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# Electronics Sourcing



NORTH AMERICA

THE MAGAZINE FOR PURCHASING PROFESSIONALS



## The All American

*2026 Independent Distributors Report*

# The Top Americas Independent Distributors

| Rank | Company                               | 2025 Americas Revenues | 2024 Americas Revenues | 2025 Global Revenues | 2024 Global Revenues | Type* | Total Employees | Sales per Employee |
|------|---------------------------------------|------------------------|------------------------|----------------------|----------------------|-------|-----------------|--------------------|
| 1    | NewPower Worldwide                    | \$2,450,000,000        | \$1,788,000,000        | \$3,100,000,000      | \$2,255,000,000      | 1     | 163             | \$19,018,405       |
| 2    | Win Source Electronics                | \$301,364,000          | \$238,000,000          | \$658,000,000        | \$568,000,000        | 1     | 369             | \$1,783,197        |
| 3    | Quiksol International                 | \$210,000,000          | \$238,000,000          | \$650,000,000        | \$320,000,000        | 1     | 227             | \$1,409,692        |
| 4    | Shenzhen Unibetter Technology Co.,ltd | \$52,000,000           | \$72,000,000           | \$260,000,000        | \$240,000,000        | 1     | 206             | \$1,262,136        |
| 5    | Freedom USA                           | \$28,000,000           | \$39,840,000           | \$35,000,000         | \$22,000,000         | 2     | 54              | \$648,148          |
| 6    | Flyking Technology Co., Ltd.          | \$12,000,000           | \$12,000,000           | \$240,000,000        | \$196,000,000        | 1     | 270             | \$888,888          |
| 7    | 4 Star Electronics, Inc.              | \$12,000,000           | \$10,500,000           | \$15,000,000         | \$13,000,000         | 1     | 34              | \$441,176          |
| 8    | Classic Components Corp.              | N/A                    | N/A                    | \$105,000,000        | \$130,000,000        | 1     | 163             | \$644,171          |

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

market is evolving in practice. The following commentary combines statistical trends with direct observations from industry participants operating at the center of global component sourcing. Their experiences highlight not only the challenges shaping the independent channel, but also the strategies, technologies and relationships being used to maintain supply continuity in an increasingly unpredictable electronics market.

### *Persistent constraints replace broad shortages*

NewPower Worldwide's chief trading officer, Matthew Fonstein, said: "The next 12 months will be extremely challenging for purchasing departments. The global semiconductor supply chain remains in a state of constraint, particularly across memory and ICs, where demand shows no sign of slowing. The AI boom is a major driver, but it is not the only one. Capacity limitations, allocation pressure and uneven recovery across suppliers continue to distort availability and pricing.

"As the market evolves, it is becoming less about broad shortages and more about persistent, category specific constraints. Purchasing teams are facing pricing increases of 25 to 100 per cent or more quarter-over-quarter, while simultaneously being told that only 40 to 50 per cent of forecasted demand will be met. This is impacting virtually every industry, and the situation continues to worsen, not improve.

"Some major OEMs delayed purchasing memory last year, anticipating pricing to ease. That assumption proved wrong. Those organizations are now being forced back into the market at significantly higher price levels, often competing for limited allocation while urgently

seeking alternative lines of supply to support their production targets.

"For purchasing departments, the threat is clear. Static forecasting, delayed decision making and reliance on traditional channels create real risk, including missed builds, delayed launches and margin erosion. The opportunity, however, lies in adaptability. Buyers who move quickly, stay close to the market and utilize alternative sources of supply will be better positioned to navigate volatility and see results.

"Over the next year, procurement will become more tactical, more risk focused and more influential. Access, speed and continuity will matter as much as price and purchasing teams that adjust to this reality will play a critical role in protecting revenue and production.

"At NewPower Worldwide, we see this shift accelerating. To say the next 12 months will be challenging is an understatement."

What emerges from this perspective is a market that has recovered but in a fragmented fashion. A period of universal shortages has given way to a more complex market where constraints are specific, pricing is volatile and availability is uneven across technologies. For purchasers, this shift introduces a new layer of difficulty with visibility harder to achieve and traditional forecasting models are increasingly unreliable. Access to alternative channels becomes a critical differentiator. It is within the supply, demand and timing gaps that independents play a pivotal role.



**Matthew Fonstein,**  
*chief trading officer,*  
**NewPower Worldwide**

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# NEWPOWER

## Expect More.

The distribution industry continues to evolve. The line between Authorized and Independent distributors no longer exists.

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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