

2010 Fact Sheet

Background

- One of the largest employee-owned companies in North America since 1929
- Leading distributor of high-quality electrical, communications and networking products, and specializes in related supply chain management and logistics services
- Through its distribution network of nearly 240 North American locations, Graybar stocks and sells hundreds of thousands of items from thousands of manufacturers
- Founded in 1869 by inventor Elisha Gray and entrepreneur Enos Barton
- Incorporated as Graybar Electric on Dec. 11, 1925
- 2009 marked the company's 140th anniversary and 80 years of employee ownership

Annual Revenue

- **2009:** \$4.4 billion
- **2008:** \$5.4 billion
- **2007:** \$5.2 billion

Accolades, Awards & Affiliations

- No. 470 on the 2010 FORTUNE 500 ranking of America's largest companies
- On the FORTUNE World's Most Admired Companies list for the ninth consecutive year (2010)
 - No. 2 in the Wholesalers: Diversified industry category; Graybar ranked the previous three years at no. 1 (2010)
- In 2009, ranked highly in several subcategories on the FORTUNE World's Most Admired Companies list:

• No. 1 in Management Quality	• No. 4 in Use of Assets
• No. 1 in Long-Term Investment	• No. 6 in People Management
• No. 2 in Financial Soundness	• No. 10 in Innovation
• No. 2 in Quality of Product and Services	
- No. 64 on the Forbes America's Largest Private Companies list (2009)
- No. 2 on the *Human Resource Executive* "Most Admired in HR" list (2009)
- No. 23 on the *Selling Power* "Top 50 Companies to Sell For" list (2009)
- No. 14 on the National Center for Employee Ownership Top 100 ranking (2009)
- On the 2009 *InformationWeek* 500 annual ranking of the best and brightest business technology innovators for the seventh consecutive year
- No. 6 on the 2010 *Modern Distribution Management* Electrical Market Leaders list (2010)
- No. 4 on *Electrical Wholesaling's* Top 200 Electrical Distributors list (2010)
- On *Broadband Properties'* list of top 100 companies (2010)
- Premier Healthcare Alliance's Supplier Performance Award recipient (2010)
- National Electrical Contractors Association (NECA) Premier Partner
- Independent Electrical Contractors Association (IEC) Original Platinum Partner
- Member of the U.S. Green Building Council since 2008
- ISO 9001:2008 Registered

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