

# TOP ELECTRONICS DISTRIBUTORS 2019

Rank 2019	Rank 2018	Company	2019 North America (\$ millions)	% growth rate 2019/2018	Sales Breakdown						% of sales derived from Value Add	Employees	Sales per employee (\$M)
					Active	Passive	Electro	Interconnect	Computer Products	Other			
1	1	Arrow (2)	11511.0	-5.3	72	16	-	-	9	3	-	-	-
2	2	Avnet (2)	4965.9	-4.3	77	18	-	-	3	2	-	4134	1.20
3	3	Future (1)	4300.0	-6.5	-	-	-	-	-	-	-	-	-
4	4	Digi-Key	1765.0	-7.4	41	22	11	24	0.6	1.4	-	3760	0.47
5	5	TTI	1450.0	1.4	-	47	6	47	-	-	0.62	2049	0.71
6	6	NF Smith	1073.0	-5.7	-	-	-	-	-	-	-	293	3.70
7	7	Mouser	879.0	2.1	44	20	11	20	-	5	0.08	1797	0.48
8	8	DAC/Heilind	832.4	0.1	-	-	15.9	84.2	-	-	-	-	-
9	9	Allied Electronics	600.0	3.3	1	2	27	17	10	43	-	900	0.66
10	10	Fusion Worldwide	346.5	-1.3	73	13	-	2	12	-	0.01	79	4.39
11	11	Sager Electronics	320.0	3.9	-	-	27	27	-	46	0.32	406	0.79
12	12	Master Electronics	256.0	2.4	-	-	-	-	-	-	-	-	-
13	13	Bisco Industries	216.5	11.9	5	15	50	10	0	20	0.15	495	0.44
14	17	NewPower Worldwide (1) (2)	190.0	26.7	22	9	0.5	0.5	7	61	0.04	31	6.13
15	16	Powell Electronics (2)	178.0	14.8	-	-	20	80	-	-	0.30	218	0.82
16	15	PEI Genesis	170.0	-2.9	-	-	-	100	-	-	-	-	-
17	14	WPG Americas (1)	165.0	-8.3	-	-	-	-	-	-	-	-	-
18	18	Electro Enterprises Inc	130.0	10.2	-	-	30	70	-	-	0.65	240	0.54
19	19	Flame Enterprises	96.0	-1.0	-	-	100	-	-	-	-	61	1.57
20	21	RFMW Ltd	85.0	10.4	60	30	-	10	-	-	0.15	64	1.33
21	20	Steven Engineering Inc	77.9	-6.4	-	-	35	35	7	23	0.23	116	0.67
22	22	Waldom Electronics Corp	62.6	-6.4	-	3	26	71	-	-	0.05	-	-
23	23	Marsh Electronics Inc	60.6	-3.0	-	18	53	5	-	24	0.85	120	0.51
24	24	Symmetry Electronics Corp	50.0	-3.8	98	-	-	-	2	-	0.15	65	0.77
25	25	SMD Inc	42.5	-7.2	4	15	20	61	-	-	0.65	62	0.70
26	26	CDI	38.0	-9.5	75	8	2	7	-	8	0.03	53	0.72
27	27	Falcon Electronics Inc	37.5	14.7	96	-	3	-	1	-	0.15	18	2.08
28	29	Area 51-ESG, Inc	30.8	18.9	25	25	25	15.2	0	9.8	0.02	59	0.50
29	28	CDM Electronics (1)	30.0	-6.3	-	-	-	-	-	-	0.35	265	0.10
30	35	Brevan	27.5	57.1	20	30	20	15	10	5	0.08	16	1.70
31	31	Diverse Electronics Inc	24.6	11.3	18	30	15	22	-	15	0.23	46	0.53
32	36	Nasco	22.3	34.3	15	5	35	40	5	-	0.07	30	0.74
33	32	Kensington Electronics Inc	20.2	-3.8	-	100	-	-	-	-	0.40	-	-
34	34	PUI Projections Unlimited Inc	18.2	-4.2	17	32	38	13	-	-	0.13	34	0.54
35	33	IBS Electronics	18.0	-10.0	-	-	-	-	-	-	-	-	-
36	39	Astute Electronic Inc	18.0	28.6	70	5	5	10	5	5	0.60	25	0.72
37	38	Benchmark Connector Corp	17.3	13.4	-	-	100	-	-	-	0.97	45	0.38
38	40	Bluff City Electronics	16.0	15.9	10	10	60	10	-	10	0.10	35	0.46
39	30	Chip 1 Exchange (1) (2)	15.0	-40.0	55	25	8	5	2	5	0.05	65	0.23
40	37	Electronics Supply Co., Inc	14.0	-12.5	2.1	2.1	0.7	1.4	51	43	0.29	25	0.56
41	41	Flip Electronics L.L.C. (1)	14.0	16.7	94.8	3.2	1	1	-	-	0.50	-	-
42	42	Fedco Electronics Inc	11.1	3.7	2	-	-	-	-	98	0.62	36	0.31
43	44	ECCO	9.1	13.8	-	-	2	98	-	-	0.75	26	0.35
44	43	America II (1)	7.6	-5.0	-	-	-	-	-	-	-	-	-
45	46	DB Lectro Inc.	5.7	7.5	1	6.1	30.6	17.3	10	35	0.90	10	0.57
46	45	Corestaff	5.0	-16.7	30	30	-	20	-	20	-	6	0.80
47	47	URS Electronics	4.8	-2.0	3	11	25	16	14	31	0.08	12	0.40
48	48	Ursele	4.0	-16.7	5	15	40	10	5	25	10.00	13	0.31

(1) Estimated Sales (2) Sales breakdown based on global sales