

Rumsey Electric lands on *Inc. 5,000* list

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Rumsey Electric Supply landed on Inc. magazine's list of the 5,000 fastest-growing companies in the United States.

The Conshohocken, Pa.-based electrical distributor, which made 4,636th on the list, posted sales growth of 51 percent between 2004 and 2007, increasing its revenues from \$114.6 million to \$173.1 million.

The employee-owned firm, which has about 250 workers, achieved the sales increase by focusing on four areas of electrical distribution: electrical construction distribution, utility products and services, relay and power systems and lighting systems for retail sales, according to the magazine.



Company Profile

No. 4,636 **Rumsey Electric Company** Conshohocken, PA

Year	2008
Industry	Consumer Products
Founded	1895
Growth	51.0%
2004 Revenue	\$114.6 million
2007 Revenue	\$173.1 million
Employees	250

What it does:

Sells a broad range of wholesale electrical products to the construction, utility and retail industries.

Why it's growing:

By diversifying into four major market areas of electrical wholesale distribution--electrical construction distribution, utility products and services, relay and power systems, and lighting systems for retail sales--the company has been able to survive and flourish through fluctuations in the economic and electrical market.

What's noteworthy:

In 2007 the company became 100% employee owned, a 20 year process that began in 1987 when the employees bought the once privately owned company from the boy's school to which it had been willed.