Electrical Marketing®

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Around the Industry

Report from the 2025 IDEA E-Biz Conference in Nashville

At IDEA's recent eBiz 2025 conference, industry leaders explored how artificial intelligence is shifting from experimentation to practical results across the electrical channel. Moderated by Scott Costa (*TED* magazine), the session featured Banu Ozkaya-Akbay (NAED); Martina Schubert (Van Meter); Jennifer Swem (Schneider Electric); Kiran Laxman (Legrand North & Central America); Stephan Fulop (DSG); and Shahan Syed (IDEA). Key takeaways included:

AI adoption is accelerating. Panelists noted that AI is following the fastest technology adoption curve in history, rapidly moving from pilot programs to daily operations across distribution, manufacturing and data management.

Experimentation drives learning. Leaders emphasized the value of "playing, trying and failing fast." Allowing teams room to test and iterate creates long-term advantage as technologies evolve.

People remain the differentiator. Successful AI integration depends on education, curiosity and communication. As Martina Schubert noted, change isn't difficult when people understand the "why" behind it.

Governance and value alignment are essential. Organizations are moving beyond tool adoption to focus on usability, security and measurable ROI. Jennifer Swem highlighted Schneider Electric's focus on business transformation and eliminating non-value-added work.

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Inside

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Publicly-Owned Electrical Companies Report Strong 3Q 2025 Financial Results

Despite all of the uncertainty in the overall U.S. economy, publicly owned electrical manufacturers, distributors and contractors reported some solid financials for 2025's third quarter and are optimistic about their business prospects in 2026. Below are some insights from executives at several publicly owned companies.

QUANTA SERVICES

Quanta Services, Inc., Houston, TX, enjoyed a +17.6% increase in its 3Q 2025 revenues to $7.63 billion compared to revenues of $6.49 billion in the third quarter of 2024.

"Quanta delivered another quarter of strong results, achieving double-digit growth in revenue, adjusted EBITDA and adjusted EPS compared to the prior year, alongside record backlog of $39.2 billion, said Duke Austin, president and CEO. "This reflects accelerating demand in our Electric segment, robust activity across our end markets and momentum for 2026."

Quanta also announced it's "well positioned to achieve record backlog and another year of double-digit earnings per share growth in 2026."

In other news at Quanta, NiSource, a large natural gas and electric utility company, has engaged the company for the design, procurement and construction execution of generation and infrastructure resources capable of producing approximately 3GW of power for a large load customer. The scope of solutions to be provided by Quanta for this project includes power generation, battery energy storage, transmission, substation and underground infrastructure.

WESCO

John Engel, chairman, president and CEO, said the company "now expects

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AGC Says Construction Employment Dropped in Most Metropolitan Statistical Areas

For the first time since 2021, fewer than half of the nation's metro areas added construction jobs between Aug. 2024 and Aug. 2025, according to an analysis by the Associated General Contractors of America (AGC) of new construction employment data. AGC officials noted that many private-sector developers appear to be putting projects on hold amid rising prices caused by tariffs, workforce shortages and higher interest rates. The table on page 2 uses this data to estimate electrical contractor employment trends.

"Construction employment has stalled or retreated in more and more areas as owners pull back on projects in the face of higher costs," said Ken Simonson, the association's chief economist in the press release. "Workforce shortages, tariffs and higher interest rates are inflating construction costs and schedules to the point where many projects no longer appear to make sense to developers."

Only 177 metro areas or 49% added construction employees between Aug. 2024 and Aug. 2025. For the sixth-straight month, Arlington-Alexandria-Reston, VA-WV added the most construction jobs (8,200 jobs or +9%). The neighboring Washington, DC-MD. area was in second place with a gain of 6,600 jobs or +14% — the largest percentage increase of any area. Kokomo, IN, also had a +14% gain, adding 300 construction jobs over 12 months.

Construction employment declined over the year in 125 metro areas and was unchanged in 58 areas. The largest job loss occurred in New York City (-7,900 jobs, -5%), followed by Riverside-San Bernardino-Ontario, CA (-6,500 jobs, -6%); Los Angeles-Long Beach-Glendale, CA. (-6,000 jobs, -6%); and Baton Rouge, LA (-5,700 jobs, -11%). The largest per-

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Year-Over-Year Trend in Estimated Electrical Contractor Employment: Aug. 2025 - Aug. 2024

MOST JOBS ADDED

Area	Aug. 2025 Employment Estimate	Aug. 2024 Employment Estimate	12-Month Gain/Loss	12-Month % Change Gain/Loss
Arlington-Alexandria-Reston, VA-WV	12,441	11,375	1,066	9%
Washington, DC-MD	7,059	6,188	871	14%
Chicago-Naperville-Schaumburg, IL	18,824	18,122	702	4%
Cincinnati, OH-KY-IN	7,761	7,189	572	8%
Miami-Miami Beach-Kendall, FL	8,320	7,826	494	6%
Phoenix-Mesa-Chandler, AZ	23,829	23,348	481	2%
Kansas City, MO-KS	8,606	8,125	481	6%
Minneapolis-St. Paul-Bloomington, MN-WI	13,130	12,701	429	3%
Orlando-Kissimmee-Sanford, FL	12,740	12,324	416	3%
Boise City, ID	5,291	4,888	403	8%

MOST JOBS LOST

Area	Aug. 2025 Employment Estimate	Aug. 2024 Employment Estimate	12-Month Gain/Loss	12-Month % Change Gain/Loss
New York City, NY	17,888	18,915	(1,027)	-5%
Riverside-San Bernardino-Ontario, CA	14,404	15,249	(845)	-6%
Los Angeles-Long Beach-Glendale, CA	18,954	19,734	(780)	-4%
Baton Rouge, LA	6,097	6,838	(741)	-11%
Las Vegas-Henderson-North Las Vegas, NV	9,750	10,387	(637)	-6%
Nassau County-Suffolk County, NY	10,361	10,361	-	-6%
Atlanta-Sandy Springs-Roswell, GA	13,312	13,858	(546)	-4%
Anaheim-Santa Ana-Irvine, CA	13,416	13,923	(507)	-4%
Seattle-Bellevue-Kent, WA	9,243	9,737	(494)	-5%
Sacramento-Roseville-Folsom, CA	9,841	10,270	(429)	-4%

LARGEST PERCENTAGE GAINS

Area	Aug. 2025 Employment Estimate	Aug. 2024 Employment Estimate	12-Month Gain/Loss	12-Month % Change Gain/Loss
Washington, DC-MD	7,059	6,188	871	14%
Kokomo, IN	312	273	39	14%
Canton-Massillon, OH	1,417	1,274	143	11%
Elizabethtown, KY	286	260	26	10%
Paducah, KY-IL	598	546	52	10%
Battle Creek, MI	299	273	26	10%
Huntington-Ashland, WV-KY-OH	1,339	1,222	117	10%
Bowling Green, KY	624	572	52	9%
Jackson, MS	2,015	1,846	169	9%
Las Cruces, NM	650	598	52	9%
Fayetteville, NC	819	754	65	9%
Mansfield, OH	325	299	26	9%
Arlington-Alexandria-Reston, VA-WV	12,441	11,375	1,066	9%

LARGEST PERCENTAGE LOSSES

Area	Aug. 2025 Employment Estimate	Aug. 2024 Employment Estimate	12-Month Gain/Loss	12-Month % Change Gain/Loss
Baton Rouge, LA	6,097	6,838	(741)	-11%
Lake Charles, LA	1,287	1,417	(130)	-9%
Hanford-Corcoran, CA	143	156	(13)	-8%
Walla Walla, WA	156	169	(13)	-8%
Macon-Bibb County, GA	533	572	(39)	-7%
Savannah, GA	1,248	1,339	(91)	-7%
Reno, NV	3,003	3,224	(221)	-7%
Bellingham, WA	988	1,066	(78)	-7%
Longview-Kelso, WA	520	559	(39)	-7%
Spokane-Spokane Valley, WA	2,028	2,171	(143)	-7%

Notes. Data is an Associated General Contractors (AGC) analysis of construction employment data from the U.S. Bureau of Labor Statistics and electrical contractor employment estimates based on the long-term data trend that electrical contractors account for 13% of total construction employment. Additional AGC analysis is available at *www.agc.org.* More current data is unavailable because of the government shutdown, and *Electrical Marketing* will publish it as soon as it's posted.

Construction Job Openings Decline -38% in August

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centage decrease occurred in Baton Rouge, followed by Lake Charles, LA. (-9%, -1,000 jobs) and two areas with losses of -8% (-100 jobs): Walla Walla, WA, and Hanford-Corcoran, CA.

A separate government report showed there were 188,000 job openings in construction, seasonally adjusted, at the end of August — a -38% decline from a year earlier and the lowest total since 2017. This decline suggests even fewer areas are likely to have construction employment increases in the near future, Simonson said. A prolonged federal shutdown could also impact construction employment if public works projects are suspended or fail to get needed approvals to start because federal officials are unavailable to sign off, he added.

AGC officials urged the administration and Congress to quickly resolve the spending dispute to avoid significant impacts on many infrastructure and public works projects. They also urged federal officials to address labor shortages by passing short-term relief measures like the Essential Workers for Economic Advancement Act and the Dignity Act and boost federal funding for construction education and training.

"With the Fed lowering interest rates, now is the time to address workforce shortages and provide tariff relief to boost demand for construction," said Jeffrey Shoaf, AGC chief executive officer, in the press release. "In addition, avoiding the kind of prolonged federal shutdown that will undermine necessary approval processes that can slow down the delivery of necessary public works projects."

3Q 2025 Financial Snapshots & Insights

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organic sales growth of +8% to +9%, up from the company's previous organic sales growth range of +5% to +7%."

On data centers and the utility market, he said, "Total data center sales were $1.2 billion, setting another new quarterly mark, and were up about +60% versus the prior year. Our Utility business also continued to show signs of improvement with increased investor-owned utility sales growth in the third quarter."

HUBBELL

Hubbell said its 3Q 2025 earnings growth was "driven by strong organic growth in Electrical Solutions and Grid Infrastructure products within its Utility Solutions segment, as well as a lower year-over-year tax rate." Gerben Bakker, chairman, president and CEO, said in the press release, "In our Utility Solutions segment, Grid Infrastructure achieved +8% organic growth in the quarter. T&D markets remained strong as utility customers invest to interconnect new sources of load and generation on the grid, while aging infrastructure continued to drive solid hardening and resilience activity.

"Grid Automation sales were down -18% in the quarter, driven by weak meter and AMI project activity, while protection and controls products contributed solid growth. In Electrical Solutions, +8% organic growth was driven by strength in data center and light industrial markets. "We are raising our 2025 adjusted earnings per share outlook, which anticipates +3% to +4% organic growth, strong adjusted operating margin expansion and a lower full year tax rate than previously anticipated."

EATON

Eaton announced 3Q 2025 sales of $7 billion, a third quarter record, and up +10% from the third quarter of 2024. The sales increase consisted of +7% growth in organic sales and +3% growth from acquisitions.

Paulo Ruiz, Eaton chief executive officer, said in the press release, "We continued to see strong demand in the quarter with order acceleration, as well as sustained growth in our backlog and positive book-to-bill ratio, driven primarily by our Electrical Americas and Aerospace businesses. While we continue to ramp-up significant capacity investment projects, we remain confident in our ability to deliver our commitments for the year and achieve our 2030 targets.

"Looking ahead, our strategy to lead, invest and execute for growth will continue to position us well to capitalize on the generational growth opportunities driven by digitalization and AI, reindustrialization, infrastructure spending and more."

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Around the Industry

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The electrical channel is catching up fast. Banu Ozkaya-Akbay shared that AI adoption across the sector is roughly 40%, creating opportunity to learn from other industries and move forward efficiently.

Summary. Companies that adapt early, experiment often and focus on real business outcomes will thrive in the next phase of digital transformation.

Littelfuse buys Basler Electric

Littelfuse Inc., Chicago, IL, announced a definitive agreement to acquire Basler Electric Co., Highland, IL, for a cash consideration of approximately $350 million.

Basler is a designer and manufacturer of electrical control and protection solutions for high-growth industrial markets including grid and utility infrastructure, power generation and data center. The company's products are used by over 1,600 global customers in a diverse range of critical applications and end markets, including power generation, power transmission, grid and utility infrastructure, HVAC, data center and industrial and electrical equipment.

Founded in 1942, Basler is a privately family-owned business with approximately 700 employees. For full-year 2025, Basler is expected to generate revenue of $125 million with a high-teens adjusted EBITDA margin.

With three manufacturing facilities in Highland, IL; Taylor, TX; and Piedras Negras, Mexico, Basler's technologies regulate and protect mission-critical equipment for a broad and expanding customer base.

Border States buy testing lab

Border States, Fargo, ND, engineered a strategic partnership with Protective Equipment Testing Laboratory (PETL), a nationally recognized provider of certified dielectric testing. PETL is also accredited by North American Independent Laboratories (NAIL) for protective equipment testing. PETL has been in business since 1993, and the press release said the company has customers throughout the United States and continues to grow on a weekly basis.

This collaboration enhances Border States' service offerings by ensuring customers have access to accredited, reliable, and efficient testing services. "Our customers depend on us for safety and compliance,"

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Industry Events

January 12-15, 2026
2026 NAED Western Conference
San Diego, CA; National Association of Electrical Distributors; *www.naed.org*

January 26-28, 2026
NAW Annual Conference
Washington, DC; National Association of Wholesaler-Distributors; *www.naw.org*

February 2-4, 2026
2026 NAED Eastern Conference
Atlanta, GA; www.naed.org

February 8-11, 2026
2026 NEMRA Annual Conference
San Diego, CA; National Electrical Manufacturers Representatives Association; *www.nemra.org*

April 14 – 15, 2026
LEDucation
New York, NY; www.leducation.org

May 12-14, 2026
NAED Annual Conference
Orlando, FL; www.naed.org

June 13-16, 2026
EASA 2026 Convention & Solutions Expo
Orlando, FL; www.easa.com

June 15-17, 2026
Women In Industry Forum
Houston, TX; www.naed.org

June 18-21, 2026
NAED 2026 Lake Michigan Club
Grand Geneva, WI; www.naed.org

Aug. 3-5, 2026
NAED Marketing Conference
Indianapolis, IN; www.naed.org

Oct. 4-7, 2026
NECA Show and Conference
Las Vegas, NV; National Electrical Contractors Association; *www.necanet.org*

Oct. 15-17, 2026
NEMRA Lighting Conference
Dallas, TX; www.nemra.org

Financial Snapshots

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In other Eaton news, the company announced its intention to the Boyd Thermal business of Boyd Corporation from Goldman Sachs Asset Management. Boyd Thermal is a manufacturer in thermal components, systems and ruggedized solutions for data centers, aerospace and other end markets. Under the terms of the agreement, Eaton will pay $9.5 billion, which represents 22.5 times Boyd Thermal's estimated adjusted EBITDA for 2026. Boyd Thermal has forecasted sales of $1.7 billion for 2026, of which $1.5 billion is in liquid cooling.

"Bringing together Boyd Thermal's highly-engineered liquid cooling technology and global service model with Eaton's existing products and scale will provide enhanced value to customers," said Ruiz in the press release. "In data centers particularly, our combined expertise in both power and liquid cooling from the chip to the grid will enable customers to manage increasing power demands more effectively."

NEMA's EBCI Index Slips in September But Remains in Positive Territory

The Current Conditions component of NEMA's EBCI eased slightly in September, slipping to 55 points from 59.1 points in August. Respondents reporting "better" conditions rose to 30%, while those viewing conditions as "worse" increased to 20%.

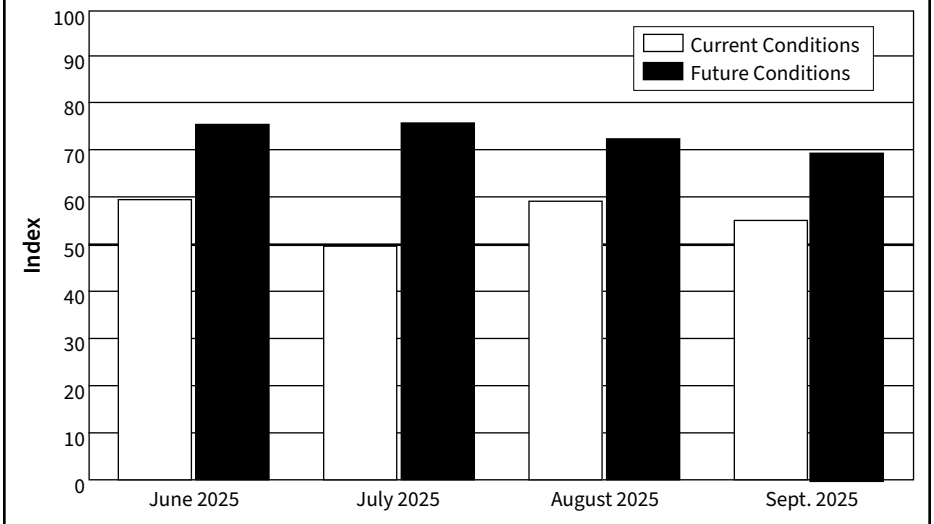
The ElectroIndustry Business Conditions Index (EBCI) is a monthly survey of executives at electrical manufacturers published by the National Electrical Manufacturers Association (NEMA). Any score over the 50-point level indicates a greater number of panelists see conditions improving than see them deteriorating.

Fifty percent of respondents indicated that conditions remained unchanged. Comments were mixed. Several respondents cited ongoing concerns about tariffs and noted that continued uncertainty is negatively affecting business. However, one panel member reported that despite the "noise," business continued to improve, suggesting uneven impact across sectors from shifting tariff policies.

The Future Conditions component declined to 70 points in September from 72.7 points in August, reflecting a modest pullback in optimism. Half of respondents expected conditions to be "better" six months from now, while 10% anticipated "worse" conditions, and 40% saw them remaining "unchanged." Some participants expressed hope that current market uncertainty would begin to ease, with expectations of interest rate relief and greater clarity around tariffs.

Others warned that tariff-related inflation could begin to affect business conditions in the near term. While overall sentiment remained positive, it was tempered by divergent views on how key economic pressures will play out.

Electroindustry Business Confidence Index: September 2025



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

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said Jeff Stauffer, senior VP – Utility Core Market, in the press release. "By partnering with PEL, we're bringing them the confidence of certified and accredited testing with faster turnaround and uncompromising quality."

According to the press release, the partnership solidifies Border States' commitment to lineworker safety, operational efficiency and regulatory compliance. Together, Border States and PETL will provide testing solutions that save time and protect crews in the field. As a part of the launch of this new partnership, Border States' existing test lab in Duluth, MN, will cease operation effective Dec. 31, 2025.

Dodge Construction Network's Momentum Index Increases +3.4% in September

The Dodge Momentum Index (DMI), issued by Dodge Construction Network, increased +3.4% in September to 304.6 (2000=100) from the downwardly revised reading of 294.7 points. Over the month, commercial planning expanded +4.7% while institutional planning ticked up +0.9%. Year-to-date, the DMI is up +33% from the average reading over the same period in 2024.

The DMI is a monthly measure based on the three-month moving value of nonresidential building projects going into planning. It leads construction spending for nonresidential buildings by a full year to 18 months.

"Planning momentum remained steadfast for data centers, healthcare and public buildings throughout September and will correlate to stronger construction spending in early 2027," said Sarah Martin, associate director of Forecasting at Dodge Construction Network, in the press release. "After a prolonged period of uncertainty, owners and developers are advancing projects into planning, but activity is expected to normalize in future months."

On the commercial side, activity slowed down for warehouses, traditional office buildings and hotels, but gained momentum in data centers and retail stores. Without data centers, commercial planning would have only increased +0.5% this month. On the institutional side, education and recreational planning slowed down, while health care and public planning continued to grow. Year-over-year, the DMI was up +60% when compared to Sept. 2024. The commercial segment was up +53% (+44% when data centers are removed) and the institutional segment was up +75% over the same period.

A total of 58 projects valued at $100 million or more entered planning throughout September. The largest commercial projects included the $440-million CyrusOne Data Center Campus in Yorkville, IL; the $384-million Meta Data Center (Phase 2) in Montgomery, AL; and the $300-million Gemini Data Center (500 MW) in Brandon, SD.

The largest institutional projects to enter planning were the $246-million Philip Anthony Senior High School (No. 2) in Princeton, TX; the $227-million HCA Medical City Healthcare Hospital in Prosper, TX; and the $158-million East Stamford Elementary School and Middle School in Stamford, CT.

Leviton Bolsters Marine Products Offering with International Dock Products Acquisition

Leviton, Melville, NY, acquired International Dock Products Inc., a manufacturer of marine dock accessories based in Pembroke Park, FL. The move enhances Leviton's commitment to the marine industry by expanding its existing portfolio with additional dockside solutions. For more than 30 years, the family-owned International Dock Products has produced dock accessories for consumers, retailers, marinas, yacht clubs and dock builders.

"This acquisition marks an exciting milestone for Leviton as we continue to expand our presence in the marine industry," said Michael Mattei, executive vice president and general manager of Leviton's Commercial & Industrial business unit, in the press release. "International Dock Products shares our commitment to quality and innovation, and we're thrilled to welcome them into the Leviton family. Together, we will deliver even greater value to our customers and partners across the marine market."

The acquisition brings a lineup of products that includes power pedestals, ladders, piling caps and other dockside accessories that complement Leviton's existing marine grade, watertight and corrosion-resistant wiring devices. Together, the combined offerings will provide customers with a comprehensive solution for dockside power, lighting, metering and water delivery.

AD enjoys +28% increase in member sales over past nine months

Affiliated Distributors (AD), Wayne, PA, reported that member sales through the first nine months of 2025 increased +28% to $78 billion across the group's 13 divisions and three countries. Member purchases from AD suppliers rose +31%.

A significant percentage of AD's overall YTD growth was the result of its 2024 merger with IMARK Electrical. However, AD members also acquired 75 companies year-to-date, including 24 fellow AD members and 51 from outside the group. Same-store sales of existing AD members increased by +6% in the U.S., +5% in Canada, and +1% in Mexico, in their respective currencies.

CES announces 2025 Brighter Future Scholarship winners

City Electric Supply (CES), Dallas, TX, announced the recipients of the 2025 Brighter Future Scholarship. Ten students across North America have each been selected to receive $2,000 and a Milwaukee Tool starter kit to help launch their careers in the electrical trade. The winners are Jose Irizarry-Negron from Avon Park, FL; Jason Ortiz from Tampa, FL; Jeremiah Ambrose from Madison, AL; Andrew Stallings from Concord, NC; Jabril Lassiter from Commerce, GA; Max Michael from Oxford, MS; Gabriel Foti from Cary, NC; Joshua Rivera-Clara from Leadville, CO; Aidan Thompson from Normal, IL; and Adriel Adarkwah from London, Ontario.

Launched by CES Cares, the social impact division of CES, the Brighter Future Scholarship is designed to support students pursuing trade school or certification programs in electrical work. With demand for skilled electricians continuing to rise across North America, CES is committed to empowering the next generation with the resources and tools they need to succeed.

"These students represent the future of our industry, and their stories are truly inspiring," said CES Cares Social Impact Manager Karen Gray in the press release. "We're honored to help support their journeys and can't wait to see the impact they'll make as they grow in their careers."

People

Ideal Industries (Sycamore, IL): CEO **Steve Henn** retired and **Chris Baldwin** was appointed as the company's next CEO. Baldwin is a member of Ideal's board of directors and has leadership experience across multi-billion-dollar public corporations and family-owned, privately held businesses.

Before joining Ideal, Baldwin served as the COO and president of Knoll, then transitioned to become the group president of MillerKnoll after navigating the multi-billion-dollar merger of Knoll and Herman Miller. His prior experience includes overseeing thousands of employees during several enterprise-wide leadership roles including president, Kitchen & Bath Americas and president, Global Faucets at Kohler Company, as well as holding leadership positions at Siemens and Eaton.

IEC Supply (Tempe, AZ): After more than 40 years of leadership, entrepreneurship and service to Arizona's industrial automation community, **Mike Zielinski,** the company's founder, announced his retirement. IEC Supply, which he and his wife Terri founded in 1985, will now be led by their son, **Matt Zielinski,** who is now president and owner.

The younger Zielinski has been part of the company for nearly a decade and has played a pivotal role in its growth and modernization. He graduated from the University of Michigan with a degree in chemical engineering and began his career as a business manager at PolyOne, where he spent six years building expertise in materials and manufacturing industries. He joined IEC Supply as a sales engineer, later serving as VP of Sales for six years before being named president in 2024.

Southwire (Carrollton, GA): The company recently appointed **Nedra Hurley** as senior VP of business development to lead a new dedicated business development team to meet the needs of the "exponential growth of critical vertical markets that continue to drive significant increases in power demand."

Hurley will report directly to Rohan Kelkar, executive VP, Utility and Industrial Group. This new team will collaborate closely with the strategic verticals sales teams to ensure alignment and maximize impact. She recently concluded more than two decades of service at ABB, where she held a range of roles from proposal engineer to VP - Utility Sales, East Region, within ABB's Electrification Business.

LEDVANCE (Wilmington, MA): **Scott Buckley** is now the company's head of Marketing for the U.S. and Canada, bringing more than two decades of marketing leadership experience. According to a company LinkedIn post, Buckley has a proven track record of driving growth, leading high-performing teams and keeping the customer at the center of every decision.

National Electrical Manufacturers Association (NEMA) (Rosslyn, VA): NEMA elected its 2026 board officers and welcomed six new board members. The elections were made during NEMA's 2025 Annual Meeting in Palm Beach, FL. NEMA elected the following officers and new board members:

Board officers. **Beth Wozniak,** CEO, nVEnt – chair of the NEMA Board and Executive Committee; **Barry Powell,** North American president/Regional CEO of Electrical Products, Siemens Industry — Vice Chair of the NEMA Board; **Kevin Poyck,** president, Genlyte, Color Kinetics and Entertainment Business Unit, Signify — NEMA Treasurer.

New board members. **Billal Hammoud,** president and CEO – Building Automation, Honeywell; **Davis Mathews,** president and CEO, Phoenix Contact; **Deni Miller,** Business Line Leader, Distribution Solutions – North America, ABB, Inc.; **Michael Plaster,** president and CEO, Power Grid Components; **Robert Vary,** president and CEO, Reinhausen Manufacturing; and **Rick Wilmer,** president and CEO, ChargePoint.

Rep News

Hossley Lighting & Power Solutions, Dallas, TX, announced three leadership promotions, according to a LinkedIn post.

Shannon Hill was promoted to COO & principal. With HLPS since July 1995, she brings over 30 years of experience and leadership from the company's Little Rock, AR office.

Mark Toussaint is now chief commercial officer and principal. Since joining HLPS in Jan. 2017, Toussaint contributed eight-plus years of vision and dedication from the company's Dallas, TX, headquarters.

Mark Griffith was promoted to VP, Contractor & Distributor Channel. He has been with HLPS since Feb. 2017, serving for more than eight years and leading initiatives from the company's Dallas office.

NSI, Huntersville, NC, expanded its partnership with **Casey Electric Sales** for the Wisconsin, Michigan's Upper Peninsula, Nebraska, Iowa, western Missouri and Kansas territories, effective immediately. The Bensenville, IL-based independent manufacturers' representative has been representing NSI's Bridgeport and Remke brands, but the partnership now will include NSI's Polaris, Tork and Metallics brands as well.

Stahlin Enclosures announced an expansion of its partnership with **Paul Davis Automation,** adding additional southern Indiana counties to the firm's Stahlin sales territory. The move builds on Paul Davis Automation's experience representing Stahlin in Kentucky and strengthens support for customers across the Midwest.

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Editorial questions: Jim Lucy, Editor-in-Chief — (913) 461-7679; or Michael Morris - mmorris@endeavorb2b.com; **Questions on online access to Electrical Marketing:** James Marinaccio, Audience Marketing Manager — jmarinaccio@endeavorb2b.com; **Inquiries about advertising in Electrical Wholesaling, EC&M or Electrical Marketing:** Mike Hellmann, VP - mhellmann@endeavorb2b.com