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## EUROPE'S ELECTRONICS SECTOR PICKS UP SPEED

**2026 Top European Distributors**

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# CONTENTS  March 2026

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By AVERY LARKIN



# Europe's Electronics Sector Picks Up Speed

**Stronger demand, defense spending and policy shifts are driving more activity across Europe's electronics distribution channel.**

Europe's electronics distribution market is picking up, with the activity coming from multiple sources. As demand moves across different regions and product categories some segments are doing more of the work than others. There's now more business flowing through the channel and distributors are starting to feel the positive impacts.

Component sales in the EU picked up late last year across semiconductors and interconnect, passive and electromechanical products. Demand tied to defense electronics is also pushing orders higher for sensor-driven systems. Companies are also paying closer attention to where components come from and how much production stays closer to home, and new partnerships are extending distribution reach across Europe.

### Signs Point to Market Recovery

According to DMASS Europe e.V., EU electronic components distribution closed out 2025 on a strong note, with fourth-quarter sales rising 9.8% to €3.77 billion ($4.09 billion U.S.).

Semiconductor revenue increased 7.7% to €2.30 billion ($2.50 billion), while interconnect, passive and electromechanical products climbed 13.3% to €1.47 billion ($1.60 billion). The fourth-quarter lift pushed second-half results up 6.9%, indicating more consistent activity market-wide.

DMASS says the activity carried across both product segments and key regions, and that semiconductors posted solid gains overall. There was stronger performance in markets like Turkey, Germany, Benelux and the UK, it adds, while memory, sensors and logic products outperformed the broader segment. Interconnect, passive and electromechanical products also posted solid gains, with demand coming through in passives and electromechanical components.

"After a long period of stagnation, the market is regaining momentum," Chairman Hermann Reiter said in a press release. "A strong fourth quarter and a 6.9% increase in the second half of 2025 mark a decisive turnaround, and hopes for further improvement now outweigh the concerns."

### Defense Demand Builds

European defense electronics manufacturers are reporting record orders as military spending accelerates across the continent, Astute Electronics Ltd writes in "Europe's Defence Electronics Boom Drives Record Orders but Strains Component Supply Chains." It says increasing demand for radar systems, sensors and optoelectronics is also placing new pressure on component supply chains.

Component supply remains a constraint despite the strong order pipeline, Reuters reports, with "supply chain constraints and staffing bottlenecks" slowing the conversion of orders into revenue. It adds that these limitations are affecting production schedules even as manufacturers expand capacity and hiring.

Citing an eeNews Europe report, Astute says Europe's domestic manufacturing base for key electronics segments—including printed circuit boards, chip substrates and advanced packaging—has shrunk by more than 35% over the past two decades. "That imbalance increases reliance on external suppliers for components used in radar modules, RF systems and secure communications hardware," it adds, noting that manufacturers expect demand to remain strong despite current bottlenecks.

### Policy Push Expands Focus Beyond Chips

In other EU electronics news, the Global Electronics Association is urging the European Commission to broaden the scope of the Chips Act beyond semiconductor fabrication to include the full electronics value chain, including printed circuit boards, assemblies and final system integration.

The group says the current approach leaves gaps in how chips are turned into finished products used across critical industries. The GEA points to a decline in Europe's system-level manufacturing over the past two decades, which has increased reliance on external suppliers for key technologies used in defense, automotive, industrial automation and AI applications.

"Europe cannot achieve technological resilience without rebuilding the full electronics value chain," the association says, adding that stronger support for system-level manufacturing will be needed to reduce dependencies and support long-term competitiveness.

### Spotlight on Poland

As companies reassess their supply chain strategies in the wake of recent geopolitical tensions, rising shipping costs, and the need for greater operational agility, OnPattison.com says Poland has emerged as a manufacturing powerhouse.

"For American and Western European OEMs seeking reliable, cost-effective, and high-quality electronics production, Poland offers a compelling value proposition that combines technical expertise, strategic geographic positioning, and a business-friendly environment," it says. "This shift represents more than just a trend. It's a fundamental realignment of how global electronics manufacturing operates."

Poland sits at the geographic heart of Europe, providing manufacturers with access to the continent's 450 million consumers. The country has invested heavily in advanced manufacturing infrastructure over the past two decades, creating a sophisticated ecosystem that can handle complex, high-mix production requirements, the publication adds.

In March, SEMI Europe signed a two-year agreement with the Polish Taiwanese Chamber of Commerce to support semiconductor development in Poland and strengthen ties between the regions, with a focus on joint initiatives, industry collaboration and investment.

"This partnership marks an important milestone in deepening economic collaboration and creating new opportunities for businesses across Europe," said SEMI Europe's President Laith Altimime in a press release. "By combining our expertise and resources, we aim to foster collaboration, drive innovation, and deliver meaningful value to our members."

By **AVERY LARKIN**



# Potential Supply Chain Implications of the Iran Conflict

**Exploring the immediate and long-term implications of the Middle East conflict on the world's supply chains.**

**M**ajor geopolitical events almost always ripple through global supply networks, and the escalating conflict involving Iran is already raising concerns across multiple fronts. From potential disruptions to shipping routes in the Strait of Hormuz to tighter airspace restrictions and rising energy prices, the U.S. and Israel's attack on Iran could affect transportation, manufacturing and procurement channels worldwide.

The situation remains fluid and the long-term implications are still unclear. In the meantime, supply chain teams are already looking for pressure points that could emerge if the conflict expands or drags on. Here are several areas companies should be paying attention to.

### Shipping Disruptions Ripple Outward

According to AP, the conflict is slowing and/or halting vessel movement in the Strait of Hormuz, an important artery for global trade. Some cargo ships are stuck inside the Persian Gulf and others are diverting around the southern tip of Africa, adding time and cost to the total travel route.

Clarksons Research estimates that about 3,200 ships, or roughly 4% of global ship tonnage, are currently idle inside the Gulf, while another 500 vessels are waiting outside regional ports, AP reports. The disruption could potentially affect global logistics systems.

"The supply chain is kind of like a long train with many cars and each car represents, let's say, a port in the world," Michael Goldman, general manager North America at CARU Containers, told AP. "If one car gets derailed, it can very often have a domino effect."

### Longer Routes Could Lead to Higher Shipping Costs

AP also says some carriers are already rerouting vessels away from the region as tensions rise. Maersk said it is diverting certain ships around the Cape of Good Hope instead of sending them through the Red Sea and Suez Canal, a move other shipping companies are making to avoid the region.

That detour can add 10 to 14 days to a voyage and roughly $1 million in additional fuel costs per ship, according to Syracuse

University supply chain professor Patrick Penfield. Higher fuel costs, longer routes and increased risk in the region are also prompting some carriers to introduce fuel and war-risk surcharges.

"As this conflict keeps progressing, you'll start to see some shortages, you'll see some major price increases," Penfield told AP.

### Auto Supply Chains May Feel It First

The automotive supply chain may be among the first to feel the impacts if the conflict expands. The Middle East sits at the crossroads of major Asia-Europe trade routes and hosts several key logistics hubs that handle the movement of vehicles, components and raw materials.

Automotive Logistics reports that vessel traffic through the Strait of Hormuz fell by roughly 70% within hours of the initial military strikes. The waterway typically facilitates about 11% of global maritime trade and sits near more than 30 million TEUs of containerized port activity.

It says several major shipping lines have already issued operational updates tied to the situation. Carriers including MSC, Maersk, CMA CGM, COSCO Shipping and Hapag-Lloyd have instructed vessels to move to safer waters, paused certain bookings and introduced temporary surcharges while they assess conditions in the region.

"The Strait of Hormuz coming to a standstill has caused a tidal wave of disruption for global logistics operations, forcing shippers to re-route vessels and suspend bookings," the publication says, "with limited access to the strait also causing spikes in oil and gas prices."

### Air Cargo Networks Under Pressure

Freight forwarders are warning customers to expect delays, irregular schedules and rising rates as airlines suspend or reroute Middle East operations, according to Air Cargo News. It says aircraft redeployments and route changes are already tightening available capacity on several international trade lanes.

For example, global freight forwarder DSV told shippers to prepare for extended transit times and possible schedule changes as airlines adjust their flight networks in response to the strikes and resulting airspace restrictions. The forwarder also warned that space constraints and short-notice rate adjustments could emerge as capacity tightens.

Airlines and logistics providers are also preparing for higher operating costs. Air Cargo News says carriers may introduce war-risk surcharges and higher fuel charges for shipments routed through or near affected regions, which could push airfreight rates higher if disruptions persist.

## 5 Ways to Shield the Electronics Supply Chain From Cyberthreats

*Five practical steps electronics companies can take to reduce supply chain cyberrisk.*

The electronics supply chain has become a prime target for cybercriminals because it moves sensitive information across many systems, depends on third-party access and is only as secure as its least-protected supplier. When one partner slips, the ripple effects can travel quickly across connected systems and teams. This is why companies should be paying close attention to the weakest links in those connected, expansive supply chains.



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By AVERY LARKIN



# How Will the SCOTUS Tariff Decision Impact Supply Chains?

**The U.S. Supreme Court vacated sweeping tariffs but left importers uncertain about refunds and what comes next.**

A business function that's absorbed more than its fair share of whiplash over the last year, U.S. supply chains were thrown for another loop last month when the U.S. Supreme Court (SCOTUS) ruled that the President couldn't use the International Emergency Economic Powers Act (IEEPA) to impose sweeping tariffs on other countries. It also vacated the existing IEEPA-based tariffs but didn't address whether companies that paid roughly $130 billion (give or take) in duties would be eligible for refunds.

"While there are a range of questions regarding the process firms will go through to obtain refunds," The Budget Lab at Yale explains, "it is likely that a substantial portion of the revenue raised via IEEPA in 2025 will be returned to firms."

In response to the ruling, the President signed a proclamation citing powers under a section of the Trade Act of 1974, to impose new tariffs of 10% on imports from all countries for 150 days—or roughly five months. A few days later he threatened to raise the tariffs to the maximum level allowable under the law of 15%, WSJ reports.

## Companies Move Quickly

Companies were quick to respond to the SCOTUS decision, with FedEx immediately filing a lawsuit to get back the tariffs it's been paying over the last year. According to WSJ, the company filed the lawsuit in the U.S. Court of International Trade, asking the court to refund the duties collected from the company on all entries subject to tariffs under IEEPA.

The global logistics company, which moves 17 million packages per day through hundreds of countries, says that when tariffs were in effect under the IEEPA law, it imported goods from countries subject to the duties. It says it "paid IEEPA duties to the United States and thus [has] suffered injury caused by those orders," NBC News reports.

"Typically, when goods enter (i.e., are imported into) the United States, the importer of record pays an estimated duty," FedEx lawyers wrote in the filing. Customs and Border Protection "then fixes the final appraisement of merchandise by confirming the final value, classification, duty rate, and final amount of duty for the imported goods."

Costco is also seeking a full refund of the tariffs it paid under IEEPA, according to Business Insider, but its lawsuit predates the recent SCOTUS decision. The retailer filed a lawsuit with the Court of International Trade in December 2025, arguing that IEEPA never authorized tariffs.

Other organizations that made similar pre-SCOTUS-decision moves include Toyota, EV maker BYD, Goodyear Tire & Rubber and Alcoa, the publication adds.

## Responding to the Uncertainty

As the current tariff structure is unwound and set back to "normal," companies may have to wait to see if any of the duties paid in will be returned to them. "…experts say no one yet knows the process or timeline for getting refunds," WSJ says.

Price drops could also be in the cards, but those may also take some time. Citing several different supply chain experts, ASCM says that while the legal barrier has been removed, pricing relief "isn't going to happen overnight." Here's why:

- Inventory lag: Products currently on shelves were imported with tariffs previously paid; those costs are already baked into the retail price.

- Lack of confidence: Leaders are waiting to see if the administration attempts to re-impose duties through other avenues, which has already begun with the announcement of the 15% Section 122 global tariff.

So how should supply chain leaders move forward in the new tariff landscape? ASCM's experts tell companies to keep an eye on political signals. "A divided government following the next election could lead to a moderation of tax and trade policies over the next two years, forcing yet another strategic about-face," they say. "In the meantime, develop alternative manufacturing and sourcing locations in the background so you are ready to execute the moment policy stabilizes."

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## Supreme Court Tariff Ruling and the Supply Chain Impacts

**SCOTUS has ruled against IEEPA tariffs and has left supply chain leaders uncertain of what to expect and how to move forward.**

The Supreme Court of the United States has ruled against tariffs imposed through the International Emergency Economic Powers Act which has left supply chain leaders uncertain of what to expect and how to move forward. This episode shares expert insight and advice on how to best navigate the tumultuous trade landscape of today.

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## The Iran Conflict and its Supply Chain Implications

**This episode explores the immediate and long-term implications of the Iran conflict on global supply chains.**

Major geopolitical events almost always ripple through global supply networks, and the escalating conflict involving Iran is already raising concerns across multiple fronts. From potential disruptions to shipping routes in the Strait of Hormuz to tighter airspace restrictions and rising energy prices, the U.S. and Israel's attack on Iran could affect transportation, manufacturing and procurement channels worldwide.

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# 5 Reasons to Automate Your Supply Chain

**Supply chain disruption, labor shortages and volatile demand are pushing companies to automate operations and replace legacy systems.**

Supply chain, logistics and fulfillment automation is a hot topic right now as organizations work to make their global networks more efficient, responsive and effective. Key drivers include issues like tariff uncertainty, supply chain disruption and customer demands that are changing by the day. Geopolitical events, skilled labor shortages and other forces are also pushing more organizations to experiment with automation at different nodes in the supply chain.

Companies that still run their supply chains on legacy systems can benefit significantly from automation. "Legacy supply chains aren't optimized for the digital landscape that we're seeing today," IBM says. "Oftentimes logistics employees are sourcing information from documents, spreadsheets, emails and other digital [assets] to perform essential processes. This can lead to human error and [disrupt] the entire supply chain."

The challenges don't end there. IBM says legacy IT systems are also bad at providing holistic pictures of global networks in a sector that's faced consistent visibility challenges. When supply chain professionals can work from reliable data stored in one place, it "simplifies business processes and makes it so all those involved in the supply chain are on the same page."

Here are five more reasons companies are automating their global supply chains:

1) **Lower costs and better efficiencies.** Cost management is a persistent and top priority for today's leaders and executives. NetSuite says automation cuts costs by reducing repetitive manual tasks that can be slow, costly and prone to error (e.g., data entry, inventory counting and order processing). "An automated warehouse using robotics can process orders much faster than manually gathering products, and it cuts back on labor costs and mistakes that can lead to lost sales or product returns," the company says. In return, companies can handle larger order volumes with fewer resources, improving overall efficiency and profitability.

2) **Improved production and delivery speeds.** Automation can also accelerate production by using robotic assembly lines and software-enabled machinery to boost output compared with manual processes. For example, some automotive manufacturers use robotic welding and painting systems to assemble vehicles more quickly and consistently. "[It also enhances] delivery speeds, using storage and retrieval systems to locate and gather items quickly to shorten fulfillment times, while transportation systems automatically optimize shipping routes based on real-time conditions to reduce transit times," NetSuite points out. "This leads to faster deliveries and helps businesses keep pace with growing customer demand."

3) **Improved forecasting and inventory management.** The electronics industry can be highly unpredictable, often influenced by rapid product cycles, emerging trends, and seasonal spikes. Supply chain automation helps address unpredictable demand with real-time analytics and predictive data to improve inventory forecasting and management. It also helps companies "address stringent electronics industry quality and standard requirements by automatically tracking quality metrics across channels," Orbweaver says, "reducing the risk of recalls due to quality issues, helping ensure compliance with regulatory standards and more."

4) **Better risk management.** Supply chain automation software drives more precise planning by leveraging real-time data and predictive analytics to support accurate demand forecasting and inventory planning. "These tools allow businesses in the electronics industry to make proactive, informed decisions about production schedules, procurement and distribution," Orbweaver says. "This [leads to] minimized waste, reduced holding costs, and optimized order quantities while supporting better resource allocation and proactive risk management."

5) **Higher employee morale.** Everyone has a work task they hate doing. And even if they love the task, doing the same thing over and over leads to burnout and stress. "Automation can take rote tasks off a person's plate so they're free to pursue creative, strategic or challenging tasks," Appian says. "In this way, automation helps produce engaged workforces, team cohesion, and stronger employee retention." As a starting point, consider automating routine tasks like data entry into order management systems, inventory updates across multiple platforms or the generation of standard shipping and compliance documents.

Legacy systems still power many supply chains, but they may not always be able to keep pace with the speed and complexity of modern supply chains. Automation gives organizations a practical way to manage routine work, improve visibility and replace fragmented processes with systems that help keep operations running smoothly.

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## February Trade, Logistics & Tech Developments

*Key stories from February affecting trade flows, freight and supply chain risk*

As the short month of February wound down, all eyes were on the SCOTUS tariff news as companies scrambled to make sense of it and what the pivot means for them and their customers. But February wasn't the only supply chain and logistics-related event that made headlines last month. Here are a few others.



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By AVERY LARKIN



# How AI is Reshaping the Modern Factory Floor

**Artificial intelligence is helping manufacturers monitor equipment, detect defects, adjust production schedules and respond faster to disruptions.**

The factory floor has undergone massive transformation over the last couple of decades. What was once a largely human-run operation has slowly become a much more automated environment. Dubbed Industry 2.0, the movement to adopt more automation in manufacturing settings isn't exactly new, but the introduction of artificial intelligence (AI) does mark a more significant shift.

As AI moves into nearly every corner of business and daily life, manufacturers are bringing it onto the factory floor as well. Companies now use machine vision systems that inspect products at high speeds, predictive maintenance tools that flag equipment problems before they cause downtime and scheduling software that adjusts production runs as conditions change. Some manufacturers also rely on AI to monitor assembly lines for defects in real time or spot supply chain disruptions before they slow production.

Leading electronics giants like Siemens and NVIDIA are pioneering advancements in their sector, where Samsung Electronics recently announced its own transition of all manufacturing operations over to AI-Driven Factories by

2030. Samsung says it's focused on fully integrating AI across the entire manufacturing value chain, from inbound material logistics and production to quality inspection and final shipment. It's also using AI agents to "optimize production workflows, predictive maintenance, repair operations and logistics coordination," the company said in its announcement.

"The next phase of manufacturing innovation lies in building autonomous environments where AI truly understands operational contexts in real time and independently executes optimal decisions," said YoungSoo Lee, EVP and head of global technology research. "We are committed to leading the transformation toward AI-powered global manufacturing innovation."

### The Movement is Gathering Steam

Samsung is one of many manufacturers that are finding new ways to integrate AI into the production process. According to Research and Markets, the market is expected to exceed $155 billion by 2023, up from just $34.2 billion last year.

The key market drivers include AI's role in enhancing production efficiency, predictive maintenance and decision-making processes. Some of the biggest users of AI include automotive and aerospace, the firm says, with Europe showing "significant growth" due to industrial modernization and digital innovation.

The movement is gathering steam as manufacturers connect AI with industrial IoT platforms and cloud-based analytics tools, the report notes. Those systems gather data from machines, production lines and supply chains, then use AI to spot patterns and guide decisions. The result? A more connected factory floor where managers can see what's happening in real time and fix problems before they slow production. AI also helps companies track energy use, reduce waste and adjust production runs without disrupting output.

Calling this the "emerging phase" of AI in manufacturing, PYMNTS says the strategic value of automation is less about physical capacity and more about "software-defined logistics performance that help serve as a foundation for how effectively companies can adapt to demand volatility, supply disruptions and unpredictable trade conditions."

### AI Changes the Factory Floor

As manufacturers determine the best place for AI in their production lines, companies like Microsoft are already making bold predictions about where the trend is headed. In "AI in manufacturing: Advancing productivity and automating workflows," it says AI supports frontline workers by handling repetitive tasks and providing actionable insights. "These tools free up skilled employees to focus on higher-value work, creating a more agile and resilient workforce," Microsoft says.

By analyzing data and adapting to it in real time, AI also helps manufacturers improve quality control with real-time defect detection; reduce downtime through predictive maintenance; and deliver faster while saving money. In metal fabrication, for example, AI can detect when cutting tools start to wear down, preventing scrap from poorly cut parts. And in plastics manufacturing, it can identify temperature fluctuations that could lead to defective molds, reducing raw material waste.

Looking ahead, it says AI will be used for more production customization and mass personalization. "The next wave of AI in manufacturing includes digital twins for virtual testing, augmented reality for guided assembly, and self-optimizing production lines that adapt instantly to market changes."

## 5 Steps to a More Resilient Supply Chain

*As disruption becomes routine, companies are rethinking how their supply chains anticipate, absorb and recover from shocks.*

The phrase "supply chain resilience" is getting thrown around a lot these days as companies work to fortify their domestic and global networks. They're applying technology, people and new processes to the task, hoping that the end result will be a stronger, more agile supply chain that can withstand disruption and recover quickly when something goes wrong. e Resilient Supply Chain

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# How AI is Reshaping the Modern Factory Floor

**Artificial intelligence is helping manufacturers monitor equipment, detect defects, adjust production schedules and respond faster to disruptions.**

Supply chain professionals face mounting pressure to mitigate disruptions and meet demand without raising costs. The push for safer, more efficient hauling has pushed smart trailer systems into the spotlight. They are quickly becoming essential to supply chain reliability, evolving from a nice-to-have to a must-have.

**The Rise of Smart Trailers in the Supply Chain**

For years, digitalization efforts were concentrated within the cab. Aside from sensors and cold chain monitoring solutions, relatively few breakthrough inventions were engineered specifically for trailers. Now, supply chain leaders are realizing the value of smart trailer technology.

Hardware with sensing, data sharing, automation or intelligent analysis capabilities is embedded within smart trailers to aggregate and analyze relevant information. Knowing where each trailer is and what it is hauling increases visibility. Fleet managers can act on these insights to enhance load distribution, routing, fuel efficiency and maintenance.

Fortunately for fleet owners, digitalization has never been more accessible. An Internet of Things sensor costs just 40 cents on average. While newer or more advanced solutions tend to have a higher up-front cost, many options are surprisingly affordable.

The combination of declining sensor costs, higher customer expectations and recent supply chain disruptions has made smart trailer adoption a strategic imperative. The only question is which technologies companies should invest in.

**Examples of Popular Smart Trailer Technologies**

Supply chain professionals can improve safety, performance and stability by embedding smart solutions into trailers. Popular options include integrated trailer brake controllers, sensors, geofencing and GPS.

Integrated trailer brake controllers have replaced conventional aftermarket options. They are now found on virtually all trucks with a tow package. They modulate the power and timing to the brakes based on pressure and speed sensors attached to the vehicle. This enables them to send power to the trailer circuit when the driver presses the brake pedal.

These controllers improve braking efficiency by evenly distributing force. Proportional braking enhances control, reducing the risk of jackknifing and eliminating the jerky movements associated with time-delayed systems. In addition to ensuring smooth, precise stops, this technology also offers diagnostics, which can extend the service life of brake pads.

Aside from pressure and speed, sensors can check proximity, vibration and weight. Fleet owners can use them to monitor cargo, allowing them to remotely check which trailers are loaded appropriately and which are empty. If one is underloaded, they can instruct the driver to backhaul and pick up additional cargo.

Geofencing and GPS ensure drivers will follow those instructions. The former defines digital boundaries, while the latter enables precision location monitoring. This system can send alerts whenever the trailer enters or exits a geofence.

**Emerging Solutions Entering Supply Chains**

Smart trailer systems are quickly becoming the backbone of supply chain reliability. By improving visibility and generating operational data, they inform decision-making, reduce trailer maintenance and help preserve cargo integrity.

GPS and integrated trailer brake controllers are not the only technologies driving supply chain improvements. While investing in unproven solutions carries risk, becoming an early adopter of emerging solutions offers a unique competitive advantage.

Take traditional kingpins, for example, which connect a tractor and trailer, securing them together and allowing for articulation during turns. A smart version taps into sensor arrays to measure how hard the tractor is pulling in real time. It sends these readings to an attached motor, powered by an on-board battery pack.

This technology could increase fuel efficiency by 35% to 40% for diesel vehicles. It could add upwards of 100 miles of range to electric tractors. These gains account for the added weight of electrifying the trailer, which comes out to about 4,000 pounds. Advances in smart kingpin and electrification technologies could yield even greater improvements.

Artificial intelligence is a better-known example of emerging smart trailer technologies. It can process telematics data to enhance routing, reduce dwell times and decrease trailer wear. An AI vision system embedded into a ruggedized camera enables shifting detection and volumetric cargo scanning. Fleet owners can use it to inform decision-making or prevent cargo damage.

**Smart Systems Enable Faster Troubleshooting**

Faster, more accurate troubleshooting is becoming a critical competitive advantage among supply chain leaders. Truckers need to be able to identify and resolve weight distribution issues and equipment malfunctions quickly to ensure efficiency and prevent damage.

Smart trailers are quickly becoming fundamental to proactive maintenance strategies because they alert mechanics to minor issues before they worsen. They help reduce maintenance expenses and extend equipment lifespan by preventing excessive wear and tear. The faster trailers return to hauling, the sooner they can generate more revenue.

Assets spend less time in the shop when mechanics know exactly what is wrong with them. Sensor-generated data informs maintenance plans, helping teams prioritize critical issues. It also supports cost-risk analyses, allowing fleet owners to maximize revenue and minimize risk.

**Are Smart Trailers a Must-Have for Fleet Owners?**

Running a fleet can get expensive quickly. When diesel costs $3.76 per gallon, it costs around 54 cents per mile to run a semi-truck averaging 7 mpg. Fuel costs for a 100-mile trip total $54. Factoring in wear and tear, fleet owners pay closer to $74. When professionals multiply this by every trailer they haul, the costs add up fast.

Smart trailer systems generate a positive return on investment by improving driver and cargo safety. For instance, integrated trailer brake controllers enable proportional braking, upgrading braking efficiency for heavy loads. Whether navigating long hauls or city traffic, operational enhancements and real-time alerts provide drivers with peace of mind.

Although companies may be able to get by the old-fashioned way, investing in smart trailers is generally a sound business decision. These technologies are becoming more popular with each passing day. The growing demand for electric trailers and the desire to reduce operational costs are among the top drivers of growth.

Market research experts predict trailer telematics will reach $1.41 billion in 2030, achieving a 10.5% compound annual growth rate from 2024 to 2030. Semi-trucks are growing increasingly connected—maybe it is time for trailers to digitalize, too.

**Smart Trailer Systems Will Keep Freight Moving**

Managing a fleet without smart technology creates blind spots, thereby leaving shipments vulnerable to tampering and forcing companies to rely on reactive maintenance. Smart trailers keep freight moving and enhance supply chain visibility, reducing unscheduled downtime and preserving cargo integrity.

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By **EMILY NEWTON**



# Extreme Transit Environments Are Destroying Your Inventory Traceability Data

**Inaccurate supply chain traceability data introduces inventory visibility blind spots. Learn how extreme transit environments can exacerbate this reality.**

The increased availability of supply chain traceability data has significantly improved safety, efficiency and overall operations for supply chain professionals responsible for getting goods to their destinations on time. Many interfaces tell users exactly when employees scan parcels upon arrival or immediately notify them of unexpected delays. These are undoubtedly positive developments, but they do not solve all inventory visibility blind spots.

Tracking systems remain subject to physical vulnerabilities that can wreak havoc despite professionals' best efforts to mitigate them.

### Thermal Stresses Can Ruin Goods or Disrupt Travel

Supply chain professionals handling temperature-sensitive goods must rely on options such as specialized packaging and sensors that provide real-time alerts of products exposed to suboptimal conditions. Related research also indicates that heat stress affecting supply chains causes direct and indirect losses, especially in manufacturing-heavy countries.

The potential effects on tracking system data vary depending on the severity and nature of the consequences. If a product melts inside its packaging, the moisture on the parcel and its label may smear the barcode, making it unreadable. Similarly, if a company lacks a reliable way to estimate the number of goods ruined by thermal stress, that oversight may lead to inventory-related inaccuracies.

Supply chain professionals should also gather data indicating whether undesirable thermal events occurred within the supply chain or after products reached their destinations. Those granular details help them determine what went wrong and why. If extreme transit environments prevent them from dependably gathering or accessing that information, it will be difficult or impossible for them to take corrective action.

Sometimes, extreme weather events temporarily close transit hubs. At London's Luton Airport in 2002, unusually hot temperatures caused the asphalt on a patched section of the runway to lift when the bond failed. The issue affected only 0.2% of the whole surface area. Even so, the required repair closed the runway for nearly two hours.

That was a rare event, but repeat occurrences could become more likely due to climate change. Leaders who hope to minimize inventory visibility blind spots should develop reliable ways to track events beyond their control and take action when necessary and possible.

### Reducing Label Destruction and Tampering

Modern conveniences such as same-day shipping and online shopping have led to higher overall parcel volumes that were unheard of only a couple of decades ago. This change stresses already stretched supply chains and forces managers to implement reliable ways for workers to process higher volumes while retaining high accuracy rates. This multifaceted situation has caused many companies to transition to automated systems that process goods in transit.

An increased reliance on automation has raised the risk that labels and parcels get caught in equipment and that humans fail to notice the problem until significant damage occurs. Extreme parcel volumes often make it impossible to continue tracking if machinery-related destruction makes labels unreadable.

Similarly, rising volumes require companies to hire handlers more often. Rapid onboarding and lenient background checks create conditions for package tampering, especially affecting high-value or in-demand goods.

Tamper-proof labels increase customer confidence, support traceability and may even assist a company in complying with regulatory mandates. For example, the United States Food and Drug Administration requires tamper-proof labels for medications. Other cases occur in which mishandled parcels appear tampered with, even if no one acted maliciously. Those cases can still pose consumer safety risks because exposure to air can change some medicines.

Working with a well-respected label provider is a practical way to improve supply chain traceability data. That is especially true if decision-makers determine their most frequent challenges—whether rough handling, moisture or extreme temperatures made the labeled products untraceable. Confirming the cause enables company representatives to suggest different types of adhesives, inks, materials and other factors to increase label resiliency when exposed to known extreme transit environments.

### Ocean Corrosion Causes Persistent Tracking Challenges

Although some transit extremes have manifested relatively recently due to evolving factors, it is also true that certain ship-

ment methods invariably require taking precautions to protect goods as much as possible.

Products sent by cargo ships are good examples. Seawater contains high concentrations of dissolved salts, which can lead to significant corrosion. Depending on how this phenomenon affects the associated surfaces, it can cause thinning, holes and crevices on shipping containers.

Business leaders prioritizing speed may choose cargo flights over ships. Sending products by air eliminates the ocean corrosion risk, but it is generally the costlier of the two methods. Even supply chain professionals willing to pay the difference may find that cargo plane space fills up too quickly, especially during peak periods. Many also find it infeasible to rely solely on cargo planes, especially as they expand into new markets or distribute additional products.

The best way forward is to understand the effects of ocean-related corrosion on cargo in transit and how those challenges may make tracking less reliable. Professionals can then identify controllable trends or factors and favorably influence them to enhance supply chain traceability data. Supply chain disruptions lasting approximately one to two months occur every 3.7 years, underscoring the importance of preparedness through awareness and risk reduction.

Some companies have responded by applying corrosion-resistant coatings to vulnerable parts of container ships. This approach addresses some challenges but still requires professionals to prepare for the possibility that environmental factors may interfere with tracking efforts.

### Reinforcing Supply Chain Traceability Data with Strategic Precautions

Supply chain professionals cannot always anticipate when extreme transit environments will prevent the collection of traceability data or introduce inaccuracies. However, they can do the next best thing by assuming that these adverse conditions will inevitably arise and taking appropriate preventive measures to prepare for them. They should also stay abreast of emerging difficulties and continually assess how those obstacles might disrupt future operations.

Understanding the possibilities in advance is an excellent way to find the best ways of handling them before it is too late. Leaders can also use internal data to determine the most persistent challenges. Whether they prioritize reducing label destruction or minimizing inventory visibility blind spots, identifying these particulars is the first step to solving costly and inconvenient issues.

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By **AVERY LARKIN**

# U.S. Manufacturing Sector Flexes Its Muscles

*After more than a year of contraction, new data shows U.S. manufacturing expanding again, with stronger orders, growing backlogs and rising production activity.*

After months of declining numbers and stagnant growth, the U.S. manufacturing sector is springing back to life with vigor according to two different industry indexes. The positive momentum started in January, when the ISM Manufacturing PMI Report showed a positive reading for a sector that had been in contraction mode for the prior 12 months.

The latest ISM report did track a slight dip in the PMI compared to January, but it still paints an encouraging picture for the domestic manufacturing industry. It says the U.S. manufacturing sector expanded in February for the second time since January 2025, registering 52.4%. A PMI above 47.5% over a period of time generally indicates an expansion of the overall economy.

"Therefore, the February Manufacturing PMI indicates the overall economy grew for the 16th straight month," Susan Spence, chair the ISM Manufacturing Business Survey Committee, says in the report. "The past relationship between the Manufacturing PMI and the overall economy indicates that the February reading (52.4%) [equates] to a 1.7% increase in real gross domestic product (GDP) on an annualized basis."

**Key Numbers**

Other key findings from the report include:

- **The New Orders Index** expanded for the second straight month after four straight readings in contraction, registering 55.8% down 1.3 percentage points compared to January's figure of 57.1%.
- **The Production Index** (53.5%) is 2.4 percentage points lower than January's reading of 55.9%.
- **The Prices Index** remained in expansion territory, registering 70.5%, or an 11.5-percentage-point jump from January's reading of 59% and its highest reading since June 2022 (78.5%).
- **The Backlog of Orders Index** registered 56.6%, up 5 percentage points compared to the 51.6% recorded in January and its highest reading since May 2022 (58.7%).
- **And the Employment Index** registered 48.8%, up 0.7 percentage point from January's figure of 48.1%.

"In February, U.S. manufacturing activity remained in expansion territory, although growing at a slower pace than the month before," Spence explains. "Three demand indicators (the New Orders, Backlog of Orders and New Export Orders indexes) are in expansion, and the Customers' Inventories Index remains in 'too low' territory, contracting at a slightly slower rate (a 'too low' status for the Customers' Inventories Index is usually considered positive for future production)."

**Upbeat Views in 12 Sectors**

According to ISM, the 12 manufacturing industries reporting growth in February include printing & related support activities; textile mills; primary metals; nonmetallic mineral products; chemical products; machinery; electrical equipment, appliances & components; fabricated metal products; transportation equipment; plastics & rubber products; miscellaneous manufacturing; and computer & electronic products.

The five industries reporting contraction were apparel, leather & allied products; furniture & related products; petroleum & coal products; wood products; and food, beverage & tobacco products.

One chemical products manufacturer said that January sales continued to provide positive indications for growth opportunities. "Data center, health care, and food and beverages remain positive growth areas. We continue to receive price increase notifications from suppliers based on unsupported tariff claims and are expanding corporate staff to support sales growth."

*Reuters* says some of the "most upbeat views" in the report came from the fabricated metal products sectors, where some manufacturers said business was improving by the week, and that backlog was growing, and new opportunities are everywhere. "Some said they had hired experienced engineers, computer numerical control operators, and young people wanting to become CNC machinists," the publication notes.

**There's More to Come**

The ISM Manufacturing PMI Report wasn't the only good news to come out of the manufacturing sector in the last couple of weeks. Not to be outdone, the February 2026 Logistics Manager's Index Report (LMI) also showed positive signs of growth on the manufacturing front, albeit mostly through the lens of the logistics and transportation networks that support the industry.

The LMI score is a combination of eight unique components that make up the logistics industry, including inventory levels and costs; warehousing capacity, utilization and prices; and transportation capacity, utilization and prices. The February Logistics Manager's Index came in at 61.5, up from January's reading of 59.6. "This is the fastest level of expansion since February 2025's reading of 62.8," Colorado State University's Zac Rogers says in the report.

"Tariffs have led to significant uncertainty over the last year. The way supply chains have adapted to this uncertainty is nothing short of impressive," he continues. "With the recent ruling by the U.S. Supreme Court, it seems likely this uncertainty will continue through 2026. It will be interesting to continue observing the effects of this on logistics activity."

Asked to predict the conditions over the next 12 months, LMI respondents foresee a rate of expansion of 66.3, which is up slightly (+0.5) from January's future predictions of 65.8 and would be above the all-time average of 61.3.

"Respondent expectations are consistent across the supply chain," it says, "with upstream respondents (manufacturers, component suppliers, parts producers, etc.) predicting an overall expansion of 63.3 and downstream respondents (wholesalers, distributors and retailers) predicting a similar rate of expansion of 62.5."

# New Funding Push Encourages Public-Private Grid Upgrades

The DOE's Speed to Power through Accelerated Reconductoring and other Key Advanced Transmission Technology Upgrades (SPARK) funding opportunity is offering up to $1.9 billion for utility grid upgrades.

The U.S. Department of Energy's Office of Electricity (OE) just announced a $1.9 billion funding opportunity to accelerate "urgently needed" upgrades to the nation's power grid. The OE says these investments will meet rising electricity demand and resource adequacy needs, while lowering electricity costs for American households and businesses.

"Projects selected through the Speed to Power through Accelerated Reconductoring and other Key Advanced Transmission Technology Upgrades (SPARK) funding opportunity will deliver fast and durable upgrades to the grid with real results," the agency adds.

In line with the existing "Unleashing American Energy" initiative, the newly-funded projects will demonstrate how reconductoring (i.e., replacing existing power lines with higher capacity conductors) paired with other advanced transmission technologies (ATTs) can expand grid capacity.

The effort is also focused on increasing operational efficiency, lowering prices for consumers and improving overall system reliability and security. "The United States must increase grid capacity to meet demand, and ensure the grid provides reliable power—day-in and day-out," said OE Assistant Secretary Katie Jereza in the announcement. "Through this SPARK funding opportunity, we will stabilize and optimize grid operations to strengthen it for rapid growth."

**Continuing the Mission**

The OE says this new opportunity builds on the Grid Resilience and Innovation Partnerships (GRIP) Program, which provided up to $10.5 billion in competitive funding over five years to states, tribes, electric utilities and other eligible recipients to strengthen grid resilience and innovation. The previous two GRIP funding rounds covered FY 2022-2023 and FY 2023-2024 funding.

"Today's announcement continues the mission of the GRIP Program under the SPARK funding opportunity, focusing on the rapid deployment of reconductoring and other ATTs that expand transfer capability, strengthen reliability and resource adequacy, and reduce costs for consumers," the OE says, "all while making use of existing rights of way."

In a detailed description of the opportunity, the OE says successful applications will highlight how reconductoring and other key ATTs "expand the ability to transfer power between regions of the country, strengthen reliability and resource adequacy, and reduce consumer cost impact while utilizing existing rights of way." It plans to prioritize projects like:

- Reconductoring with advanced conductors.
- ATTs that can increase the usable capacity of existing assets in real time.
- Large-scale, cross-regional transmission upgrades and coordinated planning.

The key topic areas include grid resilience, smart grid and grid innovation, the latter of which includes "high-impact, innovative projects that enhance grid reliability and resilience, with a focus on transmission systems that facilitate development of new large loads," the OE explains. Concept papers are due April 2, 2026, and full applications are due May 20, 2026. DOE plans to make its selections in August 2026.

**More Public-Private Partnerships Needed**

This new opportunity puts the spotlight on public-private partnerships in an area where the U.S. needs faster execution on grid upgrades. DOE's own analysis shows that, if current retirement schedules and incremental additions remain unchanged, most regions will face unacceptable reliability risks within five years. It also says that the nation's electrical power grid will be "unable to meet expected demand for AI, data centers, manufacturing and industrialization while keeping the cost of living low for all Americans."

In *Public/Private Partnerships Must Drive U.S. Energy Success*, energy expert David Blackmon writes about the need for such partnerships in the energy sector. Citing an INGAA Foundation study, he says more than $1 trillion in new capital must be invested in pipelines and other midstream assets between now and 2052.

"That number is eye-watering in its own right," Blackmon writes, "but now several new reports project that much and more must be invested in the nation's power grid in just the coming five years if America is to win the ongoing AI race with China."

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## 6 Ways to Close the AI Confidence Gap

*New insights from Accenture signal a real need to get employees on board with and involved in more AI initiatives and conversations.*

The pace of change in business isn't just picking up—it's compounding on itself. What took a year to unfold in 2023 now happens in a quarter, and leaders know they're facing more disruption this year than they saw last year. The question isn't whether things will keep accelerating, but whether organizations can actually handle it.

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# WIN SOURCE
## ELECTRONICS

## NEXUS™ Solution

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NEXUS™ is WIN SOURCE's comprehensive supply chain enablement solution, designed to optimize the procurement operations of global electronic component buyers by enhancing flexibility, responsiveness, and operational efficiency.

By integrating five core capabilities— INSIGHT™, SMARTBUY™, FLOWSYNC™, FLEXCARE™, and TRUSTLINK™ —NEXUS™ delivers end-to-end support from sourcing decisions and supply chain execution to customer service. It empowers organizations to build supply networks that are resilient, agile, and reliable in an increasingly complex procurement landscape.

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# 2026 TOP 50 EUROPEAN
## ELECTRONICS DISTRIBUTORS

★ **2026 Platinum Sponsor**  **WIN SOURCE** ELECTRONICS

**1. What is the most significant market shift you're seeing in electronic component distribution in 2026?**

From an industry perspective, one notable shift in electronic component distribution in 2026 is that digital capabilities are becoming increasingly embedded in procurement and supply decision-making. The industry has discussed digitalization for years, but it is now directly influencing BOM sourcing, inventory strategies, and supplier selection.

OEM and EMS procurement teams are relying more heavily on real-time data and intelligent tools to assess component availability—such as lead-time fluctuations for critical chips, the availability of alternative parts, or inventory distribution across regions. As a result, distributors are evolving from traditional inventory providers to supply chain partners delivering data-driven insights and intelligence.

Simultaneously, with the rapid development of applications like AI, automotive electronics, and industrial automation, product BOM complexity is growing, along with long-tail components. Companies need stable supply of core components and the ability to source small-volume, hard-to-find, or end-of-life components quickly.

In this area, WIN SOURCE has invested heavily. Through our global spot supply network and digital procurement platform, we integrate inventory from various regions, helping customers quickly locate components—especially in shortages, long-tail parts, or urgent procurement—providing more flexible sourcing options.

Moreover, our API services allow customers to check inventory in real time, access supply chain information, and place orders directly, saving time and accelerating decision-making. Customers can find the right components faster, streamline procurement, and respond swiftly to changing market demands, speeding up product development.

**2. How are geopolitical tensions, trade policy changes and tariffs influencing your sourcing and regional strategies?**

The electronic components industry operates within a highly globalized supply chain, spanning multiple countries and regions—from wafer manufacturing and packaging/testing to distribution and end-product manufacturing. In recent years, geopolitical developments, export controls, and adjustments to trade policies have had an increasingly visible impact on the global electronics supply chain.

For example, geopolitical tensions in the Middle East may appear geographically distant, but they can indirectly affect the industry by influencing global energy supply and logistics costs, ultimately impacting the stability of the broader supply chain.

In response to these uncertainties, WIN SOURCE places greater emphasis on anticipating risks and maintaining operational flexibility. Leveraging data analytics and digital tools, we continuously monitor global supply chain dynamics in real time. This allows us to help customers adjust their procurement strategies ahead of policy or market shifts, thereby minimizing sourcing risks.

At the same time, customer priorities are evolving. In the past, procurement decisions were mainly driven by price and lead time, but today companies increasingly value flexibility, transparency, and alternative supply channels. To address this shift, WIN SOURCE continues to strengthen its global sourcing network and cross-regional resource matching capabilities.

We maintain stable supply partnerships across North America, Europe, and the Asia-Pacific region, and through our digital platform we integrate global spot inventory, enabling customers to quickly identify alternative sources and avoid reliance on a single channel.

Finally, as global trade policies become more complex, compliance has become a core competitive capability for companies. WIN SOURCE recognizes this and continues to invest in compliance processes to ensure transparency and legality across the supply chain, providing customers with more stable and reliable supply assurance.

**3. Where do you see the most promising growth opportunities across end markets or regions?**

From an industry trend perspective, demand growth for electronic components over the next few years will continue to be driven primarily by technology-intensive application markets.

For example, AI servers and data centers are driving increasing demand for high-performance processors, power management devices, and high-speed connectors. Meanwhile, the development of new energy vehicles and intelligent driving systems is fueling demand for power semiconductors, sensors, and control chips.

Regionally, the Asia-Pacific region remains a key global hub for electronics manufacturing, while countries in Southeast Asia and India are rapidly strengthening their manufacturing capabilities. More companies are expanding production in these regions, creating new opportunities for the electronic components supply chain.

For global distributors like WIN SOURCE, the key is not only to follow these growth markets, but more importantly to leverage global supply networks and digital procurement capabilities to help customers flexibly access component resources across different regions and manage increasingly complex BOM sourcing requirements more efficiently.

| | Company | Locations |
|---|---|---|
| 1. | Rutronik Electronics Worldwide | Germany |
| 2. | Win Source Electronics | Europe |
| 3. | Transfer Multisort Elektronik Sp. Z o.o. | Poland |
| 4. | Alantys Technology | France |
| 5. | Chip 1 Exchange | Germany |
| 6. | ÖZDİSAN ELEKTRONİK A.Ş | Turkey |
| 7. | Anglia Components Plc | United Kingdom |
| 8. | 4Source Electronics AG | Germany |
| 9. | Acte Integrating Technologies | Denmark |
| 10. | Astute | United Kingdom |
| 11. | Atlantik Elektronik | Germany |
| 12. | Beck Elektronik | Germany |
| 13. | Burkin | Germany |
| 14. | CCI Europe | Germany |
| 15. | CE Consumer Electronic GmbH | Germany |
| 16. | Ceptronic | Germany |
| 17. | Chip Germany | Germany |
| 18. | CODICO GmbH | Germany |
| 19. | ComSIT Distribution GmbH | Germany |
| 20. | Conrad | Germany, Sweden, Austria, Italy |
| 21. | Diotec Semiconductor | Germany |
| 22. | Dis-Tec GnbH & Co. KG | Germany |
| 23. | Distrelec | Europe |
| 24. | EBV Elektronik, an Avnet Company | Germany |
| 25. | Elmos | Germany |
| 26. | EU Automation | Europe |
| 27. | Farnell Electronics | United Kingdom |
| 28. | GLYN GmbH & Co. KG | Germany |
| 29 | IBH Elektrotechnik | Germany |
| 30. | IC-Direct | Germany |
| 31. | Ineltro Electronics GmbH | Germany |
| 32. | TTI Europe | Germany |
| 33. | Macnica | Europe |
| 34. | materialboerse.de GmbH | Germany |
| 35. | Memphis Electronic GmbH | Germany |
| 36. | MEV Elektronik Service GmbH | Germany |
| 37. | Milexia Group | Germany |
| 38. | NIES Electronic GmbH | Germany |
| 39. | Omega Fusibili S.p.a. | Italy |
| 40. | omnical | Netherlands |
| 41. | Rebound Electronics | United Kingdom |
| 42. | Rehag Elektronik GmbH | Germany |
| 43. | RS Components GmbH | Germany |
| 44. | Schukat | Germany |
| 45. | Schwaiger GmbH | Germany |
| 46. | Taurus Europe | Netherlands |
| 47. | Tomark Electronics Ltd | United Kingdom |
| 48. | Topas Electronic AG | Germany |
| 49. | TouchNetix | Norway |
| 50. | TRG Components | Germany |

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# 2026 TOP EUROPEAN DISTRIBUTORS LIST

**4Source electronics AG - 4Source virtues: openness and customer-oriented transparency.**

What sets us apart from a normal distributor is that we operate freely and, above all, independently of manufacturer - so the entire global market is open to us. What distinguishes us from a classic chip broker is that we understand our engagement in special procurement as a constructive aid to solving your procurement bottlenecks, not as an emergency that we can exploit to achieve excessive profits. www.4source.de

**ACTE Integrating Technologies - We are the customers' one-stop consultant.**

ACTE is a well-established consultancy and sales company with specialist knowledge in INDUSTRY, RAIL, IOT, ENERGY and MARITIME. We offer consultancy services, sale of quality products and project management to our customers in Denmark and abroad. www.acte.biz

**Alantys Technology - We are the new distribution model.**

Since 2001, ALANTYS Technology is one of the fastest growing distributor of semiconductors, electronic components, to the world's leading manufacturers. Alantys Technology develops supply-chain solutions for customers in a host of industries. Our hybrid distribution model enables our customer base to use us on different strategic topics. www.alantys.com

**Anglia Components Plc - Privately owned, Anglia prioritises understanding customer needs, delivering a fast, consistent and responsive service.**

Anglia Components Plc is a leading UK and European distributor of semiconductors, optoelectronics, interconnect, passive, and electromechanical components, partnering with top global manufacturers. With a highly experienced team, Anglia has supported OEM and EMS companies across all electronic industry sectors for more than 50 years. www.anglia.com

**Astute - Our customers are at the forefront of our evolution.**

Astute is one of the world's most knowledgeable experts in international electronic component procurement, distribution, and supply chain management. Trusted to deliver in the most complex, mission-critical, and technologically advanced arenas, including Defense and Aerospace, Astute works with a hand-picked selection of over 100 of the world's elite component manufacturers to provide you with all the support you need to turn your vision into reality. www.astutegroup.com

**ATXX - We are Your Partner, From the Idea to the Finished Product!**

Atlantik Elektronik offers technology solutions, including standard distribution, project planning, custom hardware/software development, and logistics. With over 40 years of experience, the company operates internationally and partners with leading global tech firms to deliver tailored solutions for a wide range of customers. www.atlantikelektronik.com/en

**Beck Elektronik - BECK - The Electronic Family**

We have been in business for four generations, since 1925: BECK is a globally represented family business with over 100 highly trained employees. We serve customers and suppliers in Germany, Europe, Asia and North and South America. BECK is a contract distributor of worldwide leading manufacturers of electronic components. BECK is a specialist for displays, optoelectronics, passive components, discrete semiconductors & electromechanics. www.beck-elektronik.de

**Burklin - Proud to be a trusted partner for our manufacturers, suppliers and customers for 70 years.**

Burklin delivers. Reliably and quickly, because we are located in the heart of Europe and have been in top form since 1954. We see ourselves as a high-service distributor for high-quality and innovative electronic products from leading manufacturers. In this way, we sustainably support our suppliers and customers. www.buerklin.com/en/

**CCI - "Your request - Our mission"**

CCI Europe and Asia are specialized in the worldwide sale of electronic components. For more than 20 years, we have been a successful part of the industry. At CCI your inquiries will be processed immediately and comprehensively and quality is our highest priority! www.cci-europe.de/en/

**CE Consumer Electronic - There is only one original**

Founded in 1976 and based in Hallbergmoos, Germany, CE Consumer Electronic GmbH is a specialist distributor of electronic components, offering global sourcing of original manufacturer parts alongside design-in and development support for actuators and magnetic technologies. With a strong portfolio that includes frequency control products and custom or standard magnets, and backed by a well-established international procurement model, the company provides reliable procurement, consulting, and production services as part of the Intertec Components GmbH group. www.consumer.de

**Ceptronic - As a family-run company, we believe in long-term business relationships.**

Ceptronic GmbH was founded in spring 2012 by Michael Dohrmann and his son Lukas Dohrmann with the aim of offering alternative sources of supply to electronics manufacturing companies through international procurement. Through direct cooperation with distributors in Asia, several manufacturers and carefully selected partners, Ceptronic GmbH offers you the best world market prices, a price comparison with German distribution and access to international inventory. www.ceptronic.com

**Chip 1 Exchange - Our Journey: 20+ Years of Excellence**

Chip 1 Exchange has been a leader in the electronic components industry for over two decades, consistently evolving to meet the dynamic needs of our clients and delivering innovative sourcing solutions. www.chip1.com

**Chip Germany - First-Class Service & Comprehensive Product Range Worldwide**

Chip-Germany supplies your production with semiconductors and electronic components. Our team works with the highest level of commitment, care and reliability supplying components worldwide with a wide range of standard electronic products up to complex individual components. In doing so, we attach great importance to sustainable customer satisfaction and the consistent implementation of our quality standards. www.en.chip-germany.com

**Codico - Your partner for electronic components.**

CODICO stands for design-in distribution of high-quality electronic components. The product portfolio includes active and passive components as well as interconnection products. In addition to cross-competence project management, CODICO offers support and consulting from the development phase to the final product, and far beyond the initial order. Through our close collaboration with our manufacturers, we gain insight into the technologies of the future. We are happy to pass this advantage on to you. www.codico.com/en/

**ComSIT Distribution - Your sustainable specialist for electronic components**

Founded in 1986, ComSIT is a specialized sales and consulting firm focused on electronic components, with a strong emphasis on sustainability to enhance supply chain efficiency, prevent shortages, and reintegrate components into the economic cycle. With over 30 years of industry experience and a global presence across the USA, Mexico, Europe, and Asia, the company offers services including consignment programs, component testing, and expert consulting. www.com-sit.com

**Conrad Electronic - All parts of success**

Conrad Electronic has been a family business for 100 years. We guarantee our customers reliable delivery within 24 / 48 hours throughout Europe. In particular, today we offer our B2B customers access to the innovative technology of tomorrow: through our sourcing platform we offer a wide range of products from leading manufacturers to industrial customers, professional purchasing, maintenance and repair teams and employees of research & development or educational institutions and in general all people who love and enjoy using technology. This offer is complemented by a wide range of value-added business services for your company. www.conrad.com

**Diotec Semiconductor - Your Specialist for Semiconductor Solutions**

Discrete semiconductors have always been essential components of electronic devices. Rectifiers in power supplies, transistors for switching and signal processing or protective elements in various circuits: Modern electronics cannot work without these parts. Since more than 50 years, Diotec has been active in this highly competitive market. Know how, innovations and customer service are the basis of our success. www.diotec.com/en

**Dis Tec - With Global purchasing to the pole position.**

Established, long-term business connections between manufacturers, distributors and end customers prevent the price reductions that often occur these days. Ordinarily, you are referred to German contract distributors and you have no opportunity to find a good purchase price against these static structures. DIS-TEC GmbH & Co. KG is your important interface to globalization. We offer you market-driven world prices. www.dis-tec.de

# 2026 TOP 50 EUROPEAN DISTRIBUTORS LIST

**Distrelec** - A leading online and catalogue distributor for technical components, automation, measurement technology, IT and accessories in Europe.

Distrelec Group is a leading European distributor of electronic, automation, and measurement components, serving engineers and industrial customers with a broad product range and efficient digital-first platform. Now part of RS Group, the company benefits from expanded global reach and resources while continuing to deliver fast, reliable access to high-quality components across multiple industries. www.distrelec.com

**EBV Elektronik, an Avnet Company** - Technology. Passion. EBV.

EBV is celebrating 50 years of success in the electronics industry. 'Turning ideas into solutions' has always been and always will be our goal by supporting our customers in the process of bringing products to the market. Our leading-edge linecard with our wide-ranging expertise and advice, as well as the first-class support enabled us to become famous for over the last 50 years. https://my.avnet.com/ebv/

**Elmos** - Leading-edge technology

Elmos has been developing intelligent microchip solutions for over 40 years, primarily for the automotive industry. As a fabless company and specialist for analog mixed-signal ICs, Elmos makes the mobility of the future safer, more comfortable and more efficient. The innovative products of Elmos enable reliable driver assistance systems, intelligent sensors, efficient motors and new LED lighting concepts in modern vehicles. As a market leader in cutting-edge applications, Elmos is powering global megatrends such as autonomous driving, electromobility and software-defined vehicles. www.elmos.com

**EU Automation** - Automation Parts. Delivered Fast.

EU Automation provides global access to automation parts, helping manufacturers avoid downtime and save revenue. With offices and warehouses on major continents, they offer fast delivery, including next-day shipping on automation and control components. Their focus is on reliability and minimizing downtime for businesses worldwide. www.euautomation.com

**Farnell Electronics** - The Development Distributor

Farnell Electronics, founded in 1939 and headquartered in Leeds, UK, is a global distributor of electronic components, including semiconductors, connectors, and IoT solutions. It offers over 850,000 products with services like technical support, design assistance, and same-day shipping. Part of Avnet, Farnell provides global distribution and local customer support. www.farnell.com

**GLYN GmbH & Co. KG** - Your Specialist for Electronic Components

GLYN focuses on technical expertise, excellent product support, reliable processes, and advanced logistics. With 70 technical staff, including sales, specialists, and engineers, GLYN partners with leading manufacturers in semiconductors, displays, IoT, and flash memory, specializing in customized products for superior support and advisory services. www.glyn.com

**IBH Elektrotechnik**

IBH Elektrotechnik GmbH is an internationally active engineering and sales company with over 70 years of experience. Specializing in consulting and the supply of electronic components—from standard parts to application-specific solutions—the company works closely with leading global manufacturers to meet precise customer requirements. With aviation certification and quality standards including DIN EN ISO 9001:2015 and EN 9100:2018, IBH ensures the highest levels of reliability and performance. www.ibh-elektrotechnik.de

**IC-Direct** - Your Distributor for Electronic Components

IC-Direct is a certified independent distributor of electronic components headquartered in Munich, delivering fast and reliable supply through a large warehouse and a comprehensive service program. Specializing in sourcing hard-to-find and discontinued parts, optimizing pricing, and managing excess inventory, the company combines professionalism, flexibility, and assured quality to meet diverse customer needs. Serving businesses of all sizes—from industrial firms to global OEMs—IC-Direct has supported a wide range of industries for over 17 years, including aerospace, automotive, healthcare, and telecommunications. www.ic-direct.com

**Ineltro Electronics GmbH** - We Live the Distribution of Electronic Components

Founded in 1968 and headquartered in Vienna, Austria, Ineltro Electronics GmbH is a top distributor of electronic and electromechanical components. Offering a wide range of products, including semiconductors, sensors, and embedded solutions, Ineltro serves industries like logistics and technology. The company expanded in July 2024 by acquiring Ineltro AG in Switzerland. It operates a paperless, computerized system for efficient service, with facilities in Vienna and Pforzheim, Germany. www.ineltro.eu

**Macnica** - Future Proofing Today

Macnica is a technology solutions partner that delivers products, services, and solutions to future-proof businesses. By collaborating with partners and customers, Macnica drives digital technology evolution and creates innovative value for businesses, economies, society, and the planet. www.macnica.com

**materialboerse.de GmbH** - Your marketplace for electronic components

Established in 1999, materialboerse.de GmbH headquartered in Langenhagen, Germany specializing in the trade of electronic components. Acting as a service provider for companies looking to buy or sell surplus and excess inventory. With more than 20 years of experience, they offer a wide variety of components such as: semiconductors, passive components and electromechanics. www.materialboerse.de/en

**Memphis Electronic GmbH** - We Know Memory

MEMPHIS Electronic GmbH, established in 1991 and headquartered in Bad Homburg, Germany, is a specialized distributor and manufacturer of memory solutions, including DRAM, SRAM, and Flash products. With over 30 years of experience, the company has developed into a Memory Competence Center, collaborating with more than 18 memory manufacturers such as Samsung, Nanya, SK Hix, and Winbond. MEMPHIS serves a global customer base across various industries, including automotive, medical devices, networking, security, aerospace, and defense. In addition to distribution, MEMPHIS offers design-in support, obsolescence management, and customized memory solutions tailored to specific requirements. www.memphis.de/en

**MEV Elektronik Service GmbH**

MEV Elektronik Service GmbH is a distributor and manufacturer's representative for electronic components, modules, and systems, offering technical service and consultation across Germany, Central, and Eastern Europe. With 15 engineers and in-house labs, MEV specializes in power management, display technology, and optoelectronics, focusing on customized logistics and design-in distribution. www.mev-elektronik.com

**Milexia Group** - Milexia Helps you Innovate...

Milexia is a technology distributor focused on strong customer and partner relationships. With excellent supplier ties, we provide RF/Microwave, Power, HMI components, Satcom, Broadcast equipment, and more, offering value-added services like engineering design and maintenance. We aim to share knowledge and expertise for your benefit. www.milexia.com

**NIES Electronic** - Industrial electronics cable assembly

Founded in 1930, NIES Electronic GmbH is an owner-managed family business, with over 90 years of experience. They are a leading distributor of high-quality connectors from prominent manufacturers and offer customized cable assemblies for individual technical requirements. They offer tailor-made solutions with satisfaction as their top priority. www.nies-electronic.de

**Omega Fusibili S.p.a.** - A leading distributor of electronic, electromechanical and electric components

Headquartered in Milan, Italy Omega Fusibili S.p.A. is a well-known Italian distributor and manufacturer of electronic, electrical, and electromechanical components. Known for their highly automated warehouse that enables 48-hour delivery, and the company holds multiple ISO certifications. Founded in 1947, the company has additional offices in France and Spain. www.omegafusibili.com

**omnical**

Omnical provides access to one of the largest online assortment of electrical supplies. You can freely browse products and see pricing, lead times and stock for nearly one million products. Offerings range from switches and lighting to industrial automation and cables. www.omnical.co

**Ozdisan Elektronik A.S.**

Founded in 1980, Özdisan is an electronic component distributor and technology provider. Part of the DMY Electronic group, it offers services in PCB assembly, R&D support, LED lighting, and aluminum heat sink production. Özdisan combines advanced technologies with expert support to deliver solutions for future technologies today. www.ozdisan.com

# 2026 TOP 50 EUROPEAN DISTRIBUTORS LIST

**Rebound** - Custom Solutions for Every Stage of Your Supply Chain

Rebound Electronics are independent distributor of electronic components with 22 years of experience. We utilise our digital footprint, proprietary sourcing tools, data driven analytics and global reach to offer our clients supply chain and inventory management solutions to secure trusted product. www.reboundeu.com

**REHAG Elektronik GmbH** - The Wholesaler for Industrial Electronics in the B2B Sector

REHAG Elektronik GmbH is an independent global distributor of electronic components and LEDs. They ensure high-quality standards through DIN EN ISO 9001:2015 inspections and leverage long-standing manufacturer relationships to supply discontinued or hard-to-find components. www.rehag.de

**RS Components GmbH** - Making Amazing Happen for a Better World

RS is a global provider of products and services for companies designing, building, and maintaining industrial equipment. Committed to innovation and sustainability, we support customers with solutions for today's and tomorrow's challenges. Through training programs and STEM education, we empower future engineers to create a better world. www.de.rs-online.com

**Rutronik** - Your Trusted Distributor and Systems Provider of Electronic Components

Rutronik, founded in 1973 and based in Ispringen, Germany, is a leading distributor of electronic components with over 1,900 employees. In 2023, it achieved $1.243 billion in sales. Offering semiconductors, passive components, and embedded technologies, Rutronik provides global customer support and consulting services across Europe, North America, and Asia. www.rutronik.com

**Schukat Electronic** - We are Schukat...Electronic. Innovation. Supplied.

Schukat is a leading distributor of electronic parts, offering standard and custom products, special logistics, and personalized support. We prioritize satisfaction, appreciation, continuity, and independence in our relationships. Serving industries like automation, medical tech, and engineering, we provide tailored solutions and direct customer support. www.www.schukat.com

**Schwaiger**

Schwaiger GmbH, founded in 1946 headquartered in Langenzenn, Bavaria is a well-established electronics company focusing on consumer electronics, satellite and antenna technology, and smart home solutions. With over 75-yrs of experience, recognized as a leading German specialist in reception and distribution technology. www.schwaiger.de/en

**Taurus Europe** - Finally the IT partner you need.

Founded in 2005, Taurus Europe is a global conglomerate of IT distribution and system integration companies with offices across Europe, the U.S., Asia, and India. Holding ISO9001, ISO14001, and ISO27001 certifications, we focus on enterprise storage, innovation, and continuous improvement to enhance customer and partner satisfaction. www.tauruseu.com

**Tomark Electronics Ltd** - AAA

Established in 2012, Tomark Electronics Ltd. is an independent distributor of electronic components based in the UK. The company focuses on sourcing and selling new, unused current, hard-to-find, and obsolete components for commercial and military applications. To include semiconductors, integrated circuits, connectors, and passive components. They are ISO certified and carry a large inventory of products ready to ship from their UK warehouse. www.tomark.co.uk

**Topas Electronic AG** - opas- Components for Solutions

TOPAS electronic AG, established in 1984, specializes in active semiconductors, modules, systems, transmitters, and ODM products. With 40 years of experience, the company is ISO 9001:2015 certified, offering innovative solutions, competitive prices, and expert support through a highly skilled team. www.topas.de

**TME Electronic Components** - Your Partner in Electronics

With over 30 years of experience, TME combines a global business reach with a family-oriented management approach. We offer innovative solutions backed by a solid business foundation, making us a reliable supplier and partner to help you reach customers worldwide. www.tme.com

**TouchNetix** - TouchNetix is a global leader in creating innovative user experiences based on touch technology.

Founded in 2010, TouchNetix was established to deliver high-quality capacitive touch technology for a wide variety of applications and customers. The company's founders possess unmatched expertise in designing and developing HMI, capacitive touch, and innovative microcontroller technologies. www.touchnetix.com

**TRG Components (The Republic Group)** - Your Premier Source for Electronic Components

Founded in 1968, The Republic Group (TRG) started as an engineering office and evolved into a leading distributor of electronic, passive, and electro-mechanical components. TRG Components focuses on building relationships, offering innovative products, and bridging global partners with local customers across diverse markets. www.trg-gmbh.de/en/trg-components/home

**TTI Europe** - The IP&E Specialist

TTI Europe is based in Maisach-Gernlinden, near Munich, Germany. Our custom-built facility spans 36,000m$^2$, with 30,000m$^2$ allocated for warehousing, serving all European regions. www.ttieurope.com/content/ttieurope/en.html

**Win Source Electronics** - Connecting Global Electronics Components Offering Extensive & Reliable Electronic Sourcing Solutions

Since 1999, WIN SOURCE has helped customers quickly source hard-to-find, obsolete, and common electronic components at competitive prices. By leveraging in-stock inventory and a global supplier network, they reduce procurement cycles, lower transaction costs, and ensure high-quality parts. www.win-source.net