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Big 50 companies go hard, despite challenges.

By Anna Wells and Andy Szal

In our outreach for the Big 50 List this year, we heard the same word come up over and over: “despite.” As in: industrial distribution companies were finding ways to gain market share and increase sales --

- despite a muted economic environment.
- despite challenges in key end markets.
- despite continued gaps in talent.
- despite an opaque outlook on tariffs.

Last year, we detailed a group of companies addressing what felt like short-term roadblocks: heavy inflation, workforce challenges, an economic environment (for industrial, anyway) that some analysts believe slipped slightly into the recession category. Perhaps it was optimism that caused many of them to shrug off these concerns and blaze ahead with significant acquisition activity and other aggressive growth techniques.

And as we look at 2024 numbers, we see more of the same -- distributors who are using the “despite” as a stepstool, finding ways to turn challenges into opportunities.

The year 2024, then, seemed characterized by the same fearlessness as 2023, though with mixed results.

Some of the companies we showcase ahead benefited greatly from their strategy and took these obstacles in stride. Others reported sluggish growth or even some subtle backsliding. The average distributor showed sales increases, albeit modest ones.

What didn’t change, of course, is the effort that’s gone into making the biggest distributors in our industry incrementally better — at least in most cases. In the pages ahead, you’ll hear -- straight from the mouths of these distribution industry leaders -- what propelled them forward *despite*, and the story behind each strategy is unique.

Editor’s Note: Each year, we wish to reiterate that there are a handful of companies who would qualify for our ranking but do not appear in the coming pages. If we are unable to independently verify the revenue data for a company – either through self-reported or publicly available figures – we leave them off the list.



1. Grainger

2024 Sales: \$17.2 billion
Top Exec: D.G. Macpherson
Headquarters: Lake Forest, IL
Locations: 430
Employees: 26,000

www.grainger.com

2024 brought Grainger a respectable net sales increase of 4.2%. In a January statement, Grainger Chairman and CEO D.G. Macpherson said that “Amidst a stable, yet muted demand environment throughout 2024, our team delivered strong performance by staying focused on what matters.” 2024 also saw Grainger’s divestiture of its E&R Industrial Sales subsidiary. The company was recognized by corporate ethics firm Ethisphere as one of the “World’s Most Ethical Companies” in 2025, as well.

2. Motion

2024 Sales: \$8.7 billion
Top Exec: James Howe
Headquarters: Birmingham, AL
Locations: 750+
Employees: 9,500+

www.motion.com

2024 acquisitions for Motion included Perfetto Manufacturing and SER Hydraulics; Allied Circuits; LSI Supply Inc.; Stoney Creek Hydraulics; and International Conveyor and Rubber (ICR). The company also added a repair shop in Houston. So far, the company has stayed on an aggressive expansion track in 2025, locking in two additional acquisitions and opening two new locations in Canada. Motion President James Howe told us Motion was well positioned “to successfully embrace the economic challenges of 2024 and become a smarter, faster and better company in the process.”

3. Winsupply

www.winsupply.com

2024 Sales: \$7.75 billion
Top Exec: Jeff Dice
Headquarters: Dayton, OH
Locations: 677
Employees: 9,561

Winsupply made four acquisitions last year: Memphis waterworks distributor Meter Service and Supply, Phoenix HVAC supplier General Metals, and a pair of North Texas companies — distributor Epic Supply and plastics producer Forge PolyFab. This year, Winsupply has added Industrial Sales Co. and United Lighting & Supply, and also purchased a minority stake in Mined XAI, a developer of AI solutions. Winsupply has also added around 20 local companies – in which Winsupply partners with local business owners – in the past 12 months, and aims to add between 15 and 20 more annually through the end of the decade.

4. Airgas, an Air Liquide company

www.airgas.com

2024 Sales: \$7.5 billion
Top Exec: Marcelo Fioranelli
Headquarters: Radnor, PA
Locations: 1,400
Employees: 18,000

It appears Airgas is back on the trail, driving consolidation again after a few quiet years paused what's traditionally been a very acquisition-heavy strategy. Airgas pointed to seven key acquisitions in 2024 including Buckeye Welder Sales, NLR Welding Supply, Inc., Primary Gas Solutions, H-Town Oxygen Company, Sky Oxygen Inc., Bickett Machine & Gas Supply and Anco Chemicals Inc.

TIE

4. Fastenal

www.fastenal.com

2024 Sales: \$7.5 billion
Top Exec: Dan Florness
Headquarters: Winona, MN
Locations: 1,596 branch locations
Employees: 24,362

Fastenal posted a 2.7% increase in 2024 sales despite what officials characterized as a persistently soft manufacturing environment — one that saw its lineup of safety supplies and MRO-focused products outpace its fastener offerings. This year, despite raising some prices in response to tariffs, the company says that its efforts on customer acquisition and wallet share have combined to pay off in a still-sluggish market. The company is also expanding: a new distribution center in Utah opened its doors this summer.

6. Core & Main

www.coreandmain.com

2024 Sales: \$7.4 billion
Top Exec: Steve LeClair
Headquarters: St. Louis, MO
Locations: 370+
Employees: 5,700

Core & Main jumped from \$6.7 billion in 2023 sales to \$7.4 billion in 2024. The success for this distributor has carried over so far into 2025, with the company reporting record first quarter results in June. Core & Main was also named to the Fortune 500 List for the first time in its company history. 2024 brought more than a dozen acquisitions for Core & Main and a few new branches. Earlier this year, the company announced that, after nearly two decades with Core & Main, CEO Steve LeClair would move into the role of executive chair, succeeded by CFO Mark Witkowski.

7. White Cap

www.whitecap.com

2024 Sales: N/A
Top Exec: Alan Sollenberger
Headquarters: Atlanta, GA
Locations: ~500
Employees: 10,500+

White Cap has been objectively busy with acquisitions in the past year. To give you some perspective, between the publishing of last year's report through the end of calendar 2024, White Cap announced eight acquisitions. Among them, White Cap added footprint in safety and specialty tools — even an equipment rental business. So far in 2025, White Cap has notched another eight acquisitions.

8. Applied Industrial Technologies

www.applied.com

2024 Sales: \$4.5 billion
Top Exec: Neil A. Schrimsher
Headquarters: Cleveland, OH
Locations: 600+
Employees: 6,800

In 2024, Applied added New Jersey's Total Machine Solutions and Ohio's Stanley Proctor, reached a deal to add Illinois-based IRIS Factory Automation, and, most notably, made one of the industry's blockbuster recent acquisitions: in late December, Applied closed on its purchase of Hydradyne, a longtime provider of fluid power products. Applied expects the latter deal to contribute \$260 million dollars to its annual revenue — and add 33 locations across the Southeast to its footprint.

9. MSC Industrial Supply

www.mscdirect.com

2024 Sales: \$3.8 billion
Top Exec: Erik Gershwind
Headquarters: Melville, NY & Davidson, NC
Locations: 56
Employees: 7,248

Key acquisitions for MSC in 2024 included KAR Industrial, the intellectual property assets from Schmitz Manufacturing Research & Technology LLC, ApTex and Premier Tool Grinding. The company faced some critical challenges in fiscal 2024, resulting in declines in both sales and margins. That said, CEO Erik Gershwind told us, “During our fiscal fourth quarter, we made important progress in our Mission Critical strategy despite a challenging macro environment, particularly in heavy manufacturing.”

10. Vallen

www.vallen.com

2024 Sales: N/A
Top Exec: Chuck Delph
Headquarters: Belmont, NC
Locations: 906
Employees: 3,200

Vallen told us its recent strategic acquisitions, Wesco Integrated Supply and Eastland Engineered Supply, “secured Vallen’s #1 position in the integrated supply sector.” The company added that data and technology investments remain a high priority to enable the company to effectively and efficiently service its customers: “Vallen continues to focus on expanding share of wallet and new logos in the key verticals core to our strategy coupled with enhanced margin initiatives to maximize profitable growth.”

11. MRC Global

www.connect.mrcgo.com

2024 Sales: \$3.011 billion
Top Exec: Rob Saltiel
Headquarters: Houston, TX
Locations: 280
Employees: ~2,600

MRC made some big headlines this year when it was announced that it would be acquired by fellow Big 50 distributor – and #13 on our list – DNOW, in an all-stock transaction valued at approximately \$1.5 billion. After a challenging couple of years, CEO Rob Saltiel projected confidence moving forward. In early 2025, he contended that MRC had strengthened its balance sheet, bolstered its cash generation and improved profitability — but that “the time is right” for the proposed tie-up.

12. F.W. Webb Company

www.fwwebb.com

2024 Sales: \$2.38 billion
Top Exec: Jeff Pope
Headquarters: Bedford, MA
Locations: 107
Employees: 3,457

F.W. Webb’s 2024 showed a steady increase of about 5% over the prior year. According to COO Bob Mucciarone, “Many of our initiatives continued to pay dividends in 2024. These included partnerships with new vendors, expanding our breadth of new products, and, most importantly, the expansion of facilities and entry into new territories. Filling in territories we felt were not covered has been critical to our growth.” Mucciarone added that the company also continues to seek and invest in new product initiatives.

13. DNOW Inc.

www.dnow.com

2024 Sales: \$2.37 billion
Top Exec: David Cherechinsky
Headquarters: Houston, TX
Locations: 165
Employees: 2,575

DNOW’s sales numbers slid to start the year but shifted to growth over the remainder of 2024 — including better-than-expected results in the final quarter. The company also acquired Louisiana oilfield supplier Whitco Supply in early 2024 and Texas pump, hose and automation provider Trojan Rentals later in the year. But the biggest recent news for DNOW was, most certainly, the June, 2025 announcement that it would merge with fellow Houston energy and industrial products distributor MRC Global.

14. Graybar

www.graybar.com

2024 Sales: \$2.1 billion
Top Exec: Kathleen M. Mazzarella
Headquarters: St. Louis, MO
Locations: 350
Employees: 10,500

Graybar has expanded from its electrical product categories and made a concerted effort over the past few years to develop a strong industrial footprint. The company told ID: “As Graybar considers its future growth opportunities, the industrial market and supporting industrial customers are a key piece of our strategic plan.” So far in 2025, Graybar subsidiary Valin acquired Burns Control Company in Dallas. Graybar subsidiary Advantage Industrial Automation also acquired Orbit Motion Systems. Graybar says it “continues to broaden its reach and deepen its industrial offer through acquisitions and expansion of its product offering, capabilities and service platform.”

15. Ferguson (Industrial)

www.fergusonindustrial.com

2024 Sales: \$1.9 billion
Top Exec: Kevin Murphy
Headquarters: Newport News, VA
Locations: 1,800
Employees: 3,500

When Ferguson closed out the year, its leaders noted the company anticipated an ongoing challenging near term market environment, but said it would continue to invest in scale and capabilities to take advantage of multi-year structural tailwinds. Ferguson acquired 10 companies in 2024 fiscal and recently disclosed its four most recent pickups, including Manufactured Duct & Supply Company, Water Resources Inc., HPS Specialties and Ritchie Environmental Solutions.

16. Distribution Solutions Group

www.distributionsolutionsgroup.com

2024 Sales: \$1.804 billion
Top Exec: J. Bryan King
Headquarters: Fort Worth, TX
Locations: 137
Employees: 4,400

When our last list was published, DSG was fresh off its acquisition of Source Atlantic and about a year into its integration of the 2023 purchase of former Big 50 distributor Hisco. The parent of MRO distributor Lawson Products as well as TestEquity and Gexpro Services, DSG noted last year that acquisitions were helping to overcome some light declines in organic sales. With 2024 sales up nearly 15%, we continue to see DSG beat back the sluggishness the company described as “expected.”

17. DXP Enterprises

www.dxpe.com

2024 Sales: \$1.802 billion
Top Exec: David Little
Headquarters: Houston, TX
Locations: N/A
Employees: 3,000+

DXP closed out 2024 by acquiring manufacturer's rep firms in Nebraska and California and kicked off '25 with the February purchase of Florida pump and process equipment distributor Arroyo, followed in June by the acquisition of Moores Pump & Services, a Louisiana distributor of pumps and rotating equipment. DXP said 2024 was the most profitable year in its company's history.

18. Global Industrial Company

www.globalindustrial.com

2024 Sales: \$1.3 billion
Top Exec: Anesa Chaibi
Headquarters: Port Washington, NY
Locations: 8
Employees: 1,845

Global added a new CEO – Anesa Chaibi – in February of 2025. Chaibi told us that “Global Industrial has an outstanding foundation for growth, with an exceptional platform and the ability to scale the business organically. We have an opportunity to broaden who we serve, expand existing account relationships and accelerate our growth initiatives.”

19. BDI

www.bdiexpress.com

2024 Sales: \$1.017 billion
Top Exec: Carl James
Headquarters: Cleveland, OH
Locations: 173
Employees: 1,398

According to BDI, continued investments in its BDI Supply Technologies are delivering customer cost saving and productivity improvements from its customer-facing branch teams. According to CEO Carl James, this includes using the BDI “Science of Selling Tools” to capture new customers and new product sales with existing and new customers, and using BDI “Productivity Pipeline and Supply Technologies” to deliver cost and productivity savings and solutions replication for delivered Return on Total Customer Service (ROTCS).

20. Border States

www.borderstates.com

2024 Sales: \$938 million
Top Exec: Jason Seger
Headquarters: Fargo, ND
Locations: 131
Employees: 3,508

Border States announced new branches in North Carolina and Texas, an expanded location in Wisconsin and a new facility in northern Minnesota, as well as the acquisition of Dominion Electric Supply and its nine branches in the mid-Atlantic. New CEO Jason Seger took over for the retiring David White, it turned an early 2024 acquisition into a new engineering services division, and it announced an entirely new operating model — one that would begin relying on distribution centers to bolster its network of more than 130 locations.

21. RS Group (Americas)

www.rsgroup.com

2024 Sales: N/A
Top Exec: Douglas Moody
Headquarters: Fort Worth, TX
Locations: N/A
Employees: N/A

RS Group is a company with a reported 830,000 stocked industrial products. With an emphasis on electrical products, as well as MRO, motors, pneumatics and fluid power and tools, RS has a reported 2,500-plus suppliers and more than a million customers worldwide.

22. AFC Industries

www.afcind.com

2024 Sales: \$740 million
Top Exec: Kevin Godin
Headquarters: West Chester, OH
Locations: 110+
Employees: 1,500

Earlier this year, this provider of fasteners and Class C components introduced a new corporate tagline: "Always the First Choice." Propelled by acquisitions, AFC completed five in 2024 and says it "continues to be among the most active on the acquisition front."

23. BlackHawk Industrial

www.bhid.com

2024 Sales: N/A
Top Exec: John Mark
Headquarters: Tulsa, OK
Locations: 48
Employees: 1,200

BlackHawk completed three acquisitions that contributed to its 2024 results: Alro Industrial Supply in Michigan, Factory Outlet Tooling in Dallas and Tri-State Industrial Supplies of PA. The company added that acquisitions over the past few years have established significant sales for its industrial fasteners, and that "organic growth in safety/PPE and load containment packaging continue to areas of investment and growth."

24. EIS

www.eis-inc.com

2024 Sales: N/A
Top Exec: Rob Logan
Headquarters: Atlanta, GA
Locations: 26
Employees: 834

Engineered & Industrial Solutions (EIS) is a supplier of electrical and industrial products as well as services such as inventory management, kitting, assembly and technology solutions. According to EIS, key growth objectives include "mergers and acquisitions to strengthen the portfolio offering." In 2024, this included the addition of Gerome Technologies Inc. and EIS says there are three to five more in the pipeline.

25. Optimas Solutions

www.optimas.com

2024 Sales: \$635 million
Top Exec: Daniel Harms, Mike Tuffy
Headquarters: Wood Dale, IL, USA and Gloucester, UK
Locations: 29
Employees: 1,350

Optimas Americas CEO Daniel Harms told ID the following: "Our financial performance reflects a balanced approach to navigating market conditions while maintaining strong customer relationships. Optimas remains focused on operational discipline, reliable supply chain management and steady investment in service capabilities." Harms added that the company's priorities rest on technology, supply chain resilience and value-added services.

26. EWIE Group of Companies (EGC)

www.ewie.com

2024 Sales: \$632 million
Top Exec: Manoj Sachdeva
Headquarters: Ann Arbor, MI
Locations: 24
Employees: 1,331

This commodity management supplier of abrasives, MRO and measurement tools has added customers globally courtesy of its Proprietary Tooling Management processes and state of the art supplier and customer portals – giving them access to make strategic decisions on demand. EWIE also told us AI has also enhanced its capabilities "to a great extent" to "gain efficiencies at all levels."

27. Wajax

www.wajax.com

2024 Sales: \$624 million
Top Exec: Iggy Domagalski
Headquarters: Toronto, ON
Locations: 114
Employees: 3,081

Wajax officials conceded that the year had been a challenging one, citing competitive pressures, sliding demand and “business and economic uncertainty;” like many companies in this year’s list, Wajax is feeling the effects of an unclear and rapidly shifting trade environment between the U.S. and Canada. Despite an overall increase in Wajax’s revenue in the first two quarters of the year, the company’s industrial parts and engineered repair services segments continued to experience declines.

28. Singer Industrial

www.singerindustrial.com

2024 Sales: \$595 million
Top Exec: Pete Haberbosch
Headquarters: Dallas, TX
Locations: 110
Employees: 1,480

In 2024, Singer added HOSER Inc, Hose Tech USA, MEP Brothers and Fluid Tech Hydraulics and also appointed a new president — Pete Haberbosch. The acquisitions have continued into ‘25, with the addition of Wilmington Rubber & Gasket in May. Singer told us priorities continue to be “ongoing M&A at a steady pace, organic growth, marketing enhancements, and utilizing AI in business operations.”

29. Descours & Cabaud NA

www.descours-cabaud.com/en/north-america/

2024 Sales: \$545 million
Top Exec: Christophe Bevillard
Headquarters: Raleigh, NC
Locations: 82
Employees: 1,280

Up \$15 million in sales compared to last year’s reporting, D&C announced two acquisitions in 2024 through its Canadian company — the Ficodis Group. These included SDI Supplies specializing in the distribution of top-quality hand tools, hardware, PPE and industrial supplies and located in Canada; as well as LNR Tool and Supply, a specialist in cutting tools and lubricants, based in Long Island, New York. The company told us it would continue “to look for both organic growth opportunities as well as through acquisition.”

30. Kimball Midwest

www.kimballmidwest.com

2024 Sales: N/A
Top Exec: Pat McCurdy
Headquarters: Columbus, OH
Locations: 5
Employees: 2,430

This industrial supplier continues to nab “top workplace” awards and has been ranked as one of the “best places to sell” for the 9th year running. Family-owned and operated since 1923, Kimball Midwest provides over 5,0000 MRO products.

31. RS Hughes Co.

www.rshughes.com

2024 Sales: \$540 million
Top Exec: John Mathis
Headquarters: Sunnyvale, CA
Locations: 48
Employees: 766

This industrial and safety product distributor recently announced a CEO changeover, when Bill Matthews retired after 18 years with the company. Taking his place is John Mathis, former chief revenue officer. The company also recently added a new VP of marketing and a chief supply chain officer, and announced it was moving a facility supporting its Saunders division from Lombard, Illinois, to Houston, Texas.

32. Endries International

www.endries.com

2024 Sales: \$500 million
Top Exec: Dan Crociata
Headquarters: Brillion, WI
Locations: 26
Employees: 1,200

According to Endries, its business is centered around serving customers and offering reliable and innovative fulfillment solutions. The fastener distributor noted three strategic acquisitions in 2024, and highlights investments in “people, technology platforms, and strategic M&A to strengthen our foundation for growth.” Recently, Endries announced a new CEO, Dan Crociata, who succeeded Michael Knight in May.

33. Motion & Control Enterprises

www.mceautomation.com

2024 Sales: \$488 million
Top Exec: Charles Hale
Headquarters: Zelienople, PA
Locations: 58
Employees: 725

Highlighted by a nearly 23% increase over the previous year, Motion & Control Enterprises completed a mind-blowing eight acquisitions in 2024. The company says it will continue to focus on service and repair capabilities, as well as cross-selling initiatives across its platform.

34. Tencarva Machinery Company

www.tencarva.com

2024 Sales: \$435 million
Top Exec: Ed Pearce
Headquarters: Greensboro, NC
Locations: 35
Employees: 561

Tencarva acquired Tri-State Coating & Machine in 2024, which the company says enhanced its service offering throughout its entire footprint. It also broke ground on a 20,000 square-foot expansion in Greensboro to accommodate its growing fabrication and packaged systems business. As far as areas ripe for growth, Tencarva tells us this includes “continued expansion into new territories and markets through acquisition and adding top tier manufacturers and services to our line cards in existing territories.”

35. LGG Industrial

www.lggindustrial.com

2024 Sales: N/A
Top Exec: Jeff Crane
Headquarters: Pittsburgh, PA
Locations: 70
Employees: 1,000

In recent years, LGG has taken steps to bolster its operations across the U.S. and Canada. Last spring, it announced an effort to tailor its branches to meet the needs of customers in those specific markets. Late in the year, the company began using an AI-powered sales platform from SugarCRM, and this summer, it appointed Michael Bagwell, a former Horsburgh & Scott sales director and division VP at Motion, as its new general manager covering LGG’s western operations.

36. Evolution Motion Solutions

www.evolutionmotion.com

2024 Sales: N/A
Top Exec: Matt Oldroyd
Headquarters: Farmers Branch, TX
Locations: 17
Employees: 400+

Evolution Motion was born of a 2024 re-brand of longstanding brands Womack Machine Supply and Morrell Group, who merged in 2023 to form one of the largest automation and fluid power distributors in the country. At the time, CEO Matt Oldroyd referred to the company’s “bright future,” noting that “becoming Evolution is the next step to expanding our platform of technical expertise, capabilities, and growth that will create a significant advantage for our customers and supplier partners moving forward.”

37. Bossard Inc.

www.americas.bossard.com

2024 Sales: N/A
Top Exec: David Jones
Headquarters: Cedar Falls, IA
Locations: N/A
Employees: N/A

Bossard Inc. is part of Swiss-based Bossard Group’s America segment. Although the parent company has been relatively quiet in the North American market of late, it has acquired a pair of fastener distributors in Europe in the past two years. Bossard product experts told ID magazine last year about how those moves were part of a broader pattern of adding more and more sophisticated fastening technologies — as its customers look to add services and other capabilities to their nuts and bolts orders.

38. Bridgestone HosePower

www.hosepower.com

2024 Sales: \$285 million
Top Exec: Tom Henry
Headquarters: Orange Park, FL
Locations: 50
Employees: 722

According to company President Tom Henry, while Hosepower didn’t make any acquisitions in 2024, its plan “is to continue to expand through acquisition and greenfield development.” Bridgestone Hosepower jumped one spot from our 2024 Big 50 List.

39. MFCP - Motion and Flow Control Products Inc.

www.mfcp.com

2024 Sales: \$281 million
Top Exec: Ross Surratt
Headquarters: Littleton, CO
Locations: 66
Employees: 613

MFCP told us that it strengthened its market position through geographic expansion, strategic customer programs, and a deeper investment in technical support and on-site services. The company noted that it was investing more in value-added services, as well as its "technology managers" team "to better support complex applications, troubleshoot challenges, and provide tailored recommendations." CEO Ross Surratt added "2024 was about building closer relationships with customers, with our technical teams, and within the regions we serve. At MFCP, we're evolving to meet the needs of a changing market, and we're excited for what's ahead."

40. Martin Inc.

www.martinsupply.com

2024 Sales: \$279 million
Top Exec: David Ruggles and Douglas Ruggles, Co-CEOs
Headquarters: Florence, AL
Locations: 30
Employees: 450

Martin has been busy, acquiring Trinity Hardware Headquarters in spring of 2024, which expanded the firm's footprint in the fastening market in the Midwest region. Martin also reported launching a new ERP system and introducing new product capabilities. In support of this, the company says it has been investing in more technical sales personnel in metalworking, safety and OEM components.

41. Eastern Industrial Supplies Inc.

www.easternfirst.com

2024 Sales: N/A
Top Exec: Kip Miller
Headquarters: Greenville, SC
Locations: 20
Employees: 450

Eastern Industrial Supplies Inc. has jumped two spots from last year's list. With CEO Kip Miller at the helm, this PVF supplier has 20 locations, including a fabrication shop. Eastern says its goals include "market expansion along with growth in engineered products, instrumentation and controls."

42. CBT Company

www.cbtcompany.com

2024 Sales: \$265 million
Top Exec: Jay Stahl
Headquarters: Cincinnati, OH
Locations: 5
Employees: 270

CBT has held the line over the past three years with consistent sales serving markets including industrial automation, electrical, digital, mechanical and conveyance sectors. The company says it looks ahead with an eye toward continued organic growth in existing markets.

43. Hydradyne

www.hydradynellc.com

2024 Sales: N/A
Top Exec: Lon Jennings
Headquarters: Fort Worth, TX
Locations: N/A
Employees: N/A

Hydradyne appears here for what will likely be the last time as the company was acquired by Applied Industrial and will be wrapped into the parent company's ranking for next year. Hydradyne officials characterized the decision to sell as "an opportune moment" for the company, and that Applied offered "the best strategic fit" for its staff of nearly 500. The company, which began as a supplier to the Gulf Coast's offshore oil and gas industry in Louisiana, will continue on as part of Applied's Engineered Solutions division.

44. Mallory Safety and Supply

www.mallory.com

2024 Sales: \$250 million
Top Exec: Tim Loy
Headquarters: Portland, OR
Locations: 36
Employees: 650

Mallory's sales remained quite consistent year over year and its Big 50 position even stayed the same. Mallory has shown notable growth over the past few years, with a 25% increase in annual sales between 2021 and 2024. The company says its plans for future growth will rest on continued geographic expansion.

45. Banner Industries

www.bannerindustries.com

2024 Sales: \$232 million
Top Exec: Bud Richard
Headquarters: Danvers, MA
Locations: 15
Employees: 150

Banner called 2024 “a particularly interesting year.” The distributor of high purity and industrial flow components relies heavily on the semiconductor industry, which they said was “notably cautious” in 2024. The company believes that capex in semiconductors won’t see a significant uptick until possibly 2026, though “when that surge comes, (it will) be well-positioned to support the growth.” Banner also told us that it has invested in locations with a focus on optimizing operations through the deployment of AI technologies.

46. Cummins-Wagner

www.cummins-wagner.com

2024 Sales: \$190 million
Top Exec: Doug Ardinger
Headquarters: Annapolis Junction, MD
Locations: 13
Employees: 300

Cummins-Wagner pointed to the finalization of the acquisition and integration of recently acquired Thermoflo Equipment as having helped boost the second half of 2024. CEO Doug Ardinger added that, “With the economy and inflation rate holding steady, we are seeing some more repairs, renovations and projects in 2025” and the company is “anticipating some additional projects when the tariffs are figured out.”

47. TIPCO Technologies

www.tipcotech.com

2024 Sales: N/A
Top Exec: Rob Lyons and Brad Marshall, Co-CEOs
Headquarters: Owings Mills, MD
Locations: 42
Employees: 490

Today’s TIPCO was formed after the merger of HydraTech and TIPCO in late 2023. Company leaders say what makes the company unique and ripe for growth is a unified market approach as well as its growth through acquisition – including geographic reach – emerging markets and investments in technology. 2024 acquisitions included Hose of South Texas in April, Charter Industrial and Hoses2U in September, and Alliance Hose and Rubber in October.

48. Echelon Supply and Service

www.echelonsupply.com

2024 Sales: N/A
Top Exec: Matt DeKay
Headquarters: Liverpool, NY
Locations: 13
Employees: 400

Echelon, a distributor of industrial and hydraulic hose and accessories, has elected to keep its sales figure private this year. When it comes to priorities, Echelon says those include the company’s FORSAFLEX brand of hydraulic hose, fittings, accessories and equipment. Echelon also says it is utilizing artificial intelligence in its day-to-day processes.

49. Austin Hose

www.austinhose.com

2024 Sales: \$128.5 million
Top Exec: Daniel Cramer
Headquarters: Amarillo, TX
Locations: 13
Employees: 340

Austin Hose, a distributor of hose, valves and fittings with 13 locations, credited “strategic hires and expansion into new business areas” as impacting its financial performance in 2024. To further enhance its competitive edge, Austin says it’s “focused on fueling sustainable, strategic growth through a combination of acquisitions and new greenfield locations.”

50. Cisco-Eagle

www.cisco-eagle.com

2024 Sales: \$124 million
Top Exec: Darein Gandall
Headquarters: Dallas, TX
Locations: 9
Employees: 160

Cisco-Eagle was born in 1970 when Warren Gandall, a material handling specialist for an industrial supply company, started his own business. The company says that in its first month, it took just eight orders — slightly over \$8,000 in sales. Today, Cisco-Eagle is an ESOP and sells many lines of material handling products.

METHODOLOGY

All Big 50 List companies are ranked according to their 2024 full-year 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 Aug. 31.

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, PT/motion control and safety.

Regarding Amazon: Amazon Business does not make our annual ranking for a few key reasons. For one, the company does not break out its industrial sales, making any estimates speculative in nature. Secondly, Amazon Business is, by and large, a marketplace. This business model relies exclusively on web sales, without offering the sophisticated service model that the readers of this magazine offer and expect. As business models evolve, perhaps this decision will change but, for now, we will continue to observe Amazon Business as a stakeholder that differentiates itself from the traditional Big 50 distributor.

For those of you who don't see your company name on our list, but think you should, please contact us. As always, your feedback is appreciated.