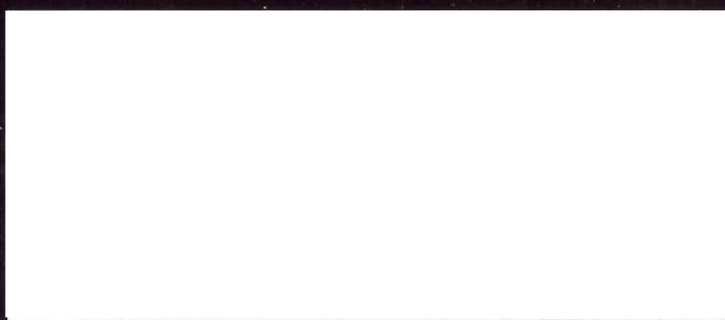


# Electrical Wholesaling

The Independent Voice of Electrical Distribution®

**T H E**  
**T O P**  
**2 0 0**



**EW's Annual Ranking of the Industry's  
Largest Electrical Distributors**

**Herm Isenstein's Forecast for the Future**

**The Basics of Vendor-Managed Inventory**

THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company  | Headquarters          | 2009 Revenue   | Electrical employees | No. of U.S. Locations | Senior Executive       |
|------|--|-----------------------|----------------|----------------------|-----------------------|------------------------|
| 1    | International Electrical Supply Corp. (IESC/Rexel/Gexpro)* | Dallas                | 4,867,000,000  | 7,849                | 567                   | C. Hartmann            |
| 2    | Sonepar USA*   | Philadelphia          | 4,570,000,000  | NA                   | 617                   | P. Klasing/D. Gabriel  |
| 3    | WESCO Distribution Inc.                                    | Pittsburgh            | 4,487,549,000* | 6,100**              | 365                   | J. Engel               |
| 4    | Graybar Electric Co. Inc.                                  | St. Louis             | 4,377,882,000  | 6,300                | 215                   | R. Reynolds Jr.        |
| 5    | Anixter International*                                     | Skokie, IL            | 3,610,000,000  | 7,811**              | 166                   | R. Eck                 |
| 6    | Consolidated Electrical Distributors Inc.                  | Westlake Village, CA  | NA             | 6,200                | 584                   | D. Bursch              |
| 7    | W.W. Grainger Inc.   | Lake Forest, IL       | NA             | NA                   | 437                   | J. Ryan                |
| 8    | HD Supply  | Atlanta               | NA             | NA                   | 45                    | J. DeAngelo            |
| 9    | Border States Industries Inc.*                             | Fargo, ND             | 783,700,000    | 1,300                | 61                    | T. Miller              |
| 10   | Crescent Electric Supply Co.                               | East Dubuque, IL      | 752,005,334    | 1,495                | 123                   | M. Burbridge           |
| 11   | Mayer Electric Supply Co. Inc.                             | Birmingham, AL        | 534,807,000    | 854                  | 51                    | W. Smith               |
| 12   | Platt Electrical Supply Inc.                               | Beaverton, OR         | NA             | NA                   | 100                   | H. Platt               |
| 13   | Dealers Electrical Supply Co.                              | Waco, TX              | NA             | 720                  | 59                    | S. Bracey              |
| 14   | City Electric Supply (CES)                                 | Orlando               | NA             | NA                   | 369                   | L. Dobon               |
| 15   | State Electric Supply Co.                                  | Huntington, WV        | NA             | 666                  | 40                    | A. Weisberg            |
| 16   | McNaughton-McKay Electric Co.                              | Madison Heights, MI   | 389,000,000    | 650                  | 22                    | D. Slominski           |
| 17   | Independent Electric Supply Inc.                           | San Carlos, CA        | 372,000,000    | 470                  | 20                    | T. Massip              |
| 18   | Reynolds Co.   | Fort Worth, TX        | 366,000,000    | 344                  | 17                    | W. Reynolds            |
| 19   | Wholesale Electric Supply Co. of Houston Inc.              | Houston               | NA             | NA                   | 9                     | C. Rutland             |
| 20   | Turtle & Hughes Inc.                                       | Linden, NJ            | 314,000,000    | 360                  | 9                     | S.T. Millard           |
| 21   | Elliott Electric Supply                                    | Nacogdoches, TX       | 311,856,434    | 835                  | 101                   | B. Elliott             |
| 22   | Summit Electric Supply                                     | Albuquerque, NM       | 308,000,000    | 509                  | 20                    | V. Jury Jr.            |
| 23   | North Coast Electric Co.                                   | Seattle               | 307,000,000    | 519                  | 35                    | R. Lemman              |
| 24   | Kendall Electric Inc.                                      | Portage, MI           | 300,000,000    | 650                  | 43                    | M.U. Ranly             |
| 25   | Kirby Risk Electrical Supply                               | Lafayette, IN         | NA             | 449                  | 38                    | J. Burke               |
| 26   | Houston Wire & Cable                                       | Houston               | 254,800,000    | 268                  | 11                    | C. Sorrentino          |
| 27   | Wholesale Electric Supply Co. Inc.                         | Texarkana, TX         | NA             | NA                   | 24                    | B. McCulloch           |
| 28   | OneSource Distributors*                                    | Oceanside, CA         | 250,000,000    | 285                  | 14                    | R. Zamarripa           |
| 29   | Walters Wholesale Electric                                 | Signal Hill, CA       | 231,000,000    | 460                  | 24                    | J. Walter              |
| 30   | ECHO Electric Supply                                       | Council Bluffs, IA    | NA             | 295                  | 16                    | M. Lane / J.M. Franken |
| 31   | 3e Electrical Engineering & Equipment Co.                  | Windsor Heights, IA   | NA             | NA                   | 7                     | J. Stroud              |
| 32   | Teche Electric Supply LLC                                  | Lafayette, LA         | NA             | NA                   | 17                    | B. Hays                |
| 33   | Codale Electric Supply Inc.                                | Salt Lake City        | 175,800,000    | 185                  | 11                    | D. Holt                |
| 34   | Steiner Electric Co.                                       | Elk Grove, IL         | NA             | 450                  | 8                     | H. Kerman              |
| 35   | A. E. Petsche Co. Inc. (acquired in 2009)                  | Arlington, TX         | NA             | 250                  | 7                     | G. Davidson            |
| 36   | Rumsey Electric Co.  | Conshohocken, PA      | 173,000,000    | 277                  | 10                    | G. Lihota              |
| 37   | Dakota Supply Group Inc.                                   | Fargo, ND             | NA             | NA                   | 16                    | T. Kumm                |
| 38   | Shepherd Electric Supply                                   | Baltimore             | 166,000,000    | 192                  | 4                     | C. Vogel               |
| 39   | Van Meter Industrial Inc.                                  | Cedar Rapids, IA      | 165,000,000    | 341                  | 13                    | B. Boyer               |
| 40   | Priority Wire & Cable Inc.                                 | North Little Rock, AR | NA             | NA                   | 7                     | J. Newman              |
| 41   | J. H. Larson Electrical Co.                                | Plymouth, MN          | NA             | NA                   | 7                     | G. Pahl                |
| 42   | Eck Supply Co.   | Richmond, VA          | 159,307,000    | 335                  | 23                    | E.C. Eck III           |
| 43   | Omni Cable Corp.   | West Chester, PA      | 158,500,000    | 166                  | 11                    | J. Siegfried           |
| 44   | Colonial Electric Supply                                   | King of Prussia, PA   | 150,000,000    | 327                  | 19                    | S. Bellwoar            |
| 45   | Werner Electric Supply Co.                                 | Neenah, WI            | 148,300,000    | 265                  | 11                    | L. MacDonald           |
| 46   | United Electric Supply                                     | Wilmington, DE        | 147,713,647    | 290                  | 16                    | G. Vorwick             |
| 47   | Kriz-Davis Co.   | Grand Island, NE      | 145,613,010    | 218                  | 13                    | T. Berry               |
| 48   | WinWholesale Inc.  | Dayton, OH            | NA             | NA                   | 50                    | R. Schwartz            |
| 49   | Dominion Electric Supply                                   | Arlington, VA         | NA             | 250                  | 8                     | R. Sharlin             |
| 50   | Stoneway Electric Supply                                   | Spokane, WA           | 130,062,486    | 220                  | 16                    | C. Kelly               |

NA - not available e - estimate \* all data for North America \*\* worldwide

## THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank      | Company   | Headquarters         | 2009 Revenue      | Electrical employees | No. of U.S. Locations | Senior Executive |
|-----------|---|----------------------|-------------------|----------------------|-----------------------|------------------|
| 51        | Power Line Supply                                   | Reed City, MI        | NA                | 72                   | 6                     | M. Bigford       |
| 52        | Industrial Electric Wire & Cable                    | New Berlin, WI       | 130,000,000       | 240                  | 7                     | D. Nestingen     |
| 53        | Butler Supply Inc.                                  | Fenton, MO           | NA                | 196                  | 28                    | J. Duda          |
| 54        | NEDCO Supply  | Las Vegas            | NA                | NA                   | 1                     | M. Winard        |
| 55        | Standard Electric Co.                               | Saginaw, MI          | NA                | NA                   | 20                    | L. Weber         |
| 56        | QED Inc.  | Las Vegas            | 122,067,993       | 224                  | 13                    | D. Stauffer      |
| 57        | Gresco Utility Supply Inc                           | Forsyth, GA          | 112,000,000       | 97                   | 5                     | J. Thome         |
| 58        | Revere Electric Supply Co.                          | Chicago              | NA                | NA                   | 6                     | P. McCool        |
| 59        | Rural Electric Supply Cooperative (RESCO)           | Middleton, WI        | 109,000,000       | 46                   | 4                     | M. Brandrup      |
| 60        | Springfield Electric Supply                         | Springfield, IL      | 109,000,000       | 232                  | 13                    | M. Barker        |
| 61        | Werner Electric Supply                              | Cottage Grove, MN    | 108,000,000       | 200                  | 7                     | K. Powell        |
| 62        | Benfield Electric Supply Co. Inc.                   | White Plains, NY     | 102,000,000       | 140                  | 4                     | D. McLaughlin    |
| 63        | Hill Country Electric Supply                        | Austin, TX           | 100,557,000       | 155                  | 8                     | S. Schieffer     |
| 64        | Billows Electric Supply Co.                         | Philadelphia         | 100,000,000       | 200                  | 15                    | J. Billows       |
| 65        | Stanion Wholesale Electric Co. Inc.                 | Pratt, KS            | 97,996,328        | 219                  | 17                    | B. Keller        |
| 66        | Hite Co., The                                       | Altoona, PA          | 96,347,174        | 270                  | 21                    | T. Lawhead       |
| 67        | Hein Electric Supply                                | Brookfield, WI       | NA                | NA                   | 9                     | C. Stoming       |
| 68        | Rockingham Electrical Supply Co. Inc.               | Newington, NH        | NA                | NA                   | 9                     | J. Pender, Jr.   |
| 69        | Western Extralite                                   | Kansas City, MO      | 92,000,000        | NA                   | 17                    | T. Isenberg      |
| 70        | French Gerleman                                     | Maryland Heights, MO | 91,873,615        | 215                  | 5                     | W.B. French      |
| 71        | Horizon Solutions                                   | Rochester, NY        | 91,130,000        | 210                  | 7                     | J. Newton        |
| 72        | TEC Utility Supply & Service                        | Georgetown, TX       | 91,000,000        | 51                   | 12                    | J. Andrews       |
| 73        | United Utility Supply Cooperative Corp.             | Louisville, KY       | 90,000,000        | 36                   | 5                     | B. Corum         |
| 74        | Regency Lighting                                    | Van Nuys, CA         | 88,300,000        | 250                  | 7                     | R. Regenstreif   |
| 75        | Granite City Electric                               | Quincy, MA           | 85,000,000        | 200                  | 24                    | S. Helle         |
| 76        | Electrical Equipment Co.                            | Raleigh, NC          | 84,766,000        | 205                  | 11                    | T. J. Lawson     |
| 77        | Arkansas Electric Cooperatives Inc.                 | Little Rock, AR      | 84,000,000        | 48                   | 4                     | G. Voigt         |
| 78        | Cape Electrical Supply                              | Cape Girardeau, MO   | NA                | 165                  | 21                    | A.B. Toole       |
| 79        | Minarik Corp. (acquired in 2010)                    | Glendale, CA         | 84,000,000        | NA                   | 16                    | J. Hegel         |
| 80        | Wabash Electric Supply Inc.                         | Wabash, IN           | NA                | NA                   | 6                     | J. Forrester     |
| 81        | Allied Wire & Cable Inc.                            | Collegeville, PA     | NA                | NA                   | 7                     | D. Flynn         |
| 82        | Seattle Lighting Fixture (Dolan Northwest llc)      | Seattle              | NA                | NA                   | 8                     | D. McKee         |
| 83        | Shealy Electrical Wholesalers Inc.                  | West Columbia, SC    | NA                | 145                  | 7                     | B. DeLoache      |
| <b>84</b> | <b>Facility Solutions Group</b>                     | <b>Austin, TX</b>    | <b>81,295,000</b> | <b>237</b>           | <b>14</b>             | <b>W. Graham</b> |
| 85        | Electric Supply Inc.                                | Tampa, FL            | 80,500,000        | 120                  | 1                     | G. Adams Jr.     |
| 86        | Broken Arrow Electric Supply                        | Broken Arrow, OK     | 80,000,000        | 128                  | 7                     | B. Garner        |
| 87        | Professional Electric Products Co. (PEPCO)          | Eastlake, OH         | 80,000,000        | 95                   | 3                     | J. Borkey        |
| 88        | Cooperative Electric Energy Utility Supply (CEE-US) | West Columbia, SC    | NA                | 37                   | 1                     | D. McCord        |
| 89        | Villa Lighting Supply Inc.                          | St. Louis            | NA                | 74                   | 1                     | J. Villa         |
| 90        | Evergreen Oak Electric Supply & Sales Co.           | Crestwood, IL        | NA                | 122                  | 6                     | B. Kramer        |
| 91        | Yale Electric Supply Co.                            | Lebanon, PA          | 77,000,000        | 230                  | 10                    | M. Bucci         |
| 92        | Electro-Matic Products Inc.                         | Farmington Hills, MI | NA                | NA                   | 3                     | J. Baker         |
| 93        | Schaedler Yesco Distribution Inc.                   | Harrisburg, PA       | 76,500,000        | 170                  | 14                    | J. Schaedler     |
| 94        | Western United Electric Supply                      | Brighton, CO         | 76,000,000        | 27                   | 1                     | M. Prom          |
| 95        | Main Electric Supply Co.                            | Los Angeles          | 75,000,000        | 140                  | 5                     | R.S. Germann     |
| 96        | Tri State Utility Products Inc.                     | Marietta, GA         | 75,000,000        | 31                   | 3                     | R. Batch         |
| 97        | City Electric Co.                                   | Syracuse, NY         | NA                | NA                   | 7                     | S. Rosencrans    |
| 98        | Schwing Electrical Supply Corp.                     | Farmingdale, NY      | NA                | NA                   | 7                     | P. Schwing       |
| 99        | NESCO/Needham Electric Supply                       | Canton, MA           | NA                | 148                  | 17                    | G. Wilson        |
| 100       | Electrical Wholesale Supply Co. of Utah Inc.        | Salt Lake City       | NA                | 137                  | 8                     | R.W. Gardner     |

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THE TOP 200 ELECTRICAL DISTRIBUTORS

| Rank | Company  | Headquarters         | 2009 Revenue | Electrical employees | No. of U.S. Locations | Senior Executive |
|------|--|----------------------|--------------|----------------------|-----------------------|------------------|
| 101  | Becker Electric Supply                         | Dayton, OH           | 70,000,000   | 170                  | 10                    | T. Becker        |
| 102  | Loeb Electric Co.                              | Columbus, OH         | 70,000,000   | 130                  | 5                     | C. Loeb          |
| 103  | Munro Distributing Co. Inc.                    | Fall River, MA       | 65,000,000   | 95                   | 9                     | S. Munro         |
| 104  | Brownstown Electric Supply Co. Inc.            | Brownstown, IN       | NA           | NA                   | 5                     | G. Deck          |
| 105  | Feldman Brothers Electrical Supply Co.         | Paterson, NJ         | NA           | NA                   | 1                     | E. Feldman       |
| 106  | Stokes Electric Co.                            | Knoxville, TN        | NA           | NA                   | 4                     | D. Frazer        |
| 107  | Gaffney-Kroese Electrical Supply Corp.         | Piscataway, NJ       | NA           | NA                   | 6                     | C. Kroese        |
| 108  | KJ Electric Corp.                              | Syracuse, NY         | NA           | NA                   | 6                     | K. Jacobs        |
| 109  | Nu-Lite Electrical Wholesalers Inc.            | Harahan, LA          | NA           | NA                   | 6                     | F. Corales       |
| 110  | Williams Supply                                | Roanoke, VA          | NA           | NA                   | 6                     | T. Moody         |
| 111  | Sunrise Electric Supply                        | Addison, IL          | 62,000,000   | 80                   | 1                     | R. Landgren      |
| 112  | Windy City Wire                                | Bolingbrook, IL      | NA           | 125                  | 8                     | R. Galgano       |
| 113  | Madison Electric Co.                           | Warren, MI           | NA           | NA                   | 11                    | J. Schneider     |
| 114  | Richards Electric Supply Co. Inc.              | Cincinnati           | 59,000,000   | 125                  | 4                     | I. Misrach       |
| 115  | Steven Engineering Inc.                        | S. San Francisco, CA | NA           | NA                   | 2                     | K. Walter        |
| 116  | Hunzicker Brothers Inc.                        | Oklahoma City, OK    | NA           | 96                   | 6                     | M. Lockard III   |
| 117  | Treadway Electric Company Inc.                 | Little Rock, AR      | 55,000,000   | 156                  | 16                    | T. Rogers        |
| 118  | Voss Lighting                                  | Lincoln, NE          | 53,000,000   | 200                  | 17                    | M. Voss          |
| 119  | Wiseway Inc.                                   | Florence, KY         | NA           | NA                   | 5                     | J. Cain          |
| 120  | Electrical Distributors Inc.                   | Charlotte, NC        | 50,293,000   | 81                   | 6                     | B. Spear         |
| 121  | Electrical Distributors Co.                    | San Jose, CA         | NA           | 110                  | 5                     | C. Lehmann       |
| 122  | Fromm Electric Supply Corp.                    | Reading, PA          | 50,000,000   | 120                  | 13                    | M. Fromm         |
| 123  | Standard Electric Supply Co.                   | Milwaukee            | 50,000,000   | 135                  | 13                    | L. Stern         |
| 124  | JCH Wire & Cable Inc.                          | N. Las Vegas, NV     | NA           | NA                   | 1                     | J. Hinshaw       |
| 125  | Leff Electric                                  | Brooklyn Heights, OH | 49,116,000   | 107                  | 8                     | B. Leff          |
| 126  | Frost Electric Supply Co.                      | Maryland Heights, MO | 49,000,000   | 107                  | 6                     | J. Frost         |
| 127  | Warshauer Electric Supply Co.                  | Tinton Falls, NJ     | 48,253,000   | 121                  | 5                     | J. Warshauer     |
| 128  | International Electrical Sales Corp. (IESCO)   | Miami                | 47,000,000   | 32                   | 1                     | B. Bernstein     |
| 129  | Alameda Electrical Distributors Inc.           | Hayward, CA          | 46,000,000   | 108                  | 7                     | B. LaRue         |
| 130  | Denney Electric Supply                         | Amber, PA            | 45,500,000   | 110                  | 8                     | B. Denney        |
| 131  | Inline Electric Supply Co.                     | Huntsville, AL       | 44,462,000   | 90                   | 8                     | B. Summerville   |
| 132  | American Electric Supply Inc.                  | Corona, CA           | 43,033,533   | 84                   | 2                     | M. Pratt         |
| 133  | South Dade Electrical Supply                   | Miami                | NA           | NA                   | 1                     | D. Elliott       |
| 134  | Crum Electric Supply Co. Inc.                  | Casper, WY           | 42,467,000   | 94                   | 10                    | D. H. Crum       |
| 135  | Womack Electric Supply                         | Danville, VA         | NA           | 123                  | 18                    | B. Herring       |
| 136  | Mid-Island Electrical Supply                   | Commack, NY          | 42,258,962   | 71                   | 3                     | W.T. Wresch Jr.  |
| 137  | Granite Electrical Supply Inc.                 | Sacramento, CA       | 42,200,000   | 67                   | 7                     | B. Powers        |
| 138  | Central Supply Co.                             | Indianapolis         | NA           | NA                   | 4                     | G. Burt          |
| 139  | City Lighting Products Co.                     | St. Louis            | NA           | NA                   | 4                     | L. Hohl          |
| 140  | Electro-Wire Inc.                              | Wood Dale, IL        | NA           | NA                   | 4                     | M. Hamano        |
| 141  | K/E Electric Supply Corp.                      | Mount Clemens, MI    | NA           | NA                   | 4                     | R. Kuchenmeister |
| 142  | Peninsular Electric Distributors               | West Palm Beach, FL  | NA           | NA                   | 1                     | J. Larmoyeux     |
| 143  | Buckles-Smith                                  | San Jose, CA         | 41,069,029   | 82                   | 7                     | A. Cook          |
| 144  | Advance Electrical Supply Co. Inc.             | Chicago              | 40,335,369   | 58                   | 3                     | S. Anixter       |
| 145  | General Pacific Inc.                           | Fairview, OR         | 40,100,000   | 29                   | 2                     | R. Hall          |
| 146  | E. Sam Jones Distributor Inc.                  | Atlanta              | 39,550,383   | 100                  | 7                     | P. Jones         |
| 147  | Wolff Bros Supply Inc.                         | Medina, OH           | 38,888,168   | 165                  | 10                    | H. Wolff         |
| 148  | Electric Supply & Equipment Co.                | Greensboro, NC       | 38,089,067   | 68                   | 4                     | J. R. McCormick  |
| 149  | Lowe Electric Supply Co.                       | Macon, GA            | 38,000,000   | 90                   | 7                     | J. Kinman        |
| 150  | Central Wholesale Electrical Distributors Inc. | Livermore, CA        | NA           | 64                   | 6                     | K. Hansen        |

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|------|---|-------------------------|--------------|----------------------|-----------------------|------------------|
| 151  | I.G. Federal Electrical Supply Corp.    | Long Island City, NY    | 36,835,000   | 44                   | 1                     | M. Berger        |
| 152  | Tacoma Electric Supply                  | Tacoma, WA              | 36,000,000   | 54                   | 2                     | C. Silva         |
| 153  | Mars Electric Co.                       | Willoughby, OH          | 35,750,000   | 92                   | 10                    | M. Doris         |
| 154  | Grove-Madsen Industries                 | Reno, NV                | NA           | 56                   | 2                     | M. Madsen        |
| 155  | B&K Electrical Wholesale                | City of Industry, CA    | 34,000,000   | 82                   | 5                     | T. Brown         |
| 156  | Swift Electrical Supply Co. Inc.        | Teterboro, NJ           | NA           | NA                   | 4                     | A. Sodaro Jr.    |
| 157  | Independent Electric Supply             | Somerville, MA          | 33,000,000   | 49                   | 4                     | D. Gray          |
| 158  | CBT Co.                                 | Cincinnati              | 32,000,000   | 116                  | 2                     | J. E. Stahl      |
| 159  | Nelson Electric Supply Co. Inc.         | Racine, WI              | NA           | NA                   | 3                     | T. Leuenberger   |
| 160  | Maltby Electric Supply Co. Inc.         | South San Francisco, CA | 31,950,097   | 65                   | 4                     | J. Maltby        |
| 161  | Active Electrical Supply Co.            | Chicago                 | NA           | NA                   | 3                     | H. Fox           |
| 162  | BJ Electric Supply Inc.                 | Madison, WI             | NA           | NA                   | 3                     | K. Topp          |
| 163  | Fletcher-Reinhardt Co.                  | Bridgeton, MO           | NA           | NA                   | 3                     | J. Reinhardt     |
| 164  | Upchurch Electrical Supply Co.          | Fayetteville, AR        | NA           | NA                   | 3                     | D. McConnell     |
| 165  | Wille Electric Supply Co.               | Modesto, CA             | NA           | NA                   | 3                     | L. Robinson      |
| 166  | Electrical Supplies, Inc.               | Miami                   | 31,000,000   | 56                   | 3                     | F. Segal         |
| 167  | Gallant & Wein Corp.                    | Long Island City, NY    | 31,000,000   | 35                   | 3                     | S. Gruman        |
| 168  | Wildcat Electric Supply                 | Houston                 | 31,000,000   | 68                   | 2                     | K. Hessemer      |
| 169  | Dickman Supply Inc.                     | Sidney, OH              | 30,140,000   | 50                   | 3                     | T. Geise         |
| 170  | Medler Electric Co.                     | Alma, MI                | 29,855,379   | 87                   | 14                    | R. Heine         |
| 171  | Connexion                               | Buffalo Grove, IL       | 29,300,000   | 37                   | 1                     | D. Rosenstein    |
| 172  | Mid-Coast Electric Supply Inc.          | Victoria, TX            | 28,799,833   | 75                   | 5                     | T. Barker        |
| 173  | Parrish-Hare Electrical Supply          | Dallas                  | NA           | NA                   | 4                     | P. Hare          |
| 174  | Tri State Supply Co Inc.                | Washington, PA          | 28,500,000   | 56                   | 4                     | J. Van Zandt     |
| 175  | Hunt Electric Supply                    | Burlington, NC          | 28,000,000   | 60                   | 8                     | S. Hunt IV       |
| 176  | Harry Cooper Supply                     | Springfield, MO         | 27,000,000   | NA                   | 3                     | S. Reagan        |
| 177  | Kovalsky-Carr Electric Supply Co. Inc.  | Rochester, NY           | NA           | 36                   | 1                     | A. Kovalsky      |
| 178  | Argo International Corp.                | New York                | 26,300,000   | 60                   | 7                     | J. SantaCroce    |
| 179  | Idlewood Electric Supply Inc.           | Highland Park, IL       | 26,111,802   | 102                  | 3                     | B. Lansing       |
| 180  | Franklin Electric Co.                   | Moorestown, NJ          | NA           | NA                   | 1                     | W. Walker III    |
| 181  | Robinson Electric Supply Co.            | Meridian, MS            | 25,000,000   | 99                   | 11                    | M. Moss          |
| 182  | Mid-West Wholesale Lighting             | Los Angeles             | NA           | NA                   | 1                     | A. Frandzel      |
| 183  | Raymond de Steiger Inc.                 | Sterling Hts., MI       | NA           | 60                   | 4                     | P. Steiger       |
| 184  | Allsale Electric, Inc.                  | Canoga Park, CA         | 23,000,000   | 35                   | 2                     | G. Studebaker    |
| 185  | Hartford Electric Supply Co. Inc.       | Rocky Hill, CT          | 23,000,000   | 47                   | 1                     | B. DePasquale    |
| 186  | West Virginia Electric Supply Co.       | Huntington, WV          | NA           | 83                   | 9                     | H. Colker        |
| 187  | Lasalle Electric                        | Livonia, MI             | 21,900,000   | 25                   | 2                     | J. Gatward       |
| 188  | Edison Equipment                        | Columbus, OH            | 21,371,000   | 45                   | 4                     | P. Collini       |
| 189  | Kansas City Electrical Supply Co.       | Lenexa, KS              | 21,200,879   | 38                   | 2                     | J. Jones         |
| 190  | Key Electrical Supply (of IES)          | Houston                 | NA           | NA                   | 2                     | M. Richardson    |
| 191  | Interstate Electrical Supply Inc.       | Columbus, GA            | NA           | NA                   | 4                     | J. Tinkler       |
| 192  | Candela Corp.                           | Irvine, CA              | NA           | NA                   | 3                     | M. Tinney        |
| 193  | Allied Wholesale Electrical Supply Inc. | Indianapolis            | 19,683,175   | 30                   | 2                     | R. McCurdy       |
| 194  | Caniff Electric Supply                  | Hamtramck, MI           | 19,300,000   | 26                   | 1                     | D. Bemis         |
| 195  | Bell Electrical Supply                  | Santa Clara, CA         | 18,500,000   | 43                   | 2                     | B. Schraga       |
| 196  | Midtown Electric Supply Corp.           | New York                | 17,600,000   | 45                   | 1                     | M. Gold          |
| 197  | Wholesale Supply Group Inc.             | Cleveland, TN           | 17,050,627   | 275                  | 35                    | L. Rogers        |
| 198  | Griffith Electric Supply Co. Inc.       | Trenton, NJ             | NA           | 52                   | 4                     | W. Goodwin       |
| 199  | Advance Electrical & Industrial Supply  | Norcross, GA            | 16,198,281   | 19                   | 1                     | M. Stovall       |
| 200  | West-Lite Supply Co. Inc.               | Cerritos, CA            | NA           | NA                   | 6                     | G. Haverland     |

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