



MDM TOP DISTRIBUTORS LISTS 2024

SPONSORED BY



EPICOR

OMS⁺
DATASTREAM



2024 MDM Top Distributors Lists

This directory provides a listing of 200 of the largest industrial, electrical, building material and construction products distributors in North America across 20 product verticals, based on fiscal 2023 revenue rankings within each of them. Please send updates/corrections to editor@mdm.com.

Table of Contents

| | |
|--|----|
| Introduction & Methodology. | 3 |
| Industrial Supplies Distributors | 5 |
| Electrical, Data & Security Distributors. | 6 |
| MRO Industrial Distributors | 7 |
| Building Materials/Construction Distributors | 8 |
| HVACR, Plumbing & PVF Distributors | 9 |
| Power Transmission/Bearings Distributors. | 10 |
| Fluid Power Distributors. | 11 |
| Hose/Accessories Distributors | 12 |
| Electronics Distributors. | 12 |
| Fastener Distributors | 13 |
| Safety Distributors. | 14 |
| JanSan, Packaging & Disposables Distributors. | 15 |
| Pharmaceuticals & Healthcare Distributors | 15 |
| Gases & Welding Supplies Distributors | 16 |
| Specialty Adhesives Distributors. | 17 |
| Plastics Distributors. | 17 |
| Food & Beverage Distributors. | 18 |
| Lubricants & Fuels Distributors | 18 |
| About Our Sponsors. | 19 |
| About Modern Distribution Management. | 20 |

Normalization and Tougher Comparables

Welcome to Modern Distribution Management’s 2024 Top Distributors feature, now in its 15th year. Here, you’ll find our rankings of North America’s largest distributors of industrial, commercial and building supply products, based on their 2023 fiscal revenue within 20 different industry verticals. More than 200 different companies are represented across these various lists.

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

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

2023: Strong Start, Late Fade

Since our lists are based purely on 2023 fiscal revenues for all distributors, that year is worth examining from a high level.

After riding the inflation wave in 2021 and 2022, distributors found 2023 to be less advantageous from an economic tailwind perspective. While inflation persisted throughout 2023 and has since, it leveled out throughout the year and led to far tougher year-over-year financial comparables. Meanwhile, publicly-traded distributors began to mention demand softening as early as 1Q23 quarterly earnings reports, with that ramping up as the year progressed.

Disinflation and lower volumes resulted in the U.S. wholesale distribution sector finishing with 2023 annual revenues of \$7.887 trillion, according to the MDM Forecast, which strips out agents and brokers, manufacturers’ sales branches and offices, importers and exporters. That was down 1.8% after soaring 14.8% and 20.5% in 2022 and 2021, respectively.

| Year | U.S. WD Revenue | Annual Change |
|------|------------------|---------------|
| 2020 | \$5.561 Trillion | -4.50% |
| 2021 | \$6.996 Trillion | 20.50% |
| 2022 | \$8.031 Trillion | 14.80% |
| 2023 | \$7.887 Trillion | -1.80% |

Source: MDM Forecast

But, it’s important to keep in mind the context that while 2023 was a downstep in overall revenue, that was compared to a record-setting and inflated previous two years. Far removed from direct impacts from the COVID-19 pandemic, 2023 may be remembered as the first ‘normal’ year since 2019 in terms of supply chain conditions and escalating inflation.

The vast majority of the distributors on our lists posted modest annual sales gains or declines in 2023,

while pockets of others outperformed their competition or were hit hard by market-specific factors. That’s continued through the first half of 2024, with firms still facing tough comps vs. the first and second quarters of a year earlier.

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 2023 revenue of \$16.5 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 ended up appearing 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 \$7.3 billion in 2023 revenue being much smaller than Grainger’s \$16.5 billion — 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. 20 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 2023 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 still 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 the majority of companies on our lists.

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.

Continued on next page

distribution sales, services and logistics.

Our Research Process & Methodology

MDM's Top Distributors Lists were based on 2023 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 break out individual sector revenues. Companies were asked to provide data about revenues, 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.

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

3 New List Segments

With the support from MDM's integration into the National Association of Wholesaler-Distributors, we were able to add three list categories to our feature — Pharmaceuticals & Healthcare, Food & Beverage and Lubricants & Fuels. This expansion helps our feature represent even more of the wholesale distribution industry.

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 Industrial Supplies list since first appearing in 2018, including at No. 2 in 2022. 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 last year 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 segment, which directly operates via

To Keep in Mind

As you peruse the rankings across these different verticals, it's important to remember that the way we put them together is not an exact science. While our editorial team made every effort to extract revenue information from the non-publicly-traded distributors listed here, many companies are understandably private with that information. We are happy to keep that revenue information strictly private and only use it internally for rankings, which an increasing 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. Given the amount 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 2023 revenues for all companies, the revenues of handful of companies that don't follow a traditional 12-month fiscal calendar represent a time difference by as much as nine months. We've denoted distributors that don't follow a traditional fiscal calendar with an asterisk next to their revenue and a footnote.

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



Site licenses and multi-user pricing are available for those who wish to access Modern Distribution Management Premium content. Contact us for details at info@mdm.com, call (202) 872-0885 or visit our website at www.mdm.com.

[Mike Hockett](#), Executive Editor
[Vesna Brajkovic](#), Senior Editor

[Tish Drake](#), SVP, MDM Portfolio Management
[Hadley Fable](#), VP, Operations MDM

Top Industrial Supplies Distributors

While distributors are ranked by 2023 revenue within this vertical, the figure shown is total company revenue.

| Rank | Company | 2023 Revenues | Rank | Company | 2023 Revenues |
|------|---------------------------------|---------------|------|---|---------------|
| 1. | W.W. Grainger | \$16.5B | 26. | Global Industrial Company | \$1.3B |
| 2. | Motion Industries | \$8.8B | 27. | OTC Industrial Technologies | N/A |
| 3. | Ferguson plc | \$29.7B* | 28. | Edgen Murray | N/A |
| 4. | Airgas, an Air Liquide Company | \$7.8B | 29. | Bearing Distributors Inc. (BDI) | \$1.0B |
| 5. | Winsupply | \$7.4B | 30. | RS (Americas) | \$1.2B |
| 6. | Fastenal Company | \$7.4B | 31. | F.W. Webb | \$2.3B |
| 7. | Watsco | \$7.3B | 32. | Wajax Corp. (Industrial Parts & ERP) | \$709M |
| 8. | The Home Depot (Pro) | N/A | 33. | Optimas OE Solutions | \$694M |
| 9. | Core & Main | \$6.7B | 34. | BlackHawk Industrial | N/A |
| 10. | McMaster-Carr | N/A | 35. | AFC Industries | \$645M |
| 11. | White Cap | N/A | 36. | Singer Industrial | N/A |
| 12. | Applied Industrial Technologies | \$4.4B* | 37. | Descours & Cabaud (North America) | \$530M |
| 13. | MSC Industrial Supply | \$4.0B* | 38. | Kimball Midwest | N/A |
| 14. | Hajoca | N/A | 39. | R.S. Hughes Co. | \$515M |
| 15. | MRC Global Corp | \$3.4B | 40. | Endries International | \$486M |
| 16. | Würth Industry North America | N/A | 41. | EIS Inc. | N/A |
| 17. | Vallen Distribution | N/A | 42. | Motion & Control Enterprises | \$397M |
| 18. | Wesco International | \$22.4B | 43. | Tencarva Machinery | \$377M |
| 19. | DNOW Inc. | \$2.3B | 44. | LGG Industrial (formerly ERIKS North America) | N/A |
| 20. | Graybar | \$11.0B | 45. | Bossard (Americas) | \$331M |
| 21. | DXP Enterprises | \$1.7B | 46. | Purvis Industries | N/A |
| 22. | The Hillman Group | \$1.5B | 47. | Bisco Industries | \$317M |
| 23. | Berkshire Tool Supply Group | N/A | 48. | Womack Machine Supply Co. | N/A |
| 24. | SunSource | N/A | 49. | Motion & Flow Control Products | \$291M |
| 25. | Distribution Solutions Group | \$1.6B | 50. | Martin Supply | \$287M |

*Applied's 2023 fiscal year ended June 30, 2023
 *Ferguson's 2023 fiscal year ended July 31, 2023

*MSC's 2023 fiscal year ended Sept. 2, 2023
 *RS' 2023 fiscal year ended March 31, 2023

Top Electrical/Data/Security Distributors

While distributors are ranked by 2023 revenue within this vertical, the figure shown is total company revenue.

Estimates for this sector developed with assistance by David Gordon, [Channel Marketing Group](#), and John Gunderson, [Dorn Group](#).

| Rank | Company | 2023 Revenues | Rank | Company | 2023 Revenues |
|------|--|---------------|------|--|---------------|
| 1. | Wesco International | \$22.4B | 16. | Van Meter Inc. | N/A |
| 2. | Sonepar North America | \$15.2B | 17. | Winsupply Inc. | \$7.4B |
| 3. | Consolidated Electrical Distributors (CED) | N/A | 18. | Main Electric Supply Co. | N/A |
| 4. | Graybar | \$11.0B | 19. | Turtle | N/A |
| 5. | Rexel Holdings (North America) | \$8.9B | 20. | Motion Industries | \$8.8B |
| 6. | Border States | N/A | 21. | Summit Electric Supply | N/A |
| 7. | ADI Global Distribution | \$3.6B | 22. | Fastenal Company | \$7.4B |
| 8. | City Electric Supply | N/A | 23. | Scott Electric | N/A |
| 9. | McNaughton-McKay Electric Company | N/A | 24. | Gresco Utility Supply | N/A |
| 10. | Elliott Electric Supply | N/A | 25. | Wholesale Electric Supply Co. of Houston | N/A |
| 11. | U.S. Electrical Services Inc. | N/A | 26. | State Electric Supply Company | N/A |
| 12. | Crescent Electric Supply Company | N/A | 27. | Dealers Electrical Supply Company | N/A |
| 13. | Kendall Electric | N/A | 28. | RS (Americas) | \$1.2B* |
| 14. | W.W. Grainger | \$16.5B | 29. | Werner Electric Supply | \$410M |
| 15. | Lonestar Electric Supply | N/A | 30. | Kirby Risk | N/A |

*RS' 2023 fiscal year ended March 31, 2023

Top MRO Industrial Distributors

While distributors are ranked by 2023 revenue within this vertical, the figure shown is total company revenue.

| Rank | Company | 2023 Revenues |
|------|--------------------------------------|---------------|
| 1. | W.W. Grainger | \$16.5B |
| 2. | Motion Industries | \$8.8B |
| 3. | McMaster-Carr | N/A |
| 4. | The Home Depot (Pro) | N/A |
| 5. | Fastenal Company | \$7.4B |
| 6. | MSC Industrial Supply | \$4.0B* |
| 7. | Vallen Distribution | N/A |
| 8. | DXP Enterprises | \$1.7B |
| 9. | Berkshire Tool Supply Group | N/A |
| 10. | Global Industrial Company | \$1.3B |
| 11. | Ferguson plc | \$29.7B |
| 12. | Applied Industrial Technologies | \$4.4B* |
| 13. | Bearing Distributors Inc. (BDI) | \$1.0B |
| 14. | Wajax Corp. (Industrial Parts & ERP) | \$709M |
| 15. | BlackHawk Industrial | N/A |
| 16. | The Hillman Group | \$1.5B |
| 17. | Kimball Midwest | N/A |
| 18. | Distribution Solutions Group | \$1.6B |
| 19. | Würth Industry North America | N/A |
| 20. | R.S. Hughes Co. | \$515M |
| 21. | DNOW Inc. | \$2.3B |
| 22. | RS (Americas) | \$1.2B |
| 23. | DGI Supply | \$279M |
| 24. | Descours & Cabaud (North America) | \$530M |
| 25. | Tencarva Machinery | \$377M |

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.

*MSC's 2023 fiscal year ended June 30, 2023 *Applied's 2023 fiscal year ended June 30, 2023

Top Building Materials/Construction Distributors

While distributors are ranked by 2023 revenue within this vertical, the figure shown is total company revenue.

Estimates for this sector developed with analysis by Craig Webb, [Webb Analytics](#).

| Rank | Company | 2023 Revenues |
|------|-------------------------------|---------------|
| 1. | ABC Supply Co. | \$20.4B |
| 2. | Builders FirstSource | \$17.1B |
| 3. | Ferguson plc | \$29.7B* |
| 4. | SRS Distribution. | \$9.8B |
| 5. | Beacon Roofing Supply | \$9.1B |
| 6. | US LBM. | \$8.2B |
| 7. | 84 Lumber | \$6.3B |
| 8. | White Cap. | N/A |
| 9. | GMS Inc. | \$5.3B* |
| 10. | SiteOne Landscape Supply | \$4.1B |
| 11. | Foundation Building Materials | \$3.4B |
| 12. | BlueLinx Holdings. | \$3.1B |
| 13. | Kodiak Building Partners | N/A |
| 14. | TopBuild (Distribution) | \$5.3B |
| 15. | Lansing Building Products | \$1.5B |

*GMS' fiscal 2023 ended April 30, 2023

*Ferguson's fiscal 2023 ended July 31, 2023

Top HVACR Distributors

While distributors are ranked by 2023 revenue within this vertical, the figure shown is total company revenue.

| Rank | Company | 2023 Revenues |
|------|--------------------------|---------------|
| 1. | Watsco..... | \$7.2B |
| 2. | Ferguson plc..... | \$29.7B* |
| 3. | Winsupply..... | \$7.4B |
| 4. | R.E. Michel Company..... | N/A |
| 5. | W.W. Grainger..... | \$16.5B |
| 6. | F.W. Webb..... | \$2.2B |

*Ferguson's fiscal 2023 ended July 31, 2023

Top Plumbing Distributors

While distributors are ranked by 2023 revenue within this vertical, the figure shown is total company revenue.

| Rank | Company | 2023 Revenues |
|------|-------------------------------------|---------------|
| 1. | Ferguson plc..... | \$29.7B* |
| 2. | Winsupply..... | \$7.4B |
| 3. | Reece Group (U.S., dba MORSCO)..... | \$3.2B |
| 4. | Hajoca..... | N/A |
| 5. | W.W. Grainger..... | \$16.5B |
| 6. | F.W. Webb..... | \$2.2B |

*Ferguson's fiscal 2023 ended July 31, 2023

Top Industrial PVF Distributors

While distributors are ranked by 2023 revenue within this vertical, the figure shown is total company revenue.

| Rank | Company | 2023 Revenues |
|------|----------------------|---------------|
| 1. | Core & Main..... | \$6.7B |
| 2. | Ferguson plc..... | \$29.7B* |
| 3. | MRC Global Corp..... | \$3.4B |
| 4. | DNOW Inc..... | \$2.3B |
| 5. | Edgen Murray..... | N/A |
| 6. | Winsupply..... | \$7.4B |

*Ferguson's fiscal 2023 ended July 31, 2023

Top Power Transmission/Bearings Distributors

While distributors are ranked by 2023 revenue within this vertical, the figure shown is total company revenue.

| Rank | Company | 2023 Revenues |
|------|---------------------------------------|---------------|
| 1. | Motion Industries | \$8.8B |
| 2. | Applied Industrial Technologies | \$4.4B* |
| 3. | Bearing Distributors Inc. (BDI) | \$1.0B |
| 4. | Wajax Corp (Industrial Parts + ERP) | \$709M |
| 5. | OTC Industrial Technologies | N/A |
| 6. | Purvis Industries | N/A |
| 7. | W.W. Grainger | \$16.5B |
| 8. | DXP Enterprises | \$1.7B |
| 9. | IBT Industrial Solutions | N/A |
| 10. | Bearing Headquarters Company (Headco) | N/A |

*Applied's 2023 fiscal year ended June 30, 2023

Top Fluid Power Distributors

While distributors are ranked by 2023 revenue within this vertical, the figure shown is total company revenue.

| Rank | Company | 2023 Revenues |
|------|---------------------------------|---------------|
| 1. | Applied Industrial Technologies | \$4.4B* |
| 2. | SunSource | N/A |
| 3. | Motion Industries | \$8.8B |
| 4. | DXP Enterprises | \$1.7B |
| 5. | DNOW Inc. | \$2.3B |
| 6. | W.W. Grainger | \$16.5B |
| 7. | Fastenal Company | \$7.4B |
| 8. | McMaster-Carr | N/A |
| 9. | Motion & Control Enterprises | \$397M |
| 10. | Hydradyne, LLC | N/A |
| 11. | Berendsen Fluid Power | N/A |
| 12. | Hydraquip | N/A |
| 13. | OTC Industrial Technologies | N/A |
| 14. | Womack Machine Supply Co. | N/A |
| 15. | Bearing Distributors Inc. (BDI) | \$1.0B |
| 16. | Singer Industrial | N/A |

*Applied's 2023 fiscal year ended June 30, 2023

Top Hose/Accessories Distributors

While distributors are ranked by 2023 revenue within this vertical, the figure shown is total company revenue.

| Rank | Company | 2023 Revenues |
|------|---|---------------|
| 1. | SunSource | N/A |
| 2. | Motion Industries | \$8.8B |
| 3. | Bridgestone HosePower | \$283M |
| 4. | LGG Industrial (formerly ERIKS North America) | N/A |
| 5. | Motion & Flow Control Products. | \$291M |
| 6. | Echelon Supply & Service | N/A |
| 7. | Kimball Midwest | N/A |

Top Electronics Distributors

While distributors are ranked by 2023 revenue within this vertical, the figure shown is total company revenue.

| Rank | Company | 2023 Revenues |
|------|--------------------|---------------|
| 1. | Arrow Electronics | \$33.1B |
| 2. | Avnet | \$25.6B |
| 3. | WPG Americas | N/A |
| 4. | Future Electronics | N/A |
| 5. | DigiKey Corp. | N/A |
| 6. | TTI Inc. | N/A |
| 7. | Mouser Electronics | N/A |

Top Fastener Distributors

While distributors are ranked by 2023 revenue within this vertical, the figure shown is total company revenue.

| Rank | Company | 2023 Revenues |
|------|---------------------------------|---------------|
| 1. | Fastenal Company | \$7.4B |
| 2. | Würth Industry North America | N/A |
| 3. | McMaster-Carr | N/A |
| 4. | MSC Industrial Supply | \$4.0B* |
| 5. | The Hillman Group | \$1.5B |
| 6. | Boeing Distribution | N/A |
| 7. | Optimas OE Solutions | \$694M |
| 8. | AFC Industries | \$645M |
| 9. | Endries International | \$486M |
| 10. | Bossard (Americas) | \$331M |
| 11. | Applied Industrial Technologies | \$4.4B* |
| 12. | Distribution Solutions Group | \$1.6B |
| 13. | EFC International | N/A |
| 14. | W.W. Grainger | \$16.5B |
| 15. | Copper State Bolt & Nut | N/A |
| 16. | Motion Industries | \$8.8B |
| 17. | Field Fastener | N/A |
| 18. | Incora | N/A |
| 19. | Bisco Industries | \$317M |
| 20. | Kimball Midwest | N/A |

*MSC's 2023 fiscal year ended June 30, 2023

*Applied's 2023 fiscal year ended June 30, 2023

Top Safety Distributors

While distributors are ranked by 2023 revenue within this vertical, the figure shown is total company revenue.
 Estimates for this sector developed with analysis by the [International Safety Equipment Association](#).

| Rank | Company | 2023 Revenues |
|------|--|---------------|
| 1. | W.W. Grainger | \$16.5B |
| 2. | Fastenal Company | \$7.4B |
| 3. | McMaster-Carr. | N/A |
| 4. | Airgas, an Air Liquide Company | \$7.8B |
| 5. | MSC Industrial Supply | \$4.0B* |
| 6. | Wesco International | \$22.4B |
| 7. | White Cap | N/A |
| 8. | Motion Industries | \$8.8B |
| 9. | Magid Glove & Safety. | N/A |
| 10. | Würth Industry North America. | N/A |
| 11. | Mallory Safety and Supply | N/A |
| 12. | Vallen Distribution. | N/A |
| 13. | SPI Health and Safety | N/A |
| 14. | Stauffer Glove and Safety. | N/A |
| 15. | Martin Supply | \$287M |

*MSC's 2023 fiscal year ended June 30, 2023

Top JanSan, Packaging & Disposables Distributors

While distributors are ranked by 2023 revenue within this vertical, the figure shown is total company revenue.

| Rank | Company | 2023 Revenues |
|------|---|---------------|
| 1. | Uline | N/A |
| 2. | Imperial-Dade | \$5.0B |
| 3. | BradyPlus (formerly BradyIFS + Envoy Solutions) | N/A |
| 4. | Veritiv Corporation | \$5.9B |
| 5. | Network Distribution | \$2.8B |
| 6. | TricorBraun | N/A |
| 7. | W.W. Grainger | \$16.5B |
| 8. | The Home Depot (Pro) | N/A |
| 9. | Ferguson plc | \$29.7B* |
| 10. | Fastenal Company | \$7.4B |
| 11. | Global Industrial Company | \$1.6B |
| 12. | McMaster-Carr | N/A |
| 13. | AramSCO | N/A |
| 14. | Pollock Orora | N/A |
| 15. | Jon-Don | N/A |

*Ferguson's fiscal 2023 ended July 31, 2023

Top Pharmaceuticals & Healthcare Distributors

While distributors are ranked by 2023 revenue within this vertical, the figure shown is total company revenue.

| Rank | Company | 2023 Revenues |
|------|--------------------------------------|---------------|
| 1. | McKesson Corporation | \$276.7B* |
| 2. | Cencora (formerly AmerisourceBergen) | \$255.7B |
| 3. | Cardinal Health | \$205.0B |
| 4. | Thermo Fisher Scientific | \$42.9B |
| 5. | Medline Industries | \$23.2B |
| 6. | Henry Schein | \$12.3B |
| 7. | Owens & Minor | \$10.3B |

*McKesson's 2023 fiscal year ended March 31, 2023

Top Gases & Welding Supplies Distributors

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

| Company | 2023 Revenues |
|--------------------------------|---------------|
| Airgas, an Air Liquide company | \$7.8B |
| American Welding & Gas. | N/A |
| AmeriGas Propane | \$3.4B |
| Arc3. | N/A |
| F.W. Webb | \$2.3B |
| Fastenal Company | \$7.4B |
| Gas And Supply Co. | N/A |
| General Air. | N/A |
| Indiana Oxygen. | N/A |
| Linde (Americas) | \$14.3B |
| Matheson. | N/A |
| Meritus Gas Partners. | N/A |
| nexAir. | N/A |
| Norco Inc. | N/A |
| O.E. Meyer. | N/A |
| Red Ball Oxygen Co. | N/A |
| Roberts Oxygen Company | \$229M |

Top Specialty Adhesives Distributors

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

| Company | 2023 Revenues |
|--|---------------|
| Applied Adhesives | N/A |
| Associated Industries | N/A |
| Distribution Solutions Group | \$1.6B |
| DH Sutherland | N/A |
| EIS Inc. | N/A |
| Ellsworth Adhesives | N/A |
| GracoRoberts | N/A |
| Integral Products. | N/A |
| Krayden | N/A |
| R.S. Hughes Co. | \$515M |
| Rudolph Bros. & Co. | N/A |

Top Plastics Distributors

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

| Company | 2023 Revenues |
|--|---------------|
| Cope Plastics | N/A |
| Curbell Plastics | N/A |
| E&T Plastics | N/A |
| Interstate Plastics | N/A |
| North American Plastics | N/A |
| Piedmont Plastics | N/A |
| Polymershapes | N/A |
| Professional Plastics | N/A |
| ThyssenKrupp Engineered Plastics | N/A |
| Total Plastics International | N/A |

Top Food & Beverage Distributors

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

| Rank | Company | 2023 Revenues |
|------|--|---------------|
| | Ben E. Keith Co. | \$.5.7B |
| | Breakthru Beverage | \$.8B+ |
| | Dole Plc | N/A |
| | Gordon Food Service | \$.21.0B |
| | Sysco Corporation | \$.76.3B* |
| | McLane Company | \$.52.6B |
| | Performance Food Group | \$.57.3B |
| | Republic National | N/A |
| | Southern Glazer's Wine & Spirits | N/A |
| | U.S. Foods | \$.35.6B |

*McKesson's 2023 fiscal year ended March 31, 2023

*Performance Food Group's 2023 fiscal year ended July 1, 2023

Top Lubricants & Fuels Distributors

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

| Company | 2023 Revenues |
|--|---------------|
| Brenntag North America | N/A |
| Cadence Petroleum Group | N/A |
| Carson Oil | N/A |
| Colonial Group | N/A |
| McPherson Oil Products | N/A |
| Parman Energy Group | N/A |
| PetroChoice | N/A |
| Pilot Thomas Logistics | N/A |
| Port Consolidated | N/A |
| Quality Petroleum | N/A |
| RelaDyne | N/A |
| Southern Counties Lubricants | N/A |
| SC Fuels | N/A |
| Smitty's Supply Co. | N/A |
| Taylor Lubricants | N/A |

About our sponsors



HawkSearch is a leading provider of site search solutions, empowering some of the world's largest brands to enhance their eCommerce experiences and connect people to products faster. Our cutting-edge technology goes beyond traditional search tools, enabling businesses to capture greater traffic, increase order value, and drive conversion rates. HawkSearch provides feature-rich eCommerce and content management capabilities, turn-key site search and merchandising, SEO optimization tools, and more. Learn more at HawkSearch.com.

EPICOR

Epicor equips hard-working businesses with enterprise solutions that keep the world turning. For 50 years, Epicor customers in the automotive, building supply, distribution, manufacturing, and retail industries have trusted Epicor to help them do business better. Innovative Epicor solution sets are carefully designed to fit customer needs and built to respond flexibly to their fast-changing reality. With deep industry knowledge and experience, Epicor accelerates its customers' ambitions, whether to grow and transform, or simply become more productive and effective. Epicor is based in Austin, TX and has offices in Atlanta, GA, Cincinnati, OH, Cleveland, OH, Minneapolis, MN, Philadelphia, PA, Salt Lake City, UT, San Diego, CA and San Francisco/Bay Area, CA. Learn more at Epicor.com.



DataXstream has developed end-to-end order management and point-of-sales solutions on emerging technologies for SAP users for over 25 years. OMS+ is a cross-channel platform that streamlines complex sales and order processes built for distributors, suppliers and wholesalers. It provides an easy-to-use interface that automates transactions and offers improved visibility for better order accuracy and improved customer experience. OMS+IA offers intelligent automation, AI and machine learning features with a focus on document automation including order automation and quote automation. OMS+Portal offers B2B customer portal options, while OMS+Rental facilitates rental needs. Learn more at dataxstream.com.



Infor is a global leader in business cloud software specialized by industry. We develop complete solutions for our focus industries, including distribution, industrial manufacturing, healthcare, food & beverage, automotive, aerospace & defense, and high tech. Infor's mission-critical enterprise applications and services are designed to deliver sustainable operational advantages with security and faster time to value. We are obsessed with delivering successful business outcomes for customers. Over 65,000 organizations in more than 175 countries rely on Infor's 17,000 employees to help achieve their business goals. As a Koch company, our financial strength, ownership structure, and long-term view empower us to foster enduring, mutually beneficial relationships with our customers. Learn more at www.infor.com.



Serving Innovative Distribution Leaders Since 1967

Modern Distribution Management (www.mdm.com) provides market intelligence, industry insight and trend analysis to over 22,000 wholesale distribution executives in North America. Since 1967, MDM has been the first resource for research, market data and insights that industry leaders rely on to build better businesses and strengthen their careers. We are a digital niche media company with a strong market research and trusted industry-insider voice and network that defines our value proposition.

[Sign up for MDM Update](#), our e-newsletter with the latest news and industry insights.



MDM Premium is our flagship information service serving innovative distribution leaders since 1967. Access the latest market intelligence, trend analysis and insider's view to help you make better decisions and stay on top of industry events – the deeper story behind M&A deals, market strategies of the disruptors and profiles of the companies transforming wholesale distribution channels.

MDM Premium Membership includes:

- Latest news and competitor market moves
- Wholesale distribution economic indicators & exclusive sector forecasts
- Profiles of market movers, disruptors, innovators
- Distribution management insights & best practices
- Trend analysis shaping competitive advantage – digital, sales strategy, talent, leadership
- Quarterly in-depth M&A analysis
- Exclusive access to quarterly Baird/MDM Industrial Distribution Survey

[Learn more about MDM Premium Membership.](#)

Modern Distribution Management
6309 Monarch Park Place #201
Niwot, CO 80503

Phone 202-872-0885

www.mdm.com