

## THE TOP 150 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/Province	2021 Revenue	Employees	Locations	Senior Executive
1	Wesco International Inc.	Pittsburgh	PA	15,905,053,000*	14,000*	632*	John J. Engel
2	Sonepar North America	Charleston	SC	11,001,900,000	NA	500*	Robert Taylor
3	Graybar Electric Co.	St. Louis	MO	8,800,000,000*	8,800*	300*	Kathleen Mazzarella
4	Consolidated Electrical Distributors (CED)	Irving	TX	NA	NA	700	Kurt Lasher
5	Rexel Holdings (Rexel USA)	Dallas	TX	5,800,013,000*	7,364*	569*	Brad Paulsen
6	Border States	Fargo	ND	2,850,000,000	2,568	101	David White
7	City Electric Supply	Dallas	TX	NA	4,259*	620*	Thomas Hartland Mackie
8	McNaughton McKay Electric Co.	Madison Heights	MI	NA	1,500	53	Donald Slominski Jr.
9	Elliott Electric Supply	Nacogdoches	TX	1,501,000,000	2,400	168	Bill Elliott
10	Crescent Electric Supply Co.	East Dubuque	IL	NA	1,800	140	Scott Teerlinck
11	Mayer Electric Supply Co.##	Birmingham	AL	1,300,000,000	NA	68	Nancy Collat Goedecke
12	U.S. Electrical Services	Middletown	CT	NA	2,000	150	Randy Eddy
13	W.W. Grainger Inc.	Lake Forest	IL	NA	24,200**	348*	Donald Macpherson
14	Kendall Electric Inc.	Portage	MI	NA	1,250	72	John Harman
15	OmniCable (DFH)	West Chester	PA	NA	550	22	Greg Lampert
16	Van Meter Inc.	Cedar Rapids	IA	678,746,000	785	25	Lura McBride
17	Main Electric Supply Co.	Santa Ana	CA	NA	458	14	Scott Germann
18	Turtle & Hughes Inc.	Linden	NJ	572,000,000	600	14	Jayne Millard
19	Dealers Electrical Supply	Waco	TX	NA	632	55	Scott Bracey
20	State Electric Supply Co.	Huntington	WV	NA	650	40	John Spoor
21	Gresco Utility Supply Inc.	Forsyth	GA	490,000,000	230	7	Steve Gramling
22	Scott Electric	Greensburg	PA	NA	610	15	Larry Shirey
23	Wholesale Electric Supply	Texarkana	TX	NA	592	61	Buddy McCulloch
24	Kirby Risk Electrical Supply	Lafayette	IN	NA	535	39	James K. Risk, III
25	Winsupply Inc.	Dayton	OH	NA	NA	75	Richard Schwartz
26	Summit Electric Supply	Albuquerque	NM	NA	559	24	Ed Gerber
27	LoneStar Electric Supply	Houston	TX	405,000,000	309	6	Jeff Metzler
28	Wholesale Electric Supply of Houston	Houston	TX	NA	479	12	Greg Hall
29	Colonial Electrical Supply	King of Prussia	PA	NA	NA	17	Steve Bellwoar
30	Gexpro Services (Lawson Products)	Irving	TX	NA	660	14	Bob Connors
31	Shepherd Electric Supply	Baltimore	MD	349,140,531	311	5	Stuart Vogel
32	Werner Electric Supply Co.	Appleton	WI	NA	455	11	Craig Wiedemeier
33	Echo Group Inc.	Council Bluffs	IA	NA	400	21	Mitch Lane
34	TEC Manufacturing & Distribution Services (Texas Electric Cooperatives)	Georgetown	TX	332,000,000	101	28	Johnny Andrews
35	IEWC	New Berlin	WI	NA	458	8	Mike Veum
36	Gerrie Electric Wholesale Ltd.	Burlington	ON	NA	NA	24	Elaine Gerrie
37	Edges Electrical Group	San Jose	CA	NA	340	12	Chester C. Lehmann III
38	Madison Electric Co.	Warren	MI	NA	NA	7	Brett Schneider

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39	Franklin Empire	Mount-Royal	QU	NA	546	23	B. Backman & C. Backman
40	United Electric Supply	Wilmington	DE	NA	NA	21	George Vorwick
41	Fastenal	Winona	MN	258,468,700*	20,507**	1,649*	Daniel Flomess
42	Agilix Solutions	St. Louis	MO	NA	375	13	Mike Stanfill
43	Schaedler Yesco Distribution Inc.	Harrisburg	PA	255,567,116	360	23	Greg Schaedler
44	Standard Electric Co.	Saginaw	MI	NA	300	30	Bill Gray
45	Loeb Electric	Columbus	OH	NA	300	5	Charles Loeb
46	Granite City Electric	Quincy	MA	NA	NA	29	Steve Helle
47	Rural Electric Supply Cooperative (RESCO)	Middleton	WI	238,000,000	73	7	Matt Brandrup
48	PEPCO	Eastlake	OH	230,000,000	175	10	Joe Borkey
49	Dominion Electric Supply	Arlington	VA	NA	NA	11	Steven Krooth
50	Billows Electric Supply Co.	Delran	NJ	NA	280	19	Jeffrey Billow
51	Dakota Supply Group	Plymouth	MN	215,000,000	850	25	Paul Kennedy
52	Electric Supply Inc. (Supply Chain Equity Partners)	Tampa	FL	NA	170	4	Harry Irwin
53	Steiner Electric	Elk Grove Village	IL	NA	NA	5	Rick Kerman
54	Alameda Electrical Distributors	Hayward	CA	NA	296	15	Craig LaRue
55	Western United Electric Supply	Brighton	CO	186,600,000	48	3	Greg Mordini
56	Horizon Solutions	Rochester	NY	NA	NA	12	John Kerkhove
57	Inline Electric Supply Co.	Huntsville	AL	181,000,000	257	17	Bruce Summerville
58	Facility Solutions Group	Austin	TX	163,968,000	164	30	William Graham
59	Butler Supply	Fenton	MO	NA	NA	26	Deborah Kuempel
60	Brownstown Electric Supply Co.	Brownstown	IN	NA	140	5	Gregg Deck
61	Electrical Equipment Co.	Raleigh	NC	159,459,000	241	12	Mark Holmes
62	Lowe Electric Supply Co.	Macon	GA	NA	170	14	Jim Kinman
63	CBT Co.	Cincinnati	OH	133,000,000	182	3	Jay Stahl
64	Buckles-Smith	Santa Clara	CA	NA	154	6	Art Cook
65	Mars Electric	Mayfield Village	OH	129,347,798	180	11	Michael Doris
66	Regency Lighting/AllSale Electric	Chatsworth	CA	129,000,000	174	5	Evan Regenstreif
67	Standard Electric Supply Co.	Milwaukee	WI	128,000,000	198	16	Larry Stern
68	American Electric Supply	Corona	CA	127,481,811	97	1	Mike Pratt
69	Stanion Wholesale Electric Co.	Pratt	KS	125,200,000	220	17	Bill Keller
70	J.H. Larson Co.	Plymouth	MN	NA	164	8	Lisa Fox
71	NEDCO Supply	Las Vegas	NV	NA	110	1	Marc Winard
72	Benfield Electric Supply Co.	Mount Vernon	NY	117,000,000	119	2	Daniel McLaughlin
73	General Pacific Inc.	Fairview	OR	113,500,000	57	4	Rick Hall
74	Denney Electric Supply	Ambler	PA	NA	136	9	Steve Thornton
75	Tri-State Utility Products Inc.	Marietta	GA	110,998,000	34	3	Rusty Batch
76	Independent Electric Supply	Somerville	MA	NA	110	7	Dan Gray

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77	CX Connexion (LAB Development)	Buffalo Grove	IL	NA	135	2	David Rosenstein
78	Parrish-Hare Electric Supply	Irving	TX	NA	NA	4	Pat Hare
79	Steven Engineering##	South San Francisco	CA	106,290,000	125	3	Paul Burk
80	Electrical Supply Center	Burlington	MA	106,000,000	100	6	Larry LaFreniere
81	Dickman Supply	Sidney	OH	NA	NA	4	Tim Geise
82	Broken Arrow Electric Supply Inc.	Broken Arrow	OK	104,674,967	135	10	Bruce Garner
83	Dulles Electric Supply Corp.	Sterling	VA	NA	107	2	John Hughes, III
84	F.D. Lawrence Electric Co., The	Cincinnati	OH	97,025,000	101	3	Tink O'Leary
85	Jo-Kell Inc.	Chesapeake	VA	96,495,000	97	5	Suzy Kelly
86	Amperage Electrical Supply Inc.	Roselle	IL	96,135,000	115	1	Vito Pelagio
87	Warshauer Electric Supply Co. Inc.	Tinton Falls	NJ	96,000,000	156	4	James Warshauer
88	Advance Electrical Supply Co.#	Chicago	IL	94,136,000	96	1	Aaron Hughes
89	Rockingham Electric Co.	Newington	NH	NA	110	10	Jim Pender
90	Chelsea Lighting	New York	NY	NA	62	2	Robert Bazan
91	Caniff Electric Supply Co.##	Hamtramck	MI	NA	85	2	Doug Bemis Sr.
92	Hunzicker Brothers	Oklahoma City	OK	NA	100	11	Mike Lockard
93	Blazer Electric Supply	Colorado Springs	CO	76,000,000	112	2	Steve Blazer
94	ParamontEO	Woodridge	IL	NA	110	3	Ken Gallagher
95	Green Mountain Electric Supply	Colchester	VT	NA	NA	20	Nate Laber
96	Raymond de Steiger Inc.	Sterling Heights	MI	NA	80	4	Peter de Steiger
97	K/E Electric Supply Corp.	Mount Clemens	MI	NA	69	4	Rock Kuchenmeister
98	First SOURCE Electrical	Houston	TX	70,116,589	53	1	Phil deLoache
99	Electric Supply & Equipment Co.	Greensboro	NC	NA	101	3	Brad McCormick
100	Central Supply Co.	Indianapolis	IN	NA	200	6	Ted Ashcraft
101	Fromm Electric Supply Co.	Reading	PA	NA	102	9	Michael Fromm
102	Hein Electric Supply Co.	West Allis	WI	NA	75	9	Chris Stoming
103	Peninsular Electric Distributors	West Palm Beach	FL	NA	72	2	John Larmoyeux
104	Gordon Electric Supply	Kankakee	IL	NA	68	3	Cara Gordon Potter
105	Medler Electric Co.	Alma	MI	NA	117	13	Bill Michael
106	Metro Electric Supply##	St. Louis	MO	NA	165	14	William Frisella
107	Bell Electrical Supply	Santa Clara	CA	56,500,000	51	1	David Wallen
108	Service Electric Supply	Romulus	MI	NA	49	1	Eric Braidwood
109	Advance Electrical & Industrial Supply	Norcross	GA	54,000,000	48	2	Dennis Purvis
110	Jackson Electric Supply	Jacksonville	FL	54,000,000	30	1	Lary Swink
111	Gross Electric Co.	Toledo	OH	NA	NA	3	Laurie Gross
112	Atlantic Coast Electric Supply Inc.	Summerville	SC	NA	55	5	John Marshall
113	Metro Wire & Cable Corp.	Sterling Heights	MI	NA	38	3	Devin Ezop

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114	Voss Lighting	Lincoln	NE	NA	168	14	Michael Voss
115	Hunt Electric Supply	Burlington	NC	NA	8		Sam Hunt IV
116	Crum Electric Supply Co.	Casper	WY	50,010,540	82	10	David Crum
117	Allied Wholesale Electrical Supply	Indianapolis	IN	49,853,276	55	4	Rob McCurdy
118	Stokes Electric Co.	Knoxville	TN	NA	75	3	Don Stokes
119	Swift Electrical Supply	Teterboro	NJ	NA	78	4	August Sodora
120	Gallant & Wein Corp.	Long Island City	NY	NA	55	3	Stuart Gruman
121	Yale Electrical Supply Co.	Canton	MA	NA	NA	2	Warren Sheinkopf
122	Cayce Mill Supply	Hopkinsville	KY	NA	106	6	Bart Cayce
123	G&G Electric Supply	New York	NY	43,388,848	55	3	Laurence Heimrath
124	Midtown Electric Supply Corp.	Long Island City	NY	NA	NA	1	Timothy Gold
125	E. Sam Jones Distributor Inc.	Atlanta	GA	NA	104	6	Griffin L Jones
126	International Electrical Sales Corp. (IESCO)	Miami	FL	41,000,000	25	1	Michael Bernstein
127	Maltby Electric Supply##	San Francisco	CA	NA	49	3	Rodney Jackson
128	Idlewood Electric	Highland Park	IL	NA	105	3	Barbara Lansing
129	YESCO Electrical Supply	Columbiana	OH	NA	75	5	James DeRosa
130	Coburn Supply Co.	Beaumont	TX	NA	30	58	Patrick Maloney
131	WECS Renewables (WECS Electric Supply)	North Palm Springs	CA	NA	31	1	Theresa Eaton
132	Teche Electric Supply	Lafayette	LA	NA	64	4	David Frazer
133	Wolberg Lighting Design & Electrical Supply	Albany	NY	NA	NA	4	Jay Bindell
134	B&K - Power to Solve	City of Industry	CA	NA	40	5	Todd Brown
135	Desert Hills Electric Supply	Artesia	NM	NA	NA	4	Jason Bolin
136	Desert Electric Supply	Palm Desert	CA	NA	51	4	Eric Stevens
137	Y&B Lighting & Electric Supply	Brooklyn	NY	NA	NA	1	Yoel Braver
138	Hartford Electric Supply Co. (HESCO)	Rocky Hill	CT	NA	NA	1	Todd DePasquale
139	United Utility Supply Cooperative	Louisville	KY	NA	29	5	Chris Perry
140	West Virginia Electric Supply	Huntington	WV	NA	65	8	Jared Colker
141	Holder Electric Supply	Greenville	SC	NA	NA	1	Jeff Rogers
142	Villa Lighting Supply	St. Louis	MO	22,500,000	115	2	Jack Villa
143	Cardello Lighting & Electric Supply	Pittsburgh	PA	NA	NA	8	Matthew Cardello
144	Dial Electric Supply Co.	Honolulu	HI	NA	NA	1	Kenneth Kamakura
145	D&S Electrical Supply Co.	Pocatello	ID	NA	25	2	Andrew Akers
146	Johnson Electric Supply Co., The	Cincinnati	OH	19,600,000	39	2	Douglas Johnson
147	Candela Corp.	Huntington Beach	CA	18,250,000	46	2	James Baas
148	Toole & Rose Supply Inc.	Carrollton	KY	NA	19	1	Bryan Rose
149	Wholesale Supply Group Inc.	Cleveland	TN	14,942,492	205	32	Jeff Rogers
150	VEC Supply	Charlottesville	VA	14,000,000	20	4	Frank Stalzer

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## ALPHABETICAL GUIDE TO THE TOP 150 ELECTRICAL DISTRIBUTORS

Rank	Company Name	Town/City	State/Prov
109	Advance Electrical & Industrial Supply	Norcross	GA
88	Advance Electrical Supply Co.	Chicago	IL
42	Agilix Solutions	St. Louis	MO
54	Alameda Electrical Distributors	Hayward	CA
117	Allied Wholesale Electrical Supply Inc.	Indianapolis	IN
68	American Electric Supply	Corona	CA
86	Amperage Electrical Supply Inc.	Roselle	IL
112	Atlantic Coast Electric Supply Inc.	Summerville	SC
134	B&K - Power to Solve	City of Industry	CA
107	Bell Electrical Supply	Santa Clara	CA
72	Benfield Electric Supply Co.	Mount Vernon	NY
50	Billows Electric Supply Co.	Delran	NJ
93	Blazer Electric Supply	Colorado Springs	CO
6	Border States	Fargo	ND
82	Broken Arrow Electric Supply Inc.	Broken Arrow	OK
60	Brownstown Electric Supply Co. Inc.	Brownstown	IN
64	Buckles-Smith	Santa Clara	CA
59	Butler Supply	Fenton	MO
147	Candela Corp.	Huntington Beach	CA
91	Caniff Electric Supply Co.	Hamtramck	MI
143	Cardello Lighting & Electric Supply	Pittsburgh	PA
122	Cayce Mill Supply	Hopkinsville	KY
63	CBT Co.	Cincinnati	OH
100	Central Supply Co.	Indianapolis	IN
90	Chelsea Lighting	New York	NY
7	City Electric Supply	Dallas	TX
130	Coburn Supply Co.	Beaumont	TX
29	Colonial Electrical Supply	King of Prussia	PA
4	Consolidated Electrical Distributors (CED)	Irving	TX
10	Crescent Electric Supply Co.	East Dubuque	IL
116	Crum Electric Supply Co.	Casper	WY
77	CX Connexion (LAB Development)	Buffalo Grove	IL
145	D&S Electrical Supply Co.	Pocatello	ID
51	Dakota Supply Group	Plymouth	MN
19	Dealers Electrical Supply	Waco	TX
74	Denney Electric Supply	Ambler	PA
136	Desert Electric Supply	Palm Desert	CA
135	Desert Hills Electric Supply	Artesia	NM

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144	Dial Electric Supply Co.	Honolulu	HI
81	Dickman Supply	Sidney	OH
49	Dominion Electric Supply	Arlington	VA
83	Dulles Electric Supply Corp.	Sterling	VA
125	E. Sam Jones Distributor Inc.	Atlanta	GA
33	Echo Group Inc.	Council Bluffs	IA
37	Edges Electrical Group	San Jose	CA
99	Electric Supply & Equipment Co.	Greensboro	NC
52	Electric Supply Inc. (Supply Chain Equity Partners)	Tampa	FL
61	Electrical Equipment Co.	Raleigh	NC
80	Electrical Supply Center	Burlington	MA
9	Elliott Electric Supply	Nacogdoches	TX
84	F.D. Lawrence Electric Co., The	Cincinnati	OH
58	Facility Solutions Group	Austin	TX
41	Fastenal	Winona	MN
98	First SOURCE Electrical	Houston	TX
39	Franklin Empire	Mount-Royal	QU
101	Fromm Electric Supply Co.	Reading	PA
123	G&G Electric Supply	New York	NY
120	Gallant & Wein Corp.	Long Island City	NY
73	General Pacific Inc.	Fairview	OR
36	Gerrie Electric Wholesale Ltd.	Burlington	ON
30	Gexpro Services (Lawson Products)	Irving	TX
104	Gordon Electric Supply	Kankakee	IL
46	Granite City Electric	Quincy	MA
3	Graybar Electric Co.	St. Louis	MO
95	Green Mountain Electric Supply	Colchester	VT
21	Gresco Utility Supply Inc.	Forsyth	GA
111	Gross Electric Co.	Toledo	OH
138	Hartford Electric Supply Co. (HESCO)	Rocky Hill	CT
102	Hein Electric Supply Co.	West Allis	WI
141	Holder Electric Supply	Greenville	SC
56	Horizon Solutions	Rochester	NY
115	Hunt Electric Supply	Burlington	NC
92	Hunzicker Brothers	Oklahoma City	OK
128	Idlewood Electric	Highland Park	IL
35	IEWC	New Berlin	WI
76	Independent Electric Supply	Somerville	MA

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Rank	Company Name	Town/City	State/Prov
57	Inline Electric Supply Co.	Huntsville	AL
126	International Electrical Sales Corp. (IESCO)	Miami	FL
70	J.H. Larson Co.	Plymouth	MN
110	Jackson Electric Supply	Jacksonville	FL
146	Johnson Electric Supply Co., The	Cincinnati	OH
85	Jo-Kell Inc.	Chesapeake	VA
97	K/E Electric Supply Corp.	Mount Clemens	MI
14	Kendall Electric Inc.	Portage	MI
24	Kirby Risk Electrical Supply	Lafayette	IN
45	Loeb Electric	Columbus	OH
27	LoneStar Electric Supply	Houston	TX
62	Lowe Electric Supply Co.	Macon	GA
38	Madison Electric Co.	Warren	MI
17	Main Electric Supply Co.	Santa Ana	CA
127	Maltby Electric Supply	San Francisco	CA
65	Mars Electric	Mayfield Village	OH
11	Mayer Electric Supply Co.	Birmingham	AL
8	McNaughton McKay Electric Co.	Madison Heights	MI
105	Medler Electric Co.	Alma	MI
106	Metro Electric Supply	St. Louis	MO
113	Metro Wire & Cable Corp.	Sterling Heights	MI
124	Midtown Electric Supply Corp.	Long Island City	NY
71	NEDCO Supply	Las Vegas	NV
15	OmniCable (DFH)	West Chester	PA
94	ParamontEO	Woodridge	IL
78	Parrish-Hare Electric Supply	Irving	TX
103	Peninsular Electric Distributors	West Palm Beach	FL
48	PEPCO	Eastlake	OH
96	Raymond de Steiger Inc.	Sterling Heights	MI
66	Regency Lighting/AllSale Electric	Chatsworth	CA
5	Rexel Holdings (Rexel USA)	Dallas	TX
89	Rockingham Electric Co.	Newington	NH
47	Rural Electric Supply Cooperative (RESCO)	Middleton	WI
43	Schaedler Yesco Distribution Inc.	Harrisburg	PA
22	Scott Electric	Greensburg	PA
108	Service Electric Supply	Romulus	MI
31	Shepherd Electric Supply	Baltimore	MD

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44	Standard Electric Co.	Saginaw	MI
67	Standard Electric Supply Co.	Milwaukee	WI
69	Stanion Wholesale Electric Co. Inc.	Pratt	KS
20	State Electric Supply Co.	Huntington	WV
53	Steiner Electric	Elk Grove Village	IL
79	Steven Engineering	South San Francisco	CA
118	Stokes Electric Co.	Knoxville	TN
26	Summit Electric Supply	Albuquerque	NM
119	Swift Electrical Supply	Teterboro	NJ
34	TEC Mfg. & Dist. Svcs. (Texas Electric Cooperatives)	Georgetown	TX
132	Teche Electric Supply	Lafayette	LA
148	Toole & Rose Supply Inc.	Carrollton	KY
75	Tri-State Utility Products Inc.	Marietta	GA
18	Turtle & Hughes Inc.	Linden	NJ
12	U.S. Electrical Services	Middletown	CT
40	United Electric Supply	Wilmington	DE
139	United Utility Supply Cooperative Inc.	Louisville	KY
16	Van Meter Inc.	Cedar Rapids	IA
150	VEC Supply	Charlottesville	VA
142	Villa Lighting Supply Inc.	St. Louis	MO
114	Voss Lighting	Lincoln	NE
13	W.W. Grainger Inc.	Lake Forest	IL
87	Warshauer Electric Supply Co. Inc.	Tinton Falls	NJ
131	WECS Renewables (WECS Electric Supply)	North Palm Springs	CA
32	Werner Electric Supply Co.	Appleton	WI
1	Wesco International Inc.	Pittsburgh	PA
140	West Virginia Electric Supply	Huntington	WV
55	Western United Electric Supply	Brighton	CO
23	Wholesale Electric Supply	Texarkana	TX
28	Wholesale Electric Supply of Houston	Houston	TX
149	Wholesale Supply Group Inc.	Cleveland	TN
25	Winsupply Inc.	Dayton	OH
133	Wolberg Lighting Design & Electrical Supply	Albany	NY
137	Y&B Lighting & Electric Supply	Brooklyn	NY
121	Yale Electrical Supply Co.	Canton	MA
129	YESCO Electrical Supply Inc.	Columbiana	OH