



top 75 electronics distributors

2002 NORTH AMERICAN RANKINGS

Ranking 2002	Ranking 2001	Company	2002 calendar year sales (\$mil.)	% change from 2001	Sales per employee	Total employees	% order \$ received through EDI	% of sales derived from VA services	Sales breakdown (%)					
									Active components	Passive components	Electromechanical	Interconnect	Computer products	Other
1	1	Avnet, Inc.	\$5,100.0	-21.5%	\$510,000.0	10,000	N/A	50%	41	5	3	6	45	0
2	2	Arrow Electronics, Inc.	4,200.0	-33.2%	636,363.6	6,600	N/A	N/A	63	13(1)	0	0	24	0
3	4	Pioneer-Standard Electronics, Inc. (2)	2,048.0	-19.4%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
4	3	Future Electronics (2)	1,953.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
5	5	Bell Microproducts, Inc.	1,239.0	24.1%	2,065,000.0	600	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
6	6	Memec, PLC (3)	750.0	-26.2%	773,195.9	970	N/A	15%	100	0	0	0	0	0
7	7	TTI, Inc. (4)	531.0	-18.3%	558,947.4	950	28%	30%	2	64	3	29	0	2
8	8	Newark InOne (part of Premier Farnell plc)	476.8	-10.8%	230,314.0	2,070	12%	N/A	10	9	25	24	4	28
9	11	Digi-Key Corp.	349.7	-0.1%	303,295.8	1,153	1%	10%	28	40	9	16	0	7
10	9	All American Semiconductor	332.0	-14.4%	603,636.4	550	50%	60%	86	8	4	2	0	0
11	10	Reptron Electronics, Inc.	304.0	-19.8%	217,142.9	1,400	40%	67%	43	2	3	0	0	52
12	12	Nu Horizons Electronics Corp.	274.0	-14.1%	619,909.5	442	28%	50%	85	15	0	0	0	0
13	14	Richardson Electronics, Ltd.	250.8	-6.2%	411,147.5	610	N/A	50%	46	3	0	7	11	33
14	13	The DAC Group	248.3	-9.1%	382,000.0	650	35%	40%	0	0	17	83	0	0
15	15	Jaco Electronics, Inc.	205.5	-17.0%	566,115.7	363	33%	50%	61	27	5	0	0	7
16	16	Sager Electronics (2)	171.6	-14.2%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
17	17	Allied Electronics Inc. (2)	147.0	-14.5%	294,000.0	500	N/A	N/A	6	2	13	28	0	51
18	21	Dependable Component Supply Corp.	86.0	10.3%	1,433,333.3	60	10	10%	60	33	2	5	0	0
19	18	California Eastern Laboratories	79.0	-7.1%	422,459.9	187	5	N/A	100	0	0	0	0	0
20	27	Hagemeyer North America (2) (5)	71.3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
21	26	A.E. Petsche Co. Inc.	70.0	2.9%	700,000.0	100	N/A	3%	0	0	0	100	0	0
22	20	RS Electronics	69.6	-13.1%	421,818.2	165	25%	25%	2	7	45	22	3	21
23	21	Electro Sonic Inc.	68.0	-12.8%	256,603.8	265	3%	20%	N/A	N/A	N/A	N/A	N/A	N/A
24	24	Master Distributors	67.5	-6.6%	496,323.5	136	11%	9%	5	8	74	9	1	3
25	19	XP Foresight	64.3	-22.0%	584,545.5	110	0%	23%	0	0	2	2	0	96
26	23	ESCO LLC	60.2	-19.9%	501,666.7	120	35%	14%	0	6	27	37	0	30
27	25	Powell Electronics, Inc.	59.4	-16.1%	298,492.5	199	5%	65%	0	0	15	83	0	2
28	30	PEI-Genesis	58.1	7.2%	293,434.3	198	14%	68%	0	1	4	95	0	0
29	28	Airtechnics Inc.	57.0	5.6%	495,652.2	115	60%	N/A	0	0	60	40	0	0
30	29	Wes-Garde Components Group Inc.	56.8	-0.7%	378,666.7	150	15%	3%	0	0	95	2	0	3
31	31	Hardware Specialty Co., Inc. (2)	50.0	-2.2%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
32	34	Bisco Industries, Inc.	44.9	-2.4%	220,098.0	204	10%	9%	1	45	20	34	0	0
33	36	Genie Group Inc.	41.2	-5.3%	3,433,333.3	12	N/A	0%	0	5	40	30	25	0
34	32	Hammond Electronics, Inc.	39.8	-20.2%	241,212.1	165	10%	60%	3	10	28	53	0	6
35	33	Century Fasteners Corp. (2)	38.3	-19.5%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
36	35	Peerless Electronics Inc.	38.2	-15.5%	363,809.5	105	10%	17%	0	0	84	16	0	0
37	37	ACI Electronics	34.0	-17.1%	596,491.2	57	12%	<5%	99	1	0	0	0	0
38	38	NEDCO Electronics	33.3	-12.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

T Denotes tie

(1) Includes electromechanical and interconnect sales

(2) PURCHASING magazine N.A. sales estimate

(3) Includes Insight Electronics and Unique Technologies

(4) Includes revenues of Mouser Electronics

(5) Includes Cameron & Barkley Co, Tristate Electrical & Electronics, Vallen Safety Supply, Century/Vallen, electronics sales only

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

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39	39	Steven Engineering, Inc.	29.5	-10.6%	327,777.8	90	4%	6%	0	0	46	29	8	17
40	47	Marsh Electronics, Inc.	27.4	14.2%	365,333.3	75	50	10%	10	35	25	19	0	11
41	40	Projections Unlimited Inc. (2)	23.8	-23.2%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
42	42	Walker Component Group (2)	23.0	-23.3%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
43	—	Chip-Tech, Ltd.	20.9	32.3%	435,416.7	48	25%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
44T	45	NRC Electronics, Inc. (2)	20.8	-17.1%	520,000.0	40	75%	80%	10	65	15	10	0	0
44T	44	Sherburn Electronics Inc. (2)	20.8	-19.7%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
46	46	Beyond Components, Inc.	20.7	-14.1%	460,244.4	45	5%	5%	0	0	82	18	0	0
47	50	Eric Electronics (2)	20.3	-9.4%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
48	51	Gopher Electronics Co. (2)	18.9	-9.1%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
49	57	Universal Semiconductor Inc.	18.5	-1.3%	420,454.5	44	10%	5%	75	15	5	5	0	0
50	53T	Jameco Electronics (2)	18.1	-9.5%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
51	53T	Glynn Electronics Inc. (2)	18.0	-10.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
52	49	DEE Electronics Inc. (2)	17.4	-22.7%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
53	—	The Bergquist Company	17.0	N/A	N/A	N/A	N/A	20%	0	20	60	20	0	0
54	48	Components Center	16.5	-27.3%	412,500.0	40	N/A	N/A	5	25	10	60	0	0
55	52	Coghlin Electric/Electronics, div. of Wesco Distribution	16.3	-11.9%	407,500.0	40	15%	30%	5	25	60	5	0	5
56T	56	Astrex Inc.	16.0	-5.9%	320,000.0	50	0%	30%	0	0	0	95	0	5
56T	43	CAPSCO Materials Management	16.0	-40.7%	640,000.0	25	35%	45%	7	84	2	5	0	2
56T	53T	Schuster Electronics Inc.	16.0	-17.9%	266,666.7	60	7%	15%	5	26	15	47	0	7
56T	—	Symmetry Electronics Corp.	16.0	-11.1%	400,000.0	40	5%	30%	85	5	10	0	0	0
60T	59	El-Com/Cabletek (2)	14.8	-10.8%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
60T	41	IBS Electronics Inc.	14.8	-14.8%	548,148.1	27	1%	2%	20	60	7	10	3	0
62	64T	Interstate Connecting Components, Inc.	14.5	2.8%	362,500.0	40	2%	65%	0	0	0	97	0	3
63	63	Brevan Electronics Inc.	14.4	0.0%	436,363.6	33	5%	10%	0	32	31	37	0	0
64	66	Kensington Electronics	13.7	1.5%	526,923.1	26	5%	20%	0	10	0	90	0	0
65	61	Surface Mount Distribution, Inc.	12.8	-13.5%	412,903.2	31	36%	60%	3	76	3	8	0	10
66	62	Taitron Components Inc.	12.7	-14.8%	362,857.1	35	5%	20%	70	30	0	0	0	0
67	64T	Air Electro Inc.	12.5	-5.7%	312,500.0	40	30%	60%	0	0	0	100	0	0
68	67T	Fedco Electronics, Inc.	11.9	-7.8%	242,857.1	49	0%	40%	0	0	0	0	100	0
70	58	Metuchen Capacitors, Inc.	11.0	-4.3%	275,000.0	40	0%	1%	0	40	40	20	0	0
71	67T	Cumberland Electronics Inc.	10.5	-18.0%	250,000.0	42	20%	45%	2	14	38	29	17	0
72	72T	House of Batteries	8.6	17.8%	182,978.7	47	0%	40%	0	0	0	0	0	100

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