



Electrical Distribution Consolidation Continues Unabated

16 Acquisitions Change Industry Leaders

November 2, 2006 Raleigh, NC and Arlington, TX:

Consolidation is rapidly changing the face of the electrical industry. While the number of distributors in the industry remains over 3,000; revenues in the industry are quickly migrating to fewer and fewer companies. The pace of significant acquisitions has accelerated during 2006, with a number of Electrical Wholesaling "Top 200" distributors being acquired by larger companies.

In an effort to depict the changing electrical distribution landscape, Allen Ray Associates and Channel Marketing Group teamed to track a number of the industry's acquisitions to better depict the current state of the electrical industry.

The revised "Top 154" utilizes data submitted for Electrical Wholesaling's 2005 "Top 200" and adds reported acquisitions to the acquirers' revenues. There is no accounting for additional growth that a company may be experiencing in 2006 due to marketplace growth, share gain, new branch openings or the benefits of commodity price realization. If a company did not report revenues to Electrical Wholesaling in 2005, ARA and CMG used a multiple of \$593,506 per employee to estimate a company's revenues. Utility and specialty distributors were excluded from the list.

Some highlights:

- With this new ranking, the "Top 154" now represents almost \$40 billion and over 55% of the electrical distribution marketplace.
- 23.3% of the distributors have at least one Rockwell location
- There are three distributors with more than \$4 billion plus in revenues and two that have \$2 billion plus revenues.

The annual Electrical Wholesaling Top 200 is based upon self-submitted distributor survey information or based upon research conducted by Electrical Wholesaling.

Rank	Company	Headquarters		Estimated 2005 Revenues w/ 2006 Acquisitions as of 10/31/06
1	WESCO	Pittsburgh, PA	\$	4,931,000,000
2	Rexel	Dallas, TX	\$	4,871,426,000
3	Graybar Electric Co. Inc.	Clayton, Mo.	\$	4,304,187,000
4	Sonepar	King of Prussia, Pa.	\$	2,425,000,000
5	CED	Westlake Village, Calif.	\$	2,400,000,000
6	HD Supply	Orlando, Fla.	\$	1,548,500,000
7	W.W. Grainger Inc.	Lake Forest, Ill.	\$	1,030,000,000
8	Crescent Electric Supply Co.	East Dubuque, Ill.	\$	821,600,000
9	Scott Electric Co.	Greensburg, Pa.	\$	608,937,156
10	Border States Industries Inc.	Fargo, N.D.	\$	601,500,000
11	City Electric Supply Co.	Orlando, Fla.	\$	553,147,592
12	Platt Electrical Supply Inc.	Beaverton, Ore.	\$	528,220,340
13	Mayer Electric Supply	Birmingham, Ala.	\$	527,186,698
14	McNaughton McKay Electric	Madison Heights, MI	\$	511,000,000
15	Kirby Risk Electrical Supply	Lafayette, Ind.	\$	468,276,234

16	Hagemeyer North America	Charleston, S.C.	\$	453,000,000
17	Dealers Electrical Supply Co.	Waco, Texas	\$	427,324,320
18	Independent Electric Supply	San Carlos, Calif.	\$	371,000,000
19	State Electric Supply Co. Inc.	Huntington, W.Va.	\$	342,452,962
20	Steiner Electric Co.	Elk Grove Village, Ill.	\$	293,785,470
21	USESI	King of Prussia, Pa.	\$	290,000,000
22	North Coast Electric Co.	Seattle, Wash.	\$	283,615,000
23	The Reynolds Co.	Fort Worth, Texas	\$	278,000,000
24	Summit Electric Supply Co.	Albuquerque, N.M.	\$	267,695,889
25	Kendall Electric Inc.	Battle Creek, Mich.	\$	250,000,000
26	Walters Wholesale Electric Co.	Signal Hill, Calif.	\$	245,820,000
27	WinWholesale	Dayton, Ohio	\$	240,000,000
28	Turtle & Hughes Inc.	Linden, N.J.	\$	222,100,000
29	Wholesale Electric Supply	Houston, TX	\$	214,000,000
30	Elliott Electric Supply	Nacogdoches, Texas	\$	213,480,500
31	Colonial Electric Supply	King of Prussia, Pa.	\$	178,051,800
32	OneSource Distributors Inc.	Oceanside, Calif.	\$	175,069,777
33	Crawford Electric Supply Co.	Dallas, TX	\$	175,000,000
34	Friedman Electric Supply Co.	Exeter, Pa.	\$	160,246,620
35	Van Meter Industrial Inc.	Cedar Rapids, Iowa	\$	155,000,000
36	Eck Supply Co.	Richmond, Va.	\$	148,376,500
37	Dominion Electric Supply Co.	Arlington, Va.	\$	147,000,000
38	Codale Electric Supply Inc.	Salt Lake City	\$	143,470,000
39	Billows Electric Supply Co.	Philadelphia, PA	\$	138,286,898
40	United Electric Supply Co. Inc.	Wilmington, Del.	\$	136,602,813
41	Werner Electric Supply	Neenah, Wis.	\$	136,000,000
42	Maurice Electrical Supply	Washington, D.C.	\$	135,000,000
43	Stoneway Electric Supply.	Spokane, Wash.	\$	132,583,050
44	Rumsey Electric Co.	Conshohocken, Pa.	\$	132,000,000
45	Roden Electric	Knoxville, Tenn.	\$	130,000,000
46	Locke Supply Co.	Oklahoma City	\$	128,790,802
47	Kriz-Davis Co.	Grand Island, Neb.	\$	128,496,817
48	Butler Supply Inc.	Fenton, Mo.	\$	128,197,296
49	Standard Electric Co.	Saginaw, Mich.	\$	125,000,000
50	Harry Cooper Supply Co.	Springfield, Mo.	\$	117,514,188
51	ESSCO Wholesale Electric	Chandler, Ariz.	\$	114,546,658
52	Evergreen Oak	Crestwood, Ill.	\$	109,798,610
53	Madison Electric Co.	Warren, Mich.	\$	106,237,574
54	Springfield Electric Supply Co.	Springfield, Ill.	\$	105,231,000
55	Horizon Solutions Corp.	Rochester, N.Y.	\$	105,000,000
56	Shepherd Electric Co. Inc.	Baltimore, Md.	\$	102,000,000
57	QED Inc.	Denver, CO	\$	101,943,754
58	Revere Electric Supply Co.	Chicago, IL	\$	100,896,020
59	Ralph Pill Electric Supply Co.	Boston, MA	\$	100,302,514
60	Western Extralite Co.	Kansas City, Mo.	\$	100,000,000
61	Dakota Supply Group	Fargo, N.D.	\$	100,000,000
62	French Gerleman	Maryland Heights, Mo.	\$	99,183,368
63	Electric Supply Inc.	Tampa, Fla.	\$	95,000,000
64	NEDCO Supply	Las Vegas, NV	\$	92,270,000
65	Granite City Electric Supply	Quincy, Mass.	\$	92,000,000
66	Stanion Wholesale Electric Co.	Pratt, Kan.	\$	90,925,012
67	Benfield Electric Supply Co.	White Plains, N.Y.	\$	89,694,177
68	Metro Lighting	St. Louis. MO	\$	89,025,900
69	Electrical Equipment Co.	Raleigh, N.C.	\$	87,107,000
70	PEPCO	Eastlake, Ohio	\$	84,000,000
71	Central Wholesale Electrical	Livermore, Calif.	\$	83,090,840

72	Wabash Electric Supply Inc.	Wabash, Ind.	\$	83,090,840
73	ECHO Group Inc.	Council Bluffs, Iowa	\$	83,000,000
74	Werner Electric Supply of MN	Minneapolis. MN	\$	81,600,000
75	Minnesota Electric Supply Co.	Willmar, Minn.	\$	78,295,000
76	Loeb Electric Co.	Columbus, Ohio	\$	77,155,780
77	The Hite Co.	Altoona, Pa.	\$	77,000,000
78	Electrical Wholesale Supply	Salt Lake City, UT	\$	76,562,274
79	Richards Electric Supply Co.	Cincinnati, OH	\$	76,400,000
80	Becker Electric Supply	Dayton, Ohio	\$	76,000,000
81	J. H. Larson Electrical Co.	Plymouth, Minn.	\$	74,523,700
82	3E	Windsor Heights, Iowa	\$	74,188,250
83	Feldman Brothers	Paterson, N.J.	\$	74,188,250
84	NESCO	Canton, Mass.	\$	74,188,250
85	Western United Electric Supply	Brighton, Colo.	\$	74,100,000
86	Womack Electric Supply Co.	Danville, Va.	\$	73,594,744
87	Teche Electric Supply	Lafayette, La.	\$	71,220,720
88	Schaedler/Yesco Distribution	Harrisburg, Pa.	\$	70,282,586
89	Warshauer Electric Supply Co.	Tinton Falls, N.J.	\$	67,659,684
90	Harris Electric Supply Co. Inc.	Nashville, Tenn.	\$	66,000,000
91	Shealy Electrical Wholesalers	Columbia, S.C.	\$	65,150,656
92	Schwing Electrical Supply Corp.	Farmingdale, N.Y.	\$	64,692,154
93	Broken Arrow Electric Supply	Broken Arrow, Okla.	\$	63,000,000
94	Yale Electric Supply	Lebanon, Pa.	\$	62,559,625
95	Hunzicker Brothers Inc.	Oklahoma City, OK	\$	62,318,130
96	Villa Lighting Supply	St. Louis, MO	\$	61,500,000
97	Peninsular Electric Distributors	West Palm Beach, Fla.	\$	60,085,058
98	Nu-Lite Electrical Wholesalers	Harahan, La.	\$	59,350,600
99	Parrish-Hare Electrical Supply	Dallas, TX	\$	59,350,600
100	Key Electrical Supply	Houston, TX	\$	58,829,947
101	Frost Electric Supply	Maryland Heights, Mo.	\$	54,602,552
102	American Electric Supply Inc.	Corona, Calif.	\$	54,046,254
103	Cape Electrical Supply Inc.	Cape Girardeau, Mo.	\$	53,768,000
104	Crum Electric Supply Co. Inc.	Casper, Wyo.	\$	53,285,000
105	City Lighting Products Co.	St. Louis, MO	\$	52,000,000
106	Hill Country Electric Supply	Austin, Texas	\$	52,000,000
107	Electrical Distributors Co.	San Jose, Calif.	\$	51,575,374
108	Fromm Electric Supply Corp.	Reading, Pa.	\$	51,050,285
109	Wolff Bros. Supply Inc.	Medina, Ohio	\$	50,624,343
110	Standard Electric Supply Co.	Milwaukee, WI	\$	50,500,000
111	Electrical Wholesale Supply Co.	Idaho Falls, Idaho	\$	50,448,010
112	South Dade Electrical Supply	Miami, FL	\$	49,854,504
113	Brownstown Electric Supply Co.	Brownstown, Ind.	\$	47,480,480
114	Loyd's Electric Supply Inc.	Branson, Mo.	\$	47,480,480
115	Main Electric Supply Co. Inc.	Los Angeles, CA	\$	47,480,480
116	Denney Electric Supply	Ambler, Pa.	\$	47,000,000
117	Argo International Corp.	New York, NY	\$	46,000,000
118	B & K Electric Wholesale	City of Industry, Calif.	\$	46,000,000
119	Active Electrical Supply Co.	Chicago, IL	\$	44,512,950
120	Beacon Electric Supply	San Diego, CA	\$	44,129,226
121	Voss Lighting	Lincoln, Neb.	\$	44,000,000
122	Munro Distributing Co. Inc.	Fall River, Mass.	\$	44,000,000
123	Tacoma Electric Supply Inc.	Tacoma, Wash.	\$	44,000,000
124	Electrical Distributors Inc.	Charlotte, N.C.	\$	43,970,000
125	CBT Co.	Cincinnati, OH	\$	43,495,000
126	Interstate Electrical Supply Inc.	Columbus, Ga.	\$	43,325,938
127	Leff Electric	Cleveland, OH	\$	43,108,000

128	Bryant Electric Supply	Lowell, N.C.	\$	42,820,000
129	Zeller Corp.	Rochester, N.Y.	\$	42,300,000
130	Buckles-Smith Electric	San Jose, Calif.	\$	42,000,000
131	Mid-Island Electrical Supply	Commack, N.Y.	\$	41,545,420
132	Mars Electric Co.	Willoughby, Ohio	\$	41,425,000
133	Medler Electric Co.	Alma, Mich.	\$	41,170,306
134	Alameda Electrical Distributors	Hayward, Calif.	\$	41,000,000
135	Robinson Electric Supply Co.	Meridian, Miss.	\$	40,358,408
136	K/E Electric Supply	Mt. Clemens, Mich.	\$	39,218,677
137	Advance Electrical Supply Co.	Chicago, IL	\$	39,108,000
138	Idlewood Electric Supply Inc.	Highland Park, Ill.	\$	39,020,989
139	Rockingham Electrical Supply	Newington, N.H.	\$	39,000,000
140	Sunrise Electric Supply Co.	Addison, Ill.	\$	38,577,890
141	Electrical Supplies Inc.	Miami, FL	\$	38,566,000
142	Central Supply Co.	Indianapolis, IN	\$	38,000,000
143	Electric Supply & Equipment	Greensboro, N.C.	\$	36,897,561
144	Stokes Electric Co.	Knoxville, Tenn.	\$	36,000,000
145	Gaffney-Kroese Electrical	Piscataway, N.J.	\$	35,610,360
146	Raymond de Steiger Inc.	Sterling Heights, Mich.	\$	35,420,000
147	Swift Electrical Supply Co. Inc.	Teterboro, N.J.	\$	35,200,000
148	Caniff Electric Supply	Hamtramck, Mich.	\$	35,000,000
149	Dickman Supply Inc.	Sidney, Ohio	\$	34,600,000
150	Electric Fixture & Supply Co.	Omaha, Neb.	\$	33,545,504
151	I.G. Federal Electrical Supply	Long Island City, N.Y.	\$	33,000,000
152	Hunt Electric Supply Co.	Burlington, N.C.	\$	32,000,000
153	Shepherd Electric Supply Co.	Raleigh, N.C.	\$	30,100,000
154	Yale Electrical Supply Co. Inc.	Boston, MA	\$	21,366,216
			\$	<u>39,769,668,204</u>