

BIG50**BIG50**
INDUSTRIAL DISTRIBUTION
2021**1. Grainger**www.grainger.com

2020 Sales: \$11.80 billion
Top Executive: D.G. Macpherson
Headquarters: Lake Forest, IL
Locations: 359
Employees: 23,100

Grainger remains supreme yet again, and by nearly double the revenue of our No. 2 company. Grainger saw nearly a 3 percent sales gain in 2020 as everyone from hospitals, government branches, schools and businesses of all sorts looked to the company for PPE supplies amid the COVID-19 pandemic, which more than offset declines in its core MRO categories. Grainger divested its Fabory and Grainger China units during 2020 in a move to help the company focus more on key businesses and geographies. CEO D.G. Macpherson said earlier this year that Grainger is likely to keep its branch and distribution center as-is for at least the near future.

2. Airgaswww.airgas.com

2020 Sales: \$6.1 billion
Top Executive: Pascal Vinet
Headquarters: Radnor, PA
Locations: N/A
Employees: 18,000

Once one of the more active acquirers in the industrial distribution marketplace, Airgas has taken a pause since announcing the acquisition of Tech Air in 2019. With its head down in 2020, the company was able to keep sales relatively flat, with a mild dip of 1.6 percent year-over-year. Airgas parent Air Liquide cited "outstanding performance" from its group of companies, saying it "demonstrates the strength of its business model." So far this year, Airgas has launched a partnership with 3M on a new branded line of RADNOR® Welding Helmets and has expanded its high school welding education initiative.

3. Motionwww.motionindustries.com

2020 Sales: \$5.68 billion
Top Executive: Randy Breaux
Headquarters: Birmingham, AL
Locations: 500+
Employees: 7,000+

Celebrating its 75th anniversary, this Birmingham-based distributor made some significant announcements so far this year, including a rebranding campaign that changed the company's name from Motion Industries to, simply, Motion. The company also added three companies to its portfolio in 2020 with the acquisition of TRC Hydraulics, F&L Industrial Solutions, Inc. and Applied Machine and Motion Control, Inc. (AMMC). Motion served 170,000 customers in 2020, according to its parent company's annual report, and has access to a database of 10.4 million parts.

4. Fastenalwww.fastenal.com

2020 Sales: \$5.65 billion
Top Executive: Dan Florness
Headquarters: Winona, MN
Locations: 3,268
Employees: 20,229

In March 2020, Fastenal acquired certain assets of Apex Industrial Technologies, the primary technology provider of its vending solutions since 2008. According to Fastenal, these assets give it control of future innovation surrounding its FMI Technology program, including direct control of the supply chain for vending equipment. "We now have sole control over the direction our solutions take, which allows us to align that direction with the needs of our customers," said Jeff Hicks, vice president of Fastenal Solutions. "Having all the technology solutions under one team means we can continuously improve the customer experience and the value delivered."

5. Winsupplywww.winsupplyinc.com

2020 Sales: \$4.2 billion
Top Executive: John McKenzie
Headquarters: Dayton, OH
Locations: 633
Employees: 7,200

Winsupply posted a healthy gain of more than seven percent over 2019. The company continued to stay active on the acquisition front as well, adding five companies to its portfolio and opening several Local companies, which are Winsupply-supported businesses run by local owners with local autonomy. According to Rob Ferguson, president of Winsupply's Local Company Group, "Throughout the challenging year that was 2020, local company owners and their teams were heroic in reacting quickly to local market conditions and serving their customers. The flexibility allowed through local decision making meant Local Companies were able to take the steps necessary to provide product and services essential to their customers."

6. White Capwww.whitecap.com

2020 Sales: \$4+ billion
Top Executive: John Stegeman
Headquarters: Norcross, GA
Locations: 400
Employees: 7,000

White Cap — formerly the Construction & Industrial segment of HD Supply — makes its Big 50 debut, thanks to its \$2.9 billion purchase from HD Supply by private equity firm Clayton, Dubilier & Rice this past October. That deal was valued at \$4 billion in total. Immediately after, CD&R combined White Cap with subsidiary Construction Supply Group, forming a newly-combined major distributor of concrete accessories and specialty construction and safety products. White Cap has an outside sales force of more than 850 associates; more than 1,000 inside and counter sales associates; nearly 2,000 delivery vehicles; and an offering of 400,000+ products from 4,500+ suppliers.

7. WESCO International (Industrial)www.wesco.com

2020 Sales: N/A
Top Executive: John Engel
Headquarters: Pittsburgh, PA
Locations: 800
Employees: 1,800

2020 brought the much-publicized approval and closing of the merger of WESCO and Anixter. In a press release describing the companies' year-end results, CEO John Engel characterizes 2020 as "one of the most important in WESCO's history. We completed the transformational acquisition of Anixter, doubling our size and changing our trajectory for years to come. We designed and launched a three-year integration plan which in just six months has delivered synergies in excess of our initial targets," he said. At the time, Engel described the company as "incredibly well-positioned" for 2021 and, so far, the numbers have reflected that.

8. MSC Industrial Supplywww.mscdirect.com

2020 Sales: \$3.15 billion*
Top Executive: Erik Gershwind
Headquarters: Melville, NY
Locations: 28
Employees: 6,294

Up one spot from a year ago, MSC made major industry waves this past January when it announced the overhaul of its customer support model toward one that focuses on virtual customer care hubs, with that move including closure of 73 public branches. That news came shortly after MSC said it was moving and consolidating its Long Island, NY Customer Support Center to a much smaller facility near the company's Melville, NY headquarters. The company shuffled a handful of key executive positions in the second half of 2020, including CFO and VP of e-commerce. This past June, MSC acquired most of Wichita, KS-based metalworking & MRO distributor Wm. F. Hurst Co., gaining three locations.

9. Applied Industrial Technologieswww.applied.com

2020 Sales: \$3.06 billion*
Top Executive: Neil Schrimsher
Headquarters: Cleveland, OH
Locations: 568
Employees: 5,900

A flurry of acquisitions have helped propel Applied as the pandemic business conditions eased and the distributor of "all things industrial" posted gains in 27 of its 30 industry verticals in its most recent quarterly report. In October 2020, Applied announced the addition of Marietta, GA-based Advanced Control Solutions, which gained the company four locations and 43 employees. This past January, Applied announced the acquisition of Norwood, MA-based Gibson Engineering Company, which gained Applied a single location and 40 employees. Then in August, Applied acquired Rockford, IL-based R.R. Floody Company.

10. MRC Globalwww.mrcglobal.com

2020 Sales: \$2.56 billion
Top Executive: Rob Saltiel
Headquarters: Houston, TX
Locations: 220
Employees: 2,592

One of the hardest hit by the pandemic, MRC Global, the Houston-based global distributor of PVF products and services, closed 27 locations and reduced headcount by 597 in 2020 after contending with strong headwinds even in the years prior. Since then, MRC has experienced a notable rebound, and its most recently published quarterly report identified a Q2 gross profit jump of 41.8 percent year-over year. The company's CEO of 12 years, Andrew Lane, retired in March. He has been replaced by Rob Saltiel, former CEO of Key Energy Services.

11. Würth Industry North Americawww.wurthindustry.com

2020 Sales: \$2.3 billion
Top Executive: Dan Hill
Headquarters: Greenwood, IN
Locations: ~100
Employees: ~2,300

In 2020, Würth Industry North America (WINA) acquired Techni-Tool Inc, a strong brand with 41 years of history supporting the machining, metalworking and industrial industries and welcomed Florida-based Würth Action Bolt and Tool to its Würth Construction Services division. Würth called 2020 "a challenging year overall," though they say the WINA organization and leadership "were committed to executing strategic plans that were in place and acting on available opportunities to grow our product and service offering to best serve our customers, even in light of the pandemic."

12. Vallen Distribution (Industrial)www.vallen.com

2020 Sales: \$1.7-2.0 billion
Top Executive: Chuck Delph
Headquarters: Belmont, NC
Locations: 503
Employees: 4,203

Vallen, the industrial products subsidiary of Sonepar, saw 2020 bring a promotion for then-president of its US division, Chuck Delph, to president of Vallen North America, a position in which he is responsible for operations in Canada and Mexico, in addition to the United States. In July of this year, Joyce Lansdale, Vallen's vice president of national accounts, was appointed secretary of the executive committee of the Industrial Supply Association for the 2021-2022 calendar year.

13. NOW Inc.www.dnow.com

2020 Sales: \$1.62 billion
Top Executive: David Cherechinsky
Headquarters: Houston, TX
Locations: 195
Employees: 2,450

NOW Inc., doing business primarily as DistributionNOW, peaked on the Big 50 in 2019 at No. 9 with \$3.13 billion in sales, but the oilfield products distributor underwent a significant downsizing in the 2 years since and is now operating at roughly half that footprint. It appears headed in the right direction, as DNOW posted quarterly sequential sales gains in Q1 and Q2 of this year and the company's net losses, which topped \$300 million in Q1 of 2020, shrank to just \$2 million in Q2 of this year. In early 2021, DNOW acquired the Odessa, TX-based Flex Flow pumping business from GR Energy.

14. F.W. Webbwww.fwwebb.com

2020 Sales: \$1.44 billion
Top Executive: Jeff Pope
Headquarters: Bedford, MA
Locations: 95
Employees: 2,660

F.W. Webb posted a healthy gain of 10.8 percent over 2019 and the company has continued down the path towards acquisitive growth. In March, the company announced the purchase of Western Connecticut wholesale distributor, Danbury Plumbing and HVAC Supply Co. This summer, F.W. Webb was certified to sell, rent and service McElroy fusion equipment. The company also opened a new location in West Babylon, NY which, at 60,000-square-feet, is the largest of its three Long Island facilities.

15. Wolseley Industrial Groupwww.wolseleyindustrialgroup.com

2020 Sales: N/A
Top Executive: Daniel Hogge
Headquarters: Newport News, VA
Locations: 180
Employees: 3,500

Wolseley Industrial Group elected to keep sales private for 2020. The company has had an active year on a global scale, announcing in June of 2020 that it would integrate its Canada business from three operating regions into two. More recently, the company's parent — Ferguson plc — announced it would divest Wolseley UK. The buyer, private equity firm Clayton, Dubilier & Rice, also acquired HD Supply's White Cap unit and Epicor in the second half of 2020.

16. Global Industrial Companywww.globalindustrial.com

2020 Sales: \$1.03 billion
Top Executive: Barry Litwin
Headquarters: Port Washington, NY
Locations: 7
Employees: 1,600+

Global Industrial started 2021 as Systemax Inc. before announcing its rebrand mid-year, a move CEO Barry Litwin said "reflects the singular focus of our business and our position as a leading pure-play industrial distributor." In contrast to many of its peers, the company posted a sales increase of more than eight percent in 2020, and Litwin credited the company's private label business, expanded pandemic product lines and growth within core product categories. In September, Global Industrial announced the launch of its "Ready. Set." campaign, which is focused on the information, solutions and products to support its customers' ongoing operations and future growth.

17. DXP Enterpriseswww.dxpe.com

2020 Sales: \$1.01 billion
Top Executive: David Little
Headquarters: Houston, TX
Locations: 193
Employees: 2,000+

Though Houston-based pumping solutions and MROP products distributor DXP Enterprises had a challenging year, it made strides in acquisitive growth. Specifically, DXP closed out 2020 by announcing the acquisition of four pumping distributors, including Total Equipment Company (TEC), APO Pumps & Compressors including Corporate Equipment Company (together APO/CEC) and Pumping Solutions, Inc. (PSI). Since then, the company has acquired Tampa, FL-based water management products distributor Carter & Verplanck, and its sales — which dipped more than 20 percent in 2020 — have improved significantly year-over-year.

18. Kaman Distribution Groupwww.ec.kamandirect.com

2020 Sales: \$1.0 billion
Top Executive: Ben Mondics
Headquarters: Bloomfield, CT
Locations: 220
Employees: 2,000

2020 marked Kaman Distribution Group's first full year as a stand-alone company after separating from Kaman Corp. in 2019. In addition to the multiple executive hires in 2020, Todd Boone joined the company as VP/GM of Kaman Automation. In early 2020, Kaman announced the acquisition of Bal Seal Engineering. Based in Foothill Ranch, CA, Bal Seal Engineering is a provider of design, development and manufacturing of highly engineered products that include precision springs, seals and contacts. In 2021, Kaman celebrated the 50th anniversary of its founding.

19. Berkshire Tool Supply Groupwww.berkshiresupply.com, www.pts-tools.com

2020 Sales: N/A
Top Executives: John Beaudoin,
 Mitch Bair
Headquarters: Novi, MI
Locations: 65
Employees: 1,100

Powered by the Berkshire eSupply Network, BTSG is an industry 4.0 metalworking & MRO national distributor. It services the industrial marketplace through a fully-digitized supply chain with three strategically-located, state-of-the-art distribution centers, augmented with over 60 final mile delivery points. Says BTSG: "We provide local technical field sales support and national support to our multi-plant customers, providing streamlined e-sourcing and inventory management. Our vending team provides expertise in turn-key inventory control solutions and our e-ordering solution offers 2.5 million SKUs from all the major industrial brands."

20. BDIwww.bdiexpress.com

2020 Sales: \$714 million
Top Executive: Carl James
Headquarters: Cleveland, OH
Locations: 214
Employees: 1,361

BDI says some of the most significant business developments in the past year include completing a global SAP system among 11 countries in 2021, with the final addition of BDI India. The company says it also will "continue to deploy the global BDIExpress.com e-commerce platform in 11 countries in ten languages." Early this year, the Bearing Specialists Association announced its 2020 CBS Excellence Award for outstanding service to the bearing end-use customer was given to BDI Canada Inc for the third year in a row. Cleveland-based BDI is down eight percent year-over-year.

21. Optimas Solutionswww.optimas.com

2020 Sales: \$614 million
Top Executive: Daniel Harms
 (Americas)
Headquarters: Wood Dale, IL
Locations: 41
Employees: 1,339

Optimas Solutions took a 29 percent hit year-over-year which, in the business context of 2020, meant it only dropped one slot on the Big 50. Optimas, built from a carve-out of the Anixter Fasteners division in 2015, suggests the circumstances are driving its vision. Says Daniel Harms, company president: "Building off a solid vision and legacy created around technology and innovation, this is a time of accelerating alignment of operations to our current and future services. Matching operations to our services will best position Optimas Solutions to provide supply chain solutions that balance customer needs, supplier requirements and market forces to Efficiency Up."

22. Ohio Transmission Corporationwww.otcindustrial.com

2020 Sales: \$605 million
Top Executive: Bill Canady
Headquarters: Columbus, OH
Locations: 53
Employees: 1,400

2020 was a year full of activity for Ohio Transmission Corp. (OTC), who announced in June that longtime CEO Phil Derrow would transition to a chairman role. At the close of 2020, OTC announced the acquisition of JCI Industries, a provider of pumps, motors, controls, field service and remanufacturing to commercial, industrial and environmental customers throughout the Midwest. Bill Canady, former president and COO of Swagelok, took the helm as CEO in August of 2021.

23. ERIKS (North America)www.eriksna.com

2020 Sales: N/A
Top Executive: Eric Hoffman
Headquarters: Pittsburgh, PA (US)
Locations: 98
Employees: 1,300+

Much like last year, privately-held ERIKS chose to keep its sales figures private, though the company did share it with *ID*, enabling us to rank them appropriately. In November of 2020, Rawson/Industrial Controls, an ERIKS company, announced an agreement with Emerson Industrial Automation & Controls to become an official channel partner in Arkansas, Louisiana and Texas, expanding upon their existing 30-year partnership. Later that month, ERIKS North America and Continental Conveyor Belt announced an expanded partnership to provide high-quality conveyor belting products, services and technology to industrial customers in Kansas, Missouri and most of central and southern Illinois.

24. SBP Holdingswww.sbpholdings.com

2020 Sales: \$453 million
Top Executive: Craig Osbourne
Headquarters: Houston, TX
Locations: 96
Employees: 1,300

Houston-based SBP Holdings saw a 17+ percent dip in sales in 2020, and the company, like many others, blames the impact of COVID-19. Singer Equities, Bishop Lifting Products and Dakota Fluid Power are wholly-owned subsidiaries of SBP and the group announced in October of last year that it had completed a refinancing transaction with the intention "to fully refinance the company's existing indebtedness and provide the company with capital to support future growth and acquisitions." Proof of that came in June of this year, when SBP announced it had acquired Kenco Hydraulics and its subsidiaries. In March of this year, SBP also revealed the appointment of Craig Osborne as the organization's next president and CEO.

25. BlackHawk Industrialwww.bhid.com

2020 Sales: \$436 million
Top Executive: John Mark
Headquarters: Broken Arrow, OK
Locations: 40
Employees: 818

BlackHawk managed to move up one spot on our list despite an 8.6 percent sales drop in 2020. It may be the busiest company on the Big 50 over the past two years. In 2020, it acquired Costa Mesa, CA-based Machine Tools Supply, St. Louis-based J&S Tool and Irwin, PA-based Irwin Tool, and divested its Dealer Services unit to Linc Systems. This summer, BlackHawk acquired metalworking distributor ArgoDe Valle in Mexico; and Florida distributors Southern Tool and Machine and Reliance Supply. All that activity is sure to lead BlackHawk toward the \$500 million mark for 2021 sales.

26. R.S. Hugheswww.rshughes.com

2020 Sales: \$430 million
Top Executive: Bill Matthews
Headquarters: Sunnyvale, CA
Locations: 51
Employees: 589

R.S. Hughes' 2020 sales were just above flat, and given the declines of other distributors on our list, it was enough to move the company up two spots on our list from a year ago. R.S. Hughes is a distributor of aerospace, electronics, general manufacturing, medical, safety and transportation products. The company has leaned into its sanitation and safety products throughout the pandemic, including plenty of product offerings for helping businesses maintain social distancing measures.

27. EWIE Groupwww.ewie.com

2020 Sales: \$400 million
Top Executive: Manoj Sachdeva
Headquarters: Ann Arbor, MI
Locations: 17
Employees: 948

EWIE Group is a commodity management supplier of abrasives, cutting tools, specialty tools, lubricants, chemical management, gage management and MRO supplies. In February 2020, EWIE launched its own additive manufacturing brand, called Azoth 3D. It offers both metal and polymer 3D printing and associated services, helping transform some of customers' supply chains from an order-on-demand model to a "take one, make-one" model. The company aims to have additional staffing, product line expansion and supplier expansion heading into 2022.

28. Wajax (Industrial)www.wajax.com

2020 Sales: \$387 million
Top Executive: Mark Foote
Headquarters: Mississauga, Ontario
Locations: 114
Employees: 2,500

The product portfolio for Canada-based Wajax ranges from massive mining equipment to forestry equipment, but our list accounts for the company's industrial products sales & services, which were a standalone business segment until the company restructured during 2016. To mitigate COVID business impacts, Wajax enacted pay cuts across the board during 2020, led by a 20 percent cut for CEO Mark Foote.

29. Endries Internationalwww.endries.com

2020 Sales: \$366 million
Top Executive: Steve Endries
Headquarters: Brillion, WI
Locations: 12
Employees: 875

Endries first appeared on our list in 2018 at No. 35 and has climbed each year since, including a 4.3% sales increase during 2020. It became an independent distributor after it was carved out from Ferguson Enterprises in 2017 and has been busy growing since. It made two acquisitions in 2018; one in 2019 along with a new large distribution center in Illinois; and then three bolt-ons during 2020 — Fastener Service Corporation, All-West Components & Fasteners Inc. and K&L Sales, Inc.. Endries was the subject of ID's May/June 2020 In-Depth feature.

30. Descours et Cabaud (North America)www.descours-cabaud.com

2020 Sales: \$359 million
Top Executive: Philippe Legris
Headquarters: Raleigh, NC
Locations: 68
Employees: 850

France-based Descours et Cabaud had 2020 total sales of \$4.4 billion, but our list accounts only for its North America segment, which is led by subsidiaries Dillon Supply, BMG Metals, HAHN Systems and ProFast Supply in the US — covering 50 branch locations — and a handful of companies in Canada. The company repeats its 2020 Big 50 ranking after a 4.3 percent sales decline. D&C cites acquisitions, organic branch additions and branding as key investment areas heading into 2022.

31. Border States (Industrial)www.borderstates.com

2020 Sales: \$355 million
Top Executive: David White
Headquarters: Fargo, ND
Locations: 104
Employees: 2,400

Primarily known as an electrical supplies distributor, Border States' industrial sales are formidable in their own right, though they took a heavy hit in 2020 and the company moved four spots down our list. Border States has recently built a project management site that will boost visibility for its employee-owners and customers with consistent, up-to-date project status. The company is also transitioning to the newest version of SAP S/4HANA, for its ERP system.

32. Lawson Productswww.lawsonproducts.com

2020 Sales: \$352 million
Top Executive: Michael DeCata
Headquarters: Chicago, IL
Locations: 21
Employees: 2,000

Lawson's 2020 sales were down 5 percent from a year earlier, but that was better than how most MRO distributors fared, and the company moved down only one spot on our list. Lawson made its biggest acquisition in 5 years during 2020 in the form of Irving, TX-based Partsmaster, which infused more than \$60 million in annual revenue. In Q1 of this year, Lawson topped \$100 million in quarterly sales for the first time ever, and it improved further on that in Q2.

33. Kimball Midwestwww.kimballmidwest.com

2020 Sales: \$302 million
Top Executive: Pat McCurdy
Headquarters: Columbus, OH
Locations: 4
Employees: 1,800

Kimball's sales were up less than 1 percent in 2020, but it was enough to move the family-owned company up two spots from a year ago. In October 2020, Kimball relocated its Dallas area distribution center to a new, larger facility there, and it announced this past July that it will open another — the company's fifth overall — early next year in Newtown, CT to serve the New England region. Kimball was one of a handful of industrial distributors to aid NAW in donating COVID-related supplies at NFL stadiums serving as mass vaccination sites.

34. Hiscowww.hisco.com

2020 Sales: \$300 million
Top Executive: Bob Dill
Headquarters: Houston, TX
Locations: 38
Employees: 537

Hisco's 2020 sales fell about 8 percent, but with so many distributors in the same boat, the company moved down only one spot on our list from last year. Hisco said it leapt into the PPE space in 2020 and did very well there, and still is — having expanded its private label offering to support demand. Still, challenges in key market segments including aerospace and ongoing supply chain issues are impacting almost every market segment.

35. Turtle & Hughes (Industrial)www.turtle.com

2020 Sales: N/A
Top Executive: Jayne Millard & Kathleen Shanahan
Headquarters: Linden, NJ
Locations: 15
Employees: 850

Turtle & Hughes is primarily known as an electrical distributor, but our list has accounted for its industrial sales in recent years, which are more than enough to warrant Big 50 placement, though the company has elected to keep that figure private this year. Turtle acknowledged that the pandemic and supply chain disruptions have been significant, but even so, the company is "always open for the right strategic acquisition," and said it has reviewed several in recent months.

36. DGI Supplywww.dgisupply.com

2020 Sales: \$266 million
Top Executive: Jim Hobbs
Headquarters: Wheeling, IL
Locations: 31
Employees: N/A

The biggest news out of DGI in 2020 was its acquisition of certain assets from Rockford, IL-based Production Tool & Supply, located about an hour's drive West of DGI's headquarters in the northern Chicago suburb of Wheeling. DGI has since combined its inventory in Loves Park, IL with PT&S' Rockford location that is 9 miles south of there. Boosting DGI's capabilities in northern Illinois and southern Wisconsin, the acquisition gained DGI's product offerings in cutting tools, fluids and tool holding equipment.

37. Tencarva Machinery Companywww.tencarva.com

2020 Sales: \$234 million
Top Executive: Ed Pearce
Headquarters: Greensboro, NC
Locations: 29
Employees: 364

Tencarva's 2020 sales fell about 5 percent, but the company maintains its ranking from last year. Serving the southeast US, Tencarva has served as a provider of integrated and municipal process equipment solutions since 1978. The company told *ID* that its top investment areas heading into 2022 are in ERP upgrades and related digital infrastructure, while additional staffing and product line expansion are also part of its strategic goals.

38. Bossard North Americawww.bossard.com/us-en

2020 Sales: \$226 million
Top Executive: David Jones
Headquarters: Cedar Falls, IA
Locations: 16
Employees: N/A

Bossard's 2020 sales were flat, and the company moves up one spot from last year's list. From its Cedar Falls, IA headquarters, Bossard North America is a fastener distributor serving OEM's worldwide with expertise in markets that include automotive, rail, electric vehicles, industrial automation and robotics. Bossard NA's Zug, Switzerland-based parent company said that 2021 first half Americas sales were up 21.4 percent in local currency.

39. CBT Companywww.cbtcompany.com

2020 Sales: \$215 million
Top Executive: James Stahl, Jr.
Headquarters: Cincinnati, OH
Locations: 3
Employees: 243

Industrial automation distributor CBT moves up two spots from last year on the strength of a 5.4 percent sales increase over 2019. The company has stayed fairly quiet throughout the pandemic, but has celebrated 100 years in business throughout 2021. CBT says material handling will continue to be a very active segment for the company going forward.

40. Bridgestone HosePower<https://hosepower.com>

2020 Sales: \$176 million
Top Executive: J. Palmer Clarkson
Headquarters: Orange Park, FL
Locations: 49
Employees: 567

HosePower, a wholly-owned subsidiary of Tokyo-based Bridgestone Corp., repeats its 2020 ranking despite a considerable sales decline. CEO J. Palmer Clarkson told *ID* that the COVID-led major drop in oil activity gave the company its first annual revenue drop since 2008, but he expects 2021 to be a complete reversal as the company resumes its climb toward a goal of \$400 million in annual sales.

41. Hydradynewww.hydradynellc.com

2020 Sales: \$175 million
Top Executive: David Parks
Headquarters: Fort Worth, TX
Locations: 31
Employees: 425

Hydradyne slides three spots from a year ago after its 2020 sales had a significant dropoff. Providing fluid power sales, service and fabrication since 1968, the company claims to be the largest Parker distributor in North America, offering an extensive inventory of hydraulic, pneumatic and electromechanical products.

42. Mallory Safety and Supplywww.mallory.com

2020 Sales: \$165 million
Top Executive: Tim Loy
Headquarters: Portland, OR
Locations: 31
Employees: 500

Mallory moves up four spots from a year ago, thanks to owning the largest year-over-year sales gain — 17 percent — out of anyone on our list. The company expanded significantly in 2020 through the acquisition of Wise Safety, a \$50 million-revenue distributor that gained Mallory nine locations. CEO Tim Loy told *ID* that acquisition puts the company on pace for \$200 million in 2021 revenue, and that training and organic expansion continue to be top priorities.

43. Martin Supplywww.martin-supply.com

2020 Sales: \$142 million
Top Executive: David Ruggles
Headquarters: Florence, AL
Locations: 16
Employees: 320

Martin rounded out last year's list, and makes it safely this year with a nearly 8 percent sales increase in 2020. The company saw a significant boost from COVID-related sales, which more than offset the downturn seen in its core industrial side. In fact, March 2020 was Martin's highest sales months in its then-86-year history. Martin's 2020 e-commerce sales nearly doubled that of 2019. In early September of this year, Martin made its fourth acquisition in a two-year span.

44. Eastern Industrial Supplieswww.easternfirst.com

2020 Sales: \$141.25 million
Top Executive: Kip Miller
Headquarters: Greenville, SC
Locations: 18
Employees: 340

Another newcomer to the list, EIS specializes in PVF and commercial plumbing products distribution. It first opened its doors in 1980 in Greenville, SC and now serves the greater southeastern US. EIS is a member of AD and owner-member of SupplyForce. EIS narrowly edged out Shively Bros. for the No. 44 spot by about \$250,000.

45. Shively Bros.www.shivelybros.com

2020 Sales: \$141 million
Top Executive: Scott Shively
Headquarters: Flint, MI
Locations: 14
Employees: 420

Primarily serving automotive manufacturers, but through investments in e-commerce, the company has recently been targeting more diverse businesses. The company ended 2019 with several new executives, including president Chris Clarambeau. Throughout the pandemic, the company has made major progress in developing its new-hire training program and continuing education system dubbed "Shively Academy."

46. IBT Industrial Solutionswww.ibtinc.com

2020 Sales: \$132 million
Top Executive: Jeff Cloud
Headquarters: Merriam, KS
Locations: 35
Employees: 324

IBT focuses on the industries of food & beverage processing, aggregate & mining, aerospace, ethanol and grain. As profiled in *ID*'s July/August print issue, IBT has recently gone all-in on its digital offerings in the form of its new STATUS Learning training initiative, which provides numerous online courses in a variety of power transmission topics and in a flexible learning format. IBT's new "Uptime" app also provides a valuable resource for manufacturing customers in minimizing downtime by helping them fix costly breakdown issues as soon as possible.

47. JGB Enterpriseswww.jgbhose.com

2020 Sales: \$131 million
Top Executive: Kevin Kilkelly
Headquarters: Liverpool, NY
Locations: 5
Employees: 359

JGB is a distributor of hose and hose accessory products for industrial, hydraulic, food, petroleum and military markets. President Bob Zywicki retired this past November after 30 years with the company, including the final 18 as president. He was succeeded by former ERIKS executive Kevin Kilkelly. This past July, JGB announced the acquisition of Industrial Petroleum and Mining Supplies Ltd., which does business as HosePower Canada and is based outside of Toronto.

48. Cummins-Wagnerwww.cummins-wagner.com

2020 Sales: \$129 million
Top Executive: Doug Ardinger
Headquarters: Annapolis Junction, MD
Locations: 14
Employees: 277

Cummins-Wagner moves up a spot from last year despite a modest sales decrease. In 2020 the company completed its 2019 acquisition of water & wastewater products distributor F.R. Mahoney, boosting its New England footprint. The company also added a new facility in Albany, NY in 2020 and is actively looking to upgrade at several other branches.

49. Valin Corporationwww.valin.com

2020 Sales: \$122 million
Top Executive: David Hefler
Headquarters: San Jose, CA
Locations: 14
Employees: 160

Valin has been on-and-off the Big 50 in recent years, narrowly missing it in 2020 and 2018, but is back in 2021. The company says the pandemic impacted its acquisition strategy in 2020, but the growth seen in its semiconductor and medical device industries generated organic growth that more than offset the COVID impact on its other business units. Valin told *ID* that it achieved year-over-year growth while increasing overall productivity and avoiding layoffs, furloughs or wage cuts. Valin: "Our employees and management team all stepped up during the trying times of 2020 and helped Valin Corporation deliver an exceptional year."

50. Banner Industrieswww.bannerindustries.com

2020 Sales: \$118 million
Top Executive: Bud Richard
Headquarters: Danvers, MA
Locations: 12
Employees: 90

Banner — a distributor of flow components, equipment and services for both the high purity and industrial markets — makes its first-ever Big 50 appearance by rounding out our list. The company says its growth strategy has not changed, but will only accelerate, with the recent corporate and government focus on domestic semiconductor fabrication. Banner plans to further strengthen its core offerings so that it will be able to support future organic growth. Filtration is an area where the company sees significant growth potential.

METHODOLOGY

All Big 50 List companies are ranked according to their 2020 full-year global sales, and all figures are reported in USD. All Big 50 companies are based in North America, or if headquartered elsewhere, we account only for their North American operations. Master distributors are not eligible for Big 50 List inclusion.

We obtain information for publicly-traded companies based on their annual and quarterly reports, earnings statements and company verifications. For non-publicly-traded and privately-held companies, we rely on their self-reported data and follow-up communication. Recently published press releases, company website information and other news reports are also used to supplement company data for our Big 50 feature. Company information was collected via email, survey and by phone by *Industrial Distribution* editorial staff. To be eligible for Big 50 consideration, company information had to be submitted by Sept. 7.

We elect to refrain from listing any companies that don't confirm their sales information to *ID* or don't fit our definition of an 'industrial distributor', which becomes more challenging each year as the market evolves and distributors continue to diversify their product mix. While 'industrial' is a fairly broad term, our definition of an industrial distributor is a company that distributes products in categories that include, but aren't limited to: abrasives, bearings, cutting tools, fasteners, hand tools, industrial hose & hose accessories, janitorial/sanitation, machine tools, metalworking, MRO, PVF, PPE, power tools, power transmission/motion control, safety.

We will also consider companies that primarily distribute products outside of these categories, as long as their sales of our defined 'industrial' products are large enough to qualify. So if a company is primarily an electrical products distributor, but has industrial sales high enough to place among the top 50, it may qualify, and we would account for only those 'industrial' sales. Such has been the case in recent years for WESCO International, Sonapar USA, Border States Electric and Crescent Electric Supply.

Any company that we've listed 'N/A' for in their sales has confirmed their 2020 industrial sales figure privately to *ID*, but has elected to not have that figure publicly displayed. There are about a dozen companies, such as Amazon Business, HD Supply, McMaster-Carr, SunSource and others that we acknowledge would rank on our Big 50 List, but elect to keep their industrial sales figures private.

For those of you who don't see your company name on our list, but think you should, please contact us with your information and we'll consider adding your company to our Big 50 pool for 2022. As always, your feedback — good or bad — is appreciated. Find more Big 50 methodology information on our website.

**Calendar 2020. Applied Industrial Technologies and MSC Industrial Supply's fiscal year ended at least several months before the rest of the companies on our list, so to level the field, we accounted for their calendar 2020 sales. Applied's fiscal 2020 sales (ended June 30, 2020) were \$3.25 billion, and MSC's (ended Aug. 29, 2020) were \$3.19 billion.*

WORTH A MENTION

Compiling this year's Big 50 List was more challenging than ever, given the business impact that COVID-19 had on industrial distributors during 2020. More companies than usual were hesitant to share their revenue figures — which is required for Big 50 inclusion — or opted out of participating altogether, citing considerable declines in 2020 sales vs. 2019. This left us with a smaller pool of distributors to draw from, but also allowed certain distributors to move up the list from last year.

Thus, there were about a dozen industrial distributors that were left off the 2021 Big 50 List that would've certainly otherwise made the cut, or had favorable odds to. We figure it'd be an injustice to the industry to ignore them altogether, so here is an alphabetically-listed 'Honorable Mention' of those distributors — some of which have been Big 50 regulars over the years, or have been on-and-off the list:

- Amazon Business
- HD Supply
- Crescent Electric Supply
- Edgen Murray
- Essendant
- Mahar Tool Supply
- McMaster-Carr
- Perry Supply
- Purvis Industries
- Uline
- SunSource
- Womack Machine Supply

TOP OF THE WORLD

Starting in 2018, *Industrial Distribution's* Big 50 List adjusted its methodology to focus on North American-based industrial distributors to best represent our audience, of which the vast majority is in North America.

Until then, the Big 50 had a global focus, ranking industrial distributors regardless of which nation their headquarters was in, and with a lesser focus on 'industrial' sales. With that, the top two spots on the Big 50 belonged to either Germany-based Würth Group or England-based Wolseley from 2012-2017.

Going by the global sales criteria *ID* used to use, Würth Group is still the world's largest industrial distributor with 2020 sales of about \$17 billion, a company record that was up 1 percent over 2019 despite the pandemic. In business since 1945, Würth consists over more than 400 companies, one of which is Würth Industry North America — which is No. 11 on this year's Big 50 List.

Würth's core business is the sale of fastening and assembly materials. The company spans over 400 branch offices and shops in more than 80 countries, backed by about 81,000 employees.

