

Top 25 Global Franchised Distributors

Ranked by 2007 calendar year revenue, \$ in millions

2007 Rank	2006 Rank	Company	2007 total global revenue	2006 total global revenue	% change from 2006	2007 North America revenue	2007 Asia/Japan revenue	2007 Europe/Mideast/ROW revenue	Broadline (b) specialized (s) catalog (c)	Public or private
1	1	Avnet	16,993.4	14,765.8	15.1	8,489.5	3,213.5	5,290	b	pu
2	2	Arrow Electronics	15,985.0	13,577.1	17.7	8,600.0	2,500.0	5,000.0	b	pu
3	4	WPG Holdings	4,670.0	3,820.0	22.3	N/A	N/A	N/A	b	pu
4	3	Future Electronics (1)	4,416.0	4,015.0	10.0	N/A	N/A	N/A	b	pr
5	5	Bell Microproducts	4,050.0	3,400.0	19.1	1,700.0	N/A	2,350.0	s	pu
6	7	Electrocomponents plc (1, 4, 5)	1,814.4	1,464.1	23.9	325.0	N/A	N/A	b/c	pu
7	6	Premier Farnell plc (2, 4; FY sales)	1,489.0	1,345.0	10.7	801.0	N/A	688.0	b/c	pu
8	8	TTI/Mouser Electronics Inc. (3)	1,381.0	1,225.0	12.7	943.4	95.0	342.6	b/s / c	pr
9	9	Digi-Key	941.1	829.1	13.5	N/A	N/A	N/A	b/c	pr
10	10	Nu Horizons (1)	776.8	727.0	6.9	N/A	N/A	N/A	s	pu
11	11	Richardson Electronics (1)	714.7	663.3	7.8	N/A	N/A	N/A	s	pu
12	12	DAC Group	530.3	477.7	11.0	N/A	N/A	N/A	s	pr
13	13	Excelpoint Technology	486.8	454.0	7.2	0	486.8	0	b	pu
14	14	Jaco Electronics	252.9	264.0	-4.2	N/A	N/A	N/A	b	pu
15	16	Sager (1)	249.5	231.0	8.0	N/A	N/A	N/A	s	pr
16	17	A.E. Petsche (1)	195.3	164.1	19.0	170.0	4.0	20.0	s	pr
17	18	Dependable Component Supply (1)	159.2	147.4	8.0	N/A	N/A	N/A	b	pr
18	19	PEI-Genesis	146.0	114.3	27.7	N/A	N/A	N/A	s	pr
19	20	Master Distributors (1)	112.8	101.3	11.4	103.8	4.6	4.5	b/c	pr
20	21	Electro Sonic Inc. (1)	93.9	86.9	8.0	N/A	N/A	N/A	b	pr
21	22	Powell Electronics Inc. (1)	92.7	85.8	8.0	N/A	N/A	N/A	s	pr
22	14	All American Semiconductor	90	452.9	-80.3	82	5	3	b	pr
23	23	Bisco Industries	86.5	80.1	8.0	N/A	N/A	N/A	b	pr
24	24	Wes-Garde Components Group (1)	83.2	77	8.0	N/A	N/A	N/A	s	pr
25	25	RS Electronics	71	70	1.4	71	N/A	N/A	b	pr
TOTALS			55,881.5	48,637.91						

* Products include: semiconductors (s), passives (p), interconnect (i), electromechanical (e), batteries/power supplies (b), computer systems and peripherals (cs), other (o). Where provided, percentages refer to percent of total revenue.

**Services include: contract manufacturing (cm), logistics, bill-of-materials management (bom), kitting and subassembly (k), design services (d), systems integration (si), vendor-managed inventory services (vmi), testing (t), packaging (pk), programming (p), ASIC design (as), other (o).

(1) *EE Times* estimate.

(2) Includes Newark InOne in North America and Farnell InOne in Asia and Europe.

Headquarters	Web site	Products*	Services**
Phoenix	www.avnet.com	s, p, e, i, cs	l, bom, k, d, si, vmi, t, p, pk, g, o, as
Melville, N.Y.	www.arrow.com	s, p, i, e, cs	l, bom, k, si, ds, vmi, t, p, pk, g, o
Taipei, Taiwan	www.wpgholdings.com	s	l, d, vmi, t, p, g, o, bom
Montreal	www.future.com	s, p, i, e	l, bom, k, d, vmi, t, p, g, o
San Jose, Calif.	https://shop.bellmicro.com	s, cs	l, bom, k, si, d, vmi, t, p,
Oxford, U.K.	www.electrocomponents.com/www.alliedelec.com	s, p, i, e, b, cs, o	cm, l, bom, k, si, d, vmi, t, p, g
London	www.premierfarnell.com, www.newark.com	s, p, i, e	bom, k, d, p, t, vmi
Fort Worth/Mansfield, Texas	www.ttiinc.com / www.mouser.com	TTI: p, i, e; Mouser: s, p, l, e, b	TTI: bom, l, vmi, g, o; Mouser: k, pk
Thief River Falls, Minn.	www.digikey.com	s, p, i, e, b, o	l, bom, k, d, vmi, p, o
Melville, N.Y.	www.nuhorizons.com	s, p	l, bom, k, d, vmi, p
LaFox, Ill.	www.rell.com	N/A	N/A
Wilmington, Mass.	www.dac-group.com, www.heilind.com	l, e	k, vmi, o
Singapore	www.excelpoint.com	s, p	cm, l, bom, k, si, d, vmi, t, p
Hauppauge, N.Y.	www.jacoelectronics.com	s, p, e, o	k, d, vmi, t, p, o
Middleborough, Mass.	www.sager.com	N/A	N/A
Arlington, Texas	www.aepetsche.com	cs, i, o	l, k, vmi
Deerfield Beach, Fla.	www.dependonus.com	s, p, l, e, cs	bom, k, vmi, t, p
Philadelphia	www.peigenesis.com	l, e, b	bom, k, d, vmi, t
Santa Monica, Calif	www.masterdistributors.com	s, p, i, e, b, cs, o	cm, l, bom, k, vmi, t
Toronto	www.e-sonic.com	s, p, l, e, b	bom, k, d, o
Philadelphia	www.powell.com	i (90%), e (210%)	l, bom, k, d, vmi
Miami, Fla.	www.allamerican.com	s, p, i, e	l, bom, k, d, vmi, t, p
Anaheim, Calif.	www.biscoind.com	s, p, i, e, b, cs	l, bom, k, cs, si, d, vmi, o
Hartford, Conn.	www.wesgarde.com	i (5%), e (90%), o (5%)	N/A
Livonia, Mich.	www.rselectronics.com	s, p, i, e, b, cs, o	l, bom, k, si, d, vmi, t, p, g

(3) Includes TTI, a specialized IP&E distributor, and Mouser, a semiconductor and power source catalog distributor. Berkshire Hathaway acquired TTI in March 2007.

(4) Boosted in 2007 by higher pound-to-dollar exchange rate.

(5) Based on sales at U.S.-based subsidiary Allied Electronics Inc.

N/A = not applicable or not available.

The ranking excludes companies that did not respond to *EE Times* survey requests and for which *EE Times* was not able to provide estimates.

Source: Company reports and *EE Times*