

# The Top 10 North America Independent Distributors

Rank 2020	Company	2020 North America (\$ Millions)	Share of Top 10 Total Sales (%)	North America Sales Share of Worldwide (%)	Type*	Sales Breakdown by Percent						Total Employees	Sales per Employee (\$ Millions)
						Active	Passive	Electro	Interconnect	Computer Products	Other		
1	Smith	1097	43.3	79	1	64	9	7	7	8	5	483	2.27
2	Fusion Worldwide	565	22.3	45	1	-	-	-	-	-	-	284	1.99
3	NewPower Worldwide	456.5	18.1	54	1	34	11	1	1	10	43	40	11.41
4	A2 Global Electronics + Solutions	227	9	90	1	-	-	-	-	-	-	-	-
5	CoreStaff America Inc.	80	3.1	40	1	50	37.5	0	12.5	0	0	6	13.33
6	Velocity Electronics	52	2	41	1	64	9	13	5	6	3	71	0.73
7	Commodity Components International, Inc.	19	0.8	79	1	19	16	23.5	22.5	19	0	50	0.38
8	ELECTRONICS SUPPLY CO., INC.	13	0.5	100	1	0.8	0.8	0.4	0.1	38.4	59.5	22	0.59
9	4 Star Electronics, Inc.	12.5	0.5	100	2	50	20	10	10	2	8	28	0.45
10	Fedco Electronics, Inc.	9.6	0.4	97	2	0	0	0	0	0	100	35	0.27

## The Top 5 Independent Distributors by category

### Top 5 Passive Component Sales

Rank 2020	Company	2020 North America (\$ Millions)	Share of Top 10 Total Sales (Percent)
1	Smith	98.73	52.16
2	NewPower Worldwide	50.215	26.53
3	CoreStaff America Inc.	30	15.85
4	Velocity Electronics	4.68	2.47
5	Commodity Components International, Inc.	3.04	1.61

### Top 5 Electro-Mechanical Sales

Rank 2020	Company	2020 North America (\$ Millions)	Share of Top 10 Total Sales (Percent)
1	Smith	76.79	81.79
2	Velocity Electronics	6.76	7.20
3	NewPower Worldwide	4.565	4.86
4	Commodity Components International, Inc.	4.465	4.76
5	4 Star Electronics, Inc.	1.25	1.33

### Top 5 Interconnect Sales

Rank 2020	Company	2020 North America (\$ Millions)	Share of Top 10 Total Sales (Percent)
1	Smith	76.79	77.18
2	CoreStaff America Inc.	10	10.05
3	NewPower Worldwide	4.565	4.59
4	Commodity Components International, Inc.	4.275	4.30
5	Velocity Electronics	2.6	2.61

### Top 5 Computer/System Product Sales

Rank 2020	Company	2020 North America (\$ Millions)	Share of Top 10 Total Sales (Percent)
1	Smith	87.76	60.37
2	NewPower Worldwide	45.65	31.40
3	ELECTRONICS SUPPLY CO., INC.	4.992	3.43
4	Commodity Components International, Inc.	3.61	2.48
5	Velocity Electronics	3.12	2.15

### Top 5 Semiconductor (Active) Sales

Rank 2020	Company	2020 North America (\$ Millions)	Share of Top 10 Total Sales (Percent)
1	Smith	702.08	74.65
2	NewPower Worldwide	155.21	16.50
3	CoreStaff America Inc.	40	4.25
4	Velocity Electronics	33.28	3.54
5	4 Star Electronics, Inc.	6.25	0.66

\* Type of Distributor: 1 = Broadline; 2 = Specialized