

2012 TOP 50 DISTRIBUTORS

Company	2011 global sales revenue	% active	% I/P/E
1. AVNET INC. ¹	\$26.7 billion	42%	6%
2. ARROW ELECTRONICS ²	\$21.4 billion	N/A	N/A
3. FUTURE ELECTRONICS ³	\$7.75 billion	N/A	N/A
4. PREMIER FARNELL (parent company of NEWARK ELEMENT14) ⁴	\$1.6 billion	13%	50.7%
5. DIGI-KEY CORPORATION	\$1.54 billion	N/A	N/A
6. TTI INC.	\$1.5 billion	0%	100%
7. ELECTROCOMPONENTS PLC/ALLIED ELECTRONICS ⁵	\$1.46 billion	N/A	N/A
8. MOUSER ELECTRONICS	\$582 million	40%	56%
9. DAC/HEILIND ELECTRONICS	\$564.9 million	0%	100%
10. N.F. SMITH & ASSOCIATES LP	\$513 million	59%	17%
11. PEI-GENESIS	\$211.6 million	0%	95%
12. CARLTON-BATES	\$200 million	0%	85%
13. MASTER DISTRIBUTORS	\$156.2 million	N/A	N/A
14. POWELL ELECTRONICS INC.	\$120 million	0%	100%
15. BISCO INDUSTRIES INC.	\$103.2 million	1%	10%
16. FLAME ENTERPRISES	\$101 million	0%	100%
17. ELECTRO ENTERPRISES INC.	\$78.8 million	0.5%	70%
18. ELECTRO SONIC INC.	\$70.5 million	6%	67%
19. BEYOND COMPONENTS/NEDCO	\$61.3 million	0%	100%
20. RS ELECTRONICS ⁶	\$60 million+	N/A	N/A
21. HUGHES-PETERS	\$59 million	3%	97%
22. EDGE ELECTRONICS INC.	\$56.1 million	63%	8%
23. STEVEN ENGINEERING	\$49 million	0%	35%
24. SYMMETRY ELECTRONICS CORP.	\$46.2 million	98%	2%
25. MARSH ELECTRONICS INC.	\$45.4 million	5%	95%
26. IBS ELECTRONICS INC.	\$39 million	50%	37%
27. HAMMOND ELECTRONICS INC.	\$37.9 million	2.8%	90.4%
28. INTERSTATE CONNECTING COMPONENTS INC.	\$35.9 million	0%	100%
29. ASTREX ELECTRONICS INC.	\$31 million	0%	100%
30. ARCO INC.	\$30 million	80%	5%
31. NAC	\$30 million	30%	30%
32. PUI (PROJECTIONS UNLIMITED INC.)	\$27.4 million	14%	81%
33. SMD INC.	\$24.8 million	5%	91%
34. AIR ELECTRO INC.	\$23.5 million	0%	100%
35. DEE ELECTRONICS	\$23 million	N/A	N/A
36. HOUSE OF BATTERIES	\$22.5 million	0%	100%
37. AREA51-ESG INC.	\$21 million	30%	20%
38. KENSINGTON ELECTRONICS INC.	\$20.8 million	0%	100%
39. CRESTWOOD TECHNOLOGY GROUP	\$19.6 million	N/A	N/A
40. IXES USA	\$19 million	70%	18%
41. MARCH ELECTRONICS	\$17 million	0%	100%
42. GOPHER ELECTRONICS	\$15.7 million	0%	78%
43. BTC ELECTRONIC COMPONENTS	\$15.1 million	N/A	N/A
44. 4 STAR ELECTRONICS INC.	\$14.1 million	50%	35%
45. CUMBERLAND ELECTRONICS STRATEGIC SUPPLY SOLUTIONS	\$14 million	10%	10%
46. COMPONENTS CENTER	\$13.4 million	N/A	N/A
47. SCHUSTER ELECTRONICS	\$12.8 million	1%	91%
48. ADVANTAGE ELECTRIC SUPPLY	\$12.5 million	50%	2%
49. COMPONENT TRENDS	\$10 million	45%	25%
50. TAITRON COMPONENTS	\$7.7 million	N/A	N/A

Percentage columns may not add to 100

¹ Figure includes sales of computer products ² Figure includes sales of computer products ³ SourceESB estimate ⁴ Figure reflects worldwide sales for Premier Farnell, Newark, element14. ⁵ Company-provided estimate ⁶ RS Electronics was acquired by Wesco International in January and is now a division of Wesco's Carlton-Bates, No. 12