

THE TO

Our annual ranking of the largest electrical distributors

Electrical Wholesaling's annual listing of the Top 200 electrical distributors provides a fascinating snapshot of the largest distributors in the land. It's much more than just a listing of the largest companies because these companies provide some fascinating insight into their toughest challenges and growth plans for the future.

While it's always been hard to define the "average" Top 200 electrical distributor, this year's respondents were particularly difficult to categorize. For one thing, the economic fortunes of this year's Top 200 distributors varied wildly. The average sales change

between 2007 and 2008 for the 107 companies that provided sales data for the past two years was an increase of 4.9 percent, but 14 of those respondents enjoyed sales increases of more than 15 percent, and four companies saw their sales spike by more than 30 percent in 2008 — Argo International Corp., New York; Wholesale Electric Supply Co. of Houston Inc., Houston; A.E. Petsche Co. Inc., Arlington, Texas; and Shepherd Electric Supply, Baltimore — saw their sales increase by 30 percent or more. Argo International had the largest increase, with a 65.8 percent spike in its U.S. sales, and a 17-percent increase in total company sales, which includes revenues from its 11 branches outside the United States.

Rory Toohey, the company's sales and marketing analyst, said large projects in oil well drilling and mining markets fueled its 2008 sales increase.

Elliott Electric Supply, Nacogdoches, Texas, which opened up 14 new branches last year, enjoyed a 20-percent sales increase in its 2008 sales. James Rudd, product manager, said a strong construction market up until last November and high commodity prices sparked growth last year. Another Texas-based distributor, Wholesale Electric Supply Co. of Houston, Houston, said large projects and repair work related to damage from Hurricane Ike helped support a whopping 37-percent sales increase.

Graybar Electric Co., St. Louis, also had a solid year and established new record highs for sales (\$5.4 billion) and net income (\$87.4 million) in 2008. According to Timothy Sommer, the company's manager of corporate communications, "Significant cash flows

By Jim Lucy, Chief Editor and Doug Chandler, Executive Editor

TOP 200

from operations allowed the company to reduce year-end short- and long-term debt to its lowest level since 1993 and finish the year with a substantial cash balance. The company experienced modest sales growth in both the electrical and comm/data market sectors for the year ended December 31, 2008, compared to the same period in 2007.”

Distributors also had a wide range of 2009 sales forecasts (see chart on page 22), although the majority were expecting a historically bad year in sales. Of the 123 distributors who responded to this survey question, 70 percent were expecting a sales decline in 2009 of at least 10 percent, and 36 percent of respondents expect their sales to drop by at least 20 percent.

Various shades of green. There were also huge differences of opinion on the green market. While 102 Top 200 distributors are either already stocking LED lamps or plan to do so within the next year, when asked if the green revolution had rolled into their town yet,

only half the total respondents had seen growing demand for energy-efficient electrical products. Also, while many companies had not seen end users work on photovoltaic projects or wind farms, a few distributors were already selling photovoltaic panels to customers.

That being said, several respondents said green was becoming a big part of their companies. It's probably not surprising that the distributors who seemed the most excited about the green market were executives from those firms that had studied its sales opportunities and made green a strategic initiative for their firms. Lou Fromm, vice president of marketing, and Kirk Ericsson, vice president of sales, said green sales were very significant for Fromm Electric Supply of Reading, Reading, Pa. “We're building a foundation to become a substantial resource to our customers and end users,” they said. “Our focus on green initiatives and renewable energy solutions — tied to incentives (via the stimulus package, etc.) — has opened new revenue

streams.”

Alex Kepley, vice president of operations for CBT Inc., Cincinnati, said green products are creating sales opportunities for his firm. “It provides a great lead-in for appointments and to open the door for new business,” he said, “Duke Energy also provides rebates, so there is much interest and some business in lighting retrofitting and upgrades at this point.”

On the West Coast, several distributors had already moved into the solar market. Bob LaRue, president, Alameda Electrical Distributors Inc., Hayward, Calif., said customers are listening to what his salespeople have to say about the green market and that his firm is now reviewing opportunities to stock solar panels.

Mike Pratt, CEO and president, American Electric Supply, Corona, Calif., said his company has already started selling miscellaneous items for solar installations and that so far the solar panels have been provided by utilities. American Electric Supply is

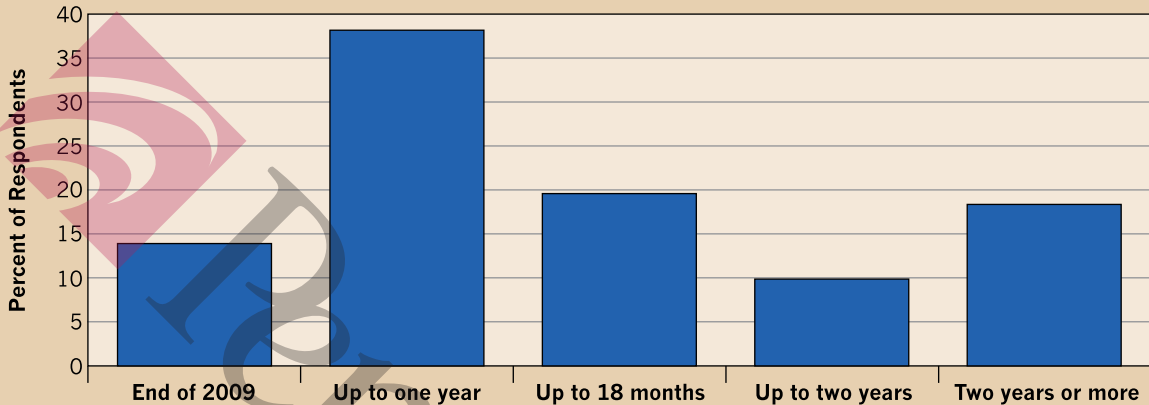
2008-2009 DISTRIBUTOR ACQUISITIONS IN THE ELECTRICAL MARKET

It's been quiet on the merger and acquisition front in 2009, especially compared to 2008, when *Electrical Marketing* newsletter reported on 27 distributor acquisitions.

| Company | Acquirer |
|---|---|
| Sante Electric Supply,* Florence, S.C. | Shealy Electrical Wholesalers, Columbia, S.C. |
| Berkeley Engineering Inc.,* Honolulu, Hawaii | OneSource Distributors, Oceanside, Calif. |
| Delmo Electric Supply,* Fisk, Mo. | Cape Electrical Supply, Cape Girardeau, Mo. |
| (Merger) Richardson Electric Inc.,* Chattanooga, Tenn. | Creswell Industrial Supply, Chattanooga, Tenn. |
| Light Bulb Supply Co., Denver | American Light/ Facility Solutions Group, Austin, Texas |
| QSN Industries, Wood Dale, Ill. | Anixter International Inc., Glenview, Ill. |
| Quality Screw de Mexico SA, Aguascalientes, Mexico | Anixter International Inc., Glenview, Ill. |
| World Class Wire & Cable, Waukesha, Wis. | Anixter International Inc., Glenview, Ill. |
| Harris Electric Supply, Clarksville, Tenn. | Border States Electric, Fargo, N.D. |
| White Electrical Supply, McAlester, Okla. | Broken Arrow Electric Supply, Broken Arrow, Okla. |
| Electrical Sales Engineering, Bowling Green, Ky. | Cape Girardeau Electrical Supply, Cape Girardeau, Mo. |
| Owen Electric Supply, Houston | Consolidated Electrical Distributors Inc., Westlake Village, Calif. |
| Project Lighting Co., Houston | Consolidated Electrical Distributors Inc., Westlake Village, Calif. |
| Davidson Electric Wholesale Supply Inc., Mocksville, N.C. | DESCO Inc., Salisbury, N.C. |
| Electric Fixture and Supply, Omaha, Neb. | Electrical Engineering & Equipment (3E), Windsor Heights, Iowa |
| Mountain Vista Supply, Sierra Vista, Ariz. | ESSCO Wholesale Electric/Sonepar USA, Chandler, Ariz. |
| Robson Electric Supply, Johnson City, N.Y. | Friedman Electric/Sonepar USA |
| Beacon Electric Supply, San Diego | Gexpro/Rexel, Dallas |
| Current Electrical Sales, Camden, N.J. | High Road Capital Partners, New York |
| Lighting Resource Management (LRM), Newburyport, Mass. | Horizon Solutions, Rochester, N.Y. |
| Electric Supply of Macon, Macon, Ga. | Mayer Electric Supply, Birmingham, Ala. |
| Walsh Electric Supply (Rutland, Vt. branch) | Needham Electric Supply (NESCO), Canton, Mass. |
| Atlantic Lighting and Supply, Atlanta | Servidyne Inc., Atlanta |
| Royalite Lighting, Amherst, N.Y. | Shanor Electric Supply, Buffalo, N.Y. |
| ESSCO Wholesale Electric, Chandler, Ariz. | Sonepar USA, Philadelphia |
| Hagemeyer North American operations, Charleston, S.C. | Sonepar USA, Philadelphia |
| Equity Utility Service Co. Inc., Marietta, Ga. | Stuart C. Irby/Sonepar USA, Jackson, Miss. |
| Tennesco, Chattanooga, Tenn. | Stuart C. Irby/Sonepar USA, Jackson, Miss. |
| Maurice Electrical Supply, Washington, D.C. | USES/Consolidate Electrical Distributors Inc., Westlake Village, Calif. |
| Excel Industriel, Granby, Quebec | W.W. Grainger, Chicago |
| North-West Electric Supply, Willow Grove, Pa. | Yale Electric Supply, Lebanon, Pa. |
| *2009 acquisition | |

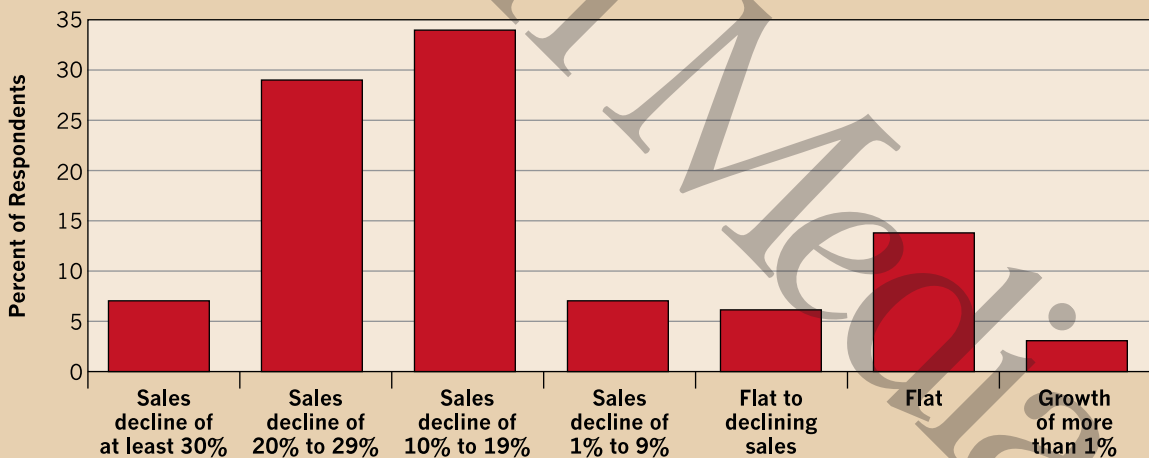
HOW LONG WILL THE RECESSION LAST?

Top 200 electrical distributors were brutally honest in their assessment of the industry recession and overall business conditions in the U.S. economy. The most optimistic respondents saw business picking up by the end of this year, while the more pessimistic folks think this recession could last three years. In the middle of the pack were those distributors who expect the recession to end sometime in 2010. (Chart based on responses from 121 distributors who answered this question).



TOP 200 DISTRIBUTORS' SALES FORECASTS FOR 2009

Respondents to the 2009 Top 200 survey were expecting a historically bad year in sales. Of the 123 distributors who responded to this survey question, 70 percent were expecting a sales decline in 2009 of at least 10 percent, and 36 percent of respondents expect their sales to drop by at least 20 percent.



looking at supplying wind farms, too, and considering expanding its presence in the green market in a big way. "We are generating a complete plan on entering the green market through several different platforms," he said.

Andy Kawamura, vice president, Maltby Electric Supply, San Francisco, is also bullish on the green market. "It has an impact as our customer

base is coming to us for ideas, recommendations and products," he said. "We increased our market share from the alternative energy market — wind power and solar."

Recovery down the road. Respondents were brutally realistic about when they thought the recession would end. When asked, "How long do you think the recession will last?," 46 dis-

tributors said they thought it would end within one year. The other responses were evenly split: end of 2009 (17); 18 months (24); two years (12); and two years or more (22) (see chart on this page).

While it's oh-so-easy to get caught up in all the economic gloom-and-doom, some Top 200 distributors are already have some reasons to be cheer-

THE FIVE LARGEST ELECTRICAL DISTRIBUTORS

The electrical industry's five largest distributors accounted for an estimated 26.4 percent of total industry sales. That percentage is roughly the same as last year. These five companies accounted for roughly 44 percent of Top 200 sales in 2008, up from 43 percent last year.

| Rank | Company | 2008 Revenue* | Electrical employees | Locations |
|------|--|-----------------------|----------------------|--------------|
| 1 | International Electric Supply Corp. (Rexel/Gexpro) | 6,469,000,000 | 8,818 | 635 |
| 2 | WESCO Distribution | 5,970,280,000 | 6,300 | 336 |
| 3 | Graybar Electric Co. Inc. | 5,400,000,000 | 8,100 | 222 |
| 5 | Sonepar USA | 3,300,000,000 | 4,400 | 240 |
| 4 | Consolidated Electrical Distributors Inc. | NA | 6,400e | 562 |
| | Total | 23,758,280,000 | 34,018 | 1,995 |

*Several companies did not break out their U.S. sales and reported 2008 North American sales in total. These sales figures reflect that data.

ful. Said American Electric's Mike Pratt, "We are expecting a gradual rebound in the California economy starting late third quarter 2009 and a full recovery

by the first quarter of 2011. We are anticipating around a 12-percent decrease from our sales in 2008 compared to 2009.

"The indicators that we have seen starting in late March through April 2009 have been two-fold: 1) public work jobs are bidding and not only be-



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TOP 25 AS RANKED BY 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 2008 sales number and an employee count for publication in this year's listing.

| Rank | Company | Headquarters | Sales Per Employee |
|------|---|-----------------------|--------------------|
| 1 | Western United Electric Supply | Brighton, CO | 3,050,444 |
| 2 | Tri State Utility Products Inc. | Marietta, GA | 2,806,452 |
| 3 | United Utility Supply | Louisville, KY | 2,282,609 |
| 4 | Priority Wire & Cable Inc. | North Little Rock, AR | 2,147,908 |
| 5 | Utility Supply & Service | Georgetown, TX | 2,090,909 |
| 6 | Arkansas Electric Cooperatives Inc. | Little Rock, AR | 1,877,778 |
| 7 | General Pacific Inc. | Portland, OR | 1,865,517 |
| 8 | International Electrical Sales Corp. | Miami | 1,781,250 |
| 9 | Reynolds Co., The | Fort Worth, TX | 1,256,684 |
| 10 | Omni Cable Corp. | West Chester, PA | 1,193,061 |
| 11 | Houston Wire & Cable | Houston | 1,138,609 |
| 12 | Villa Lighting Supply | St. Louis | 1,135,802 |
| 13 | Advance Electrical and Industrial Supply | Norcross, GA | 1,066,436 |
| 14 | Caniff Electric Supply | Hamtramck, MI | 1,032,258 |
| 15 | Wholesale Electric Supply Co. of Houston Inc. | Houston | 1,018,605 |
| 16 | Allied Wholesale Electrical Supply Inc. | Indianapolis | 1,016,020 |
| 17 | Turtle & Hughes | Linden, NJ | 1,015,361 |
| 18 | Sunrise Electric Supply | Addison, IL | 1,014,925 |
| 19 | Connexion | Buffalo Grove, IL | 1,000,000 |
| 21 | Lasalle Electric Supply | Livonia, MI | 993,750 |
| 22 | OneSource Distributors LLC | Oceanside, CA | 975,862 |
| 23 | WESCO Distribution Inc. | Pittsburgh | 947,663 |
| 24 | Independent Electric Supply Inc. | San Carlos, CA | 933,333 |
| 25 | Codale Electric Supply Inc. | Salt Lake City | 927,106 |

ing awarded but the projects are starting off at a quick pace. 2) We are seeing an active market in the energy retrofit market even with the economic downturn on the private commercial level.”

CBT's Alex Kepley said his company had a strong start in 2008 compared to 2007, but then experienced a fairly significant slowdown, particularly in the third and fourth quarter “post-Lehman bankruptcy and credit market freeze.” He doesn't expect any growth until this year's fourth-quarter, but is already seeing some signs of economic life. “We are already seeing it as quote

activity has increased, major customers are beginning to explore some capital projects, and our OEMs are also seeing an uptick in quoting work.”

Doug Bemis, president, Caniff Electric Supply Hamtramck, Mich., is bracing himself for a 2009 sales decline of at least 30 percent and is watching for an increase in the number of jobs his company quotes as an early indicator. He is also seeing some business improvement. “Business is improving now, but very slowly,” he said. “I expect to be back to prior levels by the second quarter of 2010,” he said.

Meager merger numbers. Thus far 2009 has been an exceptionally quiet year for mergers and acquisitions, and no Top 200 distributors have yet been purchased. That's a notable contrast to 2008 when seven distributors on the Top 200 listing were purchased (see chart on page 20): Beacon Electric Supply, San Diego; Electric Fixture and Supply, Omaha, Neb.; Equity Utility Service Co. Inc., Marietta, Ga.; ESSCO Wholesale Electric, Chandler, Ariz.; Hagemeyer North America, Charleston, S.C.; Harris Electric Supply Co. Inc., Nashville, Tenn.; and Maurice Electrical

THE BIGGEST ELECTRICAL DISTRIBUTORS ON THE PLANET

Rexel and Sonepar are far and away the two biggest electrical distributors in the world. Both companies have been quiet on the acquisition front in the past few months.

| | 2008 Global Sales | Locations | Employees | Countries |
|------------|-------------------|-----------|-----------|-----------|
| Rexel SA | \$20.01 billion | 2,500+ | 34,000 | 34 |
| Sonepar SA | \$19.03 billion | 2,053 | 34,000 | 34 |

TOP 200 ANNUAL SALES 2004-2008

The Top 200 electrical distributors account for a huge piece of the electrical market, but according to Electrical Wholesaling's estimates, that market share actually declines by more than two percent in 2008 from 2007.

| | 2004 | 2005 | 2006 | 2007 | 2008 |
|-------------------------------|-------|--------|--------|--------|--------|
| Total sales (billions) | 39.14 | 45 | 51.7 | 54.1 | 53.6 |
| Share of market | 47% | 60.15% | 61.40% | 60.70% | 59.63% |

Supply, Washington, D.C.

Strictly by the numbers. Estimated 2008 sales for the Top 200 distributors as a group slipped slightly from \$54 billion in 2007 to \$53.5 billion, and

companies on this year's listing now control 59.3 percent of industry sales, down from the 60.7 percent posted in last year's Top 200 ranking. The ranked distributors had at least 78,881

employees and operated at least 5,587 locations. Sales-per-employee for the 120 full-line electrical distributors that provided both 2008 sales and employee counts was \$644,684. ■



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THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company | Headquarters | 2008 Revenue | Electrical employees | Locations | Senior Executive |
|------|--|-----------------------|---------------|----------------------|-----------|----------------------|
| 1 | International Electric Supply Corp. (IESC/Gexpro/Rexel)* | Dallas | 6,469,000,000 | 8,818 | 635 | C. Hartmann |
| 2 | WESCO Distribution Inc.* | Pittsburgh | 5,970,280,000 | 6,300 | 397 | R. Haley |
| 3 | Graybar Electric Co. Inc.* | St. Louis | 5,400,000,000 | 8,100 | 222 | R. Reynolds Jr. |
| 4 | Anixter Inc. (Anixter International) | Skokie, IL | 3,742,960,000 | 8,645** | 159 | R. Eck |
| 5 | Sonepar USA* | Philadelphia | 3,300,000,000 | 4,400 | 240 | P. Klasing |
| 6 | Consolidated Electrical Distributors Inc. | Westlake Village, CA | NA | 6,160 | 562e | D. Bursch |
| 7 | W.W. Grainger Inc. | Lake Forest, IL | NA | NA | 430 | J. Ryan |
| 8 | Crescent Electric Supply Co. | East Dubuque, IL | 1,034,432,340 | 1,600 | 125 | M. Burbridge |
| 9 | HD Supply | Atlanta | NA | NA | 63e | J. DeAngelo |
| 10 | Border States Industries Inc. | Fargo, ND | 965,276,371 | 1,390 | 56 | T. Miller |
| 11 | Mayer Electric Supply Co. Inc. | Birmingham, AL | 678,240,000 | 904 | 57 | W. Smith |
| 12 | Platt Electrical Supply Inc. | Beaverton, OR | NA | NA | 99 | H. Platt |
| 13 | Independent Electric Supply Inc. | San Carlos, CA | 532,000,000 | 570 | 26 | R. Snow |
| 14 | McNaughton McKay Electric Co. | Madison Heights, MI | 507,000,000 | 785 | 21 | D. Slominski Jr. |
| 15 | City Electric Supply (CES) | Orlando | NA | NA | 478e | L. Dobon |
| 16 | State Electric Supply Co. Inc. | Huntington, WV | NA | 705 | 40 | A. Weisberg |
| 17 | Reynolds Co. , The | Fort Worth, TX | 470,000,000 | 374 | 17 | W. Reynolds |
| 18 | Dealers Electrical Supply Co. | Waco, TX | NA | 710 | 59 | S. Bracey |
| 19 | Wholesale Electric Supply Co. of Houston Inc.* | Houston | 444,000,000 | 430 | 10 | M. Rutland |
| 20 | North Coast Electric Co. | Seattle | 417,000,000 | 644 | 35 | R. Lemman |
| 21 | Kendall Electric Supply Co. | Battle Creek, MI | 400,000,000 | 700 | 45 | M. Ranly |
| 22 | Summit Electric Supply* | Albuquerque, NM | 384,100,000 | 560 | 21 | V. Jury Jr. |
| 23 | Kirby Risk Electrical Supply | Lafayette, IN | NA | 486 | 38 | J. Risk III/J. Burke |
| 24 | Elliott Electric Supply | Nacogdoches, TX | 382,232,398 | 850 | 96 | B. Elliott |
| 25 | Houston Wire & Cable | Houston | 360,939,000 | 317 | 11 | C. Sorrentino |
| 26 | Turtle & Hughes | Linden, NJ | 355,376,348 | 350 | 9 | S. Millard |
| 27 | WinWholesale | Dayton, OH | NA | 4,120 | 551 | R. Schwartz |
| 28 | Walters Wholesale Electric | Signal Hill, CA | 295,500,000 | 470 | 23 | J. Walter |
| 29 | OneSource Distributors LLC* | Oceanside, CA | 289,000,000 | 290 | 13 | R. Zamarripa |
| 30 | Steiner Electric Co. | Elk Grove, IL | NA | 475 | 8 | H. Kerman |
| 31 | Codale Electric Supply Inc. | Salt Lake City | 235,485,000 | 254 | 11 | D. Holt |
| 32 | Omni Cable Corp. | West Chester, PA | 233,840,000 | 196 | 10 | J. Siegfried |
| 33 | Van Meter Industrial | Cedar Rapids, IA | 212,000,000 | 340 | 14 | B. Boyer |
| 34 | Priority Wire & Cable Inc. | North Little Rock, AR | 206,199,205 | 96 | 6 | J. Newman |
| 35 | Industrial Electric Wire & Cable | New Berlin, WI | 198,000,000 | 256 | 7 | D. Nestingen |
| 36 | Eck Supply Co. | Richmond, VA | 197,000,000 | 330 | 23 | E. Eck III |
| 37 | ECHO Electric Supply | Council Bluffs, IA | NA | 300 | 16 | M. Lane/J. Franken |
| 38 | Werner Electric Supply Co. | Neenah, WI | 192,950,000 | 346 | 11 | L. MacDonald |
| 39 | Gresco Utility Supply Inc. | Forsyth, GA | NA | NA | 5 | J. Thorne |
| 40 | A. E. Petsche Co. Inc. | Arlington, TX | 185,000,000 | 225 | 7 | G. Davidson |
| 41 | United Electric Supply Co. Inc. | Wilmington, DE | 180,948,044 | 302 | 16 | T. Cloud |
| 42 | Rumsey Electric Co. | Conshohocken, PA | 178,000,000 | 265 | 11 | G. Lihota |
| 43 | Colonial Electric Supply | King of Prussia, PA | 175,000,000 | 300 | 16 | S. Bellwoar |
| 44 | 3e Electrical Engineering & Equipment Co. | Windsor Heights, IA | NA | NA | 8 | J. Stroud |
| 45 | QED Inc. | Las Vegas, NV | 171,214,031 | 214 | 12 | D. Stauffer |
| 46 | Dominion Electric Supply Co. | Arlington, VA | 170,000,000 | 260 | 8 | R. Sharlin |
| 47 | Stoneway Electric Supply | Spokane, WA | 169,498,679 | 237 | 15 | C. Kelly |
| 48 | Dakota Supply Group Inc. | Fargo, ND | NA | NA | 16 | T. Kumm |
| 49 | Kriz-Davis Co. | Grand Island, NE | 167,661,127 | 218 | 13 | D. Cornette |
| 50 | Shepherd Electric Supply | Baltimore | 166,131,483 | 208 | 4 | C. Vogel |

NA - not available e - estimate * all data for North America ** worldwide

THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company | Headquarters | 2008 Revenue | Electrical employees | Locations | Senior Executive |
|------|---|----------------------|--------------|----------------------|-----------|---------------------|
| 51 | Rural Electric Supply Cooperative (RESCO) | Middleton, WI | NA | NA | 6 | V. Graybill |
| 52 | Standard Electric Co. | Saginaw, MI | NA | NA | 21 | L. Weber |
| 53 | Butler Supply Inc. | Fenton, MO | NA | 215 | 29 | J. Duda |
| 54 | Wholesale Electric Supply Co. Inc. | Texarkana, TX | NA | NA | 22 | B. McCulloch |
| 55 | Springfield Electric Supply Co. | Springfield, IL | 132,442,063 | 240 | 12 | M. Barker |
| 56 | Teche Electric Supply LLC | Lafayette, LA | NA | NA | 17 | B. Hays |
| 57 | Werner Electric Supply (of Minnesota) | Cottage Grove, MN | 125,500,000 | 200 | 7 | K. Powell |
| 58 | Minarik Corp. | Glendale, CA | NA | 30 | 16 | J. Hegel |
| 59 | NEDCO Supply | Las Vegas | 125,000,000 | NA | 1 | M. Winard |
| 60 | Horizon Solutions | Rochester, NY | 123,995,175 | 218 | 7 | J. Newton |
| 61 | Hite Co., The | Altoona, PA | 120,864,000 | 250 | 21 | T. Lawhead/ L. Hite |
| 62 | Billows Electric | Philadelphia | 120,000,000 | 230 | 15 | J. Billow |
| 63 | French Gerleman | Maryland Heights, MO | 119,943,000 | 220 | 5 | W. French |
| 64 | Western Extralite | Kansas City, MO | 118,000,000 | 240 | 17 | T. Isenberg |
| 65 | Utility Supply & Service (Texas Electric Cooperatives Inc.) | Georgetown, TX | 115,000,000 | 55 | 12 | J. Andrews |
| 66 | Cooperative Electric Energy Utility Supply (CEE-US) | West Columbia, SC | NA | NA | 1 | D. McCord |
| 67 | Stanion Wholesale Electric Co. Inc. | Pratt, KS | 114,088,997 | 221 | 17 | W. Keller |
| 68 | Revere Electric Supply Co. | Chicago | NA | NA | 2 | P. McCool |
| 69 | Electric Supply Inc. | Tampa, FL | 107,500,000 | 132 | 1 | G. Adams Jr. |
| 70 | United Utility Supply | Louisville, KY | 105,000,000 | 46 | 6 | R. Sheets |
| 71 | NESCO/Needham Electric Supply | Canton, MA | 103,000,000 | 180 | 19 | G. Wilson |
| 72 | Central Supply Co. | Indianapolis | NA | NA | 4 | G. Burt |
| 73 | Electrical Equipment Co. | Raleigh, NC | 101,184,000 | 229 | 11 | T. Lawson |
| 74 | Main Electric Supply Co. | Irvine, CA | 101,000,000 | 140 | 5 | S. Germann |
| 75 | Granite City Electric | Quincy, MA | 100,241,000 | 165 | 21 | S. Helle |
| 76 | Becker Electric Supply | Dayton, OH | 100,000,000 | 230 | 12 | T. Becker |
| 77 | Benfield Electric Supply Co. Inc. | White Plains, NY | 100,000,000 | 150 | 4 | D. McLaughlin |
| 78 | Broken Arrow Electric Supply | Broken Arrow, OK | 98,200,000 | 131 | 5 | B. Garner |
| 79 | J. H. Larson Electrical Co. | Plymouth, MN | NA | NA | 8 | G. Pahl |
| 80 | Facility Solutions Group Lighting | Austin, TX | 95,000,000 | 250 | 14 | W. Graham |
| 81 | Hill Country Electric Supply | Austin, TX | 94,000,000 | | 7 | S. Schieffer |
| 82 | Schaedler Yesco Distribution Inc. | Harrisburg, PA | 92,900,000 | 160 | 11 | J. Schaedler |
| 83 | Villa Lighting Supply | St. Louis | 92,000,000 | 81 | 1 | J. Villa |
| 84 | PEPCO (Professional Electric Products Co.) | Eastlake, OH | 90,000,000 | NA | 3 | J. Borkey |
| 85 | Regency Lighting | Van Nuys, CA | 88,344,955 | 270 | 7 | R. Regenstreif |
| 86 | Yale Electrical Supply Co. Inc. | Lebanon, PA | 88,297,662 | 250 | 10 | M. Bucci |
| 87 | Cape Electrical Supply | Cape Girardeau, MO | NA | 160 | 20 | A. Toole |
| 88 | Richards Electric Supply Co. Inc. | Cincinnati, OH | 88,200,000 | 143 | 5 | I. Misrach |
| 89 | Tri State Utility Products Inc. | Marietta, GA | 87,000,000 | 31 | 3 | W. Patterson |
| 90 | Electrical Wholesale Supply Co. of Utah Inc. | Salt Lake City | NA | NA | 8 | R. Gardner |
| 91 | Key Electrical Supply (of IES) | Houston | NA | NA | 2 | M. Richardson |
| 92 | Arkansas Electric Cooperatives Inc. | Little Rock, AR | 84,500,000 | 45 | 2 | G. Voigt |
| 93 | Shealy Electrical Wholesalers Inc. | Columbia, SC | 83,944,000 | 153 | 7 | W. DeLoache |
| 94 | Western United Electric Supply | Brighton, CO | 82,362,000 | 27 | 1 | M. Prom |
| 95 | Brownstown Electric Supply Co. Inc. | Brownstown, IN | NA | 100 | 5 | G. Deck |
| 96 | Electrical Distributors Inc. | Charlotte, NC | 77,634,000 | 99 | 6 | B. Spear |
| 97 | Windy City Wire | Bolingbrook, IL | 76,000,000 | 120 | 8 | R. Galgano |
| 98 | Madison Electric Co. | Warren, MI | 75,801,888 | 142 | 10 | J. Schneider |
| 99 | Schwing Electrical Supply Corp. | Farmingdale, NY | NA | NA | 7 | P. Schwing |
| 100 | Power & Telephone Supply Co. | Memphis, TN | NA | NA | 11 | J. Pentecost |

NA - not available e - estimate * all data for North America ** worldwide

THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company | Headquarters | 2008 Revenue | Electrical employees | Locations | Senior Executive |
|------|--|----------------------|--------------|----------------------|-----------|----------------------------------|
| 101 | American Electric Supply Inc. | Corona, CA | 69,415,326 | 102 | 1 | M. Pratt |
| 102 | Stokes Electric Co. | Knoxville, TN | NA | NA | 4 | D. Frazer |
| 103 | Sunrise Electric Supply | Addison, IL | 68,000,000 | 67 | 1 | R. Landgren |
| 104 | Fromm Electric Supply of Reading | Reading, PA | 67,000,000 | 135 | 12 | M. Fromm |
| 105 | Standard Electric Supply Co. | Milwaukee, WI | 66,500,000 | 133 | 12 | L. Stern |
| 106 | Electrical Distributors Co. | San Jose, CA | 66,455,195 | 118 | 5 | C. Lehmann III |
| 107 | Hunzicker Brothers Inc. | Oklahoma City, OK | NA | 106 | 6 | M. Lockard III |
| 108 | Frost Electric Supply Co. | Maryland Heights, MO | 65,000,000 | 120 | 6 | J. Frost |
| 109 | Central Wholesale Electrical Distributors Inc. | Livermore, CA | NA | NA | 8 | K. Hansen |
| 110 | Alameda Electrical Distributors Inc. | Hayward, CA | 63,669,000 | 126 | 7 | R. LaRue |
| 111 | Treadway Electric Co. Inc. | Little Rock, AR | 63,600,000 | 178 | 15 | T. Rogers |
| 112 | Leff Electric | Brooklyn Heights, OH | 63,281,000 | 106 | 10 | B. Leff |
| 113 | Tacoma Electric Supply | Tacoma, WA | 63,000,000 | 79 | 4 | C. Silva |
| 114 | JCH Wire & Cable Inc. | N. Las Vegas, NV | NA | NA | 1 | J. Hinshaw |
| 115 | Power Line Supply | Reed City, MI | NA | 95 | 7 | M. Bigford |
| 116 | Evergreen Oak Electric Supply and Sales | Crestwood, IL | NA | NA | 6 | B. Kramer |
| 117 | City Lighting Products Co. | St. Louis | NA | NA | 4 | L. Hohl |
| 118 | Granite Electrical Supply | Sacramento, CA | 60,000,000 | 75 | 6 | A. Russello |
| 119 | Crum Electric Supply Co. Inc. | Casper, WY | 59,319,000 | 101 | 10 | D. Crum |
| 120 | Womack Electric & Supply Co. Inc. | Danville, VA | NA | 126 | 17 | B. Herring |
| 121 | Warshauer Electric Supply | Tinton Falls, NJ | 57,500,000 | 125 | 5 | J. Warshauer |
| 122 | International Electrical Sales Corp. | Miami | 57,000,000 | 32 | 1 | C. Pino, J. Bravo & R. Bernstein |
| 123 | Seattle Lighting Fixture (Dolan Northwest llc) | Seattle | NA | NA | 8 | D. McKee |
| 124 | Fletcher-Reinhardt Co. | Bridgeton, MO | NA | NA | 3 | J. Reinhardt |
| 125 | Ace Wire & Cable Co Inc. | Woodside, NY | NA | NA | 2 | J. Firestone |
| 126 | Inline Electric Supply Co. | Huntsville, AL | 55,000,000 | 93 | 7 | B. Summerville |
| 127 | Munro Dist Co Inc. | Fall River, MA | 55,000,000 | 94 | 7 | S. Munro |
| 128 | Voss Lighting | Lincoln, NE | 55,000,000 | 200 | 16 | M. Voss |
| 129 | South Dade Electrical Supply | Miami | 54,180,000 | 88 | 1 | D. Elliott |
| 130 | General Pacific Inc. | Portland, OR | 54,100,000 | 29 | 2 | R. Hall |
| 131 | Denney Electric Supply | Ambler, PA | 52,400,000 | 129 | 8 | B. Denney |
| 132 | Peninsular Electric Distributors | West Palm Beach, FL | 52,300,000 | 66 | 1 | J. Larmoyeux |
| 133 | Electro-Matic Products Inc. | Farmington Hills, MI | NA | NA | 3 | J. Baker |
| 134 | Grove-Madsen Industries | Reno, NV | NA | 55 | 2 | M. Madsen |
| 135 | Lowe Electric Supply Co. | Macon, GA | 51,000,000 | 96 | 8 | J. Kinman |
| 136 | Maltby Electric Supply | San Francisco | 51,000,000 | 64 | 4 | J. Maltby |
| 137 | Buckles-Smith | San Jose, CA | 50,119,340 | 90 | 7 | A. Cook |
| 138 | Wolff Brothers Supply Inc. | Medina, OH | 48,423,000 | 130 | 10 | H. Wolff |
| 139 | B & K Electric Wholesale | City of Industry, CA | 48,000,000 | 110 | 9 | K. Ellison |
| 140 | Electrical Supplies Inc. | Miami | 47,300,000 | 80 | 4 | F. Segal |
| 141 | Advance Electrical Supply Co. Inc. | Chicago | 47,222,590 | 70 | 3 | S. Anixter |
| 142 | Mid-Island Electrical Sales Corp. | Commack, NY | NA | 69 | 3 | W. Wesch Jr. |
| 143 | I. G. Federal Electrical Supply Corp. | Long Island City, NY | 46,000,000 | 51 | 1 | M. Berger |
| 144 | Mars Electric Co. | Willoughby, OH | 45,800,000 | 94 | 10 | M. Doris |
| 145 | CBT | Cincinnati | 45,000,000 | 114 | 2 | J. Stahl Jr. |
| 146 | Allied Wire & Cable Inc. | Collegeville, PA | NA | NA | 8 | D. Flynn |
| 147 | Steven Engineering Inc. | S. San Francisco, CA | NA | NA | 2 | K. Walter |
| 148 | Electric Supply & Equipment Co. | Greensboro, NC | 42,655,000 | 72 | 3 | J. McCormick |
| 149 | Independent Electric Supply | Somerville, MA | NA | NA | 4 | D. Gray |
| 150 | Swift Electrical Supply Co. Inc. | Teterboro, NJ | 42,500,000 | 90 | 4 | A. Sodora Jr. |

NA - not available e - estimate * all data for North America ** worldwide

THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company | Headquarters | 2008 Revenue | Electrical employees | Locations | Senior Executive |
|------|---|----------------------|--------------|----------------------|-----------|------------------------|
| 151 | K/E Electric Supply Corp | Mount Clemens, MI | NA | NA | 4 | R. Kuchenmeister |
| 152 | Zeller Corp. | Rochester, NY | NA | NA | 4 | G. Haseley |
| 153 | Harry Cooper Supply | Springfield, MO | 40,000,000 | NA | 3 | S. Reagan |
| 154 | Rockingham Electrical Supply Co. Inc. | Newington, NH | NA | NA | 10 | J. Pender Jr. |
| 155 | E. Sam Jones Distributor Inc. | Atlanta | 39,500,000 | 110 | 6 | P. Jones |
| 156 | BJ Electric Supply Inc. | Madison, WI | NA | NA | 3 | K. Topp |
| 157 | Gaffney-Kroese Electrical Supply Corp. | Rahway, NJ | NA | NA | 8 | C. Kroese |
| 158 | Griffith Electric Supply Co. Inc. | Trenton, NJ | NA | 60 | 4 | B. Goodwin |
| 159 | Dickman Supply Inc. | Sidney, OH | 38,800,000 | 57 | 3 | T. Geise |
| 160 | Argo International Corp. | New York | 38,516,135 | 83 | 9 | J. SantaCroce |
| 161 | Hunt Electric Supply | Burlington, NC | 38,000,000 | 70 | 8 | S. Hunt IV |
| 162 | Mid-Coast Electric Supply Inc. | Victoria, TX | 37,951,830 | 70 | 5 | T. Barker |
| 163 | Tri State Supply Co. Inc. | Washington, PA | 37,100,000 | 55 | 4 | J. Vanzandt |
| 164 | Idlewood Electric Supply Inc. | Highland Park, IL | 36,800,000 | 96 | 3 | B. Lansing |
| 165 | Medler Electric Co. | Alma, MI | 36,537,697 | 103 | 14 | R. Heine |
| 166 | Connexion | Buffalo Grove, IL | 35,000,000 | 35 | 1 | D. Rosenstein |
| 167 | Robinson Electric Supply Co. Inc. | Meridian, MS | NA | 71 | 9 | B. Robinson |
| 168 | Wabash Electric Supply Inc. | Wabash, IN | NA | NA | 6 | J. Forrester |
| 169 | Electro-Wire Inc. | Wood Dale, IL | NA | NA | 3 | M. Hamano |
| 170 | Raymond de Steiger Inc. | Sterling Heights, MI | NA | 64 | 4 | P. de Steiger |
| 171 | Active Electrical Supply Co. | Chicago | NA | NA | 3 | H. Fox |
| 172 | Franklin Electric Co. | Moorestown, NJ | 32,414,000 | 58 | 2 | W. Walker III |
| 173 | Caniff Electric Supply | Hamtramck, MI | 32,000,000 | 31 | 1 | D. Bemis |
| 174 | Central Electric Supply Ltd | North Charleston, SC | NA | NA | 1 | N. Grey |
| 175 | Diversified Supply Inc. | Chattanooga, TN | NA | NA | 4 | D. Anderson |
| 176 | Mid-West Wholesale Lighting | Los Angeles | 31,000,000 | 35 | 1 | A. Frandzel |
| 177 | West Virginia Electric Supply Co. | Huntington, WV | 31,000,000 | 88 | 9 | M. Colker |
| 178 | Nelson Electric Supply Co. Inc. | Racine, WI | NA | NA | 3 | T. Leuenberger |
| 179 | Gallant & Wein Corp. | Long Island City, NY | 30,000,000 | 38 | 2 | S. Gruman |
| 180 | Hartford Electric Supply Co. Inc. (HESCO) | Rocky Hill, CT | 30,000,000 | 58 | 1 | B. DePasquale |
| 181 | Kovalsky-Carr Electric Supply Co. | Rochester, NY | NA | 36 | 1 | A. Kovalksy |
| 182 | Allied Wholesale Electrical Supply Inc. | Indianapolis | 29,464,573 | 29 | 3 | R. McCurdy |
| 183 | Williams Supply | Roanoke, VA | NA | NA | 7 | T. Moody |
| 184 | Hein Electric Supply | Brookfield, WI | NA | NA | 9 | C. Stoming |
| 185 | Nu-Lite Electrical Wholesalers Inc. | Harahan, LA | NA | NA | 6 | F. Corales |
| 186 | City Electric Co. | Syracuse, NY | NA | NA | 7 | S. Rosencrans |
| 187 | KJ Electric Corp. | Syracuse, NY | NA | NA | 6 | K. Jacobs |
| 188 | Advance Electrical and Industrial Supply | Norcross, GA | 26,660,890 | 25 | 1 | M. Stovall & D. Purvis |
| 189 | Interstate Electrical Supply Inc. | Columbus, GA | 26,177,011 | 70 | 4 | J. Tinkler |
| 190 | Columbia Electric Supply Inc. | Brockton, MA | NA | NA | 4 | G. Murphy |
| 191 | Candela Corp. | Irvine, CA | 25,000,000 | 70 | 3 | M. Tinney |
| 192 | Loeb Electric Co. | Columbus, OH | NA | NA | 7 | C. Loeb |
| 193 | Feldman Brothers Electrical Supply Co. | Paterson, NJ | NA | NA | 1 | E. Feldman |
| 194 | Kansas City Electrical Supply | Lenexa, KS | 24,273,951 | 43 | 2 | J. Jones |
| 195 | Lasalle Electric Supply | Livonia, MI | 23,850,000 | 24 | 1 | J. Gatward |
| 196 | Midtown Electric Supply Corp. | New York | 23,841,930 | 55 | 1 | M. Gold |
| 197 | Bell Electrical Supply | Santa Clara, CA | 23,000,000 | 40 | 2 | B. Schraga |
| 198 | Wholesale Supply Group Inc. | Cleveland, TN | 22,389,493 | 300 | 37 | L. Rogers |
| 199 | Parrish-Hare Electrical Supply | Dallas | NA | 45 | 4 | P. Hare |
| 200 | West-Lite Supply Co. Inc. | Cerritos, CA | 18,426,393 | 54 | 5 | G. Haverland |

NA - not available e - estimate * all data for North America ** worldwide

ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company | Headquarters | Rank | Company | Headquarters |
|------|---|----------------------|------|---|----------------------|
| 44 | 3e Electrical Engineering & Equipment Co. | Windsor Heights, IA | 36 | Eck Supply Co. | Richmond, VA |
| 40 | A. E. Petsche Co. Inc. | Arlington, TX | 148 | Electric Supply & Equipment Co. | Greensboro, NC |
| 125 | Ace Wire & Cable Co Inc. | Woodside, NY | 69 | Electric Supply Inc. | Tampa, FL |
| 171 | Active Electrical Supply Co. | Chicago | 106 | Electrical Distributors Co. | San Jose, CA |
| 188 | Advance Electrical and Industrial Supply | Norcross, GA | 96 | Electrical Distributors Inc. | Charlotte, NC |
| 141 | Advance Electrical Supply Co. Inc. | Chicago | 73 | Electrical Equipment Co. | Raleigh, NC |
| 110 | Alameda Electrical Distributors Inc. | Hayward, CA | 140 | Electrical Supplies Inc. | Miami |
| 182 | Allied Wholesale Electrical Supply Inc. | Indianapolis | 90 | Electrical Wholesale Supply Co. of Utah Inc. | Salt Lake City |
| 146 | Allied Wire & Cable Inc. | Collegeville, PA | 133 | Electro-Matic Products Inc. | Farmington Hills, MI |
| 101 | American Electric Supply Inc. | Corona, CA | 169 | Electro-Wire Inc. | Wood Dale, IL |
| 4 | Anixter Inc. (Anixter International) | Skokie, IL | 24 | Elliott Electric Supply | Nacogdoches, TX |
| 160 | Argo International Corp. | New York | 116 | Evergreen Oak Electric Supply and Sales | Crestwood, IL |
| 92 | Arkansas Electric Cooperatives Inc. | Little Rock, AR | 80 | Facility Solutions Group Lighting | Austin, TX |
| 139 | B & K Electric Wholesale | City of Industry, CA | 193 | Feldman Brothers Electrical Supply Co. | Paterson, NJ |
| 76 | Becker Electric Supply | Dayton, OH | 124 | Fletcher-Reinhardt Co. | Bridgeton, MO |
| 197 | Bell Electrical Supply | Santa Clara, CA | 172 | Franklin Electric Co. | Moorestown, NJ |
| 77 | Benfield Electric Supply Co. Inc. | White Plains, NY | 63 | French Gerleman | Maryland Heights, MO |
| 62 | Billows Electric | Philadelphia | 104 | Fromm Electric Supply of Reading | Reading, PA |
| 156 | BJ Electric Supply Inc. | Madison, WI | 108 | Frost Electric Supply Co. | Maryland Heights, MO |
| 10 | Border States Industries Inc. | Fargo, ND | 157 | Gaffney-Kroese Electrical Supply Corp. | Rahway, NJ |
| 78 | Broken Arrow Electric Supply | Broken Arrow, OK | 179 | Gallant & Wein Corp. | Long Island City, NY |
| 95 | Brownstown Electric Supply Co. Inc. | Brownstown, IN | 130 | General Pacific Inc. | Portland OR |
| 137 | Buckles-Smith | San Jose, CA | 75 | Granite City Electric | Quincy, MA |
| 53 | Butler Supply Inc. | Fenton, MO | 118 | Granite Electrical Supply | Sacramento, CA |
| 191 | Candela Corporation | Irvine, CA | 3 | Graybar Electric Co. Inc. | St. Louis |
| 173 | Caniff Electric Supply | Hamtramck, MI | 39 | Gresco Utility Supply Inc. | Forsyth, GA |
| 87 | Cape Electrical Supply | Cape Girardeau, MO | 158 | Griffith Electric Supply Co. Inc. | Trenton, NJ |
| 145 | CBT | Cincinnati | 134 | Grove-Madsen Industries | Reno, NV |
| 174 | Central Electric Supply Ltd | North Charleston, SC | 153 | Harry Cooper Supply | Springfield, MO |
| 72 | Central Supply Co. | Indianapolis | 180 | Hartford Electric Supply Co. Inc. (HESCO) | Rocky Hill, CT |
| 109 | Central Wholesale Electrical Distributors Inc. | Livermore, CA | 9 | HD Supply | Atlanta |
| 186 | City Electric Co. | Syracuse, NY | 184 | Hein Electric Supply | Brookfield, WI |
| 15 | City Electric Supply (CES) | Orlando | 81 | Hill Country Electric Supply | Austin, TX |
| 117 | City Lighting Products Co. | St. Louis | 61 | Hite Co., The | Altoona, PA |
| 31 | Codale Electric Supply Inc. | Salt Lake City | 60 | Horizon Solutions | Rochester, NY |
| 43 | Colonial Electric Supply | King of Prussia, PA | 25 | Houston Wire & Cable | Houston |
| 190 | Columbia Electric Supply Inc. | Brockton, MA | 161 | Hunt Electric Supply | Burlington, NC |
| 166 | Connexion | Buffalo Grove, IL | 107 | Hunzicker Brothers Inc. | Oklahoma City, OK |
| 6 | Consolidated Electrical Distributors Inc. | Westlake Village, CA | 143 | I. G. Federal Electrical Supply Corp. | Long Island City, NY |
| 66 | Cooperative Electric Energy Utility Supply (CEE-US) | West Columbia, SC | 164 | Idlewood Electric Supply Inc. | Highland Park, IL |
| 8 | Crescent Electric Supply Co. | East Dubuque, IL | 149 | Independent Electric Supply | Somerville, MA |
| 119 | Crum Electric Supply Co. Inc. | Casper, WY | 13 | Independent Electric Supply Inc. | San Carlos, CA |
| 48 | Dakota Supply Group Inc. | Fargo, ND | 35 | Industrial Electric Wire & Cable | New Berlin, WI |
| 18 | Dealers Electrical Supply Co. | Waco, TX | 126 | Inline Electric Supply Co. | Huntsville, AL |
| 131 | Denney Electric Supply | Ambler, PA | 1 | International Electric Supply Corp. (IESC/Gexpro/Rexel) | Dallas |
| 159 | Dickman Supply Inc. | Sidney, OH | 122 | International Electrical Sales Corp. | Miami |
| 175 | Diversified Supply Inc. | Chattanooga, TN | 189 | Interstate Electrical Supply Inc. | Columbus, GA |
| 46 | Dominion Electric Supply Co. | Arlington, VA | 79 | J. H. Larson Electrical Co. | Plymouth, MN |
| 155 | E. Sam Jones Distributor Inc. | Atlanta | 114 | JCH Wire & Cable Inc. | N. Las Vegas, NV |
| 37 | ECHO Electric Supply | Council Bluffs, IA | 151 | K/E Electric Supply Corp | Mount Clemens, MI |

ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company | Headquarters | Rank | Company | Headquarters |
|------|--|-----------------------|------|---|----------------------|
| 194 | Kansas City Electrical Supply | Lenexa, KS | 123 | Seattle Lighting Fixture (Dolan Northwest llc) | Seattle |
| 21 | Kendall Electric Supply Co. | Battle Creek, MI | 93 | Shealy Electrical Wholesalers Inc. | Columbia, SC |
| 91 | Key Electrical Supply (of IES) | Houston | 50 | Shepherd Electric Co. Inc. | Baltimore |
| 23 | Kirby Risk Electrical Supply | Lafayette, IN | 5 | Sonepar USA | Philadelphia |
| 187 | KJ Electric Corp. | Syracuse, NY | 129 | South Dade Electrical Supply | Miami |
| 181 | Kovalsky-Carr Electric Supply Co. | Rochester, NY | 55 | Springfield Electric Supply Co. | Springfield, IL |
| 49 | Kriz-Davis Co. | Grand Island, NE | 52 | Standard Electric Co. | Saginaw, MI |
| 195 | Lasalle Electric Supply | Livonia, MI | 105 | Standard Electric Supply Co. | Milwaukee, WI |
| 112 | Leff Electric | Brooklyn Heights, OH | 67 | Stanion Wholesale Electric Co. Inc. | Pratt, KS |
| 192 | Loeb Electric Co. | Columbus, OH | 16 | State Electric Supply Co. Inc. | Huntington, WV |
| 135 | Lowe Electric Supply Co. | Macon, GA | 30 | Steiner Electric Co. | Elk Grove, IL |
| 98 | Madison Electric Co. | Warren, MI | 147 | Steven Engineering Inc. | S. San Francisco, CA |
| 74 | Main Electric Supply Co. | Irvine, CA | 102 | Stokes Electric Co. | Knoxville, TN |
| 136 | Maltby Electric Supply | San Francisco | 47 | Stoneway Electric Supply | Spokane, WA |
| 144 | Mars Electric Co. | Willoughby, OH | 22 | Summit Electric Supply | Albuquerque, NM |
| 11 | Mayer Electric Supply Co. Inc. | Birmingham, AL | 103 | Sunrise Electric Supply | Addison, IL |
| 14 | McNaughton McKay Electric Co. | Madison Heights, MI | 150 | Swift Electrical Supply Co. Inc. | Teterboro, NJ |
| 165 | Medler Electric Co. | Alma, MI | 113 | Tacoma Electric Supply | Tacoma, WA |
| 162 | Mid-Coast Electric Supply Inc. | Victoria, TX | 56 | Teche Electric Supply LLC | Lafayette, LA |
| 142 | Mid-Island Electrical Sales Corp. | Commack, NY | 111 | Treadway Electric Co. Inc. | Little Rock, AR |
| 196 | Midtown Electric Supply Corp. | New York | 163 | Tri State Supply Co. Inc. | Washington, PA |
| 176 | Mid-West Wholesale Lighting | Los Angeles | 89 | Tri State Utility Products Inc. | Marietta, GA |
| 58 | Minarik Corp. | Glendale, CA | 26 | Turtle & Hughes | Linden, NJ |
| 127 | Munro Dist Co Inc. | Fall River, MA | 41 | United Electric Supply Co. Inc. | Wilmington, DE |
| 59 | NEDCO Supply | Las Vegas | 70 | United Utility Supply | Louisville, KY |
| 178 | Nelson Electric Supply Co. Inc. | Racine, WI | 65 | Utility Supply & Service (Texas Electric Cooperatives Inc.) | Georgetown, TX |
| 71 | NESCO/Needham Electric Supply | Canton, MA | 33 | Van Meter Industrial | Cedar Rapids, IA |
| 20 | North Coast Electric Co. | Seattle | 83 | Villa Lighting Supply | St. Louis |
| 185 | Nu-Lite Electrical Wholesalers Inc. | Harahan, LA | 128 | Voss Lighting | Lincoln, NE |
| 32 | Omni Cable Corp. | West Chester, PA | 7 | W. W. Grainger Inc. | Lake Forest, IL |
| 29 | OneSource Distributors LLC | Oceanside, CA | 168 | Wabash Electric Supply Inc. | Wabash, IN |
| 199 | Parrish-Hare Electrical Supply | Dallas | 28 | Walters Wholesale Electric | Signal Hill, CA |
| 132 | Peninsular Electric Distributors | West Palm Beach, FL | 121 | Warshauer Electric Supply | Tinton Falls, NJ |
| 84 | PEPCO (Professional Electric Products Co.) | Eastlake, OH | 57 | Werner Electric Supply (of Minnesota) | Cottage Grove, MN |
| 12 | Platt Electrical Supply Inc. | Beaverton, OR | 38 | Werner Electric Supply Co. | Neenah, WI |
| 100 | Power & Telephone Supply Co. | Memphis, TN | 2 | WESCO Distribution Inc. | Pittsburgh |
| 115 | Power Line Supply | Reed City, MI | 177 | West Virginia Electric Supply Co. | Huntington, WV |
| 34 | Priority Wire & Cable Inc. | North Little Rock, AR | 64 | Western Extralite | Kansas City, MO |
| 45 | QED Inc. | Las Vegas, NV | 94 | Western United Electric Supply | Brighton, CO |
| 170 | Raymond de Steiger Inc. | Sterling Heights, MI | 200 | West-Lite Supply Co. Inc. | Cerritos, CA |
| 85 | Regency Lighting | Van Nuys, CA | 54 | Wholesale Electric Supply Co. Inc. | Texarkana, TX |
| 68 | Revere Electric Supply Co. | Chicago | 19 | Wholesale Electric Supply Co. of Houston Inc. | Houston |
| 17 | Reynolds Co., The | Fort Worth, TX | 198 | Wholesale Supply Group Inc. | Cleveland, TN |
| 88 | Richards Electric Supply Co. Inc. | Cincinnati, OH | 183 | Williams Supply | Roanoke, VA |
| 167 | Robinson Electric Supply Co. Inc. | Meridian, MS | 97 | Windy City Wire | Bolingbrook, IL |
| 154 | Rockingham Electrical Supply Co. Inc. | Newington, NH | 27 | WinWholesale | Dayton, OH |
| 42 | Rumsey Electric Co. | Conshohocken, PA | 138 | Wolff Brothers Supply Inc. | Medina, OH |
| 51 | Rural Electric Supply Cooperative (RESCO) | Middleton, WI | 120 | Womack Electric & Supply Co. Inc. | Danville, VA |
| 82 | Schaedler Yesco Distribution Inc. | Harrisburg, PA | 86 | Yale Electrical Supply Co. Inc. | Lebanon, PA |
| 99 | Schwing Electrical Supply Corp. | Farmingdale, NY | 152 | Zeller Corp. | Rochester, NY |