

Chelsea Lighting Opens PoE Division

Chelsea Lighting, New York, has launched a dedicated Power over Ethernet (PoE) Lighting and Controls specialty division to provide technology solutions to the real estate, design and construction community.

Driven by LED technology and the Internet of Things (IoT), PoE lighting is the intersection of lighting and technology through the use of low-voltage data cabling and network switches to power light fixtures and transmit data between the light fixtures, sensors and the control system software.

After completing several high-profile PoE projects, Chelsea Lighting is expanding its capabilities as “smart building” initiatives and energy code requirements continue to drive technology changes to the lighting and lighting controls industry. With expertise in lighting controls, PoE lighting and project management, Catherine Lomanto has been promoted to manage the Power over Ethernet Lighting and Controls Division, under the leadership of industry veteran, Glenn Buchholz.

“We are excited to be at the forefront of PoE technology which has only just started to change the way lighting and lighting controls can be used to collect data and create efficiencies that benefit both building owners and tenants,” said Tom Ike, Chelsea Lighting’s president, in the press release. “Since our Lighting Controls Division has seen incredible growth over the last seven years with lighting control systems now in every office building, the

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Savant Systems to Acquire GE’s Home Lighting Unit to Blend it Into Smart Home Biz

Savant Systems Inc., Hyannis, MA, a player in the professional smart home market, signed a definitive agreement to purchase GE Lighting, Nela Park, OH, a division of GE, that focuses on home lighting and smart home solutions. Financial details of the transaction were not disclosed.

GE previously exited the commercial and industrial lighting business with the sale of its Current Powered by GE lighting unit to American Industrial Partners (AIP) in Nov. 2018.

Savant Founder and CEO Robert Madonna said in the press release, “Savant’s mission from the start has been to create the number one smart home brand in the world, and I am confident that the acquisition of GE Lighting has moved us significantly toward that ultimate goal. We are committed to ensuring that GE Lighting’s long history of industry leadership continues, while bringing exceptional

value and reliability to retail partners and consumers as the number one intelligent lighting company worldwide. Never before has connectivity, security, intelligent lighting and entertainment, all enjoyed within the comforts of home, been more top of mind with consumers.”

GE Chairman and CEO H. Lawrence Culp, Jr., said in the press release that the transaction “is another important step in the transformation of GE into a more focused industrial company. Our GE Lighting colleagues will join a fast-growing leader in home automation that shares their passion for bringing the future to light. Together with Savant, GE Lighting will continue its legacy of innovation, while we at GE will continue to advance the infrastructure technologies that are core to our company and draw on the roots of our founder, Thomas Edison.”

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2020 Top 200 Distributors Battle the COVID-19 Crisis with Typical Resiliency

Electrical Wholesaling’s annual ranking of North America’s largest distributors of electrical supplies always provides an interesting measure of the electrical market, both in terms of which companies are growing the fastest; acquiring companies; and the industry issues demanding the most attention from industry executives.

Accounting for an estimated \$81.4 billion in sales — 69% of *EW’s* \$117.5 billion in estimated 2019 total sales through distributors of electrical supplies — the 2020 Top 200 electrical distributors possess an enormous amount of clout. The five largest distributors on the list (Sonepar, WESCO, Graybar Electric, Consolidated Electrical Distributors (CED) and Rexel) continue to increase their market share. *EW* estimates that these companies had an estimated \$39 billion in revenue — 33% of total industry sales.

However, many of the larger independents distributors featured in the Top 50

list on page 2 (and in the online ranking Top 200 available right now exclusively to *Electrical Marketing* subscribers) continue to grow, too, many at well over the +2% annual growth rate from 2018 to 2019 for the 127 distributors that shared revenue data for both of those years. In fact, two Texas independents based in Houston absolutely crushed that average — Lonestar Electric Supply at +44.8% (#44 in the Top 200) and Wildcat Electric Supply at +36% (#112 on the list).

Although that +2% average annual growth rate for the Top 200 looks pretty sluggish, the electrical wholesaling industry still sailed into 2020 with a fair amount of momentum. The nonresidential construction market was expected to slow down some in 2020 after a solid run, but distributors’ contractor customers had enough projects in backlog and underway, while national data showed they were hiring at a record

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The Top 50 Electrical Distributors

Rank	Company Name	Town/City	State/ Province	2019 Revenue	Number of Employees	Number of Locations	Senior Executive
1	Sonepar North America	Charleston	SC	11,409,880,000*	NA	987*	Robert Taylor
2	WESCO International Inc.	Pittsburgh	PA	8,358,917,000*	9,500**	500*	John Engel
3	Graybar Electric Co.	Clayton	MO	7,525,000,000*	9,030*	289**	Kathleen Mazzarella
4	Anixter International ##	Glenview	IL	7152600000	9,400**	275	William Galvin
5	Consolidated Electrical Distributors (CED)	Irving	TX	NA	NA	700	Kurt Lasher
6	Rexel Holdings USA (Rexel SA)	Dallas	TX	5,854,531,560*	8,500*	550*	Jeff Baker
7	Border States Industries Inc.	Fargo	ND	2,415,905,088	2468	98	David White
8	City Electric Supply	Dallas	TX	NA	3,758*	580*	Thomas Hartland Mackie
9	McNaughton McKay Electric Co.	Madison Heights	MI	NA	1345	43	Donald Slominski Jr.
10	Motion Industries	Birmingham	AL	NA	NA	500	Randy Breaux
11	Crescent Electric Supply Co.	East Dubuque	IL	NA	1820	140	Scott Teerlinck
12	Mayer Electric Supply Co.	Birmingham	AL	1,138,055,900	1229	81	N. Collat Goedecke & W. Smith
13	Elliott Electric Supply Inc.	Nacogdoches	TX	1,116,400,000	2100	155	Bill Elliott
14	U.S. Electrical Services	Middletown	CT	NA	1500	125	Randy Eddy
15	Turtle & Hughes Inc.	Linden	NJ	NA	900	18	Jayne Millard
16	W.W. Grainger	Lake Forest	IL	NA	25,300**	354	Donald Macpherson
17	Kendall Electric Inc.	Portage	MI	NA	1000	61	John Harman
18	Denney Electric Supply	Ambler	PA	NA	NA	9	Stephen Thorton
19	Wholesale Electric Supply Co.	Houston	TX	NA	509	12	Greg Hall
20	Dealers Electrical Supply Co.	Waco	TX	NA	694	58	Scott Bracey
21	Main Electric Supply Co.	Santa Ana	CA	480,462,035	490	13	Scott Germann
22	Summit Electric Supply	Albuquerque	NM	448,370,627	580	25	Patrick Davis
23	State Electric Supply Co.	Huntington	WV	NA	626	40	John Spoor
24	Echo Electric Supply (Echo Group Inc.)	Council Bluffs	IA	NA	500	18	Mitch Lane
25	Kirby Risk Electrical Supply (Kirby Risk Corp.)	Lafayette	IN	NA	551	41	James K. Risk III
26	Van Meter Inc.	Cedar Rapids	IA	381,000,000	490	15	Lura McBride
27	OmniCable (Dot Family Holdings) #	West Chester	PA	NA	329	14	Greg Lampert
28	Winsupply Inc.	Dayton	OH	NA	725	111	John McKenzie
29	Wholesale Electric Supply	Texarkana	TX	NA	490	55	Buddy McCulloch
30	Kaman Automation (Kaman Distribution)	Bloomfield	CT	NA	500	21	Ben Mondics
31	Gresco Utility Supply Inc.	Forsyth	GA	337,000,000	185	7	Steve Gramling
32	Werner Electric Supply Co.	Appleton	WI	313,000,000	426	11	Craig Wiedemeier
33	TEC Manufacturing and Dist. Services (Utility Supply & Service)	Georgetown	TX	300,000,000	135	32	Johnny Andrews
34	Lamps Plus	Chatsworth	CA	NA	NA	36	Dennis Swanson
35	Colonial Electric Supply Co.	King of Prussia	PA	NA	NA	17	Steven Bellwoar
36	Franklin Empire	Mount-Royal	QU	NA	NA	23	Cara Backman
37	Werner Electric MN	Cottage Grove	MN	NA	345	8	Ben Granley
38	Dominion Electric Supply	Arlington	VA	NA	300	11	Stephen Krooth
39	Shepherd Electric Supply	Baltimore	MD	261,188,103	305	5	Stuart Vogel
40	Villa Lighting	St. Louis	MO	255,000,000	115	2	Jack Villa
41	Fastenal Co.	Winona	MN	250,683,900	21,948**	2114*	Daniel Florness
42	Houston Wire & Cable Co.	Houston	TX	NA	319	13	James L. Pokluda III
43	Edges Electrical Group LLC	San Jose	CA	NA	300	12	Chester Lehmann
44	LoneStar Electric Supply	Houston	TX	243,311,000	246	5	Jeff Metzler
45	Revere Electric Supply Co.	Mokena	IL	NA	NA	11	John Cady
46	Rumsey Electric Co.	Conshohocken	PA	NA	280	12	Jerry Lihota
47	United Electric Supply	Wilmington	DE	225,000,000	350	19	George Vorwick
48	Springfield Electric Supply Co.	Springfield	IL	NA	380	19	Chris Scarbrough
49	Steiner Electric Co.	Elk Grove Village	IL	NA	NA	8	Rick Kerman
50	Granite City Electrical Supply	Quincy	MA	198,000,000	300	26	Steve Helle

Note: * North America ** Global # Acquired in 2019 ## Acquired in 2020; Full list of all 2020 Top 200 Distributors available at www.electricalmarketing.com

Top 200 Distributors Attack COVID-19 Challenges with Digital Marketing Strategies

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rate — employing more than 900,000 employees. The overall industrial market was a bit sluggish, but there was business to be had in the retrofit of lighting equipment in commercial and industrial facilities with the latest in LED lighting and in the installation of new industrial control systems.

Add in the surge in the construction of data centers and massive distribution centers by Amazon and other online and brick-and-mortar merchants; a surprising amount of activity in the auto industry in both car factories and feeder businesses; a solid flow of mixed-use projects; and some decent residential construction activity, and you had a 2020 electrical market that could easily grow at a modest but healthy rate.

The New Future for GE's Residential Lighting Unit

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GE Lighting has had a long and proud history for nearly 130 years, and a visit to its “college of lighting” at the company’s Nela Park headquarters and training facility has been on the bucket list for many lighting professionals. GE Lighting will remain headquartered there, and its 700-plus employees will transfer to Savant upon completion of the transaction.

The proposed transaction is intended to bring together GE Lighting’s legacy and expertise with Savant’s smart home solutions and culture of innovation, creating a union of well-known brands in the lighting and connected home technology markets.

Savant Systems’ product portfolio

After the COVID-19 coronavirus virtually shut down the national economy in mid-March, the electrical world was in many ways changed forever. Five major trends became quickly apparent as we analyzed the responses:

1. A move toward digital sales and marketing strategies because customers won’t allow in-person sales calls from distributors’ salespeople.

2. The use of Zoom, Microsoft Teams and other videoconference strategies for intracompany meetings and virtual sales calls to customers and other buying influences.

3. A broad acceptance of remote or home offices now that companies have seen these officing strategies can be quite efficient for some types of jobs or workers.

covers lighting, security, climate and whole-house entertainment applications and includes smart speakers, energy management and other smart home products. In its press release announcing the acquisition, the company said, “The Savant brand remains steadfastly committed to the professional installation channel for the home, and it will continue to invest heavily in the development of the most advanced products, solutions and services for this market.”

The proposed transaction includes a long-term licensing agreement for use of the GE brand. The transaction is subject to customary closing conditions and is expected to close mid-2020.

Grainger to Sell Fabory Group, a European Fasteners Distributor

W.W. Grainger Inc., Lake Forest, IL, will sell Fabory Group (Fabory) to Torqx Capital Partners, a Dutch private equity company. The company will continue offering broad line MRO products to customers in Western Europe through its Cromwell and Zoro business units.

DG Macpherson, chairman and CEO of Grainger, said Torqx will better align with Fabory’s growth objectives. Harmen Geerts, managing partner of Torqx, said in the press release, “Based on our extensive experience and strong track record with technical distribution businesses, we see a strong fit between Fabory and Torqx. We can help the company to strengthen its position as leading fastener specialist in its

core markets and achieve its full potential.”

Headquartered in Tilburg, the Netherlands, Fabory is a distributor of fasteners that Grainger acquired in 2011 for approximately \$344 million, according to a company press release. Nicknamed the “Masters in Fasteners,” at the time of the acquisition, the company sold 80,000 stock-keeping units (SKUs) to 120,000 customers in 14 companies. The release said Fabory was “aggressively expanding its MRO and fastener offering throughout Central and Eastern Europe and also provides supply chain fastener solutions to OEM customers in Europe, North America and China, as well as through a joint venture in India through Sterling Fabory Ltd.”

4. Dramatic cutbacks in overnight travel to conferences, and real questions about which industry conferences can most easily be converted to virtual formats.

5. The importance of having a disaster recovery or emergency preparedness plans.

The move toward online sales calls, distance learning and other virtual marketing initiatives will transform the industry forever, according to executives from several of the nation’s largest distributors.

“Digital solutions will continue to differentiate distributors and influence how we serve our customers,” said Brian Begg, VP of investor relations and treasurer, WESCO Distribution, Pittsburgh.

Wes Smith, Mayer Electric Supply, Birmingham, AL, believes some business fundamentals have been forever changed. “We will never go back to ‘normal,’” he said in his response. “Digital will accelerate, counters will look different, education will be distance. Work from home will become a way of life.”

Chris Scarbrough, CEO, Springfield Electric Supply Co., Springfield, IL, said, “The future of selling in the electrical market will be digital sales development.”

Phil DeLoache, president, First SOURCE Electrical, Houston, has already seen plenty of major changes in how his company and others are working to provide a safe and healthy workplace and how they have used e-commerce and other electronic tools to connect employees and customers. He believes the work-at-home trend is here to stay.

Some distributors used disaster recovery or emergency preparedness plans to guide employees through the crisis. Said John Kelly, executive VP, Sales & Process, Jo-Kell Inc., Chesapeake, VA, “The biggest lesson we have learned so far is that it’s important to be prepared. While no one knew exactly what we were in store for, we have had a formal employee disaster preparedness plan in place since 2002.

“We utilized the strategies laid out in that plan before the pandemic lockdown occurred. We had team meetings to go over the plan and even had a Pandemic Planning Reimbursement program, in which every employee was given \$150 to stock up on supplies that could be required for the pandemic. Doing this allowed our employees to feel secure and, along with new cleaning and distancing measures in our office, helped us to keep employee fears low and morale high.”

— Jim Lucy

Industry Events

June 25, 2020

NAED Women in Industry

www.naed.org

Status: Virtual meeting

July 14-16, 2020

NAED Lead Conference

Minneapolis; www.naed.org

Status: Still scheduled as of May 15

July 28-30, 2020

NAED Adventure

Baltimore; www.naed.org

Status: Still scheduled as of May 15

Sept. 14-16, 2020

IDEA E-Biz

Dulles, VA. www.idea4industry.org

Status: Cancelled. 2021 meeting scheduled for Sept. 13-15

Oct. 4-6, 2020

NECA Trade Show & Conference

Chicago; National Electrical Contractors Association, www.necashow.org

Status: Still scheduled as of April 29

Nov. 2-4, 2020

NAED Eastern Conference

Marco Island, FL; www.naed.org

Status: Still scheduled

Dec. 9-10, 2020

Upper Midwest Electrical Expo

Minneapolis; www.ncel.org

Status: Rescheduled from April

Jan. 18-20, 2021

NAED Western Conference

Palm Desert, CA; www.naed.org

Status: Still scheduled

Jan. 26-28, 2021

NAW Annual Conference

Washington, DC; National Association of Wholesaler-Distributors (NAW)

www.naw.org

Status: Still scheduled

Feb. 3-5, 2021

NEMRA Annual Conference

Orlando, FL; National Electrical Manufacturers Representatives Association (NEMRA)

www.nemra.org

Status: Still scheduled

NAHB Sees Brighter Days Ahead for Housing

The latest NAHB/Wells Fargo Housing Market Index (HMI) revealed that the housing market is showing signs of stabilizing and gradually moving forward in the wake of the pandemic, as builder confidence in the market for newly-built single-family homes increased seven points to 37 points in May. According to the National Association of Home Builders (NAHB), Washington, DC, the rise in builder sentiment follows the largest single monthly decline in the history of the index in April. Even with the recent decline, single-family

starts remain +1% higher for the first four months of the year compared to the first four months of 2019.

“NAHB anticipates housing will help lead the economy out of this period of uncertainty and is likely to rebound faster than other sectors,” said Dean Mon, chairman of NAHB and a home builder and developer from Shrewsbury, NJ, in the press release. “Pent-up demand for housing and low-interest rates can pave the way for a potential industry bounce back as we head into the summer months.”

NEMA's EBCI Index Sees 15-Point Gain in May but Industry Execs Still Feel the Slowdown

Still deep in contractionary territory, the current conditions component of the monthly EBCI Index published by the National Electrical Manufacturers Association (NEMA), Rosslyn, VA, pointed to the likelihood that the electroindustry bottomed out in April and began clawing back toward growth in May.

The nearly 17-point increase to 32.4 points from April to May was driven largely by a significant decline in the share of panelists that reported worse conditions this month. Very few additional respondents rated conditions as better, but many more registered unchanged conditions.

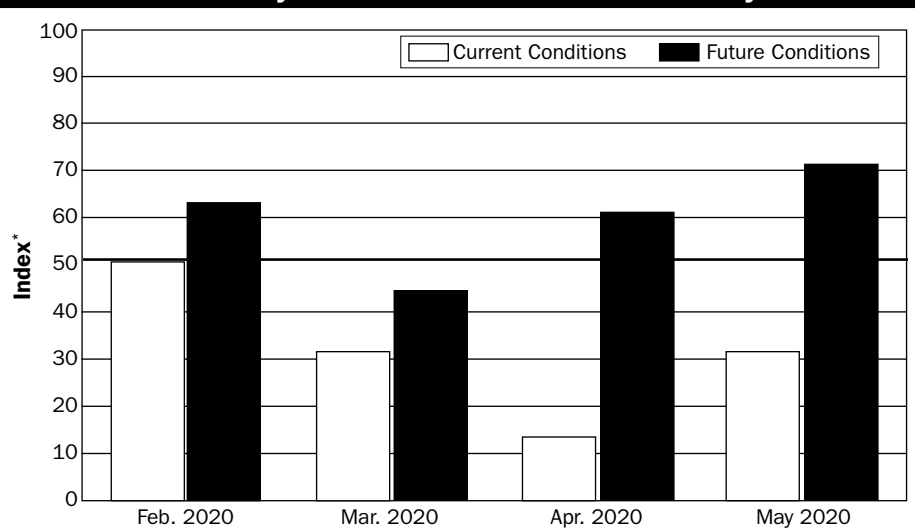
The ElectroIndustry Business Conditions Index (EBCI) is NEMA's monthly survey of senior executives at electrical manufacturers. Any score over the 50-point level indicates a greater number of panelists

see conditions improving than see them deteriorating.

Gaining 10 points from last month, the NEMA's EBCI future conditions component expanded to 70.6 points in May. The numerical result, based on the relative expectation of business conditions in six months compared to current conditions, belied the sentiment expressed by many panel members.

As one executive said, although expecting an uptick in business, they, “Do not expect anything that would closely approximate a return to originally forecasted levels of activity for quite some time.” Indeed, 18% of respondents expected worse conditions half a year from now. However, a substantial majority of panelists indicated that business conditions will have improved by November.

ElectroIndustry Business Conditions Index: May 2020



*An index value greater than 50 indicates conditions favorable to growth

Multi-Family Housing Construction Leads April Declines with -14.7% YOY Decrease

Total construction spending during April 2020 was estimated at a seasonally adjusted annual rate of \$1,346.2 billion, -2.9% below the revised March estimate of \$1,386.6 billion, according to the U.S. Census Bureau. The April figure is +3% above the April 2019 estimate of \$1,307.1 billion. During the first four months of this year, construction spending amounted to \$412.5 billion, +7.1% above the \$385.2 billion for the same period in 2019.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of \$1,004.1 billion, -3% below the revised March estimate of \$1,035.6 billion. Residential construction was at a seasonally adjusted annual rate of \$536.8 billion in April, -4.5% below the revised March estimate of \$561.9 billion. Nonresidential construction was at a seasonally adjusted

annual rate of \$467.3 billion in April, -1.3% below the revised March estimate of \$473.6 billion.

Individual private construction categories with the largest percent declines year-over-year (YOY) were educational (-24.1%); amusement & recreation (-17.2%); and multi-family (-14.7%);

Public construction. In April, the estimated seasonally adjusted annual rate of public construction spending was \$342.1 billion, -2.5% below the revised March estimate of \$351 billion. Educational construction was at a seasonally adjusted annual rate of \$78.6 billion, -2.3% below the revised March estimate of \$80.4 billion.

Public safety construction was up +37.6% YOY to \$13.2 billion. Public power projects were also up big-time, with a +20.1% increase to \$6.7 billion.

Around the Industry

New York and Seattle lead metros in loss of construction jobs in April

Construction employment declined in more than nine out of 10 metro areas from March to April, a time when industry employment typically increases in most locations, according to an analysis of employment data from the U.S. Bureau of Labor Statistics, by the Associated General Contractors of America, Arlington, VA.

“The employment report shows how few areas were left unscathed by April’s unprecedented job losses,” said Ken Simonson, the association’s chief economist, in the press release. “Sadly, our latest survey shows project cancellations are escalating, making further job losses inevitable unless there is funding for widespread new projects.”

Simonson said construction employment declined between March and April in 326 out of 358 metro areas — 91% — and increased in only 20 areas (6%). Industry employment was unchanged in 14 areas. New York City lost the largest number of construction jobs: 75,900 jobs, or 49%, of the March total. There were also extremely large construction job losses in the Seattle-Bellevue-Everett, WA, area, with 44,200 jobs (-41%). Construction employment fell by half or more in Montgomery County-Bucks County-Chester County, PA (-54%, -27,200 jobs); and Warren-Troy-Farmington Hills, MI (-52%, -26,100 jobs).

EIA says renewables now top coal in annual energy consumption

According to the U.S. Energy Information Administration’s (EIA) recent *Monthly Energy Review*, in 2019, U.S. annual energy consumption from renewable sources exceeded coal consumption for the first time since before 1885.

This outcome mainly reflects the continued decline in the amount of coal used for electricity generation over the past decade, as well as growth in renewable energy, mostly from wind and solar. Compared with 2018, coal consumption in the United States decreased nearly -15%, and total renewable energy consumption grew by +1%.

Total renewable energy consumption in the United States grew for the fourth year in a row to a record-high 11.5 quadrillion Btu in 2019. Since 2015, the growth in U.S. renewable energy is almost entirely attributable to the use of wind and solar in the electric power sector.

Value Of New Construction Put In Place — April 2020

Value of Construction Put-in-Place (\$ billions, seasonally adjusted annual rate)					
	Apr. '20 ₁	Mar. '20 ₂	Mo. % Change	Apr. '19	YTY % Change
Total Construction	1,346.2	1,386.6	-2.9	1,307.1	3.0
Total Private Construction:	1,004.1	1,035.6	-3.0	967.7	3.8
Residential	536.8	561.9	-4.5	505.7	6.2
New single family	281.0	300.9	-6.6	268.8	4.5
New multifamily	53.6	59.0	-9.1	62.9	-14.7
Nonresidential	467.3	473.6	-1.3	462.0	1.1
Lodging	29.2	29.3	-0.3	33.1	-11.8
Office	68.1	68.2	-0.1	68.3	-0.4
Commercial	85.0	87.0	-2.3	80.1	6
Health care	36.8	36.9	-0.3	35.3	4.2
Educational	14.9	16.4	-9	19.7	-24.1
Religious	2.6	2.9	-7.7	2.9	-8.5
Amusement and recreation	12.7	12.9	-1.8	15.3	-17.2
Transportation	15.3	16.3	-5.9	15.4	-0.9
Communication	23.3	23.4	-0.5	23.3	0
Power	104.5	105.7	-1.1	94.3	10.8
Electric	79.0	80.4	-1.8	74.0	6.7
Manufacturing	73.9	73.7	0.2	72.7	1.6
Total Public Construction:	342.1	351.0	-2.5	339.4	0.8
Residential	7.5	7.9	-5.2	6.4	16.9
Nonresidential	334.6	343.1	-2.5	333.0	0.5
Office	10.7	11.1	-4.3	10.6	0.9
Commercial	4.2	4.3	-0.7	4.2	1.9
Health care	8.8	8.9	-1.4	9.2	-4.4
Educational	78.6	80.4	-2.3	79.4	-1.0
Public safety	13.4	13.5	-1.2	9.7	37.6
Amusement and recreation	13.2	13.3	-0.3	13.8	-4.1
Transportation	38.6	39.2	-1.4	37.5	3.1
Power	6.7	6.7	-0.4	5.6	20.1
Highway and street	106.1	111.9	-5.2	112.3	-5.5
Sewage and waste disposal	26.1	25.7	1.5	24.5	6.6
Water supply	18.2	18.3	-0.7	16.1	12.8
Conservation and development	8.5	8.4	2.0	8.8	-3.2

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

Summit Electric Supply (Albuquerque, NM): **Robert Case** has joined the company as its senior VP of sales, effective June 1. Case will manage Summit's domestic and international sales teams, including EP&C and strategic accounts, as well as both the marketing and supplier relations departments.

Previously, Case spent four years as senior vice president and general manager for Distribution International, leading acquisition, integration and business transformation efforts. He has spent 25 years in electrical distribution, including 15 years at Rexel, most recently serving as VP of their U.S. oil and gas business. Case also served as the VP of field operations at Cummings Utility Supply, along with other senior-level sales management positions at Source Alliance and All-Phase Electric Utility.

He attended Clemson University and advanced leadership programs at the Fisher College of Business at Ohio State University and the IMD Business School for Management and Leadership in Lausanne, Switzerland.

Warshauer Electric Supply (Tinton Falls, NJ): **Colin Casey** has joined the company as a specialist based out of the company's headquarters. He comes to the company from Cooper Electric Supply, where he was in its commercial/residential lighting group for the past 22 years. Casey has 33 total years of experience in the lighting industry, and his new role will take on both inside and outside sales and lend support to the Commercial Lighting Group, The Lighting Design Center and existing inside and outside sales professionals.

"We feel extremely fortunate to have someone with Colin's experience and skill set join our sales team," said Jim Warshauer, president, in the press release. "Colin will make an immediate impact

across many different branches and divisions here at Warshauer Electric Supply. In these challenging times, when most are forced to scale back, we are proud to be able to add impactful head count in order to continuously add real value to the entire sales process. Tapping Colin's expertise in lighting will be a huge asset to us by not only enhancing our existing business, but by bringing us new customers and offering additional services like energy audits."

North Central Electrical Manufacturers Club (NCEMC) (Bloomington, MN): **Mike Skovran**, principal and president of EMS Partners Inc., has been elected by the 160 members of the NCEMC as their 83rd president, serving a one-year term for 2020-21. Skovran succeeds **Pam Bednarz**, who completed her term on May 29, 2020.

Skovran has been a principal and owner of EMS Partners sales agency since 1986, which covers the central region of the United States and focuses on providing electrical products and services to a variety of industries. Additionally, he is a veteran of the U.S. military and resides in Lakeville, MN.

Additional board of director appointments include: **Joe Shallbetter** as vice president; **Randy Kuzel** as secretary; **Chris Lee** treasurer; **Wendy Anderson**-director (one-year term); **Al Palmer**-director (one-year term); **Gary Wilcox**-director (two-year term); **Pete Deeg**-director (two-year term); **Nate Boike**-director (three-year term); and **Tom Shepard**-director (three-year term).

OmniCable (West Chester, PA): **Jim Saffery**, the company's Boston regional manager, is retiring July 3. **Victor Lewis**, currently Boston's senior account manager, will serve as the new regional manager upon Saffery's departure. Saffery began his career in the electrical industry when he joined OmniCable in Jan. 1990.

Southwire (Carrollton, GA): Southwire recently announced that **Tim King** has accepted the role of president of Southwire Canada. In this new role, he will lead the company's Canadian-based organization at Southwire Canada's headquarters in Mississauga, ON. **Kelly Hanson**, King's predecessor, will be relocating her family back to Atlanta.

"Tim's a proven strategic thinker with the experience and leadership skills needed to continue moving our business to the next level, and I am tremendously excited to work with him as our new president of Southwire Canada," said Norman Adkins, executive VP and chief commercial officer, in the press release.

Most recently, King served as director of finance, HR and administration for Southwire Canada. Before joining the company, he held a number of senior positions in finance, operations, marketing and sales with Eaton and PPG Industries. Additionally, King earned a bachelor's degree in economics and an MBA from Wilfrid Laurier University.

Chelsea Lighting Builds Out PoE Biz in NYC

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next logical step has been to connect these devices in ways that allow for businesses to further maximize energy savings, optimize space and improve employee well-being and productivity. Our new dedicated PoE division will help guide our clients in understanding and implementing this technology."

Chelsea Lighting has served the New

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Editorial questions: Jim Lucy, Editor-in-Chief — (913) 461-7679 or Ellie Coggins, Associate Content Specialist — (848) 205-1998

Questions on online access to *Electrical Marketing*:

Sonja Trent, Audience Marketing Manager — strent@endeavorb2b.com

Inquiries about advertising in *Electrical Wholesaling*, *Electrical Construction & Maintenance (ECM)* or *Electrical Marketing*: Mike Hellmann, Vice President - mhellmann@endeavorb2b.com

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