

The top 50 Americas authorized distributors

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The final tables of this report present the complete list of Top 50 Americas Authorized Distributors for 2023 along with Top 10 rankings for individual component categories, top sales growth, and top revenue per employee.

Rank 2023	Rank 2022	Company	2023 Americas Sales (\$ Thousands)	Growth 2023/2022 (%)	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, Inc. (2)	7,954,713	-17.1	25.88	31.3	1	74.0	6.4	4.5	4.6	7.0	-	3.5	6,500	1.22
2	2	Avnet (Includes Farnell) (2)	6,611,923	0.1	21.51	25.9	1	76.0	6.1	4.0	7.9	3.0	-	3.0	4,700	1.41
3	3	DigiKey	2,390,000	-14.6	7.71	57.6	3	36.2	19.0	13.3	20.5	3.9	7.0	0.2	3,927	0.61
4	5	TTI	2,070,000	3.5	6.73	54.8	2	-	45.0	6.5	48.5	-	-	-	2,039	1.02
5	4	Future Electronics (2)	2,000,000	-21.1	6.51	38.7	1	73.0	11.0	8.0	5.0	-	3.0	-	1,875	1.07
6	6	Mouser Electronics	1,657,200	-4.3	5.39	45.0	3	38.0	16.0	12.0	21.0	6.0	4.0	3.0	2,461	0.67
7	7	Wesco	1,223,600	-1.7	3.98	100.0	1	-	-	70.0	10.0	-	-	20.0	1,100	1.11
8	8	RS	1,149,480	32.8	3.74	32.0	1	1.0	1.0	30.0	14.0	10.0	10.0	34.0	1,200	0.96
9	9	DAC / Heilind (1)	947,000	13.1	3.06	76.9	2	-	-	19.9	80.1	-	-	-	740	0.92
10	10	Sager Electronics	441,000	-3.9	1.43	100.0	2	-	-	34.0	23.0	-	34.0	9.0	420	1.05
11	11	Master Electronics (2)	402,000	-8.6	1.31	74.6	1	10.0	17.3	25.9	38.8	5.0	-	3.0	500	0.80
12	12	WPG Americas	395,000	23.4	1.29	1.8	2	75.0	-	-	-	5.0	20.0	-	95	4.16
13	15	FDH Electronics (BJG+Electro Enterprises)	350,660	18.0	1.14	89.0	2	-	-	25.8	74.2	-	-	-	650	0.54
14	16	Bisco Industries	316,212	16.1	1.03	95.3	1	1.0	20.0	40.0	20.0	1.0	2.0	16.0	586	0.54
15	13	Nexty Electronics (1)	285,000	-10.4	0.93	6.3	1	85.0	4.0	3.0	5.0	1.0	-	2.0	130	2.19
16	17	Powell Electronics	257,548	5.3	0.84	89.8	1	-	-	11.0	89.0	-	-	-	240	1.07
17	14	Supreme Electronics (1)	237,070	-22.6	0.77	4.9	1	95.8	1.3	2.9	-	-	-	-	175	1.35
18	18	RFMW	210,000	0.0	0.68	72.7	2	60.0	25.0	-	15.0	-	-	-	100	2.10
19	21	Macnica	207,817	48.2	0.68	3.0	1	100.0	-	-	-	-	-	-	97	2.14
20	19	PEI-Genesis (1)	188,000	-2.2	0.61	63.4	1	-	-	-	100.0	-	-	-	330	0.57
21	20	Galco Industrial Electronics	161,600	0.7	0.53	100.0	1	1.0	1.5	15.8	10.2	-	-	71.5	218	0.74
22	23	Richardson Electronics (2)	141,084	27.2	0.46	53.7	2	66.0	14.0	1.0	4.0	-	5.0	10.0	350	0.40
23	22	Hughes-Peters	121,000	3.4	0.39	100.0	1	3.0	30.0	40.0	25.0	-	-	2.0	160	0.76
24	26	Flame Enterprises	98,000	11.4	0.32	96.6	2	-	-	98.0	2.0	-	-	-	62	1.58
25	25	Symmetry Electronics	91,000	-13.3	0.30	85.8	2	98.0	-	-	-	2.0	-	-	80	1.14
26	24	Steven Engineering	90,161	-16.8	0.29	91.4	2	-	-	35.0	35.0	7.0	2.0	21.0	120	0.75
27	29	Marsh Electronics	85,060	11.5	0.28	100.0	1	6.0	13.5	27.8	6.0	-	1.3	45.4	138	0.62
28	28	SIIX (1)	80,000	1.3	0.26	9.4	1	95.0	-	-	-	-	-	5.0	60	1.33
29	33	All Tech Electronics, Inc.	73,900	32.0	0.24	100.0	2	90.0	5.0	5.0	-	-	-	-	37	2.00
30	32	Brevan Electronics	72,500	26.7	0.24	100.0	1	30.0	30.0	25.0	5.0	1.0	4.0	5.0	63	1.15
31	30	Peerless Electronics (1)	61,000	-18.4	0.20	100.0	1	4.0	4.0	75.0	8.0	-	-	9.0	105	0.58
32	31	Area51 Electronics	60,048	-3.7	0.20	99.1	1	10.9	32.8	9.3	9.2	1.0	4.6	32.2	67	0.90
33	27	Flip Electronics	54,900	-33.7	0.18	58.5	2	100.0	-	-	-	-	-	-	90	0.61
34	39	Rutronik Elektronische Bauelemente GmbH	50,000	31.6	0.16	3.5	1	43.0	41.0	13.0	-	3.0	-	-	50	1.00
35	40	Falcon Electronics, Inc.	46,500	24.0	0.15	98.9	2	99.0	-	1.0	-	-	-	-	19	2.45
36	34	EDOM Technology Co., Ltd.	43,496	-11.8	0.14	1.3	1	100.0	-	-	-	-	-	-	20	2.17
37	37	Beyond Components (1)	39,400	-8.1	0.13	100.0	1	4.0	4.0	75.0	7.0	-	-	10.0	70	0.56
38	36	Edge Electronics, Inc. (1)	39,100	-10.1	0.13	85.4	1	52.4	1.8	1.0	1.8	21.0	3.0	19.0	35	1.12
39	38	NASCO Aerospace & Electronics	37,417	-1.6	0.12	100.0	1	25.0	5.0	25.0	25.0	10.0	5.0	5.0	30	1.25
40	41	CDM Electronics (1)	32,100	-10.1	0.10	91.8	1	-	-	6.0	94.0	-	-	-	120	0.27
41	35	Diverse Electronics	31,600	-34.8	0.10	84.3	1	14.0	13.0	22.0	28.0	3.0	19.0	1.0	48	0.66
42	42	Ryoden (1)	27,300	-8.0	0.09	2.2	1	87.6	12.4	-	-	-	-	-	10	2.73
43	46	Sherburn Electronics	26,000	23.8	0.08	100.0	2	10.0	20.0	35.0	25.0	10.0	-	-	11	2.36
44	43	NEP Electronics (1)	24,500	-9.6	0.08	100.0	1	10.0	10.0	60.0	10.0	-	-	10.0	125	0.20
45	44	World Micro Components / MIT Distributors (1)	24,000	4.3	0.08	92.1	2	50.0	14.0	8.0	11.0	-	10.0	7.0	45	0.53
46	45	Bluff City Electronics	21,000	-7.9	0.07	100.0	1	5.0	10.0	70.0	-	5.0	-	10.0	36	0.58
47	49	Microwave Components LLC	20,000	11.1	0.07	80.0	2	-	2.0	3.0	95.0	-	-	-	25	0.80
47	48	Kensington Electronics, Inc	20,000	8.1	0.07	92.1	1	-	95.0	-	4.0	-	-	1.0	26	0.77
49	47	PUI	17,890	-10.1	0.06	89.3	1	16.0	25.0	50.0	9.0	-	-	-	31	0.58
50	50	S.A.S. Dragon (1)	12,140	-31.0	0.04	0.6	1	86.0	6.0	7.6	-	-	-	0.4	10	1.21
TOTAL TOP 50			30,996,919	-6.4	100.00	24.8		50.9	11.3	10.0	16.9	3.7	2.2	5.0	30,126	1.02

*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

Top 10 semiconductor (active) sales

Rank 2023	Company	2023 Americas Sales (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics, Inc. ⁽¹⁾	5,886.5	37.63
2	Avnet (Includes Farnell) ⁽¹⁾	5,025.1	32.12
3	Future Electronics ⁽¹⁾	1,460.0	9.33
4	DigiKey ⁽¹⁾	864.1	5.52
5	Mouser Electronics	629.7	4.03
6	WPG Americas	296.3	1.89
7	Nexty Electronics (Toyota Tsusho +Tomen) ⁽¹⁾	242.3	1.55
8	Supreme Electronics ⁽¹⁾	227.1	1.45
9	Macnica	207.8	1.33
10	RFMW	126.0	0.81
	Others	677.8	4.34
	TOTAL TOP 50	15,642.7	100.00

Top 10 passive component sales

Rank 2023	Company	2023 Americas Sales (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	TTI	931.5	29.28
3	Arrow Electronics, Inc. ⁽¹⁾	509.1	16.00
2	DigiKey ⁽¹⁾	453.6	14.26
4	Avnet (Includes Farnell) ⁽¹⁾	403.3	12.68
5	Mouser Electronics	265.2	8.33
6	Future Electronics ⁽¹⁾	220.0	6.92
7	Master Electronics ⁽¹⁾	69.5	2.19
8	Bisco Industries	63.2	1.99
9	RFMW	52.5	1.65
10	Hughes-Peters	36.3	1.14
	Others	177.1	5.57
	TOTAL TOP 50	3,181.3	100.00

Top 10 electro-mechanical sales

Rank 2023	Company	2023 Americas Sales (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	Wesco	856.5	22.88
2	Arrow Electronics, Inc. ⁽²⁾	358.0	9.56
3	RS	344.8	9.21
4	DigiKey ⁽²⁾	317.6	8.48
5	Avnet (Includes Farnell) ⁽²⁾	264.5	7.06
6	Mouser Electronics	198.9	5.31
7	DAC / Heilind ⁽¹⁾	188.5	5.03
8	Future Electronics ⁽²⁾	160.0	4.27
9	Sager Electronics	149.9	4.00
10	TTI	134.6	3.59
	Others	770.6	20.58
	TOTAL TOP 50	3,743.8	100.00

Top 10 interconnect sales

Rank 2023	Company	2023 Americas Sales (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	TTI	1,004.0	19.67
2	DAC / Heilind ⁽¹⁾	758.5	14.86
3	Avnet (Includes Farnell) ⁽²⁾	522.3	10.23
4	DigiKey ⁽²⁾	489.3	9.59
5	Arrow Electronics, Inc. ⁽²⁾	365.9	7.17
6	Mouser Electronics	348.0	6.82
7	FDH Electronics (BJG+Electro Enterprises)	260.2	5.10
8	Powell Electronics	229.2	4.49
9	PEI-Genesis ⁽¹⁾	188.0	3.68
10	RS	160.9	3.15
	Others	778.6	15.25
	TOTAL TOP 50	5,105.0	100.00

Top 10 computer/system product sales

Rank 2023	Company	2023 Americas Sales (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	Arrow Electronics, Inc. ⁽¹⁾	556.8	49.04
2	Avnet (Includes Farnell) ⁽¹⁾	198.4	17.47
3	RS	114.9	10.12
4	Mouser Electronics	99.4	8.76
5	DigiKey ⁽¹⁾	92.5	8.15
6	Master Electronics ⁽¹⁾	20.1	1.77
7	WPG Americas	19.8	1.74
8	Edge Electronics, Inc. ⁽¹⁾	8.2	0.72
9	Steven Engineering	6.3	0.56
10	NASCO Aerospace & Electronics	3.7	0.33
	Others	15.3	1.35
	TOTAL TOP 50	1,135.4	100.00

Top 10 power & battery sales

Rank 2023	Company	2023 Americas Sales (\$ Millions)	Share of Top 50 Total Sales (Percent)
1	DigiKey ⁽¹⁾	168.4	25.06
2	Sager Electronics	149.9	22.31
3	RS	114.9	17.11
4	WPG Americas	79.0	11.76
5	Mouser Electronics	66.3	9.87
6	Future Electronics ⁽¹⁾	60.0	8.93
7	Richardson Electronics ⁽¹⁾	7.1	1.05
8	Bisco Industries	6.3	0.94
9	Diverse Electronics	6.0	0.89
10	Brevan Electronics	2.9	0.43
	Others	11.1	1.65
	TOTAL TOP 50	671.9	100.00

Top 10 distributors by sales growth

Rank 2023	Company	Sales Growth 2023/2022 (Percentage)	2023 Americas Sales (\$ Millions)	2022 Americas Sales (\$ Millions)
1	Macnica	48.2	207.8	140.2
2	RS	32.8	1,149.5	865.8
3	All Tech Electronics, Inc.	32.0	73.9	56.0
4	Rutronik Elektronische Bauelemente GmbH	31.6	50.0	38.0
5	Richardson Electronics	27.2	141.1	111.0
6	Brevan Electronics	26.7	72.5	57.2
7	Falcon Electronics, Inc.	24.0	46.5	37.5
8	Sherburn Electronics	23.8	26.0	21.0
9	WPG Americas	23.4	395.0	320.0
10	FDH Electronics (BJG+Electro Enterprises)	18.0	350.7	297.3
	Others	-8.6	28,484.0	31,177.4
	TOTAL TOP 50	-6.4	30,996.9	33,121.3

Top 10 sales per americas employees

Rank 2023	Company	2023 Americas Sales (\$ Millions)	Americas Employees	Sales per Employee (\$ Millions)
1	WPG Americas	395.0	95	4.16
2	Ryoden ⁽¹⁾	27.3	10	2.73
3	Falcon Electronics, Inc.	46.5	19	2.45
4	Sherburn Electronics	26.0	11	2.36
5	Nexty Electronics ⁽¹⁾	285.0	130	2.19
6	EDOM Technology Co., Ltd.	43.5	20	2.17
7	Macnica	207.8	97	2.14
8	RFMW	210.0	100	2.10
9	All Tech Electronics, Inc.	73.9	37	2.00
10	Flame Enterprises	98.0	62	1.58
	Others	29,583.9	29,545	1.00
	TOTAL TOP 50	30,996.9	30,126	1.03

Note = (1) ECIA Estimate