

TOP ELECTRONICS DISTRIBUTORS 2018

Rank 2018	Rank 2017	Company	2018 North America (\$ millions)	% growth rate 2018/2017	Sales Breakdown %						% of sales derived from Value Add	Employees	Sales per employee (\$M)
					Active	Passive	Electro	Interconnect	Computer Products	Other			
1	1	Arrow (4)	12,157	10.1%	68	19	-	-	10	3	n/a	n/a	n/a
2	2	Avnet (1) (4)	5,200	2.0%	78	18	-	-	4	-	60	3,587	1.45
3	3	Future (2)	4,600	9.0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
4	4	Digi-Key	1,906	31.7%	45	25	16	14	-	-	n/a	3,908	0.49
5	5	TTI, Inc	1,430	22.2%	0	48	12	40	0	0	60	2,000	0.72
6		Smith	990		n/a	n/a	n/a	n/a	n/a	n/a	n/a	270	3.67
7	7	Mouser	861	35.6%	44	20	11	20	-	5	8	1,820	0.47
8	6	DAC	832	9.5%	-	-	16.1	83.9	-	-	n/a	n/a	n/a
9	8	Allied Electronics (2)	520	0.4%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
10	9	Sager	308	12.8%	-	9	30	25	-	36	29	367	0.84
11	10	Master Electronics (2)	250	12.6%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
12	-	WPG Holdings Limited (4)	180	2.9%	91	6	-	-	-	3	n/a	n/a	n/a
13	12	PEI Genesis	175	20.7%	-	-	-	100	-	-	99	n/a	n/a
14	13	Powell	155	24.8%	-	-	14	86	-	-	12	213	0.73
15	11	Bisco Industries (3)	146	25.8%	-	20	40	20	1	19	13	465	0.31
16	14	Phoenix	133	14.7%	99	-	-	-	-	1	75	35	3.80
17	15	Electroenterprises	118	18.9%	-	-	30	70	-	-	65	240	0.49
18	16	Hughes Peters	110	10.6%	3	30	40	25	-	2	30	160	0.69
19	17	Steven Engineering Inc	83	-14.2%	-	-	35	35	7	23	23	123	0.67
20	18	Flamecorp (3)	82	6.6%	-	-	95	5	-	-	n/a	60	1.37
21	20	RFMW Ltd	77	6.9%	60	30	-	10	-	-	10	64	1.20
22	19	Waldom Electronics Corp	67	4.7%	-	3	27	70	-	-	5	120	0.56
23	25	Symmetry Electronics	52	48.6%	98	-	-	-	2	-	10	53	0.98
24	-	Edge (3)	46	16.0%	39	8	4	6	35	8	35	37	1.25
25	23	SMD Inc	46	16.2%	4	14	22	60	-	-	64	65	0.71
26	22	Marsh Electronics (3)	44	18.6%	-	29	45	6	-	20	85	n/a	n/a
27	24	CDIWeb	42	16.7%	75	8	2	7	-	8	1	55	0.76
28T	27	Falcon	32	10.3%	100	-	-	-	-	-	15	18	1.78
28T	26	CDM Electronics (2)	32	0.0%	-	-	6	94	-	-	35	120	0.27
30	31	House of Batteries	28	15.7%	-	-	-	-	-	100	80	115	0.24
31T	35	Air electro	22	4.8%	-	-	100	-	-	-	20	65	0.34
31T	37	Gopui	22	22.2%	15	40	34	11	-	-	65	33	0.67
33T	39	Sherburn	19	5.6%	10	9	30	32	19	-	55	20	0.95
33T	36	Cumberland Electronics Strategic Supply Solutions (CESS)	19	1.1%	10	10	20	20	10	30	75	40	0.48
35	40	Gopher Electronics	17	13.3%	-	10	60	30	-	-	28	50	0.34
36	41	ESKC	16	6.7%	10	20	15	5	20	30	50	30	0.53
37T	43	Benchmark	15	25.0%	-	-	100	-	-	-	90	45	0.33
37T	34	Diverse Electronics (3)	15	4.8%	20	32	10	17	-	21	21	42	0.35
39	42	Bluff City Electronics	14	7.7%	10	10	55	15	-	10	5	35	0.40
40T	44	Fedco Batteries	11	0.0%	2	-	-	-	-	98	60	39	0.28
40T	-	Schuster	11	0.0%	1	5	40	31	2	21	70	25	0.44
42T	-	Nasco (3)	10	21.4%	15	5	35	40	5		7	30	0.34
42T	32	Area 51-ESG, (3)	10	18.2%	10	21	26	33	2	8	12	55	0.17
44T	46	Metcaps	8	0.0%	-	40	40	20	-	-	1	20	0.40
44T	47	Ecco chicago	8	0.0%	-	-	1	99	-	-	75	26	0.31
44T	-	Americall	8	0.0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
47T	-	Corestaff	6	0.0%	30		10	-	10	50	n/a	n/a	n/a
47T	29	IBS Electronics Inc (3) (4)	6	-23.1%	30	35	30	-	5	-	80	25	0.22
49	48	Ursele	4	-16.7%	5	15	40	10	5	25	10	13	0.31

(1) Figures are for the Americas region, which includes North America, Argentina, Brazil and Puerto Rico. (2) Europartners Estimate (3) Sales adjusted to reflect Franchised products only (4) Sales breakdown based on global sales