <td>79</td> <td>Western United Electric Supply Corp.</td> <td>Brighton</td> <td>CO</td> <td>98,080,000</td> <td>33</td> <td>2</td> <td>Mike Prom</td>	79	Western United Electric Supply Corp.	Brighton	CO	98,080,000	33	2	Mike Prom
82Allied WireLandsdalePANA2508Tim Flynn83Broken ArrowElectric SupplyBroken ArrowOK92,000,0001507Bruce Garner84Leff Electric Co. Inc. (AMP Electric Distribution Services Inc.)Brooklyn HeightsOH92,000,0001228Dan Nitowsky85Hunzicker Brothers, Inc.Oklahoma CityOKNANA12Myers Lockard III86Tri-State Utility Products Inc.MariettaGA89,900,000313Rusty Batch87Standard Electric Supply Co.MilwaukeeWI88,000,00017315Larry Stem88NEDCO SupplyLas VegasNV85,300,000245Chris Perry90Womack Electric & Supply Co. Inc.DanvilleVANANA18Burke Herring91Sunrise Electric SupplyAddisonIL83,100,000841Don Chriske92Nu-Lite Electrical Wholesalers Inc.HarahanLANANA6Rick Corales93Brownstown Electrical Supply Co. Inc.BrowntsownINNA1005Gregg Deck94JH Larson Electrical Supply Co.FarmingdaleNYNANA7Peter Schwing95Schwing Electrical Supply Inc.CoronaCA77,360,134831Mike Pratt97Frost SupplyMaryland HeightsMONANA6John Frost<	80	Richards Electric Supply Co. Inc.	Cincinnati	OH	94,700,000	136	4	Michael Misrach
83Broken ArrowOK92,000,0001507Bruce Garner84Leff Electric Co. Inc. (AMP Electric Distribution Services Inc.)Brooklyn HeightsOH92,000,0001228Dan Nitowsky85Hunzicker Brothers, Inc.Oklahoma CityOKNANA12Myers Lockard III86Tri-State Utility Products Inc.MariettaGA89,900,000313Rusty Batch87Standard Electric Supply Co.MilwaukeeWI88,000,00017315Larry Stern88NEDCO SupplyLas VegasNV85,300,000991Marc Winard89United Utility Supply Cooperative Inc.LouisvilleKY85,000,000245Chris Perry90Womack Electric & Supply Co. Inc.DanvilleVANANA18Burke Herring91Sunrise Electric SupplyAddisonIL83,100,000841Don Chriske92Nu-Lite Electrical Wholesalers Inc.HarahanLANANA6Rick Corales93Brownstown Electrical Co.PlymouthMNNA1609Greg Pahl95Schwing Electrical Supply Corp.FarmingdaleNYNANA7Peter Schwing96American Electrica Supply Inc.CoronaCA77,360,134831Mike Pratt97Frost SupplyMaryland HeightsMONANA6John Frost98Sequel E	81	Madison Electric	Warren	MI	93,300,000	155	8	Brett Schneider
84Leff Electric Co. Inc. (AMP Electric Distribution Services Inc.)Brooklyn HeightsOH92,000,0001228Dan Nitowsky85Hunzicker Brothers, Inc.Oklahoma CityOKNANA12Myers Lockard III86Tri-State Utility Products Inc.MariettaGA89,900,000313Rusty Batch87Standard Electric Supply Co.MilwaukeeWI88,000,00017315Larry Stern88NEDCO SupplyLas VegasNV85,300,000991Marc Winard89United Utility Supply Cooperative Inc.LouisvilleKY85,000,000245Chris Perry90Womack Electric & Supply Co. Inc.DanvilleVANANA18Burke Herring91Sunrise Electric SupplyAddisonIL83,100,000841Don Chriske92Nu-Lite Electrical Wholesalers Inc.HarahanLANANA6Rick Corales93Brownstown Electric Supply Co. Inc.BrownstownINNA1609Greg Pahl95Schwing Electrical Co.PlymouthMNNA1609Greg Pahl95Schwing Electrical Supply Inc.CoronaCA77,360,134831Mike Pratt97Frost SupplyMaryland HeightsMONANA6John Frost98Sequel Electrical Supply Ic.MeridianMSNANA14Bob Merson <td< td=""><td>82</td><td>Allied Wire</td><td>Landsdale</td><td>PA</td><td>NA</td><td>250</td><td>8</td><td>Tim Flynn</td></td<>	82	Allied Wire	Landsdale	PA	NA	250	8	Tim Flynn
85Hunzicker Brothers, Inc.Oklahoma CityOKNANA12Myers Lockard III86Tri-State Utility Products Inc.MariettaGA89,900,000313Rusty Batch87Standard Electric Supply Co.MilwaukeeWI88,000,00017315Larry Stern88NEDCO SupplyLas VegasNV85,300,000991Marc Winard89United Utility Supply Cooperative Inc.LouisvilleKY85,000,000245Chris Perry90Womack Electric & Supply Co. Inc.DanvilleVANANA18Burke Herring91Sunrise Electric SupplyAddisonIL83,100,000841Don Chriske92Nu-Lite Electrical Wholesalers Inc.HarahanLANANA6Rick Corales93Brownstown Electrica Supply Co. Inc.BrownstownINNA1005Gregg Deck94JH Larson Electrical Co.PlymouthMNNA1609Greg Pahl95Schwing Electrical Supply Corp.FarmingdaleNYNANA6John Frost96American Electric Supply Inc.CoronaCA77,360,134831Mike Pratt97Frost SupplyMaryland HeightsMONANA6John Frost98Sequel Electrical Supply Inc.MeridianMSNANA14Bob Merson99ConnexionBuffalo Grove </td <td>83</td> <td>Broken Arrow Electric Supply</td> <td>Broken Arrow</td> <td>OK</td> <td>92,000,000</td> <td>150</td> <td>7</td> <td>Bruce Garner</td>	83	Broken Arrow Electric Supply	Broken Arrow	OK	92,000,000	150	7	Bruce Garner
86Tri-State Utility Products Inc.MariettaGA89,900,000313Rusty Batch87Standard Electric Supply Co.MilwaukeeWI88,000,00017315Larry Stern88NEDCO SupplyLas VegasNV85,300,000991Marc Winard89United Utility Supply Cooperative Inc.LouiswilleKY85,000,000245Chris Perry90Womack Electric & Supply Co. Inc.DanvilleVANANA18Burke Herring91Sunrise Electric SupplyAddisonIL83,100,000841Don Chriske92Nu-Lite Electrical Wholesalers Inc.HarahanLANANA6Rick Corales93Brownstom Electric Supply Co. Inc.BrownstownINNA1005Gregg Deck94JH Larson Electrical Supply Co. Inc.PlymouthMNNA1609Greg Pahl95Schwing Electrical Supply Corp.FarmingdaleNYNANA7Peter Schwing96American Electrical Supply Inc.CoronaCA77,360,134831Mike Pratt97Frost SupplyMaryland HeightsMONANA6John Frost98Sequel Electrical Supply Inc.MeridianMSNANA14Bob Merson99ConnexionBuffalo GroveILNA874David Rosenstein100Feldman Brothers Electrical Supply	84	Leff Electric Co. Inc. (AMP Electric Distribution Services Inc	c.) Brooklyn Heights	OH	92,000,000	122	8	Dan Nitowsky
87Standard Electric Supply Co.MilwaukeeWI88,000,00017315Larry Stern88NEDCO SupplyLas VegasNV85,300,000991Marc Winard89United Utility Supply Cooperative Inc.LouisvilleKY85,000,000245Chris Perry90Womack Electric & Supply Co. Inc.DanvilleVANANA18Burke Herring91Sunrise Electric SupplyAddisonIL83,100,000841Don Chriske92Nu-Lite Electrical Wholesalers Inc.HarahanLANANA6Rick Corales93Brownstown Electric Supply Co. Inc.BrownstownINNA1005Gregg Deck94JH Larson Electrical Co.PlymouthMNNA1609Greg Pahl95Schwing Electrical Supply Corp.FarmingdaleNYNANA6John Frost96American Electrical Supply Inc.CoronaCA77,360,134831Mike Pratt97Frost SupplyMaryland HeightsMONANA6John Frost98Sequel Electrical Supply IlcMeridianMSNANA14Bob Merson99ConnexionBuffalo GroveILNA874David Rosenstein100Feldman Brothers Electrical Supply Co.PatersonNJNANA1Chuck Feldman	85	Hunzicker Brothers, Inc.	Oklahoma City	OK	NA	NA	12	Myers Lockard III
88NEDCO SupplyLas VegasNV85,300,000991Marc Winard89United Utility Supply Cooperative Inc.LouisvilleKY85,000,000245Chris Perry90Womack Electric & Supply Co. Inc.DanvilleVANANA18Burke Herring91Sunrise Electric SupplyAddisonIL83,100,000841Don Chriske92Nu-Lite Electrical Wholesalers Inc.HarahanLANANA6Rick Corales93Brownstown Electric Supply Co. Inc.BrownstownINNA1005Gregg Deck94JH Larson Electrical Co.PlymouthMNNA1609Greg Pahl95Schwing Electrical Supply Corp.FarmingdaleNYNANA7Peter Schwing96American Electric Supply Inc.CoronaCA77,360,134831Mike Pratt97Frost Supply Inc.Maryland HeightsMONANA6John Frost98Sequel Electrical Supply IlcMeridianMSNANA14Bob Merson99ConnexionBuffalo GroveILNA874David Rosenstein100Feldman Brothers Electrical Supply Co.PatersonNJNANA1	86	Tri-State Utility Products Inc.	Marietta	GA	89,900,000	31	3	Rusty Batch
89United Utility Supply Cooperative Inc.LouisvilleKY85,000,000245Chris Perry90Womack Electric & Supply Co. Inc.DanvilleVANANA18Burke Herring91Sunrise Electric SupplyAddisonIL83,100,000841Don Chriske92Nu-Lite Electrical Wholesalers Inc.HarahanLANANA6Rick Corales93Brownstown Electric Supply Co. Inc.BrownstownINNA1005Gregg Deck94JH Larson Electrical Co.PlymouthMNNA1609Greg Pahl95Schwing Electrical Supply Corp.FarmingdaleNYNANA7Peter Schwing96American Electric Supply Inc.CoronaCA77,360,134831Mike Pratt97Frost SupplyMaryland HeightsMONANA6John Frost98Sequel Electrical Supply IlcMeridianMSNANA14Bob Merson99ConnexionBuffalo GroveILNA874David Rosenstein100Feldman Brothers Electrical Supply Co.PatersonNJNANA1	87	Standard Electric Supply Co.	Milwaukee	WI	88,000,000	173	15	Larry Stern
90Womack Electric & Supply Co. Inc.DanvilleVANANA18Burke Herring91Sunrise Electric SupplyAddisonIL83,100,000841Don Chriske92Nu-Lite Electrical Wholesalers Inc.HarahanLANANA6Rick Corales93Brownstown Electric Supply Co. Inc.BrownstownINNA1005Gregg Deck94JH Larson Electrical Co.PlymouthMNNA1609Greg Pahl95Schwing Electrical Supply Corp.FarmingdaleNYNANA7Peter Schwing96American Electric Supply Inc.CoronaCA77,360,134831Mike Pratt97Frost SupplyMaryland HeightsMONANA6John Frost98Sequel Electrical Supply IlcMeridianMSNANA14Bob Merson99ConnexionBuffalo GroveILNA874David Rosenstein100Feldman Brothers Electrical Supply Co.PatersonNJNANA1	88	NEDCO Supply	Las Vegas	NV	85,300,000	99	1	Marc Winard
91Sunrise Electric SupplyAddisonIL83,100,000841Don Chriske92Nu-Lite Electrical Wholesalers Inc.HarahanLANANA6Rick Corales93Brownstown Electric Supply Co. Inc.BrownstownINNA1005Gregg Deck94JH Larson Electrical Co.PlymouthMNNA1609Greg Pahl95Schwing Electrical Supply Corp.FarmingdaleNYNANA7Peter Schwing96American Electric Supply Inc.CoronaCA77,360,134831Mike Pratt97Frost SupplyMaryland HeightsMONANA6John Frost98Sequel Electrical Supply IlcMeridianMSNANA14Bob Merson99ConnexionBuffalo GroveILNA874David Rosenstein100Feldman Brothers Electrical Supply Co.PatersonNJNANA1	89	United Utility Supply Cooperative Inc.	Louisville	KY	85,000,000	24	5	Chris Perry
92Nu-Lite Electrical Wholesalers Inc.HarahanLANANA6Rick Corales93Brownstown Electric Supply Co. Inc.BrownstownINNA1005Gregg Deck94JH Larson Electrical Co.PlymouthMNNA1609Greg Pahl95Schwing Electrical Supply Corp.FarmingdaleNYNANA7Peter Schwing96American Electric Supply Inc.CoronaCA77,360,134831Mike Pratt97Frost SupplyMaryland HeightsMONANA6John Frost98Sequel Electrical Supply IlcMeridianMSNANA14Bob Merson99ConnexionBuffalo GroveILNA874David Rosenstein100Feldman Brothers Electrical Supply Co.PatersonNJNANA1Chuck Feldman	90	Womack Electric & Supply Co. Inc.	Danville	VA	NA	NA	18	Burke Herring
93Brownstown Electric Supply Co. Inc.BrownstownINNA1005Gregg Deck94JH Larson Electrical Co.PlymouthMNNA1609Greg Pahl95Schwing Electrical Supply Corp.FarmingdaleNYNANA7Peter Schwing96American Electric Supply Inc.CoronaCA77,360,134831Mike Pratt97Frost SupplyMaryland HeightsMONANA6John Frost98Sequel Electrical Supply IlcMeridianMSNANA14Bob Merson99ConnexionBuffalo GroveILNA874David Rosenstein100Feldman Brothers Electrical Supply Co.PatersonNJNANA1Chuck Feldman	91	Sunrise Electric Supply	Addison	IL	83,100,000	84	1	Don Chriske
94JH Larson Electrical Co.PlymouthMNNA1609Greg Pahl95Schwing Electrical Supply Corp.FarmingdaleNYNANA7Peter Schwing96American Electric Supply Inc.CoronaCA77,360,134831Mike Pratt97Frost SupplyMaryland HeightsMONANA6John Frost98Sequel Electrical Supply IIcMeridianMSNANA14Bob Merson99ConnexionBuffalo GroveILNA874David Rosenstein100Feldman Brothers Electrical Supply Co.PatersonNJNANA1Chuck Feldman	92	Nu-Lite Electrical Wholesalers Inc.	Harahan	LA	NA	NA	6	<b>Rick Corales</b>
95Schwing Electrical Supply Corp.FarmingdaleNYNANA7Peter Schwing96American Electric Supply Inc.CoronaCA77,360,134831Mike Pratt97Frost SupplyMaryland HeightsMONANA6John Frost98Sequel Electrical Supply IIcMeridianMSNANA14Bob Merson99ConnexionBuffalo GroveILNA874David Rosenstein100Feldman Brothers Electrical Supply Co.PatersonNJNANA1Chuck Feldman	93	Brownstown Electric Supply Co. Inc.	Brownstown	IN	NA	100	5	Gregg Deck
96American Electric Supply Inc.CoronaCA77,360,134831Mike Pratt97Frost SupplyMaryland HeightsMONANA6John Frost98Sequel Electrical Supply IIcMeridianMSNANA14Bob Merson99ConnexionBuffalo GroveILNA874David Rosenstein100Feldman Brothers Electrical Supply Co.PatersonNJNANA1Chuck Feldman	94	JH Larson Electrical Co.	Plymouth	MN	NA	160	9	Greg Pahl
97Frost SupplyMaryland HeightsMONANA6John Frost98Sequel Electrical Supply IIcMeridianMSNANA14Bob Merson99ConnexionBuffalo GroveILNA874David Rosenstein100Feldman Brothers Electrical Supply Co.PatersonNJNANA1Chuck Feldman	95	Schwing Electrical Supply Corp.	Farmingdale	NY	NA	NA	7	Peter Schwing
98Sequel Electrical Supply IIcMeridianMSNANA14Bob Merson99ConnexionBuffalo GroveILNA874David Rosenstein100Feldman Brothers Electrical Supply Co.PatersonNJNANA1Chuck Feldman	96	American Electric Supply Inc.	Corona	CA	77,360,134	83	1	Mike Pratt
99ConnexionBuffalo GroveILNA874David Rosenstein100Feldman Brothers Electrical Supply Co.PatersonNJNANA1Chuck Feldman	97	Frost Supply	Maryland Heights	MO	NA	NA	6	John Frost
100 Feldman Brothers Electrical Supply Co. Paterson NJ NA NA 1 Chuck Feldman	98	Sequel Electrical Supply IIc	Meridian	MS	NA	NA	14	Bob Merson
100 Feldman Brothers Electrical Supply Co. Paterson NJ NA NA 1 Chuck Feldman	99	Connexion	Buffalo Grove	IL	NA	87	4	David Rosenstein
		Feldman Brothers Electrical Supply Co.	Paterson	NJ	NA	NA	1	Chuck Feldman
		NA- Not available *Data	a for North America		# Acquired in 201	L5 ## Acqu	ired in 2016	

				DISTRIBUT			
	THE IC	P 200 ELE	State/		Number of	Number of	
Rank	Company Name	Town/City	Province		Employees	Locations	Senior Executive
101	Mid-Coast Electric Supply Inc.	San Antonio	TX	73,502,000	110	6	Tom Barker
102	Inline Electric Supply Co.	Huntsville	AL	73,121,000	150	11	Bruce Summerville
103	Rockingham Electrical Supply Inc.	Portsmouth	NH	NA	NA	10	Jim Pender
104	Electric Supply & Equipment Co.	Greensboro	NC	71,000,000	82	3	Brad McCormick
105	Mars Electric Co.	Willoughby	ОН	70,000,000	132	11	Mark Doris
106	Paramount-EO Inc.	Minooka	IL	NA	NA	3	Ken Gallagher
107	Voss Lighting	Lincoln	NE	69,000,000	230	16	Mike Voss
108	F.D. Lawrence Co., The	Cincinnati	OH	NA	95	3	Dennis O'Leary
109	Crum Electric Supply Co., Inc.	Casper	WY	66,474,000	112	10	David Crum
110	Fromm Electric Supply	Reading	PA	65,989,316	128	9	Michael Fromm
111	Independent Electric Supply	Somerville	MA	NA	84	5	Dan Gray
112	General Pacific Inc.	Fairview	OR	64,641,000	39	4	Rick Hall
113	Parrish-Hare Electrical Supply	Dallas	TX	NA	NA	4	Pat Hare
114	Dickman Supply Inc.	Sidney	OH	NA	NA	4	Tim Geise
115	Warshauer Electric Supply Co	Tinton Falls	NJ	60,288,353	140	5	James Warshauer
116	Harry Cooper Supply Co.	Springfield	MO	NA	160	3	Steve Reagan
117	Wolff Brothers Supply Inc.	Medina	OH	NA	NA	12	Howard Wolff
118	Buckles Smith	San Jose	CA	NA	84	7	Art Cook
119	Denney Electric Supply	Ambler	PA	NA	107	8	Steve Thornton
120	Loyd's Electric Supply	Branson	MO	NA	NA	3	Phil Loyd
121	City Electric Co. Inc.	Syracuse	NY	NA	110	11	Sandra Rosecrans
122	E. Sam Jones Distributor Inc.	Atlanta	GA	NA	105	7	Patrick Jones
123	Tri State Supply Co. Inc.	Washington	PA	53,000,000	70	5	James VanZandt
124	City Lighting Products	St. Louis	MO	NA	NA	6	Lester Hohl
125	Electrical Supplies Inc.	Hileah	FL	NA	NA	3	Fred Segal
126	Blazer Electric Supply Co.	Colorado Springs	CO	50,750,000	90	2	Steve Blazer
127	Advance Electrical Supply Co	Chicago	IL	NA	65	2	Aaron Hughes
128	K/E Electrical Supply	Mount Clemens	MI	NA	65	4	Rock Kuchenmeister
129	Raymond deSteiger	Sterling Heights	MI	NA	73	4	Peter deSteiger
130	B&K Electric Wholesale	City of Industry	CA	NA	NA	4	Todd Brown
131	Medler Electric Co.	Alma	MI	NA	113	15	Bill Michael
132	Peninsular Electric Distributors	West Palm Beach	FL	NA	80	1	John Larmoyeux
133	Wildcat Electric Supply	Houston	TX	43,150,000	75	2	Keith Hessemer
134	Franklin Electric Co.	Moorestown	NJ	43,000,000	99	6	William Walker III
135	REVCO Lighting and Electrical Supply Inc.	Southampton	NY	NA	NA	5	Theodora Velys
136	G&G Electric Supply	New York	NY	41,200,000	54	3	Laurence Heimrath
137	International Electrical Sales Corp.	Miami	FL	40,000,000	28	1	Robert Bernstein
138	Sun Valley Electric Supply / Energy Electrical Distribution	Las Vegas	NV	NA	NA	5	Steven LaTorra
139	St. Louis Metro Electric Supply Inc.	St. Louis	MO	NA	165	8	William Frisella
140	West-Lite Supply Co.	Cerritos	CA	NA	NA	5	Garry Haverland
141	Cardello Electric Supply Co.	Pittsburgh	PA	NA	NA	9	Matt Cardello
142	Electric Supply Center	Burlington	MA	NA	NA	5	Larry Lafreniere
143	Hannan Supply Co.	Paducah	KY	NA	NA	4	Bruce Brockenborough
144	Hein Electric Supply Co.	Brookfield	WI	NA	NA	9	Chris Stoming
145	Active Electrical Supply	Chicago	IL	NA	NA	2	Linda Fox
146	Tacoma Electric Supply	Tacoma	WA	NA	52	2	Charles Silva
147	Winkle Electric Co. Inc.	Youngstown	OH	35,000,000	70	3	Rick Teaberry
148	Dulles Electric Supply Corp.	Sterling	VA	NA	NA	1	John Hughes III
149	First SOURCE Electrical, LLC	Houston	TX	34,256,500	51	1	Phil deLoache
150	Swift Electrical Supply	Teterboro	NJ	34,000,000	65	4	August Sodora
	NA- Not available *Data f	or North America	**Worldwide data	# Acquired in 201	5 ## Acqui	red in 2016	



Static/         Static/         2015         Humber of Research         Humber of Exceptions         Scatio F Executive           154         Apipa lacktic Sipply         Kinhull         H         N         N         4         Henry Parkoco           152         Confl Ecerc: Sipply Co. Inc.         Henry Encode         N         32,000,000         40         3         System Encode           154         Galant & Win         Long Bland Cly         W         32,000,000         40         3         System Encode           155         Hean Encode Signly Co. Inc.         Barin Conde         W         W         42,000,000         40         3         Dimans Sentrating Filter           156         Hean Encode Signly Co. Inc.         Sata Conde         CA         31,228,400         60         4         Hah Mattry           157         Bell Exetural Signly Co.         Breadie         IL         28,500,000         30         1         Und Signly Co.         Hean Kis         28,001,676         45         2         Kayin Dain           158         Gardels Grap.         Moretical Signly Co.         Hean Kis         MA         40         3         Learneree Distation           158         Identides Signly Co.         Moretine         CA			HE TOP 200 E	LECTR	ICAL DI	STR <u>IBUTC</u>	RS	
151         Alpha Extenci Supply         Kinhul         HI         MA         MA         4         4 merry Parbecon           152         Conff Electric Supply         Bordin Electric Supply         Bordin Electric Supply         Douglas Bernis           154         Galant A Wen         Larg Island OV         W         32,000,000         40         3         Start Guman           155         Maltry Electric Supply Co. Inc.         Sam Francisco         CA         32,328,440         60         4         John Maltry           156         Maltry Electric Supply         Sant Action Ca         CA         22,000,000         45         1         Berning Electrical Supply           157         Half Electrical Supply         Electrical Supply         Electrical Supply         Electrical Supply         Bondie         1L         22,000,000         45         1         Berning Electrical Supply           158         Mail Flextrical Supply         Electrical Supply         Electrical Supply         Bondie         1L         24,000,00         70         3         Malter Electrical Supply         Bondie         1L         24,000,00         3         Electrical Supply         Electrical Supply         Bondie Action         A         A         Assint Electrical Supply Electrical Supply Electrical Supply Electrical								
152         Cariff Electic Supply Co. Inc.         Hantcanck         MI         33.305.554         50         2         Designs Benis           153         Baynes Lacki Supply         Baockan         MA         32.000,000         61         7         Chris Baynes           155         Melton Electric Supply Co. Inc.         Bartine         WI         MA         MA         3         Statt Charman           155         Melton Electric Supply Co. Inc.         Statta Chara         CA         22,900,000         45         1         Burt Schrag           157         Bell Electrical Supply         Statta Chara         CA         22,900,000         45         1         Burt Schrag           158         Meress Chip Electrical Supply Co.         Leneva         KS         28,000,000         70         3         Mating           150         Kaross Chip Electrical Supply Co.         Morksch         R         NA         100         3         Bartera Lansing           153         Helenot Flextrics         Mightin Char         K         NA         100         3         Bartera Lansing           154         Math Was Chip Co.p.         Statta Lansing         Mid Mid         Mid Mid Mid         3         Dead Schar         Kanata	Rank	Company Name	Town/City	Province	Revenue	Employees	Locations	Senior Executive
151       Baynes Electric Supply Co. Inc.       Backlen       M4       32,000,000       51       7       Chois Espays         154       Gallant & Wein       Long Island Giry       W       NA       NA       3       Tomas Leanthergy         155       Matty Electric Supply Co. Inc.       San Francisco       CA       23,328,440       60       4       John Matty         156       Matty Electric Supply Co. Inc.       San Francisco       CA       29,2000,000       35       1       Devid Franctel         159       Mapregag Electrical Supply Dic.       Leneral       KS       22,000,000       35       1       Devid Franctel         150       Margenge Electrical Supply Dic.       Leneral       KS       22,000,000       70       3       Matter Timery         161       Cardela Cop.       Inine       CA       28,000,000       70       3       Matter Timery         163       Hord Strice Supply Co.       Marka Mick       IL       NA       100       3       Devider Timery         164       Mort Wire Schulp Co.       String Heights       Mi       NA       40       Tod Marke Timery         165       Bohl & Appell Inc. #       String Heights       Mi       NA       40	151	Alpha Electric Supply	Kahului	HI	NA	NA	4	Henry Pacheco
154         Galant & Wein         Lang Island City         NY         32,000,000         40         3         Staurt Guman           155         Metty Electric Supply Co. Inc.         San Trackano         CA         31,224,400         60         4         John Mattly           157         Bell Electricic Supply Co.         San Tackano         CA         31,224,400         60         4         John Mattly           157         Bell Electricic Supply Co.         Santa Clara         CA         22,900,000         45         1         Burd Schag           158         Marken Lipsing         Santa Clara         CA         22,900,000         50         1         Vito Pelagio           160         Kansas City Electrical Supply Inc.         Rocelle         IL         28,500,000         70         3         Matte Tanta           161         Bartinon Electrics         Mire O. Vito R.         Marken Wito R.         3         Danala Electric           162         Matte Electrics         Syrophy Co.         Modesto         CA         PRADMO         3         Bartinon Sing Policitic           163         Bartinon Dectrics         Markan         N         NA         NA         3         Danal Electrin           164         Rapel	152	Caniff Electric Supply Co. Inc.	Hamtramck	MI	33,205,584	50	2	Douglas Bemis
155       Nelson Electric Supply Co. Inc.       Bacine       Wit       M.       NA       A       3       Themas Lausabarger         156       Nathy Electric Supply Co. Inc.       San Francisco       CA       23,020,000       45       1       Burt Schrage         157       Rel Electric Supply Co. Inc.       San Francisco       CA       29,2000,000       35       1       David Franctel         158       Mary Mext Lighing       Los Angeles       CA       29,2000,000       35       1       David Franctel         159       Amprange Electrical Supply Co.       Lenna       KS       28,001,678       45       2       Reglin Cain         161       Candels Cop.       Invine       CA       28,000,000       70       3       Mile Timery         163       Mile Metric Supply Co.       Models       CA       NA       NA       3       Davide Electric         164       Metro Wire & Cabin, Carp.       Skarling Hinghits       Mi       NA       40       3       Davide Electric         165       ND Electric Supply Co.       Starling Hinghits       Mi       NA       NA       40       Tod Alphane         166       ND Electric Supply Co.       Frajetteville       AR       NA <td>153</td> <td>Baynes Electric Supply</td> <td>Brockton</td> <td>MA</td> <td>32,000,000</td> <td>51</td> <td>7</td> <td>Chris Baynes</td>	153	Baynes Electric Supply	Brockton	MA	32,000,000	51	7	Chris Baynes
156         Mathy Electric Supply Co. Inc.         San Fancisco         CA         31,323,440         60         4         John Mathy           157         Bel Electrical Supply         Santa Clara         CA         29,000,000         45         1         Burd Shringa           158         Marwest [string         Los Angless         CA         29,000,000         50         1         Durd Franctel           158         Marea Electrical Supply Co.         Lenna         KS         28,000,000         70         3         Make Timey           161         Candela Corp.         Ivrine         CA         28,000,000         70         3         Make Timey           162         Wile Electric Supply Co.         Modetol         CA         NA         NA         3         Darvato Lancing           163         Berdo Electric         Supdiard Park         MI         NA         40         3         Darvato Lancing           164         More Wire & Cable, Corp.         Sterling Heights         MI         NA         MA         3         Darvato Lancing           165         Broth Appellinc ##         Sterling Negrove         NY         NA         MS         3         Darvato Lancing           166         Virbore	154	Gallant & Wein	Long Island City	NY	32,000,000	40	3	Stuart Gruman
157         Bell Electrical Supply         Santa Clan         CA         29,000,000         45         1         Burt Schrage           158         Mink West Lighting         Los Angeles         CA         29,000,000         35         1         David Francel           159         Amerge Electrical Supply Co.         Lenesa         KS         28,000,000         70         3         Mike Timey           161         Candela Corp.         Invine         CA         RA         RA         3         Lawrence Mobinson           163         Idenviol Electric         Hightand Park         IL         NA         100         3         Barbana Laming           164         Idenviol Electric         Hightand Park         IL         NA         40         3         David Ecorp           165         Bohl & Appel Inc. ##         Sandusky         OH         NA         HA         7         Mary Ebert           166         Hartoffe Electric Supply Co. Inc. (HESO)         Rooky HII         CT         Z5,080,000         38         1         Arnold Koralsky           171         Southwattern Electrical Supply Co. Inc. (HESO)         Rooky HII         CT         Z5,080,000         38         1         Arnold Koralsky           17	155	Nelson Electric Supply Co. Inc.	Racine	WI	NA	NA	3	Thomas Leuenberger
158         Mid-West Lighting         Los Argeles         CA         29,000,000         35         1         David Francel           159         Amperage Electrical Supply Inc.         Roselle         IL         28,500,000         50         1         Nu Pelago           161         Candela Corp.         Inite         CA         28,000,000         70         3         Mile Tinch           162         Wille Electric Supply Co.         Modesto         CA         NA         NA         3         Daviers Enbinson           163         Geoded Electric         Hightend Park         IL         NA         400         3         Barbara Laming           164         Metto Wire & Cable, Corp.         Steffing Heights         MI         NA         40         3         Daviers Electric           166         Ki Electric         Syracce         N'         NA         44         Tod Torp           167         Hartford Electric Supply Co.         Fayetterille         AR         NA         MA         4         Tod Torp           168         Bar-Torp, Electric Co.         Merrian         NS         NA         MA         2         David Gardeer           170         Konelasky Lor         Freemanic         Le	156	Maltby Electric Supply Co. Inc.	San Francisco	CA	31,328,440	60	4	John Maltby
159         Amperage Electrical Supply Inc.         Roselle         II.         28.500,000         50         1         Vito Pelagio           160         Rainss City Electrical Supply Co.         Lenexa         KS         28.001,678         45         2         Kajin Calin           161         Candia Grop.         Invine         CA         28.000,007         3         Mile Timmy           163         Idlewood Electric         Hightand Park         IL         NA         40         3         Bardword Lansing           163         Bohl & Agpel Inc. ##         Standsky         OH         NA         40         3         Bonda Capp           165         Bohl & Agpel Inc. ##         Standsky         OH         NA         40         3         Bonda Capp           166         KI Electric         Syncase         W         NA         44         Todd Thorp           168         Barthorp Electric Co.         Meriam         KS         NA         NA         3         Board McConella           170         Kowalsky Carr Electric Supply Co.         Forcheralit         NY         25,000,000         38         1         Arnold Kowalsky           171         Southeastem Electrical Supply Co.         Gancinatit	157	Bell Electrical Supply	Santa Clara	CA	29,800,000	45	1	Burt Schraga
160Kanasa Chy Electrical Supply Co.LenexaKS28,000,000703Mean161Condeta Corp.IrvineCA28,000,000703MeanMean163Idlewood DectricHighand ParkILNA1003Barbara Lansing164Maro Wire & Cable, Corp.Sterling HalptisMINA403Datatrate Lansing165Bohk Agenellin C.#StondaylyOHNA403Datatrate Lansing166Bohk Agenellin C.#StondaylyOHNA403Datatrate Lansing167Hardford Gectric Supply Co. Inc. (HSCO)Poody HillCf25,686,000571Bill DePasquale168Bar-Thorp Dectric Co.MerianNSNANA4Iondoff168Bar-Thorp Dectric Co.FayettevilleARNANA3Datatratech170Konskly-Car Dectric Supply Co.FayettevilleARNANA3Datatratech171Soutsky-Car Dectric Supply Co.FayettevilleSCNANA3Datatratech173Johnson Electric Supply Co.GeneralNFNANA3Datatratech174Waley Dectric Supply Co.GeneralNNANA2Boudd Gander175Gines Dectric Supply Co.GeneralNNANA4Boudd Gander174Waley Dectric Supply Co.GeneralNNANA <td>158</td> <td>Mid-West Lighting</td> <td>Los Angeles</td> <td>CA</td> <td>29,000,000</td> <td>35</td> <td>1</td> <td>David Frandzel</td>	158	Mid-West Lighting	Los Angeles	CA	29,000,000	35	1	David Frandzel
161         Candela Curp.         Invine         CA         28,000,000         70         3         Mike Tinney           162         Wille Electric Supply Co.         Modesto         CA         NA         NA         3         Larrence Robinson           164         Metro Wire & Cable, Curp.         Sterling Heights         MI         NA         40         3         Borbard Larging           166         Borh & Appel Inc. ##         Sandusky         OH         NA         40         3         Donald Exop           166         KI Electric         Syncuse         NY         NA         98         5         Keri Jacobs           167         Hartford Electric Supply Co. Inc. (HESCO)         Rocky Hill         CT         25,686,000         57         1         Bill DePasquale           168         Bar-Thorp Electric Co.         Merriam         NS         NA         NA         3         David Gardner           170         Koralsky-Carr Electric Supply Co.         Ergetteville         AR         NA         3         Gal Koralsky           171         Southeastern Electric Tan Distributors Inc.         Greenville         SC         NA         NA         3         Gal Koralsky           172         Alkase Electrin	159	Amperage Electrical Supply Inc.	Roselle	IL	28,500,000	50	1	Vito Pelagio
162         Wile Electric Supply Co.         Modesto         CA         NA         NA         3         Lawrence Robinson           163         Idlewood Electric         Highland Park         IL         NA         400         3         Barbara Larsing           164         Met Wire & Cable, Cop.         Starfung Heights         MI         NA         40         3         Bordl & Appell Inc. ##           165         Brohl & Appell Inc. ##         Sandusky         OH         NA         NA         98         5         Ken Jacobs           166         Barrhorp Electric Supply Co. Inc. (HESCO)         Poorky Hill         CT         25,686,000         73         1         Bull DePsquale           168         Barrhorp Electric Supply Co.         Feyrettwille         AR         NA         NA         4         Todd Thorp           169         Upchurch Electrical Supply Co.         Feyrettwille         AR         NA         NA         3         David McConnell           170         Koralsky-Car Electric Supply Co.         Granog Park         CA         NA         NA         3         David McConnell           171         Kalsale Electric Supply Co.         Cincinanti         OH         NA         NA         2         Boauj dahazo<	160	Kansas City Electrical Supply Co.	Lenexa	KS	28,001,678	45	2	Kaylin Crain
163       Idlewood Electric       Highland Park       IL       NA       100       3       Barbara Lansing         164       Metro Wire & Cable, Cop.       Sterling Heights       Mi       NA       40       3       Donald Ecop         166       Kol Rackellin, ##       Sandusky       OH       NA       NA       40       Sterling Acapation         166       Kol Electric       Synacuse       NY       NA       98       5       Ken Jacobs         167       Hartford Electric Supply Co.       Fayettexille       AR       NA       NA       4       God Torp         168       Barr.Thorp Electric Co.       Merriam       KS       NA       NA       4       God Torp         170       Kovaksky-Carr Electric Supply Co.       Fayettexille       AR       NA       NA       3       Baird McConnell         171       Sutheaster Electrical Distributos Inc.       Greenville       SC       NA       NA       3       Gail Studebaker         172       Allsale Electric Inc. (Regency Lighting) #       Canoga Park       CA       NA       NA       A       2       Boli Studebaker         173       Johnson Electric Supply Co.       Cincinnatit       OH       NA       NA	161	Candela Corp.	Irvine	CA	28,000,000	70	3	Mike Tinney
163       Idlewood Electric       Highland Park       IL       NA       100       3       Barbara Lansing         164       Metro Wire & Cable, Cop.       Sterling Heights       Mi       NA       40       3       Donald Ecop         166       Kol Rackellin, ##       Sandusky       OH       NA       NA       40       Sterling Acapation         166       Kol Electric       Synacuse       NY       NA       98       5       Ken Jacobs         167       Hartford Electric Supply Co.       Fayettexille       AR       NA       NA       4       God Torp         168       Barr.Thorp Electric Co.       Merriam       KS       NA       NA       4       God Torp         170       Kovaksky-Carr Electric Supply Co.       Fayettexille       AR       NA       NA       3       Baird McConnell         171       Sutheaster Electrical Distributos Inc.       Greenville       SC       NA       NA       3       Gail Studebaker         172       Allsale Electric Inc. (Regency Lighting) #       Canoga Park       CA       NA       NA       A       2       Boli Studebaker         173       Johnson Electric Supply Co.       Cincinnatit       OH       NA       NA	162	Wille Electric Supply Co.	Modesto	CA	NA	NA	3	Lawrence Robinson
164         Metro Wire & Gable, Cop         Sterling Heights         MI         NA         40         3         Donald Exop           165         Bohl & Appell In ##         Sandusky         OH         NA         98         5         Ken Jacobs           167         Hartford Electric         Syracuse         NY         NA         98         5         Ken Jacobs           168         Barr Thorp Electric Co.         Merrian         NS         NA         NA         4         Todd Thorp           169         Upchurch Electrical Supply Co.         Fayetteville         AR         NA         NA         3         David McConnell           171         Koradsky, Carr Electric Supply         Rochester         NY         25.000,000         38         1         Andid McConnell           172         Allacke Electric Inc. (Regency Lighting) #         Canoga Park         CA         NA         NA         2         David Gardner           173         Johnson Electric Supply Co.         Cinclinnatil         OH         NA         NA         2         David Gardner           174         Valley Electric Supply Cop.         Vincennes         IN         NA         NA         2         Robe Kare           175         <	163		Highland Park	IL	NA	100	3	Barbara Lansing
165         Brohl & Appell Inc. ##         Sandusky         OH         NA         NA         98         5         Ken Jacobs           166         K J Electric         Syracuse         NY         NA         98         5         Ken Jacobs           167         Hartford Electric Supply Co. Inc. (HESCO)         Rocky Hill         CT         25.686,000         57         1         Bill DePasquale           168         BartThorp Electric Supply Co.         Føytekville         AR         NA         NA         4         Todd Thorp           169         Upchurch Electrical Supply Co.         Føytekville         AR         NA         NA         3         David McConnell           170         Kovalsky Carr Electric Supply Co.         Greenville         SC         NA         NA         3         Gali Studebaker           173         Johnson Electric Supply Co.         Cincinnati         OH         NA         NA         A         2         Bichard Cannon           174         Valley Electrical Supply Co.         Cincinnati         OH         NA         NA         1         Code Cans           175         Johnson Electric Supply Co.         Indianapolis         IN         22.976.058         42         3         Rob McCutry			•					Ŭ
166     Ki Electric     Syracse     NY     NA     98     5     Ken Jacobs       167     Hartford Electric Supply Co. Inc. (HESCO)     Rocky Hill     CT     25,666,000     57     1     Bill DePasquale       168     BarrThorp Electric Co.     Merriam     KS     NA     NA     4     Todd Thorp       168     BarrThorp Electric Co.     Merriam     KS     NA     NA     3     David McContell       170     Kovalsky-Carr Electric Supply     Rochester     NY     25,000,000     38     1     Antold Kovalsky       171     Southeastern Electrical Distributors Inc.     Greenville     SC     NA     NA     3     Gall Studebater       172     Alisel Electric Inc. (Repent Ulghting) #     Canoga Park     CA     NA     NA     2     Doug Johnson       173     Valley Electric Supply Co.     Cincinnati     OH     NA     NA     2     Boei Goes       176     Gress Electric     Toledo     OH     NA     NA     1     God Maritzky       176     Alied Wholesale Electrical Supply Inc.     Indianapolis     IN     22,976,058     42     3     Rob McCurdy       177     United Electrical Supply Co. Inc.     Ornaha     NE     NA     NA     1								
167         Hartford Electric Supply Co. Inc. (HESCO)         Rocky Hill         CT         25,686,000         57         1         Bill DePasquale           168         Bar-Thorp Electric Co.         Merriam         KS         NA         NA         4         Todd Thorp           169         Upchurch Electrical Supply Co.         Fayetteville         AR         NA         NA         3         David McConnell           170         Korals/Corral Extric Supply         Rochester         NY         25,000,000         38         1         Amold Koralsky           171         Southeastern Electrical Distributors Inc.         Greenville         SC         NA         NA         3         Gail Studebater           172         Jahasne Techric Supply Co.         Cincinnati         OH         NA         NA         2         Doug Joinson           174         Valley Electric Supply Co.         Cincinnati         OH         NA         5         3         Joe Gross           176         Allied Wholesale Electrical Supply Inc.         Indianapolis         N         22,976,058         42         3         Rob McCurdy           170         United Electrical Supply Inc.         Math NA         1         Todd Kwritzly           171         U								•
168       Bart Thorp Electric Co.       Merriam       KS       NA       NA       A4       Todd Thorp         169       Upchurch Electrical Supply Co.       Fayetteville       AR       NA       NA       3       David McConnell         170       Kwaksky Carr Electric Supply       Rochester       NY       25,000,000       38       1       Arnold Kwaksky         171       Southeastern Electrical Distributors Inc.       Greewrille       SC       NA       NA       3       Gail Studebaker         173       Johnson Electric Supply Co.       Grincinnati       OH       NA       NA       2       Doug Johnson         174       Valey Dectric Supply Co.       Grincinnati       OH       NA       NA       2       Richard Canon         175       Grass Electric       Toledo       OH       NA       NA       1       Todd Kwatzy         176       Miled Wholesale Electrical Supply Inc.       Indianapolis       IN       2.976,058       42       3       Bob McCurdy         177       Miled Electrical Supply Co.       Battimore       MA       NA       48       2       David Gardner         176       Missie Electrical Supply Inc.       Renesalear       MY       NA       NA								
169     Upchurch Electrical Supply Co.     Fayetteville     AR     NA     NA     A     A       170     Kovaksly-Carr Electric Supply     Rochester     NY     25,000,000     38     1     Arnold Kovalsky       171     Southeastern Electrical Distributors Inc.     Greenville     SC     NA     NA     3     David Gardner       172     Altslee Electric Inc. (Regregori Uptitting) #     Canoga Park     CA     NA     NA     3     David McConnell       173     Johnson Electric Supply Co.     Cincinnati     OH     NA     NA     2     Doug Johnson       174     Valley Electric Supply Co.p.     Vincennes     IN     NA     NA     2     Bob McCurdy       175     Gross Electric     Toledo     OH     NA     NA     1     Todd Kuwitzky       176     Alled Wholesale Electrical Supply Co. Inc.     Ornaha     NE     NA     NA     1     Todd Kuwitzky       177     United Electric Supply Co.     Baltimore     MD     NA     AR     2     Dowid Gardner       178     Mission Controls & Automation     San Antonio     TX     NA     48     2     Drowid Gardner       179     C.N. Robinson Lighting Supply Co.     Baltinmore     MD     NA     NA <td></td> <td>,</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>		,						
170       Kovalsky-Carr Electric Supply       Rochester       NY       25,000,000       38       1       Arnold Kovalsky         171       Southeastern Electrical Distributors Inc.       Greenville       SC       NA       NA       3       David Gardner         172       Altsale Electric Inc. (Regenv Lighting) #       Canoga Park       CA       NA       NA       3       Gall Studebaker         173       Johnson Electric Supply Co.       Cincinnati       OH       NA       NA       2       Doug Johnson         174       Valey Electric Supply Co.       Cincinnati       OH       NA       NA       2       Distributors         175       Gross Electric       Toledo       OH       NA       SA       2       3       Rob McCurdy         176       Mision Controls & Automation       San Autonio       TN       NA       A8       2       David Gardner         177       Mision Controls & Automation       San Autonio       TN       NA       A8       2       David Gardner         178       Mision Controls & Automation       San Autonio       TN       NA       A8       2       David Gardner         178       Mision Controls & Automation       San Autonio       TN       NA								
171       Southeastem Electrical Distributors Inc.       Greenville       SC       NA       NA       3       David Gardner         172       Allsale Electric Inc. (Regency Lighting) #       Canoga Park       CA       NA       NA       3       Gail Studebaker         173       Johnson Electric Supply Co.       Cincinnati       OH       NA       NA       2       Doug Johnson         174       Valley Edetric Supply Co.       Vincennes       IN       NA       NA       2       Richard Cannon         175       Gross Electric       Toledo       OH       NA       55       3       Joe Gross         176       Allied Wholesale Electrical Supply Inc.       Indianapolis       IN       22,976,058       42       3       Rob McCurdy         177       United Electrical Supply Co.       Batimore       MD       NA       48       2       David Gardner         178       Mission Controls & Automation       San Antonio       TX       NA       48       2       Bavid Gardner         179       C.N. Robinson Lighting Supply Co.       Batimore       MD       NA       NA       1       South Kawitzky         180       Weber Electric Supply Inc.       Erie       PA       NA       N			,					
172       Allsale Electric Inc. (Regency Lighting) #       Canoga Park       CA       NA       NA       NA       2       Doug Johnson         173       Johnson Electric Supply Co.       Cincinnati       OH       NA       NA       NA       2       Doug Johnson         174       Valley Electric Supply Co.       Toledo       OH       NA       NA       NA       2       Richard Canoon         175       Gross Electric       Toledo       OH       NA       55       3       Joe Gross         176       Alled Wholesale Electrical Supply Inc.       Indianapolis       IN       22,976,058       42       3       Rob McCurdy         177       United Electrical Supply Co. Inc.       Omaha       NE       NA       NA       1       Todd Kuwitzky         178       Mission Controls & Automation       San Antonio       TX       NA       NA       42       Bovid Gardner         179       C.M. Robinson Lighting Supply Co.       Baltimore       MD       NA       NA       NA       18       Sodorther       Baltimore       NA       NA       NA       18       Sodorther       18       Weber Electric Supply Co.       Huntington       W2       20,898,000       70       8       Jared								
173       Johnson Electric Supply Co.       Cincinnati       OH       NA       NA       NA       2       Doug Johnson         174       Valley Electric Supply Cop.       Vincennes       IN       NA       NA       NA       2       Richard Cannon         175       Gross Electric       Toledo       OH       NA       55       3       Joe Gross         176       Allied Wholesale Electrical Supply Inc.       Indianapolis       IN       22,976,058       42       3       Rob McCurdy         177       Urited Electrical Supply Co. Inc.       Omaha       NE       NA       NA       1       Todd Kuwitzly         178       Mission Controls & Automation       San Antonio       TX       NA       48       2       David Gardner         179       C.N. Robinson Lighting Supply Co.       Baltimore       MD       NA       NA       2       Robert Mills         180       Thorpe Electric Supply Inc.       Erie       PA       NA       NA       3       Thomas Gammel/Joseph Mullen S         181       Weber Electric Supply Inc.       Erie       PA       NA       NA       4       Kimberey Cheney         182       West Virgina Electric Supply Inc.       Florey       AL       <								
174Valley Electric Supply Corp.VincennesINNANA2Richard Cannon175Gross ElectricToledoOHNA553Joe Gross176Allied Wholesale Electrical Supply Inc.IndianapolisIN22,976,058423Rob McCurdy177United Electrical Supply Co.OmahaNENANA1Todd Kuwitzky178Mission Controls & AutomationSan AntonioTXNA482David Gardner179C.N. Robinson Lighting Supply Co.BaltimoreMDNANA2Robert Mills180Thorpe Electric Supply Inc.RensselaerNYNANA3Thomas Garmel/Loseph Mullen S181Webt Flectric Supply Co.HuntingtonW20,898,000708Jared Colker183Hill Electric Supply Co.HuntingtonW20,898,000708Jared Colker184Mathes GroupFoleyALNANA4John Richard185Bayou Boed Electric Inc.AmeliaLANANA4John Richard186Green Mountain Electric Supply Corp.WashingtonDCNANA1Grage Liber188Green Mountain Electric Supply Inc.NewportNYNANA1Gard Libro190Griffith Electric Supply Inc.MeroptNYNANA1Gard Libro191Gene Mountain Electric Supply Inc.B			-					
175Gross ElectricToledoOHNA553Joe Gross176Allied Wholesale Electrical Supply Inc.IndianapolisIN22,976,058423Rob McCurdy177United Electrical Supply Co. Inc.OrnahaNENANA1Todd Kuwitzky178Mission Controls & AutomationSan AntonioTXNA482David Gardner179C.N. Robinson Lighting Supply Co.BaltimoreMDNANA2Robert Mills180Thorpe Electric Supply Inc.EriePANANA3Thomas Garme// Joseph Mullen S181Weber Electric Supply Inc.EriePANANA3Thomas Weber182West Virginia Electric Supply Co.HuntingtonWV20,898,000708Jared Colker183Hill Electric Supply Co.Glen FallsNYNANA1Scott Schwartz184Mathes GroupFoleyALNANA4Mortherey Cheney185Bayou Boedr Electric Inc.AmeliaLANANA4John Richard186Michigan Chandeire Co.SouthfieldMINANA1Gregg Laber187Atlantic Electric Supply Corp.WashingtonDCNANA1Gregg Laber188Green Mountain Electric Supply Inc.NewportNYNANA1Gregg Laber189L.B. Electric Supply Inc.Brooklyn <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>-</td></t<>								-
176Allied Wholesale Electrical Supply Inc.IndianapolisIN22,976,058423Rob McCurdy177United Electrical Supply Co. Inc.OmahaNENANA1Todd Kuwitzky178Mission Controls & AutomationSan AntonioTXNA482David Gardner179C.N. Robinson Lighting Supply Co.BaltimoreMDNANA2Robert Mills180Thorpe Electric Supply Inc.RensselaerNYNANA2Thomas Gammel/Joseph Milles181Weber Electric Supply Inc.EriePANANA3Thomas Gammel/Joseph Milles182West Virginia Electric Supply Co.HuntingtonWV20,898,000708Jared Colker183Hill Electric Supply Co. Inc.Glien FallsNYNANA4Kimberley Chency184Mathes GroupFoleyALNANA4Kimberley Chency185Bayou Boeuf Electric Supply Corp.AmeliaLANANA4186Michigan Chandelier Co.SouthfieldMINAA34187Atlantic Electric Supply Inc.NewportNYNANA11Gregg Laber188Green Mountain Electric Supply Inc.NewportNYNANA11Gregg Laber199L.B. Electric Supply Inc.MorbordNYNANA1Carol Lifton199L.B. Electric Supply Inc.Brooklyn<								
177United Electrical Supply Co. Inc.OmahaNENANA1Todd Kuwitzly178Mission Controls & AutomationSan AntonioTXNA482David Gardner179C.N. Robinson Lighting Supply Co.BaltimoreMDNANA2Robert Mills180Thorpe Electric Supply Inc.RensselaerNYNANA2Thomas Gammel/Joseph Mullen S181Weber Electric Supply Inc.EriePANANA3Thomas Gammel/Joseph Mullen S183West Virginia Electric Supply Co.HuntingtonWV20,898,000708Jared Colker183Hill Electric Supply Co. Inc.Glen FallsNYNANA1Scott Schwartz184Mathes GroupFoleyALNANA4Kimberley Cheney185Bayou Boeuf Electric Inc.AmeliaLANANA4John Richard186Michigan Chandelier Co.SouthfieldMINA434Kenneth Sanders187Atlantic Electric Supply Co.Inc.BrookynDCNANA1Carol Lifton188Hile Electric Supply Inc.NewportNYNANA11Greeg Laber188Green Mountain Electric Supply Inc.NewportNYNANA11Greeg Laber189LB. Electric Supply Inc.BrooklynNYNANA1Carol Lifton190Griffith Electric Supply Inc								
178Mission Controls & AutomationSan AntonioTXNA482David Gardner179C.N. Robinson Lighting Supply Co.BaltimoreMDNANA2Robert Mills180Thorpe Electric Supply Inc.RensselaerNYNANA2Thomas Gammel/Joseph Mullen S181Weber Electric Supply Inc.EriePANANA3Thomas Gammel/Joseph Mullen S182West Virginia Electric Supply Co.HuntingtonWV20.898,000708Jared Colker183Hill Electric Supply Co.Glen FallsNYNANA1Scott Schwartz184Mathes GroupFoleyALNANA4John Richard185Bayou Boeuf Electric Inc.AmeliaLANANA4John Richard186Michigan Chandeller Co.SouthfieldMINAA44John Richard187Atlantic Electric Supply Co. Inc.BrooklynDCNANA1Greg Laber188Green Mountain Electric Supply Co. Inc.BrooklynNYNANA1Garders188Green Mountain Electric Supply Co. Inc.BrooklynNYNANA1Garders189L.B. Electric Supply Co. Inc.BrooklynNYNANA1Garders189L.B. Electric Supply Co. Inc.BrooklynNYNANA1Garders189L.B. Electric Supply Co. Inc. <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>								
179C.N. Robinson Lighting Supply Co.BaltimoreMDNANAQRobert Mills180Thorpe Electric Supply Inc.RensselaerNYNANAQThomas Gammel/Joseph Mullen S181Weber Electric Supply Inc.EriePANANA3Thomas Gammel/Joseph Mullen S182West Virginia Electric Supply Co.HuntingtonWV20,898,000708Jared Colker183Hill Electric Supply Co.Glen FallsNYNANA1Scott Schwartz184Mathes GroupFoleyALNANA4Kimberley Cheney185Bayou Boeuf Electric Inc.AmeliaLANANA4John Richard186Michigan Chandelier Co.SouthfieldMINA434Kenneth Sanders187Allanci Electric Supply Corp.WashingtonDCNANA1Gregg Laber188Green Mountain Electric Supply Inc.NewportNYNANA1Gard Lifton190Griffith Electric Supply Inc.BrooklynNYNANA1Gard Lifton191Glenbard Electric Supply Inc.Muscle ShoalsALNANA1Burton Lewis192Lewis Electric Supply Co. Inc.Muscle ShoalsALNANA1Burton Lewis193Aura Electric Supply Inc.Muscle ShoalsALNANA1Burton Lewis193Aura Electric Supply								,
180Thorpe Electric Supply Inc.RensselaerNYNANANA2Thomas Gammel/Joseph Mullen S181Weber Electric Supply Inc.EriePANANA3Thomas Gammel/Joseph Mullen S182West Virginia Electric Supply Co.HuntingtonWV20,898,000708Jared Colker183Hill Electric Supply Co. Inc.Glen FallsNYNANA1Scott Schwartz184Mathes GroupFoleyALNANA4Kimberley Cheney185Bayou Boeuf Electric Inc.AmeliaLANANA4John Richard186Michigan Chandelier Co.SouthfieldMINA434Kenneth Sanders187Atlantic Electric Supply Corp.WashingtonDCNANA1Gregg Laber188Green Mountain Electric Supply Inc.NewportNYNANA1Gregg Laber189LB. Electric Supply Co. Inc.BrooklynNYNANA1Gard Electric Gard Electric Supply Inc.190Griffith Electric Supply Inc.Muscle ShoalsALNANA1Burton Lewis191Glenbard Electric Supply Inc.Muscle ShoalsALNANA1Burton Lewis192Lewis Electric Supply Inc.Muscle ShoalsALNANA1Burton Lewis193Aura Electric Supply Inc.Muscle ShoalsALNANA2Jack Montag<								
181Weber Electric Supply Inc.EriePANANANA3Thomas Weber182West Virginia Electric Supply Co.HuntingtonWV20,898,000708Jared Colker183Hill Electric Supply Co. Inc.Glen FallsNYNANA1Scott Schwartz184Mathes GroupFoleyALNANA4Kimberley Cheney185Bayou Boeuf Electric Inc.AmeliaLANANA4John Richard186Michigan Chandelier Co.SouthfieldMINA434Kenneth Sanders187Atlantic Electric Supply Corp.WashingtonDCNANA11Gregg Laber188Green Mountain Electric Supply Inc.NewportNYNANA11Gregg Laber189L.B. Electric Supply Co. Inc.BrooklynNYNANA11Gregg Laber190Griffith Electric Supply Co. Inc.Muscle ShoalsALNANA1Carol Lifton191Glenbard Electric Supply Inc. ##LombardIL17,362,457321Dominic Vozella192Lewis Electric Supply Inc.Muscle ShoalsALNANA1Burton Lewis193Aura Electrical Supply Inc.Muscle ShoalsALNANA1Burton Lewis194B&S Electric Supply Co. Inc.AtlantaGANANA3Clarence Robie195Autonomy Technology Inc.								
182West Virginia Electric Supply Co.HuntingtonWV20,898,000708Jared Colker183Hill Electric Supply Co. Inc.Glen FallsNYNANA1Scott Schwartz184Mathes GroupFoleyALNANA4Kimberley Cheney185Bayou Boeuf Electric Inc.AmeliaLANANA4John Richard186Michigan Chandelier Co.SouthfieldMINA434Kenneth Sanders187Atlantic Electric Supply Corp.WashingtonDCNANA11Gregg Laber188Green Mountain Electric Supply Inc.NewportNYNANA11Gregg Laber189L.B. Electric Supply Co. Inc.BrooklynNYNANA1Carol Lifton190Griffith Electric Supply Co. Inc.Muscle ShoalsALNANA1Dominic Vozella191Glenbard Electric Supply Co. Inc.Muscle ShoalsALNANA1Burton Lewis192Lewis Electric Supply Co. Inc.Muscle ShoalsALNANA1Burton Lewis193Aura Electrical Supply Inc.BrooklynNYNANA2Jack Montag194B&S Electric Supply Co. Inc.AtlantaGANANA3Clarence Robie195Autonomy Technology Inc.Las VegasNVNA253Greg Knowles196VEC SupplyCharlottesville<								
183Hill Electric Supply Co. Inc.Glen FallsNYNANA1Scott Schwartz184Mathes GroupFoleyALNANAAKimberley Cheney185Bayou Boeuf Electric Inc.AmeliaLANANA4John Richard186Michigan Chandelier Co.SouthfieldMINA434Kenneth Sanders187Atlantic Electric Supply Corp.WashingtonDCNANA2Morton Lessans188Green Mountain Electric Supply Inc.NewportNYNANA11Gregg Laber189L.B. Electric Supply Co. Inc.BrooklynNYNANA1Carol Lifton190Griffith Electric Supply Inc.TrentonNJNANA1Burton Lewis191Glenbard Electric Supply Co. Inc.Muscle ShoalsALNANA1Burton Lewis192Lewis Electric Supply Co. Inc.Muscle ShoalsALNANA1Burton Lewis193Aura Electrical Supply Inc.BrooklynNYNANA2Jack Montag194B&S Electric Supply Co. Inc.AtlantaGANANA3Clarence Robie195Autonomy Technology Inc.Las VegasNVNA253Greg Knowles196VEC SupplyCharlottesvilleVA15,100,000366Frank Stalzer197Scurlock ElectricHoumaLA14,600,000 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
184Mathes GroupFoleyALNANA4Kimberley Cheney185Bayou Boeuf Electric Inc.AmeliaLANANA4John Richard186Michigan Chandelier Co.SouthfieldMINA434Kenneth Sanders187Atlantic Electric Supply Corp.WashingtonDCNANA2Morton Lessans188Green Mountain Electric Supply Inc.NewportNYNANA11Gregg Laber189L.B. Electric Supply Co. Inc.BrooklynNYNANA1Carol Lifton190Griffith Electric Supply Inc. ##TrentonNJNANA1Burton Lewis191Glenbard Electric Supply Co. Inc.Muscle ShoalsALNANA1Burton Lewis192Lewis Electric Supply Co. Inc.Muscle ShoalsALNANA2Jack Montag193Aura Electrical Supply Inc.BrooklynNYNANA2Jack Montag194B&S Electric Supply Co. Inc.AtlantaGANANA3Clarence Robie195Autonomy Technology Inc.Las VegasNVNA253Greg Knowles196VEC SupplyCharlottesvilleVA15,100,000366Frank Stalzer197Scurlock ElectricHoumaLA14,600,000303Quentin Walker198Wholesale Supply GroupClevelandTN12,000,000								
185Bayou Boeur Electric Inc.AmeliaLANANA4John Richard186Michigan Chandelier Co.SouthfieldMINA434Kenneth Sanders187Atlantic Electric Supply Corp.WashingtonDCNANA2Morton Lessans188Green Mountain Electric Supply Inc.NewportNYNANA11Gregg Laber189L.B. Electric Supply Co. Inc.BrooklynNYNANA1Carol Lifton190Griffith Electric Supply ##TrentonNJNANA5William Goodwin191Glenbard Electric Supply Inc. ##LombardIL17,362,457321Dominic Vozella192Lewis Electric Supply Inc.Muscle ShoalsALNANA1Burton Lewis193Aura Electrical Supply Inc.BrooklynNYNANA2Jack Montag194B&S Electric Supply Co. Inc.AtlantaGANANA3Clarence Robie195Autonomy Technology Inc.Las VegasNVNA253Greg Knowles196VEC SupplyCharlottesvilleVA15,100,000366Frank Stalzer197Scurlock ElectricHoumaLA14,600,000303Quentin Walker198Wholesale Supply GroupClevelandTN12,000,00025035Lloyd Rogers199Forest Hills Electrical Supply Inc.##Rando		Hill Electric Supply Co. Inc.						
186Michigan Chandelier Co.SouthfieldMINA434Kenneth Sanders187Atlantic Electric Supply Corp.WashingtonDCNANA2Morton Lessans188Green Mountain Electric Supply Inc.NewportNYNANA11Gregg Laber189L.B. Electric Supply Co. Inc.BrooklynNYNANA1Carol Lifton190Griffith Electric Supply Inc. ##TrentonNJNANA5William Goodwin191Glenbard Electric Supply Co. Inc.Muscle ShoalsALNANA1Burton Lewis192Lewis Electric Supply Co. Inc.Muscle ShoalsALNANA1Burton Lewis193Aura Electric Supply Co. Inc.Muscle ShoalsALNANA2Jack Montag194B&S Electric Supply Co. Inc.AtlantaGANANA3Clarence Robie195Autonomy Technology Inc.Las VegasNVNA253Greg Knowles196VEC SupplyCharlottesvilleVA15,100,000366Frank Stalzer197Scurlock ElectricHoumaLA14,600,0003035Lloyd Rogers198Wholesale Supply GroupClevelandTN12,000,00025035Lloyd Rogers199Forest Hills Electrical Supply Inc. #RandolphMANANA3Dennis Albert			Foley	AL	NA	NA	4	Kimberley Cheney
187Atlantic Electric Supply Corp.WashingtonDCNANA2Morton Lessans188Green Mountain Electric Supply Inc.NewportNYNANA11Gregg Laber189L.B. Electric Supply Co. Inc.BrooklynNYNANA1Carol Lifton190Griffith Electric Supply ##TrentonNJNANA5William Goodwin191Glenbard Electric Supply Inc. ##LombardIL17,362,457321Dominic Vozella192Lewis Electric Supply Co. Inc.Muscle ShoalsALNANA1Burton Lewis193Aura Electrical Supply Inc.BrooklynNYNANA2Jack Montag194B&S Electric Supply Co. Inc.AtlantaGANANA3Clarence Robie195Autonomy Technology Inc.Las VegasNVNA253Greg Knowles196VEC SupplyCharlottesvilleVA15,100,000366Frank Stalzer197Scurlock ElectricHoumaLA14,600,000303Quentin Walker198Wholesale Supply GroupClevelandTN12,000,00025035Lloyd Rogers199Forest Hills Electrical Supply Inc. #RandolphMANANA3Dennis Albert	185	Bayou Boeuf Electric Inc.					4	John Richard
188Green Mountain Electric Supply Inc.NewportNYNANA11Gregg Laber189L.B. Electric Supply Co. Inc.BrooklynNYNANA1Carol Lifton190Griffith Electric Supply ##TrentonNJNANA5William Goodwin191Glenbard Electric Supply Inc. ##LombardIL17,362,457321Dominic Vozella192Lewis Electric Supply Co. Inc.Muscle ShoalsALNANA1Burton Lewis193Aura Electrical Supply Inc.BrooklynNYNANA2Jack Montag194B&S Electric Supply Co. Inc.AtlantaGANANA3Clarence Robie195Autonomy Technology Inc.Las VegasNVNA253Greg Knowles196VEC SupplyCharlottesvilleVA15,100,000366Frank Stalzer197Scurlock ElectricHoumaLA14,600,000303Quentin Walker198Wholesale Supply GroupClevelandTN12,000,00025035Lloyd Rogers199Forest Hills Electrical Supply Inc. #RandolphMANANA3Dennis Albert	186	Michigan Chandelier Co.	Southfield	MI	NA	43	4	Kenneth Sanders
189L.B. Electric Supply Co. Inc.BrooklynNYNANA1Carol Lifton190Griffith Electric Supply ##TrentonNJNANA5William Goodwin191Glenbard Electric Supply Inc. ##LombardIL17,362,457321Dominic Vozella192Lewis Electric Supply Co. Inc.Muscle ShoalsALNANA1Burton Lewis193Aura Electrical Supply Inc.BrooklynNYNANA2Jack Montag194B&S Electric Supply Co. Inc.AtlantaGANANA3Clarence Robie195Autonomy Technology Inc.Las VegasNVNA253Greg Knowles196VEC SupplyCharlottesvilleVA15,100,000366Frank Stalzer197Scurlock ElectricHoumaLA14,600,000303Quentin Walker198Wholesale Supply GroupClevelandTN12,000,00025035Lloyd Rogers199Forest Hills Electrical Supply Inc. #RandolphMANANA3Dennis Albert	187	Atlantic Electric Supply Corp.	Washington	DC	NA	NA	2	Morton Lessans
190Griffith Electric Supply ##TrentonNJNANA5William Goodwin191Glenbard Electric Supply Inc. ##LombardIL17,362,457321Dominic Vozella192Lewis Electric Supply Co. Inc.Muscle ShoalsALNANA1Burton Lewis193Aura Electrical Supply Inc.BrooklynNYNANA2Jack Montag194B&S Electric Supply Co. Inc.AtlantaGANANA3Clarence Robie195Autonomy Technology Inc.Las VegasNVNA253Greg Knowles196VEC SupplyCharlottesvilleVA15,100,000366Frank Stalzer197Scurlock ElectricHoumaLA14,600,000303Quentin Walker198Wholesale Supply GroupClevelandTN12,000,00025035Lloyd Rogers199Forest Hills Electrical Supply Inc. #RandolphMANANA3Dennis Albert	188	Green Mountain Electric Supply Inc.	Newport	NY	NA	NA	11	Gregg Laber
191Glenbard Electric Supply Inc. ##LombardIL17,362,457321Dominic Vozella192Lewis Electric Supply Co. Inc.Muscle ShoalsALNANA1Burton Lewis193Aura Electrical Supply Inc.BrooklynNYNANA2Jack Montag194B&S Electric Supply Co. Inc.AtlantaGANANA3Clarence Robie195Autonomy Technology Inc.Las VegasNVNA253Greg Knowles196VEC SupplyCharlottesvilleVA15,100,000366Frank Stalzer197Scurlock ElectricHoumaLA14,600,000303Quentin Walker198Wholesale Supply GroupClevelandTN12,000,00025035Lloyd Rogers199Forest Hills Electrical Supply Inc. #RandolphMANANA3Dennis Albert	189	L.B. Electric Supply Co. Inc.	Brooklyn	NY	NA	NA	1	Carol Lifton
192Lewis Electric Supply Co. Inc.Muscle ShoalsALNANA1Burton Lewis193Aura Electrical Supply Inc.BrooklynNYNANA2Jack Montag194B&S Electric Supply Co. Inc.AtlantaGANANA3Clarence Robie195Autonomy Technology Inc.Las VegasNVNA253Greg Knowles196VEC SupplyCharlottesvilleVA15,100,000366Frank Stalzer197Scurlock ElectricHoumaLA14,600,000303Quentin Walker198Wholesale Supply GroupClevelandTN12,000,00025035Lloyd Rogers199Forest Hills Electrical Supply Inc.#RandolphMANANA3Dennis Albert	190	Griffith Electric Supply ##	Trenton	NJ	NA	NA	5	William Goodwin
193Aura Electrical Supply Inc.BrooklynNYNANA2Jack Montag194B&S Electric Supply Co. Inc.AtlantaGANANA3Clarence Robie195Autonomy Technology Inc.Las VegasNVNA253Greg Knowles196VEC SupplyCharlottesvilleVA15,100,000366Frank Stalzer197Scurlock ElectricHoumaLA14,600,000303Quentin Walker198Wholesale Supply GroupClevelandTN12,000,00025035Lloyd Rogers199Forest Hills Electrical Supply Inc.#RandolphMANANA3Dennis Albert	191	Glenbard Electric Supply Inc. ##	Lombard	IL	17,362,457	32	1	Dominic Vozella
194B&S Electric Supply Co. Inc.AtlantaGANANA3Clarence Robie195Autonomy Technology Inc.Las VegasNVNA253Greg Knowles196VEC SupplyCharlottesvilleVA15,100,000366Frank Stalzer197Scurlock ElectricHoumaLA14,600,000303Quentin Walker198Wholesale Supply GroupClevelandTN12,000,00025035Lloyd Rogers199Forest Hills Electrical Supply Inc.#RandolphMANANA3Dennis Albert	192	Lewis Electric Supply Co. Inc.	Muscle Shoals	AL	NA	NA	1	Burton Lewis
195Autonomy Technology Inc.Las VegasNVNA253Greg Knowles196VEC SupplyCharlottesvilleVA15,100,000366Frank Stalzer197Scurlock ElectricHoumaLA14,600,000303Quentin Walker198Wholesale Supply GroupClevelandTN12,000,00025035Lloyd Rogers199Forest Hills Electrical Supply Inc.#RandolphMANANA3Dennis Albert	193	Aura Electrical Supply Inc.	Brooklyn	NY	NA	NA	2	Jack Montag
195Autonomy Technology Inc.Las VegasNVNA253Greg Knowles196VEC SupplyCharlottesvilleVA15,100,000366Frank Stalzer197Scurlock ElectricHoumaLA14,600,000303Quentin Walker198Wholesale Supply GroupClevelandTN12,000,00025035Lloyd Rogers199Forest Hills Electrical Supply Inc.#RandolphMANANA3Dennis Albert	194	B&S Electric Supply Co. Inc.	Atlanta	GA	NA	NA	3	Clarence Robie
196VEC SupplyCharlottesvilleVA15,100,000366Frank Stalzer197Scurlock ElectricHoumaLA14,600,000303Quentin Walker198Wholesale Supply GroupClevelandTN12,000,00025035Lloyd Rogers199Forest Hills Electrical Supply Inc.#RandolphMANANA3Dennis Albert	195	Autonomy Technology Inc.	Las Vegas	NV	NA	25	3	Greg Knowles
197Scurlock ElectricHoumaLA14,600,000303Quentin Walker198Wholesale Supply GroupClevelandTN12,000,00025035Lloyd Rogers199Forest Hills Electrical Supply Inc.#RandolphMANANA3Dennis Albert	196		Charlottesville	VA				-
198Wholesale Supply GroupClevelandTN12,000,00025035Lloyd Rogers199Forest Hills Electrical Supply Inc. #RandolphMANANA3Dennis Albert			Houma					
199 Forest Hills Electrical Supply Inc. # Randolph MA NA NA 3 Dennis Albert								•
		,	•					
NA- Not available *Data for North America **Worldwide data #Acquired in 2015 ## Acquired in 2016			-					

## ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank Company Name	Town/City	State/Prov
34 3E Electrical Engineering & Equipment Co	Windsor Heights	IA
145 Active Electrical Supply	Chicago	IL
127 Advance Electrical Supply Co	Chicago	IL
66 Alameda Electrical Distributors Inc.	Hayward	CA
176 Allied Wholesale Electrical Supply Inc.	Indianapolis	IN
82 Allied Wire	Landsdale	PA
172 Allsale Electric Inc. (Regency Lighting) #	Canoga Park	CA
151 Alpha Electric Supply	Kahului	HI
96 American Electric Supply Inc	Corona	CA
159 Amperage Electrical Supply Inc	Roselle	IL
7 Anixter International		
187 Atlantic Electric Supply Corp	Washington	DC
193 Aura Electrical Supply Inc		
195 Autonomy Technology Inc	Las Vegas	NV
130 B&K Electric Wholesale	•	
194 B&S Electric Supply Co. Inc		
168 Barr-Thorp Electric Co		
153 Baynes Electric Supply		
185 Bayou Boeuf Electric Inc		
70 Becker Electric		
157 Bell Electrical Supply		
60 Benfield Electric Supply Co		
57 Billows Electric		
126 Blazer Electric Supply Co.		
8 Border States Electric		
165 Brohl & Appell Inc. ##	•	
83 Broken Arrow Electric Supply		
93 Brownstown Electric Supply Co. Inc		
118 Buckles Smith		
67 Butler Supply		
179 C.N. Robinson Lighting Supply Co		
161 Candela Corp		
152 Caniff Electric Supply Co. Inc		
69 Cape Electrical Supply IIc		
141 Cardello Electric Supply Ic		
75 CBT Co	0	
121 City Electric Co. Inc		
11 City Electric Supply Co		
124 City Lighting Products		
31 Colonial Electric Supply Co		
99 Connexion		
5 Consolidated Electrical Distributors		
11 Crescent Electric Supply		
109 Crum Electric Supply Co., Inc		
20 Dakota Supply Group	-	
21 Dealers Electric Supply		
119 Denney Electric Supply		
114 Dickman Supply Inc	-	
46 Dominion Electric Supply		
148 Dulles Electric Supply Corp	Sterling	VA

Rank Company Name	Town/City	State/Prov
122 E. Sam Jones Distributor Inc	Atlanta	GA
36 Echo Electric Supply (Echo Group Inc.)	Council Bluffs	IA
56 EDGES Electrical Group, LLC	San Jose	СА
13 EIS Inc. (Genuine Parts Co.)	Atlanta	GA
104 Electric Supply & Equipment Co	Greensboro	NC
142 Electric Supply Center	Burlington	MA
77 Electric Supply Inc.	Татра	FL
72 Electrical Equipment Co	Raleigh	NC
125 Electrical Supplies Inc	Hileah	FL
14 Elliott Electric Supply Inc.	Nacogdoches	TX
108 F.D. Lawrence Co., The	Cincinnati	ОН
52 Facility Solutions Group	Austin	ТХ
47 Fastenal Co		MN
100 Feldman Brothers Electrical Supply Co	Paterson	NJ
149 First SOURCE Electrical, LLC		
199 Forest Hills Electrical Supply Inc. #		
134 Franklin Electric Co	·	
42 Franklin Empire Inc		
62 French Gerleman		
110 Fromm Electric Supply		
97 Frost Supply	-	
	, ,	
136 G&G Electric Supply		
48 Gaffney-Kroese Electrical Supply Corp		
154 Gallant & Wein	• •	
112 General Pacific Inc		
58 Gerrie Electric Wholesale Ltd	-	
191 Glenbard Electric Supply Inc. ##		
68 Granite City Electric		
3 Graybar Electric Co		
188 Green Mountain Electric Supply Inc	•	
44 Gresco Utility Supply Inc.	Forsyth	GA
190 Griffith Electric Supply ##	Trenton	NJ
175 Gross Electric	Toledo	ОН
143 Hannan Supply Co	Paducah	КҮ
116 Harry Cooper Supply Co	Springfield	МО
167 Hartford Electric Supply Co. Inc. (HESCO)	Rocky Hill	CT
6 HD Supply Power Solutions #	Atlanta	GA
144 Hein Electric Supply Co	Brookfield	WI
183 Hill Electric Supply Co. Inc	Glen Falls	NY
61 Hite Co., The	Altoona	PA
27 Houston Wire & Cable Co	Houston	ТХ
200 Hunt Electric Supply	Burlington	NC
85 Hunzicker Brothers, Inc.		
163 Idlewood Electric		
29 IEWC (Industrial Electric Wire & Cable)		
111 Independent Electric Supply		
102 Inline Electric Supply Co.		
137 International Electrical Sales Corp		
94 JH Larson Electrical Co		
	•	
173 Johnson Electric Supply Co	cincinnau	UH



## ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/Prov
128	K/E Electrical Supply	Mount Clemens	MI
25	. Kaman Automation Control & Energy (Kaman Corp.)	Bloomfield	CT
160	Kansas City Electrical Supply Co	Lenexa	KS
22	Kendall Electric Inc	Portage	MI
26	Kirby Risk Electrical Supply (Kirby Risk Corp.)	Lafayette	IN
166	KJ Electric	Syracuse	NY
170	Kovalsky-Carr Electric Supply	Rochester	NY
49	Kriz-Davis Co	Grand Island	NE
189	L.B. Electric Supply Co. Inc	Brooklyn	NY
84	Leff Electric Co. Inc. (AMP Electric Dist.Services Inc.	)Brooklyn Heights	ОН
192	Lewis Electric Supply Co. Inc.	Muscle Shoals	AL
71	Loeb Electric	Columbus	ОН
120	Loyd's Electric Supply	Branson	MO
81	Madison Electric	Warren	MI
28	Main Electric Supply Co	Santa Ana	CA
156	Maltby Electric Supply Co. Inc	San Francisco	CA
105	Mars Electric Co	Willoughby	ОН
184	Mathes Group	Foley	AL
	Mayer Electric Supply	-	
	McNaughton McKay Electric Co	•	
	Medler Electric Co	-	
	Metro Wire & Cable, Corp		
	Michigan Chandelier Co.		
	Mid-Coast Electric Supply Inc.		
	Mid-West Lighting		
	Mission Controls & Automation		
	NEDCO Supply		
	Nelson Electric Supply Co. Inc	U U	
	North Coast Electric Co		
	Nu-Lite Electrical Wholesalers Inc.		
	Omni Cable Corp		
	Paramount-EO Inc		
	Parrish-Hare Electrical Supply		
	Peninsular Electric Distributors		
	Power Line Supply		
	Professional Electric Products Co. (PEPCO)		
	Raymond deSteiger		
	Regency Lighting		
	. REVCO Lighting and Electrical Supply Inc		
	Revere Electric Supply		
	. Rexel Holdings USA		
	. Reynolds Co., The		
	Richards Electric Supply Co. Inc		
	Rockingham Electrical Supply Inc.		
	. Rumsey Electric Co.		
	. Rural Electric Supply Cooperative (RESCO)		
	Schaedler Yesco Distribution Inc		
	Schwing Electrical Supply Corp.		
	Scurlock Electric		
	Sequel Electrical Supply Ilc		
00			

Rank Company Name	Town/City	State/Prov
41 Shealy Electrical Wholesalers Inc	West Columbia	SC
45 Shepherd Electric Supply	Baltimore	MD
1 Sonepar North America	Charleston	SC
171 Southeastern Electrical Distributors Inc	Greenville	SC
51 Springfield Electric Supply	Springfield	IL
139 St. Louis Metro Electric Supply Inc	St. Louis	MO
65 Standard Electric Co	Saginaw	MI
87 Standard Electric Supply Co	Milwaukee	WI
74 Stanion Wholesale Electrical Co		
17 State Electric Supply Co	Huntington	WV
38 Steiner Electric Co.		
23 Summit Electric Supply Co. Inc	-	
138 Sun Valley Electric Supply/Energy Electrical Dis		
91 Sunrise Electric Supply		
150 Swift Electrical Supply		
146 Tacoma Electric Supply		
50 TEC Manufacturing and Distribution Services		
180 Thorpe Electric Supply Inc		
123 Tri State Supply Co. Inc	•	
86 Tri-State Utility Products Inc		
19 Turtle & Hughes Inc		
43 United Electric Supply		
177 United Electrical Supply Co. Inc		
89 United Utility Supply Cooperative Inc.		
169 Upchurch Electrical Supply Co	Fayetteville	AR
174 Valley Electric Supply Corp		
30 Van Meter Inc	Cedar Rapids	lowa
196 VEC Supply		
53 Villa Lighting Supply Inc	St Louis	M0
107 Voss Lighting	Lincoln	NE
9 W.W. Grainger Inc	Lake Forest	IL
78 Wabash Electric Supply Inc	Wabash	IN
115 Warshauer Electric Supply Co	Tinton Falls	NJ
181 Weber Electric Supply Inc	Erie	PA
39 Werner Electric	Cottage Grove	MN
32 Werner Electric Supply Co	Appleton	WI
2 WESCO International Inc.		
182 West Virginia Electric Supply Co		
79 Western United Electric Supply Corp.		
140 West-Lite Supply Co		
37 Wholesale Electric Supply		
24 Wholesale Electric Supply Co. of Houston Inc		
198 Wholesale Supply Group		
133 Wildcat Electric Supply		
162 Wille Electric Supply Co		
76 Windy City Wire	-	
147 Winkle Electric Co. Inc		
33 Winsupply Inc.	-	
117 Wolff Brothers Supply Inc		
90 Womack Electric & Supply Co. Inc	Danville	VA