

THE TOP 2008

Recession talk. Consolidation. Inflation. Wild copper and steel pricing. Skyrocketing fuel and health-care costs. With these headaches pounding on the electrical wholesaling industry, one might expect this year's Top 200 companies not to be the most optimistic bunch of electrical distributors.

That's not the case. This year's Top 200 electrical distributors reported a solid 2007 and are surprisingly optimistic for 2008, despite all the talk of a recession.

Growth. One wire and cable special-

ist that had a 34-percent sales increase in 2007 is expecting another solid year in 2008. Priority Wire and Cable, North Little Rock, Ark., expects to increase its \$186,113,860 in 2007 sales by 22.5 percent this year. The company plans to nail its aggressive target by "expanding its distribution base by supplying a diverse offering of wire and cable at market-level price," the company said. "We have expanded the breadth of this offering in 2007 to include a full line of aluminum products.

"Our wire and cable package, known as our 'combination program,' allows customers to better control their metal risk and increase their inventory turns

by buying fewer items of each product line."

As a whole, the average growth rate in 2007 for the more than 130 distributors that supplied sales data was 8.2 percent, a healthy growth rate that's at the upper end of the electrical wholesaling's historical annual sales growth range of 4 percent to 8 percent. Interestingly, many distributors are forecasting growth of approximately 8 percent in 2008, too. As you can see in the chart on page 28, more Top 200 distributors expect 2008 sales growth of 6 percent to 10 percent, than any other growth rate.

Bill Elliott, president, Elliott Electric Supply, Nacogdoches, Texas, is one of the

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

more optimistic distributors for 2008. After a somewhat slower year of sales in 2007 in which Elliott Electric Supply's sales grew approximately 5 percent, he expects his company's business to be up 15 percent in 2008. Helping to fuel growth this year will be the 12 new branches he opened in 2007.

Other distributors were busy opening new branches, too. Fromm Electric Supply Corp., Reading, Pa., opened

a new branch in Scranton, Pa., and two trade-only design centers that focus on lighting and appliances. Hill Country Electric Supply, Austin, Texas, opened branches in College Station and Round Rock, Texas. Schaedler Yesco Distribution Inc., Harrisburg, Pa., also opened two new branches. Jim Schaedler, the company's CEO, said his firm also formed an Energy Saving Solutions (ESS) group, hired

two certified lighting designers and expanded its marketing team. He said his biggest challenge for the future is developing the proper corporate structure to handle the 65 percent growth he anticipates for Schaedler Yesco over the next five years.

Another company that's gunning for big growth is Utility Supply and Service, Georgetown, Texas. Johnny Andrews, the company's senior vice

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 2007 sales number and an employee count for publication in this year's listing.

Rank	Company	Sales per employee
1	Western United Electric Supply Corp., Brighton, Colo.	4,120,000
2	Tri State Utility Products Inc., Marietta, Ga.	3,524,242
3	Rural Electric Supply Cooperative (RESCO), Middleton, Wis.	2,800,000
4	General Pacific Inc., Portland, Ore.	2,800,000
5	United Utility Supply, Louisville, Ky.	2,430,000
6	Arkansas Electric Cooperatives Inc., Little Rock, Ark.	2,242,857
7	Priority Wire & Cable Inc., North Little Rock, Ark.	1,959,093
8	Utility Supply & Service (Texas Electric Cooperatives Inc.), Georgetown, Texas	1,923,076
9	Power Line Supply/Utility Supply and Construction Co., Reed City, Mich.	1,894,736
10	Argo International Corp., New York	1,599,106
11	International Electrical Sales Corp., Miami	1,500,000
12	NEDCO Supply, Las Vegas	1,237,333
13	Houston Wire & Cable Co., Houston	1,181,250
14	The Reynolds Co., Fort Worth, Texas	1,174,444
15	Villa Lighting Supply, St. Louis	1,144,705
16	Omni Cable, West Chester, Pa.	1,109,375
17	I.G. Federal Electrical Supply Corp., Long Island City, N.Y.	1,021,276
18	Caniff Electric Supply, Hamtramck, Mich.	1,018,028
19	World Class Wire & Cable, Waukesha, Wis.	1,005,585
20	Codale Electric Supply Inc., Salt Lake City	939,130
21	PEPCO (Professional Electric Products Co.), Eastlake, Ohio	925,925
22	Lasalle Electric Supply, Livonia, Mich.	921,739
23	Independent Electric Supply Inc., San Carlos, Calif.	890,163
24	Grove Madsen Industries, Reno, Nev.	872,166
25	Kriz-Davis Co., Grand Island, Neb.	843,394

TOP 200 ELECTRICAL DISTRIBUTORS ACQUIRED 2007-2008

Eight Top 200 distributors were acquired last year and three more have been sold so far in 2008. But 2006 will go down in the industry's history books as perhaps the most active acquisition year ever. *EW's* editors estimate that the 12 Top 200 companies acquired in 2006 had a combined total of more than \$5 billion in annual sales in 2005. That was approximately 7 percent of all industry sales for that year.

Company	Electrical Sales	Acquirer
2007 ACQUISITIONS		
Minnesota Electric Supply Co., Willmar, Minn.	NA	Border States, Fargo, N.D.
US Electrical Services Inc. LLC, Exton, Pa.	NA	Consolidated Electrical Distributors Inc., Westlake Village, Calif.
Bryant Electric Supply Co. Inc., Lowell, N.C.	\$49.27 million	Hagemeyer North America, Charleston, S.C.
Roden Electrical Supply Co., Knoxville, Tenn.	\$109.5 million	Kendall Electric, Battle Creek, Mich.
HD Supply Inc., Orlando, Fla.	\$1.67 billion	Clayton Dubilier & Rice, Bain Capital Partners and Carlyle Group (private-equity firms)
Crawford Electric Supply Co., Dallas	\$291 million	Sonepar USA, Philadelphia
Ralph Pill Electric Supply, Boston	NA	Sonepar USA/ Northeast Electrical Distributors/ Eagle Electric Supply
Shepherd Electric Supply, Raleigh, N.C.	NA	State Electric Supply Co., Huntington, W.Va.
Estimated total sales of 2007 acquisitions of Top 200 electrical distributors	\$2.51 billion	
2008 ACQUISITIONS		
Beacon Electric Supply, San Diego	\$49.5 billion	Gexpro (IESCO), Dallas
Hagemeyer North American operations, Charleston, S.C.	\$525 million	Sonepar USA Paris
ESSCO Wholesale Electric, Chandler, Ariz.	NA	Sonepar USA
Estimated total sales in 2008 acquisitions of Top 200 electrical distributors (year-to-date)	\$574.5 million	
Estimated total sales in 2007 & 2008 acquisitions of Top 200 electrical distributors (year-to-date)	\$3.08 billion	

Note: Where companies did not provide sales data for publication, Electrical Wholesaling's editors estimated their annual sales for placement in the listing using average sales-per-employee figures and other methods. Go to page 27 for a listing of all 2007 and 2008 (year-to-date) acquisitions.

president, is looking for a 30 percent increase in sales. He says the biggest puzzle that Utility Supply and Service is trying to solve is managing the growth that the company has had in six years, when it climbed from a start-up to \$100 million in 2007 sales, and the

double-digit growth it expects over the next few years.

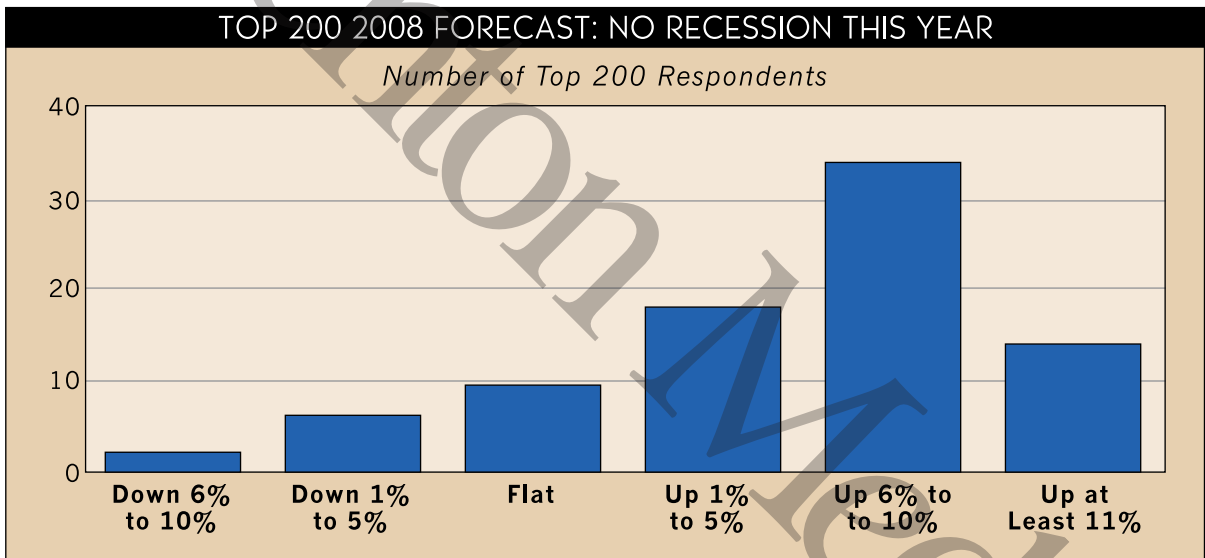
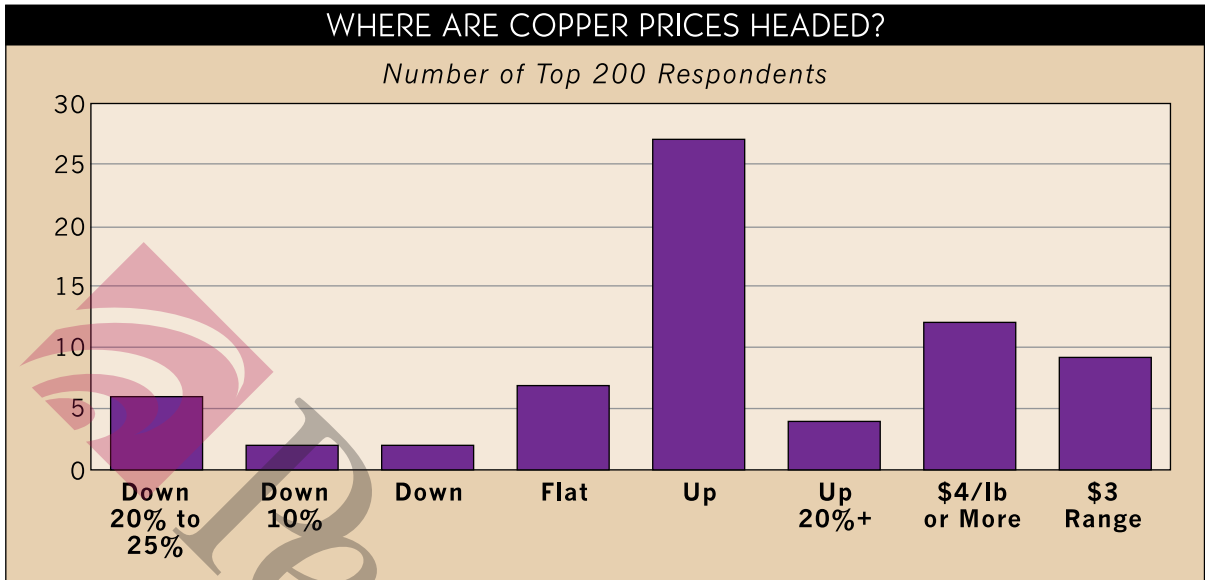
Green market. All the current media attention on global warming, out-of-hand gas prices and green buildings apparently hasn't percolated down to as many real-world

sales opportunities for energy-efficient electrical products in the electrical wholesaling industry as we might have expected. When asked, "Has all this talk about the green market made a tangible impact on your sales?" twice as many respondents had seen little

2007-2008 ACQUISITIONS IN THE ELECTRICAL MARKET

Electrical Marketing newsletter has reported on 40 acquisitions in 2007-2008. Add in the 34 acquisitions that occurred in 2006 and the 26 the publication reported on in 2005 and you have at least 100 acquisitions of distributors of electrical supplies in 2005-2008.

Company	Acquirer
Beacon Electric Supply,* San Diego	Gexpro (IESCO), Dallas
Robson Electric Supply,* Johnson City, N.Y.	Friedman Electric/Sonepar USA
ESSCO Wholesale Electric,* Chandler, Ariz.	Sonepar USA, Philadelphia
Hagemeyer North American operations,* Charleston, S.C.	Sonepar USA, Philadelphia
Total Supply Solutions	Anixter Inc., Glenview, Ill.
Eurofast SAS, Collegien, France	Anixter Inc., Glenview, Ill.
Minnesota Electric Supply Co., Willmar, Minn.	Border States, Fargo, N.D.
US Electrical Services Inc. LLC, Exton, Pa.	Consolidated Electrical Distributors Inc., Westlake Village, Calif.
McNaughton-McKay Electric Co., Madison Heights, Mich.	ESOP
Breva, Zonhoven, Belgium	Hagemeyer, Naarden, Netherlands
Bryant Electric Supply Co. Inc., Lowell, N.C.	Hagemeyer, Naarden, Netherlands
Wyrotech, St. Laurent, Quebec	Industrial Electric Wire and Cable, New Berlin, Wis.
Lappin Lighting, Minneapolis	J.H. Larson, Plymouth, Minn.
Roden Electrical Supply Co., Knoxville, Tenn.	Kendall Electric, Battle Creek, Mich.
Classic Electric Supply Inc., Forest Park, Ill.	LAB Development LLC, Highland Park, Ill.
McFeely's Square Drive Screws, Lynchburg, Va.	Lab Safety Supply subsidiary of W.W. Grainger, Lake Forest, Ill.
Lighting & Lamp Corp. (Panama Beach, Fla., branch)	Mayer Electric Supply, Birmingham, Ala.
S+S/S&D GmbH, Wegberg, Germany	McNaughton-McKay, Madison Heights, Mich.
Michigan Chandelier West Inc., Ann Arbor, Mich.	McNaughton-McKay, Madison Heights, Mich.
Yankee Electric Supply, Winooski, Vt.	NESCO/Needham Electric Supply Corp., Canton, Mass.
Norwell Electric Supply, Norwell, Mass.	NESCO/Needham Electric Supply Corp., Canton, Mass.
HD Supply Inc., Orlando, Fla.	Clayton Dubilier & Rice, Bain Capital Partners and Carlyle Group (private-equity firms)
Tri-Valley Electric Supply, Casa Grande, Ariz.	Rexel USA, Dallas
Crawford Electric Supply Co., Dallas	Sonepar USA, Philadelphia
Burmeister Electric Co., Minneapolis	Sonepar USA, Philadelphia/Stuart C. Irby
High Voltage Testing Laboratories, Fargo, N.D.	Sonepar USA, Philadelphia/Stuart C. Irby
Ralph Pill Electric Supply, Boston	Sonepar USA/ Northeast Electrical Distributors/ Eagle Electric Supply
Hobert N. Grubb, Wytherville, Va.	State Electric Supply Co., Huntington, W.Va.
Shepherd Electric Supply, Raleigh, N.C.	State Electric Supply Co., Huntington, W.Va.
Cape Electrical Supply, Cape Girardeau, Mo.	Svoboda Collins LLC (private-equity firm)
Hampden-Zimmerman Electric Supply Co., Springfield, Mass.	US Electrical Services Inc. LLC, Exton, Pa.
Lade Electrical Supply, Stone Mountain, Ga.	US Electrical Services Inc. LLC, Exton, Pa.
Rahway Electric Supply Co., Inc., Rahway, N.J.	US Electrical Services Inc. LLC, Exton, Pa.
Asbury Park Electric Supply, Asbury Park, N.J.	US Electrical Services Inc. LLC, Exton, Pa.
Max Goldman Inc., New Rochelle, N.Y.	US Electrical Services Inc. LLC, Exton, Pa.
Pioneer Electric Supply, Beltsville, Md.	US Electrical Services Inc. LLC, Exton, Pa.
Cascade Controls, Tukwila, Wash.	WESCO Distribution Inc., Pittsburgh
Tri-State Electric Supply, Cincinnati	WinWholesale Inc., Dayton, Ohio
* 2008 acquisition	



or no impact. As Daniel McLaughlin, president and CEO, Benfield Electric Supply Co. Inc., White Plains, N.Y., put it, “A lot of talk, no action.”

One Illinois distributor said her company’s customers were just starting to get familiar with these products. “They are not on the bandwagon yet,” said Karen Dolins, controller, Idlewood Electric Supply Inc., Highland Park, Ill. Jo Ann Hardy, CFO, Harris Electric Supply, Nashville, Tenn., said the impact of green products was “minimal, but growing.” “Certain cities in our area will not issue a building permit until watts-per-square foot are within

a certain range,” she said. “This has led to a change in some products being sold.”

However, the green market was providing some solid sales for several distributors. Steve Barker, vice president of sales, Villa Lighting, St. Louis, says the shift to energy-efficient products and the focus on green products made the biggest difference in the company’s fortunes in 2007.

John Maltby, Maltby Electric Supply Co. Inc., San Francisco, also said green products had made the biggest difference in the company’s 2007 sales and said Maltby Electric Supply was,

“actively involved selling more controls in commercial applications and offering more energy-saving products as well.”

Sanford Leff Jr., Leff Electric Co., Brooklyn Heights, Ohio, said the company has an energy division and that compact fluorescent and ballast conversions were providing opportunities. Leff Electric is also working with customers on a recycling program.

Wade Patterson, president, Tri State Utility Products Inc., Marietta, Ga., said his company was supplying box pads for transformers, cable and connectors to wind farms. Ken Walter,

TOP 200 ANNUAL SALES 2003-2007

The Top 200 electrical distributors' share of total industry sales has increased from 48 percent in 2003 to an estimated 60.7 percent in 2007.

	2003	2004	2005	2006	2007
Total Sales (\$ billion)	35.18	39.14	45	51.7	54.1
Share of Market	48%	47%	60.2%	61.4%	60.7%

THE BIGGEST ELECTRICAL DISTRIBUTORS ON THE PLANET

Rexel SA and Sonepar SA, the two biggest electrical distributors in the world, had another busy year on the acquisition trail. The big news was Rexel's purchase of Hagemeyer and its sale of that company's U.S. operations to Sonepar USA and its integration of Gexpro (formerly GE Supply) into its operations.

	2007 Global Sales	Locations	Employees	Countries
Rexel SA	16.87 billion	1,960	25,600	29
Sonepar SA	\$16.55 billion	1,450	25,250	29

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THE FIVE LARGEST ELECTRICAL DISTRIBUTORS

The electrical industry's five largest distributors accounted for an estimated 25.9 percent of total industry sales. That percentage is roughly the same as last year. The companies accounted for roughly 43 percent of Top 200 sales in 2007.

Rank	Company	2007 Revenue	Electrical employees	Locations
1	International Electric Supply Corp. (Rexel/Gexpro)	6,100,000,000	9,678	696
2	Graybar Electric Co. Inc.	5,258,300,693	8,100	211
3	WESCO Distribution	5,229,147,000	6,300	340
4	Consolidated Electrical Distributors Inc.	NA	6,400	500
5	Sonepar USA	2,900,000,000	4,400	240
	Total	\$23.1 billion (estimate)	34,878	1,987

president, Steven Engineering, South San Francisco, Calif., was also seeing sales opportunities in the alternative energy market and said it offered his firm "new opportunities for our products with promising and continued rapid growth."

Consolidation. While mergers and

acquisitions are always on everyone's mind in the electrical market, acquisitions of Top 200 distributors have slowed down compared to two years ago. *Electrical Wholesaling* estimated that the 12 Top 200 companies that were acquired in 2006 had a combined sales of approximately \$5.3 billion. In

2007, only eight Top 200 companies were acquired with an estimated total sales volume of approximately \$2.8 billion. These companies were Minnesota Electric Supply Co., Willmar, Minn. (acquired by Border States); US Electrical Services Inc. LLC, Exton, Pa. (CED); Bryant Electric Supply Co.

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Inc., Lowell, N.C. (Hagemeyer North America); Roden Electrical Supply Co., Knoxville, Tenn. (Kendall Electric); HD Supply Inc., Orlando, Fla. (private equity firms); Crawford Electric Supply Co., Dallas, and Ralph Pill Electric Supply, Boston (Sonepar USA); and Shepherd Electric Supply, Raleigh, N.C. (State Electric Supply).

At press-time, there had been an estimated \$575 million in sales volume changing hands in the acquisition of Top 200 distributors year-to-date in 2008. These deals included Sonepar USA's purchase of Hagemeyer's North American operations and ESSCO Electric Supply, Chandler, Ariz.; and the purchase of Beacon Electric Supply, San Diego, by Gexpro.

While it appears that the slowdown in acquisition activity is continuing for now (see charts on pages 26-27) doz-

ens of companies of all sizes have been acquired in the last few years. *Electrical Marketing* newsletter has reported on 40 acquisitions in 2007-2008. Add in the 34 acquisitions that occurred in 2006 and the 26 the publication reported on in 2005 and you have at least 100 acquisitions of distributors of electrical supplies in 2005-2008. That figure shocked *EW's* editors.

Because of all this consolidation, the Top 200 electrical distributors accounted for an estimated 60.7 percent of the electrical wholesaling industry's \$89.1 billion in 2007 sales. The five largest full-line electrical distributors — IESCO, Dallas; WESCO Distribution Inc., Pittsburgh; Graybar Electric Co., St. Louis; Sonepar USA, Philadelphia; and Consolidated Electrical Distributors Inc., Westlake Village, Calif. — had an estimated \$23 bil-

lion in sales. That's 42.6% of total industry sales. In total, these electrical distributors had an estimated 34,878 employees and ran 1,987 branches in the United States.

By the numbers. The Top 200 distributors that provided figures for the number of employees and locations (or where we could provide a solid estimate) employ at least 80,738 employees and operate 4,840 U.S. branches. *Electrical Wholesaling* estimated that the Top 200 electrical distributors had \$54.08 billion in 2007 sales.

At least 35 of these companies are product specialists, including 12 utility specialists, 10 wire and cable specialists and eight lighting specialists. For the 109 full-line electrical distributors that provided both their 2007 sales figures and an employee count, sales per employee were \$519,215. ■

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THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company	Headquarters	2007 Revenue	Electrical employees	Locations	Senior Executive
1	International Electric Supply Corp. (Rexel/Gexpro)	Dallas	6,100,000,000 **	9,678**	696**	C. Hartmann
2	Graybar Electric Co. Inc.	St. Louis	5,258,300,693	8,100	211	R. Reynolds Jr.
3	WESCO Distribution	Pittsburgh	5,229,147,000	6,300	340	R. Haley
4	Anixter Inc. (Anixter International)	Skokie, Ill.	4,106,300,000**	7,500***	141	R. Grubbs
5	Consolidated Electrical Distributors Inc.	Westlake Village, Calif.	NA	6,400e	500e	D. Bursch
6	Sonepar USA	Philadelphia	2,900,000,000	4,400	240	T. Burr
7	HD Supply	Atlanta	NA	NA	63	J. D'Angelo
8	W.W. Grainger	Lake Forest, Ill.	NA	NA	425	R. Keyser
9	Crescent Electric Supply Co. Inc.	East Dubuque, Ill.	988,245,000	NA	124	J. Etheredge
10	Border States Industries Inc.	Fargo, N.D.	887,100,000	1,307	52	T. Miller
11	Mayer Electric Supply Co.	Birmingham, Ala.	670,727,841	1,002	60	C. Collat Sr.
12	Independent Electric Supply Inc.	San Carlos, Calif.	543,000,000	610	26	R. Snow
13	Hagemeyer North America*	Charleston, S.C.	NA	4,800	48	D. Gabriel
14	McNaughton McKay Electric Co.	Madison Heights, Mich.	521,000,000	800	22	D. Slominski Jr.
15	City Electric Supply Co. (CES)	Orlando, Fla.	NA	NA	471e	L. Dobon
16	Platt Electrical Supply Inc.	Beaverton, Ore.	NA	NA	99	H. Platt
17	Reynolds Co., The	Fort Worth, Texas	422,800,000	360	17	W. Reynolds
18	Kendall Electric Inc.	Battle Creek, Mich.	400,000,000	800	45	M. Ranly
19	North Coast Electric Co.	Seattle	374,000,000	689	35	R. Lemman
20	Dealers Electrical Supply Co.	Waco, Texas	NA	720	57	S. Bracey
21	State Electric Supply Co. Inc.	Huntington, W.Va.	NA	716	41	A. Weisberg
22	Houston Wire & Cable Co.	Houston	359,100,000	304	11	C. Sorrentino
23	Turtle & Hughes	Linden, N.J.	322,204,520	475	8	S. Millard
24	Wholesale Electric Supply Co. of Houston L.P.	Houston	319,470,000**	413**	10**	M. Rutland
25	Elliott Electric Supply	Nacogdoches, Texas	318,983,125	783	84	B. Elliott
26	Walters Wholesale Electric Co.	Signal Hill, Calif.	315,144,000	475	21	J. Walter
27	Summit Electric Supply Co. Inc.	Albuquerque, N.M.	NA	589	21	V. Jury, Jr.
28	Kirby Risk Electrical Supply	Lafayette, Ind.	NA	579	37	J. Risk III/J. Burke
29	WinWholesale (Winlectric)	Dayton, Ohio	NA	NA	57	R. Schwartz
30	Steiner Electric Co.	Elk Grove, Ill.	NA	515	7	H. Kerman
31	OneSource Distributors, LLC	Oceanside, Calif.	248,300,000**	295**	13**	R. Zamarripa
32	Codale Electric Supply Inc.	Salt Lake City	216,000,000	230	9	D. Holt
33	Industrial Electric Wire & Cable	New Berlin, Wis.	NA	260	6	D. Nestingen
34	Omni Cable Corp.	West Chester, Pa.	213,000,000	192	10	J. Siegfried
35	Gresco Utility Supply Inc.	Forsyth, Ga.	206,800,000	NA	5	J. Thorne
36	Priority Wire & Cable Inc.	North Little Rock, Ark.	186,113,860	95	4	J. Newman
37	Werner Electric Supply Co.	Neenah, Wis.	185,990,000	335	11	L. MacDonald
38	Eck Supply Co. (Eck Enterprises)	Richmond, Va.	184,515,886	395	22	E.C. Eck III
39	Van Meter Industrial Inc.	Cedar Rapids, Iowa	183,000,000	325	14	B. Boyer
40	Stoneway Electric Supply	Spokane, Wash.	181,218,679	270	15	C. Kelly
41	Power Line Supply (Utility Supply and Construction Co.)	Reed City, Mich.	180,000,000	95	7	M. Bigford
42	Dominion Electric Supply Co. Inc	Arlington, Va.	177,000,000	290	8	R. Sharlin
43	Maurice Electrical Supply	Washington, D.C.	NA	NA	3	B. Kogod
44	Kriz-Davis Co.	Grand Island, Neb.	174,582,612	207	12	D. Cornette
45	Rumsey Electric Co.	Conshohocken, Pa.	170,000,000	223	10	G. Lihota
46	United Electric Supply Co. Inc.	Wilmington, Del.	166,498,203	324	15	T. Cloud
47	Standard Electric	Wilmington, Mass.	NA	NA	19	D. Miller
48	Colonial Electric Supply	King of Prussia, Pa.	155,000,000	350	15	S. Bellwoar
49	Seattle Lighting (Dolan Northwest LLC)	Portland, Ore.	NA	NA	18	D. McKee
50	ECHO Electric Supply	Council Bluffs, Iowa	NA	296	16	M. Lane / J. M. Franken

NA - not available e - estimate *acquired in 2008 **numbers for North America ***worldwide

THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company	Headquarters	2007 Revenue	Electrical employees	Locations	Senior Executive
51	Revere Electric Supply Co.	Chicago	NA	NA	5	P. McCool
52	3e Electrical Engineering & Equipment Co.	Windsor Heights, Iowa	NA	NA	7	J. Stroud
53	Butler Supply Inc.	Fenton, Mo.	NA	285	30	J. Duda
54	QED	Las Vegas	140,563,434	254	14	D. Stauffer
55	Electric Supply Inc.	Tampa, Fla.	NA	130	1	G. Adams Jr.
56	Rural Electric Supply Cooperative (RESCO)	Middleton, Wis.	140,000,000	50	4	V.L. Graybill
57	NEDCO Supply	Las Vegas	137,344,000	111	1	M. Winard
58	Standard Electric Co.	Saginaw, Mich.	NA	250	20	L. Weber
59	A.E. Petsche Co. Inc.	Arlington, Texas	135,000,000	245	7	G.K. Davidson
60	Billows Electric Supply Co.	Philadelphia	NA	130	14	J. Billow
61	Shepherd Electric Co. Inc.	Baltimore	127,000,000	205	4	C. Vogel
62	Springfield Electric Supply Co.	Springfield, Ill.	126,000,000	240	12	M. Barker
63	French Gerleman	Maryland Heights, Mo.	123,789,000	240	5	W. French
64	United Utility Supply	Louisville, Ky.	121,500,000	50	6	G. Burnett
65	Western Extralite Co.	Kansas City, Mo.	120,000,000	270	17	T. Isenberg
66	Locke Supply Co.	Oklahoma City, Okla.	NA	NA	53	C. Marsh
67	Horizon Solutions LLC	Rochester, N.Y.	117,500,000	195	7	J. Newton
68	Cooperative Electric Energy Utility Supply (CEE-US)	West Columbia, S.C.	NA	NA	1	D. McCord
69	Tri State Utility Products Inc.	Marietta, Ga.	116,300,000	33	3	W. Patterson
70	Benfield Electric Supply Co. Inc.	White Plains, N.Y.	115,600,000	168	4	D. McLaughlin
71	Dakota Supply Group	Fargo, N.D.	NA	NA	16	B. Herr
72	Werner Electric Supply of Minnesota	Cottage Grove, Minn.	NA	185	7	K. Powell
73	Becker Electric Supply	Dayton, Ohio	NA	NA	12	T. Becker
74	Stanion Wholesale Electric Co. Inc.	Pratt, Kan.	111,641,000	230	17	W. Keller
75	Teche Electric Supply LLC	Lafayette, La.	NA	200	17	B. Hays
76	Granite City Electric	Quincy, Mass.	107,000,000	240	21	S. Helle
77	Wholesale Electric Supply Co. Inc.	Texarkana, Texas	NA	205	22	B. McCulloch
78	ESSCO Wholesale Electric*	Chandler, Ariz.	NA	NA	14	S. Tonn
79	NESCO/Needham Electric Supply Corp.	Canton, Mass.	106,000,000	165	15	J. Cincotta
80	Main Electric Supply Co.	Irvine, Calif.	NA	198	4	S. Germann
81	Western United Electric Supply Corp.	Brighton, Colo.	103,000,000	25	1	R. Schott
82	Hite Co., The	Altoona, Pa.	101,788,000	274	20	R. Lee Hite
83	PEPCO (Professional Electric Products Co.)	Eastlake, Ohio	100,000,000	108	3	J. Borkey
84	Utility Supply & Service (Texas Electric Cooperatives Inc.)	Georgetown, Texas	100,000,000	52	9	J. Andrews
85	Villa Lighting Supply	St. Louis	97,300,000	85	1	J. Villa
86	Harris Electric Supply Co. Inc.	Nashville, Tenn.	96,732,896	115	7	J. W. Hardy
87	Electrical Equipment Co.	Raleigh, N.C.	94,592,000	227	11	T. J. Lawson
88	Arkansas Electric Cooperatives Inc.	Little Rock, Ark.	94,200,000	42	1	G. Voigt
89	Richards Electric Supply Co. Inc.	Cincinnati	93,800,000	150	6	I. Misrach
90	Electrical Wholesale Supply Co. of Utah Inc.	Salt Lake City	NA	150	6	R. W. Gardner
91	Hill Country Electric	Austin, Texas	90,000,000	113	6	S. Schieffer
92	Loeb Electric Co.	Columbus, Ohio	NA	NA	7	C. Loeb
93	Regency Lighting	Van Nuys, Calif.	88,827,940	270	6	R. Regenstreif
94	Schaedler Yesco Distribution Inc.	Harrisburg, Pa.	88,741,390	152	8	J. Schaedler
95	J.H. Larson Co.	Plymouth, Minn.	86,600,000	192	10	G. Pahl
96	Madison Electric Co.	Warren, Mich.	85,993,765	165	11	J. Schneider
97	Shealy Electrical Wholesalers Inc.	Columbia, S.C.	NA	NA	7	B. DeLoache
98	Key Electrical Supply (IES)	Houston	NA	NA	2	M. Jenson
99	Yale Electric Supply Co. Inc	Lebanon, Pa.	81,504,000	220	8	M. Bucci
100	American Electric Supply Inc.	Corona, Calif.	78,905,475	106	1	M. Pratt

NA - not available e - estimate *acquired in 2008 **numbers for North America ***worldwide

THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company	Headquarters	2007 Revenue	Electrical employees	Locations	Senior Executive
101	Electrical Distributors Co.	San Jose, Calif.	78,625,520	123	5	C. Lehmann III
102	Wabash Electric Supply Inc.	Wabash, Ind.	NA	150	6	J. Forrester
103	Broken Arrow Electric Supply Inc.	Broken Arrow, Okla.	75,000,000	105	6	B. Garner
104	Nu-Lite Electrical Wholesalers Inc.	Harahan, La.	NA	NA	6	F. Corales
105	Facility Solutions Group	Austin, Texas	74,657,000	225	14	W. Graham
106	General Pacific Inc.	Portland, Ore.	72,800,000	26	2	R. Hall
107	Cape Electrical Supply Inc.	Cape Girardeau, Mo.	72,421,000	138	18	A. Toole
108	Minarik Corp.	Glendale, Calif.	NA	NA	16	J. Hegel
109	Windy City Wire	Bolingbrook, Ill.	71,000,000	85	9	R. Galgano
110	Fromm Electric Supply Corp.	Reading, Pa.	69,300,000	145	9	M. Fromm
111	Crum Electric Supply Co. Inc.	Casper, Wyo.	68,801,000	128	12	D. Crum
112	Yale Electrical Supply Co. Inc.	Boston	NA	NA	1	T. Sheinkopf
113	Feldman Brothers Electrical Supply Co.	Paterson, N.J.	NA	NA	1	C. Feldman
114	Central Wholesale Electrical Distributors Inc.	Livermore, Calif.	NA	140	8	K. Hansen
115	Electro-Matic Products Inc.	Farmington Hills, Mich.	NA	NA	4	B. Graham
116	Stokes Electric Co.	Knoxville, Tenn.	NA	NA	4	D. Frazer
117	Leff Electric	Brooklyn Heights, Ohio	62,503,414	104	9	B. Leff
118	Standard Electric Supply Co.	Milwaukee	62,500,000	132	11	L. Stern
119	Peninsular Electric Distributors Inc.	West Palm Beach, Fla.	62,400,000	83	1	J. Larmoyeux
120	Evergreen Oak Electric Supply and Sales	Crestwood, Ill.	62,000,000	180	4	B. Kramer
121	Frost Electric Supply Co.	Maryland Heights, Mo.	62,000,000	136	6	J. Frost
122	Womack Electric & Supply Co. Inc.	Danville, Va.	NA	142	17	R.B. Herring, Jr.
123	Electrical Distributors Inc.	Charlotte, N.C.	61,115,000	102	6	B. Spear
124	Hunzicker Brothers Inc.	Oklahoma City, Okla.	NA	105	6	M.W. Lockard III
125	Schwing Electrical Supply Corp.	Farmingdale, N.Y.	NA	NA	7	P. Schwing
126	South Dade Electrical Supply Inc.	Miami	60,000,000	93	1	D. Elliott
127	Warshauer Electric Supply	Tinton Falls, N.J.	60,000,000	120	4	J. Warshauer
128	Tacoma Electric Supply Inc.	Tacoma, Wash.	59,000,000	100	4	C. Silva
129	City Lighting Products Co.	St. Louis	NA	NA	4	L. Hohl
130	Denney Electric Supply	Ambler, Pa.	58,000,000	140	9	B. Denney
131	Electric Fixture & Supply Co.	Omaha, Neb.	NA	105	7	R. Tilson
132	World Class Wire & Cable	Waukesha, Wis.	57,318,358	57	1	J. Lindenberg
133	Active Electrical Supply Co.	Chicago	NA	NA	3	H. Fox
134	Ace Wire & Cable Co.	Woodside, N.Y.	NA	NA	2	J. Firestone
135	Electro-Wire Inc.	Wood Dale, Ill.	NA	NA	4	M. Hamano
136	Parrish-Hare Electrical Supply	Dallas	NA	NA	5	P. Hare
137	Alameda Electrical Distributors Inc.	Hayward, Calif.	54,335,000	134	7	R. LaRue
138	Advance Electrical Supply Co. Inc.	Chicago	54,320,681	73	3	S. Anixter
139	Beacon Electric Supply*	San Diego	NA	NA	2	B. Schindler
140	Voss Lighting	Lincoln, Neb.	54,000,000	178	14	M. Voss
141	Grove Madsen Industries	Reno, Nev.	52,330,000	60	2	M. Madsen
142	JCH Wire & Cable Inc.	N. Las Vegas, Nev.	NA	NA	1	J. Hinshaw
143	Wolff Brothers Supply Inc.	Medina, Ohio	51,499,707	131	9	H. Wolff
144	Buckles-Smith Electric	San Jose, Calif.	NA	NA	8	A. Cook
145	Munro Distributing Co. Inc.	Fall River, Mass.	51,000,000	85	5	S. Munro
146	B&K Electric Wholesale	City of Industry, Calif.	50,000,000	128	9	K. Ellison
147	BJ Electric Supply Inc.	Madison, Wis.	NA	NA	3	K. Topp
148	Swift Electrical Supply Co. Inc.	Teterboro, N.J.	NA	NA	4	A. Sodora Jr.
149	Equity Utility Service Co. Inc.	Marietta, Ga.	NA	NA	1	R. Parris
150	Inline Electric Supply Co. Inc.	Huntsville, Ala.	49,000,000	93	7	B. Summerville

NA - not available

e - estimate

*acquired in 2008

**numbers for North America

***worldwide

THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company	Headquarters	2007 Revenue	Electrical employees	Locations	Senior Executive
151	Mars Electric Co.	Willoughby, Ohio	48,550,000	98	10	M. Doris
152	Maltby Electric Supply Co. Inc.	San Francisco	48,097,697	73	4	J. Maltby
153	I.G. Federal Electrical Supply Corp.	Long Island City, N.Y.	48,000,000	47	1	M. Berger
154	International Electrical Sales Corp.	Miami	48,000,000	32	1	R. Bernstein, J. Bravo & C. Pino
155	Independent Electric Supply	Somerville, Mass.	NA	NA	4	D. Gray
156	Electrical Supplies Inc.	Miami	47,600,000	83	4	F. Segal
157	Zeller Corp.	Rochester, N.Y.	NA	NA	4	G. Haseley
158	Electrical Wholesale Supply Co.	Idaho Falls, Idaho	NA	NA	7	K. Davis
159	Loyd's Electric Supply Inc.	Branson, Mo.	NA	NA	3	P. Loyd
160	Williams Supply	Roanoke, Va.	NA	NA	7	A. Jones
161	Rockingham Electrical Supply Co. Inc.	Newington, N.H.	NA	NA	10	J. Pender Sr.
162	CBT (Cincinnati Belting & Supply)	Cincinnati	43,500,000	118	2	J. Stahl, Jr.
163	K/E Electric Supply	Mt. Clemens, Mich.	42,500,000	70	4	R. Kuchenmeister
164	Electric Supply & Equipment	Greensboro, N.C.	42,470,969	72	4	J. McCormick
165	Lowe Electric Supply Co.	Macon, Ga.	42,000,000	97	9	J. Kinman
166	Steven Engineering Inc.	S. San Francisco, Calif.	41,400,000	93	2	K. Walter
167	Brownstown Electric Supply Co. Inc.	Brownstown, Ind.	NA	NA	5	G. Deck
168	E. Sam Jones Distributor Inc.	Atlanta	41,000,000	125	7	P. Jones
169	Harry Cooper Supply	Springfield, Mo.	41,000,000	NA	3	S. Reagan
170	Hunt Electric Supply Co.	Burlington, N.C.	40,000,000	88	8	S. Hunt IV
171	Diversified Supply Inc.	Chattanooga, Tenn.	NA	NA	10	D. Anderson
172	Dickman Supply, Inc.	Sidney, Ohio	39,540,000	62	3	T. Geise
173	Idlewood Electric Supply Inc.	Highland Park, Ill.	39,224,377	112	3	B. Lansing
174	Mid-Island Electrical Supply	Commack, N.Y.	NA	NA	3	K. Greenberg
175	Medler Electric Co.	Alma, Mich.	37,529,333	105	14	R. Heine
176	Robinson Electric Supply Co.	Meridian, Miss.	NA	NA	6	B. Robinson
177	Raymond de Steiger Inc.	Sterling Heights, Mich.	NA	85	4	P. de Steiger
178	Caniff Electric Supply	Hamtramck, Mich.	35,631,000	35	1	D. Bemis
179	Allied Wholesale Electrical Supply Inc.	Indianapolis, Ind.	35,570,758	43	3	R. C. McCurdy
180	Mid-Coast Electric Supply	Victoria, Texas	35,461,315	80	5	T. Barker
181	Central Supply Co.	Indianapolis	33,000,000	200	4	G. Burt
182	Interstate Electrical Supply Inc.	Columbus, Ga.	NA	75	4	J. Tinkler
183	Gaffney-Kroese Electrical Supply Corp.	Piscataway, N.J.	NA	NA	8	C. Kroese
184	Franklin Electric Co.	Moorestown, N.J.	NA	NA	1	W.T. Walker III
185	Gallant & Wein Corp.	Long Island City, N.Y.	31,000,000	38	2	S. Gruman
186	Mid-West Wholesale Lighting Corp.	Los Angeles	30,200,000	48	1	A. Frandzel
187	West Virginia Electric Supply	Huntington, W. Va.	30,000,000	86	9	M. Colker
188	Nelson Electric Supply Co. Inc.	Racine, Wis.	29,000,000	56	3	T. Leuenberger
189	Fletcher-Reinhardt Co.	Bridgeton, Mo.	NA	NA	3	J. Reinhardt
190	Wholesale Supply Group	Cleveland, Tenn.	NA	NA	35	L. Rogers
191	City Electric Co.	Syracuse, N.Y.	NA	NA	6	S. Rosencrans
192	Clifford of Vermont (Power & Telephone Supply)	Bethel, Vt.	NA	NA	2	M. Nelson
193	Lamps Plus Inc.	Chatsworth, Calif.	NA	NA	40	C. Linstroene
194	KJ Electric Corp.	Syracuse, N.Y.	26,000,000	106	6	K. Jacobs
195	Hein Electric Supply Co.	Brookfield, Wis.	NA	50	9	C. Stoming
196	Bell Electrical Supply	Santa Clara, Calif.	25,000,000	48	2	B. Schraga
197	Argo International Corp.	New York	23,234,640	88	8	J. SantaCroce
198	Midtown Electric Supply Corp.	New York	22,925,000	60	1	M. Gold
199	Griffith Electrical Supply Co. Inc.	Trenton, N.J.	21,540,000	60	4	W. Goodwin
200	LaSalle Electric Supply	Livonia, Mich.	21,200,000	223	1	J. Gatward

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ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company	Headquarters
52	3e Electrical Engineering & Equipment Co.	Windsor Heights, Iowa
59	A.E. Petsche Co. Inc.	Arlington, Texas
134	Ace Wire & Cable Co.	Woodside, N.Y.
133	Active Electrical Supply Co.	Chicago
138	Advance Electrical Supply Co. Inc.	Chicago
137	Alameda Electrical Distributors Inc.	Hayward, Calif.
179	Allied Wholesale Electrical Supply Inc.	Indianapolis, Ind.
100	American Electric Supply Inc.	Corona, Calif.
4	Anixter Inc. (Anixter International)	Skokie, Ill.
197	Argo International Corp.	New York
88	Arkansas Electric Cooperatives Inc.	Little Rock, Ark.
146	B&K Electric Wholesale	City of Industry, Calif.
139	Beacon Electric Supply	San Diego
73	Becker Electric Supply	Dayton, Ohio
196	Bell Electrical Supply	Santa Clara, Calif.
70	Benfield Electric Supply Co. Inc.	White Plains, N.Y.
60	Billows Electric Supply Co.	Philadelphia
147	BJ Electric Supply Inc.	Madison, Wis.
10	Border States Industries Inc.	Fargo, N.D.
103	Broken Arrow Electric Supply Inc.	Broken Arrow, Okla.
167	Brownstown Electric Supply Co. Inc.	Brownstown, Ind.
144	Buckles-Smith Electric	San Jose, Calif.
53	Butler Supply Inc.	Fenton, Mo.
178	Caniff Electric Supply	Hamtramck, Mich.
107	Cape Electrical Supply Inc.	Cape Girardeau, Mo.
162	CBT (Cincinnati Belting & Supply)	Cincinnati
181	Central Supply Co.	Indianapolis
114	Central Wholesale Electrical Distributors Inc.	Livermore, Calif.
191	City Electric Co.	Syracuse, N.Y.
15	City Electric Supply Co. (CES)	Orlando, Fla.
129	City Lighting Products Co.	St. Louis
192	Clifford of Vermont (of Power & Telephone Supply)	Bethel, Vt.
32	Codale Electric Supply Inc.	Salt Lake City
48	Colonial Electric Supply	King of Prussia, Pa.
5	Consolidated Electrical Distributors Inc.	Westlake Village, Calif.
68	Cooperative Electric Energy Utility Supply (CEE-US)	West Columbia, S.C.
9	Crescent Electric Supply Co. Inc.	East Dubuque, Ill.
111	Crum Electric Supply Co. Inc.	Casper, Wyo.
71	Dakota Supply Group	Fargo, N.D.
20	Dealers Electrical Supply Co.	Waco, Texas
130	Denney Electric Supply	Ambler, Pa.
172	Dickman Supply Inc.	Sidney, Ohio
171	Diversified Supply Inc.	Chattanooga, Tenn.
42	Dominion Electric Supply Co. Inc.	Arlington, Va.
168	E. Sam Jones Distributor Inc.	Atlanta
50	ECHO Electric Supply	Council Bluffs, Iowa
38	Eck Supply Co. (Eck Enterprises)	Richmond, Va.
131	Electric Fixture & Supply Co.	Omaha, Neb.
164	Electric Supply & Equipment	Greensboro
55	Electric Supply Inc.	Tampa, Fla.

Rank	Company	Headquarters
101	Electrical Distributors Co.	San Jose, Calif.
123	Electrical Distributors Inc.	Charlotte, N.C.
87	Electrical Equipment Co.	Raleigh, N.C.
156	Electrical Supplies Inc.	Miami
158	Electrical Wholesale Supply Co.	Idaho Falls, Idaho
90	Electrical Wholesale Supply Co. of Utah Inc.	Salt Lake City
115	Electro-Matic Products Inc.	Farmington Hills, Mich.
135	Electro-Wire Inc.	Wood Dale, Ill.
25	Elliott Electric Supply	Nacogdoches, Texas
149	Equity Utility Service Co. Inc.	Marietta, Ga.
78	ESSCO Wholesale Electric	Chandler, Ariz.
120	Evergreen Oak Electric Supply and Sales	Crestwood, Ill.
105	Facility Solutions Group	Austin, Texas
113	Feldman Brothers Electrical Supply Co.	Paterson, N.J.
189	Fletcher-Reinhardt Co.	Bridgeton, Mo.
184	Franklin Electric Co.	Moorestown, N.J.
63	French Gerleman	Maryland Heights, Mo.
110	Fromm Electric Supply Corp.	Reading, Pa.
121	Frost Electric Supply Co.	Maryland Heights, Mo.
183	Gaffney-Kroese Electrical Supply Corp.	Rahway, N.J.
185	Gallant & Wein Corp.	Long Island City, N.Y.
106	General Pacific Inc.	Portland, Ore.
76	Granite City Electric	Quincy, Mass.
2	Graybar Electric Co. Inc.	St. Louis
35	Gresco Utility Supply Inc.	Forsyth, Ga.
199	Griffith Electrical Supply Co. Inc.	Trenton, N.J.
141	Grove Madsen Industries	Reno, Nev.
13	Hagemeyer North America	Charleston, S.C.
86	Harris Electric Supply Co. Inc.	Nashville, Tenn.
169	Harry Cooper Supply	Springfield, Mo.
7	HD Supply	Atlanta
195	Hein Electric Supply Co.	Brookfield, Wis.
91	Hill Country Electric	Austin, Texas
82	Hite Co., The	Altoona, Pa.
67	Horizon Solutions LLC	Rochester, N.Y.
22	Houston Wire & Cable Co.	Houston
170	Hunt Electric Supply Co.	Burlington, N.C.
124	Hunzicker Brothers Inc.	Oklahoma City, Okla.
153	I.G. Federal Electrical Supply Corp.	Long Island City, N.Y.
173	Idlewood Electric Supply Inc.	Highland Park, Ill.
155	Independent Electric Supply	Somerville, Mass.
12	Independent Electric Supply Inc.	San Carlos, Calif.
33	Industrial Electric Wire & Cable	New Berlin, Wis.
150	Inline Electric Supply Co. Inc.	Huntsville, Ala.
1	International Electric Supply Corp. (Rexel/Gexpro)	Dallas
154	International Electrical Sales Corp.	Miami
182	Interstate Electrical Supply Inc.	Columbus, Ga.
95	J.H. Larson Electrical Co.	Plymouth, Minn.
142	JCH Wire & Cable Inc.	N. Las Vegas, Nev.
163	K/E Electric Supply	Mt. Clemens, Mich.

ALPHABETICAL GUIDE TO THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company	Headquarters	Rank	Company	Headquarters
18	Kendall Electric Inc.	Battle Creek, Mich.	125	Schwing Electrical Supply Corp.	Farmingdale, N.Y.
98	Key Electrical Supply (IES)	Houston	49	Seattle Lighting (Dolan Northwest LLC)	Portland, Ore.
28	Kirby Risk Electrical Supply	Lafayette, Ind.	97	Shealy Electrical Wholesalers Inc.	Columbia, S.C.
194	KJ Electric Corp.	Syracuse, N.Y.	61	Shepherd Electric Co. Inc.	Baltimore
44	Kriz-Davis Co.	Grand Island, Neb.	6	Sonepar USA	Philadelphia
193	Lamps Plus Inc.	Chatsworth, Calif.	126	South Dade Electrical Supply Inc.	Miami
200	LaSalle Electric Supply	Livonia, Mich.	62	Springfield Electric Supply Co.	Springfield, Ill.
117	Leff Electric	Brooklyn Heights, Ohio	47	Standard Electric	Wilmington, Mass.
66	Locke Supply Co.	Oklahoma City, Okla.	58	Standard Electric Co.	Saginaw, Mich.
92	Loeb Electric Co.	Columbus, Ohio	118	Standard Electric Supply Co.	Milwaukee
165	Lowe Electric Supply Co.	Macon, Ga.	74	Stanion Wholesale Electric Co. Inc.	Pratt, Kan.
159	Loyd's Electric Supply Inc.	Branson, Mo.	21	State Electric Supply Co. Inc.	Huntington, W.Va.
96	Madison Electric Co.	Warren, Mich.	30	Steiner Electric Co.	Elk Grove, Ill.
80	Main Electric Supply Co.	Irvine, Calif.	166	Steven Engineering Inc.	S. San Francisco, Calif.
152	Maltby Electric Supply Co. Inc.	San Francisco	116	Stokes Electric Co.	Knoxville, Tenn.
151	Mars Electric Co.	Willoughby, Ohio	40	Stoneway Electric Supply	Spokane, Wash.
43	Maurice Electrical Supply	Washington, D.C.	27	Summit Electric Supply Co. Inc.	Albuquerque, N.M.
11	Mayer Electric Supply Co.	Birmingham, Ala.	148	Swift Electrical Supply Co. Inc.	Teterboro, N.J.
14	McNaughton McKay Electric Co.	Madison Heights, Mich.	128	Tacoma Electric Supply Inc.	Tacoma, Wash.
175	Medler Electric Co.	Alma, Mich.	75	Teche Electric Supply LLC	Lafayette, La.
180	Mid-Coast Electric Supply	Victoria, Texas	69	Tri-State Utility Products Inc.	Marietta, Ga.
174	Mid-Island Electrical Supply	Commack, N.Y.	23	Turtle & Hughes	Linden, N.J.
198	Midtown Electric Supply Corp.	New York	46	United Electric Supply Co. Inc.	Wilmington, Del.
186	Mid-West Wholesale Lighting Corp.	Los Angeles	64	United Utility Supply	Louisville, Ky.
108	Minarik Corp.	Glendale, Calif.	84	Utility Supply & Service (Texas Electric Cooperatives Inc.)	Georgetown, Texas
145	Munro Distributing Co. Inc.	Fall River, Mass.	39	Van Meter Industrial Inc.	Cedar Rapids, Iowa
57	NEDCO Supply	Las Vegas	85	Villa Lighting Supply	St. Louis
188	Nelson Electric Supply Co. Inc.	Racine, Wis.	140	Voss Lighting	Lincoln, Neb.
79	NESCO (Needham Electric Supply Corp.)	Canton, Mass.	8	W.W. Grainger	Lake Forest, Ill.
19	North Coast Electric Co.	Seattle	102	Wabash Electric Supply Inc.	Wabash, Ind.
104	Nu-Lite Electrical Wholesalers Inc.	Harahan, La.	26	Walters Wholesale Electric Co.	Signal Hill, Calif.
34	Omni Cable	West Chester, Pa.	127	Warshauer Electric Supply	Tinton Falls, N.J.
31	OneSource Distributors LLC	Oceanside, Calif.	37	Werner Electric Supply Co.	Neenah, Wis.
136	Parrish-Hare Electrical Supply	Dallas	72	Werner Electric Supply of Minnesota	Cottage Grove, Minn.
119	Peninsular Electric Distributors Inc.	West Palm Beach, Fla.	3	WESCO Distribution	Pittsburgh
83	PEPCO (Professional Electric Products Co.)	Eastlake, Ohio	187	West Virginia Electric Supply	Huntington, W. Va.
16	Platt Electrical Supply Inc.	Beaverton, Ore.	65	Western Extralite Co.	Kansas City, Mo.
41	Power Line Supply (Utility Supply and Construction Co.)	Reed City, Mich.	81	Western United Electric Supply Corp.	Brighton, Colo.
36	Priority Wire & Cable Inc.	North Little Rock, Ark.	77	Wholesale Electric Supply Co. Inc.	Texarkana, Texas
54	QED	Las Vegas	24	Wholesale Electric Supply Co. of Houston L.P.	Houston
177	Raymond de Steiger Inc.	Sterling Heights, Mich.	190	Wholesale Supply Group	Cleveland, Tenn.
93	Regency Lighting	Van Nuys, Calif.	160	Williams Supply	Roanoke, Va.
51	Revere Electric Supply Co.	Chicago	109	Windy City Wire	Bolingbrook, Ill.
17	Reynolds Co., The	Fort Worth, Texas	29	WinWholesale (Winlectric)	Dayton, Ohio
89	Richards Electric Supply Co. Inc.	Cincinnati	143	Wolff Brothers Supply Inc.	Medina, Ohio
176	Robinson Electric Supply Co.	Meridian, Miss.	122	Womack Electric & Supply Co. Inc.	Danville, Va.
161	Rockingham Electrical Supply Co. Inc.	Newington, N.H.	132	World Class Wire & Cable	Waukesha, Wis.
45	Rumsey Electric Co.	Conshohocken, Pa.	99	Yale Electric Supply Co. Inc.	Lebanon, Pa.
56	Rural Electric Supply Cooperative (RESCO)	Middleton, Wis.	112	Yale Electrical Supply Co. Inc.	Boston
94	Schaedler Yesco Distribution Inc.	Harrisburg, Pa.	157	Zeller Corp.	Rochester, N.Y.