

The **250** Biggest

**For the first time in years,
the Top 250 see sales decline.**

By Sarah Tobaben Dolash, Managing Editor, and Jim Lucy, Editor

Slower growth. Total 2001 sales for the 250 largest electrical distributors decreased by 8.4 percent to an estimated \$36.9 billion. The decrease seems relatively small, compared to some of the year-to-year sales declines that electrical distributors are experiencing in the first half of 2002.

The number of employees in Top 250 companies decreased to 76,781. Of the 194 distributors that supplied employee counts for both 2000 and 2001, the average percentage decline was 3.8 percent, a reflection of the cost-cutting measures that so many companies have had to employ. Surprisingly, the number of branches that the Top 250 distributors operate jumped by 147 locations to 4,846 branches.

For the second year in a row, the Top 250's market share of total sales through electrical distributors was at the 50 percent mark. This important milestone is a clear indication of the increased pace of consolidation in the electrical wholesaling industry. But it's important to remember that there are probably at least 4,000 other distributors of electrical supplies that account for at least \$36.3 billion in sales. (According to *EW's* 2001 Market Planning Guide, electrical distributors forecasted \$73.3 billion in total sales for 2001.)

The industry continues to consolidate faster each year, but at the current rate it will take many years to approach the consolidation in the electronics or pharmaceutical distribution industries, where a handful of companies account for the vast majority of sales.

Consolidation. When one compares the 2002 Top 250 listing with the Top 250 listing compiled in 1992, the pace of consolida-

LARGEST ACQUISITIONS OF ELECTRICAL DISTRIBUTORS 2000-2002

| Company | Headquarters | Acquirer |
|---|----------------------|--|
| Briggs-Weaver (industrial distributor)** | Coppell, Texas | CamBar/Hagemeyer |
| Dauphin Associates Inc.* | Harrisburg, Pa. | CED Inc. |
| Seamans Supply Co.*** | Manchester, N.H. | CLS Inc. |
| Questron Technology Inc.*** | Dallas, Texas | GE Supply |
| Commonwealth Controls Corp.** | Richmond, Va. | Graybar Electric Co. |
| Cameron & Barkley Co.* | Charleston, S.C. | Hagemeyer, N.V. |
| RERO Distribution Companies Inc.* | Rochester, N.Y. | Merged into Horizon Solutions Inc. |
| Holmes Distributors Inc.* | Portland, Maine | Merged into Horizon Solutions Inc. |
| Oakes Electrical Supply Co.* | Holyoke, Mass. | Merged into Horizon Solutions Inc. |
| Futronix Systems* | Houston, Texas | Houston Wire and Cable |
| Gaines Electric*** | Signal Hill, Calif. | Independent Electric Supply |
| Cummins Utility Supply (certain assets)** | Fort Worth, Texas | Irby Utility Supply LLC |
| Fitzpatrick Electric Supply Co.** | Muskegon, Mich. | Kendall Electric |
| Grand Eagle Motor Repair*** | Utica, N.Y. | K.J. Electric Corp. |
| Fairmont Supply Co. (certain branches)* | Canonsburg, Pa. | McBar joint venture |
| McJunkin Corp. (electrical operations)* | Charleston, W. Va. | McBar joint venture |
| Kiemle Hankins Co. (supply division)*** | Toledo, Ohio | McNaughton-McKay Electric Co. |
| Orange Coast Electric Supply Inc.** | Irvine, Calif. | One Source Distributors Inc. |
| Argo Electric Supply Co.*** | Downey, Calif. | One Source Distributors Inc. |
| Pacific Parts and Controls Inc.*** | Chino, Calif. | One Source Distributors Inc. |
| Intec Automation & Supply** | Toledo, Ohio | Professional Electrical Products Co. (PEPCO) |
| Branch Electric Supply Co.* | Upper Marlboro, Md. | Rexel Inc. |
| Commerce Electric Supply** | Linthicum, Md. | Rexel Inc. |
| Electric Supply of Asheville** | Asheville, N.C. | Rexel Inc. |
| Active Electric Supply Inc.** | Orlando, Fla. | Rexel Inc. |
| Quality Supply Co.** | Poteau, Okla. | Rexel Inc. |
| Maverick Electric Supply Inc.* | Dallas | Rexel Inc. |
| Westburne Inc.* | St. Laurent, Quebec | Rexel Inc. |
| Ryall Electric Supply** | Denver | Rexel Inc. |
| Del Electric Supply** | Gaithersburg, Md. | Sonepar USA |
| Richards Electric Supply** | Miami, Fla. | Sonepar USA |
| Viking Electric Supply Inc.* | St. Paul, Minn. | Sonepar USA |
| Capital Lighting & Supply Inc.* | Alexandria, Va. | Sonepar USA |
| Brook Electrical Distribution Co.* | Lincolnshire, Ill. | Sonepar USA |
| Elite Electric & Utility Supply** | Charlottesville, Va. | Sonepar USA (Capital Lighting) |
| Dixie Electric Supply Corp.* | Richmond, Va. | Sonepar USA (Capital Lighting) |
| Davis Electric Supply Inc.* | Clearwater, Fla. | Sonepar USA (World Electric Supply) |
| B&B Electrical Supply*** | Putnam, Conn. | Standard Electric Supply |
| Tri-Electric Supply (DXP)** | San Antonio, Texas | Summit Electric Supply, Inc. |
| Franklin & Smith Inc.*** | West Paterson, N.J. | Turtle & Hughes Inc. |
| Northland Electric Supply** | Minneapolis, Minn. | Werner/VanMeter |
| Control Corporation of America* | Richmond, Va. | WESCO International Inc. |
| Herning Enterprises Inc.** | Hayward, Calif. | WESCO International Inc. |
| United Electric Supply Co.* | St. Louis | Westburne Supply Inc. U.S. |
| ANESCO* | Kingston, Pa. | Westburne Supply Inc. U.S. |
| SPT Electric Group* | Belle Mead, N.J. | Westburne Supply Inc. U.S. |

*Acquired in 2000 **Acquired in 2001 ***Acquired in 2002

tion becomes quickly apparent — at least 52 companies from the 1992 listing have been acquired or merged with other companies.

While consolidation has slowed down in the last year, as you can see in the chart the adjacent page, it's still reshaping the electrical wholesaling industry. In less than two years, according to reports in *Electrical Marketing* newsletter, at least 40 companies have been acquired. Many of these companies were 250 Biggest distributors, and most were acquired by the U.S. or North American subsidiaries of Hagemeyer NV, Naarden, Netherlands; Rexel SA, Paris; and Sonepar SA, Paris.

While no market areas are untouched by consolidation, some felt it more than others. During the past year, the Southern California market has seen some big acquisitions, led by San Diego-based OneSource Distributor Inc.'s acquisitions of Argo Electric Supply Co., Downey, Calif.; Orange Coast Electric Supply Co. Inc., Irvine, Calif.; and Pacific Pacific Parts and Controls Inc., Chino, Calif.

Since 1998, the Baltimore-Washington metropolitan area has seen the acquisitions of the Branch Group, Upper Marlboro, Md.; Capital Lighting and Supply, Alexandria, Va.; Commerce Electric Supply, Linthicum, Md.; Lee Electric Inc., Baltimore; and

Tristate Electrical and Electronics Inc., Hagerstown, Md.

The Minneapolis market has a new look, too, with the purchase of Viking Electric Supply Inc., St. Paul, Minn., by Sonepar. Additionally, Northland Electric Supply, Minneapolis, has been acquired in a joint venture by Van Meter Industrial, Cedar Rapids, Iowa, and Werner Electric Supply, Neenah, Wis. Interestingly, Werner had planned on acquiring Van Meter as well as Northland last year but left a provision in the letter of intent allowing for poor economic conditions. So, instead Werner and Van Meter are 50 percent owners of Northland.

(Continued on page 10)

| Company (Parent) | Headquarters | 2001 Sales | Employees | Houses | President or CEO |
|--|-----------------------|----------------|-----------|--------|----------------------|
| 1 Graybar Electric Co. Inc.* | St. Louis, MO | 4,800,000,000 | 9,100 | 275 | R. A. Reynolds Jr. |
| 2 WESCO Distribution | Pittsburgh, PA | 3,658,033,000 | 5,677 | 346 | R. Haley |
| 3 Anixter Inc. (Anixter International) | Skokie, IL | 3,100,000,000 | 4,900 | 170 | R. Grubbs |
| 4 Consolidated Electrical Distributors Inc. | Westlake Village, CA | NA | NA | 528e | D. Bursch |
| 5 GE Supply Co. (General Electric Co.) | Shelton, CT | 2,302,000,000 | 2,300 | 150 | W.L. Meddaugh |
| 6 Rexel Inc.* | Dallas, TX | 2,000,000,000+ | 5000+ | 325+ | D. Waterman |
| 7 Sonepar USA* | Benwyn, PA | 1,200,000,000 | 3,101 | 161 | R.E. Worthy |
| 8 Crescent Electric Supply Co. | East Dubuque, IL | 609,000,000 | NA | 112e | J. Etheredge |
| 9 Hughes Supply Inc./Electrical Division | Orlando, FL | 575,460,270 | 1,027 | 80+e | D. Hughes |
| 10 Hagemeyer North America* | Atlanta, GA | 536,800,000e | 1,732e | NA | D. Gundling |
| 11 McNaughton-McKay Electric Co. | Madison Heights, MI | 450,000,000 | 930 | 27 | D. Beattie |
| 12 Communications Supply Corp. | Carol Stream, IL | 440,000,000 | 670 | 30 | S.J. Riordan |
| 13 W.W. Grainger Inc. | Lake Forest, IL | 336,000,000 | 1,732e | 600e | R. Keyser |
| 14 Stuart C. Irby Co. | Jackson, MS | 321,125,092 | 743 | 40 | S.M. Irby |
| 15 Border States Electric Supply | Fargo, ND | 315,500,000 | 595 | 23 | B. Thrall |
| 16 Platt Electric Supply Inc. | Beaverton, OR | 298,605,031 | 710 | 66 | H.J. Platt |
| 17 Mayer Electric Supply Co. Inc. | Birmingham, AL | 292,122,440 | 624 | 37 | J. Summerlin |
| 18 Kirby Risk Electrical Supply | Lafayette, IN | NA | NA | 33e | J.K. Risk III |
| 19 Warren Electric Group | Houston, TX | 271,000,000 | 563e | 29e | C.L. Thompson-Draper |
| 20 Dealers Electrical Supply Co. | Waco, TX | NA | 700e | 51 | S. Bracey |
| 21 North Coast Electric Co. | Bellevue, WA | 225,000,000 | 482 | 26 | P. Lemman |
| 22 Utiliserve Inc. | Corinth, TX | 214,000,000 | 210 | 30 | R. McClure |
| 23 Independent Electric Supply | San Carlos, CA | 205,000,000 | 347 | 18 | R. Snow |
| 24 Houston Wire & Cable Co. | Houston, TX | NA | 295 | 10e | C. Sorrentino |
| 25 Kendall Electric Inc. | Battle Creek, MI | 200,000,000+ | 700+ | 28 | M. Ranly |
| 26 Turtle & Hughes Inc. | Linden, NJ | 190,000,000 | 345 | 7e | S.T. Millard |
| 27 Steiner Electric Co. | Elk Grove Village, IL | 170,000,000 | 540 | 6 | H.M. Kerman |
| 28 Wholesale Electric Supply Co. of Houston L.P. | Houston, TX | 163,000,000 | 284 | 8 | M. J. Rutland |
| 29 Scott Electric Co. | Greensburg, PA | NA | 947 | 12 | S. Scott |

* Includes all North American sales.

** Acquired in 2002 by Independent Electric Supply

^^ Electrical sales account for approximately 18 percent of total company sales

e — estimated by the respondent or by the editors of *Electrical Wholesaling* NA — not available Note: Sales and employee figures cover electrical business only.

| Company (Parent) | Headquarters | 2001 Sales | Employees | Houses | President or CEO |
|---|----------------------|-------------|-----------|--------|------------------|
| 30 State Electric Supply Co. Inc. | Huntington, WV | NA | 621 | 31 | A. Weisberg |
| 31 CLS | Hartford, CT | 156,000,000 | 280 | 18 | R. Compagna |
| 32 Walters Wholesale Electric Co. | Long Beach, CA | 140,000,000 | 380 | 17 | J. Walters |
| 33 Tvesco Inc. | Memphis, TN | 136,000,000 | 197 | 16e | J.D. Liles |
| 34 Summit Electric Supply Co. Inc. | Albuquerque, NM | 135,601,090 | 305 | 10 | V.R. Jury Jr. |
| 35 Elliott Electric Supply | Nacogdoches, TX | 135,337,119 | 462 | 44 | W.M. Elliott |
| 36 Rumsey Electric Co. | Conshohocken, PA | 125,527,000 | 287 | 10e | G. Lihota |
| 37 Standard Electric | Wilmington, MA | 125,000,000 | 299 | 11 | D. Miller |
| 38 Dominion Electric Supply Co. Inc. | Arlington, VA | 120,000,000 | 245 | 7 | R.S. Sharlin |
| 39 OneSource Distributors Inc. | San Diego, CA | 114,000,000 | 270 | 10 | R.S. Zamarripa |
| 40 Electrical Wholesalers Inc. | Hartford, CT | NA | 310 | 19 | A. Namerow |
| 41 Washington Cable Supply | Lanham, MD | 105,000,000 | 46 | 2 | W.H. Parker |
| 42 United Electric Supply Co. Inc. | Wilmington, DE | 100,451,000 | 252 | 10 | T. Cloud |
| 43 Maddux Supply Co. | Greensboro, NC | 100,000,000 | 269 | 13 | J.B. Mathis |
| 44 Kriz-Davis Co. | Grand Island, NE | 97,100,000 | 198 | 12e | M.C. Draemel |
| 45 Maurice Electrical Supply | Washington, DC | 95,000,000 | 160 | 2 | B. Kogod |
| 46 Reynolds Co., The | Dallas, TX | 95,000,000 | 155 | 6 | W. Reynolds |
| 47 Standard Electric Co. | Saginaw, MI | NA | 233e | 20 | L.N. Weber |
| 48 Winlectric Inc. | Dayton, OH | 93,000,000 | NA | 46 | S. Ford |
| 49 Electrical Equipment Co. | Raleigh, NC | 92,969,000 | 303 | 11 | T.J. Lawson |
| 50 Eck Supply Co. | Richmond, VA | 92,000,000 | 220 | 14e | E.C. Eck |
| 51 Nunn Electric Supply Corp. | Amarillo, TX | 92,000,000 | 268e | 26 | R.L. Burdette |
| 52 Van Meter Industrial Inc. | Cedar Rapids, IA | 92,000,000 | 223 | 14e | J. Schmitt |
| 53 Springfield Electric Supply Co. | Springfield, IL | 90,780,000 | 255 | 11e | W. Schnirring |
| 54 Stoneway Electric Supply Co. Inc. | Spokane, WA | 90,000,000 | 210 | 14e | E.J. Ralph |
| 55 Werner Electric Supply Co. | Neenah, WI | 88,840,000 | 217 | 6e | L.T. MacDonald |
| 56 City Electric Supply Co. | Orlando, FL | NA | 520 | 76e | R. Swanson |
| 57 French Gerleman Electric Co. | Maryland Heights, MO | 7,150,781 | 230 | 5e | W.B. French |
| 58 Noland Co.^ | Newport News, VA | 85,300,000 | 255e | NA | L.U. Noland III |
| 59 Horizon Solutions Inc. | Rochester, NY | 83,655,000 | 198e | 7 | J.R. Wilson |
| 60 Stanion Wholesale Electric Co. Inc. | Pratt, KS | 83,000,000 | 248 | 18 | W.M. Keller |
| 61 Madison Electric Co. | Warren, MI | NA | 175 | 11 | J. Schneider |
| 62 Minarik Electric Corp. | Glendale, CA | NA | NA | 18e | J. Hegel |
| 63 Benfield Electric Supply Co. Inc. | White Plains, NY | 80,343,802 | 175 | 6 | R.C. Kohli |
| 64 Colonial Electric Supply | King of Prussia, PA | 79,000,000 | 230 | 9 | S. Bellwoar |
| 65 A.E. Petsche Co. Inc. | Dallas, TX | 77,000,000 | 110 | 7 | G.K. Davidson |
| 66 Dakota Electric Supply Co. | Fargo, ND | 75,000,000 | 200 | 10 | B. Herr |
| 67 Power/Mation | St. Paul, MN | NA | 150e | 6 | J. Landis |
| 68 Billows Electric Supply Co. | Philadelphia, PA | NA | 230 | NA | J.L. Billow |
| 69 Professional Electric Products Co. aka PEPCO | Eastlake, OH | 73,000,000 | 125 | 4 | J. Borkey |
| 70 United Utility Supply Cooperative | Louisville, KY | 73,000,000 | 46 | 6 | R. Sheets |
| 71 Monarch Electric Co. | West Caldwell, NJ | NA | 80 | 2 | S. Perlman |
| 72 Becker Electric Supply | Dayton, OH | 69,072,565 | 216 | NA | T.J. Becker |
| 73 Loeb Electric Co. | Columbus, OH | 69,000,000 | 125 | 7 | C.A. Loeb |

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|--|----------------------|--------------|-----------|--------|--------------------|
| 74 Western Extralite Co. | Kansas City, MO | 69,000,000 | 210 | 12 | T. Isenberg |
| 75 Yale Electrical Supply Co. Inc. | Boston, MA | 68,000,000 | 36 | 4 | W. Sheinkopf |
| 76 Rural Electric Supply Co. aka RESCO | Madison, WI | 66,500,000 | 49 | 4 | J. Strom |
| 77 Eoff Electric | Salem, OR | 66,000,000 | 172 | 9 | L. Williamson |
| 78 Codale Electric Supply Inc. | Salt Lake City, UT | 65,000,000 e | 107 | 5 | D. Holt |
| 79 Reed City Power Line | Reed City, MI | 65,000,000 | 44 | 3 | M.R. Bigford |
| 80 Revere Electric Supply Co. | Chicago, IL | 65,000,000 | 130 | 5 | T. Eiseman |
| 81 Shepherd Electric Co. Inc. | Baltimore, MD | 62,500,000 | 130 | 2 | C.C. Vogel III |
| 82 Friedman Electric Supply Co. | Exeter, PA | NA | 205 | 9 | R.C. Friedman |
| 83 QED Inc. | Denver, CO | 60,436,382 | 129 | 7 | D. Stauffer |
| 84 Locke Wholesale Electric Supply | Oklahoma City, OK | 60,306,692 | 215e | 5e | C. Marsh |
| 85 DH Supply Co. Inc. | Atlanta, GA | NA | NA | 5e | D.H. Hicks Jr. |
| 86 Electro-Matic Products Inc. | Farmington Hills, MI | NA | 100 | NA | J. Baker |
| 87 Omni Cable Corp. | West Chester, PA | NA | 103 | 7 | J. Siegfried |
| 88 Minnesota Electric Supply Co. | Willmar, MN | 58,137,000 | 130 | 8 | S. Peterson |
| 89 Electrical Distributors Co. | San Jose, CA | 58,049,817 | 122 | 4 | C. Lehmann |
| 90 Edson Electric Supply Inc. | Phoenix, AZ | 57,700,000 | 115 | 9e | B. Edson |
| 91 Argo International Corp. (of Delcal Enterprises) | New York, NY | 56,307,786 | 140e | 27 | J. Santa Croce |
| 92 J. H. Larson Electrical Co. | Golden Valley, MN | 56,000,000 | 162e | 7 | G. Pahl |
| 93 Western United Electric Supply Corp. | Brighton, CO | 55,500,000 | 23 | 1 | R.L. Schott |
| 94 Crawford Electric Supply | Dallas, TX | 55,000,000 | 55 | 2 | C. Levering |
| 95 Schaedler Yesco Distribution | Harrisburg, PA | 55,000,000 | 135 | 4 | J.D. Schaedler |
| 96 Hite Co., The | Altoona, PA | 53,500,000 | 188 | 16e | R. Hite |
| 97 Tri-State Utility Products Inc. | Marietta, GA | NA | 25 | 3 | W.H. Patterson |
| 98 Butler Supply Inc. | Fenton, MO | NA | 185 | 23 | R. Butler |
| 99 JESCO/Interstate Wholesale Electrical Supplies Inc. | Sioux Center, IA | 51,000,000 | 176 | 10 | J. Franken/M. Lane |
| 100 Industrial Electric Wire & Cable | New Berlin, WI | NA | NA | 5e | D. Nestingen |
| 101 Ralph Pill Electric Supply Co. | Boston, MA | NA | 153 | 15 | A.E. Pill |
| 102 Richards Electric Supply Co. Inc. | Cincinnati, OH | 50,400,000 | 131 | 5 | I.S. Misrach |
| 103 Brownstown Electric Supply Co. Inc. | Brownstown, IN | 50,000,000 | 65 | 5 | G. Deck |
| 104 Evergreen Oak Electric Supply & Sales Co. | Crestwood, IL | 50,000,000 | 180 | 4 | B. Kramer |
| 105 Kennedy Electrical Supply Corp. | Jamaica, NY | 50,000,000 | 114 | 4 | G. Eichwald |
| 106 JCH Wire & Cable Inc. | N. Las Vegas, NV | NA | NA | 3e | J. Hinshaw |
| 107 NEDCO Supply | Las Vegas, NV | NA | NA | 1 | M. Winard |
| 108 Granite City Electric Supply Co. | Quincy, MA | 48,500,000 | 138 | 10 | S. Helle |
| 109 Electrical Wholesale Supply Co. of Utah | Salt Lake City, UT | NA | 119 | 6 | R.W. Gardner |
| 110 Bryant Electric Supply | Lowell, NC | 48,000,000 | 120 | 4 | H.M. Bryant Jr. |
| 111 Villa Lighting Supply | St. Louis, MO | 47,500,000 e | 100 | 3 | J. Villa |
| 112 Parrish-Hare Electrical Supply | Dallas, TX | NA | NA | NA | P. Hare |
| 113 Holt Electric Inc. | Hartland, WI | NA | NA | 2 | W. P. Cuff |
| 114 Gaffney-Kroese Electrical Supply Corp. | Rahway, NJ | NA | NA | NA | J. Kroese |
| 115 Electric Supply of Tampa Inc. | Tampa, FL | 45,800,000 | 86 | 4 | G.M. Adams Jr. |
| 116 Braid Electric Co. | Nashville, TN | NA | 105 | 9 | B.S. Gambill Jr. |
| 117 Hunzicker Brothers Inc. | Oklahoma City, OK | NA | 123 | 7 | M.W. Lockard III |

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|---|----------------------|--------------|-----------|--------|--------------------|
| 118 Memphis Lamp Inc. | Memphis, TN | NA | 152 | 16 | D.M. Marrs |
| 119 Central Wholesale Electrical Distributors Inc. | Pleasanton, CA | 42,129,000 | 102 | 7e | K. Hansen |
| 120 E. Sam Jones Distributor Inc. | Atlanta, GA | 42,000,000 | 140 | 6e | P.G. Jones |
| 121 Diversified Supply Inc. | Chattanooga, TN | NA | NA | 6 | D.K. Anderson |
| 122 Harris Electric Supply Co. Inc. | Nashville, TN | 41,300,000 | 80 | 4 | J. W. Hardy |
| 123 Shealy Electrical Wholesalers Inc. | Greenville, SC | 41,138,657 | 110 | 5 | W.E. DeLoache III |
| 124 Wolff Bros. Supply Inc. | Medina, OH | 41,078,454 | 131e | 8 | H. Wolff |
| 125 Buckles-Smith Electric | San Jose, CA | 41,000,000 | 90 | 3 | R. Polito |
| 126 Broken Arrow Electric Supply Inc. | Broken Arrow, OK | 40,510,000 | 92 | 6e | D.L. Whitney |
| 127 Peerless Electric Supply Co. | Indianapolis, IN | NA | 75 | 4 | R. Fitzwater |
| 128 Needham Electric Supply Co. aka NESCO | Canton, MA | 40,000,000 | 85 | 3 | J.A. Cincotta |
| 129 Wiedenbach Brown Co. | New Rochelle, NY | NA | NA | 5e | C. Brown |
| 130 Beacon Electric Supply | San Diego, CA | 39,466,924 | 64 | 5e | B.H. Schindler |
| 131 Key Electrical Supply (of IES) | Houston, TX | 38,500,000 | 55 | 2 | M. Jenson |
| 132 Frost Electric Supply Co. | Maryland Heights, MO | 38,312,000 | 94 | 4e | J. Frost |
| 133 Schwing Electrical Supply Corp. | Farmingdale, NY | NA | NA | NA | P.S. Schwing |
| 134 City Lighting Products | St. Louis, MO | 38,000,000 | 61 | 4 | L. Hohl |
| 135 Peninsular Electric Distributors Inc. | West Palm Beach, FL | 38,000,000 | 80 | 1 | P.A. Larmoyeux Jr. |
| 136 Fromm Electric Supply Corp. of Reading | Reading, PA | 37,963,064 | 121 | 6 | M. Fromm |
| 137 Regency Lighting (of Regency Enterprises Inc.) | Van Nuys, CA | 37,740,000 | 160 | 5 | R. Regenstreif |
| 138 County Electric Supply Co. | Greensboro, NC | NA | NA | NA | K. Brown |
| 139 Roden Electrical Supply Co. | Knoxville, TN | 37,500,000 | 95 | 8 | S. McCamy III |
| 140 Denney Electric Supply | Ambler, PA | 37,000,000 | 115 | 8 | B. Denney |
| 141 Paramount Electric Supply Inc. | Broadview, IL | NA | NA | 2e | R. Gervasio |
| 142 Priority Wire & Cable | Little Rock, AR | 36,800,000 | 48 | 2 | J.E. Newman |
| 143 Seattle Lighting & Fixture | Seattle, WA | NA | 135e | 9e | D. McKee |
| 144 American Light (of Facility Solutions Group) | Austin, TX | 36,000,000 | 138 | 7 | W. Graham |
| 145 Boggis-Johnson Electric Co. | Milwaukee, WI | NA | 68e | NA | N. Timarac |
| 146 Feldman Brothers Electrical Supply Co. | Paterson, NJ | NA | NA | NA | C. Feldman |
| 147 Alameda Electrical Distributors Inc. | Hayward, CA | 35,380,000 | 90 | 2e | R. LaRue |
| 148 Medler Electric Co. | Alma, MI | 35,283,968 | 119 | 15 | R. Heine |
| 149 Cross Automation | Gastonia, NC | 35,000,000 | 75 | 1 | S. Earley |
| 150 Warshauer Electric Supply Co. | Tinton Falls, NJ | NA | 109 | 4 | J. Warshauer |
| 151 Cape Electrical Supply, Inc. | Cape Girardeau, MO | 34,600,000 | 104 | 15 | A. Toole |
| 152 Progressive Lighting Inc. | Riverdale, GA | NA | NA | 13e | F.J. Lee |
| 153 South Dade Electrical Supply Inc. | Miami, FL | 34,225,000 | 76 | 1 | D.C. Elliott |
| 154 Munro Distributing Co. Inc. | Fall River, MA | NA | 110 | 4e | S. Munro |
| 155 ESSCO Wholesale Electric | Gilbert, AZ | 34,000,000 | 75 | 10 | T. Tapia |
| 156 Electro-Wire Inc. | Wood Dale, IL | NA | NA | 5 | M.M. Hamano |
| 157 American Electric Supply Inc. | Corona, CA | 33,446,992 e | 74 | 1 | M. Pratt |
| 158 Royalite Co. | Flint, MI | NA | NA | 5e | G.B. Gottlieb |
| 159 Steven Engineering Inc. | S. San Francisco, CA | 33,100,000 | 89 | 1 | K.D. Walter |
| 160 Raymond de Steiger Inc. | Sterling Heights, MI | NA | 80 | 4 | P. de Steiger |
| 161 Clifford of Vermont TVC (of TVC Communications) | Bethel, VT | 33,000,000 | 46 | 2 | M. Nelson |

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|--|----------------------|-------------|-----------|--------|------------------|
| 162 Standard Electric Supply Co. | Milwaukee, WI | 33,000,000 | 92 | 7 | L.A. Stern |
| 163 Nu-Lite Electrical Wholesalers Inc. | Harahan, LA | NA | NA | 5e | F.J. Corales Jr. |
| 164 Cardello Electric Supply Co. | Pittsburgh, PA | 32,561,698 | 103 | 7 | N.R. Cardello |
| 165 Crum Electric Supply Co. Inc. | Casper, WY | 32,300,000 | 88 | 10 | D.H. Crum |
| 166 Robinson Electric Supply Co. | Meridian, MS | 31,983,884 | 82 | 10 | B. Robinson |
| 167 Rockingham Electrical Supply Co. Inc. | Newington, NH | NA | 116 | 8 | J.E. Pender |
| 168 Northwest Controls Inc. | Defiance, OH | 31,762,769 | 60 | 9 | L. Scheiderer |
| 169 Advance Electrical Supply Co. Inc. | Chicago, IL | 31,300,000 | 73 | 4 | S. Anixter |
| 170 Voss Electric Supply Co. | Lincoln, NE | NA | 148 | 12e | M.H. Voss |
| 171 I.G. Federal Electrical Supply Corp. | Long Island City, NY | 31,000,000+ | 54 | 1 | M.R. Berger |
| 172 B & K Electric Wholesale | City of Industry, CA | 31,000,000 | 96 | 6 | K. Ellison |
| 173 Interstate Electrical Supply Inc. | Columbus, GA | 30,800,000 | 64 | 3 | J. Tinkler |
| 174 Teche Electric Supply | Lafayette, LA | NA | 100 | 11 | B. Hays |
| 175 International Electrical Sales Corp. (IESCO) | Miami, FL | 30,482,717 | 33 | 1 | R.P. Bernstein |
| 176 Fletcher-Reinhardt Co. | Bridgeton, MO | NA | NA | 3 | J.G. Reinhardt |
| 177 Mid-Island Electrical Supply | Commack, NY | NA | 65 | 2 | K. Greenberg |
| 178 Michigan Electric Supply Co. | Flint, MI | 30,000,000+ | 90 | 10 | D. Marlinga |
| 179 Central Supply Co. Inc. | Indianapolis, IN | 30,000,000 | 35 | 2 | G. Burt |
| 180 Electric Fixture & Supply Co. | Omaha, NE | 30,000,000 | 106 | 7e | G. Gunderson |
| 181 Independent Electric Supply | Somerville, MA | 30,000,000 | 45 | 3 | W. Gray |
| 182 Maynard's Electric Supply Inc. | Rochester, NY | 30,000,000 | 120 | 5 | B. Maynard |
| 183 Wabash Electric Supply Inc. | Wabash, IN | NA | 135 | 5 | J.W. Forrester |
| 184 Idlewood Electric Supply Inc. | Highland Park, IL | 29,700,000 | 115 | 2e | B. Lansing |
| 185 Maltby Electric Supply Co. Inc. | San Francisco, CA | 29,600,000 | 67 | 4 | S. Maltby |
| 186 Equity Utility Service Co. Inc. | Marietta, GA | 29,542,000 | 19 | 1 | R. Parris |
| 187 Electric Supply & Equipment Co. Inc. | Greensboro, NC | 29,400,000 | 82 | 4 | D.G. Smith |
| 188 Southern Controls Inc. | Montgomery, AL | NA | 74 | 4 | K. Guthrie |
| 189 Electrical Distributors Inc. | Charlotte, NC | 28,931,000 | 67 | 6 | D.B. Spear |
| 190 Harry Cooper Supply Co. | Springfield, MO | NA | 96e | 3 | S. Reagan |
| 191 Electrical Supplies Inc. | Miami, FL | 28,900,000 | 61 | 3e | F. Segal |
| 192 H. Leff Electric Co., The | Cleveland, OH | NA | 69 | 7e | B.E. Leff |
| 193 Gaines Electric Supply Co. Inc. ** | Signal Hill, CA | 28,465,051 | 41 | 2 | E. Peters |
| 194 Active Electrical Supply Co. | Chicago, IL | 28,400,000 | 90 | 2 | H.C. Fox |
| 195 K/E Electric Supply Corp. | Mt. Clemens, MI | 28,264,152 | 60 | 3 | R. Kuchenmeister |
| 196 Hunt Electric Supply Co. | Burlington, NC | 28,000,000 | 85 | 9 | S. Hunt |
| 197 Stokes Electric Co. | Knoxville, TN | 28,000,000 | 96 | 4 | B. LaLonde |
| 198 Mars Electric Co. | Willoughby, OH | 27,900,000 | 75 | 7 | M. Doris |
| 199 K.J. Electric | Syracuse, NY | 27,000,000 | 125 | 6 | K.E. Jacobs |
| 200 Southeastern Electrical Distributors | Greenville, SC | 26,708,000 | 60 | 4e | M.F. Hughes |
| 201 King Wire Inc. | N. Chicago, IL | 26,500,000 | 53 | 6 | P. Leeb |
| 202 Loyd's Electric Supply Inc. | Branson, MO | NA | 85 | 2 | P. Loyd |
| 203 Windy City Wire | Hillside, IL | NA | 46 | 5 | M. Winkel |
| 204 Valley Lighting LLC | Linthicum, MD | NA | 37 | 1 | L. Snyder |
| 205 DESCO Inc. | Salisbury, NC | NA | 63 | 5 | P.R. Simpson |
| 206 Yale Electric Supply | Lebanon, PA | 25,000,000+ | 88 | 4 | G.D. Thomas |

* Includes all North American sales.

** Acquired in 2002 by Independent Electric Supply

^^ Electrical sales account for approximately 18 percent of total company sales

e — estimated by the respondent or by the editors of *Electrical Wholesaling* NA — not available Note: Sales and employee figures cover electrical business only.

| Company (Parent) | Headquarters | 2001 Sales | Employees | Houses | President or CEO |
|---|--------------------|------------|-----------|--------|---------------------|
| 207 Nelson Electric Supply Co. | Racine, WI | 25,000,000 | 54 | 2 | T. Leuenberger |
| 208 Swift Electrical Supply | Nanuet, NY | 25,000,000 | 70 | 3 | A. Sodore Jr. |
| 209 Shepherd Electric Supply Co. Inc. | Goldsboro, NC | 24,771,708 | 84 | 7e | R. Jordan |
| 210 Matthews Electric Supply Co. Inc. | Birmingham, AL | NA | 56 | 3 | W.H. Cole Jr. |
| 211 Allsale Electric Inc. | Canoga Park, CA | 24,500,000 | 50 | 2 | E. Ratzlaff |
| 212 Franklin Electric Co. | Philadelphia, PA | 24,000,000 | 65 | 1 | W.T. Walker III |
| 213 Cain Electrical Supply | Big Spring, TX | NA | NA | NA | T. Ross |
| 214 Major Electric Supply | Pawtucket, RI | NA | 85 | 3 | A. Leven |
| 215 K & M Electric Supply Inc. | Riviera Beach, FL | NA | 59 | 5 | K. Mooney |
| 216 Don Blackburn & Co. | Livonia, MI | NA | 44 | 2 | J.A. McBride |
| 217 Wholesale Electric Supply Co. Inc. | Texarkana, TX | NA | 118 | 15 | A. McCulloch Jr. |
| 218 Williams Supply Inc. | Roanoke, VA | NA | 70 | 5e | A. Jones |
| 219 McDonald Distributors of Florida Inc. | Ft. Lauderdale, FL | NA | NA | 5e | B. Pockey |
| 220 Hartford Electric Supply Co. (HESCO) | West Hartford, CT | NA | 55 | 2 | B.P. DePasquale |
| 221 Swofford Electric Supply Corp. | Grand Prairie, TX | 22,000,000 | 25 | 1 | G. Swofford |
| 222 Tri State Supply Co. Inc. | Washington, PA | 22,000,000 | 60 | 4 | J.D. VanZandt |
| 223 Lighting & Lamp Inc. | Birmingham, AL | NA | NA | 6e | R. Calhoun |
| 224 L&H Supply Co. Inc. (of SABA) | Jackson, TN | NA | 51 | NA | T. E. Stanfield |
| 225 Hampden/Zimmerman Electric Supply | Springfield, MA | 21,000,000 | 68 | 3 | T. Sanborn |
| 226 Tacoma Electric Supply, Inc. | Tacoma, WA | 21,000,000 | 51 | 2e | C.J. Silva |
| 227 Owen Electric Supply | Houston, TX | NA | NA | NA | W. Owen |
| 228 Midtown Electric | New York, NY | 20,417,011 | 52 | 1 | M. Gold |
| 229 Mercedes Electric Supply Inc. | Miami, FL | 20,349,928 | 43 | 1 | M.C. LaPorta |
| 230 Industrial Automation Controls Inc. | Memphis, TN | 20,300,000 | 56 | 3 | D. Henry |
| 231 General Pacific Inc. | Portland, OR | NA | 13 | 1 | R. Hall |
| 232 Hannan Supply Co. | Paducah, KY | NA | 61 | 4 | B.P. Brockenborough |
| 233 Barber Electric Supply | St. Paul, MN | 20,000,000 | 42 | 2 | E. Barber |
| 234 Allen Electric Supply Co. | Livonia, MI | NA | NA | NA | N.A. Horowitz |
| 235 Dickman Supply Inc. | Sidney, OH | NA | NA | NA | T. Geise |
| 236 Hartman-Spreng Co. | Mansfield, OH | NA | NA | 1 | T. Galligher |
| 237 Womack Electric Supply Co. Inc. | Burlington, NC | NA | 85 | 13 | R.T. Womack |
| 238 Cincinnati Belting & Transmission | Cincinnati, OH | 19,750,000 | 41e | 2 | J.E. Stahl Jr. |
| 239 BJ Electric Supply (of Isthmus Lighting Div.) | Madison, WI | NA | NA | NA | K. Topp |
| 240 Bell Electrical Supply | Santa Clara, CA | NA | 40 | 2 | B. Schraga |
| 241 Candela Corp. | Irvine, CA | NA | 62 | 2 | B. Baas |
| 242 Kovalsky-Carr Electric Supply Co. Inc. | Rochester, NY | NA | 32 | NA | A. Kovalsky |
| 243 Hein Electric Supply Co. | Brookfield, WI | NA | 45 | 7 | R. Kohlenberg |
| 244 H. Poll Electric Co., The | Toledo, OH | NA | NA | NA | R.W. Poll |
| 245 West Virginia Electric Supply Co. | Huntington, WV | NA | 89 | 9 | M. Colker |
| 246 Fox Electric Supply | Philadelphia, PA | 17,000,000 | 80 | 10 | B. Fox |
| 247 Allied Wholesale Electrical Supply Inc. | Indianapolis, IN | 16,629,740 | 35 | 4 | R. McCurdy |
| 248 Wholesale Supply Group Inc. | Cleveland, TN | 16,431,527 | 110e | 28 | L.D. Rogers |
| 249 Gross Electric Inc. | Toledo, OH | 16,300,000 | 73 | 4 | L. Gross |
| 250 Upchurch Electrical Supply Co. Inc. | Fayetteville, AR | NA | 33 | 3 | J. Koenig |

* Includes all North American sales.

** Acquired in 2002 by Independent Electric Supply

^^ Electrical sales account for approximately 18 percent of total company sales

e — estimated by the respondent or by the editors of *Electrical Wholesaling* NA — not available Note: Sales and employee figures cover electrical business only.

Alphabetical Guide to the 250 Biggest 2002

| Rank | Company | Headquarters | Rank | Company | Headquarters |
|------|--|----------------------|------|--|----------------------|
| 65 | A.E. Petsche Co. Inc. | Dallas, TX | 89 | Electrical Distributors Co. | San Jose, CA |
| 194 | Active Electrical Supply Co. | Chicago, IL | 189 | Electrical Distributors Inc. | Charlotte, NC |
| 169 | Advance Electrical Supply Co. Inc. | Chicago, IL | 49 | Electrical Equipment Co. | Raleigh, NC |
| 147 | Alameda Electrical Distributors Inc. | Hayward, CA | 191 | Electrical Supplies Inc. | Miami, FL |
| 234 | Allen Electric Supply Co. | Livonia, MI | 109 | Electrical Wholesale Supply Co. of Utah | Salt Lake City, UT |
| 247 | Allied Wholesale Electrical Supply Inc. | Indianapolis, IN | 40 | Electrical Wholesalers Inc. | Hartford, CT |
| 211 | Allsale Electric Inc. | Canoga Park, CA | 86 | Electro-Matic Products Inc. | Farmington Hills, MI |
| 157 | American Electric Supply Inc. | Corona, CA | 156 | Electro-Wire Inc. | Wood Dale, IL |
| 144 | American Light (of Facility Solutions Group) | Austin, TX | 35 | Elliott Electric Supply | Nacogdoches, TX |
| 3 | Anixter Inc. (Anixter International) | Skokie, IL | 77 | Eoff Electric | Salem, OR |
| 91 | Argo International Corp. (of Delcal Enterprises) | New York, NY | 186 | Equity Utility Service Co. Inc. | Marietta, GA |
| 172 | B & K Electric Wholesale | City of Industry, CA | 155 | ESSCO Wholesale Electric | Gilbert, AZ |
| 233 | Barber Electric Supply | St. Paul, MN | 104 | Evergreen Oak Electric Supply & Sales Co. | Crestwood, IL |
| 130 | Beacon Electric Supply | San Diego, CA | 146 | Feldman Brothers Electrical Supply Co. | Paterson, NJ |
| 72 | Becker Electric Supply | Dayton, OH | 176 | Fletcher-Reinhardt Co. | Bridgeton, MO |
| 240 | Bell Electrical Supply | Santa Clara, CA | 246 | Fox Electric Supply | Philadelphia, PA |
| 63 | Benfield Electric Supply Co. Inc. | White Plains, NY | 212 | Franklin Electric Co. | Philadelphia, PA |
| 68 | Billows Electric Supply Co. | Philadelphia, PA | 57 | French Gerleman Electric Co. | Maryland Heights, MO |
| 239 | BJ Electric Supply | Madison, WI | 82 | Friedman Electric Supply Co. | Exeter, PA |
| 145 | Boggis-Johnson Electric Co. | Milwaukee, WI | 136 | Fromm Electric Supply Corp. of Reading | Reading, PA |
| 15 | Border States Electric Supply | Fargo, ND | 132 | Frost Electric Supply Co. | Maryland Heights, MO |
| 116 | Braid Electric Co. | Nashville, TN | 114 | Gaffney-Kroese Electrical Supply Corp. | Rahway, NJ |
| 126 | Broken Arrow Electric Supply Inc. | Broken Arrow, OK | 193 | Gaines Electric Supply Co. Inc. | Signal Hill, CA |
| 103 | Brownstown Electric Supply Co. Inc. | Brownstown, IN | 5 | GE Supply Co. (General Electric Co.) | Shelton, CT |
| 110 | Bryant Electric Supply | Lowell, NC | 231 | General Pacific Inc. | Portland, OR |
| 125 | Buckles-Smith Electric | San Jose, CA | 108 | Granite City Electric Supply Co. | Quincy, MA |
| 98 | Butler Supply Inc. | Fenton, MO | 1 | Graybar Electric Co. Inc. | St. Louis, MO |
| 213 | Cain Electrical Supply | Big Spring, TX | 249 | Gross Electric Inc. | Toledo, OH |
| 241 | Candela Corp. | Irvine, CA | 192 | H. Leff Electric Co., The | Cleveland, OH |
| 151 | Cape Electrical Supply, Inc. | Cape Girardeau, MO | 244 | H. Poll Electric Co., The | Toledo, OH |
| 164 | Cardello Electric Supply Co. | Pittsburgh, PA | 10 | Hagemeyer North America | Atlanta, GA |
| 179 | Central Supply Co. Inc. | Indianapolis, IN | 225 | Hampden/Zimmerman Electric Supply | Springfield, MA |
| 119 | Central Wholesale Electrical Distributors Inc. | Pleasanton, CA | 232 | Hannan Supply Co. | Paducah, KY |
| 238 | Cincinnati Belting & Transmission | Cincinnati, OH | 122 | Harris Electric Supply Co. Inc. | Nashville, TN |
| 56 | City Electric Supply Co. | Orlando, FL | 190 | Harry Cooper Supply Co. | Springfield, MO |
| 134 | City Lighting Products | St. Louis, MO | 220 | Hartford Electric Supply Co. (HESCO) | West Hartford, CT |
| 161 | Clifford of Vermont TVC (of TVC Communications) | Bethel, VT | 236 | Hartman-Spreng Co. | Mansfield, OH |
| 31 | CLS | Hartford, CT | 243 | Hein Electric Supply Co. | Brookfield, WI |
| 78 | Codale Electric Supply Inc. | Salt Lake City, UT | 96 | Hite Co., The | Altoona, PA |
| 64 | Colonial Electric Supply | King of Prussia, PA | 113 | Holt Electric Inc. | Hartland, WI |
| 12 | Communications Supply Corp. | Carol Stream, IL | 59 | Horizon Solutions Inc. | Rochester, NY |
| 4 | Consolidated Electrical Distributors Inc. | Westlake Village, CA | 24 | Houston Wire & Cable Co. | Houston, TX |
| 138 | County Electric Supply Co. | Greensboro, NC | 9 | Hughes Supply Inc./Electrical Division | Orlando, FL |
| 94 | Crawford Electric Supply | Dallas, TX | 196 | Hunt Electric Supply Co. | Burlington, NC |
| 8 | Crescent Electric Supply Co. | East Dubuque, IL | 117 | Hunzicker Brothers Inc. | Oklahoma City, OK |
| 149 | Cross Automation | Gastonia, NC | 171 | I.G. Federal Electrical Supply Corp. | Long Island City, NY |
| 165 | Crum Electric Supply Co. Inc. | Casper, WY | 184 | Idlewood Electric Supply Inc. | Highland Park, IL |
| 66 | Dakota Electric Supply Co. | Fargo, ND | 23 | Independent Electric Supply | San Carlos, CA |
| 20 | Dealers Electrical Supply Co. | Waco, TX | 181 | Independent Electric Supply | Somerville, MA |
| 140 | Denney Electric Supply | Ambler, PA | 230 | Industrial Automation Controls Inc. | Memphis, TN |
| 205 | DESCO Inc. | Salisbury, NC | 100 | Industrial Electric Wire & Cable | New Berlin, WI |
| 85 | DH Supply Co. Inc. | Atlanta, GA | 175 | International Electrical Sales Corp. (IESCO) | Miami, FL |
| 235 | Dickman Supply | Sidney, OH | 173 | Interstate Electrical Supply Inc. | Columbus, GA |
| 121 | Diversified Supply Inc. | Chattanooga, TN | 92 | J. H. Larson Electrical Co. | Golden Valley, MN |
| 38 | Dominion Electric Supply Co. Inc. | Arlington, VA | 106 | JCH Wire & Cable Inc. | N. Las Vegas, NV |
| 216 | Don Blackburn & Co. | Livonia, MI | 99 | JESCO/Interstate (Echo Group) | Sioux Center, IA |
| 120 | E. Sam Jones Distributor Inc. | Atlanta, GA | 215 | K & M Electric Supply Inc. | Riviera Beach, FL |
| 50 | Eck Supply Co. | Richmond, VA | 199 | K.J. Electric | Syracuse, NY |
| 90 | Edson Electric Supply Inc. | Phoenix, AZ | 195 | K/E Electric Supply Corp. | Mt. Clemens, MI |
| 180 | Electric Fixture & Supply Co. | Omaha, NE | 25 | Kendall Electric Inc. | Battle Creek, MI |
| 187 | Electric Supply & Equipment Co. Inc. | Greensboro, NC | 105 | Kennedy Electrical Supply Corp. | Jamaica, NY |
| 115 | Electric Supply of Tampa Inc. | Tampa, FL | 131 | Key Electrical Supply (of IES) | Houston, TX |

Alphabetical Guide to the 250 Biggest 2002

| Rank | Company | Headquarters | Rank | Company | Headquarters |
|------|--|----------------------|------|---|-----------------------|
| 201 | King Wire Inc. | N. Chicago, IL | 36 | Rumsey Electric Co. | Conshohocken, PA |
| 18 | Kirby Risk Electrical Supply | Lafayette, IN | 76 | Rural Electric Supply Co. aka RESCO | Madison, WI |
| 242 | Kovalsky-Carr Electric Supply Co. Inc. | Rochester, NY | 95 | Schaedler Yesco Distribution | Harrisburg, PA |
| 44 | Kriz-Davis Co. | Grand Island, NE | 133 | Schwing Electrical Supply Corp. | Farmingdale, NY |
| 224 | L&H Supply Co. Inc. (of SABA) | Jackson, TN | 29 | Scott Electric Co. | Greensburg, PA |
| 223 | Lighting & Lamp Inc. | Birmingham, AL | 143 | Seattle Lighting & Fixture | Seattle, WA |
| 84 | Locke Wholesale Electric Supply | Oklahoma City, OK | 123 | Shealy Electrical Wholesalers Inc. | Greenville, SC |
| 73 | Loeb Electric Co. | Columbus, OH | 81 | Shepherd Electric Co. Inc. | Baltimore, MD |
| 202 | Loyd's Electric Supply Inc. | Branson, MO | 209 | Shepherd Electric Supply Co. Inc. | Goldsboro, NC |
| 43 | Maddux Supply Co. | Greensboro, NC | 7 | Sonepar USA | Berwyn, PA |
| 61 | Madison Electric Co. | Warren, MI | 153 | South Dade Electrical Supply Inc. | Miami, FL |
| 214 | Major Electric Supply | Pawtucket, RI | 200 | Southeastern Electrical Distributors | Greenville, SC |
| 185 | Maltby Electric Supply Co. Inc. | San Francisco, CA | 188 | Southern Controls Inc. | Montgomery, AL |
| 198 | Mars Electric Co. | Willoughby, OH | 53 | Springfield Electric Supply Co. | Springfield, IL |
| 210 | Matthews Electric Supply Co. Inc. | Birmingham, AL | 37 | Standard Electric | Wilmington, MA |
| 45 | Maurice Electrical Supply | Washington, DC | 47 | Standard Electric Co. | Saginaw, MI |
| 17 | Mayer Electric Supply Co. Inc. | Birmingham, AL | 162 | Standard Electric Supply Co. | Milwaukee, WI |
| 182 | Maynard's Electric Supply Inc. | Rochester, NY | 60 | Stanion Wholesale Electric Co. Inc. | Pratt, KS |
| 219 | McDonald Distributors of Florida Inc. | Ft. Lauderdale, FL | 30 | State Electric Supply Co. Inc. | Huntington, WV |
| 11 | McNaughton-McKay Electric Co. | Madison Heights, MI | 27 | Steiner Electric Co. | Elk Grove Village, IL |
| 148 | Medler Electric Co. | Alma, MI | 159 | Steven Engineering Inc. | S. San Francisco, CA |
| 118 | Memphis Lamp Inc. | Memphis, TN | 197 | Stokes Electric Co. | Knoxville, TN |
| 229 | Mercedes Electric Supply Inc. | Miami, FL | 54 | Stoneway Electric Supply Co. Inc. | Spokane, WA |
| 178 | Michigan Electric Supply Co. | Flint, MI | 14 | Stuart C. Irby Co. | Jackson, MS |
| 177 | Mid-Island Electrical Supply | Commack, NY | 34 | Summit Electric Supply Co. Inc. | Albuquerque, NM |
| 228 | Midtown Electric | New York, NY | 208 | Swift Electrical Supply | Nanuet, NY |
| 62 | Minarik Electric Corp. | Glendale, CA | 221 | Swofford Electric Supply Corp. | Grand Prairie, TX |
| 88 | Minnesota Electric Supply Co. | Willmar, MN | 226 | Tacoma Electric Supply Inc. | Tacoma, WA |
| 71 | Monarch Electric Co. | West Caldwell, NJ | 174 | Teche Electric Supply | Lafayette, LA |
| 154 | Munro Distributing Co. Inc. | Fall River, MA | 222 | Tri State Supply Co. Inc. | Washington, PA |
| 107 | NEDCO Supply | Las Vegas, NV | 97 | Tri-State Utility Products Inc. | Marietta, GA |
| 128 | Needham Electric Supply Co. aka NESCO | Canton, MA | 26 | Turtle & Hughes Inc. | Linden, NJ |
| 207 | Nelson Electric Supply Co. | Racine, WI | 33 | Tvesco Inc. | Memphis, TN |
| 58 | Noland Co. | Newport News, VA | 42 | United Electric Supply Co. Inc. | Wilmington, DE |
| 21 | North Coast Electric Co. | Bellevue, WA | 70 | United Utility Supply Cooperative | Louisville, KY |
| 168 | Northwest Controls Inc. | Defiance, OH | 250 | Upchurch Electrical Supply Co. Inc. | Fayetteville, AR |
| 163 | Nu-Lite Electrical Wholesalers Inc. | Harahan, LA | 22 | Utiliserve Inc. | Corinth, TX |
| 51 | Nunn Electric Supply Corp. | Amarillo, TX | 204 | Valley Lighting LLC | Linthicum, MD |
| 87 | Omni Cable Corp. | West Chester, PA | 52 | Van Meter Industrial Inc. | Cedar Rapids, IA |
| 39 | OneSource Distributors Inc. | San Diego, CA | 111 | Villa Lighting Supply | St. Louis, MO |
| 227 | Owen Electric Supply | Houston, TX | 170 | Voss Electric Supply Co. | Lincoln, NE |
| 141 | Paramont Electric Supply Inc. | Broadview, IL | 13 | W.W. Grainger Inc. | Lake Forest, IL |
| 112 | Parrish-Hare Electrical Supply | Dallas, TX | 183 | Wabash Electric Supply Inc. | Wabash, IN |
| 127 | Peerless Electric Supply Co. | Indianapolis, IN | 32 | Walters Wholesale Electric Co. | Long Beach, CA |
| 135 | Peninsular Electric Distributors Inc. | West Palm Beach, FL | 19 | Warren Electric Group | Houston, TX |
| 16 | Platt Electric Supply Inc. | Beaverton, OR | 150 | Washauer Electric Supply Co. | Tinton Falls, NJ |
| 67 | Power/Mation | St. Paul, MN | 41 | Washington Cable Supply | Lanham, MD |
| 142 | Priority Wire & Cable | Little Rock, AR | 55 | Werner Electric Supply Co. | Neenah, WI |
| 69 | Professional Electric Products Co. aka PEPCO | Eastlake, OH | 2 | WESCO Distribution | Pittsburgh, PA |
| 152 | Progressive Lighting Inc. | Riverdale, GA | 245 | West Virginia Electric Supply Co. | Huntington, WV |
| 83 | QED Inc. | Denver, CO | 74 | Western Extralite Co. | Kansas City, MO |
| 101 | Ralph Pill Electric Supply Co. | Boston, MA | 93 | Western United Electric Supply Corp. | Brighton, CO |
| 160 | Raymond de Steiger Inc. | Sterling Heights, MI | 217 | Wholesale Electric Supply Co. Inc. | Texarkana, TX |
| 79 | Reed City Power Line | Reed City, MI | 28 | Wholesale Electric Supply Co. of Houston L.P. | Houston, TX |
| 137 | Regency Lighting (of Regency Enterprises Inc.) | Van Nuys, CA | 248 | Wholesale Supply Group Inc. | Cleveland, TN |
| 80 | Revere Electric Supply Co. | Chicago, IL | 129 | Wiedenbach Brown Co. | New Rochelle, NY |
| 6 | Rexel Inc. | Dallas, TX | 218 | Williams Supply Inc. | Roanoke, VA |
| 46 | Reynolds Co., The | Dallas, TX | 203 | Windy City Wire | Hillside, IL |
| 102 | Richards Electric Supply Co. Inc. | Cincinnati, OH | 48 | Winlectric Inc. | Dayton, OH |
| 166 | Robinson Electric Supply Co. | Meridian, MS | 124 | Wolff Bros. Supply Inc. | Medina, OH |
| 167 | Rockingham Electrical Supply Co. Inc. | Newington, NH | 237 | Womack Electric Supply Co. Inc. | Burlington, NC |
| 139 | Roden Electrical Supply Co. | Knoxville, TN | 206 | Yale Electric Supply | Lebanon, PA |
| 158 | Royalite Co. | Flint, MI | 75 | Yale Electrical Supply Co. Inc. | Boston, MA |

(Continued from page 2)

National chains continue to grow. Another measure of industry consolidation is the market share of the national chains. The industry's national chains, Graybar Electric Co. Inc., St. Louis; WESCO International Inc., Pittsburgh; Consolidated Electrical Distributors Inc., Westlake Village, Calif.; and GE Supply Inc., Shelton, Conn., are the four companies with branches in all regions of the United States. In 2001, their combined sales volume was \$13.3 billion, and their combined market share was over 18 percent. That's up a point from 2001. If one considers Rexel a national distributor and adds its \$2 billion in sales to this figure, the market share of national chains tops 20 percent.

Methodology. To qualify for a spot on the 250 Biggest this year, a firm had to have about \$16 million in electrical product sales for 2001 at wholesale. That includes sales of products a typical electrical distributor handles, such as lighting fixtures sold at retail in a lighting showroom and voice/data communication products. It does, however, exclude revenues from motor re-

pair, plumbing supplies, mill supplies and the like.

The firms in the listing are ranked by dollar sales volume insofar as possible. To place a firm on the list, we estimate its sales if the distributor did not provide it, using publicly available information and our own records of comparable company and geographic area data. Both full-line and specialized electrical distributors qualify for ranking, as well as companies that have multiple types of businesses.

The numbers provided for houses and employee counts are for all locations in the United States, North America and internationally.

The electrical distributors who provided both a sales figure and a total number of employees had a sales per employee figure of \$523,765, a big increase over the \$421,000 sales per employee in last year's listing.

The Top 250 provides an overview of activity among the companies at the top of the electrical distribution industry. It also serves as a guide to the entire industry's size and structure. Most important in this time of industry change, it provides a reality

check on the status of the electrical distribution industry's consolidation. The business remains highly fragmented, with some movement toward consolidation. □

**AVERAGE SALES PER EMPLOYEE
AMONG THE 250 BIGGEST**

| | |
|------------|-----------|
| 2001 | \$524,000 |
| 2000 | \$421,000 |
| 1999 | \$408,000 |
| 1998 | \$411,000 |
| 1997 | \$392,000 |

Based on the 189 distributors who furnished both a sales number and an employee count, the average sales per employee came in at \$523,765 for 2001, a huge jump of more than \$100,000 over 2000.

The increase in sales-per-employee number can most likely be explained by the many electrical distributorships that have reduced personnel. The Top 250 electrical distributor employee count is down more than 6,500 people from last year.

Electrical Wholesaling

The Independent Voice of Electrical Distribution™