



Top 25 North American electronic component distributors

Rank*	Company Name	CALENDAR YEAR 2006				% OF REVENUE 2006								% OF REVENUE 2006							Web Address	
		North American Revenue (\$ millions)	Total Revenue (\$ millions)	Total Change 05-06	5-year Annual Growth	Public/Private	Independent/Franchised	North America	Europe	China	India	Japan	Rest of the World	Revenue per Employee (\$ thousands)	% Revenue From VA Services	Active Components	Passive Electromech.	Computer Products/Systems	Contract Manufacturing	Services		Other
1	Avnet ⁺	7,530.6	14,765.8	17%	2.2%	P	F	51%	31%	17%	0%	1%	0%	1,240.5	N/A	62.4%	7.9%	29.7%	0%	N/A	0%	www.avnet.com
2	Arrow Electronics ⁺	6,800.0	13,600.0	22%	7%	P	F	50%	32%	18% <i>in Asia/Pacific</i>			0%	1,133.3	N/A	0%	N/A	N/A	N/A	N/A	N/A	www.arrow.com
3	Future Electronics ^{1,+}	3,185.0	4,550.0	15%	N/A	PR	F	70%	N/A	N/A	N/A	N/A	N/A	910.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	www.futureelectronics.com
4	Bell Microproducts ⁺	1,394.0	3,400.0	6%	11%	P	F	41%	44%	0%	0%	0%	0%	1,446.8	50%	11%	9%	78%	0%	2%	0%	www.bellmicro.com
5	Digi-Key Corporation ⁺	704.7	829.0	32%	23%	PR	F	85%	7%	0.5%	0.5%	2%	5%	472.1	20%	38%	56%	0%	0%	0%	6%	www.digikey.com
6	TTI, Inc. ⁺	679.8	1,030.0	23%	8.3%	PR	F	66%	27%	7%	0%	0%	0%	577.0	65%	0%	100%	0%	0%	0%	0%	www.ttiinc.com
7	Newark ^{3,+}	612.5	612.5	9.8%	N/A	P	F	100%	0%	0%	0%	0%	0%	437.5	20.1%	10.6%	57.1%	5.2%	0%	0%	27.1%	www.newark.com
8	Nu Horizons ⁺	552.3	726.7	36%	21%	P	F	76%	4%	20%	0%	0%	0%	962.5	55%	88%	12%	0%	0%	0%	0%	www.nuhorizons.com
9	DAC	468.1	477.7	25%	18%	PR	F	98%	1%	1%	0%	0%	0%	628.6	30%	0%	100%	0%	0%	0%	0%	www.heilind.com
10	Converge	450.0	450.0	-1%	N/A	PR	I	100%	0%	0%	0%	0%	0%	1,319.6	8%	80%	5%	15%	0%	0%	0%	www.converge.com
11	All American	441.0	450.0	3%	7%	P	F	98%	0.5%	1.5%	0%	0%	0%	796.5	60%	92%	8%	0%	0%	0%	0%	www.allamerican.com
12	Smith & Associates	408.0	408.0	-20%	N/A	PR	I	100%	0%	0%	0%	0%	0%	1,073.7	N/A	N/A	N/A	N/A	N/A	N/A	N/A	www.smithweb.com
13	Carlton-Bates ^{2,4,+}	340.0	340.0	13%	N/A	P	F	100%	0%	0%	0%	0%	0%	691.1	16%	0%	100%	0%	0%	0%	0%	www.carlton-bates.com
14	Richardson Electronics	319.0	637.9	10%	N/A	P	I	50%	22%	23% <i>in Asia/Pacific</i>			5%	503.1	N/A	N/A	N/A	N/A	N/A	N/A	N/A	www.rell.com
15	Sager Electronics ^{1,+}	293.8	296.8	12%	N/A	PR	F	99%	1%	0%	0%	0%	0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	www.sager.com
16	Allied Electronics ^{2,5,+}	279.8	282.6	23%	N/A	P	F	99%	0%	0%	0%	0%	1%	434.8	N/A	2.7%	57.2%	0%	0%	0%	40.1%	www.alliedelec.com
17	America II Electronics	207.0	276.0	14%	N/A	PR	I	75%	15%	3%	0%	5%	2%	475.9	5%	70%	24%	1%	0%	5%	0%	www.americaii.com
18	Mouser Electronics ⁺	183.3	195.0	41%	N/A	PR	F	94%	2%	1%	1%	0%	2%	348.8	0%	25%	61%	N/A	N/A	N/A	14%	www.mouser.com
19	JACO Electronics ⁺	171.6	264.0	20%	N/A	P	F	65%	3%	0%	0%	0%	32%	1,287.8	20%	50%	23%	0%	0%	0%	27%	www.jacoelectronics.com
20	Fusion	160.7	189.0	N/A	N/A	PR	I	85%	N/A	N/A	N/A	N/A	N/A	3,048.4	N/A	75%	15%	10%	0%	0%	0%	www.fusiontrade.com
21	Dependable Component Supply ¹	149.5	245.0	5%	N/A	PR	I/F	61%	10%	23% <i>in Asia/Pacific</i>			1%	N/A	18%	63%	35%	2%	0%	0%	0%	www.dependonus.com
22	A.E. Petsche Co.	141.0	164.0	15%	20%	PR	F	86%	10%	1%	0%	1%	2%	755.8	8%	0%	100%	0%	0%	0%	0%	www.aepetsche.com
23	PEI-Genesis ⁺	98.3	114.3	25%	17%	PR	F	86%	14%	0%	0%	0%	0%	325.6	71%	0%	100%	0%	0%	0%	0%	www.peigenesis.com
24	Classic Components Corp.	97.8	247.5	1%	220%	PR	I	39.5%	28%	30%	0%	0.5%	2%	618.8	2.5%	62%	32.5%	1.5%	0%	4%	0%	www.class-ic.com
25	Advanced MP Technology	92.8	265.0	24%	18.5%	PR	I	35%	25%	25%	0%	5%	10%	1,232.6	10%	60%	30%	5%	0%	5%	0%	www.advancedmp.com

*Distributors are ranked by calendar year 2006 North American revenue.

N/A = Not available

Revenue figures are gathered from financial filings, company provided information, and Reed Business Information estimates.

⁺ NEDA Member

NOTE: INFORMATION PERTAINING TO RANKED ITEM 7 HAS BEEN MODIFIED SINCE THE INITIAL PUBLICATION OF THIS CHART

¹Revenue figures and percentages are Reed Business Information estimates.

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³Newark is parent company Premier Farnell's (West Yorkshire, England) main North American presence in electronic component distribution.

⁴Carlton-Bates is a subsidiary of WESCO Distribution.

⁵Allied is a subsidiary of Electrocomponents plc.