

MAY 2025

Electronics Sourcing

THE MAGAZINE FOR PURCHASING PROFESSIONALS



NORTH AMERICA

TOP 50 AMERICAS DISTRIBUTORS REPORT 2025



NEWPOWER

The Top 6 Americas Independent Distributors

Rank	Company	2024 Americas Revenues	Share of Top 6 Total Sales (%)	Americas Sales Share of Global (%)	2024 Global Revenues	Type*	Total Employees	Sales per Employee
1	NewPower Worldwide	\$1,788,000,000	53%	79%	\$2,255,000,000	1	155	\$14,548,387
2	Smith	\$1,222,000,000 ⁽³⁾	36%	47% ⁽³⁾	\$2,600,000,000	1	900	\$2,888,889
3	WIN SOURCE ELECTRONICS	\$238,000,000	7%	42%	\$568,000,000	1	318	\$1,786,164
4	Quiksol International Components	\$101,000,000	3%	32%	\$320,000,000	1	180	\$1,777,778
5	Freedom USA	\$39,840,000 ⁽³⁾	1%	83% ⁽³⁾	\$48,000,000	1	51	\$941,176
6	4 Star Electronics, Inc.	\$10,500,000	<1%	70%	\$15,000,000	1	35	\$428,571

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***Type of Distributor:**

1 = Broadline
2 = Specialized

⁽³⁾ = Electronics Sourcing estimate

NEWPOWER

Sustaining growth in a changing market

Electronics Sourcing asked NewPower Worldwide's CEO, Carleton Dufoe, for 2025's distribution outlook and how businesses can navigate opportunities and challenges



**Carleton Dufoe, CEO,
NewPower Worldwide**

2025 presents a complex landscape for the electronics distribution industry, with significant opportunities and challenges. Demand across key sectors continues to climb and, by mid-year, we anticipate demand for certain critical products and manufacturers will exceed supply. This growing imbalance highlights the market's accelerating pace and need for businesses to remain agile and prepared for what lies ahead.

This strong demand is being fueled by transformative advancements in artificial intelligence, high-performance computing, data centers, automotive innovation and telecommunications. The global semiconductor industry is projected to reach \$700 billion in 2025 (a new record) and keep the industry on track to achieve \$1 trillion in sales by 2030. This growth is primarily driven by AI-powered applications, edge computing and the increasing sophistication of automotive technologies. These trends are reshaping industries and creating unprecedented opportunities for growth and innovation.

The semiconductor industry is experiencing a remarkable period of expansion, with sales expected to grow by 15 percent in 2025. This growth is largely attributed to increasing demand for high-end logic process chips and high bandwidth memory (HBM) required for AI applications. The memory segment is forecasted to surge by more than 25 percent, driven by the adoption of advanced products like HBM3 and HBM3E for AI accelerators.

“Geopolitical tensions, cybersecurity threats and economic uncertainty remain top concerns, while supply chain volatility continues to test businesses’ resilience”

In the automotive sector, semiconductor chips are playing a crucial role in enabling smarter, more connected and autonomous vehicles. Companies like Tesla, Qualcomm and Infineon are at the forefront of integrating advanced semiconductor solutions into next-generation automobiles, enhancing capabilities such as full self-driving, advanced driver assistance systems and improved energy efficiency in electric vehicles.

However, alongside this promise of growth are substantial risks. Geopolitical tensions, cybersecurity

threats and economic uncertainty remain top concerns, while supply chain volatility continues to test businesses’ resilience. In this complex environment, success demands bold, forward-thinking strategies and a proactive approach to mitigating risks and ensuring adaptability.

Strategic partnerships will play a pivotal role in overcoming these challenges. The right partner can provide the expertise, global reach and innovative tools necessary to navigate uncertainty, maintain operational flexibility and stay focused on long-term goals. Collaboration is no longer just an option—it’s a critical component of thriving in today’s dynamic landscape.

NewPower Worldwide understands these complexities and is dedicated to helping its customers succeed. As a leading global independent distributor, the company offers tailored solutions such as inventory management, strategic sourcing and excess material strategies. These services empower businesses to not only address immediate challenges but also position themselves for sustainable growth in an ever-changing industry.

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NEWPOWER

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The distribution industry continues to evolve.
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NewPower is a global leader in component distribution, leveraging decades of expertise. With a worldwide presence, we transform challenges into opportunities through tailored solutions, advanced sourcing technology – EMPOWER™, strong financial resources, and an unwavering commitment to quality.



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