

THE TOP 150

Despite concerns over a recession, most of 2023's Top 150 distributors expect to power through the uncertain economic climate and log increased revenues this year.

The past three years have been loaded with unique challenges for electrical distributors. They had to adapt to hybrid officing strategies and limited customer access during the COVID-19 era; endure the waiting game with product shortages; wrestle with head-spinning price increases; decide how much sales time and inventory to invest in new products like electric-vehicle charging stations and a new generation of LED lighting products; and for some companies, decide if the time was right to sell the family business in the latest wave of M&As.

Despite it all, Top 150 distributor proved once again that they are a resilient bunch. For some companies, 2022 was a banner sales year, and many saw their annual revenues blow past the +4% to +8% annual revenue increase range in the electrical market.

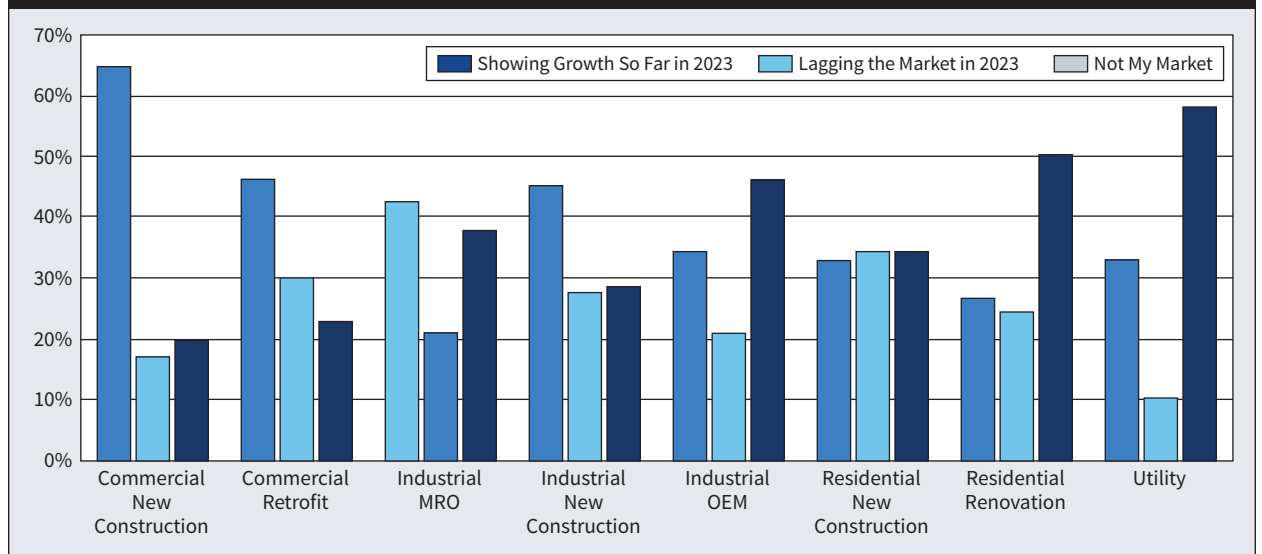
Mike Pratt, CEO, American Electric Supply, Corona, CA, said supplier support and the strong Southern California economy contributed to his company's sales increase in 2022. He applauded the suppliers that allowed the company to have stock for its customers when they needed it. Pratt sees a +8% sales increase in 2023 and says the continuing construction

projects at Los Angeles' LAX airport and anticipated revenues from work related to the 2028 Los Angeles Olympics will support good future growth.

At OmniCable, West Chester, PA, Greg Lampert, president & CEO, said the company's 2022 sales increase was due to the new products, new markets and investment in inventory to serve customers when supplies are tight. Lampert is optimistic about 2023 and is forecasting a +51% increase in revenues.

For some companies, price increases due to inflation accounted for a major portion of revenue increase. In the utility market, Matt Brandup, CEO, Rural

2023 END-USER MARKET STATUS REPORT



Electrical Supply Cooperative (RESCO), Middleton, WI, says inflation accounted for two-thirds of his company's 2022 sales growth and that real growth accounted for 33%. Brandup noted that RESCO's transformer sales increased considerably in 2022. He's expecting a +30% increase in 2023 revenues.

TEC Manufacturing and Distribution Services, Georgetown, TX, is another utility specialist expecting a double-digit increase in 2023 sales. Johnny Andrews, the company's COO, is forecasting a

+11% increase in revenues. He said that in 2022 the biggest driver for the company's sales increase was adding new sole-source alliances for electric cooperatives and municipal electric systems. "TEC manages the total supply chain for those organizations (demand planning, procurement, warehouse operations, inventory management, job kitting and freight logistics)," he said in his response.

A prosperous Canadian economy and growth in the greater Toronto market and in the province of Ontario supported a

2022 revenue increase for O'Neil Electric Supply, Woodbridge, ON. Stephen Kleynhans, the company's president, said in his response that other contributing factors included immigration, an increase in construction spending and the development of enhanced customer service programs. Kleynhans is forecasting a +15% increase in 2023 revenues.

At Jo-Kell Inc., Chesapeake, VA, a tightly defined OEM niche is producing solid growth. "The largest projects we have seen (and see in the immediate



future) are in the automatic car wash OEM sector,” said John Kelly, the company’s chief corporate officer. “Our business in that market tripled in the past year, and we expect even more growth over the next year.”

Acquisition activity. While the national chains (WESCO, Sonepar, Graybar, Rexel and CED) were once again the most active acquirers over two years, some large regional independents including Green Mountain Electric Supply,

Colchester, VT; Elliott Electric Supply, Nacogdoches, TX; Schaedler YESCO Distribution, Harrisburg, PA; and Inline Electric Supply, Huntsville, AL, also made significant acquisitions (See chart on page 19). Bruce Summerville, president, Inline Electric Supply said although his company’s acquisition of Williams Electric Supply in the Nashville area last year was a big factor in the company’s growth, Inline Electric Supply’s revenues were up +30% across its existing footprint.

2023’s biggest challenges. Although the majority of Top 150 respondents believe a recession either has already started or will start before year end (see chart on page 24), they were still bullish on their business prospects for 2023. Despite their optimism, they also see some challenges ahead. Concerns over longer lead times persist, and 60% of respondents ranked longer lead times as top challenges in 2023 (See chart on page 25). American Electric’s Mike

THE 25 DISTRIBUTORS WITH THE HIGHEST SALES-PER-EMPLOYEE

As in the past, specialty distributors, which tend to have fewer customers and employees than full-line electrical distributors, dominate the list of distributors ranked by sales-per-employee. The companies here were among the 93 respondents that provided both a 2022 sales number and an employee count for publication in this year’s listing. They had an average sales-per-employee figure of \$1,299,786, which is down -19% from the 2022 ranking’s Top 25 distributors in sales-per-employee. Quite a few other distributors (both full-line and specialists) would have been in this Top 25 list but they requested that their sales data be used confidentially. The average sales-per-employee for the 84 respondents who identified themselves as full-line electrical distributors was \$941,649, up roughly +18% from the 2022 ranking.

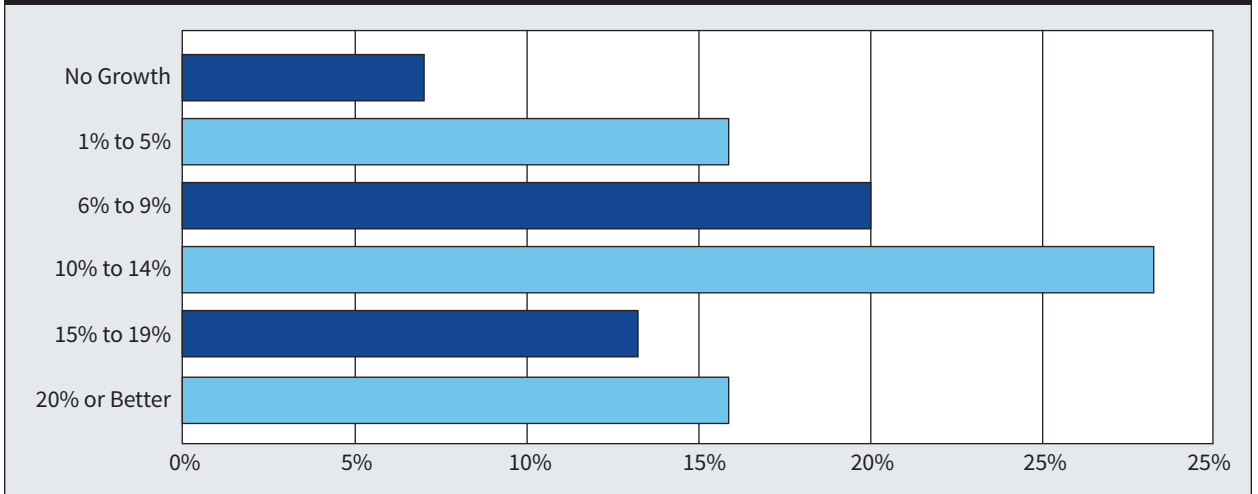
Rank	Company Name	Town/City	State	2022 Sales Per Employee
1	Tri-State Utility Products Inc.	Marietta	GA	5,628,571
2	TEC Manufacturing and Distribution Services	Georgetown	TX	5,000,000
3	Western United Electric Supply	Brighton	CO	4,814,815
4	Rural Electric Supply Cooperative (RESCO)	Middleton	WI	4,033,893
5	CEEUS Inc.	West Columbia	SC	3,560,000
6	Gresco Utility Supply Inc.	Forsyth	GA	3,172,131
7	Villa Lighting Supply Inc.	St. Louis	MO	2,914,053
8	ATI Electrical Supply	Pompano Beach	FL	2,511,063
9	General Pacific Inc.	Fairview	OR	2,193,846
10	International Electrical Sales Corp.	Miami	FL	2,048,405
11	American Electric Supply	Corona	CA	1,678,242
12	Sunrise Electric	Addison	IL	1,604,651
13	Wesco International Inc.	Pittsburgh	PA	1,449,969
14	LoneStar Electric Supply	Houston	TX	1,433,333
15	Shepherd Electric Supply	Baltimore	MD	1,293,135
16	Jackson Electric Supply	Jacksonville	FL	1,178,772
17	Jo-Kell Inc.	Chesapeake	VA	1,172,000
18	Dominion Electric	Arlington	VA	1,168,750
19	Graybar	St. Louis	MO	1,117,021
20	Bell Electrical Supply	Santa Clara	CA	1,115,385
21	Facility Solutions Group	Austin	TX	1,104,132
22	F.D. Lawrence Electric Co., The	Cincinnati	OH	1,086,139
23	Edges Electrical Group	San Jose	CA	1,071,429
24	Border States	Fargo	ND	1,045,872
25	Benfield Electric Supply Co. Inc	Mount Vernon	NY	1,034,351

2022-2023 ELECTRICAL DISTRIBUTOR ACQUISITIONS

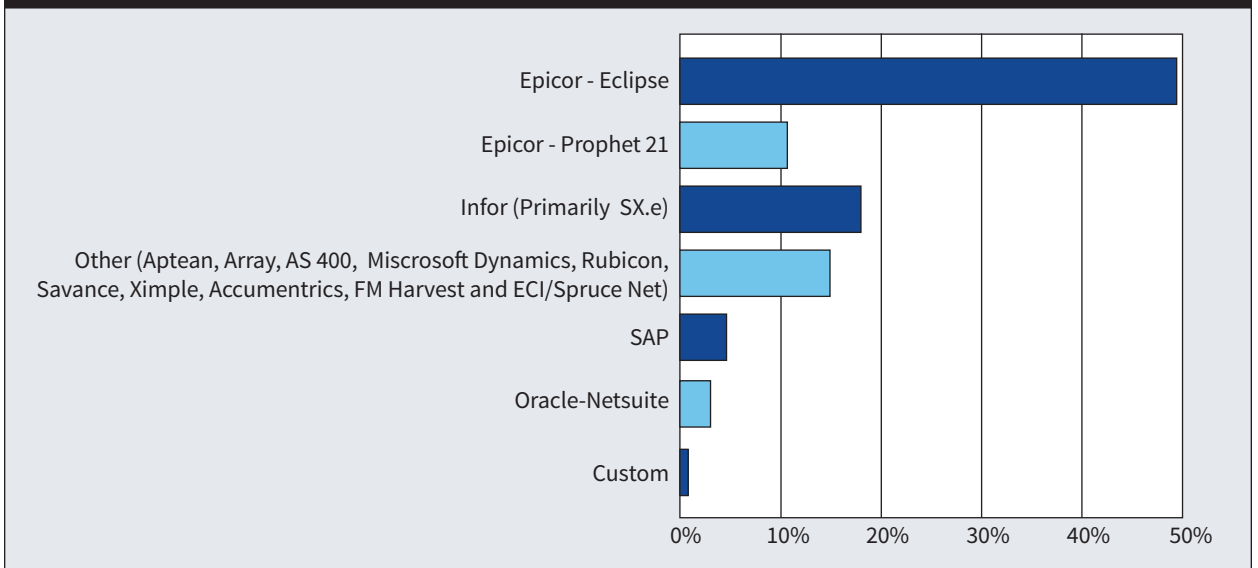
Company	Location	Acquirer	Location	Year
Valin Corp.	San Jose, CA	Graybar Electric Co.	St. Louis, MO	2023
Republic	Peoria, IL	Greycliff Partners	New York, NY	2023
Teche Electric #	Lafayette, LA	Rexel	Dallas, TX	2023
Buckles-Smith #	Santa Clara, CA	Rexel	Dallas, TX	2023
Butler's Electric Supply	Wilmington, NC	Sonepar North America/ Capital Electric	Charleston, SC	2023
Alliantz	Narbonne, France	Sonepar SA	Paris, France	2023
LED Supply Co.	Denver, CO	Applied UV	New York, NY	2022
Advance Electric Supply Co. #	Chicago, IL	Border States	Fargo, ND	2022
Phyl-Mar Electrical Supply	Santa Clarita, CA	City Electric Supply	Dallas, TX	2022
Amperage Electrical Supply #	Roselle, IL	Consolidated Electrical Distributors (CED)	Irving, TX	2022
Lowe Electric Supply #	Macon, GA	Crescent Electric Supply	East Dubuque, IL	2022
Lyons Electrical Supply	Dayton, OH	Dickman Supply Inc.	Sidney, OH	2022
Phosco Electric Supply	Mulberry, FL	Electric Supply Inc.	Tampa, FL	2022
Kansas City Electrical Supply #	Kansas City, MO	Elliott Electric Supply	Nacogdoches, TX	2022
West-Lite Supply	Cerritos, CA	Facility Solution Group (FSG)	Austin, TX	2022
Capital Architectural Signs	Austin, TX	Facility Solution Group (FSG)	Austin, TX	2022
FM Supply	Waterloo, ON	Gerrie Electric Wholesale	Burlington, ON	2022
CX Connexion #	Buffalo Grove, IL	Graybar Electric Co.	St. Louis, MO	2022
Walker Industrial Products	Newtown, CT	Graybar Electric Co.	St. Louis, MO	2022
New England Drives & Controls	Southington, CT	Graybar Electric Co.	St. Louis, MO	2022
Scott Electric Supply NY locations	Fredonia & Depew, NY	Green Mountain Electric Supply	Colchester, VT	2022
Davis Electric Supply	Buffalo, NY	Green Mountain Electric Supply	Colchester, VT	2022
Generation Electric Supply & Lighting	Liverpool, NY	Green Mountain Electric Supply	Colchester, VT	2022
Falcone Electric Supply	Batavia, NY	Green Mountain Electric Supply	Colchester, VT	2022
Williams Electric Supply	Nashville, TN	Inline Electric Supply	Huntsville, AL	2022
Wire Supplies Inc.	Indianapolis, IN	Kirby Risk Electrical Supply	Lafayette, IN	2022
Bay Wire	Hayward, CA	OmniCable (Dot Family Holdings)	West Chester, PA	2022
Valley Electric Supply	Glenwood Springs, CO	Rexel USA	Dallas, TX	2022
Horizon Solutions #	Rochester, NY	Rexel USA	Dallas, TX	2022
YESCO Electrical Supply #	Columbiana, OH	Schaedler YESCO Distribution Inc.	Harrisburg, PA	2022
Aztec Electrical Supply	Concord, OH	Sonepar North America	North Charleston, SC	2022
Rockingham Electrical Supply Co. #	Newington, NH	Sonepar North America	North Charleston, SC	2022
Professional Electrical Products Co. (PEPCO) #	Eastlake, OH	Sonepar North America	North Charleston, SC	2022
Advance Electrical & Industrial	Norcross, GA	Sonepar North America	North Charleston, SC	2022
NEDCO Supply #	Las Vegas, NV	Sonepar North America/Codale	North Charleston, SC	2022
HOLT Electrical Supply	St. Louis, MO	Sonepar North America/ Springfield Electric Supply	North Charleston, SC	2022
Broadway Electric Supply (BESCO)	Woodbury, NJ	Warshauer Electric Supply	Tinton Falls, NJ	2022
Rahi Systems Holdings	Fremont, CA	WESCO International Inc.	Pittsburgh, PA	2022
Advanced Electrical Supply & Distribution	North Little Rock, AR	Wholesale Electric Supply	Texarkana, TX	2022
First SOURCE Electrical #	Houston, TX	Winsupply Inc.	Dayton, OH	2022
Williams Wholesale Supply	Nashville, TN	Winsupply Inc.	Dayton, OH	2022

Note: # Top 150 Electrical Distributors

TOP 150 DISTRIBUTORS 2023 GROWTH EXPECTATIONS



TOP 150 DISTRIBUTORS ERP SYSTEMS



Pratt said his top concern in 2023 is the switchgear industry’s slow recovery to improve lead time and lack of availability for common SKUs.

Larry Swink, president, Jackson Electric Supply, Jacksonville, FL, said that while his company had its second-best year in 2022, it was a decrease from 2021. “The largest impact was the delays in the switchgear market resulting in 52 week-plus lead-times. The backlog carried over from these orders would have been another +35% in revenue with typical 12-week to 16-week lead times.” Swink expects sales to increase +20% in 2023.

Lead times were a challenge for K/E Electric Supply, Mount Clemens, MI, said Rock Kuchenmeister, CEO and president. “Vendor improvements in fulfillment during the second half of 2022 allowed K/E Electric to begin the process of shrinking our customer backlog. However, customer expectations quickly recovered (from Covid levels) and the company backlog has actually grown to unprecedented levels.” He is forecasting a +14% increase in K/E Electric’s 2023 sales.

Other major concerns included the impact of remote officing on demand for new office construction and/or office

retrofit work; prices increases; the impact of the regional banking instability on the commercial real estate market; and rising interest rates.

Methodology. In April of this year, *EW*’s editors sent out a survey to several hundred distributors. We had a great response this year, and more than 100 electrical distributors provided sales revenue for their companies. We supplemented this data with publicly available revenue and company information for hybrid distributors including Fastenal, MSC Industrial Direct, Motion Industries, Ferguson, Johnson

WHAT'S NEW WITH THE TOP 150 ELECTRICAL DISTRIBUTORS?

MAJOR ANNIVERSARY MILESTONES

Dakota Supply Group, Plymouth, MN, is celebrating a major anniversary this year – it's now 125-years-old. **French Gerleman**, one of the founding companies of **Agilix Solutions**, St. Louis, and **Fromm Electric Supply**, Reading, PA, also became members of the Century Club this year and are now 100 years old.

Another new member of the Century Club, **Turtle & Hughes**, Linden, NJ, celebrated its 100th anniversary with the launch of its new brand mission: "Rethinking Energy. Advancing Tomorrow." Said Molly Sheehan, ESG business analyst, "This is more than a new logo, it's a go-to-market strategy with three new brand values: Commitment to Our Industry & Communities; Diversity & Innovation by Design; and Radical Collaboration. And this summer, we are moving our headquarters to Clark, NJ. It will be an employee and customer experience center that will focus on collaboration and innovation."

Cardello Lighting & Electric Supply, Pittsburgh, is now 75 years old; **State Electric Supply**, Huntington, WV, celebrated its 70th anniversary last year, and **IEWC**, New Berlin, WI, celebrated its 60th anniversary with a record sales year. **Toole & Rose Supply**, Carrollton, KY, celebrated its 35th anniversary; **Nassau National Cable**, Great Neck, NY, is now 10 years old; **TEC Manufacturing & Distribution Services**, Georgetown, TX, turned 20 years old; and **Atlantic Coast Electric Supply**, Summerville, SC, celebrated its fifth year in business by taking 200 customers on its inaugural customer incentive trip to Nashville, TN.

Along with celebrating its seventh year in business, **Lonestar Electric Supply**, Houston, became a member of the IMARK buying/marketing group and started a single-line partnership with ABB in Texas. The company also recently opened a branch in west Texas to service the Midland-Odessa region and the Permian region, the nation's largest oil basin.

At **Erin Enterprises**, Boynton Beach, FL, Tom Heffernan celebrated 63 years in the electrical wholesaling industry — 53 of those years as president of the two companies he founded.

NEW FACILITIES & CAPITAL EXPENDITURES

Schaedler YESCO Distribution, Harrisburg, PA, made several big investments and one large acquisition over the past two years. The company acquired YESCO Electrical Supply Inc., Columbiana, OH, to expand in eastern Ohio; plans to open a 90,000-sq-ft regional distribution center near Pittsburgh in 3Q 2023; opened a relocated branch in Allentown, PA; and began using its 40,000-sq-ft expanded central distribution center addition.

Inline Electric Supply Co., Huntsville, AL, is also investing in its infrastructure and will soon be opening a distribution facility that will house a centralized inventory/project warehouse storage and wire cutting and handling facility.

In Michigan, **K/E Electric Supply Corp.** opened a branch in Ann Arbor, MI; recently invested in a major software upgrade; and is in the design phase of a new corporate headquarters. **Bell Electric Supply**, Santa Clara, CA, also has some new digs, and recently moved into a new 68,000-sq-ft building in Santa Clara.

ATI Electrical Supply, Pompano Beach, FL, expanded its Florida operations to include stocking products sold over the counter and increasing its inventory of hard-to-get products, and **CEEUS Inc.**, West Columbia, SC, purchased a larger warehouse and announced expansion into other states.

ERP INVESTMENTS

Larry Swink, president of **Jackson Electric Supply**, Jacksonville, FL, said 2022 was a big year for his company. "We transitioned our accounting and ERP system to Epicor/Eclipse," he wrote in his response. "This had a big impact on our processes, but a positive one. Not only have we improved our visibility and accuracy, we bridged the gap between finance, sales and operations. Our team is working with a better understanding of the total process from closing the order to the final results on the P&L."

Hunt Electric Supply Co., Burlington, NC, is working on a new web site and is implemented bar code scanners for receiving and pulling orders; **Mars Electric**, Mayfield Village, OH, launched a new e-commerce platform; and **Chelsea Lighting**, New York, implemented a new Accumatica ERP system and named a new CEO — Mike Toolis. In other news on the digital commerce front, **G&G Electric Supply**, New York, will be launching an online platform by the end of Q2 2023.

EXECUTIVE CHANGES

Facility Solutions Group (FSG), Austin, TX, appointed new chief operating officers of all its divisions: (Lighting, Electrical, and Electrical Service), and a added chief marketing officer, chief sales officer, chief product officer and chief revenue officer. "This was a huge organizational change and shift, that will help take FSG past \$1 billion in sales by centralizing our focus and effort of our business," said Leon Mowadia, chief operating officer- Lighting & Distribution.

In Colorado, Trevor Blazer, son of Mike Blazer, co-owner of **Blazer Electric Supply**, Colorado Springs, CO, was named general manager.

THE WORLD'S TWO LARGEST ELECTRICAL DISTRIBUTORS

Company Name	City	2020 Revenues	Employees	Branches	Countries
Sonepar SA	Paris, France	34,752,240,000	44,000	2,400	4
Rexel SA	Paris, France	20,057,620,000	26,504	1,936	21
TOTAL		54,809,860,000	70,504	4,336	

In 2022, the two largest distributors in the world had an estimated 70,504 employees working in 4,906 branches. In total, Sonepar and Rexel had combined sales of approximately \$54.8 billion. (Sales converted to Euros using the 12/31/22 exchange rate.)

THE FIVE LARGEST FULL-LINE ELECTRICAL DISTRIBUTORS IN NORTH AMERICA

Company Name:	Town/City	State/Province	2022 Revenue	Employees	Locations
WESCO Distribution Inc. (WESCO International)	Pittsburgh	PA	18,849,600,000	13,000	621
Sonepar North America	Charleston	SC	14,047,000,000	NA	566
Graybar Electric Co.	St. Louis	MO	10,500,000,000	9,400	325
Rexel Holdings USA (Rexel SA)	Dallas	TX	8,466,568,100	9,223	645
Consolidated Electrical Distributors (CED)	Irving	TX	NA	6,000	700

In 2022, the five largest full-line distributors in North America had an estimated \$56.7 billion in combined revenue and operated an estimated 2,857 branches in North America. According to *Electrical Wholesaling's* sales data, these five companies accounted for no less than 40% of an estimated \$143.8 billion in combined U.S. and Canadian sales.

Supply and W.W. Grainger, to present a robust ranking of the industry's largest distributors. While some readers may question including these companies in

the Top 150, they are key channels to the market for many manufacturers and the billions in electrical product sales cannot be ignored.

Many of these companies asked us to use their sales data confidentially and only for placement on the listing. Over the past three years, we have had

MEGA-CONSTRUCTION PROJECTS TOP 150 DISTRIBUTORS ARE WORKING ON

Although the construction market is showing some signs of slowing down, Top 150 distributors are busy. They are working on a diverse array of trophy jobs, and several executives still see some big projects on the horizon, including the electrical work associated with the 2028 Los Angeles Olympics and the potential transit tunnel under the Hudson River between New York and New Jersey. While data center work dominated past Top 150 reports on mega-projects, as you will see in the list below, distributors are involved with a broad variety of large jobs. Here are some of them:

- Air Force Academy Visitors Center in Colorado Springs, CO
- Battery manufacturing plants in Kansas, Michigan and Ohio
- Intel semiconductor plant in New Albany, OH
- Port in Charleston, SC
- Sparks Therapeutics gene therapy facility in Philadelphia
- Cleveland Clinic Neurology project in Cleveland
- Cleveland Browns Stadium
- Facebook, Google and Yahoo data centers in Iowa
- FBI projects in Huntsville, AL
- First Solar new facility
- Georgia Power grid modernization
- Indiana University Health hospital in Indianapolis
- JFK Airport in New York
- JP Morgan Chase Tower in New York
- Netflix production campus and headquarters, Fort Monmouth, NJ
- Lionsgate Studios, Newark, NJ
- NGA West facility being built by National Geospatial Agency in St. Louis
- NUCOR Steel expansion projects in Kentucky
- Pittsburgh International Airport
- FNB Tower in Pittsburgh
- University of Pittsburgh housing and labs
- Brookhaven National Labs new "ring" particle accelerator in Upton, NY
- LAX Airport in Los Angeles
- University of Cincinnati classroom and office construction

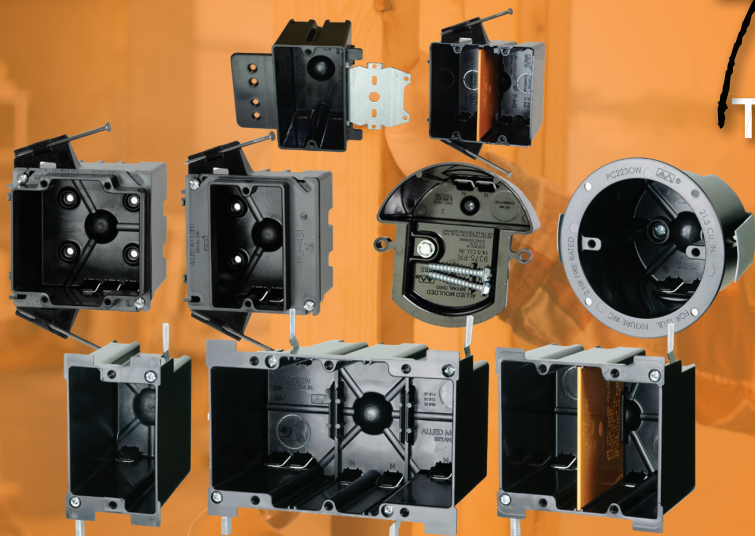


Facility Solution Group expects Netflix's plans to redevelop the Fort Monmouth, NJ, campus into a major film studio to provide business in the coming years. According to a Netflix press release, the first phase of the project will include the construction of 12 soundstages that will range in size from 15,000 sq ft to 40,000 sq ft each with a maximum buildout of 480,000 sq ft. Additional and ancillary improvements may include office space, production services buildings, mill space and studio backlots.

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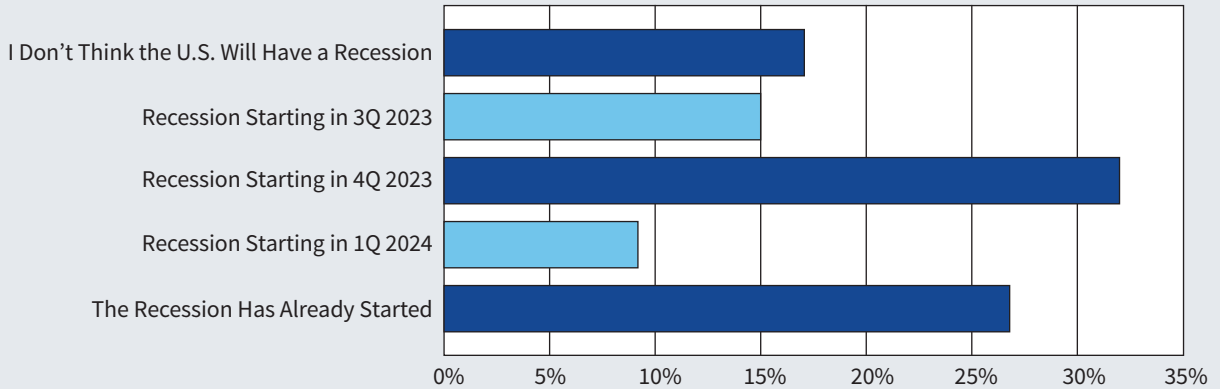
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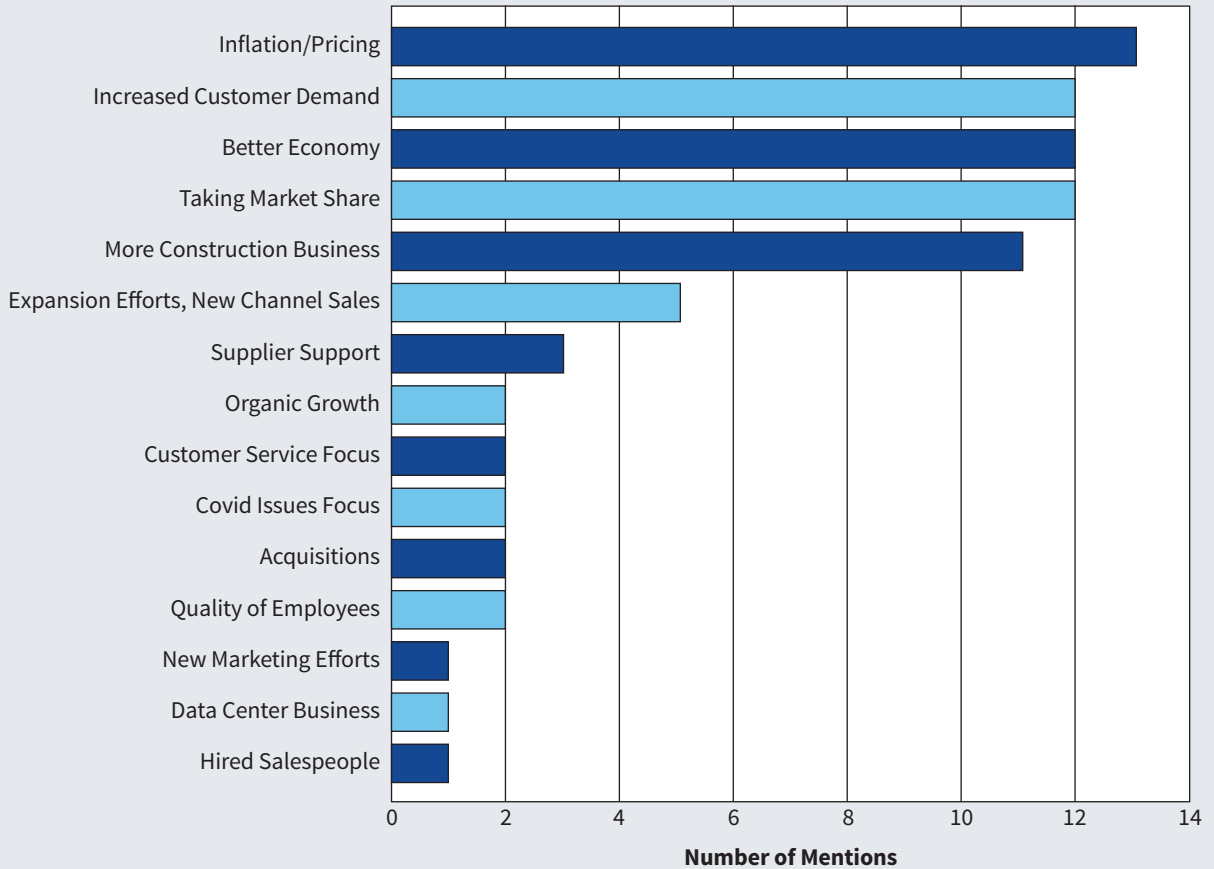
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TOP 150 DISTRIBUTOR TAKE ON A RECESSION IN THE U.S. ECONOMY



BIGGEST REASONS FOR INCREASE IN 2022 REVENUES

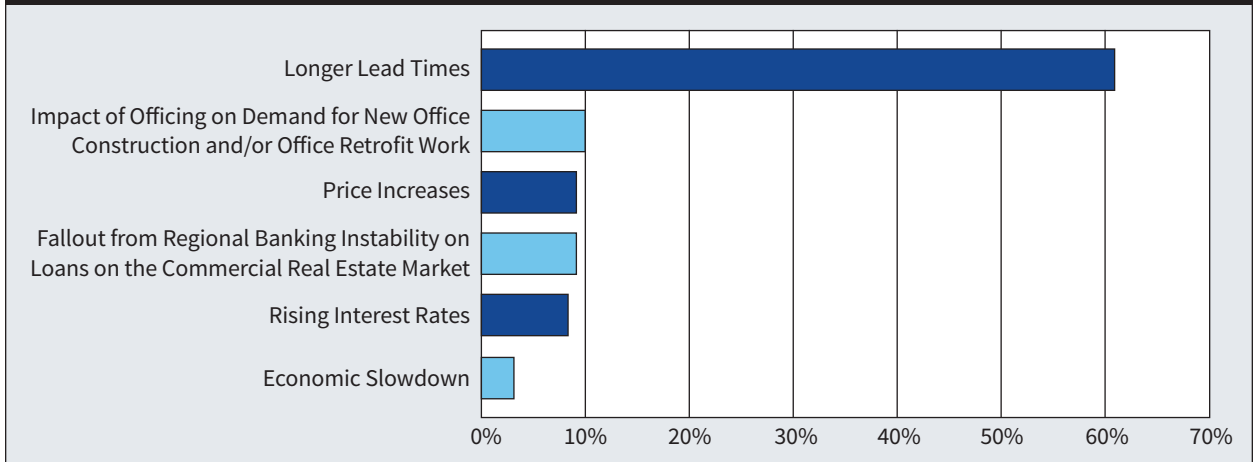


more distributors ask us to use their sales data confidentially, so when you see a “NA” (Not Available) for 2022 revenues, that most often means we have the data but are not releasing it publicly.

In those situations where a distributor is large enough to make the listing but did not respond to our surveys, if we have

reliable sales or employee data from the past two years, we will place them on the listing using a sales-per-employee average developed each from the respondents who provided both revenue and employee data. For this year’s ranking, the 82 full-line electrical distributors had an average sales-per-employee figure of \$941,649. We also placed some distributors that did not provide

TOP 150 DISTRIBUTORS ON 2023'S TOP BUSINESS CHALLENGES



data on the list with sales or employee data from Mergent Online.

The impact of M&As on *EW*'s annual ranking of the industry's largest distributors. *EW* tracks industry M&A activity closely and has a database of the 600-plus acquisitions. Since 2020, about 30 distributors

formerly ranked on the Top 150/Top 200 have been acquired, reducing the "pool" of sizeable companies to include in the list.

The acquisitions of so many distributors is why we only rank 150 distributors instead of 200 companies, as we had done for well over a

decade. Despite the smaller list, the 150 distributors in this year's ranking have tremendous clout in the market. They have an estimated \$97.7 billion in 2022 revenues and operate more than 9,871 locations. We estimate that these companies account for 68% of the industry's total sales. ***EW***

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1	Wesco International Inc.	Pittsburgh	PA	18,849,600,000*	13,000	621*	John Engel
2	Sonepar North America	Charleston	SC	14,047,000,000*	NA	566*	Rob Taylor
3	Graybar	St. Louis	MO	10,500,000,000	9,400	325	Kathleen Mazzarella
4	Rexel Holdings (Rexel USA)	Dallas	TX	8,466,568,100*	9,223*	645*	Brad Paulsen
5	Consolidated Electrical Distributors (CED)	Irving	TX	NA	6,000	700	Kurt Lasher
6	City Electric Supply	Dallas	TX	NA	4,707*	668*	Thomas Hartland Mackie
7	Border States	Fargo	ND	2,850,000,000	2,725	104	David White
8	Elliott Electric Supply Inc.	Nacogdoches	TX	2,067,000,000	2,650	171	Bill Elliott
9	U.S. Electrical Services	Middletown	CT	NA	2,000	150	Randy Eddy
10	McNaughton-McKay Electric Co.	Madison Heights	MI	NA	NA	65	Mark Borin
11	Crescent Electric Supply	East Dubuque	IL	NA	2,000	155	Scott Teerlinck
12	OmniCable	West Chester	PA	NA	712*	21*	Greg Lampert
13	Kendall Electric Inc. (The Kendall Group)	Portage	MI	NA	1,250	72	John Harman
14	W.W. Grainger Inc.	Lake Forest	IL	1,109,250,000	26,000*	246	Donald Macpherson
15	Van Meter Inc.	Cedar Rapids	IA	NA	810	25	Lura McBride
16	Main Electric Supply Co.	Santa Ana	CA	NA	641	15	R. Scott Germann
17	Gresco Utility Supply Inc.	Forsyth	GA	774,000,000	244	7	Steve Gramling
18	Wholesale Electric Supply	Texarkana	TX	698,753,248	736	69	Buddy McCulloch
19	Dakota Supply Group	Plymouth	MN	NA	966	53	Paul Kennedy
20	State Electric Supply	Huntington	WV	NA	680	41	John Spoor
21	Summit Electric Supply	Albuquerque	NM	NA	620	25**	Ed Gerber
22	Turtle & Hughes	Linden	NJ	NA	905**	30**	Stephen Kleynhans
23	Dealers Electrical Supply	Waco	TX	NA	632	55	Scott Bracey
24	IEWC	New Berlin	WI	NA	69**	24**	Mike Veum
25	Scott Electric	Greensburg	PA	NA	610	15	Larry Shirey
26	LoneStar Electric Supply	Houston	TX	559,000,000	390	7	Jeff Metzler
27	Franklin Empire	Mount-Royal	QU	NA	545	23	B. Backman & C. Backman
28	Kirby Risk Electrical Supply	Lafayette	IN	NA	552	40	James K. Risk, III
29	Motion Industries	Birmingham	AL	NA	9,100**	549*	Randy Breaux
30	Wholesale Electric Supply of Houston	Houston	TX	NA	479	12	Greg Hall
31	TEC Manufacturing and Distribution Services	Georgetown	TX	445,000,000	89	40	Johnny Andrews
32	Winsupply Inc.	Dayton	OH	NA	NA	75	Richard Schwartz
33	Echo Group Inc. (Echo Electric Supply)	Council Bluffs	IA	NA	500	21	Mitch Lane
34	Shepherd Electric Supply	Baltimore	MD	429,320,832	332	5	Stuart Vogel
35	Werner Electric Supply Co.	Appleton	WI	NA	470	11	Craig Wiedemeier
36	Colonial Electric Supply	King of Prussia	PA	NA	NA	17	Steve Bellwoar
37	Villa Lighting Supply Inc.	St. Louis	MO	387,569,000	133	2	Jack Villa
38	Gerrie Electric Wholesale	Burlington	ON	NA	400	24	Elaine Gerrie

* North America ** Global # Acquired in 2023 ## Acquired in 2022

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39	Green Mountain Electric Supply	Colchester	VT	NA	400	26	Nate Laber
40	Dominion Electric	Arlington	VA	374,000,000	320	11	Stephen Krooth
41	Edges Electrical Group	San Jose	CA	360,000,000	336	12	Chester C. Lehmann III
42	Rural Electric Supply Cooperative (RESCO)	Middleton	WI	302,542,000	75	7	Matt Brandrup
43	Ferguson plc	Newport News	VA	NA	33,000	1,509	Kevin Murphy
44	Fastenal	Winona	MN	297,066,000	22,386	1,538*	Daniel Florness
45	Granite City Electric	Quincy	MA	NA	314	30	Steve Helle
46	Inline Electric Supply Co.	Huntsville	AL	295,000,000	350	20	Bruce Summerville
47	Schaedler Yesco Distribution Inc.	Harrisburg	PA	293,517,742	409	22	Greg Schaedler
48	United Electric Supply	Wilmington	DE	290,000,000	326	14	George Vorwick
49	Loeb Electric	Columbus	OH	NA	325	4	Charles Loeb
50	Aglix Solutions	St. Louis	MO	NA	375	13	Mike Stanfill
51	Standard Electric Co.	Saginaw	MI	NA	300	17	Bill Gray
52	Billows Electric Supply Co.	Delran	NJ	NA	285	19	Jeff Billow
53	CEEUS Inc.	West Columbia	SC	267,000,000	75	1	E. Chad Capps
54	Western United Electric Supply	Brighton	CO	260,000,000	54	4	Greg Mordini
55	Professional Electrical Products Co. (PEPCO) #	Eastlake	OH	NA	NA	7	Joe Borkey
56	Electrical Equipment Co.	Raleigh	NC	NA	241	12	Mark Holmes
57	Alameda Electrical Distributors	Hayward	CA	226,000,000	290	15	Craig LaRue
58	O'Neil Electric	Woodbridge	ON	221,000,000	135	3	Jayne Millard
59	Steiner Electric	Elk Grove Village	IL	NA	NA	6	Rick Kerman & John Burke
60	Brownstown Electric Supply	Brownstown	IN	NA	145	5	Gregg Deck
61	Parrish-Hare Electric Supply	Irving	TX	NA	212	4	Pat Hare
62	Tri-State Utility Products Inc.	Marietta	GA	197,000,000	35	3	Rusty Batch
63	Butler Supply Inc.	St Louis	MO	NA	250	27	Deborah Kuempel
64	Facility Solutions Group	Austin	TX	176,661,095	160	30	William Graham
65	CBT Co.	Cincinnati	OH	176,300,000	265	3	James (Jay) Stahl, Jr.
66	Johnstone Supply llc	Portland	OR	NA	NA	450	Lane Devin
67	Horizon Solutions ##	Rochester	NY	NA	NA	12	John Kerkhove
68	Mars Electric	Mayfield Village	OH	NA	200	11	Michael Doris
69	Electric Supply Inc. (Supply Chain Equity Partners)	Tampa	FL	NA	170	8	Harry Irwin
70	American Electric Supply	Corona	CA	159,433,031	95	1	Mike Pratt
71	MSC Industrial Direct	Melville	NY	NA	6,000	50	Erik Gershwind
72	Standard Electric Supply Co.	Milwaukee	WI	154,000,000	203	16	Larry Stern
73	Stanion Wholesale Electric Co. Inc.	Pratt	KS	146,919,079	225	17	William Keller
74	Lowe Electric Supply ##	Macon	GA	NA	NA	13	Jim Kinman
75	General Pacific Inc.	Fairview	OR	142,600,000	65	3	Rick Hall
76	Buckles-Smith #	Santa Clara	CA	NA	NA	6	Art Cook

* North America ** Global # Acquired in 2023 ## Acquired in 2022

THE TOP 150 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/ Province	2022 Sales	Employees	Locations	Senior Executive
77	Sunrise Electric	Addison	IL	138,000,000	86	1	Don Chriske
78	Regency Lighting	Chatsworth	CA	136,000,000	172	5	Evan Regenstreif
79	Benfield Electric Supply Co. Inc	Mount Vernon	NY	135,500,000**	131**	18**	Daniel J. McLaughlin
80	Independent Electric Supply	Billerica	MA	NA	120	8	Dan Gray
81	Denney Electric	Ambler	PA	NA	136	9	Steve Thornton
82	NEDCO Supply ##	Las Vegas	NV	NA	NA	1	Marc Winard
83	Broken Arrow Electric Supply Inc.	Broken Arrow	OK	122,167,036	157	10	Bruce Garner
84	CX Connexion ##	Buffalo Grove	IL	NA	NA	2	David Rosenstein
85	Jo-Kell Inc.	Chesapeake	VA	117,200,000	100	5	Suzy Kelly
86	Warshauer Electric Supply Co. Inc.	Tinton Falls	NJ	115,350,000	187	5	James Warshauer
87	J.H. Larson Company (Pahl's Designer Showrooms)	Plymouth	MN	NA	177	8	Lisa Fox
88	Sequel Electrical Supply	Meridian	MS	NA	121	10	Juan Ramon
89	Cayce Mill Supply	Hopkinsville	KY	NA	116	6	Bart Cayce
90	Dickman Supply	Sidney	OH	NA	100	5	Tim Geise
91	F.D. Lawrence Electric Co., The	Cincinnati	OH	109,700,000	101	3	Tink O'Leary
92	Dulles Electric Supply Corp.	Sterling	VA	NA	109	2	John J. Hughes, III
93	Amperage Electrical Supply ##	Roselle	IL	NA	NA	1	Vito Pelagio
94	Advance Electric Supply Co. ##	Chicago	IL	NA	NA	1	Aaron Hughes
95	Chelsea Lighting	New York	NY	NA	75	4	Mike Toolis
96	Rockingham Electrical Supply Co. ##	Newington	NH	NA	NA	10	Jim Pender
97	ParamontEO Inc.	Woodridge	IL	NA	115	3	Ken Gallagher
98	Electrical Supply Center	Burlington	MA	NA	NA	6	Larry LaFreniere
99	Peninsular Electric Distributors	West Palm Beach	FL	94,000,000	95	2	John Larmoyeux
100	Blazer Electric Supply	Colorado Springs	CO	88,000,000	115	2	Steve Blazer
101	Metro Wire & Cable Corp.	Sterling Heights	MI	NA	43	3	Devin Ezop
102	First SOURCE Electrical ##	Houston	TX	NA	NA	1	Phil deLoache
103	Raymond de Steiger Inc.	Sterling Heights	MI	NA	80	4	Peter de Steiger
104	Fromm Electric	Reading	PA	74,500,000	100	8	Mike Fromm
105	K/E Electric Supply Corp.	Mount Clemens	MI	NA	75	4	Rock Kuchenmeister
106	Central Supply Co.	Indianapolis	IN	NA	NA	6	Ted Ashcraft
107	Schwing Electrical Supply Corp.	Farmingdale	NY	NA	106	6	Peter Schwing
108	Atlantic Coast Electric Supply	Summerville	SC	NA	66	6	John Marshall
109	Service Electric Supply Inc.	Romulus	MI	NA	55	2	Eric Braidwood
110	Eckart Supply	Corydon	IN	NA	72	9	Phillip Bennett
111	Medler Electric Co.	Alma	MI	NA	120	13	Bill Michael
112	Crum Electric Supply Co. Inc.	Casper	WY	63,241,028	90	10	David M. Crum
113	Gordon Electric Supply	Kankakee	IL	NA	68	4	Cara Gordon Potter

* North America ** Global # Acquired in 2023 ## Acquired in 2022

THE TOP 150 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/ Province	2022 Sales	Employees	Locations	Senior Executive
114	Hunt Electric Supply Co.	Burlington	NC	58,562,582	77	8	Sam Hunt IV
115	Bell Electrical Supply	Santa Clara	CA	58,000,000	52	1	David Wallen
116	Hein Electric Supply	West Allis	WI	NA	80	9	Ron Kohlenberg
117	Voss Lighting	Lincoln	NE	NA	170	14	Mike Voss
118	Swift Electrical Supply Co.	Teterboro	NJ	52,878,412	80	4	August Sodora Jr.
119	Gallant & Wein	Long Island City	NY	NA	55	3	Stuart Gruman
120	Nassau National Cable	Great Neck	NY	NA	33**	3	Karelys Mattos
121	Loyd's Electric Supply	Branson	MO	NA	NA	3	Phillip Loyd
122	Idlewood Electric, Supply Inc.	Highland Park	IL	NA	102	3	Barbara Lansing
123	International Electrical Sales Corp. (IESCO)	Miami	FL	49,161,709	24	1	Michael Bernstein
124	G&G Electric Supply	New York	NY	48,919,049	59	3	Laurence Heimrath
125	Desert Hills Electric Supply Inc.	Artesia	NM	NA	59	4	Jason Bolin
126	E. Sam Jones Distributor Inc.	Atlanta	GA	NA	102	6	Griffin Jones
127	F&M Electric Supply Co Inc.	Danbury	CT	NA	48	4	Fil Cerminara
128	YESCO Electrical Supply ##	Columbiana	OH	NA	NA	5	James DeRosa
129	Kansas City Electrical Supply ##	Kansas City	MO	NA	NA	2	Kaylin Crain
130	Jackson Electric Supply	Jacksonville	FL	42,435,801	36**	1	Larry Swink
131	Coburn Supply Co.	Beaumont	TX	NA	NA	69	Patrick Maloney
132	ATI Electrical Supply	Pompano Beach	FL	40,177,000	16	2	Greg Knowles
133	B&K - Power to Solve	City of Industry	CA	NA	40	4	Todd Brown
134	Teche Electric Supply #	Lafayette	LA	NA	NA	4	David Frazer
135	Y&B Lighting & Electric Supply	Brooklyn	NY	NA	35	1	Yoel Braver
136	Gross Electric	Toledo	OH	NA	85	4	Laurie Gross
137	Desert Electric Supply	Palm Desert	CA	NA	51	4	Eric Stevens
138	Kandel Brothers Electrical Supplies	Middletown	NY	NA	20	1	Gregg Kandel
139	HESCO	Rocky Hill	CT	NA	51	2	Bill DePasquale
140	United Utility Supply Cooperative	Louisville	KY	NA	29	5	Chris Perry
141	Candela Corp.	Huntington Beach	CA	27,000,000	40	2	James Baas
142	Mission Controls & Automation	San Antonio	TX	27,000,000	35	1	David Gardner
143	D&S Electrical Supply Co	Pocatello	ID	NA	25	2	Andrew Akers
144	West Virginia Electric Supply	Huntington	WV	NA	70	8	Jared Colker
145	Mid-West Lighting	Los Angeles	CA	24,200,000	28	1	David Frandzel
146	Johnson Electric Supply Co., The	Cincinnati	OH	NA	38	2	Douglas Johnson
147	Cardello Lighting & Electric Supply (Liberty Way Farm)	Pittsburgh	PA	NA	59	8	Matthew Cardello
148	Toole & Rose Supply Inc	Carrollton	KY	NA	17	1	Bryan L Rose
149	Wholesale Supply Group Inc.	Cleveland	TN	NA	200	32	Jeff Rogers
150	Erin Electrical Enterprises Inc.	Boynton Beach	FL	NA	13**	1	Tom Heffernan

* North America ** Global # Acquired in 2023 ## Acquired in 2022

ALPHABETICAL GUIDE TO THE TOP 150 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/Prov
94	Advance Electric Supply Co.	Chicago	IL
50	Aglix Solutions	St. Louis	MO
57	Alameda Electrical Distributors	Hayward	CA
70	American Electric Supply	Corona	CA
93	Amperage Electrical Supply	Roselle	IL
132	ATI Electrical Supply	Pompano Beach	FL
108	Atlantic Coast Electric Supply	Summerville	SC
133	B&K - Power to Solve	City of Industry	CA
115	Bell Electrical Supply	Santa Clara	CA
79	Benfield Electric Supply Co. Inc	Mount Vernon	NY
52	Billows Electric Supply Co.	Delran	NJ
100	Blazer Electric Supply	Colorado Springs	CO
7	Border States	Fargo	ND
83	Broken Arrow Electric Supply Inc.	Broken Arrow	OK
60	Brownstown Electric Supply	Brownstown	IN
76	Buckles-Smith	Santa Clara	CA
63	Butler Supply Inc.	St. Louis	MO
141	Candela Corp.	Huntington Beach	CA
147	Cardello Lighting & Electric Supply (Liberty Way Fam)	Pittsburgh	PA
89	Cayce Mill Supply	Hopkinsville	KY
65	CBT Co.	Cincinnati	OH
53	CEEUS Inc.	West Columbia	SC
106	Central Supply Co.	Indianapolis	IN
95	Chelsea Lighting	New York	NY
6	City Electric Supply	Dallas	TX
131	Coburn Supply Co.	Beaumont	TX
36	Colonial Electric Supply	King of Prussia	PA
5	Consolidated Electrical Distributors (CED)	Irving	TX
11	Crescent Electric Supply	East Dubuque	IL
112	Crum Electric Supply Co. Inc.	Casper	WY
84	CX Connexion	Buffalo Grove	IL
143	D&S Electrical Supply Co.	Pocatello	ID
19	Dakota Supply Group	Plymouth	MN
23	Dealers Electrical Supply	Waco	TX
81	Denney Electric	Ambler	PA
137	Desert Electric Supply	Palm Desert	CA
125	Desert Hills Electric Supply Inc.	Artesia	NM
90	Dickman Supply	Sidney	OH

Rank	Company Name	Town/City	State/Prov
40	Dominion Electric	Arlington	VA
92	Dulles Electric Supply Corp.	Sterling	VA
126	E. Sam Jones Distributor Inc.	Atlanta	GA
33	Echo Group Inc. (Echo Electric Supply)	Council Bluffs	IA
110	Eckart Supply	Corydon	IN
41	Edges Electrical Group	San Jose	CA
69	Electric Supply Inc. (Supply Chain Equity Partners)	Tampa	FL
56	Electrical Equipment Co.	Raleigh	NC
98	Electrical Supply Center	Burlington	MA
8	Elliott Electric Supply Inc.	Nacogdoches	TX
150	Erin Electrical Enterprises Inc.	Boynton Beach	FL
127	F&M Electric Supply Co Inc.	Danbury	CT
91	F.D. Lawrence Electric Co., The	Cincinnati	OH
64	Facility Solutions Group	Austin	TX
44	Fastenal	Winona	MN
43	Ferguson plc	Newport News	VA
102	First SOURCE Electrical	Houston	TX
27	Franklin Empire	Mount-Royal	QU
104	Fromm Electric	Reading	PA
124	G&G Electric Supply	New York	NY
119	Gallant & Wein	Long Island City	NY
75	General Pacific Inc.	Fairview	OR
38	Gerrie Electric Wholesale	Burlington	ON
113	Gordon Electric Supply	Kankakee	IL
45	Granite City Electric	Quincy	MA
3	Graybar	St. Louis	MO
39	Green Mountain Electric Supply	Colchester	VT
17	Gresco Utility Supply Inc.	Forsyth	GA
136	Gross Electric	Toledo	OH
116	Hein Electric Supply	West Allis	WI
139	HESCO	Rocky Hill	CT
67	Horizon Solutions	Rochester	NY
114	Hunt Electric Supply Co.	Burlington	NC
122	Idlewood Electric, Supply Inc.	Highland Park	IL
24	IEWC	New Berlin	WI
80	Independent Electric Supply	Billerica	MA
46	Inline Electric Supply Co.	Huntsville	AL
123	International Electrical Sales Corp. (IESCO)	Miami	FL

ALPHABETICAL GUIDE TO THE TOP 150 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/Prov
87	J.H. Larson Company (Pahl's Designer Showrooms)	Plymouth	MN
130	Jackson Electric Supply	Jacksonville	FL
146	Johnson Electric Supply Co., The	Cincinnati	OH
66	Johnstone Supply Ilc	Portland	OR
85	Jo-Kell Inc.	Chesapeake	VA
105	K/E Electric Supply Corp.	Mount Clemens	MI
138	Kandel Brothers Electrical Supplies	Middletown	NY
129	Kansas City Electrical Supply	Kansas City	MO
13	Kendall Electric Inc. (The Kendall Group)	Portage	MI
28	Kirby Risk Electrical Supply	Lafayette	IN
49	Loeb Electric	Columbus	OH
26	LoneStar Electric Supply	Houston	TX
74	Lowe Electric Supply	Macon	GA
121	Loyd's Electric Supply	Branson	MO
16	Main Electric Supply Co.	Santa Ana	CA
68	Mars Electric	Mayfield Village	OH
10	McNaughton-McKay Electric Co.	Madison Heights	MI
111	Medler Electric Co.	Alma	MI
101	Metro Wire & Cable Corp.	Sterling Heights	MI
145	Mid-West Lighting	Los Angeles	CA
142	Mission Controls & Automation	San Antonio	TX
29	Motion Industries	Birmingham	AL
71	MSC Industrial Direct	Melville	NY
120	Nassau National Cable	Great Neck	NY
82	NEDCO Supply	Las Vegas	NV
12	OmniCable	West Chester	PA
58	O'Neil Electric	Woodbridge	ON
97	ParamontEO Inc.	Woodridge	IL
61	Parrish-Hare Electric Supply	Irving	TX
99	Peninsular Electric Distributors	West Palm Beach	FL
55	Professional Electrical Products Co. (PEPCO)	Eastlake	OH
103	Raymond de Steiger Inc.	Sterling Heights	MI
78	Regency Lighting	Chatsworth	CA
4	Rexel Holdings (Rexel USA)	Dallas	TX
96	Rockingham Electrical Supply Co.	Newington	NH
42	Rural Electric Supply Cooperative (RESCO)	Middleton	WI
47	Schaedler Yesco Distribution Inc.	Harrisburg	PA

Rank	Company Name	Town/City	State/Prov
107	Schwing Electrical Supply Corp.	Farmingdale	NY
25	Scott Electric	Greensburg	PA
88	Sequel Electrical Supply	Meridian	MS
109	Service Electric Supply Inc.	Romulus	MI
34	Shepherd Electric Supply	Baltimore	MD
2	Sonepar North America	Charleston	SC
51	Standard Electric Co.	Saginaw	MI
72	Standard Electric Supply Co.	Milwaukee	WI
73	Stanion Wholesale Electric Co. Inc.	Pratt	KS
20	State Electric Supply	Huntington	WV
59	Steiner Electric	Elk Grove Village	IL
21	Summit Electric Supply	Albuquerque	NM
77	Sunrise Electric	Addison	IL
118	Swift Electrical Supply Co.	Teterboro	NJ
31	TEC Manufacturing and Distribution Services	Georgetown	TX
134	Teche Electric Supply	Lafayette	LA
148	Toole & Rose Supply Inc.	Carrollton	KY
62	Tri-State Utility Products Inc.	Marietta	GA
22	Turtle & Hughes	Linden	NJ
9	U.S. Electrical Services	Middletown	CT
48	United Electric Supply	Wilmington	DE
140	United Utility Supply Cooperative	Louisville	KY
15	Van Meter Inc.	Cedar Rapids	IA
37	Villa Lighting Supply Inc.	St. Louis	MO
117	Voss Lighting	Lincoln	NE
14	W.W. Grainger Inc.	Lake Forest	IL
86	Warshauer Electric Supply Co. Inc.	Tinton Falls	NJ
35	Werner Electric Supply Co.	Appleton	WI
1	Wesco International Inc.	Pittsburgh	PA
144	West Virginia Electric Supply	Huntington	WV
54	Western United Electric Supply	Brighton	CO
18	Wholesale Electric Supply	Texarkana	TX
30	Wholesale Electric Supply of Houston	Houston	TX
149	Wholesale Supply Group Inc.	Cleveland	TN
32	Winsupply Inc.	Dayton	OH
135	Y&B Lighting & Electric Supply	Brooklyn	NY
128	YESCO Electrical Supply	Columbiana	OH