

Acuity Partners with Circadian ZircoLight

Acuity Brands Inc., Atlanta, has entered into a strategic partnership with Circadian ZircoLight Inc., Stoneham, MA.

According to the press release, this business partnership includes licensing of Circadian ZircoLight intellectual property and a collaboration intended to accelerate commercialization within North America of Circadian's Zirco-branded technology through Acuity Brands' portfolio of indoor luminaires.

Over the past five years, Circadian ZircoLight has created evidence-based specifications for workplace lighting and developed specialized Zirco LED chips, light engines, control systems and luminaires to address the need for circadian lighting. The release said this partnership reinforces both companies' commitment to innovation that advances the value proposition of lighting designed to enhance human productivity, alertness and health.

"Circadian lighting supports the natural circadian rhythms of human beings," said Rick Earlywine, Acuity Brands Lighting senior VP, Architectural Lighting Solutions, in the press release. "Our bodies are tuned to respond to the key circadian signal in natural light, which is blue-rich during the day and depleted of blue after sunset. Yet, traditional lighting technologies, including LEDs, were developed to provide energy-efficient lighting with high enough light levels for humans to see well; circadian lighting considerations were not really in the mix."

"Circadian ZircoLight is addressing this limitation by providing improvements through both patented LED technology and lighting controls to provide lighting that is

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Executive Insight: A Conversation with ABB Senior Leaders on GE Industrial Integration

When ABB, Zurich, Switzerland, announced its acquisition of GE Industrial Solutions (GEIS), Plainville, CT, in Sept. 2017 for \$2.6 billion, few electrical distributors doubted its intentions to use the deal as a platform to expand in the U.S. market in a big way. Over the past decade, ABB had already bought Thomas & Betts (T&B), Memphis, TN, for \$3.9 billion in 2012, and Baldor Electric, Fort Smith, AR, for approximately \$4.2 billion in 2010. Since ABB bought these businesses, it has invested steadily in its U.S.-based manufacturing facilities.

Buying Baldor brought one of North America's premier motor manufacturers into its stable of brands, and T&B gave it access to a U.S. distributor network of an estimated 6,000 branches, as well as the dozens of electrical brands that T&B itself had purchased over the years.

The GEIS acquisition also substantially increased its presence in the U.S., as before

the T&B deal, ABB said its sales mix in its Americas region was approximately 9% of total corporate revenues. Today, the region accounts for 29% of the company's total revenues, which in 2018 were approximately \$27.6 billion. A big chunk of those sales flow through ABB's Electrification Business, which has estimated sales of \$12.8 billion and includes large portions of the integrated T&B, GEIS and Baldor businesses.

While the big sales numbers are impressive, the story behind ABB's expansion into the U.S. market offers better insight into what makes the company tick, and how the GEIS deal and other acquisitions fit into its growth plans. The integration of GEIS into ABB is about one-third complete, but 13,000 GEIS employees have already transitioned to ABB and the company has started expanding some of its facilities in the U.S. Plans for the closure of 13 GEIS facilities have been announced,

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Growth of Smallest Metros Points to Allure of Vacation Areas and Oil & Gas Expansion

Looking for the fastest-growing small metropolitan areas in the United States? Pull out a map and highlight popular retirement and vacation areas; the nation's oil patches; and often smaller cities in ex-urban areas near the nation's fastest-growing larger metros.

When a town or city adds hundreds of new residents in just a few years, it accelerates the demand for all sorts of new construction and may be a sign that you need to adjust your sales coverage for that market, or add a new branch or sales office.

That's why *Electrical Marketing* provides subscribers with the latest population data published each year by the U.S. Census Bureau at the state, metropolitan statistical area (MSA) micropolitan (small metro) and county levels. This data shows that over the past five years thousands of people have moved to vacation/retirement havens in the Mountain Region; beach towns in

the Carolinas; or have taken jobs in oil & gas regions like west Texas/eastern New Mexico or western North Dakota. See the chart on page 2 for the 50 markets seeing the biggest population gains or www.electricalmarketing.com for the data on all micropolitan markets.

At the top of the list of is outdoorsy Bozeman, MT, which added 17,083 new residents from 2013 to 2018 for an +18% gain. Further north in Montana is the #4 town on our list— Kalispell, which added 9,170 new residents and had a +9.9% increase.

Then there's the fast-growing towns in two of the nation's largest oil and gas regions, like Andrews and Pecos, TX, near the Permian Basin, and Williston and Dickinson in North Dakota's the Williston Basin. Williston, ND, gained more than 5,700 new residents from 2013 to 2018 for a +19.5% gain.

— Jim Lucy

Small Market Areas Showing the Most Population Growth

Micropolitan Statistical Areas	2018 Population	# change 2013-2018	% change 2013 to 2018
Bozeman, MT	111,876	17,083	18.0
Hilo, HI	200,983	9,517	5.0
Dunn, NC	134,214	9,182	7.3
Kalispell, MT	102,106	9,170	9.9
Jefferson, GA	70,422	9,151	14.9
Pinehurst-Southern Pines, NC	98,682	7,313	8.0
Heber, UT	33,240	6,651	25.0
Richmond-Berea, KY	109,118	6,411	6.2
Oak Harbor, WA	84,460	6,264	8.0
Cedar City, UT	52,775	6,248	13.4
Williston, ND	35,350	5,761	19.5
Moses Lake, WA	97,331	5,582	6.1
Ellensburg, WA	47,364	5,534	13.2
Statesboro, GA	77,296	5,463	7.6
Holland, MI	117,327	5,314	4.7
Cookeville, TN	112,669	5,051	4.7
Shelton, WA	65,507	5,035	8.3
Fernley, NV	55,808	4,714	9.2
Port Angeles, WA	76,737	4,681	6.5
Centralia, WA	79,604	4,637	6.2
Sevierville, TN	97,892	4,578	4.9
Sandpoint, ID	44,727	4,199	10.4
Helena, MT	80,797	4,109	5.4
Clewiston, FL	41,556	3,725	9.8
Traverse City, MI	149,914	3,699	2.5
Roseburg, OR	110,283	3,678	3.5
Athens, TX	82,299	3,660	4.7
Boone, NC	55,945	3,648	7.0
Concord, NH	151,132	3,621	2.5
Summit Park, UT	41,933	3,512	9.1
Seneca, SC	78,374	3,450	4.6
Shelbyville, TN	49,038	3,425	7.5
Huntsville, TX	87,220	3,360	4.0
Show Low, AZ	110,445	3,300	3.1
Glenwood Springs, CO	77,720	3,280	4.4
Tulahoma-Manchester, TN	104,001	3,240	3.2
Oxford, MS	54,793	3,230	6.3
Prineville, OR	23,867	3,167	15.3
Lake City, FL	70,503	3,088	4.6
Durant, OK	47,192	3,074	7.0
Newport, OR	49,388	3,065	6.6
Durango, CO	56,310	3,023	5.7
Pullman, WA	49,791	2,998	6.4
Brainerd, MN	94,408	2,932	3.2
Aberdeen, WA	73,901	2,855	4.0
Cullman, AL	83,442	2,754	3.4
Dickinson, ND	30,997	2,678	9.5
Branson, MO	87,601	2,678	3.2
Astoria, OR	39,764	2,659	7.2
Kerrville, TX	52,405	2,630	5.3

Source: U.S. Census Bureau; Micropolitan Statistical Areas are smaller geographic areas that usually have less than 50,000 residents in a certain number of counties. Population data for all Micropolitan Statistical Areas is available at www.electricalmarketing.com

Around the Industry

City Electric Supply's CEO wins major award from Ernst & Young

Thomas Hartland-Mackie, president and CEO of City Electric Supply (CES), was recently awarded the Ernst & Young (EY) Entrepreneur of the Year 2019 Award at the award gala, which took place at the Strategic Growth Forum in Palm Springs,

CA, on Nov. 16. He earned the distinction in the family business category for CES, his family's Dallas-based electric wholesale distributing company.

Hartland-Mackie took over the North American business in 2008, helping bring CES out of the recession. His vision and entrepreneurial spirit helped take CES from a

traditional business into the digital age, with the recent launch of an online shopping experience that's now available nationwide, in addition to almost 30 new brick-and-mortar stores each year. He says his grandfather "invented the wheel" and that it is his job to "evolve that wheel, not reinvent it."

Sylvester and Other ABB Executives Offer Update on Integration of GE Industrial Business

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but the company is also investing \$480 million in other plants, including \$39.9 million in advanced manufacturing techniques for its Mebane, NC, facility, and \$36 million in these processes for its Senatobia, MS, factory.

During ABB's recent Electrification Media Day in Bergamo, Italy, which was attended by more than 20 business journalists from nine countries, ABB executives said one of the main reasons the company bought GEIS is that the product lines of the two companies did not overlap very much, in part because ABB had a focus on products built to IEC standards, while GEIS focused on products built to ANSI standards.

Another difference between the two businesses was the level of R&D investment in recent years. ABB has invested \$400 million in R&D over the past five years to keep pace with new digital technologies, such as IoT-enabled electrical products and systems with initiatives like its ABB Ability marketplace. In contrast, the GEIS business had been under-funded in this area, according to ABB executives and other industry sources. Industry observers agree that while GEIS was one of the electrical market's best-known brands, with all the changes at GE corporate, it was not getting this level of investment to update its product offering or factories and keep pace with the new technologies flooding the industry.

At ABB's Electrification Media Day, *Electrical Marketing* visited with Maryrose Sylvester, ABB's U.S. head of Electrification, and Mike Mustapha, head of global markets, to discuss ABB's distribution strategies and 2020 growth initiatives. Both stressed the role that electrical distributors play in the company's growth plans. Distributors account for an estimated 75% of the company's sales in the United States and approximately 50% of its global sales, making them integral partners in the company's future growth plans. Sylvester

said sales through electrical distributors "are not adjacent to our market. It is our market."

Sylvester and Mustapha also spoke about the role distributors will play in next year's launch of solid-state circuit breakers, NeoGear switchgear and related equipment. Right now, the company's field applications engineers are working with engineering firms and other end users to switch over specifications for many GEIS products to ABB products. The company will also be training electrical distributors on how to sell the new products and specifications. "Immediate reaction from customers is overwhelmingly positive," Sylvester said. "Many of our channel partners and end users were doing business with GE for a long time. They had a legacy product line. ABB has such a track record as a technology leader, and we (GE) knew we had a gap in the U.S."

"In terms of the substitution, we have a whole team of field application engineers working with customers that were 'spiced' in on GE. Every one of those will eventually be switched to the new ABB spec. We are taking those one at a time. It has been very positive, but it's been a process. They need to get the designs locked down, test them and qualify them. A lot of it right now is preparation, but people are ready to move forward."

She says "seeding the market" for these products and getting the word out about ABB's U.S. presence are key strategies. "It's getting to the end users and the contractors and letting them understand where we are going with our technology and letting them understand the benefits."

"The big message is ABB is investing in the U.S. We are investing in manufacturing sites and in our commercial presence and are making sure we have the right application engineers out helping them get our products specified. GEIS now has a new owner that's here for the long term and is committed to the marketplace."

- Jim Lucy

MaxLite files IPRs seeking to invalidate Jiaxing Super Lighting patents

MaxLite, represented by Radulescu LLP, recently filed petitions for inter partes review (IPR) before the Patent Trial and Appeal Board (PTAB) of the U.S. Patent and Trademark Office (USPTO). It's seeking to invalidate U.S. Patent Nos. 9,897,265 ('265 patent) and 9,723,662 ('662 patent), which are owned by Jiaxing Super Lighting Electric Appliance Co., Ltd (Jiaxing Super Lighting), a Chinese contract manufacturer based in the city of Jiaxing, located in the Zhejiang province.

The Jiaxing products being petitioned include the company's recently-announced patent licensing program for LED tube lamps. MaxLite's IPR petitions aim to demonstrate that the arrangement of the mechanical and electrical components within an LED tube lamp described in the '265 and '662 patents were well known at the time Super Lighting's applications for those patents were filed, and therefore should never have been issued by the USPTO in the first place.

IMARK Electrical names Cooper Lighting as preferred supplier

IMARK Electrical recently selected Cooper Lighting Solutions as its preferred supplier to IMARK Electrical members, effective Jan. 2, 2020. Eaton's lighting division, Cooper Lighting Solutions, offers a wide selection of indoor and outdoor luminaires and controls products. Through this partnership, IMARK Group members will now have access to Cooper Lighting Solutions' brands such as Metalux, HALO and more.

"IMARK Electrical seeks to partner with proven leaders in every product category our members serve," said Jerry Knight, VP of supplier relations and development for IMARK Electrical. "As we are a member owned organization, we sought and received a lot of feedback from IMARK member executives on this opportunity. The feedback we received concerning Cooper Lighting Solutions

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Industry Events

January 20-22, 2020

NAED Western Region Conference
Phoenix; National Association of Electrical Distributors, www.naed.org

January 28-29, 2020

EC&M 2020 Code Change Conference
Boston; *Electrical Construction & Maintenance (EC&M)* magazine, www.ecmweb.com/code-change-conferences/boston-2020-code-change-conference

January 28-30, 2020

NAW Executive Summit
Washington, DC; National Association of Wholesaler-Distributors (NAW), www.naw.org

January 29-February 1, 2020

NEMRA Annual Conference
Orlando, FL; National Electrical Manufacturers Representatives Association, www.nemra.org

February 9-13, 2020

BICSI Winter Conference
Tampa, FL; www.bicsi.org

February 24-26, 2020

NAED South Central Region Conference
Austin, TX; www.naed.org

March 11-12, 2020

Electrical Expo - St Louis
St. Charles, MO; Electrical Board of Missouri and Illinois, www.electricalboard.org

March 24-26, 2020

IMARK Showcase
Rosemont, IL; IMARK Group, www.imarkgroup.org

April 15-16, 2020

Upper Midwest Electrical Expo
Minneapolis, MN; North Central Electrical League, www.ncel.org

April 19-23, 2020

NAILD Convention
Biloxi, MS; National Association of Independent Lighting Distributors, www.naild.org

April 21-24, 2020

AHTD Spring Meeting
Scottsdale, AZ; Association for High Technology Distribution, www.ahtd.org

Acuity Builds Circadian Lighting Capabilities

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more in tune with the blue-rich day and blue-depleted night signal of natural light.”

“Extensive research over the past fifteen years has shown that the spectrum, intensity and timing of light exposure can impact human health and well-being by either maintaining or disrupting circadian rhythms,” explained Dr. Martin Moore-Ede, CEO of Circadian ZirLight. “For example, not having enough daytime exposure to blue-rich light may impact one’s alertness and productivity. On the other hand, exposure to blue-rich light at night whether through electronics (TV, mobile phones) or through lighting can disrupt melatonin production

and impact one’s sleep quality. Circadian ZirLight addresses these issues through its patented Zirc LED technology that defines the circadian spectral characteristics of light and uses this information to provide dynamic lighting solutions that foster more productive and safer work during both day and night.

Circadian ZirLight is a member of the worldwide Circadian group of companies, bringing health, productivity and safety solutions to the 24/7 business workplaces around the globe. Born out of research on human circadian clocks at Harvard Medical School, the company has led in the transition of medical science breakthroughs including evidence-based circadian lighting into the 24/7 workplace.

November EBCI for Current Conditions Sees Nine-Point Jump into Positive Territory

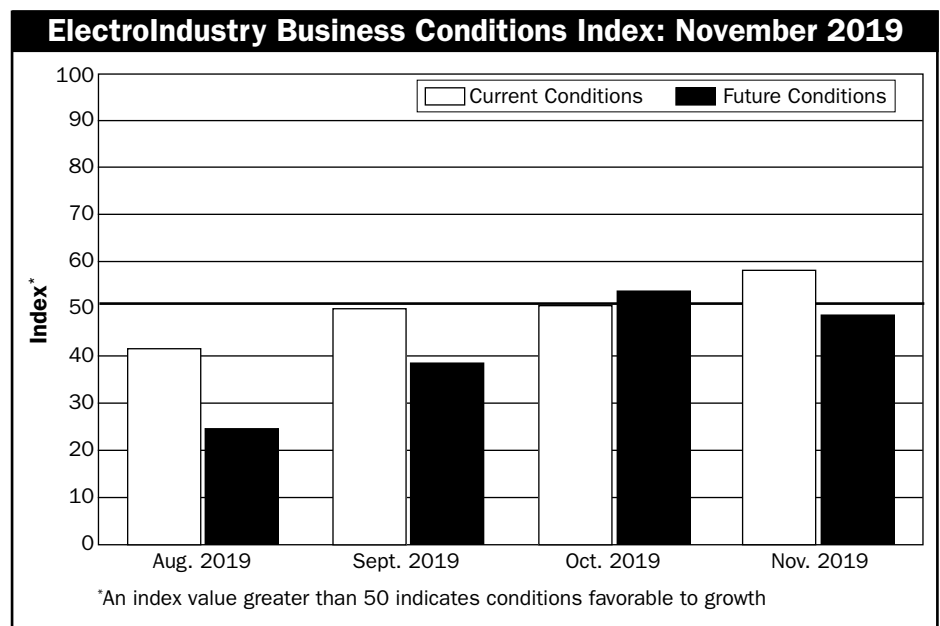
After two months of straddling the line between signaling growth or slowdown, the EBCI current conditions component moved firmly into growth territory with a nearly nine-point increase from last month’s score to 58.8 points.

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.

Although the share of “better” responses increased, most of the panelists noted unchanged conditions. The tenor of those

remarks was largely unenthusiastic but somewhat positive-leaning and may be best summarized by one respondent’s note that conditions are “steady but at a strong level.”

A large drop-off in the proportion of responses expecting better conditions in six months alongside an even larger increase in the share of panel members anticipating an unchanged business environment, pushed the EBCI future component index to a 47.1 reading. The 5.8-point decline from October to November led the forward-looking measure to fall below 50 for the eighth time this year. Politics and policy weighed on some executives’ assessments of the months ahead, but the general tone appeared to be more wary than downbeat.



October Construction Spending Shows +1.1% YOY Increase to \$1,291.1 Billion

Construction spending during October 2019 was estimated at a seasonally adjusted annual rate of \$1,291.1 billion, -0.8% below the revised September estimate of \$1,301.8 billion. According to data from the U.S. Census Bureau, the October figure is +1.1% above the October 2018 estimate of \$1,277.4 billion. During the first 10 months of this year, construction spending amounted to \$1,086.5 billion, -1.7% below the \$1,105.2 billion for the same period in 2018.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of \$956.3 billion, -1% below the revised September estimate of \$966.1 billion. Residential construction was at a seasonally adjusted annual rate of \$508.2 billion in October, -0.9% below the revised September estimate of \$512.6

billion. Nonresidential construction was at a seasonally adjusted annual rate of \$448.1 billion in October, -1.2% below the revised September estimate of \$453.5 billion. Manufacturing was steady at \$71.2 billion, -0.4% off of Sept. 2019 and down -0.2% from Oct. 2018.

Public construction. In October, the estimated seasonally adjusted annual rate of public construction spending was \$334.8 billion, -0.2% below the revised September estimate of \$335.6 billion. Educational construction was at a seasonally adjusted annual rate of \$83.3 billion, +2.5% above the revised September estimate of \$81.3 billion. Health care construction showed a -3.7% decline for the month to \$8.9 billion and is tracking at a -3.3% decline YOY compared to Oct. 2018.

Around the Industry

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was highly positive. We are very excited to work with the Cooper Lighting Solutions team and we look forward to generating positive results for both organizations.”

Winsupply acquires Minnesota-based industrial pumps distributor

Winsupply Inc., Dayton, OH, has purchased Industrial Equipment & Parts, Plymouth, MN, a distributor of heavy industrial pumps. Details of the asset purchase were not disclosed.

Industrial Equipment & Parts provides heavy industrial pumps and supporting value-added parts and services to its customer base of pulp, paper and ethanol industries in five surrounding states of the upper Midwest. Scott Koontz, previously the general manager at Industrial Equipment & Parts, is staying and will make a substantial investment in the acquired company and become minority owner and president of the single-location business. Winsupply is the majority owner, reflecting its entrepreneurial, shared-ownership business model.

“Industrial Equipment & Parts has carved out a special niche as a value-added provider of industrial pumps to its customers,” said Monte Salsman, president of Winsupply Acquisitions Group, in the press release. “Scott Koontz began as an applications engineer who rapidly moved up to sales, then as sales leader, and ultimately as general manager. He has a highly skilled team of industrial experts to serve their customers in Minnesota, Iowa, North and South Dakota and Wisconsin. Now Scott is making a substantial investment as minority owner of the company with Winsupply as majority owner so he can share in the company’s success.”

Crain’s New York Business ranks Turtle & Hughes #33 in NYC

Turtle & Hughes, Linden, NJ, has been ranked #33 on the 2019 *Crain’s New York Business* list of the largest privately held companies in the New York tri-state area. “Turtle & Hughes was founded almost 100 years ago with just two employees working at a storefront in Lower Manhattan, and today we have a staff of 900 across the country,” said Jayne Millard, chairman and co-CEO of Turtle & Hughes, in the press release.

Value Of New Construction Put In Place — October 2019

Value of Construction Put-in-Place (\$ billions, seasonally adjusted annual rate)					
	Oct. '19 ₁	Sept. '19 ₂	Mo. % Change	Oct. '18	YTY % Change
Total Construction	1,291.1	1,301.8	-0.8	1,277.4	1.1
Total Private Construction₁	956.3	966.1	-1.0	973.7	-1.8
Residential	508.2	512.6	-0.9	505.6	0.5
New single family	279.1	274.6	1.6	288.0	-3.1
New multifamily	59.5	60.4	-1.6	60.8	-2.1
Nonresidential	448.1	453.5	-1.2	468.1	-4.3
Lodging	31.9	32.3	-1.1	31.5	1.2
Office	68.6	68.8	-0.2	67.9	1.0
Commercial	76.6	78.5	-2.4	93.2	-17.7
Health care	34.7	34.6	0.3	33.8	2.4
Educational	18.3	18.8	-2.5	21.7	-15.7
Religious	2.8	2.6	6.3	3.1	-10
Amusement and recreation	12.8	13.4	-4.1	15.7	-18.3
Transportation	16.1	16.5	-2.5	17.2	-6.4
Communication	23.0	23.4	-1.9	23.7	-3.2
Power	90.5	91.8	-1.3	87.3	3.6
Electric	69.6	70.6	-1.3	68.6	1.4
Manufacturing	71.2	71.5	-0.4	71.4	-0.2
Total Public Construction₂	334.8	335.6	-0.2	303.7	10.2
Residential	6.3	6.8	-6.9	6.3	1.2
Nonresidential	328.5	328.8	-0.1	297.4	10.4
Office	11.3	11.2	0.8	9.7	16.5
Commercial	4.5	4.5	0.5	3.8	19.7
Health care	8.9	9.3	-3.7	9.3	-3.3
Educational	83.3	81.3	2.5	75.9	9.8
Public safety	10.8	10.5	2.6	9.9	9.6
Amusement and recreation	13.7	13.6	0.6	13.5	1.6
Transportation	39.1	39.4	-0.6	34.6	13
Power	7.1	7.4	-3.7	5.8	22.4
Highway and street	95.0	97.1	-2.2	87.6	8.4
Sewage and waste disposal	26.5	26.7	-0.9	22.2	19.4
Water supply	17.2	17.0	1	14.6	17.8
Conservation and development	9.5	9.4	1.9	8.7	10.1

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

Industry Data Exchange Association Inc. (IDEA) (Arlington, VA): IDEA's board of directors announced that CEO and President **Paul Molitor** will step down later this month for personal reasons. He has held the post since 2014. "We've seen a tremendous amount of change over the last few years and both the company and the market will continue to adapt quickly for the foreseeable future," Molitor said in the press release announcing his departure. "The long-standing data quality program and the recently completed technology transition will have IDEA ideally positioned to keep pace with those changes."

The search for a new executive is expected to conclude in the first half of 2020. With Molitor's departure, the IDEA board will rely on the remainder of the leadership team to oversee day-to-day operations during the search process: Vice President of Finance and Administration Aneesha Darst; Vice President of Products and Services Bill Ferguson; and Vice President of Sales and Marketing Kevin Corcoran. Additionally, two CEO-level members of the IDEA board of directors will be advisors.

Priority Wire & Cable (Little Rock, AR): **Todd Thurston** is now VP of national accounts. He brings 29 years of wire and cable experience working with national accounts throughout the U.S. Thurston was most recently with OmniCable, where he was the director of national accounts. Thurston will be responsible for building and maintaining Priority Wire & Cable's distributor customers.

Summit Electric Supply (Albuquerque, NM): **Patrick Davis** will join the company as president and CEO. Davis will work closely with Victor Jury, Jr., executive chairman, through the transition. Davis has more than 25 years' experience within the electrical distribution industry, most recently as the Northeast Region president at Rexel USA, where he had full line responsibility for Rexel and Gexpro operations. Before that, Davis served in various vice president, senior vice president, and general manager roles where his functional responsibilities included sales, marketing and operations.

Werner Electric Supply (Appleton, WI): The company promoted **Craig Wiedemeier** as its first-ever chief operating officer.

He has been with Werner Electric for more than seven years. In his previous role as vice president of operations, Wiedemeier helped the company move its corporate headquarters and regional distribution center in 2016. In his new role, he will lead the creation of a customer service team focused on maximizing value-added support and promoting faster response times.

Omni Cable Corp. (OmniCable) (West Chester, PA): **Chip Barrett** was promoted to vice president of supply chain and business development. In this role, Barrett is responsible for OmniCable's purchasing, supply chain, and business development departments.

Barrett joined OmniCable in late 2017 as director of business development. During his first year with the company, he led the implementation and expansion of the company's product initiatives and developed additional vendor partnerships. Prior to OmniCable, Barrett was employed at General Cable for 12 years with the first eight years in the United States managing the P&Ls of the Electronics, Datacom, and Broadcast business units and the last four in Europe managing the European Supply Chain of Spain, Portugal, and France.

Dakota Supply Group (DSG) (Plymouth, MN): The company recently named **Dean Barak, Craig Thompson, Don Metzger** and **Justin Ossefoort** as new regional operations managers. Dean Barak has been a member of DSG's team for 24 years and will now manage operations throughout its Wisconsin region, including branches in La Crosse, Plover and Rice Lake. He previously served as operations manager and counter sales supervisor for DSG's location in La Crosse, WI.

Thompson has been a member of Dakota Supply Group's team for 20 years and will now oversee operations across its Montana region, including branches in Billings, Bozeman, Helena, Kalispell and Missoula. Prior to this promotion, Thompson served as operations manager and an account manager for DSG's Bozeman, MT, location. Don Metzger first joined DSG's team 20 years ago and will now lead operations throughout its North Dakota region with branches in Bismarck, Dickinson, Fargo, Grand Forks, Minot and Williston. Along with his new duties, Metzger will continue to serve as branch manager of DSG's Waterworks location in

Bismarck, ND.

Justin Ossefoort is a new addition to Dakota Supply Group's team and will now manage operations throughout its South Dakota region, including branches in Aberdeen, Mitchell, Pierre, Rapid City and Sioux Falls. He previously served as a facility operations manager for SPS Companies, a large wholesale distributor of industrial products.

Rep News

Classic Wire & Cable recently announced the appointment of **Grissinger-Johnson Sales**, Plymouth, MN, to represent the company in Minnesota, North Dakota, South Dakota and Wisconsin. Grissinger-Johnson has more than 48 years in the electrical industry as a manufacturers' sales representative. Classic Wire & Cable was established in 2016 to exclusively serve electrical distributors. Its sales and management team has more than 200 years of wire & cable experience.

Electrical Marketing

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Sonja Trent, Audience Marketing Manager
Sue Boehlke, Group President, Industry

In Memoriam:

George Ganzenmuller, 1924-1986
Thomas Preston, 1927-1991

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