

Top 75 Electronics Distributors // Top global independent distributors

Ranking 2004	Ranking 2003	Company	2004 calendar year sales (\$mil.)	% change from 2003	Sales per employee(\$ thous.)	Total employees	% order received through EDI	% of sales derived from VA services	Active components	Passive components	Electromechanical	Interconnect	Computer products	Other
1	1	Smith & Associates	\$513.0	60.8%	\$1,526,785.7	336	<1%	0%	77	21	0	0	2	0
2	2	ce Consumer Electronics AG 3*	398.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
3	5	Converge Inc.	390.0	23.0%	1,354,166.7	288	N/A	N/A	80	5	0	0	15	0
4	4	Classic Components Corp.	238.4	5.0%	529,777.8	450	5%	2%	65	22	1	7	2	3
5	6	America II Electronics Inc.	230.0	15.0%	383,333.3	600	3%	10%	75	24 1*	0	0	1	0
6	7	Advanced MP Technology Inc.	175.0	-20.5%	700,000.0	250	5%	10%	80	5	5	5	5	0
7	8	Fusion Trade Inc. 4*	135.0	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
8	9	Rand Technology Inc.3*	90.0	N/A	1,285,714.3	70	2%	5%	80	20	0	0	0	0
9	-	Horizon Technology	35.4	56.6%	1,011,428.6	35	N/A	5%	4	0	0	0	58	38
10	10	Commodity Components International Inc.	22.0	7.3%	488,888.9	45	0%	N/A	80	10	0	0	10	0