

The top 50 Americas authorized distributors

The final tables of this report present the complete list of Top 50 Americas Authorized Distributors for 2022 along with Top 10 rankings for individual component categories, top sales growth, and top revenue per employee

Rank 2022	Rank 2021	Company	2022 Americas Sales (\$ Thousands)	Growth 2022/2021 (%)	Share of Top 50 Total Sales (%)	Americas Share of Worldwide Sales (%)	Type*	Sales Breakdown by Percent							Total Americas Employees	Sales per Employee (\$ Millions)
								Semiconductor (Active)	Passive Component	Electro-Mechanical	Interconnect	Computer/Systems	Power & Battery	Other		
1	1	Arrow Electronics (2)	9,592,547	22.5	29.59	33.3	1	74.0	6.4	4.5	4.6	7.0	-	3.5	6,500	1.48
2	2	Avnet (Includes Farnell) (2)	6,605,700	32.0	20.38	25.1	1	76.0	6.1	4.0	7.9	3.0	-	3.0	4,500	1.47
3	3	Digi-Key Electronics (2)	2,820,300	9.1	8.70	55.3	3	39.0	19.5	12.0	20.0	3.9	4.4	1.2	4,500	0.63
4	4	Future Electronics (1)	2,535,000	2.2	7.82	39.0	1	68.0	11.0	8.5	8.5	0.8	3.2	-	1,875	1.35
5	5	TTI	2,000,000	13.6	6.17	54.8	2	-	46.0	8.0	46.0	-	-	-	2,200	0.91
6	6	Mouser Electronics	1,731,900	25.3	5.34	42.4	3	38.0	17.0	12.0	21.0	6.0	4.0	2.0	2,359	0.73
7	7	DAC / Hellind	1,033,427	8.9	3.19	79.5	2	-	-	19.9	80.1	-	-	-	740	1.40
8	8	RS	866,000	39.0	2.67	28.1	3	1.4	1.6	29.7	16.0	9.7	9.6	32.0	1,200	0.72
9	9	Sager Electronics	459,000	20.5	1.42	100.0	2	-	-	35.0	24.0	-	33.0	8.0	407	1.13
10	10	Master Electronics (2)	439,600	19.5	1.36	70.0	1	10.0	17.3	25.9	38.8	5.0	-	3.0	500	0.88
11	12	Carlton-Bates (WESCO)	346,850	10.6	1.07	100.0	1	-	-	85.0	5.0	-	5.0	5.0	500	0.69
12	13	WPG Americas	320,000	10.3	0.99	1.4	2	75.0	-	-	-	5.0	20.0	-	100	3.20
13	11	Nexty Electronics (Toyota Tsusho + Tomen) (1)	318,165	-1.2	0.98	6.3	1	85.0	4.0	3.0	5.0	1.0	-	2.0	130	2.45
14	16	Supreme Electronics (1)	306,226	82.9	0.94	5.2	1	95.8	1.3	2.9	-	-	-	-	175	1.75
15	14	Bisco Industries	272,330	21.6	0.84	89.0	1	1.0	20.0	40.0	20.0	1.0	2.0	16.0	530	0.51
16	15	Powell Electronics	244,579	19.1	0.75	91.6	1	-	-	11.0	89.0	-	-	-	260	0.94
17	19	Galco	200,000	37.0	0.62	96.2	1	6.0	8.0	10.0	7.0	19.0	-	50.0	220	0.91
18	17	PEI-Genesis (3)	192,150	20.1	0.59	63.0	1	-	-	-	100.0	-	-	-	330	0.58
19	18	RFMW	189,000	22.7	0.58	63.6	2	50.0	40.0	-	10.0	-	-	-	86	2.20
20	21	Electro Enterprises, Inc.	150,440	22.4	0.46	75.7	1	-	-	24.4	75.6	-	-	-	315	0.48
21	20	Macnica	141,105	14.3	0.44	2.1	1	81.0	-	7.0	-	-	8.0	4.0	92	1.53
22	25	Richardson Electronics Ltd	129,048	32.3	0.40	51.5	2	66.0	14.0	1.0	4.0	-	5.0	10.0	350	0.37
23	22	BJG Electronics Group	121,000	10.6	0.37	91.0	2	-	-	15.0	80.0	-	-	5.0	340	0.36
24	23	Hughes Peters	117,000	18.1	0.36	100.0	1	3.0	30.0	40.0	25.0	-	-	2.0	160	0.73
25	24	Steven Engineering	108,415	11.2	0.33	89.2	2	-	-	35.0	35.0	7.0	2.0	21.0	131	0.83
26	28	Symmetry Electronics	105,000	40.0	0.32	84.0	2	98.0	-	-	-	2.0	-	-	80	1.31
27	26	Flame Enterprises	88,000	15.3	0.27	91.1	2	-	-	95.0	5.0	-	-	-	59	1.49
28	35	Flip Electronics	82,800	97.6	0.26	53.4	2	100.0	-	-	-	-	-	-	85	0.97
29	27	SIIX (1)	79,000	5.3	0.24	9.6	1	95.0	-	-	-	-	-	5.0	60	1.32
30	29	Marsh Electronics	76,316	3.7	0.24	100.0	1	6.4	21.6	30.5	6.8	0.4	4.1	30.2	137	0.56
31	31	Peerless Electronics (1)	74,750	8.0	0.23	100.0	1	4.0	4.0	75.0	8.0	-	-	9.0	105	0.71
32	32	Area51 Electronics	62,360	32.1	0.19	95.4	1	31.3	26.1	17.4	3.7	1.3	2.6	17.6	73	0.85
33	34	Brevan Electronics	57,200	29.4	0.18	100.0	1	50.0	25.0	15.0	3.0	1.0	1.0	5.0	52	1.10
34	33	All Tech Electronics	56,000	21.7	0.17	100.0	2	80.0	5.0	10.0	5.0	-	-	-	36	1.56
35	30	EDOM Technology	49,337	-29.1	0.15	1.2	1	100.0	-	-	-	-	-	-	20	2.47
36	40	Diverse Electronics	48,500	43.1	0.15	83.6	1	16.0	15.0	20.0	26.0	7.0	13.0	3.0	53	0.92
37	39	Edge Electronics, Inc.	43,500	26.5	0.13	86.6	1	52.4	1.8	1.0	1.8	21.0	3.0	19.0	35	1.24
38	38	Beyond Components (1)	42,850	24.2	0.13	100.0	1	4.0	4.0	75.0	7.0	-	-	10.0	70	0.61
39	42	NASCO Aerospace & Electronics	38,016	26.0	0.12	100.0	1	25.0	5.0	25.0	25.0	10.0	5.0	5.0	29	1.31
40	36	Falcon Electronics	38,000	-5.0	0.12	98.2	2	100.0	-	-	-	-	-	-	18	2.11
41	41	CDM Electronics (1)	35,700	13.3	0.11	93.0	1	-	-	6.0	94.0	-	-	-	120	0.30
42	43	Ryoden (1)	29,675	2.3	0.09	2.2	1	87.6	12.4	-	-	-	-	-	10	2.97
43	44	NEP Electronics (1)	27,100	16.3	0.08	100.0	1	10.0	10.0	60.0	10.0	-	-	10.0	125	0.22
44	46	World Micro Components / MIT Distributors (1)	23,000	10.2	0.07	90.9	2	50.0	14.0	8.0	11.0	-	10.0	7.0	45	0.51
45	45	Bluff City Electronics	22,826	5.7	0.07	100.0	1	10.0	10.0	65.0	-	5.0	-	10.0	37	0.62
46	47	Microwave Components LLC	20,100	0.5	0.06	97.5	2	-	-	12.0	88.0	-	-	-	25	0.80
47	49	Projections Unlimited, Inc. (PUI)	19,901	5.6	0.06	89.7	1	15.0	24.0	48.0	12.0	-	1.0	-	30	0.66
48	50	Sherburn Electronics (1)	19,000	9.2	0.06	100.0	2	15.0	10.0	25.0	25.0	15.0	10.0	-	11	1.73
49	48	Kensington Electronics	18,500	-2.1	0.06	92.1	1	-	95.0	-	4.0	-	-	1.0	29	0.64
50	37	S.A.S. Dragon (1)	17,595	-51.9	0.05	0.6	1	86.0	6.0	7.6	-	-	-	0.4	10	1.76
TOTAL TOP 50			32,414,808	20.0	100.00	24.3		53.5	10.7	10.1	16.0	4.0	2.0	3.8	29,854	1.09

*Type of Distributor: 1 = Broadline; 2 = Specialized; 3 = High Service/E-Catalog Notes: (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

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Top 10 semiconductor (active) sales

Rank 2022	Company	2022 Americas Sales (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics (1)	7,098.5	40.97
2	Avnet (Includes Farnell) (1)	5,020.3	28.97
3	Future Electronics (1)	1,723.8	9.95
4	Digi-Key Electronics (1)	1,099.9	6.35
5	Mouser Electronics	658.1	3.80
6	Supreme Electronics (1)	293.4	1.69
7	Nexty Electronics (Toyota Tsusho +Tomen) (1)	270.4	1.56
8	WPG Americas	240.0	1.39
9	Macnica	114.3	0.66
10	Symmetry Electronics	102.9	0.59
	Others	705.2	4.07
	TOTAL TOP 50	17,326.9	100.00

Top 10 passive component sales

Rank 2022	Company	2022 Americas Sales (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	TTI	920.0	26.53
2	Arrow Electronics (1)	613.9	17.70
3	Digi-Key Electronics (1)	550.0	15.86
4	Avnet (Includes Farnell) (1)	402.9	11.62
5	Mouser Electronics	294.4	8.49
6	Future Electronics (1)	278.9	8.04
7	Master Electronics (1)	76.1	2.19
8	RFMW	75.6	2.18
9	Bisco Industries	54.5	1.57
10	Hughes Peters	35.1	1.01
	Others	166.4	4.80
	TOTAL TOP 50	3,467.7	100.00

Top 10 electro-mechanical sales

Rank 2022	Company	2022 Americas Sales (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics (1)	431.7	13.21
2	Digi-Key Electronics (1)	338.4	10.36
3	Carlton-Bates (WESCO)	294.8	9.02
4	Avnet (Includes Farnell) (1)	264.2	8.09
5	RS	257.2	7.87
6	Future Electronics (1)	215.5	6.59
7	Mouser Electronics	207.8	6.36
8	DAC / Heilind	205.7	6.29
9	Sager Electronics	160.7	4.92
10	TTI	160.0	4.90
	Others	731.7	22.39
	TOTAL TOP 50	3,267.7	100.00

Top 10 interconnect sales

Rank 2022	Company	2022 Americas Sales (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	TTI	920.0	17.69
2	DAC / Heilind	827.8	15.92
3	Digi-Key Electronics (1)	564.1	10.85
4	Avnet (Includes Farnell) (1)	521.9	10.04
5	Arrow Electronics (1)	441.3	8.49
6	Mouser Electronics	363.7	6.99
7	Powell Electronics	217.7	4.19
8	Future Electronics (1)	215.5	4.14
9	PEI-Genesis (1)	192.2	3.70
10	Master Electronics (1)	170.6	3.28
	Others	764.9	14.71
	TOTAL TOP 50	5,199.4	100.00

Top 10 computer/system product sales

Rank 2022	Company	2022 Americas Sales (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics (1)	671.5	51.60
2	Avnet (Includes Farnell) (1)	198.2	15.23
3	Digi-Key Electronics (1)	110.0	8.45
4	Mouser Electronics	103.9	7.98
5	RS	84.0	6.45
6	Galco	38.0	2.92
7	Master Electronics (1)	22.0	1.69
8	Future Electronics (1)	20.3	1.56
9	WPG Americas	16.0	1.23
10	Edge Electronics, Inc.	9.1	0.70
	Others	28.5	2.19
	TOTAL TOP 50	1,301.4	100.00

Top 10 power & battery sales

Rank 2022	Company	2022 Americas Sales (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	Sager Electronics	151.5	23.85
2	Digi-Key Electronics (1)	124.1	19.54
3	RS	83.1	13.09
4	Future Electronics (1)	81.1	12.77
5	Mouser Electronics	69.3	10.91
6	WPG Americas	64.0	10.08
7	Carlton-Bates (WESCO)	17.3	2.73
8	Macnica	11.3	1.78
9	Richardson Electronics Ltd	6.5	1.02
10	Diverse Electronics	6.3	0.99
	Others	20.5	3.23
	TOTAL TOP 50	635.0	100.00

Top 10 distributors by sales growth

Rank 2022	Company	Sales Growth 2022/2021 (Percentage)	2022 Americas Sales (\$ Millions)	2021 Americas Sales (\$ Millions)
1	Flip Electronics	97.6	82.8	41.9
2	Supreme Electronics	82.9	306.2	167.4
3	Diverse Electronics	43.1	48.5	33.9
4	Symmetry Electronics	40.0	105.0	75.0
5	RS	39.0	866.0	623.0
6	Galco	37.0	200.0	146.0
7	Richardson Electronics Ltd	32.3	129.0	97.5
8	Area51 Electronics	32.1	62.4	47.2
9	Avnet (Includes Farnell)	32.0	6,605.7	5,005.7
10	Brevan Electronics	29.4	57.2	44.2
	Others	15.5	23,952.0	20,741.7
	TOTAL TOP 50	20.0	32,414.8	27,023.5

Top 10 sales per Americas employees

Rank 2022	Company	2022 Americas Sales (\$ Millions)	Americas Employees	Sales per Employee (\$ Millions)
1	WPG Americas	320.0	100	3.20
2	Ryoden (1)	29.7	10	2.97
3	EDOM Technology	49.3	20	2.47
4	Nexty Electronics (Toyota Tsusho +Tomen) (1)	318.2	130	2.45
5	RFMW	189.0	86	2.20
6	Falcon Electronics	38.0	18	2.11
7	S.A.S. Dragon (1)	17.6	10	1.76
8	Supreme Electronics	306.2	175	1.75
9	Sherburn Electronics (1)	19.0	11	1.73
10	All Tech Electronics	56.0	36	1.56
	Others	31,071.8	29,258.0	1.06
	TOTAL TOP 50	32,414.8	29,854	1.09

Note = (1) ECIA Estimate