



Modern Distribution Management Names EIS a 2011 MDM Market Leader

EIS Inc., a subsidiary of Genuine Parts Co., has been ranked #15 on Modern Distribution Management's 2011 Electrical Market Leaders list. This list identifies the top 25 distributors by revenue in electrical distribution. Modern Distribution Management is the leading information source for independent distribution channels.

Positive sales growth for EIS, Inc., a subsidiary of Genuine Parts Co., can be partly attributed to the two acquisitions it made in 2010: Fay Wire, Elmhurst, IL, and Seacoast Electric Company, Hawthorne, NY. But the distributor says most of the markets it focuses on are experiencing growth right now, particularly markets related to alternative energy generation. Areas EIS will be focusing on in 2011 include electric power generation and green power technologies (HV/EV and battery development, wind, solar primarily).

"The top distributors continued to gain market share in 2011, many returning to sales levels seen before 2009. While there are still headwinds, distributors that appear on MDM's Market Leaders lists continue to execute a successful strategy to give them an edge in the recovery," said Tom Gale, publisher of Modern Distribution Management.

The list was released in conjunction with the 2011 MDM Distribution Landscape report. Taken together, the full report provides a comprehensive landscape of the distribution industry, including merger and acquisition news and market trends. It is available at www.mdm.com/marketleaders.

Data was collected from the companies, public filings and news releases. For private companies who did not provide their revenue data, the MDM editorial staff estimated rankings based on past reported revenues, average revenue declines within the sectors, data from economic reports and conversations with industry experts.

Modern Distribution Management (www.mdm.com) is a specialized information service for wholesale distribution executives and companies that sell through independent distribution. Through its twice-monthly premium newsletter, free e-newsletters, Webcasts, and breaking news and blog feeds at mdm.com, MDM provides fresh analysis, accurate reporting and business intelligence across many lines of trade.

View the top distributors in 12 sectors at www.mdm.com/marketleaders.

