

The top 50 Americas authorized distributors

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.

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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