

Top 50 Electronics Distributors 2015

Sales breakdown %

Rank 2015	Company	2015 North American Sales (\$ millions)	% Growth Rate From Previous Year	Active Components	Passive Components	Electromechanical	Interconnect	Computer Products	Other	Total NA Employees	Sales per Employee	Percent of Sales Derived from VA
1	Avnet, Inc. (1)	\$10,970.0	-1.0%	42(2)	4(3)	0	3	51	0	6,270	\$1,749,601.3	N/A
2	Arrow Electronics, Inc.	10,761.9	3.9%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
3	Future Electronics (4)	3,910.3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	NA	N/A	N/A
4	Digi-Key Electronics	1,138.0	-2.5%	42	25	18	15	0	0	3,200	355,625.0	25
5	TTI, Inc.	1,040.0	-1.0%	0	48	7	45	0	0	1,850	562,162.2	40
6	DAC	694.2	2.1%	0	0	17	83	0	0	1,100	631,090.9	N/A
7	Newark element14 (5)	518.3	-5.1%	N/A	N/A	N/A	N/A	N/A	N/A	972	533,230.5	N/A
8	Mouser Electronics	508.0	2.4%	43	20	10	22	0	5	1,460	347,945.2	8
9	Allied Electronics Inc. (6)	483.0	-1.0%	3	3	16	13	0	65	818	590,464.5	N/A
10	Sager Electronics	242.9	7.0%	0	8	31	31	0	30	332	731,626.5	25
11	Master Electronics	168.5	5.3%	N/A	N/A	N/A	N/A	N/A	N/A	208	810,096.2	12
12	PEI-Genesis	146.2*	-10.5%	0	0	0	100	0	0	460	317,826.1	70
13	Bisco Industries	134.6	3.1%	<1	20	40	20	1	18	423	318,203.3	13
14	America II	130.0	4.0%	75	20	1	3	1	0	350	371,428.6	40
15	Powell Electronics	110.0	-1.8%	0	0	80	20	0	0	200	487,500.0	35
16	Flame Enterprises	86.0	-4.4%	0	0	100	0	0	0	60	1,433,333.3	0
17	Electro Enterprises Inc.	80.6	12.3%	0	0	30	70	0	0	205	393,170.7	65
18	Steven Engineering, Inc.	75.4	3.7%	0	0	35	35	5	25	126	598,412.7	28
19	Hughes Peters	70.6	1.3%	3	30	40	25	0	2	92	767,391.3	38
20	Waldom Electronics Corp.	70.2	1.0%	N/A	N/A	N/A	N/A	N/A	N/A	140	501,428.6	0
21	RFMW Ltd.	60.0	9.1%	60	30	0	10	0	0	50	1,200,000.0	10
22	Richardson Electronics, Ltd.	59.7	4.6%	75	15	5	5	0	0	247	241,700.4	50
23	Phoenics Electronics Corp.	51.0	-12.1%	100	0	0	0	0	0	23	2,217,391.3	80
24	Symmetry Electronics Corp.	43.4	-6.3%	95	0	0	0	5	0	43	1,009,302.3	5
25	Marsh Electronics, Inc	42.2	-6.8%	3	42	37	18	0	0	120	351,666.7	25
26	NRC Electronics	39.9	2.3%	N/A	N/A	N/A	N/A	N/A	N/A	40	997,500.0	N/A
27	Component Distributors, Inc.	36.0	5.3%	76	7	1	6	0	10	49	734,693.9	5
28	SMD Inc.	30.6	6.3%	4	9	5	83	0	0	55	556,363.6	65
29	CDM Electronics Inc.	29.1	3.2%	0	0	10	70	0	20	95	306,315.8	40
30	DEE Electronics Inc.	25.9	1.2%	N/A	N/A	N/A	N/A	N/A	N/A	NA	N/A	95
31	IBS Electronics Inc.	24.5	3.4%	40	30	3	17	1	9	48	510,416.7	10
32	Hammond Electronics, Inc.	24.0	-18.9%	2	5	65	21	0	7	92	260,869.6	50
33	Air Electro Inc.	21.8	10.1%	0	0	0	100	0	0	60	363,333.3	65
34	March Electronics	21.5	0.0%	0	0	0	100	0	0	34	632,352.9	60
35	House of Batteries	21.0	5.0%	0	0	0	0	0	100	90	233,333.3	75
36	Diverse Electronics	19.7	6.5%	22	26	9	17	0	26	45	437,777.8	25
37	PUI	19.3	-8.1%	14	35	33	18	0	0	33	584,848.5	69
38	Kensington Electronics, Inc.	19.1	0.0%	1	10	0	89	0	0	25	764,000.0	35
39T	Cumberland Electronics Strategic Supply Solutions (CESS)	17.7	2.9%	1	10	30	28	1	30	35	505,714.3	75
39T	Gopher Electronics	17.7	-3.3%	0	10	60	30	0	0	45	393,333.3	28
41	Electronics Supply Co., Inc.	16.5	1.9%	10	5	5	20	10	50	30	550,000.0	25
42	Area 51-ESG, Inc.	16.0	4.6%	49	13	11	27	0	0	53	301,886.8	20
43T	East Coast Microwave Sales & Distribution LLC	14.0	N/A	15	0	0	85	0	0	15	933,333.3	15
43T	Sherburn Electronics Inc.	14.0	14.8%	0	20	50	20	10	0	22	636,363.6	55
45	ARCO, Inc.	13.5	-6.9%	85	2	<1	<1	0	11	19	710,526.3	35
46	Components Center	12.5	-3.1%	0	5	30	65	0	0	22	568,181.8	15
47	Bluff City Electronics	12.4	-3.1%	10	10	55	15	0	10	34	364,705.9	10
48	Metuchen Capacitors Inc.	8.0	0.0%	0	40	40	20	0	0	27	296,296.3	0
49	Fedco Electronics, Inc. dba/Fedco Batteries	7.4	-12.9%	4	0	0	0	0	96	37	200,000.0	55
50	URS Electronics, Inc.	6.3	1.6%	0	21	20	30	0	29	>14	450,000.0	5

T Denotes tie

(1) Includes Argentina, Brazil & Puerto Rico sales
(2) Component breakdown based on FY2015 sales
(3) Includes electromechanical & other

(4) Electronics Purchasing Strategies estimate

(5) Newark element14, FY 2/15 thru 1/16

(6) Allied estimate, FY end 3/31/16

*Sold power value-add unit to Arrow in February 2015

Sales figures are revenues from N. American nations only; include sales from all wholly/majority owned U.S. distribution operations