

## 2005 independent distributors ranking

Sales in \$ millions

Rank 2004	Rank 2003	Company	2004 total global revenue	% Change from 2003	North American 2004 revenue	Asian/Japanese 2004 revenue	Europe/Middle East/ROW 2004 revenue	Public/Private	HQ location	Web site
1	3	N.F. Smith & Associates	513.0	61%	NA	NA	NA	PR	U.S.	www.smithweb.com
Broadline: semiconductors (70%); interconnect, passives, electromechanical (28%); computer systems/peripherals (2%)										
2	2	Converge	390.0	23%	NA	NA	NA	PR	U.S.	www.converge.com
Broadline: semiconductors (80%), passives (5%), computer systems/peripherals (15%)										
3	1	ce Consumer Electronic (1) (3)	366.1	5%	175.7	71.8 (2)	118.6	PU	Germany	www.consumer.de
Broadline: semiconductors, passives, interconnect, electromechanical, computer systems/peripherals										
4	4	Classic Components	238.4	5%	110.0	43.5	83.1	PR	U.S.	www.class-ic.com
Broadline: semiconductors (65%), passives (22%), interconnect (7%), electromechanical (1%), computer/peripherals (2%), other (3%)										
5	6	America II Electronics	230.0	15%	160.0	35.0 (2)	35.0	PR	U.S.	www.americaii.com
Broadline: semiconductors (75%), passives (17%), interconnect (8%)										
6	7	Resilien (3)	194.0	10%	NA	NA	NA	PR	U.S.	www.resilien.com
Broadline: semiconductors, passives, computer systems/peripherals										
7	5	Advanced MP Technology	175.0	-27%	79.0	61.0 (2)	35.0	PR	U.S.	www.advancedmp.com
Broadline: semiconductors (80%), passives (5%), interconnect (5%), electromechanical (5%), computer systems/peripherals (5%)										
8	8	Fusion Trade	146.9	21%	138.6	8.3	0.0	PR	U.S.	www.fusiontrade.com
Broadline: semiconductors (68%), passives (18%), interconnect (5%), electromechanical (5%), computer systems/peripherals (3%), other (1%)										
9	9	Rand Technology (3)	142.0	10%	NA	NA	NA	PR	U.S.	www.randtech.com
Broadline: semiconductors (85%), passives (5%), electromechanical (5%), computer systems/peripherals (5%)										
10	NA	Horizon Technology	35.0	40%	26.6	1.9 (2)	5.3	PR	U.S.	www.horizontechnology.com
Specialized: semiconductors, passives, computer systems/peripherals										

(1) In euros, ce Consumer Electronic sales declined by 3% from 294 million euros in 2003 to 284 million euros in 2004

(2) Includes Japan

(3) Electronics Supply & Manufacturing estimates

NA = not available

Note: The percent in parentheses next to the product category refers to the approximate percent of revenue derived from that category

Source: Company reports and Electronics Supply & Manufacturing