



## 2007 North American Rankings

Rank 2007	Rank 2006	Company	2007 calendar year (\$ millions)	Percent change from previous year	Total employees	Sales per employee (\$)	Percent order \$ received through EDI	Percent order \$ received through web	Percent of sales derived from VA	Sales breakdown %					
										Active components	Passive components	Electromechanical	Interconnect	Computer products	Other
1	2	Arrow Electronics Inc.	8,600.0	26.5%	6,200	1,387,096.8	N/A	N/A	70%	41	12(1)	0	0	47	0
2	1	Avnet Inc.	8,489.5	16.9%	6,130	1,384,910.3	N/A	N/A	N/A	36	2	1	5	56	0
3	3	Future Electronics <sup>2</sup>	3,279.6	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
4	4	Bell Microproducts	1,800.0	20.8%	1,320	1,363,636.4	14%	5%	12%	0	0	0	0	100	
5	5	Digi-Key Corp.	775.6	9.6%	1,667	465,266.9	1%	62%	35%	39	32	9	14	0	6
6	6	TTI Inc.	735.0	8.1%	1,300	565,384.6	N/A	5%	65%	0	64	4	32	0	0
7	7	Newark <sup>3</sup>	627.5	3.3%	1,400	448,214.3	N/A	17%	20%	14	16	22	17	10	21
8	8	Nu Horizons Electronics Corp.	525.0	-5.2%	502	1,045,816.7	28%	2%	75%	84	8	0	0	8	0
9	9	DAC	485.4	1.6%	760	638,684.2	N/A	N/A	40%	0	0	26	74	0	0
10	12	Allied Electronics Inc.	325.0	14.0%	780	416,666.7	25%	20%	0%	4	7	18	30	0	41
11	13	Sager Electronics <sup>2</sup>	271.0	13.9%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
12	11	Richardson Electronics, Ltd. <sup>2</sup>	244.8	-26.1%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
13	14	Mouser Electronics Inc.	209.0	13.6%	590	354,237.3	0%	35%	0%	33	21	13	25	0	8
14	16	A.E. Petsche Co. Inc.	170.0	18.9%	255	666,666.7	15%	1%	6%	0	0	0	100	0	0
15	15	Jaco Electronics Inc.	149.0	-2.6%	205	726,829.3	35%	35%	6%	50	15	6	0	0	29
16	17	Dependable Component Supply Corp. <sup>2</sup>	131.4	-4.8%	N/A	N/A	8%	2%	3%	N/A	N/A	N/A	N/A	N/A	N/A
17	19	PEI-Genesis	125.6	30.2%	400	314,000.0	8%	<1%	70%	0	0	5	95	0	0
18	18	Master Distributors.	112.8	11.4%	169	667,455.6	3%	15%	14%	8	5	70	15	1	1
19	20	Electro Sonic Inc. <sup>2</sup>	101.0	11.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
20	23	Powell Electronics Inc.	98.0	25.6%	220	445,454.5	15%	10%	50%	0	0	10	90	0	0
21	21	Airtechnics Inc.	94.6	12.0%	136	695,588.2	20%	0%	31%	0	0	55	45	0	0
22	10	All American <sup>4</sup>	90.1	-80.1%	84	1,072,619.0	N/A	12%	11%	85	9	3	3	0	0
23	22	Bisco Industries Inc.	87.5	10.2%	290	301,724.1	1%	1%	10%	2	44	20	33	1	0
24	26	Flame Enterprises Inc.	80.2	12.8%	50	1,604,000.0	10%	10%	0%	0	0	100	0	0	0
25	25	RS Electronics	71.0	1.4%	155	458,064.5	23%	2%	15%	1	10	55	19	7	8
26	27	Century Fasteners Corp.	64.5	8.8%	250	258,000.0	N/A	5%	60%	0	0	52	0	0	48
27	28	Genie Group Inc.	62.8	11.3%	14	4,485,714.3	0%	4%	0%	0	5	50	30	10	5
28	29	NRC Electronics Inc. <sup>2</sup>	60.1	7.1%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
29	30	Peerless Electronics Inc.	58.0	11.5%	106	547,169.8	15%	5%	17%	0	5	75	20	0	0
30	-	Edge Electronics Inc.	52.0	33.3%	34	1,529,411.8	0%	0%	10%	67	4	0	3	1	25
31	35	ACI Electronics <sup>2,5</sup>	51.0	27.5%	60	850,000.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
32	31	Hammond Electronics Inc.	47.0	6.6%	177	265,536.7	10%	3%	65%	4	6	49	37	0	4
33	32T	Marsh Electronics Inc.	45.8	7.0%	135	339,259.3	30%	1%	16%	7	43	32	18	0	0
34	38T	USI Electronics	45.0	32.4%	49	918,367.3	N/A	0%	5%	85	10	3	2	0	0
35	36	Nedco Electronics	40.9	4.1%	85	481,176.5	N/A	10%	25%	3	3	52	42	0	0
36	32T	Sherburn Electronics Inc.	40.7	-4.9%	55	740,000.0	N/A	N/A	N/A	0	30	55	15	0	0
37	40	Electro Enterprises Inc.	40.6	34.0%	100	406,000.0	5%	2%	60%	0	0	30	70	0	0
38	34	Steven Engineering Inc.	39.7	-6.6%	92	431,521.7	1%	4%	15%	0	1	35	28	3	33

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<sup>5</sup>Acquired by Arrow, February 2008  
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39	38T	Hughes Peters Inc.	38.3	14.0%	71	539,436.6	3%	0%	38%	8	32	30	30	0	0
40	37	Chip-Tech <sup>2</sup>	36.6	1.1%	40	915,000.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
41	-	Waldom Electronics	31.0	10.7%	102	303,921.6	35%	15%	20%	0	5	39	55	1	0
42	43T	Astrex Inc.	29.2	11.5%	65	449,230.8	N/A	2%	65%	0	0	0	100	0	0
43	43T	Beyond Components Inc.	28.4	8.4%	51	556,862.7	N/A	26%	11%	0	0	71	29	0	0
44	45	Symmetry Electronics Corp.	28.0	27.3%	60	466,666.7	N/A	14%	3%	95	4	0	0	1	0
45	42	CCA/WESCO	25.4	-3.8%	41	619,512.2	20%	0%	30%	5	22	45	15	0	13
46	41	Walker Component Group <sup>6</sup>	25.0	-16.7%	125	200,000.0	5%	5%	25%	15	10	25	25	0	25
47	46	DEE Electronics Inc.	22.5	-0.9%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
48	50	Kensington Electronics	22.3	15.5%	53	439,622.6	N/A	20%	35%	0	30	0	70	0	0
49	48	Interstate Connecting Components Inc.	22.2	6.2%	66	336,363.6	0%	3%	40%	0	0	0	100	0	0
50	47	PUI (Projections Unlimited Inc.	21.5	7.5%	49	446,938.8	N/A	5%	4%	14	41	23	22	0	0
51	54	House of Batteries	20.5	20.6%	70	292,857.1	2%	0%	65%	0	0	0	0	0	100
52	52	Bergquist Company <sup>2</sup>	20.4	10.9%	7	2,914,285.7	25%	0%	20%	10	5	50	30	0	5
53	49	SMD Inc.	20.1	-1.0%	46	436,956.5	N/A	9%	65%	4	63	4	24	0	5
54	53	Air Electro Inc.	19.5	11.4%	60	325,000.0	15%	10%	60%	0	0	0	100	0	0
55T	56T	Electronics Supply Co. Inc.	18.0	8.4%	34	529,411.8	20%	5%	30%	0	10	20	30	30	10
55T	51	IBS Electronics Inc.	18.0	-2.7%	55	327,272.7	0%	5%	10%	60	30	2	5	2	1
57	59	Cumberland Electronics Inc.	16.8	12.0%	52	323,076.9	8%	12%	66%	1	16	46	36	1	0
58	56T	Brevan Electronics Inc.	16.7	0.6%	35	477,142.9	5%	4%	13%	0	28	34	38	0	0
59	58	Gopher Electronics	16.5	1.9%	43	383,720.9	2%	5%	10%	0	10	55	25	0	10
60	55	Components Center	15.9	-5.9%	32	496,875.0	N/A	1%	0%	0	15	25	60	0	0
61	-	Bluff City Electronics	15.1	2.7%	49	308,163.3	0%	3%	5%	3	6	49	12	17	13
62	61	Schuster Electronics Inc.	14.2	6.0%	44	322,727.3	3%	10%	7%	0	15	15	65	5	0
63	-	Taylor Electronics	13.0	26.2%	21	619,047.6	5%	0%	7%	23	13	48	15	0	1
64	63	PSC Electronics	11.9	-1.7%	38	313,157.9	N/A	5%	20%	0	10	5	85	0	0
65	67	CDM Electronics	10.0	8.7%	45	222,222.2	N/A	N/A	40%	0	0	0	100	0	0
66	65	Fedco Electronics Inc.	9.5	-10.4%	44	215,909.1	1%	13%	60%	0	0	0	0	12	88
67	69	Simple Holdings	9.2	19.5%	20	460,000.0	N/A	20%	30%	5	15	40	20	20	0
68	71	JRH Electronics LLC	9.1	21.3%	7	1,300,000	3%	10%	30%	0	0	20	80	0	0
69	64	Metuchen Capacitors Inc.	9.0	-18.2%	37	243,243.2	N/A	N/A	5%	0	40	40	20	0	0
70T	68	EW Electronics	8.5	3.7%	14	607,142.9	2%	5%	13%	6	54	20	20	0	0
70T	73	URS Electronics	8.5	34.9%	17	500,000.0	0%	<2%	6%	1	10	17	32	10	30
72	72	Brothers Electronics Inc.	7.7	10.0%	25	308,000.0	23%	2%	2%	1	92	2	5	0	0
73	74	Marlac Electronics Inc.	6.1	8.9%	25	244,000.0	20%	0%	30%	7	43	8	37	5	0
74	70	Taitron Components Inc.	4.8	-36.8%	14	342,857.1	N/A	5%	25%	35	25	0	0	0	40
75	75	Garrett Electronics Corp.	3.2	-11.1%	28	114,285.7	0%	12%	80%	0	100	0	0	0	0

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