

THE TOP 200 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/ Province	2017 Revenue	Number of Employ- ees	Number of Locations	Senior Executive
1	Sonepar North America	Paris	France		NA	800+*	Philippe Delpech
2	WESCO International Inc.	Pittsburgh	PA		11,000*	470*	John Engel
3	Graybar	St. Louis	MO	NA	8,500*	282*	Kathleen Mazzarella
4	Anixter Inc.	Glenview	IL		8,900**	289*	Bob Eck
5	Rexel Holdings USA (Rexel SA)	Dallas	TX		8,451*	574*	Brian McNally
6	Consolidated Electrical Distributors Inc. (CED)	Irving	TX	NA	6,200	600	Kurt Lasher
7	Border States Electric	Fargo	ND		2,504	114	Tammy Miller
8	City Electric Supply Co.	Dallas	TX	NA	3,451*	517*	Thomas Mackie
9	Crescent Electric Supply	East Dubuque	IL	NA	1,900	151	Marty Burbridge
10	Mayer Electric Supply Co.	Birmingham	AL	911,363,100	1,500	79	Nancy Goedecke
11	W.W. Grainger Inc.	Lake Forest	IL	NA	24,733**	375*	Donald Macpherson
12	Elliott Electric Supply Inc.	Nacogdoches	TX	846,000,000	1,750	146	Bill Elliott
13	Motion Industries	Birmingham	AL	781,000,000	NA	39	Larry Griffin
14	McNaughton McKay Electric Co.	Madison Heights	MI	777,000,000	810	40	Donald Slominski Jr.
15	Reynolds Co. #	Fort Worth	TX	NA	NA	18	Walt Reynolds
16	Kendall Electric Inc.	Portage	MI	NA	800	43	Martin Ranly
17	North Coast Electric Co.	Seattle	WA	509,806,000	686	34	Peter Lemman
18	State Electric Supply Co.	Huntington	WV	NA	758	44	Clarence Martin
19	Turtle & Hughes	Linden	NH	484,000,000	640	18	Jayne Millard
20	Summit Electric Supply	Albuquerque	NM	469,920,077	625	24	Victor Jury Jr.
21	Dealers Electrical Supply Co.	Waco	Texas	NA	696	64	Scott Bracey
22	Wholesale Electric Supply Co. of Houston Inc.	Houston	TX	NA	526*	17*	Greg Hall
23	Kirby Risk Electrical Supply	Lafayette	IN	NA	560	41	James Risk III
24	Main Electric Supply Co.	Santa Ana	CA	NA	450	13	Scott Germann
25	Van Meter Inc.	Cedar Rapids	IA	NA	520	15	Lura McBride
26	Franklin Empire Inc.	Montreal	Quebec	NA	525	22	Bernie Backman
27	Kaman Automation & Control	Bloomfield	CT		5,300**	12	Neil Keating
28	Werner Electric Supply Co.	Appleton	WI	NA	435	13	Scott Teerlinck
29	Echo Electric Supply (Echo Group Inc.)	Council Bluffs	IA	NA	444	18	Mitch Lane
30	Winsupply	Dayton	OH	NA	6,300	110	Roland Gordon
31	Wholesale Electric Supply	Texarkana	TX	NA	426	49	Buddy McCulloch
32	Colonial Electric Supply	King of Prussia	PA	NA	511	24	Steven Bellwoar
33	Werner Electric	Cottage Grove	MN	271,000,000	345	7	Ben Granley
34	Gresco Utility Supply Inc.	Forsyth	GA	261,000,000	150	7	Steve Gramling
35	Omni Cable	West Chester	PA	NA	245	12	Greg Lampert
36	Electrical Engineering & Equipment (3E) ##	Windsor Heights	IA	NA	365	17	Steve Van Brocklin
37	Houston Wire & Cable Co.	Houston	TX	NA	249	22	James Pokluda III
38	Dominion Electric Supply	Arlington	VA	228,000,000	290	10	Stephen Krooth
39	Shepherd Electric Supply	Baltimore	MD	224,898,554	264	5	Stuart Vogel
40	Fastenal	Winona	MN	NA	20,565**	2,271*	Daniel Florness
41	Steiner Electric	Elk Grove Village	IL	NA	430	8	Rick Kerman
42	Rumsey Electric Co.	Conshohocken	PA	213,000,000	280	10	Gerald Lihota
43	Edges Electrical Group	San Jose	CA	NA	278	12	Chester Lehmann
44	United Electric Supply	New Castle	DE	202,000,000	350	20	George Vorwick
45	Standard Electric Co.	Saginaw	MI	NA	NA	22	Bill Gray
46	Lamps Plus	Chatsworth	CA	NA	NA	39	Dennis Swanson
47	Villa Lighting Supply Inc.	St. Louis	MO	194,675,000*	110	1	Jack Villa
48	TEC Manufacturing and Distribution Services	Georgetown	TX	192,000,000	88	28	Johnny Andrews
49	Granite City Electric Supply Co. Inc	Quincy	MA	NA	340	26	Steve Helle
50	Springfield Electric Supply	Springfield	IL	175,000,000	300	17	Chris Scarbrough

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51	Kriz-Davis Co. #	Grand Island	NE	NA	NA	19	Timothy Berry
52	Dakota Supply Group	Fargo	ND	170,000,000	250	18	Todd Kumm
53	Schaedler Yesco Distribution Inc.	Harrisburg	PA	169,617,604	300	21	James Schaedler
54	Facility Solutions Group	Austin	TX	NA	227	24	William Graham
55	Electrical Equipment Co.	Raleigh	NC	165,400,000	258	15	Mark Holmes
56	Power Line Supply Co.	Reed City	MI	NA	83	7	Jeffrey Stauffer
57	Rural Electric Supply Cooperative (RESCO)	Middleton	WI	163,000,000	62	6	Matt Brandrup
58	Alameda Electrical Distributors	Hayward	CA	NA	260	12	Craig LaRue
59	Regency Lighting	Chatsworth	CA	157,121,492	339	7	Ron Regenstreif
60	Billows Electric Supply Co.	Delran	NJ	156,400,000	265	19	Jeff Billow
61	Butler Supply Inc.	St. Louis	MO	NA	225	26	Bill Kuempel
62	LoneStar Electric Supply	Houston	TX	147,000,000	141	3	Jeff Metzler
63	Electric Supply Inc. (Tampa)	Tampa	FL	146,400,000	155	3	George Adams Jr.
64	Windy City Wire	Bolingbrook	IL	143,534,459	281	17	Rick Galgano
65	Horizon Solutions LLC	Rochester	NY	NA	221	8	John Kerkhove
66	PEPCO (Professional Electric Products Co.)	Eastlake	OH	140,000,000	140	5	Joseph Borkey
67	Hite Co., The ##	Altoona	PA	NA	NA	22	Scott Lawhead
68	CBT Co.	Cincinnati	OH	NA	210	3	James Stahl, Jr.
69	French Gerleman	St. Louis	MO	133,217,102	217	6	Mike Stanfill
70	Light Bulb Depot (Memphis Lamp)	Memphis	TN	NA	NA	15	David Marrs
71	Cooperative Electric Energy Supply / CEE-US, Inc.	West Columbia	SC	130,000,000	43	1	Donald McCord
72	Electro-Matic Products	Farmington Hills	MI	NA	223	5	Richard Laramée
73	Western United Electric Supply	Brighton	CO	122,080,000	40	3	Mike Prom
74	Stanion Wholesale Electric Co. Inc.	Pratt	KS	NA	205	17	Bill Keller
75	Benfield Electric Supply Co.	White Plains	NY	114,000,000	136	4	Daniel McLaughlin
76	Tri-State Utility Products Inc.	Marietta	GA	112,000,000	33	3	Rusty Batch
77	Revere Electric Supply Co.	Chicago	IL	NA	NA	12	Tom McCool
78	Richards Electric Supply Co. Inc.	Cincinnati	OH	103,000,000	150	5	Michael Misrach
79	NEDCO Supply	Las Vegas	NV	102,500,000	115	1	Marc Winard
80	Broken Arrow Electric Supply	Broken Arrow	OK	100,000,000	165	8	Bruce Garner
81	Loeb Electric Co.	Columbus	OH	NA	NA	5	Charles Loeb
82	American Electric Supply Inc.	Corona	CA	97,391,850	90	1	Mike Pratt
83	Womack Electric Supply #	Danville	VA	NA	NA	18	Burke Herring
84	Inline Electric Supply Co.	Huntsville	AL	NA	185	13	Bruce Summerville
85	Connexion (LAB Development)	Buffalo Grove	IL	NA	103	4	David Rosenstein
86	Sequel Electrical Supply	Meridian	MS	NA	NA	15	Bob Mersen
87	Buckles-Smith	Santa Clara	CA	NA	150	8	Art Cook
88	Standard Electric Supply Co.	Milwaukee	WI	90,500,000	182	15	Larry Stern
89	Brownstown Electric Supply Co. Inc.	Brownstown	IN	NA	110	5	Gregg Deck
90	J.H. Larson Electrical Co.	Plymouth	MN	NA	200	10	Lisa Fox
91	Lowe Electric Supply Co.	Macon	GA	NA	NA	11	Randall Calhoun
92	Rockingham Electrical Supply Co.	Portsmouth	NH	NA	NA	9	Jim Pender
93	Sunrise Electric Supply	Addison	IL	88,560,000	86	1	Donald Chriske
94	Nu-Lite Electrical Wholesalers	Harahan	LA	NA	NA	6	Gary Corales
95	Caniff Electric Supply Co. Inc.	Hamtramck	MI	85,000,000	70	2	Douglas Bemis
96	Mars Electric Co.	Mayfield Village	OH	83,600,000	147	12	Fran Doris
97	Independent Electric Supply	Somerville	MA	NA	89	5	Daniel Gray
98	United Utility Supply Cooperative	Louisville	KY	NA	24	5	Chris Perry
99	City Electric Co. Inc. ##	Syracuse	NY	NA	NA	12	Sandra Rosencrans
100	Leff Electric (AMP Electrical Distribution Services)	Cleveland	OH	NA	120	8	Jim Bracken

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101	IAC Supply Solutions	Memphis	TN	NA	134	7	Darrell Smith
102	Chelsea Lighting	New York	NY	NA	50	2	Thomas Ike
103	City Lighting Products	St. Louis	MO	72,000,000	75	6*	Michael Hohl
104	Voss Lighting	Lincoln	NE	71,402,645	242	15	Michael Voss
105	Paramont EO	Woodridge	IL	NA	116	3	Kenneth Gallagher
106	The F.D. Lawrence Electric Co.	Cincinnati	OH	68,950,000	99	3	Tink O'Leary
107	Electric Supply & Equipment Co.	Greensboro	NC	66,950,000	92	3	Brad McCormick
108	Hunzicker Brothers	Oklahoma City	OK	NA	NA	12	Myers Lockard
109	West-Lite Supply Co.	Cerritos	CA	NA	NA	5	Brenda Puckett
110	Harry Cooper Supply Co.	Springfield	MO	NA	155	3	John Cooper
111	Dulles Electric Supply Corp.	Sterling	VA	NA	102	2	John Hughes III
112	Advance Electrical Supply Co.	Chicago	IL	63,143,000	75	1	Aaron Hughes
113	Mid-Coast Electric Supply	Victoria	TX	NA	NA	6	Tom Barker
114	Wabash Electric	Wabash	IN	NA	170	8	John Forrester
115	B&K Electric Wholesale	City Of Industry	CA	NA	NA	4	Kathleen Ellison
116	General Pacific Inc.	Fairview	OR	59,300,000	42	1	Rick Hall
117	Fromm Electric Supply	Reading	PA	NA	111	9	Michael Fromm
118	Jo-Kell Inc.	Chesapeake	VA	NA	62	5	Suzy Kelly
119	Denney Electric Supply	Ambler	PA	NA	117	8	Stephen Thornton
120	Warshauer Electric Supply Co.	Tinton Falls	NJ	56,104,933	130	5	James Warshauer
121	Baynes Electric Supply	West Bridgewater	MA	56,000,000	71	5	Chris Baynes
122	B&S Electric Supply Co.	Atlanta	GA	NA	32	2	Clarence Robie
123	K/E Electric Supply	Mt. Clemens	MI	NA	68	4	Rock Kuchenmeister
124	Tri State Supply Co. ##	Washington	PA	53,000,000	NA	5	James VanZandt
125	E. Sam Jones Distributor Inc.	Atlanta	GA	52,000,000	105	6	Patrick Jones
126	Raymond de Steiger Inc.	Sterling Heights	MI	NA	81	4	Peter de Steiger
127	Crum Electric Supply Co. Inc.	Casper	WY	51,922,000	86	10	Jeff Hockin
128	Blazer Electric Supply	Colorado Springs	CO	51,000,000	98	2	Steve Blazer
129	Medler Electric	Alma	MI	NA	118	15	Bill Michael
130	Holt Electrical Supplies	St. Louis	MO	NA	NA	7	Sylvan Holtzman
131	Peninsular Electric Distributors Inc.	West Palm Beach	FL	46,500,000	74	2	John Larmoyeux
132	Hunt Electric Supply Co.	Burlington	NC	46,272,334	83	8	Sam Hunt IV
133	Wildcat Electric Supply	Houston	TX	45,786,000	74	2	Keith Hessemer
134	Loyd's Electric Supply	Branson	MO	NA	NA	3	Phil Loyd
135	Electric Supply Center	Burlington	MA	NA	NA	5	Larry LaFreniere
136	St. Louis Metro Electric Supply Inc.	St. Louis	MO	NA	150	14	William Frisella
137	Hein Electric Supply Co.	West Allis	WI	NA	NA	9	Ron Kohlenberg
138	Franklin Electric Co.	Moorestown	NJ	NA	91	6	William Walker III
139	Shingle & Gibb Automation	Moorestown	NJ	NA	55	4	Brian Lepsis
140	G&G Electric Supply	New York	NY	40,300,000	54	3	Larry Heimrath
141	Active Electrical Supply Co.	Chicago	IL	NA	NA	2	Linda Swan
142	Revco Lighting and Electrical Supply	Southampton	NY	NA	NA	5	Michael Velys
143	Swift Electrical Supply	Teterboro	NJ	NA	72	4	August Sodora
144	Central Supply Co.	Indianapolis	IN	NA	195	5	Ted Ashcraft
145	Winkle Electric Co.	Youngstown	OH	NA	NA	3	Rick Teaberry
146	Idlewood Electric Supply Inc.	Highland Park	IL	NA	101	3	Karen Dolins
147	Bell Electrical Supply	Santa Clara	CA	37,000,000	48	1	Burt Schraga
148	Tacoma Electric Supply #	Tacoma	WA	NA	NA	7	Charles Silva
149	Alpha Electric Supply	Kahului	HI	NA	50	5	Hank Pacheco
150	Allied Wholesale Electrical Supply Inc.	Indianapolis	IN	36,411,812	51	3	Rob McCurdy

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151	Amperage Electrical Supply Inc.	Roselle	IL	36,200,000	70	1	Vito Pelagio
152	South Dade Lighting	Miami	FL	NA	NA	1	Donald Elliott
153	Furbay Electric Supply Co.	Canton	OH	NA	NA	2	Tim Furbay
154	Frontier Lighting	Clearwater	FL	NA	NA	3	Gary Bach
155	Hannan Supply Co.	Paducah	KY	NA	NA	4	Bruce Brockenborough
156	International Electrical Sales Corp. (IESCO)	Miami	FL	32,000,000	27	1	Robert Bernstein
157	Maltby Electric Supply Co. Inc.	San Francisco	CA	30,984,257	52	4	John Maltby
158	Advance Electrical & Industrial Supply	Norcross	GA	30,500,000	35	1	Dennis Purvis
159	Stokes Electric Co.	Knoxville	TN	30,000,000	70	4	Donald Stokes
160	Kansas City Electrical Supply Co.	Lenexa	KS	29,430,380	50	2	Kaylin Crain
161	Mid-West Lighting	Los Angeles	CA	NA	30	1	David Frandzel
162	Kovalsky Carr Electric Supply Co.	Rochester	NY	NA	35	1	Arnold Kovalsky
163	Desert Hills Electric Supply Inc.	Artesia	NM	NA	45	3	Bill Mathews
164	Wille Electric Supply Co.	Modesto	CA	NA	NA	3	Larry Robinson
165	Willow Electrical Supply Co.	Schiller Park	IL	NA	NA	2	Wieslaw Wardzala
166	Metro Wire & Cable Corp.	Sterling Heights	MI	NA	38	3	Devin Ezop
167	Hartford Electric Supply Co. (HESCO)	Rocky Hill	CT	26,722,000	54	1	Bill DePasquale
168	Beck Electric Supply	Richmond	CA	NA	NA	4	Bill Beck
169	Midtown Electric Supply Corp.	New York	NY	NA	NA	1	Matthew Gold
170	Upchurch Electrical Supply Co. #	Fayetteville	AR	NA	NA	3	David McConnell
171	Valley Electric Supply Corp.	Vincennes	IN	NA	NA	2	Jarit Meade
172	United Electrical Supply Co.	Omaha	NE	NA	NA	2	Todd Kuwitzky
173	United Lighting And Supply Co.	Fort Walton Beach	FL	NA	NA	4	James MacDonnell
174	C.N. Robinson Lighting Supply Co.	Baltimore	MD	NA	NA	2	Barry Kronsberg
175	Norcross Electric Supply Co.	Suwanee	GA	NA	NA	1	Danny Mathis
176	Weber Electric Supply	Erie	PA	NA	NA	3	Thomas Weber
177	Mathes Of Alabama Electric Supply Co.	Foley	AL	NA	NA	2	Kimberley Cheney
178	West Virginia Electric Supply Co.	Huntington	WV	NA	70	8	Jared Colker
179	Desert Electric Supply	Palm Desert	CA	21,187,178	52	4	Eric Stevens
180	Mission Controls & Automation	San Antonio	TX	20,859,219	47	1	David Gardner
181	Gordon Electric Supply	Kankakee	IL	NA	NA	2	Cara Potter
182	Gross Electric	Toledo	OH	NA	NA	3	Joe Gross
183	Professional Controls Corp.	Germantown	WI	NA	NA	3	Robert Dumke
184	Armstrong's Supply Co.	New Orleans	LA	NA	NA	2	Scott Armstrong
185	Stanford Electric Supply	Corinth	MS	NA	NA	2	Charles Stanford
186	United Lighting Electrical Corp.	Hauppauge	NY	NA	NA	3	Steven Goldman
187	Autonomy Technology Inc.	Las Vegas	NV	NA	29	2	Greg Knowles
188	Michigan Chandelier Co.	Southfield	MI	NA	44	4	Kenneth Sanders
189	Atlantic Electric Supply Corp.	Washington	DC	NA	NA	1	Morton Lessans
190	Lewis Electric Supply Co.	Muscle Shoals	AL	NA	NA	1	Burton Lewis
191	Scurlock Electric	Houma	LA	NA	NA	3	Quentin Walker
192	Lamp Sales Unlimited	Jacksonville	FL	NA	NA	2	Wayne Redding
193	Johnson Electric Supply Co.	Cincinnati	OH	NA	36	2	Douglas Johnson
194	VEC Supply	Charlottesville	VA	14,200,000	33	4	Frank Stalzer
195	Controller Service & Sales Co., Inc.	Avon	MA	13,600,000	40	2	Mark M. O'Day
196	Atlanta Light Bulbs	Tucker	GA	NA	28	1	Doug Root
197	Wholesale Supply Group Inc.	Cleveland	TN	NA	240	33	Lloyd Rogers
198	Coburn Supply Co.	Beaumont	TX	NA	900	54	Don Maloney
199	Beacon Light & Supply Co.	Hartford	CT	NA	NA	3	Wayne Purville
200	Kern Electric Distributors	Bakersfield	CA	NA	NA	2	Bill Wagoner

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