

WELCOME TO THE NEW SMITHWEB!



Structure and Finance

Smith's Business Foundation

Smith is a private company founded in 1984 by Bob and Lee Ackerley. For more than 37 years, we have remained under the same stable ownership, allowing flexibility to grow and serve our customers' evolving needs in the changing global electronics and tech markets.

With global annual revenues of over \$3 billion USD, 17 global offices across three continents, and the agility afforded by private ownership, Smith remains a family company with the scale of a key global partner able to support any project or need.

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Smith provides total open-market inventory solutions for leading high-tech manufacturers worldwide. Our global network of customer-focused teams builds strong, enduring relationships by sourcing and reselling quality electronic components and meeting customer demands for speed of delivery, market knowledge, and integrity. Smith's commitment to complying with requirements and continuous improvement sets high standards for a rapidly changing industry.

Global Organization

Smith's sales and purchasing teams work globally to source and sell electronic components. We carry out transactions through one of four global entities:

- N.F. Smith and Associates, L.P.: A United States company
- Smith & Associates Far East Limited: A Hong Kong company
- Smith & Associates Europe B.V.: A Dutch company
- Smith Purchasing II LLC: A United States company dedicated to vendor-managed inventory programs

Each entity is able to warehouse and deliver product from other entities' warehouse locations or third-party logistics providers to ensure that – no matter which entity they transact with – our customers benefit from our global reach and delivery service.



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Smith's Four Global Entities

A Foundation of Stability and Flexibility

2021 Sales

\$3.4 billion

Historic Sales

\$10 billion since 2016

Strong Foundation

Same ownership and focus for over 37 years

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Credit and Financials

Smith is a private company with a syndicated bank revolver. Smith does not have traded debt or an official credit rating.

With global annual revenues of over \$3 billion USD and a balance sheet capable of financing \$2 billion USD of accounts receivable and inventory, Smith has the size and scale to meet our customers' unique and varying needs.

To facilitate sales on terms, customers must be publicly traded or provide the relevant financial information to set up credit accounts.

Smith likewise works with a broad global network of vetted suppliers and is a proven partner trusted as the intermediary between the open market's leading suppliers and our customers.

We have the stability and capability to get our customers the components they need.

Request a Credit Application:

First name *

Last name *

Company *

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How did you hear about us?



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SUBMIT REQUEST

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“Relationships have always been our business, whether they’re new or decades old. Our unique structure, resources, and experience position Smith as a prime partner to businesses across the global electronic-component market, whether they are purchasing, selling, or seeking support in managing complex inventory situations.”

Nick Bedford

Chief Financial Officer

Latest News

Jul 07, 2022

Smith’s Operational Excellence: Process Evolution and Facility Expansion

GET IN TOUCH

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