

City Electric Supply

2023 MEDIA KIT



CITY ELECTRIC SUPPLY®



ABOUT CES

City Electric Supply (CES) is a third-generation family-owned company headquartered in Dallas, Texas. It is the seventh-largest electrical wholesale distributor in the U.S. Tom Mackie founded the company in the U.K. in 1951, then expanded to North America in 1983, with the first U.S. branch opening in Tampa, Florida.

Today, CES employs people in branches across North America. City Electric Supply provides personalized service and support for customers in the residential, commercial, and industrial

marketplaces. While CES is a large company, it prides itself on staying true to its founding principle: empowering people to make local business decisions by providing customers with tailored support for all of their electrical needs.

ACROSS
NORTH
AMERICA

4,000+
Employees

600+
Branches

754,000
Square Feet of Fulfillment
Center Space

TOM MACKIE
FOUNDER





OUR STORY

1951

Opened first City Electrical Factors (CEF) branch in the U.K.

1983

Opened first City Electric Supply (CES) branch in the U.S.

1993

Opened first CES branch in Canada

2000

Opened 100th branch in Mountain Industrial, Georgia

2020

Opened 500th branch in U.S. and 1000th branch worldwide

In 1951, 28-year-old Tom Mackie was working as a salesman for a well-known world energy leader in the U.K. He came across an unprofitable electrical wholesale business that was for sale in Coventry. Recognizing the need for change in the industry, Mackie took an incredible risk. He left his job, used his life savings to purchase the business, and began selling electrical supplies. Seven decades later, CES is still a family-owned electrical wholesale distributor under the leadership of

his grandson, Thomas Hartland-Mackie.

By 1981, the company had 190 branches in the U.K. and decided to expand its boundaries. In 1983, CES expanded to the U.S.

Today, the company has over 7,500 employees and over 1,000 branches worldwide. CES operates in nine countries: England, Ireland, Scotland, Wales, U.S.A., Canada, Spain, Australia, and Northern Ireland. City Electric Supply offers specialized support for the

marine, government, and renewables sectors. Globally, CES is proud to have a portfolio of over 50 brands. In the U.S. alone, the company has six in-house brands and five fulfillment centers to support the branch network with distribution services.

The company also has a powerful social impact division, CES Cares, that has donated over \$11 million dollars to charitable organizations since its foundation in 2016.

The image shows a rustic, industrial-style interior. In the foreground, a long wooden desk is supported by two pillars made of stacked red bricks. Each pillar has a black metal grid structure in the middle. The desk is positioned in front of a large wooden door with a diagonal brace. The walls are made of horizontal wooden planks. Two large, round, cage-style lanterns hang from the ceiling, casting a warm glow. The floor is a smooth, light-colored concrete.

TRIBUTE TO THE PAST

CES founder Tom Mackie's first desk was an old door supported by two tea chests and red house bricks for extra height. Surrounded by wooden walls and hay in a barn, CES is reminded of its beginnings with a re-creation at its headquarters.

WHAT WE OFFER

CES provides electrical supplies in all markets of the construction industry.

The company also offers specialized solutions through our National Solutions division, which includes Corporate Solutions, General Service Administration (GSA), Electric Vehicle (EV), Marine, Strategic Solutions, and Power Infrastructure Solutions.

CES provides unparalleled dependability, quality, and service in 600+ branches across North America, including the first island location in Puerto Rico.

With the industry knowledge to help with any project, CES saves customers time and money, whether a large-scale multinational corporation or a locally owned business.

NORTH AMERICA SKU NUMBERS OFFERED

U.S.: 1.25M

Canada: 948K

TAMCO: 25K

**Fulfillment
Center
Locations: 5**



MANUFACTURING

City Electric Supply customers have access to the nation's leading brands. Additionally, CES manufactures and distributes in-house brands to better serve our customers high-quality products that get the job done safely and easily at unbeatable prices. Tom Mackie was a pioneer in investing in in-house brands to support the company's global expansion beginning in the 1960s. The company's 51

in-house brands represent the wide reach and expertise City Electric Supply brings to the electrical distribution industry.



TAMCO HEADQUARTERS



In 2005, City Electric Supply expanded its in-house production to the U.S. Today, CES has six in-house brands: Tam-lite, Centaur, F4P, MCG, RPP, and Fusion. To better serve branches across the U.S., CES combined all six brands under one roof at TAMCO Group headquarters, a manufacturing and fulfillment center in Port St. Lucie, Florida.

The 411,000-square-foot facility officially opened its doors in 2020.

More than 50% of the space is dedicated to warehousing and order fulfillment. Our vast product offerings allow over 75% of the CES branch network to ship within a one-day delivery window.



WE CARE

In 2016, City Electric Supply established CES Cares, the social impact division that serves as the umbrella for all the philanthropic, charitable, and volunteer efforts in which the company and its employees participate. CES Cares empowers employees to go above and beyond for causes on a local and national scale. Since its foundation, CES Cares has made more than \$11 million in charitable donations.

CES has a national partnership with the American Red Cross and a North American partnership with the Make-A-Wish® Foundation. Through CES Cares, CES contributes to the disaster response line of the American Red Cross, which helps prepare communities before a disaster strikes. Through the partnership with Make-A-Wish, the company has raised money to help Wish Kids across North America.

At company headquarters in Dallas, Texas, CES supports back-to-school drives hosted by Dallas Children's Advocacy Center (DCAC), an organization that helps children who have experienced abuse. City Electric Supply is committed to providing 1,500 backpacks stuffed with school supplies every year.

CES Cares is responsible for Cash for Hearts and Dollars for Doers. When a CES employee logs a minimum of 10 hours of volunteer time, CES will award them \$100 to donate to the charity of their choice.

That's not all. In addition to supporting the community, City Electric Supply also believes in supporting employees. CES Cares has its own disaster relief fund that financially helps employees undergoing unforeseen personal hardships.

Make-A-Wish®



OUR CUSTOMERS

CES prides itself on providing personalized service to customers. Just see what they have to say!

“Great place for the electrical contractor.”

These guys can get anything you may need.”

—Tolleson, AZ – CES Tolleson

“Could not ask for better service!”

The team even stayed a little after hours for me to get some fuses for our campground on a Friday of a holiday weekend! Heartland Resort in Greenfield thanks you!”

—Indianapolis, IN – CES Indianapolis East

“I’m not a pro, I just do projects around the house, so I’m used to shopping at the big chain home improvement stores. I happened to be driving by City Electric Supply today and stopped in to see if they had what I needed for a project.

THEY HAVE AWESOME SERVICE.

They helped me decide what to get, had everything I needed, and **THE PRICES WERE GREAT!** I’ll be going there for all my electrical supplies from now on.”

—Madison Heights, MI – CES Madison Heights

PRESIDENT & CEO

THOMAS
HARTLAND-MACKIE

Thomas Hartland-Mackie is the president and CEO of Labora Global Ltd., a multinational, family-owned conglomerate with verticals in electrical manufacturing and distribution, renewable energy and solar products distribution, real estate development, public and private company investments, and other business and philanthropic ventures.

In addition to overseeing Labora Global's diverse portfolio, Hartland-Mackie serves as executive chairman of City Electrical Factors Ltd. (CEF) and president and CEO of City Electric Supply Company (CES), electrical wholesale distributors founded, respectively, in 1951 in the U.K. and 1983 in the U.S. by Hartland-Mackie's grandfather, the late Tom Mackie.

Before taking over the reins of CES in 2008, Hartland-Mackie held positions in all parts of the business as a management trainee and mentee to Tom Mackie. He worked in the field at various branch locations in the U.S., Spain, and the U.K. His training also included assignments in the accounting and finance departments, as well as the company's in-house manufacturing facility.

Under Hartland-Mackie's leadership, CES achieved over 10 years of double-digit revenue growth. Combined, CES and CEF operate more than 1,000 store locations across North America, the United Kingdom, Ireland, Spain, and Australia; and employs nearly 9,500 people.

In 2021, Labora Global acquired two residential and commercial solar products distributors: Segen Ltd., a leading solar distributor in the U.K., Germany,

and South Africa; and Soligent, the largest pure-play solar distributor in the Americas. Segen and Soligent were effectively merged under Labora's Global Renewables umbrella to become a leading global solar distribution business.

Hartland-Mackie was named Entrepreneur of the Year (Family Business Category) by Ernst & Young in 2019, and he has appeared on the National Association of Electrical Distributors' 30 under 35 list in 2019 and the Dallas Business Journal's 40 Under 40 list in 2018.

A devoted family man, Hartland-Mackie is the proud father of three. He enjoys spending quality time with his children and wife, Nasiba. He is also active in the local community and applies his passion for art in service to the board of the Dallas Museum of Art.



CES C-SUITE



THOMAS HARTLAND-MACKIE
PRESIDENT AND
CHIEF EXECUTIVE OFFICER



PHIL FLAHERTY
GLOBAL CHIEF
FINANCIAL OFFICER



MEG SHOCKLEY
GLOBAL CHIEF
LEGAL OFFICER



JOHN GRAY
CO-CHIEF OPERATING
OFFICER



ANDREW DAWES
CO-CHIEF OPERATING
OFFICER



ROB HODGSON
CHIEF TECHNOLOGY
OFFICER



THOMAS MCSHANE
CHIEF MARKETING
OFFICER

CES IN THE NEWS



The Dallas Morning News



The Charlotte Post



DALLAS
BUSINESS JOURNAL



Electrical
Wholesaling

BENZINGA

MORE

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electric
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