

GROWTH HAPPENS ACROSS THE TOP 50

The tables below list the top ten distributors in different areas. Although the top five distributors of semiconductors consist of five of the top six overall, the remainder of the top ten consist of some of the mid-ranking companies who specialize in semiconductor sales. The same is true for the ranking of distributors by the sales of passive components. In interconnect and computer sales specialist distributors and better represented in the top ten. Smaller companies also fare well in the top ten rating of sales per employee with Phoenixics Electronics again in the pole position. Smaller companies are also amongst the fastest growing. Of the 48 companies who provided sales turnover for our survey, 38 companies reported sales growth with an average growth of 14.6 percent, seven companies reported flat sales and three reported a decline in sales.

Top Ten Active Component Sales

Rank	Company	Rank 2017	2018 North American Sales (\$ millions)	% of Total Sales	Active Component Sales
1	Arrow	1	12,157	68	8266.8
2	Avnet	2	5,200	78	4056.0
3	Digi-Key	4	1,906	45	857.7
4	Mouser	6	861	44	378.8
5	WPG Holdings	11	180	91	163.8
6	Phoenixics	15	133	99	131.7
7	Symmetry Electronics	22	52	98	51.0
8	RFMW	20	77	60	46.2
9	Falcon	27T	32	100	32.0
10	CDIWeb	26	42	75	31.5

Top Ten Passive Component Sales

Rank	Company	Rank 2017	2018 North American Sales (\$ millions)	% of Total Sales	Passive Component Sales
1	Arrow	1	12,157	19	2309.8
2	Avnet	2	5,200	18	936.0
3	TTI	5	1,430	48	686.4
4	Digi-Key	4	1906	25	476.5
5	Mouser	6	861	20	172.2
6	Hughes Peters	17	110	30	33.0
7	Bisco Industries	14	146	20	29.2
8	Sager	9	308	9	27.7
9	RFMW	20	77	30	23.1
10	Marsh Electronics	25	44	29	12.7

Top Ten Interconnect Sales

Rank	Company	Rank 2017	2018 North American Sales (\$ millions)	% of Total Sales	Interconnect Sales
1	DAC	7	832	83.9	698.0
2	TTI	5	1,430	40	572.0
3	Digi-Key	4	1,906	14	266.8
4	PEI Genesis	12	175	100	175.0
5	Mouser	6	861	20	172.2
6	Powell	13	155	86	133.3
7	Electroenterprises	16	118	70	82.6
8	Sager	9	308	25	77.0
9	Waldom Electronics Corp	21	67	70	46.9
10	CDM Electronics	27T	32	94	30.1

Top Ten Computer Products Sales

Rank	Company	Rank 2017	2018 North American Sales (\$ millions)	% of Total Sales	Computer Products Sales
1	Arrow	1	12,157	10	1,215.7
2	Avnet	2	5,200	4	208.0
3	Edge	23	46	35	16.2
4	Steven Engineering Inc	18	83	7	5.8
5	Sherburn	32T	19	19	3.6
6	ESKC	35	16	20	3.2
7	(CE3S)	32T	19	10	1.9
8	Bisco Industries	14	146	1	1.5
9	Symmetry Electronics	22	52	2	1.0
10	Corestaff	46T	6	10	0.6

Top Ten Sales per Employee

Rank	Company	Rank 2017	2018 North American Sales (\$ millions)	No. of Employees	Sales per Employee
1	Phoenixics	15	133	35	3.80
2	Falcon	27T	32	18	1.78
3	Avnet	2	5,200	3587	1.45
4	Flamecorp	19	82	60	1.37
5	Edge	23	46	37	1.25
6	RFMW	20	77	64	1.20
7	Symmetry Electronics	22	52	53	0.98
8	Sherburn	32T	19	20	0.95
9	Sager	9	308	367	0.84
10	CDIWeb	26	42	55	0.76

Top Ten Growth rate

Rank	Company	Rank 2017	2018 North American Sales (\$ millions)	No. of Employees	% growth rate 2018/2017
1	Symmetry Electronics	22	52	53	48.6%
2	Mouser	6	861	1820	35.6%
3	Digi-Key	4	1,906	3908	31.7%
4	Bisco Industries	14	146	465	25.8%
5	Benchmark	36T	15	45	25.0%
6	Powell	13	155	213	24.8%
7	TTI	5	1,430	2000	22.2%
8	Gopui	30T	22	33	22.2%
9	Nasco	41T	10	30	21.4%
10	PEI Genesis	12	175	n/a	20.7%