

ABOUT GRAYBAR



HISTORY

- Founded in 1869 by inventor Elisha Gray and entrepreneur Enos Barton
- Incorporated as Graybar Electric Company, Inc. on Dec. 11, 1925
- One of the largest employee-owned companies in North America since 1929

[TO LEARN MORE » graybar.com/history](http://graybar.com/history)

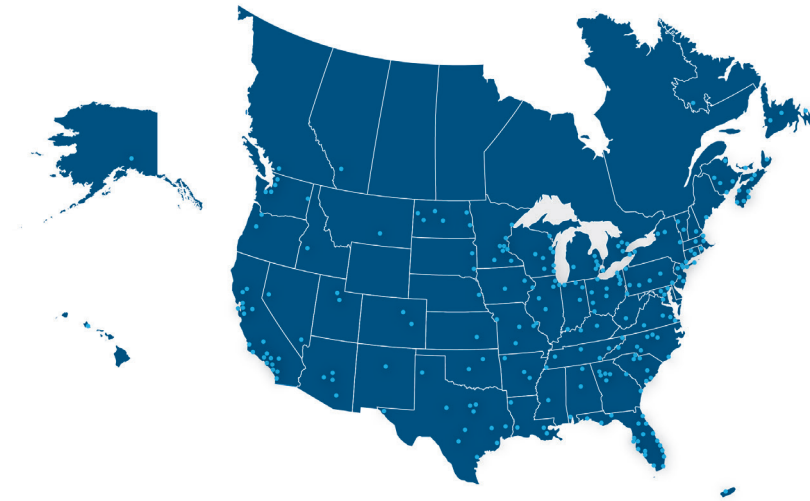
OUR BUSINESS

Graybar is a leading North American distributor of electrical, communications and data networking products and a provider of supply chain management and logistics services. We primarily serve the construction market, the commercial, institutional and government (CIG) market, as well as the industrial and utility markets, with products and services that support new construction, infrastructure updates, building renovation, facility maintenance, repair and operations, and original equipment manufacturing.

LOCATIONS AND PEOPLE

Through a network of 289 locations across the United States, Canada and Puerto Rico, our 8,700 employees serve more than 145,000 customers. Our corporate headquarters is located in St. Louis, Mo.

[FOR A COMPLETE LIST OF GRAYBAR LOCATIONS » graybar.com/locations](http://graybar.com/locations)

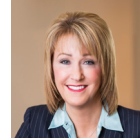


RANKINGS/RECOGNITIONS

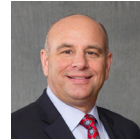
- No. 426 on the FORTUNE 500 ranking of America's largest companies (2018)
- No. 57 on the Forbes America's Largest Private Companies list (2018)
- Named to FORTUNE World's Most Admired Companies list for the 17th year (2019)
- Named by Forbes as one of "America's Best Large Employers" (2018)
- No. 13 on the National Center for Employee Ownership "Employee Ownership 100" list (2018)
- No. 3 on the Modern Distribution Management Market Leaders list (2018)
- No. 3 on Electrical Wholesaling's Top 200 Electrical Distributors list (2018)
- Named one of the Top Workplaces in Atlanta, the California Bay Area, St. Louis, Oregon and Southwest Washington (2018)
- On Broadband Communities' Fiber to the Home Top 100 list (2018)
- Named one of Selling Power's "Best Companies to Sell For" (2018)
- Winner of the "Best Overall Governance for a Private Company" category for Corporate Secretary's Corporate Governance Awards (2018)

[FOR A COMPLETE LIST OF GRAYBAR'S AWARDS AND RECOGNITIONS » graybar.com/company](http://graybar.com/company)

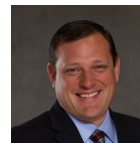
BOARD OF DIRECTORS



Kathy M. Mazzarella
Chairman, President and CEO
Joined Graybar in 1980



David A. Bender
Atlanta District Vice President
Joined Graybar in 1988



Scott S. Clifford
*Senior Vice President,
Supply Chain Management*
Joined Graybar in 1994



Matthew W. Geekie
*Senior Vice President, Secretary
and General Counsel*
Joined Graybar in 2008



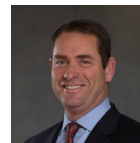
Richard H. Harvey
New York District Vice President
Joined Graybar in 1983



Randall R. Harwood
*Senior Vice President and
Chief Financial Officer*
Joined Graybar in 1978



Robert C. Lyons
*Regional Vice President,
Eastern Region*
Joined Graybar in 1979



William P. Mansfield
*Senior Vice President,
Marketing*
Joined Graybar in 1987



David G. Maxwell
Senior Vice President, Sales
Joined Graybar in 1985



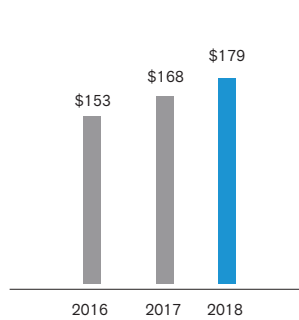
Beverly L. Propst
*Senior Vice President,
Human Resources*
Joined Graybar in 2002

COMPANY PERFORMANCE OVERVIEW

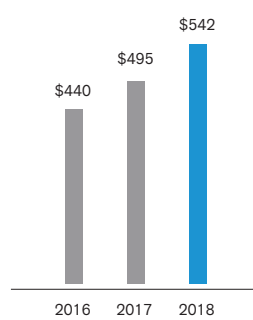
Net Sales (in billions)



Income Before Taxes (in millions)



Working Capital (in millions)



FOR MORE INFORMATION » graybar.com/company/about/sec-filings

MISSION AND STRATEGY

As a leading North American distributor, Graybar operates with one clear mission: to serve as the vital link in the supply chain, adding value for customers and suppliers with innovative solutions and services.

Graybar's strategy is to sustain the organization as an independent and employee-owned company, while achieving the results that position the company as an industry leader and allows Graybar to work to the advantage of those it serves.

CORE VALUES

- Integrity
- Employee Ownership
- Long Term View
- Customer Focus

CORPORATE SOCIAL RESPONSIBILITY

At Graybar, we believe being a good corporate citizen is simply the right thing to do. As employee-owners, we make decisions with a long-term view in mind. We have a unique and personal responsibility to each other and the Company, to our customers and to our communities where we live and work. Holding ourselves accountable for delivering results in these three areas is something Graybar takes seriously.

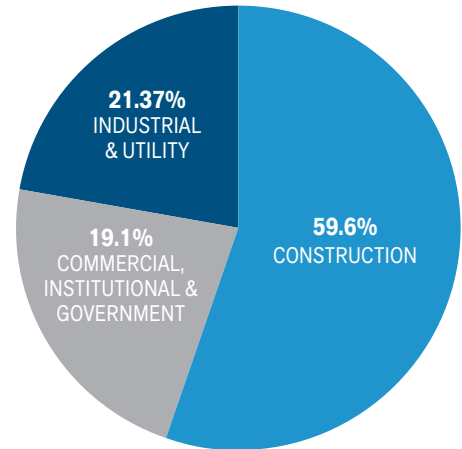
SERVICES

- Logistics
- Inventory and materials management
- Process efficiency
- Complete building systems
- Business services

(revised on 3/15/19)

Graybar is an Affirmative Action/Equal Opportunity Employer. We welcome job applications from qualified individuals without regard to race, color, religion, sex, gender identity, national origin, age, disability, ancestry, family care status, veteran status, marital status, sexual orientation or any other lawfully protected status. Minorities, women, disabled persons and veterans are encouraged to apply. (EEO is the Law.)

MARKETS SERVED



LEARN MORE

VISIT » graybar.com

CONNECT WITH US

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 facebook.com/graybar

 youtube.com/graybarelectric

 linkedin.com/company/graybar

 instagram.com/graybarelectric

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