

The Top 50 North America Authorized Distributors

Rank 2020	Rank 2019	Company	2020 North America (\$ Millions)	Growth 2020/2019 (%)	Share of Top 50 Total Sales (%)	North America Sales Share of Worldwide (%)	Type*	Sales Breakdown by Percent						Total Employees	Sales per Employee (\$ Millions)
								Active	Passive	Electro	Interconnect	Computer Products	Other		
1	1	Arrow Electronics, Inc. (2)	6,183.1	-13.7	28.84	30.2	1	76.0	3.4	2.4	8.3	8.0	2.0	5,055	1.22
2	2	Avnet (Includes Farnell) (2)	4,660.1	-6.2	21.74	26.1	1	76.0	5.1	3.4	11.5	2.5	1.5	3,869	1.20
3	3	Future Electronics (1)	2,000.0	-5.9	9.33	39.2	1	70.0	7.2	5.1	17.7	-	-	2,725	0.73
4	4	Digi-Key	1,700.1	-3.7	7.93	59.2	3	34.0	19.8	11.0	24.1	3.2	7.9	3,760	0.45
5	5	TTI	1,450.0	0.0	6.76	50.1	2	-	48.4	5.5	46.1	-	-	1,906	0.76
6	6	Mouser Electronics	942.6	7.2	4.40	46.4	3	45.0	17.0	11.0	22.0	-	5.0	1,850	0.51
7	7	DAC / Heilind	796.0	-4.4	3.71	82.7	2	-	-	15.9	84.2	-	-	735	1.08
8	8	Allied Electronics/RS Components	634.0	-5.9	2.96	26.5	1	0.7	0.8	33.0	22.1	8.7	34.7	800	0.79
9	9	Sager	313.0	-2.2	1.46	100.0	2	-	-	14.0	22.0	-	64.0	377	0.83
10	10	Master Electronics (1)	285.0	11.3	1.33	83.3	1	73.0	4.0	6.0	9.0	5.0	3.0	425	0.67
11	11	Bisco Industries, Inc.	218.8	-0.8	12.00	97.5	1	1.0	20.0	40.0	20.0	1.0	18.0	510	0.43
12	14	WPG Americas Inc.	200.0	33.3	0.93	1.0	2	75.0	3.0	2.0	5.0	10.0	5.0	110	1.82
13	12	Powell Electronics	190.0	6.7	0.89	93.1	1	-	-	4.3	95.7	-	-	204	0.93
14	13	PEI-Genesis (3)	180.0	5.9	0.84	61.9	1	-	-	-	100.0	-	-	330	0.55
15	15	Electro Enterprises	146.8	0.4	0.68	87.2	1	-	-	30.0	70.0	-	-	290	0.51
16	19	BJG Electronics, Inc.	123.6	27.7	0.58	95.7	2	-	-	10.8	81.5	-	7.7	360	0.34
17	18	RFMW	112.0	15.5	0.52	57.7	2	50.0	40.0	10.0	-	-	-	65	1.72
18	16	Carlton-Bates	100.0	-7.4	0.47	100.0	1	-	-	70.0	15.0	-	15.0	211	0.47
19	17	Hughes Peters	90.0	-10.9	0.42	100.0	1	3.0	30.0	40.0	25.0	-	2.0	160	0.56
20	20	Flame Enterprises	77.3	-13.1	0.36	84.8	2	-	-	96.8	3.2	-	-	56	1.38
21	21	Steven Engineering	75.1	-3.6	0.35	90.8	2	-	-	35.0	35.0	7.0	23.0	113	0.66
22	22	Peerless Electronics (1)	71.5	-5.0	0.33	100.0	1	4.0	4.0	75.0	8.0	-	9.0	105	0.68
23	23	NEP Electronics (1)	65.8	-3.0	0.31	100.0	1	10.0	10.0	60.0	10.0	-	10.0	125	0.53
24	24	Marsh Electronics, Inc.	58.5	-5.3	0.27	100.0	1	-	11.0	26.0	5.0	-	58.0	118	0.50
25	25	Richardson Electronics (2)	58.2	4.1	0.27	23.9	2	78.0	17.0	5.0	-	-	-	191	0.30
26	26	Symmetry Electronics	55.0	10.0	0.26	85.9	2	98.0	-	-	-	2	-	70	0.79
27	32	Are451 Electronics	46.6	51.2	0.22	96.6	1	22.9	28.0	21.4	15.2	2.7	9.8	61	0.76
28	28	Edge Electronics (1)	46.2	10.0	0.22	100.0	1	70.0	10.0	10.0	5.0	-	5.0	35	1.32
29	27	SMD, Inc.	38.8	-8.7	0.18	97.0	2	5.2	12.9	15.5	66.5	-	-	52	0.75
30	31	Falcon Electronics	38.5	7.4	0.18	96.8	2	99.9	-	0.1	-	-	-	18	2.14
31	29	Agility EMS (Gopher Electronics) (1)	36.5	-5.8	0.17	100.0	2	-	-	100.0	-	-	-	45	0.81
32	30	Fuses Unlimited (1)	34.8	-5.3	0.16	100.0	2	5.0	5.0	90.0	-	-	-	56	0.62
33	34	CDM Electronics (1)	34.0	13.3	0.16	100.0	1	-	-	6.0	94.0	-	-	120	0.28
34	35	Brevan Electronics	32.1	16.7	0.15	100.0	1	20.0	30.0	25.0	15.0	5.0	5.0	32	1.00
35	33	Beyond Components (1)	29.1	-4.5	0.14	100.0	2	4.0	4.0	75.0	7.0	-	10.0	70	0.42
36	39	Diverse Electronics	26.3	6.9	0.12	87.1	1	20.0	28.0	13.0	25.0	-	14.0	45	0.58
37	37	Powertech Controls (1)	25.2	-2.1	0.12	100.0	2	15.0	-	70.0	-	-	15.0	47	0.54
38	41	NASCO Aerospace & Electronics	25.0	13.6	0.12	100.0	1	15.0	5.0	35.0	40.0	5.0	-	30	0.83
39	36	PCX (1)	25.0	-5.4	0.12	98.8	2	-	-	81	15.0	-	4.0	40	0.62
40	38	Masline Electronics (1)	24.7	-3.6	0.12	100.0	1	5.0	10.0	65.0	10.0	-	10.0	37	0.67
41	47	Bluff City Electronics	22.7	41.9	0.11	100.0	1	10.0	10.0	70.0	5.0	-	5.0	35	0.65
42	40	Cumberland Electronics (1)	22.1	-4.1	0.10	100.0	2	-	-	75	-	-	25.0	52	0.42
43	49	Flip Electronics	21.3	42.0	0.10	60.9	2	100.0	-	-	-	-	-	30	0.71
44	44	Microwave Components, LLC	19.5	8.9	0.09	98.0	2	-	10.0	10.0	80.0	-	-	25	0.78
45	42	Kensington Electronics	19.0	-6.2	0.09	94.8	2	-	-	-	92.0	-	8.0	26	0.73
46	43	PUI (Projections Unlimited, Inc.)	18.8	-4.7	0.09	100.0	2	13.0	22.0	54.0	11.0	-	-	31	0.61
47	45	Benchmark Connector Corporation	18.0	5.9	0.08	94.7	2	-	-	100.0	-	-	-	45	0.40
48	48	Sherburn	16.9	6.5	0.08	100.0	2	10.0	15.0	25.0	40.0	10.0	-	12	1.41
49	46	March Electronics (1)	15.8	-3.3	0.07	88.7	2	-	3.0	7.0	90.0	-	-	39	0.40
50	50	East Coast Microwave (1)	14.8	9.6	0.07	98.7	2	3.0	-	75.0	5.0	-	17.0	21	0.70
TOTAL TOP 50			21,438	-5.9	100.00	27.2		52.8	9.5	9	20.7	3.6	4.6	25,524	0.84

* Type of Distributor: 1 = Broadline; 2 = Specialized; 3 = High Service/E-Catalog • (1) ECIA Estimate for Total North America Sales and Sales Breakdown • (2) ECIA Estimate for Sales Breakdown • (3) ECIA Estimate for Total North America Sales