

Selecting a Connector Vendor – Part 2

A Look at Regional Leaders

Quality, design, electrical, and mechanical engineers and purchasing personnel work to identify the companies with whom to partner for their connector requirements. This requires answers to questions such as:

- ❖ Which companies offer the products and services we require? Which companies offer the best delivery, affordable pricing, and exceptional quality?
- ❖ Which companies offer well designed websites where it is easy to locate products and supporting documentation?
- ❖ Which companies offer exceptional customer service and can be counted on when there is a problem?

Globally there are approximately 1,500 companies that manufacture connectors, making it impractical to vet them all. The first step is to determine which companies deserve a closer examination. We believe a good starting point is to first examine the larger, more successful companies. Generally, the larger companies have been successful because they offer a broad array of high-quality products, at a reasonable price, and are able to deliver these products within a period that meets the customer's demand. With over 35 years of researching the connector industry and analyzing connector companies, Bishop believes the first step in identifying the best connector suppliers is to identify the Top 10 companies, using different definitions of what constitutes Top 10, Specifically, who are the:

- ❖ Top 10 in world sales.
- ❖ Top 10 in each geographic region.
- ❖ Top 10 by individual product type manufactured.
- ❖ Top 10 within each market served.

This series of articles will provide you with the names of the Top 10 companies in world sales, by geographic region, manufactured products, and by markets served. We will publish these articles in succession, starting with total world connector sales.

The source of this information is found in the [2024 Top 100 Connector Manufacturers](#) research report. Most connector users are interested in learning more about the companies beyond the Top 10 described in these articles. This is because the industry has many niche manufacturers that although small from a revenue perspective, produce excellent products. If you are interested in delving deeper and identifying other excellent companies, visit the link provided above to view Bishop's report on the Top 100 connector manufacturers.

When we finish publishing this series of Top 10 articles, you will learn there are 54 companies that have received a Top 10 ranking in either sales, sales by region, by product type or market sector. If you wish to see more potential suppliers of connectors, we have developed a website that provides profiles on over 750 connector companies. You may generate lists of connector companies by sales, products manufactured, markets served and country of origin. Visit [The World's Connector Companies](#) to view the capabilities of this dynamic website.

The first article, part 1 of 4, identified the Top 10 in world sales. These companies are ranked from one to 10, TE Connectivity, Amphenol, Aptiv, Molex, Foxconn (FIT), Luxshare Precision, Yazaki, Rosenberger, JAE, and Hirose Electric.

This article, part 2, identifies the Top 10 in each geographic region.

2023 Top 10 by Geographic Region

2023 Rank	North America	Europe	Japan	China	Asia Pacific	ROW
1	Amphenol	TE Connectivity	TE Connectivity	TE Connectivity	Amphenol	TE Connectivity
2	TE Connectivity	Amphenol	J.S.T.	Amphenol	TE Connectivity	Amphenol
3	Molex	Aptiv	JAE	Luxshare	Yazaki	Yazaki
4	Aptiv	Molex	Yazaki	Foxconn (FIT)	Molex	Rosenberger
5	Samtec	Rosenberger	Sumitomo	Aptiv	Foxconn (FIT)	Sumitomo
6	Yazaki	HARTING	Hirose	JONHON	KET	Aptiv
7	Glenair	Phoenix Contact	Molex	Molex	Hirose	KET
8	Hosiden	Yazaki	Amphenol	JAE	LOTES	Foxconn (FIT)
9	BizLink	BizLink	Rosenberger	Shenzen Deren	BizLink	Luxshare
10	Carlisle	Weidmüller	LEMO	Rosenberger	Luxshare	HARTING

When geographic region is the criteria for identifying Top 10 companies, an additional 15 companies achieve Top 10 status.

These companies are Samtec, Glenair, Hosiden, BizLink, Carlisle, HARTING, Phoenix Contact, Weidmüller, LEMO, J.S.T., Sumitomo, JONHON, Shenzhen Deren, LOTES, and Korea Electric Terminal (KET). Several of these companies achieve Top 10 status in more than one region.

The following table identifies the Top 10 ranking, by region, for each of the 25 companies.

Top 10 by Region Ranked from One to 10

Company	World	North			Asia		ROW
	Rank	America	Europe	Japan	China	Pacific	
TE	1	2	1	1	1	2	1
Amphenol	2	1	2	8	2	1	2
Aptiv	3	4	3		5		6
Molex	4	3	4	7	7	4	
Foxconn (FIT)	5				4	5	8
Luxshare	6				3	10	9
Yazaki	7	6	8	4		3	3
Rosenberger	8		5	9	10		4
JAE	9			3	8		
Hirose Electric	10			6		7	
BizLink	11	9	9			9	
JONHON	12				6		
Sumitomo	13			5			5
J.S.T.	14			2			
Phoenix Contact	15		7				
HARTING	16		6				10
Samtec	17	5					
LOTES	18					8	
Korea Electric (KET)	19					6	7
Shenzen Deren	20				9		
Glenair	22	7					
Carlisle	24	10					
LEMO	30			10			
Hosiden	33	8					
Weidmüller	35		10				

Important highlights from this table include:

- ❖ Amphenol achieved Top 10 status in all regions.
- ❖ TE Connectivity is ranked #1 or #2 in all regions.
- ❖ Molex achieved Top 10 status in all regions except ROW.
- ❖ Yazaki achieved Top 10 status in all regions except China.
- ❖ Rosenberger is in the Top 10 in four regions.

- ❖ LuxShare is in the Top 10 in three regions.
- ❖ Foxconn (FIT) is in the Top 10 in three regions.
- ❖ JAE is in the Top 10 in two regions.
- ❖ Hirose is in the Top 10 in two regions, down from three in 2022.
- ❖ Samtec is in the Top 10 in one region, down from two in 2022.
- ❖ BizLink is in the Top 10 in three regions.
- ❖ HARTING is in the Top 10 in two regions.
- ❖ This is the first year LEMO made the Top 10 in regions.
- ❖ CommScope and IRISO, who were in the Top 10 in 2022, dropped off the Top 10 by geographic region. Look for them as potential Top 10 candidates by market sector or product type.
- ❖ 2023 will be the last year Carlisle will appear on the list, as they have been acquired by Amphenol.

Part 3 of this series will identify the Top 10 by market sector.

All source data referenced in the above article is derived from Bishop & Associates [Top 100 Connector Manufacturer's](#) report.