

People On the Move

Dakota Supply Group (DSG) (Plymouth, MN): **Mike Rode** recently joined DSG as VP of sales for electrical products and services. Rode will provide direct sales leadership across several of the industry segments that DSG serves, including electrical, utility, communications and automation.

Prior to joining DSG, Rode held several progressive leadership roles in his career in electrical manufacturing and wholesale distribution over the past 24 years. Most recently, he served as VP of sales for Viking Electric Supply, while also serving on the Sonepar North American Product Management Team. Prior to that he held multiple executive posts with GE and Eaton.

In other news at DSG, DSG's new VP of Sales for mechanical products and services, **Brandon Emineth** will provide direct sales leadership across DSG's mechanical segments, including plumbing, HVAC/R, waterworks and on-site sewer and water. Prior to joining DSG, Emineth held progressive leadership roles with Familian Northwest and Ferguson.

National Electrical Manufacturers Association (NEMA) (Rosslyn, VA): In his new role at NEMA as VP of operations and strategy, **Patrick Hughes** will oversee the association's technical operations and strategic planning. Hughes previously served as senior director of Government Relations and Strategic Initiatives for NEMA.

Hughes joined NEMA as director of the High-Performance Buildings Council before being promoted to lead electric grid, electric vehicle, energy storage, IoT and cyber security policy advocacy.

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Kaman Agrees to Sell Distribution Business for \$700 Million to Focus on Aerospace

Kaman Corp., Bloomfield, CT, entered into a definitive agreement to sell its Distribution segment to affiliates of investment firm Littlejohn & Co., LLC, Greenwich, CT, for total cash consideration of \$700 million, subject to customary closing conditions and working capital adjustments.

Kaman's Distribution Segment is a high-tech distributor of electro-mechanical, bearings, power transmission, motion control and electrical and fluid power components, as well as automation and MRO supplies. The business provides engineering, design and support for automation, electrical, linear, hydraulic and pneumatic systems as well as belting and rubber fabrication, customized mechanical services, hose assemblies, repair, fluid analysis and motor management. With approximately 220 locations across the U.S. and Puerto Rico, Kaman Distribution's 2,200 employees generated \$1.1 billion in net revenue

in 2018.

"Kaman Distribution builds upon Littlejohn's deep expertise investing in the distribution and industrial sectors," said Tony Miranda, managing director of Littlejohn. "We have long admired Kaman Distribution, a market-leading provider of products and solutions to its customers as well as a trusted partner to its suppliers, and look forward to working closely with management to further invest in the business and drive growth, both organically and via acquisition."

Following completion of the transaction, Kaman will continue to design and manufacture critical components, structures, and systems for commercial and military customers. The Aerospace Segment currently operates out of fourteen facilities around the world with almost 3,000 employees and is expected to generate between \$730 and \$760 million of revenue in 2019.

County-Level Employment Data for Electrical Contractors Offers Local Market Insight

When *EM's* editors checked the latest county-level employment data for electrical contractors to find the fastest-growing counties, there weren't too many surprises in the list of large metropolitan areas that added the most contractor employees.

Outside of East Baton Rouge Parish, LA, which added a shocking 1,553 electrical contractor employees between 2017 and 2018, two of the usual suspects were at the top of the list: Arizona's Maricopa County in the Phoenix metropolitan statistical area (MSA) with a +1,288 increase to 16,976 employees, and Los Angeles County, with a +1,038 increase to 19,480 employees. Hillsborough County in the Tampa-St. Petersburg MSA added 881 more employees and had an 18% year-over-year (YOY) gain and Virginia's Loudoun County in the western Washington, DC, suburbs added 628 employees and had a 14% YOY gain. You can see which other counties ranked in the Top 25 in the

chart on page 2, and find electrical contractor employment data for more than 1,000 counties at www.electricalmarketing.com.

The largest counties in the land did have some surprises when we looked at their share of total electrical contractor employment. The U.S. Bureau of Labor Statistics' employment data for electrical contractors revealed that of the more than 3,000 counties in the United States, 1,047 had electrical contractor employees, and that altogether these counties had 826,238 contractor employees in 4Q 2018.

We were surprised to find that a huge percentage of these employees are in a fairly small number of counties. The top 10 counties had 16% of all electrical contractor employees in the U.S., and the top 50 counties had 46%. The biggest surprise was that 81% of all electrical contractor employees work in just 250 counties. These numbers are im-

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Biggest Increases in Electrical Contractor Employment: Largest Counties (2017-2018)

County	State	Metropolitan Statistical Area	4Q 2018 Employment	YOY Increase (#)	YOY % change	Electrical Sales Potential (\$ Millions)	# Contracting Firms
East Baton Rouge Parish	LA	Baton Rouge, LA	7,260	1,553	27.2	481.4	150
Maricopa County	AZ	Phoenix-Mesa-Scottsdale, AZ	16,976	1,203	7.6	1,125.7	1016
Cobb County	GA	Atlanta-Sandy Springs-Roswell, GA	4,571	1,074	30.7	303.1	197
Los Angeles County	CA	Los Angeles-Long Beach-Anaheim, CA	19,480	1,038	5.6	1,291.8	2102
Hillsborough County	FL	Tampa-St. Petersburg-Clearwater, FL	5,790	881	18.0	384.0	390
El Dorado County	CA	Sacramento--Roseville--Arden-Arcade, CA	1,964	803	69.2	130.2	76
New York County	NY	New York-Newark-Jersey City, NY-NJ-PA	7,846	775	11.0	520.3	297
Harris County	TX	Houston-The Woodlands-Sugar Land, TX	17,088	722	4.4	1,133.1	860
Loudoun County	VA	Washington-Arlington-Alexandria, DC-VA-MD-WV	4,980	628	14.4	330.3	95
Midland County	TX	Midland, TX	1,488	627	72.7	98.7	71
Alameda County	CA	San Francisco-Oakland-Hayward, CA	6,285	607	10.7	416.8	342
Washington County	OR	Portland-Vancouver-Hillsboro, OR-WA	2,445	606	33.0	162.1	148
San Francisco County	CA	San Francisco-Oakland-Hayward, CA	4,171	532	14.6	276.6	182
San Bernardino County	CA	Riverside-San Bernardino-Ontario, CA	5,549	505	10.0	367.9	432
Franklin County	OH	Columbus, OH	4,377	501	12.9	290.3	200
Calcasieu Parish	LA	Lake Charles, LA	1,795	477	36.2	119.0	74
Seminole County	FL	Orlando-Kissimmee-Sanford, FL	3,553	471	15.3	235.6	176
Douglas County	NE	Omaha-Council Bluffs, NE-IA	3,236	461	16.6	214.6	172
Orange County	CA	Los Angeles-Long Beach-Anaheim, CA	13,719	459	3.5	909.7	952
Salt Lake County	UT	Salt Lake City, UT	5,763	410	7.7	382.2	445
Arapahoe County	CO	Denver-Aurora-Lakewood, CO	4,194	400	10.5	278.1	245
Multnomah County	OR	Portland-Vancouver-Hillsboro, OR-WA	4,386	381	9.5	290.8	147
Hamilton County	TN	Chattanooga, TN-GA	1,911	379	24.7	126.7	71
Clark County	WA	Portland-Vancouver-Hillsboro, OR-WA	2,237	377	20.3	148.3	169
Bexar County	TX	San Antonio-New Braunfels, TX	5,820	369	6.8	385.9	342

Biggest Increases in Electrical Contractor Employment: Smaller Counties (2017-2018)

County	State	Micropolitan Statistical Area	4Q 2018 Employment	YOY Increase (#)	YOY % change	Electrical Sales Potential (\$ Millions)	# Contracting Firms
Rutherford County	NC	Forest City, NC	548	200	57.3	36.3	17
Lea County	NM	Hobbs, NM	660	157	31.2	43.8	28
Marion County	IA	Pella, IA	278	120	76.3	18.4	9
Dickinson County	MI	Iron Mountain, MI-WI	840	112	15.4	55.7	7
Stark County	ND	Dickinson, ND	383	111	41.0	25.4	26
Grant County	WA	Moses Lake, WA	263	82	45.6	17.4	22
Kosciusko County	IN	Warsaw, IN	509	73	16.6	33.8	16
Tift County	GA	Tifton, GA	101	59	140.5	6.7	9
Troup County	GA	LaGrange, GA	385	58	17.9	25.5	23
Nevada County	CA	Truckee-Grass Valley, CA	360	54	17.6	23.9	55
Franklin County	KY	Frankfort, KY	336	53	18.8	22.3	20
Clinton County	NY	Plattsburgh, NY	327	48	17.3	21.7	16
Eddy County	NM	Carlsbad-Artesia, NM	297	44	17.4	19.7	24
Harnett County	NC	Dunn, NC	301	42	16.2	20.0	28
Belknap County	NH	Laconia, NH	245	42	20.7	16.3	36
Stephens County	OK	Duncan, OK	192	42	27.7	12.8	16
Kalkaska County	MI	Traverse City, MI	146	39	35.9	9.7	7
Jim Wells County	TX	Alice, TX	92	37	67.9	6.1	8
Scotland County	NC	Laurinburg, NC	171	32	22.8	11.3	7
Wabash County	IN	Wabash, IN	199	31	18.2	13.2	8
Summit County	UT	Summit Park, UT	193	29	17.7	12.8	30
Lamar County	TX	Paris, TX	113	28	33.1	7.5	17
Dyer County	TN	Dyersburg, TN	132	28	26.6	8.7	7
Okeechobee County	FL	Okeechobee, FL	65	28	74.8	4.3	10
Freeborn County	MN	Albert Lea, MN	110	27	32.1	7.3	13

Notes: Employment data from U.S. Bureau of Labor Statistics' Quarterly Census of Employment and Wages. Sales estimates from Electrical Wholesale. Counties listed outside major metros showed the largest increases in Micropolitan Statistical Areas, which the U.S. Census Dept. defines as market that "contains an urban core of at least 10,000, but less than 50,000, population." Electrical contractor employment data for more than 1,000 counties available to subscribers at www.electricalmarketing.com.

Isenstein Sells DISC Corp. to Christian Sokoll

Distributor Information Services Corp. (DISC) announced that after 35 years of delivering economic forecasting data to the electrical community, industry veteran Christian Sokoll has acquired the company.

“DISC is one of the oldest and most trusted forecasting tools in the electrical industry,” said Sokoll. “The model is unique, and the data are constantly updated and verified. The unique nature of the DISC databases and the commitment to customer service is what got me excited about the opportunity. With the emergence of new technologies, data blending, data visualization and artificial intelligence, we are excited to grow the business for many years to come.”

Sokoll has most recently been providing data analytics and market consulting services to the electrical community. Previously, he spent 27 years with Houston Wire

& Cable Co., Houston, in various executive posts, including VP of national business development. In this role, Sokoll provided market analytics, data modeling and data visualization and managed the capital projects group.

“I am so pleased that as I looked for a successor for the company, Christian Sokoll, an industry veteran, DISC customer and data wrangler, was a willing partner in the transition that will position DISC for growth and continued success for many more years,” Herm Isenstein, founder of DISC, said. “Chris and I will be working together for at least the next six months to ensure a smooth transition and superior customer service.”

The company headquarters has moved from Orange, CT, to Houston, following the sale, which was finalized in this month.

Osram Welcomes Takeover Bid by Bain Capital and Carlyle Group Valuing Biz Above \$4 Billion

The managing and supervisory boards of Osram Licht AG, Munich, Germany, approved a deal in which a consortium led by Bain Capital and Carlyle Group will buy all public shares of the lighting giant.

The group's €3.4 billion (\$3.8 billion) offer represents an enterprise value of roughly €4 billion (\$4.48 billion). Shareholders are to be offered €35 (\$39.24) per share in cash, a premium of 22.6% on the volume-weighted average price of Osram shares in the past three months.

Osram's managing board intends to sell its own Osram shares to the bidders as part of the takeover, the company said.

“Bain and Carlyle are the right partners

for Osram at the right time,” said Olaf Berlien, CEO of Osram, in a release. “They support our strategy and facilitate growth. Both are committed to our employees and offer shareholders an attractive premium.”

Osram said the agreement includes assurances that the company will continue to support the transformation that management has been pursuing to focus Osram on optical semiconductors, the automotive sector and digital applications. The company's headquarters will remain in Munich and the rights to all patents will remain with Osram. Bain and Carlyle will support existing labor agreements, collective bargaining agreements and pension plans.

Emerson Buys Zedi Software and Automation Business with an Eye on Oil & Gas Market

Emerson Corp., St. Louis, completed the purchase of Calgary, Alberta-based software and automation businesses from Zedi. The businesses have approximately 155 employees in North America.

Emerson said the addition of Zedi's cloud supervisory control and data acquisition (SCADA) platform will further enable Emerson to serve oil and gas producers with cloud-based monitoring, control and optimization. Combined with Emerson's extensive applications, controller, instrumentation and flow metering portfolio, this acquisition expands opportunities

for Emerson across the global oil and gas production market.

“As world energy demand continues to grow, helping our vital oil and gas market customers maximize their resources is a top priority,” said Lal Karsanbhai, executive president of Emerson's Automation Solutions business. “Through our vast portfolio of automation technologies, we are helping the industry navigate ever-changing market dynamics and operational challenges. The addition of Zedi strengthens our ability to help customers leverage the latest advances from the field to the refinery.”

Around the Industry

City Electric launches residential renewables business

After establishing a national presence in the utility/large commercial segment of the renewables market, City Electric Supply (CES), Dallas TX, has launched a new division that focuses on sales opportunities for renewables in the residential market.

National Renewable Business Development Manager Robbie McNamara is excited about the opportunity with this new division. McNamara said in a press release, “The industry has grown over the last 10 years and is forecasted to continue growing beyond the expiration of the Investment Tax Credit (ITC) in 2022. This proves the price of the technology has come down enough that it's readily attainable for homeowners and businesses to continue investing in renewable energy.”

The main hub for the Renewable Energy Group (REG) in Morrisville, NC, is operated by Mason Phillips, who has 10 years of utility-scale installation experience, and overseen by McNamara and Vice President of Operations Gary Smith. In the last 11 years, REG has supplied over 7GW worth of projects nationwide from small residential/light commercial installations to utility-scale solar farms ranging from 2MW to 300MW. The division's growth required a new office in Dallas, TX, which opened this spring, and a Florida office opening this summer.

ABB to close Florida plant and shift production to North Carolina

ABB announced moves to optimize and expand its electrification business in the United States to meet growing demand for medium-voltage products and systems. ABB will expand its Mebane, NC, facility and will discontinue production at its Lake Mary, FL unit. The move is part of ABB's integration of the former General Electric Industrial Solutions (GEIS) business.

ABB is planning to invest up to \$39.9 million over the next year to build a 200,000 square foot expansion and upgrade machinery at the Mebane plant to increase capacity for producing medium-voltage product lines. ABB will transfer its Lake Mary manufacturing there by the third quarter of 2020.

The expansion is backed by \$4.3 million in incentives from the State of North Caro-

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Industry Events

July 17-19

NAED LEAD Conference

Nashville, TN; (NAED), www.naed.org

July 29-Aug. 1

NAED Adventure Conference

Nashville, TN; NAED, www.naed.org

August 8-10

IES Annual Conference

Louisville, KY; IES, www.ies.org

September 14-17

NECA Convention

Las Vegas; National Electrical Contractors Association

www.necaconvention.org

October 20-22

IMARK Annual Meeting

Orlando, FL; IMARK Group,

www.imarkgroup.com

October 28-30

AD Electrical North American Meeting

Aurora, CO; Affiliated Distributors,

www.adhq.com

November 6-7

NEMA Annual Meeting

Naples, FL National Electrical Manufacturers Association (NEMA), www.nema.org

November 11-13

NAED Eastern Region Conference

Tampa, FL; NAED, www.naed.org

November 20-21

Rockwell Automation Fair

Chicago; Rockwell Automation,

www.rockwellautomation.com

November 20-22

Greenbuild 2019

Atlanta; Informa Exhibitions/U.S. Green Building Council, www.greenbuildexpo.com

January 20-22, 2020

NAED Eastern Region Conference

Phoenix, AZ; NAED, www.naed.org

January 29 - February 1, 2020

NEMRA Annual Conference

Orlando, FL; National Electrical Manufacturers Representatives Association (NEMRA), www.nemra.org

2018 Electrical Contractor Employment Growth Most Evident in SunBelt Metros and Energy-Dependent Counties

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portant for electrical marketers. For instance, electrical distributors need to consistently analyze their branch coverage to make sure they have locations in the right places to service the hottest counties, and electrical manufacturers need to ensure they have enough independent reps or factory salespeople to cover the fastest-growing counties.

But it's not all about the growth of the large metros. As you can see in the chart on page 2, some smaller counties in what are called "micropolitan statistical areas"

(population of at least 10,000, but less than 50,000 in total population), are also showing some great growth. Rutherford County in western North Carolina near Asheville; New Mexico's Lea County just across the border from the Midland-Odessa oil patch; and Dickinson County in Michigan's Upper Peninsula caught our eye.

Marion County, IA, (+76%) near Des Moines and Stark County, ND, (+41%), also were among the leaders when ranked on a YOY percent increase basis.

— Jim Lucy

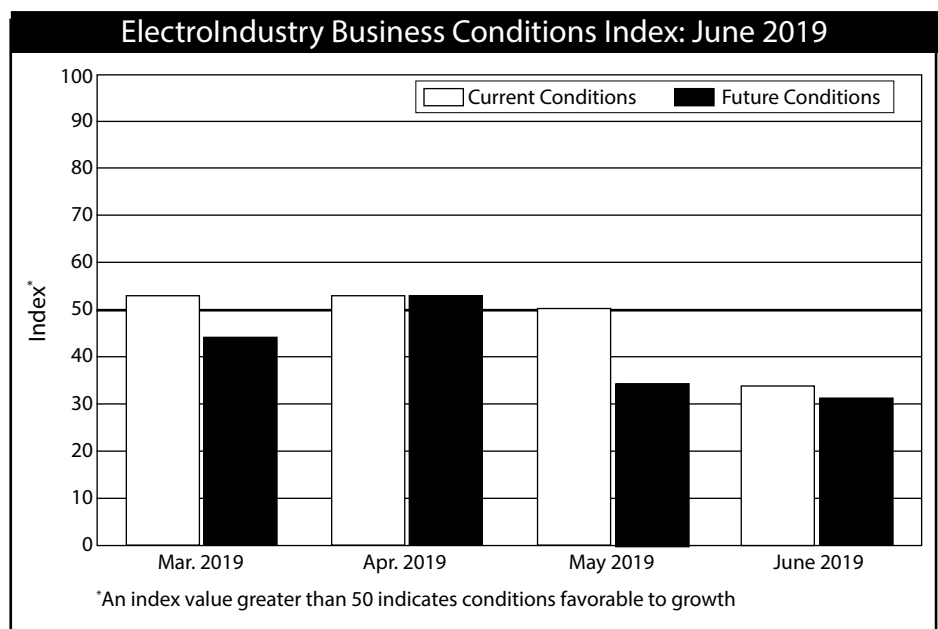
NEMA's EBCI Index Continues to Sink on Execs' Concern About Future Conditions

At 34.4 points, the current component of the ElectroIndustry Business Conditions Index suggested that business conditions may have softened in June. The nearly 16-point drop from the prior month reflected a complex mix of responses ranging from concern over the negative effects of ongoing tariff-related actions, to the salutary impact of those same trade moves, to continued or even increased strength in the market. Twenty percent of the panel reported unchanged conditions, which left the remaining 80% of responses evenly split between those noting better or worse conditions this month.

The ElectroIndustry Business Conditions Index (EBCI) is a monthly survey of senior executives at electrical manufacturers published by the National Electrical

Manufacturers Association (NEMA), Rosslyn, VA. Any score over the 50-point level indicates a greater number of panelists see conditions improving than see them deteriorating.

For eight of the last 12 months, including the current period, the future conditions index has been under the growth threshold reading of 50 points. The June index value of 31.3 points, which marks a two-point decline from last month, is the lowest future component reading since Nov. 2008. Nearly 70% of this month's respondents expect business conditions to be worse in six months. Virtually all comments point to public policy, especially those having to do with trade, as the main reason for the low expectations made evident in the numerical score.



Value of New Construction Spending in May Shows Mild Decline to \$1,293.9 Billion

Total construction spending during May 2019 was estimated at a seasonally adjusted annual rate of \$1,293.9 billion, 0.8% percent below the revised April estimate of \$1,304.0 billion. The May figure is -2.3% below the May 2018 estimate of \$1,324.3 billion. During the first five months of this year, construction spending amounted to \$498.8 billion, -0.3% below the \$500.3 billion for the same period in 2018.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of \$953.2 billion, -0.7% below the revised April estimate of \$960.3 billion. Residential construction was at a seasonally adjusted annual rate of \$498.9 billion in May, -0.6% below the revised April estimate of \$501.7 billion. Nonresidential construction was at a

seasonally adjusted annual rate of \$454.3 billion in May, -0.9% below the revised April estimate of \$458.5 billion.

Office construction, one of the larger private construction segments, showed a -1% decline in May to \$67,711 million, but is up +7% over May 2018.

Public construction. In May, the estimated seasonally adjusted annual rate of public construction spending was \$340.6 billion, -0.9% below the revised April estimate of \$343.7 billion. Educational construction was at a seasonally adjusted annual rate of \$79.3 billion, nearly the same as the revised April estimate of \$79.3 billion. Construction of educational facilities is showing some nice growth over 2018, as May 2019 is up +5.8% over May 2018.

Around the Industry

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lina over 12 years with ABB's commitment to create 403 jobs in five years. The move will impact approximately 200 employees at the Lake Mary facility, many of whom will be offered employment in North Carolina or other positions within ABB.

Q2 Pulse of Lighting report looks at tariffs and market conditions

The Q2 Pulse of Lighting Report, jointly published by David Gordon's Channel Marketing Group and the William Blair investment firm, is out and it offers some interesting insight into the state of today's lighting market, based 206 responses – 81 distributors and 124 manufacturer personnel and reps.

The report has all sorts of interesting nuggets on the lighting market. One respondent said there's more focus by all on contractor-grade products, which blurs the line between spec and contractor-grade products. "This further denigrates the marketing messaging of name brands are of a higher product quality than imports."

The report also said 30% of the distributor respondents focus on what it called the "top 7" lighting manufacturers: (Acuity, Eaton Lighting, Hubbell Lighting, Current powered by GE, Cree, Philips Lighting and RAB Lighting).

Border States Electric cuts wire to open new branch support center

Border States Electric (BSE), Fargo, ND, held a "wire cutting" ceremony June 24 to celebrate the opening of its new Branch Support Center — a 120,000-sq-ft, three-floor corporate headquarters with the capacity for 540 employee-owners plus room for expansion. Employees have access to many collaboration spaces and more than 40 conference rooms.

AD hosts second annual Finance & HR Summit

More than 180 attendees from 114 Affiliated Distributor (AD) distributors and service providers from nine different industries attended the second annual AD Finance & HR Summit. The Summit took place June 3-5, 2019 in St. Paul, MN. The program included HR and finance topics, and featured networking roundtables, keynote speeches, concurrent educational sessions and a service provider tour.

Value Of New Construction Put In Place — May 2019

Value of Construction Put-in-Place (\$ billions, seasonally adjusted annual rate)

	May, '19 ₁	Apr. '19 ₂	Mo. % Change	May, '18	YTY % Change
Total Construction	1,293.9	1,304.0	-0.8	1,324.3	-2.3
Total Private Construction₁	953.2	960.3	-0.7	1,016.8	-6.3
Residential	498.9	501.7	-0.6	561.9	-11.2
New single family	267.0	269.1	-0.8	288.9	-7.6
New multifamily	66.3	65.1	1.9	60.7	9.3
Nonresidential	454.3	458.5	-0.9	454.9	-0.1
Lodging	32.7	32.6	0.3	30.5	7
Office	67.7	68.4	-1	63.1	7.3
Commercial	75.9	78.6	-3.4	89.7	-15.4
Health care	34.4	34.4	-0.2	32.6	5.4
Educational	18.7	19.6	-4.4	21.3	-12
Religious	2.7	2.9	-5.5	3.0	-10.6
Amusement and recreation	14.2	14.5	-2.1	14.2	0.3
Transportation	19.6	18.8	4.3	16.6	17.9
Communication	23.8	23.5	1.3	24.6	-3.5
Power	94.2	94.1	0.1	97.8	-3.7
Electric	69.8	70.1	-0.5	74.3	-6
Manufacturing	69.3	69.7	-0.6	60.8	14
Total Public Construction₂	340.6	343.7	-0.9	307.5	10.8
Residential	6.4	6.5	-1.1	6.9	-6.7
Nonresidential	334.2	337.2	-0.9	300.6	11.2
Office	10.5	10.8	-3.2	9.9	5.6
Commercial	4.5	4.5	-0.3	3.5	30.5
Health care	9.1	9.2	-1.5	9.6	-5.2
Educational	79.3	79.3	0	75.0	5.7
Public safety	10.0	9.8	1.5	9.2	8
Amusement and recreation	13.2	13.3	-0.5	11.2	18
Transportation	38.0	36.6	3.9	34.3	10.8
Power	5.8	6.1	-5.2	6.5	-11.2
Highway and street	111.6	115.4	-3.2	95.3	17.2
Sewage and waste disposal	25.7	25.3	1.7	21.8	18.1
Water supply	16.1	16.4	-1.6	14.3	12.2
Conservation and development	8.7	8.9	-2.4	8.3	5.1

1—Preliminary; 2—Revised

Note: The U.S. Census department changed its construction categories beginning with its May 2003 statistics.

With the changes in the project classifications, data now presented are not directly comparable with those data previously published in the regular-format press releases and tables. Direct comparisons can only be made at the total, total private, total state and local, total federal, and total public levels for annual and not seasonally adjusted monthly data. For more information, check out <http://www.census.gov/const/www/c30index.html>.

People

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Before joining NEMA, Hughes advocated for energy efficiency and grid modernization at the United Nations Foundation and as a congressional aide. Hughes currently serves on the board of directors of Americans for a Clean Energy Grid.

Sonepar USA, (Charleston, SC): **Joe Lenoir** has been named president of Irby's Utility segment and **Tyler Mitchell** has been named president of Irby's C&I segment. Lenoir has been senior VP of Irby Utility for the past five years and served as VP of utility project services for four years prior to that. Mitchell has been senior VP of Irby C&I for the past three years. He previously spent seven years at Codale in various VP and branch manager roles.

LSI Industries Inc. (Cincinnati, OH): In his new role as VP for Lighting Products, **Michael Prachar** will be responsible for the leadership of LSI Lighting Products, including the development of new products and creating customized solutions to customer needs. He was formerly a senior executive product and marketing leader for companies including Honeywell, Emerson, Milacron and Rexnord Industries.

In other news at LSI, **Sean Hamilton** will lead, develop and execute the overall commercial marketing strategy as the new director of commercial marketing. In addition, he will head-up the development of marketing communication tools and tactics across several marketing mediums, including web, publications, advertising, and trade shows and events.

Prior to joining LSI Industries, Hamilton led commercial marketing for Milacron. Before Milacron, Hamilton served in various design and marketing communications roles at NAMS, Owens Corning and Xerox.

Border States Electric (Fargo, ND): **Tammy Miller**, CEO and board chair has been named COO for the state of North Dakota in Governor Doug Burgum's administration. Miller will assume her duties April 1, 2020. She will spend time in the governor's office beginning in October to gain an understanding of the role and her new team.

In 2018, Miller announced her plan to retire from BSE on March 31, 2020. As planned, Miller will be BSE's CEO until that date. Miller will continue to serve as BSE's board chair after March 31, 2020 and David White, BSE's president, will become

the CEO.

Eaton (Cleveland, OH): **Uday Yadav** will be COO of the Electrical Sector effective July 1 and will report to Eaton's chairman and CEO **Craig Arnold**. Yadav most recently served as president and COO of the Industrial Sector. Prior to this role, he was president of the Aerospace Group; executive VP of the Eaton Business System; president of the Asia-Pacific region for the Hydraulics Group; VP of Supply Chain for the Fluid Power Group; general manager and director of the Global Hose Division; and held several positions in the Automotive Group.

In other Eaton news, **Heath Mone-smith**, currently Eaton's executive vice president and general counsel, will succeed Yadav as president and COO of the Industrial Sector. In this role, he will also have corporate responsibility for the Asia-Pacific and Latin American regions and will report to Arnold. A successor for Mone-smith will be named in the near future.

OmniCable (West Chester, PA): **Gus White** was promoted to Atlanta sales manager, where he will manage the sales growth, onboarding and training of the Atlanta branch's new sales staff. White joined the company in 2013 as an account manager at OmniCable's Charlotte branch.

NetPlus Alliance (Lockport, NY): This industrial and contractor supplies buying group has added **Molly Greene** to its team as digital marketing manager. Before joining the NetPlus team, she created marketing and promotional plans for several organizations and marketing firms in Florida and New York. NetPlus Alliance negotiates improved pricing, rebates and terms with more than 170 manufacturers on behalf of more than 380 industrial and contractor supplies distributor members.

TE Connectivity (TE) (Darmstadt, Germany): **Vish Ananthan** is the new senior VP and general manager of the Industrial business unit. He succeeds **Lars Brickenkamp**, who is leaving the company. Ananthan was previously general manager of the Device sub-vertical in TE Industrial.

In other news at TE Connectivity, **Nadia Iannuzzi** has taken on a new role as VP and general manager for its Systems subvertical, effective July 1. Iannuzzi takes over for **Guanghua Yang**, who is leaving TE Connectivity to pursue other opportunities.

EM News

Doug Chandler, who has written for *EM* and *EW* for over 20 years, has decided to explore other career options and will be leaving the staff of the publications this week.

Doug's writing talents are well-recognized throughout the electrical and publishing worlds. Along with winning multiple national editorial awards for his feature articles in *EW*, his analysis of industry trends including e-commerce, lighting and the gray market for surplus electrical equipment helped build and maintain *EW's* reputation as a must-read publication for electrical industry executives since 1992, when he started with the magazine.

We wish him well on his new adventures.

Rep News

Classic Wire & Cable appointed **Curtis Stout Co.** as its representative for western Tennessee, northern Mississippi and Arkansas. Stout has over 70 years in the electrical industry as a rep.

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In Memoriam:

George Ganzenmuller, 1924-1986

Thomas Preston, 1927-1991

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