The largest distribution companies in 12 sectors

presented by

Modern Distribution Management
Intelligence for Wholesale Distribution Professionals

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2011 MDM Market Leaders

2011 Sector Lists

Market Leaders for the following sectors:

* Industrial
* Power Transmission/Bearing
* Fluid Power
* Electrical
* HVACR/Plumbing/PVF
* Building Materials
* Gases & Welding Equipment
* Electronics
* Safety
* Other Distribution Sector Market Leaders
  Fasteners
  Pharmaceutical
  Plastics

Methodology for 2011 MDM Market Leaders Lists

These are the 2011 MDM Market Leaders. The lists are ranked in order of 2010 revenue size alone; no other factors were used to compile these lists.

This year we refined the lists to as accurately as possible reflect North American revenues where they are clearly broken out by the global distributors. For example, rather than list Wolseley plc as the top industrial distributor, we listed its North American subsidiaries, Ferguson/Wolseley Canada. Another example: Global fastener distributor Bossard falls in the top 40 industrial listing because we used just the revenues from its Americas segment.

We also added distributors that were excluded last year, including market-leading fluid power distributors SunSource and Berendsen Fluid Power. This changed the makeup of the top 40 industrial distributor list.

We collected data for this report in several ways. Companies were asked to fill out a form online providing data about revenues, trends and executives. In addition, forms were sent to companies known to be the largest players in their sectors. We also utilized SEC annual filings for public companies.

In the end, not every company was willing to provide us with revenue data for 2010, yet we deemed it important to include them anyway (e.g. McMaster-Carr, SunSource, etc.).

We utilized several resources to estimate where to place these companies on their respective lists. These resources included: past reported revenues, average revenue increases within the sectors, data from economic reports and conversations with industry experts.

All companies for which we estimated revenues and/or position are notated with “N/A.”

Revenues for all companies in this report are provided in U.S. dollars.

For companies who report their data in other currencies, we converted their revenues to U.S. dollars using the exchange rate in place on the last day of that company’s reported fiscal year to determine ranking.
This is our annual update of the top 40 largest industrial distributors and the largest distributors in 11 other sectors. The big are getting bigger. That is not entirely surprising given the economic rebound.

Predictably, those distributors dependent on the construction industry are having the hardest time regenerating their growth rate. Ferguson/Wolseley Canada, still No. 1 on the Top 40 list at $9.4 billion in annual revenues, saw revenues shrink by more than 7 percent. HD Supply, No. 2 with $7.5 billion in annual revenues, grew just over 1 percent.

This year, we expanded our analysis of product sectors from eight to 12. They are industrial, electrical, power transmission/bearing, fluid power, HVAC/plumbing, building materials/construction supplies, fasteners, gases/welding equipment, safety, electronics, plastics and pharmaceutical distribution sectors.

Size will always be the easiest metric, but not always the most meaningful. The lessons of the past three years have made that painfully clear to every distribution executive. If there were a way to accurately rank this industry by profitability instead of revenue size, our list would probably look different and may not correlate directly to revenues.

That’s not taking anything away from the achievements of those on our lists. The quality of a company - from the leadership to those on the front lines - is also measured by how customers vote where to spend their dollars. That is the ultimate reality show in distribution.

Our editors survey and interview hundreds of executives throughout the year assembling the data and insight for this annual update. Thank you to all who have generously shared your knowledge and insight.
Top 40 Industrial Distributors

1. Ferguson/Wolseley Canada: $9.4 billion
2. HD Supply: $7.5 billion
3. Grainger: $7.2 billion
4. Airgas: $3.9 billion
5. McJunkin Red Man Corp.: $3.9 billion
6. Motion Industries: $3.5 billion
7. Fastenal: $2.3 billion
8. Wilson/CE Franklin: N/A*
9. McMaster Carr: N/A
10. Applied Industrial Technologies: $1.9 billion
11. Sonepar Industrial (w/Hagemeyer): N/A
12. MSC Industrial Supply: $1.7 billion
13. WinWholesale: N/A
14. Interline Brands: $1.1 billion
15. Kaman Industrial: $831.9 million
16. Wurth - North America: $815 million
17. DXP Enterprises: $656 million
18. FW Webb: $650 million
19. Barnes: $548.5 million
20. BDI: $496 million
21. Turtle and Hughes: $420 million
22. Industrial Distribution Group: $418 million
23. Lewis-Goetz & Co. Inc.: $340 million
24. Lawson Products: $316.7 million
25. Kinecor: $303.2 million
26. DGI Supply: N/A
27. RS Hughes Co.: $204 million
28. Strategic Distribution (SDI): N/A
29. Hisco: $196 million
30. Gas and Supply Co.: $189.6 million
31. Perry Supply Inc.: N/A
32. Canadian Bearings: $171 million
33. Berendsen Fluid Power: N/A
34. Bossard America: $138.4 million
35. Womack Machine Supply Co.: $134 million
36. FCX Performance: $128.9 million
37. Kimball Midwest: $128 million
38. IBT Inc.: $118 million
39. BlackHawk Industrial: $110 million

* Wilson/CE Franklin’s revenues - formerly on this list as Wilson Industries - were estimated based on data in the annual report of Smith International, its former owner, and the final quarter of data presented in new owner Schlumberger’s annual report.

Top 10 PT/Bearing

1. Motion Industries: $3.5 billion
2. Applied Industrial Technologies: $1.9 billion
3. Kaman Industrial: $831.9 million
4. DXP Enterprises: $656.2 million
5. BDI: $496 million
6. Kinecor: $303.2 million
7. Canadian Bearings: $171 million
8. Grainger (PT): $122 million
9. IBT Inc.: $118 million
10. Purvis Industries: N/A

Top 25 Electrical

1. Sonepar: $5.2 billion
2. WESCO Distribution: $4.9 billion
3. Rexel Holdings (Rexel/Gexpro): $4.8 billion
4. Graybar: $4.6 billion
5. Anixter: $3.9 billion
6. CED: N/A
7. HD Supply (Electrical): $1.4 billion
8. Border States Electric: $1.0 billion
9. Grainger (Electrical): $936 million
10. Crescent Electric Supply Co: $769 million
11. Platt Electric Supply: N/A
12. Mayer Electric Supply: $568 million
13. McNaughton-McKay Electric Company: N/A
14. Dealers Electrical Supply: N/A
15. EIS, Inc.: $449.9 million
16. Turtle & Hughes: $420 million
17. Elliott Electric Supply: $375 million
18. The Reynolds Company: N/A
19. Wholesale Electric Supply of Houston: N/A
20. Independent Electric Supply: $370 million
21. North Coast Electric: $343 million
22. OneSource Distributors: $335 million
23. Summit Electric Supply: $301.5 million
24. State Electric Supply Company: N/A
25. City Electric Supply: N/A

Top Safety

A selection of the largest safety distributors.

* Grainger, Chicago, IL
* Airgas Safety, Radnor, PA
* VWR International, Radnor, PA
* Orr Safety, Louisville, KY
* Arbill, Philadelphia, PA
* Northern Safety & Industrial, Utica, NY
* Conney Safety Products, Madison, WI
* Safety Today, Columbus, OH
* Wise Safety & Environmental, St. Louis, MO
### Top 10 HVAC/Plumbing/PVF
1. Ferguson/Wolseley Canada: $9.4 billion
2. McGunckin-Red Man: $3.8 billion
3. Watsco: $2.8 billion
4. Hajoca (incl. EMCO): N/A
5. Wilson/CE Franklin.: N/A
6. WinWholesale: N/A
7. Johnstone Supply: N/A
8. HD Supply (HVAC/Plumb/PVF): $981 million
9. FW Webb: $650 million
10. RE Michel: N/A

### Top 10 Building Material
1. ABC Supply: $4 billion
2. ProBuild Holdings: N/A
3. Allied Building Products: $1.7 billion
4. Beacon Roofing Supply: $1.6 billion
5. HD Supply (Bldg Mats): $1.5 billion
6. 84 Lumber: N/A
7. L&W Supply: $1.1 billion
8. Stock Building Supply: $861 million
9. Roofing Supply Group: $781 million
10. Builders FirstSource: $700.3 million

### Top 5 Fluid Power
1. Motion Industries (FP), Birmingham, AL, $567 million
2. Applied Industrial Technologies (FP), Cleveland, OH, $530 million
3. Kaman Industrial Technologies, Bloomfield, CT, fluid power revenues N/A
4. SunSource, Addison, IL, N/A
5. Grainger (FP), Chicago, IL, $287.3 million

### Top 10 Electronics
1. Avnet, Phoenix, AZ, $19.2 billion
2. Arrow Electronics, Melville, NY, $18.7 billion
3. Future Electronics, Pointe Claire, QC, N/A
4. Anixter, Glenview, IL, $3 billion
5. Digi-Key, Thief River Falls, MN, $1.5 billion

### Top Gases/Welding Equipment
A selection of the largest fastener distributors.

* Fastenal, Winona, MN
* Wurth - North America, Ramsey, NJ
* Anixter International, Glenview, IL
* Endries International (Wolseley Industrial Group Company)
* McMaster Carr, Chicago, IL
* Bossard America, Zug, Switzerland
* Lawson Products, Chicago, IL
* MSC Industrial Supply, Melville, NY
* Barnes Logistics & Manufacturing Services, Bristol, PA
* Copper State Nut & Bolt, Phoenix, AZ
* BE Aerospace, Wellington, FL
* Wesco Distribution, Pittsburgh, PA
* Bisco Industries, Anaheim, CA
* Kimball Midwest, Columbus, OH
* The Hillman Group, Chicago, IL

### Top Pharmaceutical
Source: Pembroke Consulting’s Adam Fein, who writes the popular Drug Channels blog.

1. McKesson Corp.
2. Cardinal Health Inc.
3. AmerisourceBergen Corp.

Other Large Wholesalers in This Sector:
* Morris & Dickson
* H.D. Smith
* Smith Drug
* NC Mutual Wholesale Drug
* Value Drug Company
* Anda Distribution
* Harvard Drug Group

### Top 10 Semi-Finished Plastic Shapes
Source: Global Plastics Letter. The first three on the list each have more than $200 million in sales. The rest fall under $100 million.

1. SABIC Polymershapes
2. Laird Plastics
3. Piedmont Plastics
4. Curbell Plastics
5. Cope Plastics
6. Total Plastics
7. AIN Plastics
8. Port Plastics
9. Professional Plastics
10. Regal Plastics

### Top Fastener
A selection of the largest fastener distributors.

* Fastenal, Winona, MN
* Wurth - North America, Ramsey, NJ
* Anixter International, Glenview, IL
* Endries International (Wolseley Industrial Group Company)
* McMaster Carr, Chicago, IL
* Bossard America, Zug, Switzerland
* Lawson Products, Chicago, IL
* MSC Industrial Supply, Melville, NY
* Barnes Logistics & Manufacturing Services, Bristol, PA
* Copper State Nut & Bolt, Phoenix, AZ
* BE Aerospace, Wellington, FL
* Wesco Distribution, Pittsburgh, PA
* Bisco Industries, Anaheim, CA
* Kimball Midwest, Columbus, OH
* The Hillman Group, Chicago, IL
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* Individual Sector Trend Reports
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* Inventory Management Becomes a Priority
* Distributors’ Global Plans: Graphic
* Hiring Lags Despite Return in Business
* A Focus on Diversification
* The Mergers & Acquisitions Landscape: Special Report

PLUS a full directory of company listings for the Top 40 Industrial, Top 25 Electrical, Top 10 HVACR/Plumbing/PVF, Top 10 Building Material/Construction and Top 10 Power Transmission/Bearing is included. For most companies, where data is available, these listings include: headquarters, 2010 revenues, change in sales from 2009, employees, locations, key executives and an overview of operations.

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