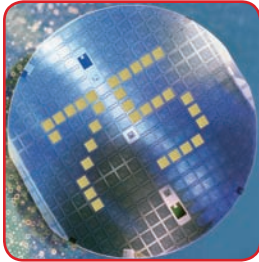


# Purchasing®

The magazine for chief procurement officers and supply chain executives  
purchasing.com purchasingdata.com



## DISTRIBUTION LEADERS 2008 North American Rankings

Rank 2008	Rank 2007	Company	2008 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	1	Arrow Electronics, Inc.	8,366.1	-2.3%	6200 <sup>(2)</sup>	\$1,354,838.7	N/A	N/A	N/A	41 <sup>2</sup>	12 <sup>1,2</sup>	0	0	47 <sup>2</sup>	0
2	2	Avnet, Inc. <sup>2</sup>	8,276.0	-1.1%	6,000	1,400,000.0	N/A	N/A	N/A	38	3	2	4	53	0
3	3	Future Electronics <sup>2</sup>	3,223.8	-1.7%	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	1,300.0	-23.5%	1,118	1,162,790.7	30%	5%	40%	0	0	0	0	100	0
5	5	Digi-Key Corp.	780.4	0.6%	2,000	390,200.0	1%	66%	10%	38	32	9	14	1	6
6	6	TTI, Inc.	760.0	3.4%	1,345	565,055.8	65%	5%	9%	0	57	5	38	0	0
7	7	Newark <sup>3</sup>	679.2	8.2%	1,507	450,696.7	<1%	19%	4%	12	8	23	17	0	40
8	8	Nu Horizons Electronics Corp.	510.0	-2.9%	461	1,106,290.7	28%	2%	75%	85	7	0	0	8	0
<b>9</b>	<b>9</b>	<b>Heilind Electronics</b>	<b>493.4</b>	<b>1.6%</b>	<b>775</b>	<b>636,645.2</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>0</b>	<b>0</b>	<b>26</b>	<b>74</b>	<b>0</b>	<b>0</b>
10	10	Allied Electronics Inc.	340.0	4.6%	760	447,368.4	<1%	31%	N/A	4	6	18	30	42	0
11	11	Sager Electronics <sup>2</sup>	262.0	-3.3%	75	3,493,333.3	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
12	13	Mouser Electronics Inc.	258.0	23.4%	630	409,523.8	0%	36%	0%	33	21	13	25	0	8
13	12	Richardson Electronics, Ltd. <sup>2</sup>	215.3	-12.1%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
14	14	A.E. Petsche Co. Inc.	185.0	8.8%	301	614,617.9	40%	1%	60%	0	0	0	100	0	0
15	17	PEI-Genesis	138.7	10.4%	401	345,885.3	12%	1%	70%	0	0	5	95	0	0
16	16	Dependable Component Supply Inc. <sup>2</sup>	137.6	4.7%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
17	18	Master Distributors	115.9	2.7%	167	694,012.0	N/A	15%	14%	11	6	59	22	1	1
18T	19	Electro Sonic Inc. <sup>2</sup>	107.0	5.9%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
18T	20	Powell Electronics, Inc.	107.0	11.5%	220	486,363.6	10%	10%	80%	0	0	10	90	0	0
20	15	Jaco Electronics, Inc. <sup>2,5</sup>	96.9	-35.0%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
21	23	Bisco Industries, Inc.	92.5	5.7%	300	308,333.3	1%	1%	10%	2	42	20	35	1	0
22	24	Flame Enterprises Inc.	87.0	8.5%	51	1,705,882.4	20%	20%	0%	0	0	100	0	0	0
23	27	Genie Group Inc.	70.2	11.8%	12	5,841,666.7	N/A	5%	0%	0	5	50	30	10	5
24	26	Century Fasteners Corp.	67.6	4.8%	225	300,444.4	N/A	5%	60%	0	0	52	0	0	48
25	28	NRC Electronics, Inc. <sup>2</sup>	64.7	7.7%	N/A	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 & interconnect sales  
2 Purchasing Magazine estimate

3 Sales from 11/07 to 10/08  
4 Company estimate  
5 Completed sale of certain electronic components distribution business to WPG Americas

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

## Leaders in interconnect sales

Rank	Company (Top 75 Rank)	Interconnect sales (\$Millions)	% total sales	2008 calendar year (\$Millions)
1	<b>Heilind Electronics (9)</b>	<b>\$365.1</b>	<b>74%</b>	<b>\$493.4</b>
2	Avnet, Inc. (2)	331.0	4%	8,276.0 <sup>2</sup>
3	TTI, Inc. (6)	288.8	38%	760.0
4	A.E. Petsche Co. Inc. (14)	185.0	100%	185.0
5	PEI-Genesis (15)	131.8	95%	138.7
6	Newark (7)	115.5	17%	679.2 <sup>1</sup>
7	Digi-Key Corp. (5)	109.3	14%	780.4
8	Allied Electronics Inc. (10)	102.0	30%	340.0
9	Powell Electronics, Inc. (18T)	96.3	90%	107.0
10	Mouser Electronics Inc. (12)	64.5	25%	258.0

<sup>1</sup> Sales from 11/07 to 10/08 <sup>2</sup> Purchasing estimate

## Leaders in passive/EM sales

Rank	Company (Top 75 Rank)	Passives/EM sales (\$Millions)	% total sales	2008 calendar year (\$Millions)
1	Arrow Electronics, Inc. (1)	\$1,003.1	12% <sup>1</sup>	\$8,366.1
2	TTI, Inc. (6)	471.2	62%	760.0
3	Avnet, Inc. (2)	413.8	5%	8,276.0
4	Digi-Key Corp. (5)	320.0	41%	780.4
5	Newark (7)	210.6	31%	679.2 <sup>2</sup>
6	<b>Heilind Electronics (9)</b>	<b>128.3</b>	<b>26%</b>	<b>493.4</b>
7	Mouser Electronics Inc. (12)	87.7	34%	258.0
8	Flame Enterprises Inc. (22)	87.0	100%	87.0
9	Allied Electronics Inc. (10)	81.6	24%	340.0
10	Master Distributors (17)	75.3	65%	115.9

<sup>1</sup> Purchasing estimate <sup>2</sup> Sales from 11/07 to 10/08

Reprinted from Purchasing, May 2009. Copyright © Reed Business Information, RBI™ a division of Reed Elsevier, Inc. All rights reserved.

Page layout as originally published in Purchasing has been modified.

#1-26511722 Reprinted by The YGS Group, 717.399.1900. For more information visit [www.theYGSgroup.com/reprints](http://www.theYGSgroup.com/reprints).



800-400-7041  
[www.heilind.com](http://www.heilind.com)

Heilind Electronics is a leading distributor of electronic components including connectors, thermal management & circuit protection products, relays & switches, terminal blocks, wire & cable, wiring accessories and insulation & identification products. With 28 sales offices and two North American distribution centers, Heilind serves leading OEMs and contract manufacturers in the medical equipment, industrial controls, non-automotive transportation, aerospace and telecommunications markets. In addition to the industry's most comprehensive interconnect inventory, Heilind also offers customers a complete portfolio of innovative and effective logistics and supply chain management programs. Call us... we're well connected!