

Electrical Marketing[®]

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People on the Move

Independent Electric Supply (IES) (Somerville, MA): The company made several executive changes to accelerate growth in its New England market.

Bob Trolander has been named senior vice president - Sales and Marketing and is now a member of the executive committee. He joined Independent Electric Supply in 2016 as VP-Sales and is currently VP-Marketing and Business Development. Trolander will work with the inside and outside sales representatives in conjunction with the lighting and gear departments to drive share within IES' existing customer base in addition to expanding into new customers and markets.

Jeff Cronin has been named senior vice president-Operations and Purchasing and member of the executive committee. He is a company veteran and is currently VP-Operations and Purchasing.

Joan McNamara has been named senior vice president-Commercial Lighting and member of the executive committee. She joined Independent Electric Supply in 2000 and helped develop the company's commercial lighting department. McNamara is currently vice president-Commercial Lighting.

In announcing the changes in a press release, Dan Gray, CEO/owner and Bruce Gray CFO/owner said, "Along with our advisory council, this will help us with our vision and the execution of our strategic plans. We continue to look for new opportunities to grow and solidify our place as a leader in the electrical wholesale space in New England."

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A Look Inside *Electrical Wholesaling's* Top 150 Electrical Distributors

A lot has been happening over the last year with North America's largest electrical distributors. Let's check out some of the highlights.

Dakota Supply Group, Plymouth, MN, is celebrating a major anniversary this year - it's now 125-years-old. **French Gerleman**, one of the founding companies of **Agilix Solutions**, St. Louis, and **Fromm Electric Supply**, Reading, PA, also became members of the Century Club this year and are now 100 years old.

Another new member of the Century Club, **Turtle & Hughes**, Linden, NJ, celebrated its 100th anniversary with the launch of its new brand mission: "Rethinking Energy. Advancing Tomorrow." Said Molly Sheehan, ESG business analyst, "This is more than a new logo, it's a go-to-market strategy with three new brand values: Commitment to Our Industry & Communities; Diversity & Innovation by Design; and

Radical Collaboration. And this summer, we are moving our headquarters to Clark, NJ. It will be an employee and customer experience center that will focus on collaboration and innovation."

Cardello Lighting & Electric Supply, Pittsburgh, is now 75 years old; **State Electric Supply**, Huntington, WV, celebrated its 70th anniversary last year, and **IEWC**, New Berlin, WI, celebrated its 60th anniversary with a record sales year. **Toole & Rose Supply**, Carrollton, KY, celebrated its 35th anniversary; **Nassau National Cable**, Great Neck, NY, is now 10 years old; **TEC Manufacturing & Distribution Services**, Georgetown, TX, turned 20 years old; and **Atlantic Coast Electric Supply**, Summerville, SC, celebrated its fifth year in business by taking 200 customers on its inaugural customer incentive trip to Nashville, TN.

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LightFair 2023 Registration Tops 11,400 But Draws Mixed Reviews in the Big Apple

Although some lighting industry insiders were concerned that LightFair 2023 would see a steep decline in attendance because several big-name lighting companies chose not to exhibit at the show at New York's Javits Convention Center, May 23-25, attendance through the first two days of the show was better than many attendees expected.

LightFair show organizers said that registration by the end of Wednesday had hit 11,450, an impressive turnout that topped attendance at the Las Vegas show last year, and even more impressive considering that several former exhibitors including Acuity, Signify and its Cooper Lighting division, Current and Maxlite were not at the show. More than 300 exhibitors were on the show floor, and the International Market Centers (IMC), along with co-owners the International Association of Lighting Designers and the Illuminating Engineering

Society (IES), launched several interesting new programs at the show, including an immersive lighting experience highlighting groundbreaking lighting designs and a new format for the show's popular Lighting Innovatration Awards.

Despite some mixed reviews on booth traffic and the smaller footprint of the exhibition hall compared to years past, exhibitors at many of the booths that editors from *Electrical Wholesaling* and *EC&M* magazines visited on Tuesday and Wednesday at the show reported a steady flow of visitors, and the conference sessions the editors attended also had solid attendance. And while LightFair will start being held every other year because some exhibitors said their product development cycles took two years and they didn't have new products to bring to the show every year, many of the exhibitors at LightFair 2023 that the *Electrical Wholesaling*

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Electrical Wholesaling's 2023 Top 50 Electrical Distributors

Rank	Company Name	Town/City	State/ Province	2022 Revenues	Employees	Locations	Senior Executive
1	Wesco International Inc.	Pittsburgh	PA	18,849,600,000*	13,000	621*	John Engel
2	Sonepar North America	Charleston	SC	14,047,000,000*	NA	566*	Rob Taylor
3	Graybar	St. Louis	MO	10,500,000,000	9,400	325	Kathleen Mazzarella
4	Rexel Holdings (Rexel USA)	Dallas	TX	8,466,568,100*	9,223*	645*	Brad Paulsen
5	Consolidated Electrical Distributors (CED)	Irving	TX	NA	6,000	700	Kurt Lasher
6	City Electric Supply	Dallas	TX	NA	4,707*	668*	Thomas Hartland Mackie
7	Border States	Fargo	ND	3,600,000,000	2,725	104	David White
8	Elliott Electric Supply Inc.	Nacogdoches	TX	2,067,000,000	2,650	171	Bill Elliott
9	U.S. Electrical Services	Middletown	CT	NA	2,000	150	Randy Eddy
10	McNaughton-McKay Electric Co.	Madison Heights	MI	NA	NA	65	Mark Borin
11	Crescent Electric Supply	East Dubuque	IL	NA	2,000	155	Scott Teerlinck
12	OmniCable	West Chester	PA	NA	712*	21*	Greg Lampert
13	Kendall Electric Inc. (The Kendall Group)	Portage	MI	NA	1,250	72	John Harman
14	W.W. Grainger Inc.	Lake Forest	IL	1,109,250,000	26,000*	246	Donald Macpherson
15	Van Meter Inc.	Cedar Rapids	IA	NA	810	25	Lura McBride
16	Main Electric Supply Co.	Santa Ana	CA	NA	641	15	R. Scott Germann
17	Gresco Utility Supply Inc.	Forsyth	GA	774,000,000	244	7	Steve Gramling
18	Wholesale Electric Supply	Texarkana	TX	698,753,248	736	69	Buddy McCulloch
19	Dakota Supply Group	Plymouth	MN	NA	966	53	Paul Kennedy
20	State Electric Supply	Huntington	WV	NA	680	41	John Spoor
21	Summit Electric Supply	Albuquerque	NM	NA	620	25**	Ed Gerber
22	Turtle	Linden	NJ	NA	905**	16**	Jayne Millard
23	Dealers Electrical Supply	Waco	TX	NA	632	55	Scott Bracey
24	IEWC	New Berlin	WI	NA	69**	24**	Mike Veum
25	Scott Electric	Greensburg	PA	NA	610	15	Larry Shirey
26	LoneStar Electric Supply	Houston	TX	559,000,000	390	7	Jeff Metzler
27	Franklin Empire	Mount-Royal	QU	NA	545	23	B. Backman & C. Backman
28	Kirby Risk Electrical Supply	Lafayette	IN	NA	552	40	James K. Risk, III
29	Motion Industries	Birmingham	AL	NA	9,100**	549*	Randy Breaux
30	Wholesale Electric Supply of Houston	Houston	TX	NA	479	12	Greg Hall
31	TEC Manufacturing and Distribution Services	Georgetown	TX	445,000,000	89	40	Johnny Andrews
32	Winsupply Inc.	Dayton	OH	NA	NA	75	Richard Schwartz
33	Echo Group Inc. (Echo Electric Supply)	Council Bluffs	IA	NA	500	21	Mitch Lane
34	Shepherd Electric Supply	Baltimore	MD	429,320,832	332	5	Stuart Vogel
35	Werner Electric Supply Co.	Appleton	WI	NA	470	11	Craig Wiedemeier
36	Colonial Electric Supply	King of Prussia	PA	NA	NA	17	Steve Bellwoar
37	Villa Lighting Supply Inc.	St. Louis	MO	387,569,000	133	2	Jack Villa
38	Gerrie Electric Wholesale	Burlington	ON	NA	400	24	Elaine Gerrie
39	Green Mountain Electric Supply	Colchester	VT	NA	400	26	Nate Laber
40	Dominion Electric	Arlington	VA	374,000,000	320	11	Stephen Krooth
41	Edges Electrical Group	San Jose	CA	360,000,000	336	12	Chester C. Lehmann III
42	Rural Electric Supply Cooperative (RESCO)	Middleton	WI	302,542,000	75	7	Matt Brandrup
43	Ferguson plc	Newport News	VA	NA	33,000	1,509	Kevin Murphy
44	Fastenal	Winona	MN	297,066,000	22,386	1538*	Daniel Florness
45	Granite City Electric	Quincy	MA	NA	314	30	Steve Helle
46	Inline Electric Supply Co.	Huntsville	AL	295,000,000	350	20	Bruce Summerville
47	Schaedler Yesco Distribution Inc.	Harrisburg	PA	293,517,742	409	22	Greg Schaedler
48	United Electric Supply	Wilmington	DE	290,000,000	326	14	George Vorwick
49	Loeb Electric	Columbus	OH	NA	325	4	Charles Loeb
50	Agilix Solutions	St. Louis	MO	NA	375	13	Mike Stanfill

Notes: * - North America; ** Global

Around the Industry

Sonepar buys Billows Electric Supply in Philadelphia

Sonepar, Charleston, SC, announced that its U.S. subsidiary, Cooper Electric, has entered into an agreement to acquire Billows Electric Supply. A family-owned business since 1950, Billows Electric offers a full line of electrical products and services to its customers. Operating in the Philadelphia, southern Jersey and Wilmington, DE,

metropolitan markets, Billows Electric joins Sonepar with 19 branch locations and over 285 associates. The company is ranked #52 on *Electrical Wholesaling's* 2023 Top 150 Distributors ranking.

"The addition of Billows Electric Supply will increase our coverage and density within those important markets in which it operates and provide us with a strong platform for growth," said Rob Taylor, president of

Sonepar North America, in the press release. "This combination is especially exciting as Billows will be able to leverage Sonepar's investment in Cooper Electric's state-of-the-art automated distribution center in providing best in class services for our customers throughout Billows' market."

Lead Times Remain a Concern for Top 150 Distributors

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Along with celebrating its seventh year in business, **LoneStar Electric Supply**, Houston, became a member of the IMARK buying/marketing group and started a single-line partnership with ABB in Texas. The company also recently opened a branch in west Texas to service the Midland-Odessa region and the Permian region, the nation's largest oil basin.

At **Erin Enterprises**, Boynton Beach, FL, Tom Heffernan celebrated 63 years in the electrical wholesaling industry — 53 of those years as president of the two companies he founded.

Schaedler YESCO Distribution, Harrisburg, PA, made several big investments and one large acquisition over the past two years. The company acquired YESCO Electrical Supply Inc., Columbiana, OH, to expand in eastern Ohio; plans to open a 90,000-sq-ft regional distribution center near Pittsburgh in 3Q 2023; opened a relocated branch in Allentown, PA; and began using its 40,000-sq-ft expanded central distribution center addition.

Inline Electric Supply Co., Huntsville, AL, is also investing in its infrastructure and will soon be opening a distribution facility that will house a centralized inventory/project warehouse storage and wire cutting and handling facility.

In Michigan, **K/E Electric Supply Corp.** opened a branch in Ann Arbor, MI; recently invested in a major software upgrade; and is in the design phase of a new corporate headquarters. **Bell Electric Supply**, Santa Clara, CA, also has some new digs, and recently moved into a new 68,000-sq-ft building in Santa Clara.

ATI Electrical Supply, Pompano Beach, FL, expanded its Florida operations to include stocking products sold over the counter and increased its inventory

of hard-to-get products, and **CEEUS Inc.**, West Columbia, SC, purchased a larger warehouse and announced expansion into other states.

Larry Swink, president of **Jackson Electric Supply**, Jacksonville, FL, said 2022 was a big year for his company. "We transitioned our accounting and ERP system to Epicor/Eclipse," he wrote in his response. "This had a big impact on our processes, but a positive one. Not only have we improved our visibility and accuracy, we bridged the gap between finance, sales and operations. Our team is working with a better understanding of the total process from closing the order to the final results on the P&L."

Hunt Electric Supply Co., Burlington, NC, is working on a new web site and is implemented bar code scanners for receiving and pulling orders; **Mars Electric**, Mayfield Village, OH, launched a new e-commerce platform; and **Chelsea Lighting**, New York, implemented a new Accumatica ERP system and named a new CEO — Mike Toolis. In other news on the digital commerce front, **G&G Electric Supply**, New York, will be launching an online platform by the end of Q2 2023.

Facility Solutions Group (FSG), Austin, TX, appointed new chief operating officers of all its divisions: (Lighting, Electrical, and Electrical Service), and a added chief marketing officer, chief sales officer, chief product officer and chief revenue officer. "This was a huge organizational change and shift, that will help take FSG past \$1 billion in sales by centralizing our focus and effort of our business," said Leon Mowadia, chief operating officer-Lighting & Distribution.

In Colorado, Trevor Blazer, son of Mike Blazer, co-owner of **Blazer Electric Supply**, Colorado Springs, CO, was named general manager.

—Jim Lucy

Rexel to buy Dutch HVAC distributor

Rexel plans to acquire Wasco, a large distributors of HVAC products and services in the Netherlands. Founded in 1970 and owned by Gilde Equity Management, Wasco operates 35 branches and two distribution centers in the Netherlands, and generated sales of €540m (approximately \$575 million) over the last twelve months through the end of April 2023, including 60% through digital channels. With this acquisition, Rexel will double in size in the Netherlands, making it the Group's fourth-biggest country.

Over more than 50 years, Wasco has built a strong presence in the Dutch HVAC market, which is in the forefront of Europe's energy transition, driven by national regulations. The conversion from gas boilers to electrical heat pumps has allowed Wasco to post double-digit growth over the past few years and will further support sustainable demand.

The Wasco acquisition will allow Rexel to benefit from energy-transition related opportunities. Those markets (HVAC in the case of Wasco but also photovoltaic solutions, industrial automation or EV charging solutions), whose growth is substantially above Rexel's in other markets, should also bring resiliency as they are driven by corporate agendas to reduce their emissions, as well as government incentive plans. Rexel is already into the HVAC business, primarily in countries where heating is traditionally electric, such as France.

April construction employment increases in most metro areas

Construction employment increased in 231, or 65%, of 358 metro areas between April 2022 and April 2023, according to an analysis by the Associated General Contractors of America of new government employment data. Association officials said the lack of available workers to hire

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Industry Events

June 12-14, 2023

NAED Women in Industry Forum
Salt Lake City, UT; www.naed.org

June 14-16, 2023

NAED Adventure
Salt Lake City, UT; www.naed.org

August 23-24, 2023

Electrical Board of Missouri & Illinois Electrical Expo
St. Charles, MO
www.electricalboard.org

September 18-20, 2023

IDEA eBiz
Nashville, TN; IDEA
www.idea4industry.com

September 30-October 2, 2023

NECA Show
Philadelphia; National Electrical Contractor Association (NECA)
www.necashow.org

October 18-20, 2023

AD Electrical North American Meeting
Dallas; Affiliated Distributors
www.adhq.org

November 6-8, 2023

NAED Eastern Conference
Marco Island, FL; www.naed.org

November 8-9, 2023

NEMA Annual Meeting
Manalapan, FL; www.nema.org

January 15-17, 2024

NAED Western Conference
Austin, TX; www.naed.org

Jan. 30- Feb. 2, 2024

NEMRA Annual Conference
Las Vegas, National Electrical Manufacturers Representatives Association (NEMRA); www.nemra.org

Jan. 30- Feb. 1, 2024

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

January 15-17, 2024

NAED South Central Conference
Dallas, TX; www.naed.org

Around the Industry

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is keeping many metro areas from adding even more workers.

“The list of leading metros shows employment gains were spread throughout the nation, thanks to demand from many types of projects,” said Ken Simonson, the association’s chief economist, in the press release. “But with the construction unemployment rate setting an all-time low for April of 4.1%, contractors in many areas weren’t able to find enough qualified workers.”

Dallas-Plano-Irving, Texas added the most construction jobs (12,400 jobs or +8%), followed by Phoenix-Mesa-Scottsdale, Ariz. (8,200 jobs, +5%); New York City (7,300 jobs, +5%); Seattle-Bellevue-Everett, Wash. (6,100 jobs, +6%); and Tampa-St. Petersburg-Clearwater, Fla. (6,100 jobs, +7%). The largest percentage gains were in Hanford-Corcoran, Calif. (+18%, 200 jobs); Wausau, Wis. (+17%, 400 jobs); Midland, Texas (+15%, 5,100 jobs); and Odessa, Texas (+15%, 2,600 jobs).

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NEMA’s EBCI Index for May Dips to Covid-Era Lows, But Future Conditions Index Rises

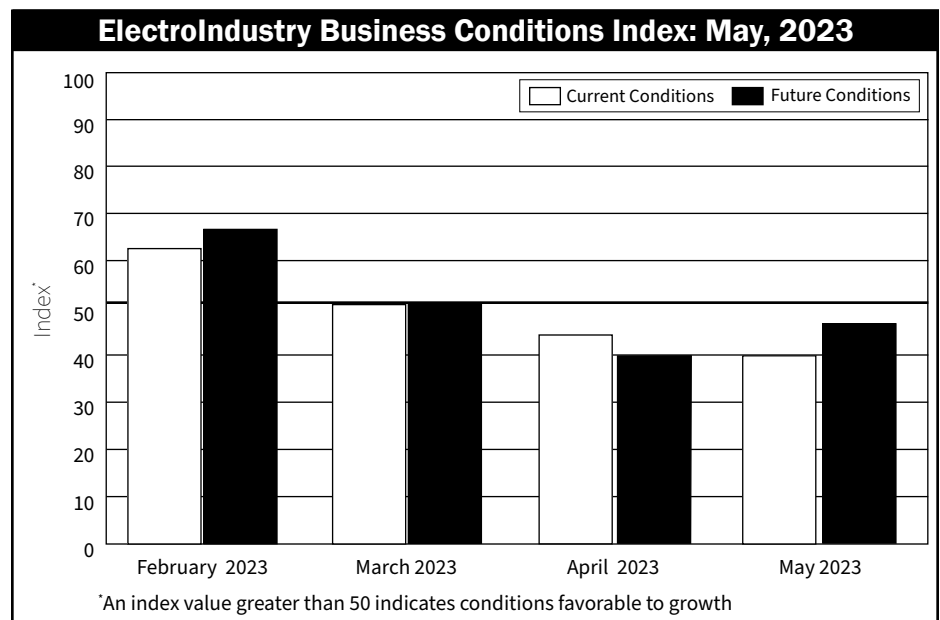
Dipping to its lowest reading since the immediate aftermath of the lock-down era recession, the current conditions component shed three points from April’s score to hit 40 points this month. The share of respondents indicating “unchanged” conditions reached 53%, and less than 15% of May’s panelists noted “better” conditions. In some cases, reports of unchanged conditions may have reflected a sense of healthy markets remaining solid. Said one respondent, “Order intake has increased versus Q4 2022 and is on par with Q1 2023.” The main concerns pointing to worsened conditions included distributor de-stocking and worries about the debt ceiling.

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 improved, the future conditions component failed to reach expansionary territory for the fourteenth time out of the last 15 months, notching a nearly seven-point increase compared to April that nevertheless left it short of a reading that would suggest better conditions in six months.

Compared to April’s survey, fewer respondents expected “worse” conditions in half a year this time. From the comments, geopolitical concerns, along with uncertainty surrounding the debt ceiling status, provided a counterweight to upbeat expectations borne of the re-electrification push backed by massive federal government spending via the Infrastructure Investment and Jobs Act and climate legislation.



April Construction Spending Continues on Growth Track with +6.1% Year-to-Date Increase

Total construction spending during April 2023 was estimated at a seasonally adjusted annual rate of \$1,908.4 billion, +1.2% above the revised March estimate of \$1,885 billion. The April figure from the U.S. Census Bureau is +7.2% above the April 2022 estimate of \$1,780.9 billion. During the first four months of this year, construction spending amounted to \$566.7 billion, +6.1% above the \$533.9 billion for the same period in 2022.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of \$1,500.7 billion, +1.3% above the revised March estimate of \$1,481.6 billion. Residential construction was at a seasonally adjusted annual rate of \$845.4 billion in April, +0.5% above the revised March estimate of \$841.6 billion. Nonresidential construction was at a seasonally adjusted annual rate of \$655.3

billion in April, +2.4% above the revised March estimate of \$640.0 billion.

New single-family housing is off -24.7% year over year to \$362.4 billion, while new multi-family housing showed a +24.9% YOY increase to \$125.9 billion.

Manufacturing continues to be the strongest individual category because of a surge in construction in Computer/electronic/electrical facilities, which saw a +13.4% increase in April to \$96.8 billion.

Public construction. In April, the estimated seasonally adjusted annual rate of public construction spending was \$407.7 billion, +1.1% above the revised March estimate of \$403.4 billion. Educational construction was at a seasonally adjusted annual rate of \$88.3 billion, -0.1% below the revised March estimate of \$88.4 billion, but is tracking +11.4% over April 2022.

Around the Industry

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Construction jobs declined over the past year in 78 metro areas and were unchanged in 49 areas. The largest loss occurred in Los Angeles-Long Beach-Glendale, Calif. (-5,400 jobs, -4%), followed by Houston-The Woodlands-Sugar Land, Texas (-5,100 jobs, -2%); Fort Lauderdale-Pompano Beach-Deerfield Beach, Fla. (-3,900 jobs, -8%); and St. Louis, Mo.-Ill. (-3,500 jobs, -5%). Monroe, Mich. experienced the largest percentage job loss (-13%, -300 jobs), followed by Huntsville, Ala. (-10%, -1,100 jobs); Madera, Calif. (-9%, -200 jobs); and Huntington-Ashland, W. Va.-Ky.-Ohio (-9%, -700 jobs).

Construction starts slip in April

Total construction starts fell -4% in April to a seasonally adjusted annual rate of \$1.04 trillion, according to Dodge Construction Network. Nonresidential starts led the drop as manufacturing fell -22% following strong performance in March. To balance the decline, nonbuilding starts rose +7%, and residential building starts gained +12%.

On a year-to-date basis through April, total construction starts were -7% below the first four months of 2022. Residential starts were down -27%, and nonresidential and nonbuilding starts grew +7% and +16%, respectively. For the 12 months ending April 2023, total construction starts were +11% higher than the 12 months ending April 2022. Nonresidential and nonbuilding starts both showed gains at +34% and +24%, respectively; however, residential starts hindered overall growth with a 13% decline on a 12-month rolling basis.

“The construction sector continues to sweep its economic worries under the rug, even with inflation, unstable banking, and the potential breach of the U.S. debt ceiling,” said Richard Branch, chief economist for Dodge Construction Network, in the press release. “While the presence of, or lack thereof, large manufacturing projects each month has made the data more volatile, the underlying trends point to a very healthy sector.

“However, this is likely transitory. The Dodge Momentum Index, which tracks projects entering the earliest stages of planning, is falling, which should lead to weaker starts in the second half of the year – especially for the private sector.”

Value Of New Construction Put In Place — April 2023

Value of Construction Put-in-Place (\$ billions, seasonally adjusted annual rate)					
	Apr. '23 ¹	Mar. '23 ²	Mo. % Change	Apr. '22	YTY % Change
Total Construction	1,908.4	1,885.0	1.2	1,780.89	7.2
Total Private Construction:	1,500.7	1,481.6	1.3	1,431.07	4.9
Residential	845.4	841.6	0.5	931.55	-9.2
New single family	362.4	365.1	-0.8	481.02	-24.7
New multifamily	125.6	124.8	0.6	100.52	24.9
Nonresidential	655.3	640.0	2.4	499.52	31.2
Lodging	23.3	22.7	2.7	16.43	41.6
Office	84.0	83.8	0.3	73.30	14.6
Commercial	124.6	123.7	0.7	100.93	23.4
Health care	46.1	45.9	0.3	40.53	13.7
Educational	21.8	21.9	-0.2	18.29	19.3
Religious	3.2	3.1	1	2.68	17.9
Amusement and recreation	15.1	14.9	1.6	13.44	12.5
Transportation	19.2	19.3	-0.6	14.45	33
Communication	24.7	24.6	0.1	23.46	5.1
Power	101.7	103.2	-1.4	101.60	0.1
Electric	78.4	79.6	-1.5	77.42	1.2
Manufacturing	189.0	173.8	8.7	92.35	104.6
Total Public Construction:	407.7	403.4	1.1	349.82	16.5
Residential	9.8	9.9	-1	9.05	7.9
Nonresidential	397.9	393.5	1.1	340.77	16.8
Office	13.2	12.7	4.3	11.91	10.7
Commercial	4.4	4.4	1.2	3.33	32.8
Health care	12.2	11.7	3.5	10.54	15.3
Educational	88.3	88.4	-0.1	79.31	11.4
Public safety	11.4	11.3	0.8	10.65	7.2
Amusement and recreation	14.6	14.3	1.7	13.05	11.8
Transportation	42.9	42.0	2	40.15	6.7
Power	12.3	12.0	2.4	9.87	24.5
Highway and street	124.7	123.1	1.3	102.56	21.6
Sewage and waste disposal	36.5	37.1	-1.6	30.03	21.6
Water supply	24.7	24.2	1.9	19.45	26.9
Conservation and development	11.8	11.1	6	8.95	31.5

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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Schaedler Yesco Distribution (Harrisburg, PA): **Marc Malvizi** was awarded a Lifetime Achievement Award during the recent NAED 2023 National Meeting. A member of the electrical industry since 1985, Malvizi volunteered his time and experience serving on the Eastern Region Council and later as the Eastern Region VP. In addition, he served on various committees and project development teams, including disaster recovery, selling services and other programs to help member distributors grow and prosper.

Affiliated Distributors (Wayne, PA): **Paul Kennedy**, president and CEO of Dakota Supply Group, has been elected to AD's board of directors. Kennedy has more than 30 years of experience in the plumbing, electrical, HVAC/R and waterworks distribution industries.

Kennedy's previous executive positions include president and COO of a Midwest-based distributor. Prior to that, he spent 19 years in senior management roles in the U.S. and Canada for a large global plumbing distributor. Kennedy also serves as an independent director for The Bostwick-Braun Co. and as a director on boards of the National Association of Electrical Distributors (NAED) and American Supply Association (ASA).

Other members of the 2023 AD Board of Directors are:

• **François Deschênes**, president & CEO, Deschênes Group Inc.

LightFair Show Report

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and *EC&M* editors spoke with had plenty of new products to show off. Here are some of the products and trends that caught our attention.

Smaller fixtures that pack a punch. WAC Lighting's new Aether Atomic LED fixture was a good example of the trend of packing more quality light into a smaller form factor. The Aether Atomic has a one-inch diameter aperture.

Cloud connectivity. Lutron was back at LightFair this year with some major enhancements to its Athena lighting control system, which now offers a scalable solution and cloud connectivity for a wide range of new construction and retrofit applications. Cloud connectivity is a feature becoming more common in

• **Steve Drummond**, president, Source Atlantic

• **Clay Geary**, owner/manager, Interior Exterior Building Supply

• **Karla Neupert Hockley**, president, Consolidated Supply Co.

• **Tim Horsman**, president & CEO, E.B. Horsman & Son & AD Organizational Development Committee chair

• **Dr. Don McNeeley**, chairman & CEO, Chicago Tube & Iron

• **Chrissy Nardini**, president, American Metals Supply Co.

• **Donald Slominski, Jr.**, executive chairman, McNaughton-McKay Electric Company & AD Audit Committee chair

• **Bill Weisberg**, chairman & CEO, AD

• **David White**, CEO, Border States Electric & AD LLC Board lead director

• **John Wiborg**, president & CEO, Stellar Industrial Supply, Inc. & chair of the AD Nominating & Governance Committee and Investment Committee

Keystone Technologies (Landsdale, PA):

Josh Brown was promoted to chief commercial officer (CCO) for the company. Brown started at Keystone as a territory manager in the company's Distribution division 14 years ago. He has held a variety of sales and management positions at Keystone, most recently as executive VP of Marketing and Distributor Sales. His new role expands his responsibilities to include, oversight of OEM channels and future expansion prospects.

Facility Solutions Group (FSG) (Austin TX): **John Ancona** was appointed COO

lighting systems because manufacturers can collect data from individual fixtures, push out firmware updates as needed, and perform predictive maintenance.

Lighting companies leaping into EV charging systems. At least two lighting manufacturers exhibiting on the show floor were extending their focus on energy-saving solutions from lighting into electric vehicle charging systems. LEDVANCE was showcasing its Phase EV Level 2 Commercial Charging Stations, which offer a software package from AmpUp that allows facility managers to a method of monetizing a return on their investment in EV charger installations. Espen Technology is now marketing Level 2 and Level 3 chargers, including a unique portable Level 3 charger.

—Jim Lucy

of Facility Services, according to a FSG LinkedIn post. In this newly created role, he will lead FSG's existing facility services business to ensure operational excellence across all of the company's local market divisions and national service partners. He brings over 20 years of experience to FSG from both business-to-business and direct-to-consumer field services organizations.

Rep News

JD Martin now represents ABB Installation Products in Georgia, Alabama and the Florida Panhandle, in addition to its existing programs across Colorado, Florida, Kentucky, Louisiana, Oklahoma, southern Mississippi, central and eastern Tennessee, Texas, North Carolina, South Carolina, central and southern Virginia and New Mexico.

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