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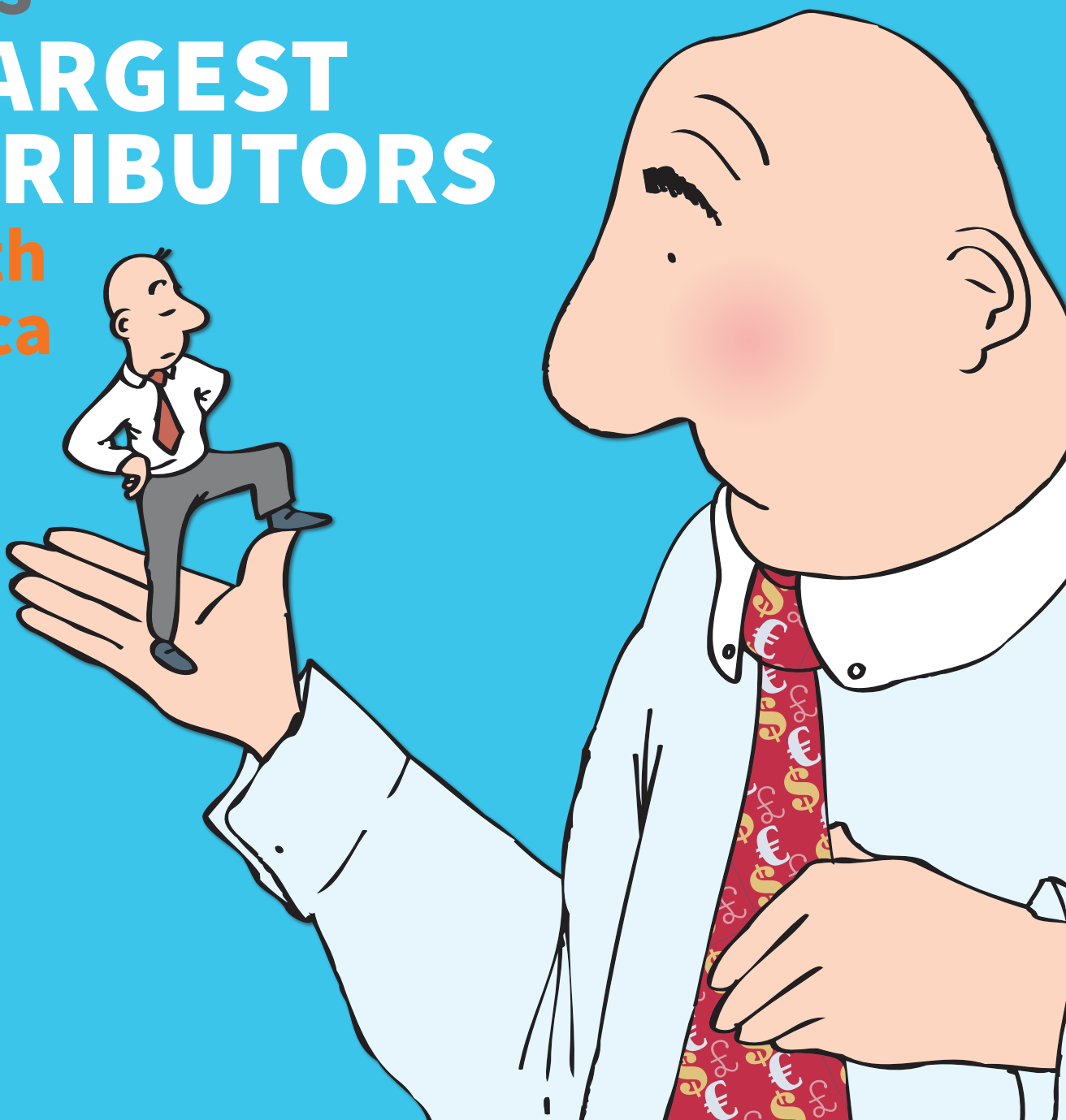
Electrical Wholesaling®

THE INDEPENDENT VOICE OF ELECTRICAL DISTRIBUTION

2021's 10 LARGEST DISTRIBUTORS *in* North America



Welcome

A Look at the Largest

JIM LUCY
Editor-in-Chief
Electrical Wholesaling

Electrical Wholesaling's editors have been ranking the electrical market's largest distributors since the late 1970s, but we cannot remember a year with more change. During the past 12 months, the COVID-19 pandemic challenged distributors, manufacturers and independent reps to develop new ways to serve electrical contractors and other end users. Prices for copper, steel, plastic resins and other raw materials saw their biggest spikes in years. And while mergers and acquisitions reshape our listing of the largest distributors every year, we don't normally see a deal the size of WESCO's purchase of Anixter, which almost doubled the size of the company, with 2020 proforma revenues topping $16 billion.

This e-book provides some additional insight into the 10 largest electrical distributors in our 2021 ranking of the 150 largest wholesalers in North America. These companies have enormous clout in the business, and by our estimates had combined 2020 revenues of more than $48 billion. That's approximately 44% of the $110 million in estimated 2020 sales through electrical distributors in the United States and Canada.

As a point of reference, the 150 largest distributors had total estimated sales revenues last year of $74 billion. To check out the data on these companies, click here. *Electrical Wholesaling's* 2021 Top 150 listing is sponsored by Epicor.

While providing capsule summaries of what's been happening with all of the companies in our Top 150 ranking is a bit beyond our bandwidth, *Electrical Wholesaling's* editors believe this e-book provides solid insight into the market challenges and sales opportunities for not only the electrical market's 10 largest distributors but for the entire electrical wholesaling industry.

#1. WESCO DISTRIBUTION INC.

2020 Revenue:
$11 Billion (North America)
$12.3 Billion (Global)
($16 billion 2020 pro forma sales with the Amazon acquisition, which was finalized in June 2020).
Headquarters: Pittsburgh, PA
Number of Employees:
14,535 in North America / 18,000 in total
Number of Branches:
660 (North America) / Approximately 800 (Global)
Senior Executive: John Engel, Chairman, President & CEO

Duke Energy

WESCO has long been a big player in the electric utility and high-speed broad band markets. Its acquisition of Anixter bolsters its service offering in this niche even more.

Along with nearly doubling its size with the Anixter acquisition, WESCO bulked up its business in some key market segments positioned for growth over the next few years – high-speed broadband expansion, the renovation and hardening of the U.S. electrical grid, and expansion of 5G networks. WESCO had always been a big player in the voice-data-video (VDV), broadband and utility markets, but the addition of Anixter and its expertise in these areas are a powerful combination indeed. According to a transcription posted by the *Motley Fool* a WESCO earnings call with investment analysts earlier this year, John Engel, chairman, president and CEO, said the company's broadband business was up double digits over the previous year, and was "driven by strong demand for data and high-speed connectivity that has never been greater due to the step change expansion in remote connectivity for work-from-home and school-from-home applications." "Additionally, we are seeing early benefits from our participation in the federal government's Rural Digital Opportunity Fund Project, a $20 billion investment to bring high-speed broadband service to rural homes and businesses. Phase one of that project began at the end of last year," he added.

As part of the integration of the Anixter business, Engel said in that call that WESCO expects to reduce roughly 1/3 of its U.S. locations through consolidation of overlapping Anixter and WESCO facilities and is "repositioning a mix of our national, regional and local distribution centers to enhance service capabilities and capture the benefits of a centralized network with much greater scale."

In other news at WESCO, in 2020 the company sold its Canada datacom business unit to Guillevin International, Montreal, Que. The sale of the business, which had approximately $150 million in 2019 revenues, was part of WESCO's Consent Agreement with the Canadian Competition Bureau, following the acquisition of Anixter International. The company also sold its legacy Canadian utility business to Rexel Canada as part of a related Consent Agreement with the Canadian Competition Bureau related to the acquisition.

Sonepar USA

Codale Electric is one of Sonepar's 13 locally managed distributors in the United States. The company recently worked with Sonnen, a manufacturer of smart energy storage systems, to help deliver the world's first master-planned apartment community, Soleil Lofts in Herriman, UT, powered completely by on-site solar energy.

#2. SONEPAR NORTH AMERICA

2020 Revenue:
$7,199,687,600 (North America)
$27 Billion (Global)
Headquarters: Charleston, SC
Number of Employees:
NA (North America)
48,000 (Global)
Number of Branches:
980 (North America)
3,000 (Global)
Senior Executive: Rob Taylor, President

Quite often one of the most active players in the M&A game, the past 18 months had been fairly quiet for Sonepar on the acquisition front. That all changed in July 2021 with the announcement that they company had acquired Springfield Electric Supply Co. Inc., Springfield, IL, #43 on *EW's* 2021 Top 150 listing. Sonepar made the acquisition to bolster its position in the Midwestern United States. The company has also made several key executive appointments over the past year. Tammy Livers was promoted to president of Sonepar's World Electric Supply from her post as senior VP.

At Crawford Electric Supply Co., Tim Horny moved from president to vice president of sales for the company's Central and Southern regions, and Mike Dumas, president of Capital Electric, was named Horny's successor. In a related move, Drew Esce was named president of Capital Electric. Jon Mitchell, president - West Region, retired in June after 50 years in the electrical market, and Scott Schuenke was promoted from vice president of strategic marketing to vice president of strategic development.

At the company's Irby business, Mike Leech, company president, retired in June 2020. During his 38-plus year career at Irby, Leech held a wide range of positions including warehouse, branch operations, VP of sales and, for the past four years, president. With Leech's retirement, Joe LeNoir, president of Irby Utility; Tyler Mitchell, president of Irby C&I; and Brad Slocum, senior VP of shared services, were appointed to run the day-to-day Irby business.

#3. GRAYBAR ELECTRIC CO.

2020 Revenue:
$7,199,687,600 (North America)
$7,265,700,000 (Global)
Headquarters: St. Louis, MO
Number of Employees: 8,233
Number of Branches: 292
Senior Executive: Kathy M. Mazzarella, Chairman, President & CEO

Graybar Electric acquired two independent distributors over the past year – automation specialist Shingle & Gibb, Moorestown, NJ, and Richmond Electrical Supply, Richmond, KY, through its Cape Electrical Supply business unit. Like many electrical distributors, Graybar saw a rebound in revenues for early 2021 after a tough 2020. According to a company press release, in 1Q 2021, Graybar's net sales totaled $1.9 billion, +7.2% more than in 1Q 2020. Its net income for 1Q 2021 was $47.2 million, a +120.6% increase from the first quarter of 2020. Graybar's 2020 net sales decreased -3.4% compared to 2019. The company's income from operations was $224.8 million in 2020, an increase of +0.5%. 2020 net income attributable to Graybar was $121.8 million, a -15.7% decrease 2019.

Graybar acquired Shingle & Gibb, Moorestown, NJ, in early 2021 to build out its industrial automation business in the eastern United States.

#4. CONSOLIDATED ELECTRICAL DISTRIBUTORS (CED)

2020 Revenue: NA
Headquarters: Irving, TX
Number of Employees: NA
Number of Branches: 700
Senior Executive: Kurt Lasher, Chairman, President & CEO

CED likes to keep a low profile, but you get a pretty good sense of the company's focus on empowering local managers at its 700-plus profit centers from information at its *www.cedcareers.com* website and its YouTube recruitment videos. The company provides local managers with the backing on a national distributor but encourages them to run the profit center like their own business. The company provides more details about its Greentech business, a full-service distributor of solar, electrical and renewable energy products, that it says is the largest solar equipment distributor in the nation. Greentech lists 64 locations across the United States at *www.cedgreentech.com*.

Consolidated Electrical Distributors says its CED Greentech business unit is the nation's largest solar equipment distributor.

Freshmile Services

As part of its global focus on green energy markets. Rexel SA, parent company of Rexel Holdings USA, recently purchased Freshmile Services, a French provider of electric-vehicle charging services in Europe.

#5. REXEL HOLDINGS USA

2020 Revenue:
$5,304,187,200 (North America)
$15,400,000,000 (Global)
Headquarters: Dallas, TX
Number of Employees:
7,257 (North America) / 24,396 (Global)
Number of Branches:
573 (North America) / 1,906 (Global)
Senior Executive: Jeff Baker,
CEO & Senior Vice President

Green business has always been big business for Rexel, both at its U.S. business unit and throughout its 1,906 branches in 25 countries. Rexel SA, the parent company of the Dallas-based Rexel Holdings company continues to build its position in energy-efficient products and service offerings and announced in March that it had acquired 100% of Freshmile Services, Entzheim, France, a five-year-old electric vehicle charging station operator in Europe. Founded in 2016, Freshmile manages more than 8,000 charging points and provides services to more than 50,000 EV drivers. It operates in France with 25 employees and generates revenues through a supervision software package.

In other news at Rexel, in March the company acquired a minority stake in Trace Software International, Saint Romain de Colbosc, France, a software company specializing in electrical design and calculation for nonresidential building activity. Trace offers two software suites for the design and calculation of electrical and photovoltaic installations. The software is designed to interface seamlessly with BIM projects.

Border States Electric runs more than 100 branch locations in several regions across the United States. It built out this branch network from its base in the Dakotas through acquisitions of well-known electrical distributors including Electric Wholesale Supply of Utah, Harris Electric Supply, Kriz-Davis Co., Minnesota Electric Supply, Nunn Electric Supply Corp., Shealy Electrical Wholesalers and Western Extralite.

#6. BORDER STATES ELECTRIC

2020 Revenue: NA
Headquarters: Fargo, ND
Number of Employees: NA
Number of Branches: 100+
Senior Executive: David White, CEO

Border States Electric was among the "2021 U.S. Best Managed Companies," sponsored by Deloitte Private and *The Wall Street Journal,* a program recognizes outstanding U.S. private companies and their achievements. In January, the company moved to a new regional structure with two large regions supported by 10 service areas to better serve customers and support manufacturers. Each region will consist of five service areas. "By moving to two large regions, we lean on the 10 service areas, led by outstanding individuals and teams, to further enable agility and responsiveness," said David White, CEO, in the company release. "Area leadership was an investment made as we expanded our footprint the last several years and has us well–positioned for growth. Our objective is to make decisions closer to our customers, vendors and our teams and ensure a unified experience for the customer."

The regions are led by two industry veterans. Don Masters is executive VP - East Region, and Matt Eddleman is now executive VP - West Region. Both leaders are now also on BSE's executive committee. In other news at Border States, the company launched a new website and e-commerce experience last fall for customers.

#7. CITY ELECTRIC SUPPLY

2020 Revenue: NA
Headquarters: Dallas, TX
Number of Employees: NA
Number of Branches: 664
Senior Executive: Thomas Hartland Mackie, President & CEO

City Electric Supply continues to launch new locations faster than any other distributor in North America. The company opened at least 19 locations over the past 12 months and 188 over the past five years.

The company provides plenty of insight into these start-ups. The rollouts include a media blitz with press releases and blog posts that offer Q&As with the local branch managers. It's all part of the personal-touch culture that Thomas Hartland Mackie has built at CES in the United States, and apparently goes all the way back to his grandfather and company founder, Thomas Louis Mackie, who founded City Electrical Factor in 1951, several years after serving as a Royal Air Force (RAF) navigator during World War II. According to the company's website, CES' parent company now has nearly 900 branches throughout England, Ireland, Scotland, Canada, Western Europe and the United States.

City Electric Supply

City Electric Supply's Charleston Cross County location joined the company's 25 other existing locations in South Carolina when it opened last year. CES opened approximately 19 new branches in 2020.

#8. MCNAUGHTON-MCKAY ELECTRIC CO.

2020 Revenue: NA
Headquarters: Madison Heights, MI
Number of Employees: NA
Number of Branches: 46
Senior Executive: Donald Slominski, Jr., Chairman & CEO

McNaughton-McKay made two interesting acquisitions over the past year through its Fort Worth, TX-based subsidiary, The Reynolds Co. Most recently, Reynolds bought Mid-Coast Electric Supply Co. Inc., San Antonio, TX, a full-line distributor that focuses on the industrial and automation markets in south Texas. The company has 106 employees and six locations.

THE REYNOLDS COMPANY
ELECTRICAL SUPPLY

MID-COAST ELECTRIC SUPPLY, INC.

After acquiring Flow-Zone, a Houston-based PVF distributor last year, Reynolds Co. recently bought Mid-Coast Electric Supply Co. Inc., San Antonio, TX, a six-location, 106-employee distributor that focuses on the industrial and automation markets in south Texas.

In other news at McNaughton-McKay, in May 2020 the company created a new organizational structure with president roles to drive the business units for McNaughton-McKay Electric Co. and The Reynolds Co. Mark Borin was hired to be president of McNaughton-McKay and David Dozier was promoted to president of The Reynolds Co. Borin is the former executive VP and CFO of Pentair. Before his time at Pentair, he was a member of the KPMG firm for 19 years, where he served as an audit partner prior to his time at Pentair. Dozier has been with The Reynolds Co. for 24 years.

#9. ELLIOTT ELECTRIC SUPPLY CO.

2020 Revenue: $1,146,300,000
Headquarters: Nacogdoches, TX
Number of Employees: 2,150
Number of Branches: 160
Senior Executive: Bill Elliott, Founder & Chairman

Elliott Electric Supply

Elliott Electric Supply's total annual revenues increased more than 54.5% over the past five years. Since 2015 the company has opened up 18 new locations.

Few large distributors can match the steady sales growth and annual new branch openings of Elliott Electric Supply. The company typically grows at a 15% to 20% compounded annual rate and opens up more branches each year than any distributor except for CES. In recent years, the company has expanded from its base in East Texas and along the Gulf Coast to some of the Sunbelt's fastest-growing metropolitan areas, including Atlanta, Nashville and Phoenix. Over the past 12 months, the company opened new locations in Gilbert, AZ; Nashville, TN; Pryor, OK; Prosper, TX; Marietta, GA; and Dodge City, OK.

#10. CRESCENT ELECTRIC SUPPLY

2020 Revenue: NA
Headquarters: East Dubuque, IL
Number of Employees: 1,800
Number of Branches: 136
Senior Executive: Scott Teerlinck, President & CEO

The big news over the past year at Crescent Electric Supply was the retirement of CEO Marty Burbridge in June and the appointment of industry veteran Scott Teerlinck as president and CEO. According to the press release, before joining Crescent Teerlinck was president of Werner Electric Supply for more than seven years. Prior to that, he spent nearly 19 years at Rockwell Automation in several executive posts.

In other 2020 news at Crescent, Jeff Lampe joined the company as VP of marketing; Kristi Dahlke was appointed CFO; and Seth Erickson took on a leadership roles as chief transformation office. Before coming to Crescent, Lampe was senior director for America's Marketing. He also spent 20 years with Arrow Electronics. Erickson has executive experience with McMaster-Carr, MSC Industrial and Zoro, W.W. Grainger's MRO e-commerce marketplace. At Crescent, he will manage e-commerce, IT, marketing, business process improvement, system integration and project management. Dahlke is also a Grainger veteran and also has almost 30 years of financial and management experience at several large and family-owned businesses.

Crescent Electric Supply

Before joining Crescent in April 2020, Scott Teerlinck was president of Werner Electric Supply and served in several executive posts for Rockwell Automation.

The World's Two Largest Electrical Distributors

Company Name	City	2020 Revenues	Employees	Branches	Countries
Sonepar SA	Paris	27,000,000,000	48,000	3,000	13
Rexel SA	Paris	15,400,000,000	24,396	1906	25
TOTAL		**42,400,000,000**	**72,396**	**4,906**	

In 2020, the two largest distributors in the world had an estimated 72,396 employees working in 4,906 branches. In total, Sonepar and Rexel had combined sales of $42.4 billion. (Sales converted to Euros using the 12/31/20 exchange rate.)

The Five Largest Full-Line Electrical Distributors in North America

Company Name:	Town/City	State/Province	2020 Revenue	Employees	Locations
WESCO Distribution Inc. (WESCO International)	Pittsburgh	PA	11,000,000,000	14,535	660
Sonepar North America	Charleston	SC	10,787,000,000	NA	980
Graybar Electric Co.	St. Louis	MO	7,199,687,600	8,233	292
Consolidated Electrical Distributors (CED)	Irving	TX	NA	NA	700
Rexel Holdings USA (Rexel SA)	Dallas	TX	5,304,187,200	7,257	573

In 2020, the five largest full-line distributors in North America had an estimated $40.3 billion in combined revenue and operated an estimated 3,205 branches in North America. According to *Electrical Wholesaling's* sales data, these five companies accounted for no less than 36% of an estimated $113 billion in combined U.S. and Canadian sales.

2021 Electrical Distributor Acquisitions

Company	Location	Acquirer	Location	Year
Shingle and Gibb Automation	Moorestown, NJ	Graybar Electric Co.	St. Louis, MO	2021
Richmond Electrical Supply	Richmond, KY	Graybar Electric Co./ Cape Electrical Supply	St. Louis, MO	2021
WESCO's Canadian datacom business	Pittsburgh, PA	Guillevin International	Montreal, Quebec	2021
Pacific Parts & Controls	Chino, CA	Jo-Kell	Chesapeake, VA	2021
Rumsey Electric Co. #	Conshohocken, PA	Kendall Electric Inc.	Portage, MI	2021
Houston Wire & Cable #	Houston, TX	OmniCable (Dot Family Holdings)	West Chester, PA	2021
Springfield Electric Supply Co.#	Springfield, IL	Sonepar USA	Charleston, SC	2021
Electric Supply of Tampa #	Tampa, FL	Supply Chain Equity Partners	Tampa, FL	2021
Remaining share of Werner Electric of Minnesota #	Cottage Grove, MN	Van Meter Inc.	Cedar Rapids, IA	2021
Midwest Electrical Supply	Wichita, KS	Van Meter Inc.	Cedar Rapids, IA	2021
Baynes Electric Supply #	West Bridgewater, MA	Granite City Electric	Quincy, MA	2020
HD Supply	Atlanta	Home Depot	Atlanta	2020
Chelsea Lighting #	New York	Kinzie Capital Partners	Chicago	2020
Gexpro Services (Rexel)	Irving, TX	LKCM Headwater Investments	Ft. Worth, TX	2020
Certain assets of two Leff Electric/ AMP branches	Brooklyn Heights, OH	PEPCO	Eastlake Village, OH	2020
Anixter International Inc. #	Glenview, IL	WESCO International Inc.	Pittsburgh	2020
# - Top 150 Distributor				

The Top 50 Electrical Distributors

Rank	Company Name	Town/City	State/ Province	2020 Revenue	Number of Employees	Number of Locations	Senior Executive
1	WESCO Distribution Inc. (WESCO International)	Pittsburgh	PA	11,000,000,000*	14,535*	660*	John Engel
2	Sonepar North America	Charleston	SC	10,787,000,000*	NA	980	Robert Taylor
3	Graybar Electric Co.	St. Louis	MO	7,199,687,600*	8,233*	292*	Kathy Mazzarella
4	Consolidated Electrical Distributors (CED)	Irving	TX	NA	NA	700	Kurt Lasher
5	Rexel Holdings USA (Rexel SA)	Dallas	TX	5,304,187,200*	7,257*	573*	Jeff Baker
6	Border States Industries Inc.	Fargo	ND	NA	NA	100+	David White
7	City Electric Supply	Dallas	TX	NA	3,754*	664*	Thomas Hartland Mackie
8	McNaughton McKay Electric Co.	Madison Heights	MI	NA	NA	46	Donald Slominski Jr.
9	Elliott Electric Supply Inc.	Nacogdoches	TX	1,146,300,000	2,150	160	Bill Elliott
10	Crescent Electric Supply Co.	East Dubuque	IL	NA	1,800	136	Scott Teerlinck
11	Mayer Electric Supply Co.	Birmingham	AL	1,073,628,000	1,232	69	Nancy Collat Goedecke
12	Kendall Electric	Portage	MI	NA	1,250	70	John Harman
13	U.S. Electrical Services	Middletown	CT	NA	2,000+	125+	Randy Eddy
14	W.W. Grainger Inc.	Lake Forest	IL	NA	18,748*	354*	Donald Macpherson
15	Turtle & Hughes Inc.	Linden	NJ	NA	865*	16	Jayne Millard
16	Scott Electric	Greensburg	PA	NA	725	12	John Forish
17	State Electric Supply Co.	Huntington	WV	NA	638	41	John Spoor
18	Wholesale Electric Supply of Houston Inc.	Houston	TX	NA	479	12	Greg Hall
19	Dealers Electrical Supply	Waco	TX	NA	632	60	Scott Bracey
20	Main Electric Supply	Santa Ana	CA	NA	440	14	Karen Morris
21	Gresco Utility Supply Inc.	Forsyth	GA	420,000,000	205	7	Steve Gramling
22	Motion Industries (Genuine Parts)	Birmingham	AL	NA	NA	650**	Randy Breaux
23	Kirby Risk Electrical Supply (Kirby Risk Corp.)	Lafayette	IN	NA	535	41	James K. Risk III
24	Winsupply Inc.	Dayton	OH	385,000,000	475	75	Richard Schwartz
25	Van Meter Inc.	Cedar Rapids	IA	NA	482	16	Lura McBride
26	Wholesale Electric Supply	Texarkana	TX	NA	497	59	Buddy McCulloch
27	OmniCable (Dot Family Holdings)	West Chester	PA	NA	NA	14	Greg Lampert
28	Summit Electric Supply	Albuquerque	NM	NA	531*	25*	Patrick Davis
29	Kaman Automation (Kaman Distribution)	Bloomfield	CT	NA	NA	21	Ben Mondics
30	TEC Manuf. & Dist. (TEC Utility Supply & Svc.)	Georgetown	TX	315,000,000	91	28	Johnny Andrews
31	Werner Electric Supply Co.	Appleton	WI	NA	NA	9	Craig Wiedemeier
32	Colonial Electric Supply Co.	King of Prussia	PA	NA	NA	17	Steven Bellwoar
33	LoneStar Electric Supply	Houston	TX	281,000,000	258	6	Jeff Metzler
34	Shepherd Electric Supply	Baltimore	MD	273,825,239	290	5	Stuart Vogel
35	Echo Electric Supply Co. (Echo Group Inc.)	Council Bluffs	IA	NA	80	18	Mike Raygor
36	Dominion Electric Supply	Arlington	VA	NA	270	11	Stephen Krooth
37	Edges Electrical Group LLC	San Jose	CA	NA	320	12	Chester Lehmann III
38	Loeb Electric	Columbus	OH	NA	NA	5	Charles Loeb
39	Revere Electric Supply Co.	Mokena	IL	NA	NA	11	John Cady
40	Fastenal Co.	Winona	MN	231,539,300*	16,820**	1,868*	Daniel Florness
41	Villa Lighting Supply Inc.	St. Louis	MO	229,000,000	115	2	Jack Villa
42	United Electric Supply	Wilmington	DE	NA	NA	19	George Vorwick
43	Springfield Electric Supply Co.#	Springfield	IL	NA	NA	19	Chris Scarbrough
44	Steiner Electric Co.	Elk Grove Village	IL	NA	NA	8	Rick Kerman
45	Steven Engineering	South San Francisco	CA	NA	115	3	Paul Burk III
46	Rumsey Electric Co.#	Conshohocken	PA	213,000,000	265	9	Gerald Lihota
47	Rural Electric Supply Cooperative (RESCO)	Middleton	WI	206,885,000	67	7	Matt Brandrup
48	Granite City Electrical Supply	Quincy	MA	NA	NA	30	Steve Helle
49	Parrish-Hare Electrical Supply	Irving	TX	195,000,000	212	10	Pat Hare
50	Windy City Wire	Bolingbrook	IL	NA	NA	19	Rich Galgano

* North America ** Global # Acquired 2021