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# Electronics Sourcing

THE MAGAZINE FOR PURCHASING PROFESSIONALS



NORTH AMERICA



*The*  
**GLOBAL**  
**2026**

*Independent  
Distribution Report*

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## GLOBAL 2026 INDEPENDENT DISTRIBUTORS REPORT

Review these risks regularly instead of waiting for a supplier notification to force the conversation.

“Alternates should be qualified earlier than feels necessary. In regulated or highly engineered programs, the approval process can take months. Starting after allocation hits means choosing between a part that has not completed testing and a line that cannot run.

“Run potential second sources through engineering and quality processes while supply is normal. At that stage, qualification costs time and internal resources. During a disruption, the same delay can cost revenue, customer commitments and market share.

“The same principle applies to the independent channel. Establish the relationship before material becomes critical. Quality standards, documentation, testing expectations and approval processes should already be understood. An emergency purchase compresses the time available for supplier review and risk assessment when the stakes are highest.

“At Rand, we are certified to AS6081 and AS9120, run documented supplier controls with full traceability and test in-house. Our capabilities include x-ray, XRF, C-SAM, decapsulation and solderability testing, scaled to the component, source and risk. Functional testing is also available when required.

The goal is appropriate verification without compromising quality requirements.

“No company can control market cycles, foundry allocation or when new capacity comes online. Companies can control how early they identify risk, qualify alternatives and prepare the right partners.

“The time to protect the supply chain is not when a critical component becomes unavailable. It is now, while there are still options.”

## The Top Global Independent Distributors

| Rank | Company                               | 2025 Global Revenues | 2024 Global Revenues | Type* | Total Employees | Sales per Employee |
|------|---------------------------------------|----------------------|----------------------|-------|-----------------|--------------------|
| 1    | Smith                                 | \$3,450,000,000      | \$2,600,000,000      | 1     | 800             | \$4,312,500.00     |
| 2    | NewPower Worldwide                    | \$3,100,000,000      | \$2,255,000,000      | 1     | 163             | \$19,018,404.91    |
| 3    | WIN SOURCE ELECTRONICS                | \$658,000,000        | \$568,000,000        | 1     | 369             | \$1,783,197.83     |
| 4    | Quiksol International                 | \$650,000,000        | \$320,000,000        | 1     | 227             | \$2,863,436.12     |
| 5    | UNIKEY ELECTRONICS PTE. LTD.          | \$470,000,000        | \$374,000,000        | 1     | 1000            | \$470,000.00       |
| 6    | Shenzhen Unibetter Technology Co.,Ltd | \$260,000,000        | \$240,000,000        | 1     | 206             | \$1,262,135.92     |
| 7    | Flying Technology Co., Ltd.           | \$240,000,000        | \$196,000,000        | 1     | 270             | \$888,888.89       |
| 8    | Cytech Systems Limited                | \$200,000,000        | \$125,000,000        | 1     | 200             | \$1,000,000.00     |
| 9    | Classic Components Corp.              | \$105,000,000        | \$130,000,000        | 1     | 163             | \$644,171.78       |
| 10   | Freedom USA                           | \$35,000,000         | \$22,000,000         | 1     | 60              | \$583,333.33       |
| 11   | 4 Star Electronics, Inc.              | \$15,000,000         | \$13,000,000         | 1     | 34              | \$441,176.47       |

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



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# Supply Chain Resilience Requires More Than Inventory

When supply is abundant, most sourcing strategies appear effective. The real test comes when lead times extend, allocation begins, and critical components become difficult to secure. In those moments, the difference between maintaining production and facing disruption often comes down to the quality of a company's sourcing partner and the market expertise they bring to the table.

Organizations that navigate market cycles successfully recognize that procurement teams need more than transactional suppliers. They need partners who understand market dynamics and can identify emerging risks before they become supply shortages. Monitoring lead times, pricing trends, manufacturer activity, and broader industry conditions provides valuable insight, but interpreting that information and taking proactive action ultimately protects supply continuity.

When markets tighten, access to inventory alone is rarely enough. Procurement teams often face allocation, extended lead times, unexpected demand spikes, and evolving supplier priorities. In these environments, organizations benefit from working with distribution

partners that provide real-time market intelligence, global sourcing capabilities, and deep knowledge of the electronic components marketplace. The earlier risks are identified, the more options companies have to secure supply, evaluate alternatives, and avoid costly disruptions.

Visibility across the global supply chain has become increasingly important. Purchasing teams need insight into changing demand patterns, supplier capacity, inventory availability, and market activity across multiple regions. Components that appear readily available today can become constrained quickly as demand shifts or manufacturing priorities change. Having access to expert market intelligence allows organizations to make informed sourcing decisions before shortages affect production schedules.

At NewPower Worldwide, we believe supply chain resilience is built through proactive engagement, market expertise, and the ability to act before supply challenges become business problems. Through decades of market experience, real-time intelligence, global sourcing expertise, and proactive engagement, NewPower helps customers identify risks early, secure supply before disruptions



occur, and maintain continuity when traditional channels fall short.

Supply disruptions will always be part of the electronics industry. The companies that manage them most effectively work with partners who understand the market, anticipate change, and provide solutions before constraints impact operations. When supply becomes difficult, organizations need more than a distributor. They need a trusted market expert. They need NewPower Worldwide.

**Carleton Dufoe**  
CEO, NewPower Worldwide

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