



MDM TOP DISTRIBUTORS LISTS 2026

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2026 MDM Top Distributors Lists

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This directory provides a listing of more than 220 of the largest distributors of industrial, electrical, building material/construction and other commercial products in North America across 20 product verticals, based on their latest fiscal annual revenue within each sector. Please send updates/corrections to editor@mdm.com.

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2025: Tariff-Driven Inflation Lifts (Nearly) All Revenue Boats

Welcome to Modern Distribution Management's 2026 Top Distributors feature, now in its 17th year. Here, you'll find our rankings of North America's largest distributors of industrial, commercial and building supply products, based on their 2025 fiscal revenue within 20 different industry verticals. More than 220 different companies are represented across these various lists between this PDF report and corresponding web listings.

It's MDM's biggest research project of the year.

Before you dive into our rankings in the pages ahead, I want to set the stage for the key factors that shaped this year's feature and the context you should know when perusing our lists.

Since our lists are based purely on 2025 fiscal revenue for all distributors, that year is worth examining from a high level.

After 2024 marked the first relatively "normal" year for U.S. wholesale distributors since the COVID-19 pandemic in terms of major industry-wide disruption, 2025 business conditions were defined by one word: tariffs.

Distributors knew tariffs were coming with the Trump administration taking office in January of 2025, and that policy kicked into high gear on April 2's "Liberation Day". But no one could have predicted the roller coaster of major policy that ensued in the months after.

Shifting tariff proposals, uneven implementation timelines and uncertainty around product-level exposure created a difficult backdrop for pricing strategy. Distributors were forced to make fast decisions on whether to absorb higher costs, pass them through to customers or hold pricing in place to protect demand — often before they had full visibility into supplier actions or competitive response.

That volatility complicated margin management across the channel. Many distributors found themselves recalibrating price lists, surcharge mechanisms and customer communications more frequently than normal, while sales teams worked to explain cost changes in a market where buyers were already sensitive to inflation. The result was a year in which pricing discipline became both more important and harder to execute.

As 2025 progressed, inflation-driven revenue gains became increasingly visible. Over the final eight months of the year, higher realized prices helped lift topline results across much of wholesale distribution, even as underlying volume growth remained uneven by sector. By year-end, the industry's revenue scale reflected not only demand resilience but the cumulative impact of tariff-related cost pressure, broader inflation and the pricing actions distributors took to preserve profitability.

This was all against a relatively muted industrial demand backdrop that many publicly traded distributors described as "sluggish" in their quarterly earnings calls throughout 2025 for most durable goods categories.

U.S. wholesale distribution revenue finished 2025 at \$8.44 trillion — a new annual high water mark for the industry — up 4.8% compared with 2024. But again, inflation did most of the heavy lifting. Exemplifying distribution's fragmentation and diversity, certain industry sectors saw excellent 2025 growth led by electrical and electronics riding the data center demand wave, while building materials/construction saw continued decline against a difficult housing market.

The vast majority of the distributors on our lists in the pages ahead posted annual sales gains in 2025, and lasting high inflation has the industry set for major revenue growth in 2026. As of mid-June, MDM expects overall U.S. wholesale distribution revenue to increase by high-single digits annually, likely topping the \$9 trillion mark this year.



MDM Forecast: U.S. Wholesale Distribution Revenue by Year

Year	Revenue	Annual +/-
2017	\$5.701 trillion	6.8%
2018	\$6.105 trillion	7.1%
2019	\$6.084 trillion	-0.4%
2020	\$5.561 trillion	-4.5%
2021	\$6.561 trillion	20.5%
2022	\$8.031 trillion	15.1%
2023	\$7.887 trillion	-1.7%
2024	\$8.076 trillion	2.0%
2025	\$8.442 trillion	4.8%

Source: MDM Forecast and U.S. Census Bureau

Industry-Specific Revenue

Like for the past several years, this is the most important part of this introduction. Starting in 2022, MDM put a heightened emphasis on ranking companies by their sector-specific revenues rather than total revenue.

This also explains why you'll see some distributors with smaller total revenues ranked higher than others within the same industry.

Take Grainger, for example. By its total 2025 revenue of \$17.9 billion, Grainger is North America's largest industrial supplies distributor. But when digging into its financial reports and product sector breakouts, we find that it's also one of North America's top distributors of electrical, HVACR, plumbing, power transmission, fluid power and safety products. This is why Grainger appears on 10 of our 20 sector lists — the company's revenue within each of those segments is large enough to warrant a spot. And this is why Watsco is ranked No. 1 in HVACR and Grainger is No. 5. Despite Watsco's \$7.2 billion revenue being much smaller than Grainger's — Watsco's HVACR revenue was much higher than Grainger's.

This explains why you'll find some companies charted on industry lists outside of their "core" offering. For example, Graybar

is best known as an electrical products distributor, but its industrial products sales were large enough to chart at No. 13 on our Industrial Supplies list. It's also why Ferguson appears on our lists for Industrial Supplies, Building Materials/Construction and Safety, besides its hallmarks of Plumbing, HVACR and Industrial PVE.

But while our rankings are based on 2025 revenue within each sector, the revenue you see displayed on our lists is overall revenue. Why? Quite simply, while many privately-owned distributors elected not to publicly share their total revenues, far fewer elected not to publicly share their sector-specific revenues. If we displayed the sector-specific revenues of those that gave us the OK to, they'd be few and far between. The overall revenue figure gives us something to show for a considerable portion of companies on our lists, though an increasingly larger amount elect to keep their private.

That sector-specific revenue breakout is the most painstaking part of our research process, as it involves an incredible amount of hair-splitting and triangulation to find accurate revenues. It makes this feature all the more challenging, but we do it because it results in a more accurate list and levels the playing field.

Our Top Distributors Research Process

MDM's Top Distributors Lists were based on 2024 fiscal revenues within industry sectors, either reported or estimated by MDM's editorial team and sector validators. For distributors that don't follow a January-December fiscal calendar, we've noted that with an asterisk and a footnote. To normalize the way we display the rankings, we include total company revenues, rather than breaking out individual sector revenues. Companies were asked to provide data about revenue, with information supplemented by quarterly fiscal reports, SEC filings and publicly available information. For companies that elect to not share revenue data, MDM estimates their relative position in its sector list based on the best available industry resources and information.

Most companies see little or no year-to-year movement for their list positions(s), but some see large jumps or slides up/down our lists. Often, that's not necessarily due to performance, but due to MDM finding better, more accurate information for their revenue than in the year prior.

Note: Companies that operate primarily as master distributors are not eligible for Top Distributors inclusion.



Where's Amazon Business?

MDM readers who have regularly seen our Top Distributors lists over the years may notice that we don't include the industry's biggest elephant in the room: Amazon Business. The B2B supplies marketplace appeared in the top six of our Top Industrial list since first appearing in 2018, including at No. 2 in 2022. But while the platform is certainly competing directly with industrial, commercial and building supply distributors for market share to a tune of \$35 billion in 2022 revenue, we made the decision in 2023 to omit it from our lists due to Amazon Business' very unique business model. It was the only company on our lists in previous years that couldn't be described as a distributor. We do, however, include The Home Depot's Pro component, which directly operates via distribution sales, services and logistics after recent acquisitions that include Interline Brands, HD Supply (re-acquired), SRS Distribution and GMS.

Keep in Mind

As you peruse our rankings across these different verticals, it's important to remember that the way we put them together is not an exact science. Our editorial team made every effort to extract revenue information from the non-publicly traded distributors listed here, but many companies are understandably private with that information. We are happy to keep their revenue strictly private and only use it internally for rankings, which a number of companies opt for each year. So, when you see "N/A" listed for revenue, that likely means that revenue figure was confidentially given to MDM and to not be published.

Even with that understanding, a smaller number of companies would rather not budge on sharing their revenue at all. Given the number of large distributors that have been privately acquired in recent years, this isn't a surprise. In these cases where revenue isn't shared, our team triangulates with respected industry experts and the best available information to estimate and rank distributors appropriately.

Another nugget to note is that since we used fiscal 2025 revenue for all companies, the revenue of a handful of companies that don't follow a traditional 12-month fiscal calendar represents a time difference by as much as nine months. But to simplify things, we used 2025 fiscals for all companies.

Questions? Comments?

As alluded to above, there is no perfect way to conduct these rankings. I'm sure there are MDM readers who will disagree with where and how certain companies are slotted on our list, and that's OK, especially given our focus on sector-specific revenue. I'm very open to comments and suggestions for how we can improve this feature going forward. Don't hesitate to reach out.

Mike Hockett

Executive Editor

Modern Distribution Management

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Top Industrial Supplies Distributors

While distributors are ranked by annual fiscal revenue within this vertical, the figure shown is total company revenue.

See extended the extended version of this list at the mdm.com/top_distributors/

2026 Rank	Company	Headquarters	2025 Total Fiscal Revenue
1	W.W. Grainger	Lake Forest, IL	\$17.9B
2	Motion	Birmingham, AL	\$8.9B
3	Airgas, an Air Liquide company	Radnor, PA	N/A
4	Fastenal Company	Winona, MN	\$8.2B
5	McMaster-Carr	Elmhurst, IL	N/A
6	The Home Depot (Pro)	Atlanta, GA	N/A
7	DNOW Inc.	Houston, TX	N/A
8	Applied Industrial Technologies	Cleveland, OH	\$4.6B
9	MSC Industrial Supply	Melville, NY	\$3.8B
10	Vallen Distribution	Belmont, NC	N/A
11	Ferguson	Newport News, VA	\$31.3B
12	Würth Industry North America	Greenwood, IN	N/A
13	Wesco International	Pittsburgh, PA	\$23.5B
14	Graybar	St. Louis, MO	\$12.9B
15	SunSource	Addison, IL	\$2B+
16	DXP Enterprises	Houston, TX	\$2.0B
17	The Hillman Group	Cincinnati, OH	\$1.6B
18	Berkshire Tool Supply Group	Novi, MI	N/A
19	Distribution Solutions Group	Des Plaines, IL	\$2.0B
20	Global Industrial Company	Port Washington, NY	\$1.4B
21	Winsupply	Moraine, OH	\$8.4B
22	RS Group (Americas)	Fort Worth, TX	\$1.2B
23	OTC Industrial Technologies	Columbus, OH	N/A
24	Bearing Distributors Inc. (BDI)	Cleveland, OH	N/A
25	Edgen Murray	Houston, TX	N/A

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Top Industrial Supplies Distributors – Continued

While distributors are ranked by annual fiscal revenue within this vertical, the figure shown is total company revenue.

See extended the extended version of this list at the mdm.com/top_distributors/

2026 Rank	Company	Headquarters	2025 Total Fiscal Revenue
26	F.W. Webb	Bedford, MA	\$2.6B
27	White Cap	Norcross, GA	\$6.1B
28	AFC Industries	West Chester, OH	N/A
29	Incora	Ft. Worth, TX	N/A
30	Boeing Distribution	Wellington, FL	N/A
31	BlackHawk Industrial	Tulsa, OK	N/A
32	Wajax Corp (Industrial Parts & ERP)	Mississauga, Ontario	\$638M
33	Singer Industrial	Dallas, TX	\$593M
34	EIS Inc.	Atlanta, GA	N/A
35	Optimas Solutions	Wood Dale, IL	\$577M
36	Hajoca	Lafayette Hill, PA	\$4.2B
37	Kimball Midwest	Columbus, OH	N/A
38	Descours & Cabaud (North America)	Lyon, France	N/A
39	R.S. Hughes Co.	Sunnyvale, CA	N/A
40	Endries International	Brillion, WI	N/A
41	Motion & Control Enterprises	Zelienople, PA	N/A
42	Tencarva Machinery	Greensboro, NC	N/A
43	LGG Industrial	Pittsburgh, PA	N/A
44	Bisco Industries	Anaheim, CA	N/A
45	Magid Glove & Safety	Romeoville, IL	N/A
46	Purvis Industries	Dallas, TX	N/A
47	Evolution Motion Solutions (formerly Womack)	Farmers Branch, TX	N/A
48	DGI Supply	Wheeling, IL	N/A
49	Berendsen Fluid Power	Tulsa, OK	N/A
50	Bossard (Americas)	Cedar Falls, IA	\$292M



Top Electrical/Data/Security Distributors

While distributors are ranked by annual fiscal revenue within this vertical, the figure shown is total company revenue.

See extended the extended version of this list at the mdm.com/top_distributors/

2026 Rank	Company	Headquarters	2025 Total Fiscal Revenue
1	Wesco International	Pittsburgh, PA	\$23.5B
2	Sonepar North America	Charleston SC	\$18.8B
3	Graybar	St. Louis, MO	\$12.9B
4	Rexel (North America)	Dallas, TX	\$10.4B
5	Consolidated Electrical Distributors (CED)	Irving, TX	N/A
6	Border States	Fargo, ND	N/A
7	ADI Global Distribution	Mellville, NY	\$4.8B
8	City Electric Supply	Dallas, TX	N/A
9	McNaughton McKay Group	Madison Heights, MI	N/A
10	U.S. Electrical Services	Middletown, CT	N/A
11	Elliott Electric Supply	Nacogdoches, TX	N/A
12	Lonestar Electric Supply	Houston, TX	\$1.7B
13	Crescent Electric Supply Company	East Dubuque, IL	N/A
14	Kendall Electric	Portage, MI	N/A
15	W.W. Grainger	Lake Forest, IL	\$17.9B
16	State Electric Supply Company	Huntington, WV	N/A
17	Gresco Utility Supply	Forsyth, GA	\$846M
18	Van Meter Inc	Cedar Rapids, IA	N/A
19	Turtle	Linden, NJ	N/A
20	Wholesale Electric Supply	Texarkana, TX	N/A
21	Winsupply Inc.	Dayton, OH	\$8.4B
22	Motion	Birmingham, AL	\$8.9B
23	Franklin Empire	Saint-Laurent, Quebec	N/A
24	Main Electric Supply Co.	Santa Ana, CA	N/A
25	Dealers Electrical Supply Company	Waco, TX	N/A

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Top Electrical/Data/ Security Distributors – Continued

While distributors are ranked by annual fiscal revenue within this vertical, the figure shown is total company revenue.
See extended the extended version of this list at the mdm.com/top_distributors/

2026 Rank	Company	Headquarters	2025 Total Fiscal Revenue
26	Kirby Risk	Lafayette, IN	N/A
27	DSG	Plymouth, MN	N/A
28	IEWC	New Berlin, WI	N/A
29	Eckart Supply	Corydon, IN	N/A
30	Werner Electric Supply Co.	Appleton, WI	N/A
31	Wholesale Electrical Supply Co. of Houston	Houston, TX	N/A
32	RS (Americas)	London, England	\$1.2B
33	Green Mountain Electric Supply	Colchester, VT	N/A
34	Inline Electric Supply	Huntsville, AL	\$456M
35	Colonial Electric Supply	King of Prussia, PA	N/A
36	Scott Electric	Greensburg, PA	N/A
37	Rural Electric Supply Cooperative	Middleton, WI	\$404M
38	Fastenal Company	Winona, MN	\$8.2B
39	United Electric Supply	New Castle, DE	N/A
40	Granite City Electric Supply	Quincy, MA	N/A



Top MRO Industrial Distributors

While distributors are ranked by annual fiscal revenue within this vertical, the figure shown is total company revenue.

2026 Rank	Company	Headquarters	2025 Total Fiscal Revenue
1	W.W. Grainger	Lake Forest, IL	\$179B
2	Motion	Birmingham, AL	\$8.9B
3	McMaster-Carr	Elmhurst, IL	N/A
4	The Home Depot (Pro)	Atlanta, GA	N/A
5	Fastenal Company	Winona, MN	\$8.2B
6	Vallen Distribution	Belmont, NC	N/A
7	MSC Industrial Supply	Melville, NY	\$3.8B
8	Global Industrial Company	Port Washington, NY	\$1.4B
9	Applied Industrial Technologies	Cleveland, OH	\$4.6B
10	Ferguson	Newport News, VA	\$31.3B
11	Distribution Solutions Group	Des Plaines, IL	\$2.0B
12	BlackHawk Industrial	Tulsa, OK	N/A
13	DXP Enterprises	Houston, TX	\$2.0B
14	The Hillman Group	Cincinnati, OH	\$1.6B
15	Kimball Midwest	Columbus, OH	N/A
16	Berkshire Tool Supply Group	Novi, MI	N/A
17	Würth Industry North America	Greenwood, IN	N/A
18	R.S. Hughes Co.	Sunnyvale, CA	N/A
19	DNOW Inc.	Houston, TX	N/A
20	Wajax Corp (Industrial Parts & ERP)	Mississauga, ON, Canada	\$638M
21	RS Group (Americas)	London, England	\$1.2B
22	DGI Supply	Wheeling, IL	N/A
23	Descours & Cabaud (North America)	Lyon, France	N/A
24	Tencarva Machinery	Greensboro, NC	N/A
25	Motion & Control Enterprises	Zelienople, PA	N/A

While there is considerable overlap between MDM's verticals for industrial supplies and MRO industrial, we consider there to be enough nuance specific to MRO to warrant breaking out its own Top Distributors list. While every MRO product may be considered an industrial product, the opposite isn't always true. For MDM, MRO products are those needed to keep a company's facilities and production processes running smoothly, whereas industrial products encompass MRO in addition to products involved in the manufacturing process and/or components used in the final product.



Top Building Materials/Construction Distributors

While distributors are ranked by annual fiscal revenue within this vertical, the figure shown is total company revenue.

2026 Rank	Company	Headquarters	2025 Total Fiscal Revenue
1	ABC Supply	Beloit, WI	\$20.2B
2	Builders FirstSource	Dallas, TX	\$15.2B
3	SRS Distribution	Atlanta, GA	N/A
4	QXO (includes Kodiak acquisition)	Herndon, VA	\$11.9B
5	US LBM	Buffalo Grove, IL	\$6.8B
6	Foundation Building Materials (FBM)	Santa Ana, CA	\$6.2B
7	White Cap	Norcross, GA	\$6.1B
8	84 Lumber	Eighty Four, PA	\$5.9B
9	Boise Cascade (Distribution)	Boise, ID	\$5.9B
10	SiteOne Landscape Supply	Roswell, GA	\$4.7B
11	Ferguson	Newport News, VA	\$31.3B
12	BlueLinx Holdings	Marietta, GA	\$3.0B
13	Carter-Jones Lumber	Kent, OH	\$2.7B
14	TopBuild (Specialty Distribution)	Daytona Beach, FL	\$2.4B
15	Gulfeagle Supply	Tampa, FL	\$2.2B
16	UFP Industries (Construction)	Grand Rapids, MI	\$2.0B
17	Lansing Building Products	Richmond, VA	\$1.5B
18	Northern Tool + Equipment	Burnsville, MN	\$1.5B
19	McCoy's Building Supply	San Marcos, TX	\$1.2B
20	Richards Building Supply	Homer Glen, IL	\$1.0B



Top HVACR Distributors

While distributors are ranked by annual fiscal revenue within this vertical, the figure shown is total fiscal revenue.

2026 Rank	Company	Headquarters	2025 Total Fiscal Revenue
1	Watsco	Miami, FL	\$7.2B
2	Johnstone Supply	Portland, OR	\$4.5B+
3	Ferguson	Newport News, VA	\$31.3B
4	Winsupply	Moraine, OH	\$8.4B
5	R.E. Michel Company	Glen Burnie, MD	N/A
6	The Master Group	Saint-Bruno-de-Montarville, Quebec	N/A
7	Mingledorff's (acquired by SRS Distribution)	Atlanta, GA	N/A
8	W.W. Grainger	Lake Forest, IL	\$17.9B
9	F.W. Webb	Bedford, MA	\$2.6B
10	Sonepar (North America)	Charleston SC	\$18.8B

Top Plumbing Distributors

While distributors are ranked by annual fiscal revenue within this vertical, the figure shown is total fiscal revenue.

2026 Rank	Company	Headquarters	2025 Total Fiscal Revenue
1	Ferguson	Newport News, VA	\$31.3B
2	Winsupply	Moraine, OH	\$8.4B
3	Reece USA	Dallas, TX	\$5.1B
4	Hajoca	Lafayette Hill, PA	N/A
5	W.W. Grainger	Lake Forest, IL	\$17.9B
6	F.W. Webb	Bedford, MA	\$2.6B



Top Industrial PVF Distributors

While distributors are ranked by annual fiscal revenue within this vertical, the figure shown is total fiscal revenue.

2026 Rank	Company	Headquarters	2025 Total Fiscal Revenue
1	Ferguson	Newport News, VA	\$31.3B
2	Core & Main	St. Louis, MO	\$7.7B
3	DNOW Inc.	Houston, TX	N/A
4	Edgen Murray	Houston, TX	N/A
5	Winsupply	Moraine, OH	\$8.4B
6	Industrial Piping Specialists	Tulsa, OK	N/A
7	Applied Industrial Technologies	Cleveland, OH	\$4.6B
8	The Macomb Group	Sterling Heights, MI	N/A

Top Power Transmission/Bearings Distributors

While distributors are ranked by annual fiscal revenue within this vertical, the figure shown is total fiscal revenue.

2026 Rank	Company	Headquarters	2025 Total Fiscal Revenue
1	Motion	Birmingham, AL	\$8.9B
2	Applied Industrial Technologies	Cleveland, OH	\$4.6B
3	Bearing Distributors Inc. (BDI)	Cleveland, OH	N/A
4	Wajax Corp (Industrial Parts & ERP)	Mississauga, Ontario	\$638M
5	OTC Industrial Technologies	Columbus, OH	N/A
6	Purvis Industries	Dallas, TX	N/A
7	W.W. Grainger	Lake Forest, IL	\$17.9B
8	DXP Enterprises	Houston, TX	\$2.0B
9	IBT Industrial Solutions	Merriam, KS	N/A
10	Bearing Headquarters Company	Broadview, IL	N/A



Top Fluid Power Distributors

While distributors are ranked by annual fiscal revenue within this vertical, the figure shown is total fiscal revenue.

2026 Rank	Company	Headquarters	2025 Total Fiscal Revenue
1	SunSource	Addison, IL	\$2B+
2	Applied Industrial Technologies	Cleveland, OH	\$4.6B
3	Motion	Birmingham, AL	\$8.9B
4	DXP Enterprises	Houston, TX	\$2.0B
5	DNOW Inc.	Houston, TX	N/A
6	W.W. Grainger	Lake Forest, IL	\$17.9B
7	Fastenal Company	Winona, MN	\$8.2B
8	McMaster-Carr	Elmhurst, IL	N/A
9	Berendsen Fluid Power	Tulsa, OK	N/A
10	Hydraquip	Houston, TX	N/A
11	OTC Industrial Technologies	Columbus, OH	N/A
12	Evolution Motion Solutions	Farmers Branch, TX	N/A
13	Bearing Distributors Inc. (BDI)	Cleveland, OH	N/A
14	Singer Industrial	Dallas, TX	\$593M
15	Motion & Control Enterprises	Zelienople, PA	N/A



Top Hose/Accessories Distributors

While distributors are ranked by annual fiscal revenue within this vertical, the figure shown is total fiscal revenue.

2026 Rank	Company	Headquarters	2025 Total Fiscal Revenue
1	SunSource	Addilson, IL	\$2B+
2	Motion	Birmingham, AL	\$8.9B
3	Singer Industrial	Dallas, TX	\$593M
4	Bridgestone HosePower	Jacksonville, FL	N/A
5	LGG Industrial	Pittsburgh, PA	N/A
6	Motion & Flow Control Products	Littleton, CO	N/A
7	Echelon Supply and Service	Liverpool, NY	N/A
8	Kimball Midwest	Columbus, OH	N/A

Top Electronics Distributors

While distributors are ranked by annual fiscal revenue within this vertical, the figure shown is total fiscal revenue.

2026 Rank	Company	Headquarters	2025 Total Fiscal Revenue
1	Arrow Electronics	Centennial, CO	\$30.9B
2	Avnet	Phoenix, AZ	\$22.2B
3	WPG Americas	San Jose, CA	N/A
4	TTI Inc.	Fort Worth, TX	N/A
5	D&H Distributing	Harrisburg, PA	N/A
6	DigiKey Corp.	Thief River Falls, MN	N/A
7	Future Electronics	Point Claire, Quebec	N/A
8	Mouser Electronics	Mansfield, TX	N/A



Top Fastener Distributors

While distributors are ranked by annual fiscal revenue within this vertical, the figure shown is total fiscal revenue.

2026 Rank	Company	Headquarters	2025 Total Fiscal Revenue
1	Fastenal Company	Winona, MN	\$8.2B
2	Würth Industry North America	Greenwood, IN	N/A
3	The Hillman Group	Cincinnati, OH	\$1.6B
4	McMaster-Carr	Elmhurst, IL	N/A
5	MSC Industrial Supply	Melville, NY	\$3.8B
6	Boeing Distribution	Wellington, FL	N/A
7	AFC Industries	Fairfield, OH	N/A
8	Incora	Ft. Worth, TX	N/A
9	Optimas Solutions	Wood Dale, IL	\$577M
10	Endries International	Brillion, Wisconsin	N/A
11	Applied Industrial Technologies	Cleveland, OH	\$4.6B
12	Distribution Solutions Group	Des Plaines, IL	\$2.0B
13	EFC International	St. Louis, MO	N/A
14	Bossard (Americas)	Cedar Falls, IA	\$292M
15	W.W. Grainger	Lake Forest, IL	\$17.9B
16	Copper State Bolt & Nut	Phoenix, AZ	N/A
17	Motion	Birmingham, AL	\$8.7B
18	Bisco Industries	Anaheim, CA	N/A
19	Field Fastener	Machesney Park, IL	N/A
20	Kimball Midwest	Columbus, OH	\$565M



Top Safety Distributors

While distributors are ranked by annual fiscal revenue within this vertical, the figure shown is total fiscal revenue.

2026 Rank	Company	Headquarters	2025 Total Fiscal Revenue
1	W.W. Grainger	Lake Forest, IL	\$17.9B
2	Fastenal Company	Winona, MN	\$8.2B
3	McMaster-Carr	Elmhurst, IL	N/A
4	Airgas, an Air Liquide company	Radnor, PA	N/A
5	White Cap	Norcross, GA	\$6.1B
6	Vallen Distribution	Belmont, NC	N/A
7	Motion	Birmingham, AL	\$8.9B
8	Magid Glove & Safety	Romeoville, IL	N/A
9	MSC Industrial Supply	Melville, NY	\$3.8B
10	Würth Industry North America	Greenwood, IN	N/A
11	Wesco International	Pittsburgh, PA	\$23.5B
12	Global Industrial Company	Port Washington, NY	\$1.4B
13	Mallory Safety and Supply	Longview, WA	N/A
14	AramSCO	Paulsboro, NJ	N/A
15	Winsupply	Moraine, OH	\$8.4B
16	SPI Health and Safety	Blainville, Quebec, Canada	N/A
17	Total Safety Supplies & Solutions	Fairfield, CA	N/A
18	Stauffer Glove And Safety	Red Hill, PA	N/A
19	Martin Supply	Florence, AL	N/A
20	EWIE Group	Ann Arbor, MI	N/A



Top JanSan, Packaging & Disposables Distributors

While distributors are ranked by annual fiscal revenue within this vertical, the figure shown is total fiscal revenue.

2026 Rank	Company	Headquarters	2025 Total Fiscal Revenue
1	Uline	Pleasant Prairie, WI	N/A
2	Imperial Brady (formerly Imperial Dade and BradyPlus)	Jersey City, NJ and Las Vegas, NV	\$10B
3	Veritiv Corporation	Atlanta, GA	N/A
4	TricorBraun	St. Louis, MO	N/A
5	Network Distribution (North America)	Schaumburg, IL	N/A
6	UFP Industries (Packaging)	Grand Rapids, MI	\$1.6B
7	W.W. Grainger	Lake Forest, IL	\$17.9B
8	The Home Depot (Pro)	Atlanta, GA	N/A
9	Fastenal Company	Winona, MN	\$8.2B
10	Global Industrial Company	Port Washington, NY	\$1.4B
11	McMaster-Carr	Elmhurst, IL	N/A
12	Ferguson	Newport News, VA	\$31.3B
13	Pollock Orora	Grand Prairie, TX	N/A
14	NFI Industries	Camden, NJ	\$3.7B+
15	Aramco	Paulsboro, NJ	N/A

Top Pharmaceuticals & Healthcare Distributors

While distributors are ranked by annual fiscal revenue within this vertical, the figure shown is total fiscal revenue.

2026 Rank	Company	Headquarters	2025 Total Fiscal Revenue
1	McKesson Corporation	Irving, TX	\$359.1B
2	Cencora	Conshohocken, PA	\$321.3B
3	Cardinal Health	Dublin, OH	\$222.6B
4	Thermo Fisher Scientific	Waltham, MA	\$44.6B
5	Medline Industries	Mundelein, IL	\$28.4B
6	Henry Schein	Melville, NY	\$13.2B
7	Owens & Minor	Richmond, VA	N/A



Top Gases & Welding Supplies Distributors

This segment is unranked. Companies are listed in alphabetical order.

Company	Headquarters	2025 Total Fiscal Revenue
Airgas, an Air Liquide company	Radnor, PA	N/A
American Welding & Gas	Raleigh, NC	N/A
AmeriGas Propane	King of Prussia, PA	\$2.3B
Arc3	Dunn, NC	N/A
Charbone Corporation	Brossard, Quebec	N/A
F.W. Webb	Bedford, MA	\$2.6B
Fastenal Company	Winona, MN	\$8.2B
Gas And Supply Co.	Baton Rouge, LA	N/A
General Air	Denver, CO	N/A
Indiana Oxygen	Indianapolis, IN	N/A
Linde (Americas)	Danbury, CT	N/A
Matheson	Irving, TX	N/A
Meritus Gas Partners	New York, NY	N/A
nexAir	Memphis, TN	N/A
Norco Inc.	Boise, ID	N/A
O.E Meyer	Sandusky, OH	N/A
Red Ball Oxygen Co.	Shreveport, LA	N/A
Roberts Oxygen Company	Rockville, MD	N/A



Top Specialty Adhesives Distributors

This segment is unranked. Companies are listed in alphabetical order.

Company	Headquarters	2025 Total Fiscal Revenue
Applied Adhesives	Minnetonka, MN	N/A
Associated Industries	Wichita, KS	N/A
DH Sutherland	Beaverton, OR	N/A
EIS Inc.	Atlanta, GA	N/A
Ellsworth Adhesives	Germantown, WI	N/A
GracoRoberts	Arlington, TX	N/A
Distribution Solutions Group	Des Plaines, IL	\$2.0B
Integral Products	Harbor City, CA	N/A
Krayden	Denver, CO	N/A
R.S. Hughes Co.	Sunnyvale, CA	N/A
Rudolph Bros. & Co.	Canal Winchester, OH	N/A

Top Plastics Distributors

This segment is unranked. Companies are listed in alphabetical order.

Company	Headquarters	2025 Total Fiscal Revenue
Cope Plastics	Alton, IL	N/A
Curbell Plastics	Orchard Park, NY	N/A
Interstate Plastics	Sacramento, CA	N/A
E&T Plastics	Long Island City, NY	N/A
North American Plastics	Dallas, TX	N/A
Piedmont Plastics	Charlotte, NC	N/A
Polymershapes	Huntersville, NC	N/A
Professional Plastics	Fullerton, CA	N/A
ThyssenKrupp Engineered Plastics	Auburn Hills, MI	N/A
Total Plastics International	Kalamazoo, MI	N/A
Tricon Energy (North America)	Houston, TX	\$14.0B



Top Food & Beverage Distributors

This segment is unranked. Companies are listed in alphabetical order.

Company	Headquarters	2025 Total Fiscal Revenue
Ben E. Keith Co.	Fort Worth, TX	N/A
Breakthru Beverage	New York, NY	\$8.5B+
Dole plc (North America)	Dublin, Ireland	N/A
Gordon Food Service	Wyoming, MI	N/A
McLane Company	Temple, TX	N/A
Performance Food Group	Richmond, VA	\$63.3B
Republic National Distributing Company	Grand Prairie, TX	N/A
Southern Glazer's Wine & Spirits	Miami, FL	N/A
Sysco Corporation	Houston, TX	\$81.4B
U.S. Foods	Rosemont, IL	\$39.4B
United Natural Foods	Providence, RI	\$31.8B
The Chefs' Warehouse	Ridgefield, CT	\$4.1B



Top Lubricants & Fuels Distributors

This segment is unranked. Companies are listed in alphabetical order.

Company	Headquarters	2025 Total Fiscal Revenue
Apex Oil	St. Louis, MO	N/A
Brenntag North America	Reading, PA	\$17.8B
Cadence Petroleum Group	Asheboro, NC	N/A
Carson Oil	Portland, OR	N/A
Colonial Group	Savannah, GA	N/A
Dilmar Oil Company	Florence, SC	N/A
Great Lakes Petroleum	Cleveland, OH	N/A
Guttman Holdings	Belle Vernon, PA	N/A
Liquid Tech Solutions	Stoughton, MA	N/A
Mansfield Energy	Gainesville, GA	N/A
Moove (North America)	King of Prussia, PA	N/A
Parman Energy Group	Nashville, TN	N/A
Pilot Thomas Logistics	Grapevine, TX	N/A
Port Consolidated	Ft Lauderdale, FL	N/A
RelaDyne	Cincinnati, OH	N/A
SC Fuels	Orange, CA	N/A
Senergy Petroleum	Phoenix, AZ	N/A
Smitty's Supply Co.	Roseland, LA	N/A
Southern Counties Lubricants	Orange, CA	N/A
Tricon Energy	Houston, TX	\$14.0B



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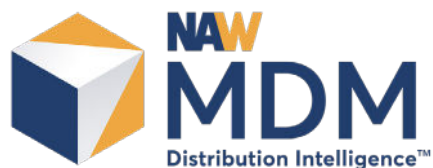
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