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Around the Industry

Border States to leave Affiliated Distributors marketing group

Border States, Fargo, ND, ranked #6 on *Electrical Wholesaling's* 2025 Top 100 listing, announced its departure from Affiliated Distributors (AD), effective Dec. 31.

Border States said in a press release that this move represents an evolution for the company as it places renewed emphasis on activating internal strengths, processes and capabilities, positioning them closer to and better aligned with their vendors.

The company has been an AD member since 1985, and they thank the organization for their years of productive partnership and the opportunity membership presented to forge deep ties with other independent distributors.

"We are a team of employee-owners, grateful for AD's incredible partnership and hold them in the highest regard," said Jason Seger, Border States president and CEO, in the press release. "Simply put, many independent distributors would not be in the position they are today without AD and we remain anchored in the shared values we have with many AD members — deeply focused on the customer and our service to the local market and communities where we live and work."

David Gordon published some insightful commentary on the move at *www.electrical-trends.com.*

ABC analyzes construction price increases in Producer Price Index

Construction input prices increased +0.2% in September compared to the previous month, according to an Associated

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Inside

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Data Centers Will Reign Supreme in 2026 But Other Construction Markets Offer Potential

Data centers are expected to continue to grow at a double-digit growth rate in 2026, but they aren't the only project niche to watch next year.

Judging from the number of projects valued at more than $100 million now in the construction pipeline, the mass transit, hospital and school and university construction market segments may offer solid growth prospects next year.

Mass transit. Over the past decade, billions of dollars in new and retrofit construction has transformed many of the nation's airports. Two airport projects in the pipeline are the $700-million Memphis International Airport now underway and the $575-million Cincinnati-Northern Kentucky airport in the planning stage in Erlanger, KY. Another big airport-related job is the $3-billion renovation of Newark Airport's AirTrain that broke ground in Sept. 2025.

Hospitals. AIA's Consensus Construction Forecast anticipates +4.3% growth in its Health segment, even with anticipated growth in 2025. Over the past two years, the largest hospital projects making news included the $3-billion Cooper University Health Care hospital expansion in Camden, NJ, which entered the planning stage in Feb. 2025; the $1.5-billion Lyndon B. Johnson Hospital replacement in Houston, TX, which began construction in May 2024; and the $1-billion Intermountain Health St. Vincent Regional Hospital, in Billings, MT, which announced plans in Nov. 2024. *EM's* editors found at least 30 hospital projects valued at $200 million or more in the pipeline.

Schools & universities. AIA's Consensus Construction Forecast anticipates +3.2% growth in its educational segment, down from 2025's +5% growth. While facility construction projects at K-12 schools and universities often aren't as large as the mega-projects in other areas of the nonresidential

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Government Finally Releases Construction Data, But It Doesn't Paint a Pretty Picture

Now that the government shutdown is over, economic data is starting to trickle in from the U.S. Census Bureau, Dept. of Commerce and Bureau of Labor Statistics.

One of the first batches of data to surface was construction spending through August. Being four months old, this data is a bit stale, but it still provides some insight into construction spending until the government releases more current data.

Electrical Marketing always provides the monthly top-line construction spending data, because it offers a quick snapshot of the overall health of the U.S private and public and construction markets (see page 2 in this issue). But the government also provides national data on some individual construction niches within the broader categories in the top-line reports. The good news is that the more detailed data for August spending is now out, but the bad news is that it shows a whole lot of construction niches haven't grown much over the past year and in many cases are lagging the year-over-year (YOY) performance of total construction spending, down -1.6% year-over-year (YOY) through August to $2,169.5 billion. The biggest chunk of that spending is in private construction, and it's also down, off -2.9% to $1,652,1 billion.

To no one's surprise, the construction of private data centers were up the most YOY through August with a +25.7% increase to $41.4 billion. The Census Bureau reports data centers in the Private Office category for some reason, and they are totally dominating that category with 46.7% of all construction spending there.

Two of the other construction niches enjoying double-digit growth over the past

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Largest Construction Spending Categories: U.S. Census Bureau Data Through Aug. 2025

Category	Type of Construction:	Aug. 2025 -p	July 2025-r	MTM % Change	Aug. 2024	YOY % Change
Private	**Total Construction**	**2,169.5**	**2165.0**	**0.2**	**2,205.3**	**-1.6**
Private	**Total Private Construction[1]**	**1,652.1**	**1647.5**	**0.3**	**1,701.5**	**-2.9**
Private	**Residential (inc. Improvements)[2]**	**914.8**	**907.7**	**0.8**	**933.2**	**-2**
Private	New single-family	417.8	419.6	-0.4	422.4	-1.1
Private	New multi-family	113.7	113.4	0.2	122.3	-7.1
Private	**Nonresidential**	**737.3**	**739.8**	**-0.3**	**768.3**	**-4**
Private	**Lodging**	**22.9**	**22.8**	**0.3**	**23.8**	**-4**
Private	**Office**	**88.6**	**88.8**	**-0.2**	**88.5**	**0.2**
Private	General	44.9	45.0	-0.2	52.1	-13.9
Private	Data center	41.4	41.4	0.1	32.9	25.7
Private	**Commercial (inc. Farm)**	**113.5**	**113.5**	**0**	**124.5**	**-8.9**
Private	**Multi-retail**	**15.9**	**16.0**	**-0.9**	**17.3**	**-7.9**
Private	**Warehouse**	**54.7**	**54.2**	**0.8**	**61.9**	**-11.7**
Private	General commercial	48.6	48.1	1	54.7	-11.2
Private	**Health Care**	**53.7**	**53.6**	**0.2**	**54.4**	**-1.4**
Private	Hospital	28.0	27.6	1.3	27.0	3.8
Private	Medical building	20.4	20.5	-0.5	22.9	-10.8
Private	**Educational**	**25.0**	**24.7**	**1.3**	**26.1**	**-4**
Private	**Amusement and Recreation**	**19.5**	**19.5**	**0.1**	**19.5**	**-0.1**
Private	**Transportation**	**19.2**	**19.2**	**-0.4**	**19.6**	**-2.3**
Private	**Communication**	**28.6**	**28.5**	**0.4**	**28.6**	**0.1**
Private	**Power (inc. Gas and Oil)**	**138.4**	**138.7**	**-0.2**	**135.6**	**2.1**
Private	Electric	116.9	117.0	-0.1	115.3	1.4
Private	**Manufacturing**	**218.9**	**221.2**	**-1**	**239.3**	**-8.5**
Private	Chemical	43.3	43.4	-0.2	41.4	4.7
Private	Computer/electronic/electrical	104.4	106.3	-1.8	124.3	-15.9
Public Totals	**Total Public Construction[3]**	**517.3**	**517.5**	**0**	**503.8**	**2.7**
Public Totals	Nonresidential	504.9	505.3	-0.1	493.1	2.4
State& Local	**Total State and Local Construction**	**478.6**	**478.4**	**0**	**469.078**	**2**
State& Local	Nonresidential	468.0	468.0	0	459.888	1.8
State& Local	**Educational**	**110.0**	**109.5**	**0.5**	**111.386**	**-1.2**
State& Local	***Primary/secondary***	***69.6***	***69.3***	***0.4***	***73.622***	***-5.4***
State& Local	Elementary	21.8	21.7	0.6	23.344	-6.6
State& Local	High	33.9	33.7	0.4	35.801	-5.4
State& Local	***Higher education***	***33.7***	***33.7***	***0***	***32.131***	***4.8***
State& Local	Instructional	21.9	22.0	-0.3	21.357	2.7
State& Local	**Public Safety**	**15.7**	**15.6**	**0.2**	**15.195**	**3.2**
State& Local	**Amusement and Recreation**	**22.1**	**22.2**	**-0.2**	**21.543**	**2.7**
State& Local	**Transportation**	**42.6**	**42.8**	**-0.3**	**39.921**	**6.8**
State& Local	***Air***	***22.6***	***22.4***	***0.9***	***21.113***	***7.1***
State& Local	***Land***	***17.1***	***17.5***	***-2.1***	***16.235***	***5.4***
State& Local	**Power**	**16.2**	**16.1**	**0.4**	**17.494**	**-7.3**
State& Local	**Highway and Street**	**141.0**	**141.1**	**-0.1**	**141.748**	**-0.5**
State& Local	Bridge	28.3	27.8	1.7	25.44	11.2
State& Local	**Sewage and Waste Disposal**	**49.6**	**49.9**	**-0.7**	**45.933**	**7.9**
State& Local	Sewage/dry waste	19.7	19.6	0.3	19.038	3.3
State& Local	Line/pump station	17.8	17.8	-0.2	16.54	7.6
State& Local	**Waste water**	**29.9**	**30.3**	**-1.3**	**26.896**	**11.1**
State& Local	Waste water treatment plant	20.7	20.7	0	18.461	12.4
State& Local	**Water Supply**	**32.8**	**32.6**	**0.8**	**31.793**	**3.2**

Source: U.S. Census Bureau, Construction Spending, Nov. 17, 2025. Additional information on the survey methodology may be found at *www.census.gov/construction/c30/meth.htm*. **Notes:** p- Preliminary; r- Revised Total private construction includes the following categories of construction not shown separately: public safety, highway and street, sewage and waste disposal, water supply, and conservation and development. Private residential improvements does not include expenditures to rental, vacant, or seasonal properties. Chart edited to include categories with $15 billion or more in construction spending. *Electrical Marketing* subscribers can download all U.S. Census Bureau Construction Spending data at *www.electricalmarketing.com.*

Hospitals, Airport & School/University Project to Watch

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construction market, there are numerous projects in this niche valued at more than $100 million now in the planning or construction process.

EM's editors found 26 projects of this size in the pipeline over the past two years. The largest were the $842-million University of California at San Francisco academic building in San Francisco, which broke ground in September 2024; the $493-million Revere High School project in Revere, MA, which entered the planning stage in April 2025; and the $465-million dormitory at the University of California campus in Berkeley, CA. (announced in Nov. 2024); and the $420-million Phillip A. Levy Engineering Center at the University of Wisconsin in Madison, WI, now underway.

Summary. Although we may see a softer construction market in 2026 still dominated by data centers, there still appears to be a healthy flow of small and mid-sized projects valued at $100 million to $250 million entering the pipeline. When you consider that electrical work accounts for no less than 10% of the typical construction project, there will still be good money to be made next year for electrical contractors and other electrical professionals in select construction niches.

Retrofit work in existing commercial buildings should provide some solid business opportunities, and the news from the lighting market is that the first generation of LED lighting systems that were installed a decade or more ago are aging and will need to be replaced over the next few years with the latest LED and control technology.

Business conditions in the electrical construction industry typically vary widely by local geographic market and individual construction niche. However, on a national basis, it seems like growth in the low single digits for the U.S. electrical construction market is a pretty safe if unspectacular bet.

Look for additional analysis of the 2026 electrical construction market in the Dec. 2025 cover story of *Electrical Construction & Maintenance* magazine.

— Jim Lucy

Siemens Expanding Nationwide Electrical & Industrial Training Programs

Siemens USA announced an expansion of its workforce development partnerships to help train 200,000 electricians and manufacturing experts by 2030.

Working alongside training partners and academic institutions, these efforts aim to equip workers with the skills needed to pursue careers both within Siemens and across many different industries, helping strengthen the broader talent pipeline powering industrial growth across the United States.

According to the press release, Siemens will work with a nationwide network of community colleges, technical programs, trade organizations and industry leaders to build training pathways, such as certifications and hands-on technical programs.

It also contributes to Siemens' "Skills for Life" strategy, reflecting the company's dedication to building strong local talent pipelines and supporting economic growth. By providing accessible, high-quality, AI-integrated training aligned with industry needs, Siemens says it's helping individuals secure meaningful careers while enabling businesses and communities to flourish.

The company's training initiatives include the following.

Siemens Educates America. This program equips students with hands-on STEM and manufacturing skills through partnerships with schools and communities. The program provides curriculum, donates training labs and offers access to digital training tools. The company's network of partnerships currently spans 32 states and reaches 32,000 apprentices nationwide.

Siemens Foundation. The Foundation supports workforce readiness in electrification and infrastructure through standardized curriculum, hands-on experience and industry-recognized credentials. It's intended to build scalable career pathways in the skilled trades through national partnerships, reaching over 7,500 trainees annually.

Siemens Power Academy. The Academy provides flexible, expert-led training for energy professionals in grid automation, protection, and control. Established in 2024, courses are led by industry experts and offer continuing education credits through Wake Tech Community College in Raleigh, NC, supporting both day-to-day performance and long-term career growth. It has trained 887 professionals to date through more than 300 training courses.

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Builders and Contractors' analysis of U.S. Bureau of Labor Statistics' Producer Price Index data. Nonresidential construction input prices also increased +0.2% for the month.

Overall construction input prices were +3.5% higher than in Sept. 2024, while nonresidential construction input prices were +3.8% higher. Prices decreased in all three energy categories in September. Natural gas and unprocessed energy materials prices were down -8.7% and -3%, respectively, while crude petroleum prices were down -1.7% in September.

"Construction input prices rose for the fifth straight month in September," said ABC Chief Economist Anirban Basu, in the press release. "While that represents the longest streak of monthly increases since the first half of 2022, those increases are relatively modest. Materials prices have risen at a +3.2% annualized rate since April, a rate faster than ideal, but nowhere near the escalation that occurred in 2021 and 2022.

"Unfortunately, it's unclear how higher tariffs on key materials like iron and steel and aluminum and copper will affect prices over the next several months, and it's noteworthy that commodities related to those materials have exhibited significant year-over-year price increases," said Basu. "Despite the prospect of ongoing materials price escalation, contractors remain cautiously upbeat about their profit margins and sales over the next six months, according to ABC's Construction Confidence Index."

Sonepar to offer real-time order tracking with Innovo solution

Sonepar, North Charleston, SC, is offering real-time shipment tracking and delivery scheduling with Innovo's Deliver app throughout its U.S. network of more than 570 branches. Sonepar will also implement Innovo Route at all branches running routes with three or more trucks.

According to the press release, this will allow it to offer customers predictability, transparency and control over their shipments through efficient delivery routes and minute-by-minute GPS-driven tracking of orders. In 2025 Sonepar has onboarded more than 1,300 customers on the solutions for a total of more than 4,000 customers across 5,000 delivery locations receiving shipment notifications.

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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

Data Centers On Track to Dominate Construction Spending According to Recently Released Census Department Data

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year through August were state and local wastewater treatment plants, up +12.4% to $20.7 billion and state and local bridge construction, with a +11.2% increase to $28.3 billion. State and local sewage and waste disposal (+7.9%); and the construction of state and local air facilities (+7.1%) also are on track for respectable increases.

Some of the construction verticals at the negative end of the growth spectrum were private computer/electronic/electrical factories, down -15.9% YOY to $104.4 billion; private warehouses (-11.7%) to $54.7 billion; private medical buildings, -10.8% to $20.4 billion and the overall private manufacturing category (-8.5%) to $218.9 billion.

The sluggish growth or outright decreases in so many of the individual construction market categories in the U.S. Census Department's construction spending data paint a rather pedestrian picture of the overall level of construction activity, and hopefully when the government releases more current data the numbers will improve.

— Jim Lucy

NEMA's EBCI Indexes for October Reflect Continued Optimism for Business Conditions

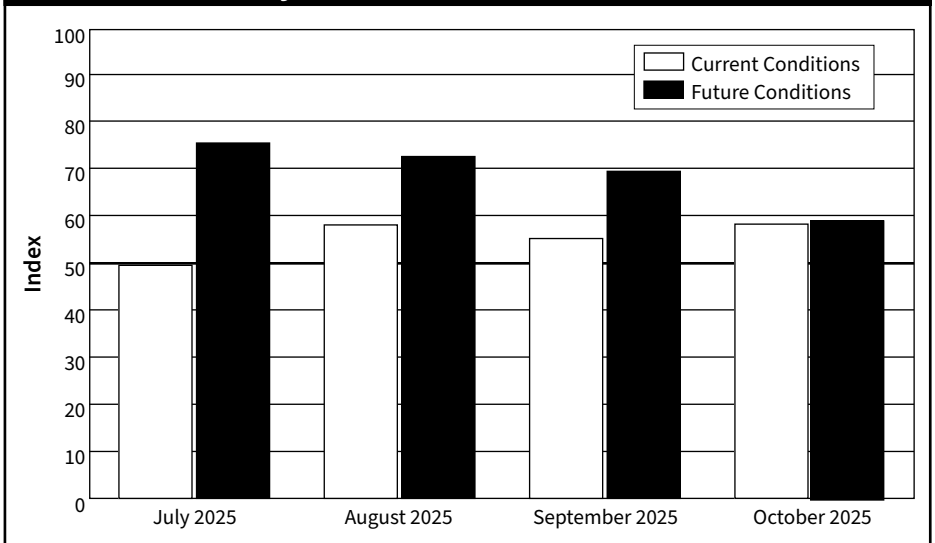
NEMA's Current Conditions component improved in October, rising to 58.3 points from 55 points in September. Respondents reporting better conditions slightly decreased to 33%, while those viewing conditions as worse declined to 9.1%

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.

Similar to the September report, 50% of panel members said conditions remained unchanged. Comments were mixed. Some NEMA execs reported being busy, working through backlogs and noting positive data center activity, yet they also mentioned the ongoing uncertainty and market chaos.

The Future Conditions component fell to 58.3 points in October from 70 points in September, signaling a pullback in optimism while remaining above 50 points, a level consistent with expansion in the electroindustry sector. Half of panel members expected conditions to be better six months from now, while 33% anticipated worse conditions, and 17% saw them remaining unchanged. Comments reflected this divergence in sentiment. Several panel members noted stagnant or declining global markets and raised the possibility of a recession, while a few continued to expect improvement in business conditions.

Electroindustry Business Confidence Index: October 2025



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

Total Construction Spending Up Marginally in August But Lags Aug. 2024 by -1.6%

Total construction spending during Aug. 2025 was estimated at a seasonally adjusted annual rate of $2,169.5 billion, +0.2% percent above the revised July estimate of $2,165 billion. The August figure is -1.6% below the Aug. 2024 estimate of $2,205.3 billion. During the first eight months of this year, construction spending amounted to $1,438 billion, -1.8% below the $1,463.7 billion for the same period in 2024.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of $1,652.1 billion, +0.3% above the revised July estimate of $1,647.5 billion. Residential construction was at a seasonally adjusted annual rate of $914.8 billion in August, +0.8% above the revised July estimate of $907.7 billion. Nonresidential construction was at a seasonally adjusted annual rate of $737.3 billion in August, -0.3% below the revised July estimate of $739.8 billion.

At $41.4 billion, data center construction accounted for roughly 47% of all office construction. It's up +25.7% year-over year from Aug. 2024, and was up +0.1% over July 2025.

Public construction. In August, the estimated seasonally adjusted annual rate of public construction spending was $517.3 billion, virtually unchanged from the revised July estimate of $517.5 billion. Educational construction was at a seasonally adjusted annual rate of $112.6 billion, +0.6% above the revised July estimate of $111.9 billion. Highway construction was at a seasonally adjusted annual rate of $142.5 billion, -0.2% below the revised July estimate of $142.9 billion.

Value Of New Construction Put In Place —August 2025

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

	Aug. '25[1]	Jul. '25[2]	Mo. % Change	Aug. '24	YTY % Change
Total Construction	**2,169.5**	**2,165.0**	**0.2**	**2,205.3**	**-1.6**
Total Private Construction[1]	**1,652.1**	**1,647.5**	**0.3**	**1,701.5**	**-2.9**
Residential[2]	914.8	907.7	0.8	933.2	-2
New single family	417.8	419.6	-0.4	422.4	-1.1
New multifamily	113.7	113.4	0.2	122.3	-7.1
Nonresidential	737.3	739.8	-0.3	768.3	-4
Lodging	22.9	22.8	0.3	23.8	-4
Office	88.6	88.8	-0.2	88.5	0.2
Data center	41.4	41.4	0.1	32.9	25.7
Health care	53.7	53.6	0.2	54.4	-1.4
Educational	25.0	24.7	1.3	26.1	-4
Religious	4.8	4.7	1.1	4.0	20.8
Amusement and recreation	19.5	19.5	0.1	19.5	-0.1
Transportation	19.2	19.2	-0.4	19.6	-2.3
Communication	28.6	28.5	0.4	28.6	0.1
Power	138.4	138.7	-0.2	135.6	2.1
Electric	116.9	117.0	-0.1	115.3	1.4
Manufacturing	218.9	221.2	-1	239.3	-8.5
Total Public Construction[3]	**517.3**	**517.5**	**0**	**503.8**	**2.7**
Residential	12.4	12.2	1.5	10.7	15.8
Nonresidential	504.9	505.3	-0.1	493.1	2.4
Office	16.7	17.0	-1.7	16.7	0.2
Commercial	7.2	7.3	-1.7	5.9	21.6
Health care	15.9	15.9	-0.1	14.5	9.5
Educational	112.6	111.9	0.6	113.7	-0.9
Public safety	19.4	19.3	0.4	18.7	3.7
Amusement and recreation	23.4	23.6	-0.9	22.8	2.7
Transportation	49.3	49.6	-0.5	45.7	8
Power	17.4	17.3	0.3	18.5	-6.3
Highway and street	142.5	142.9	-0.2	143.6	-0.8
Sewage and waste disposal	50.6	50.8	-0.4	46.7	8.3
Water supply	33.6	33.4	0.7	32.5	3.4
Conservation and development	12.6	12.6	0.2	11.5	9.9

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.

Around the Industry

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"Electricians are in short supply, and labor contributes the highest costs to a contractor's bottom line," said Don Sarno, senior VP, Digital Enterprise Americas for Sonepar, in the press release. "It's crucial to have skilled workers deployed to the right jobsite, with the material they need on hand so they can get the job done. Our customers know the exact time their shipment will arrive and can plan resources accordingly."

Innovo's Deliver and Route applications give Sonepar companies full traceability of material. Customers can choose a delivery window and receive GPS-driven notifications to see minute-by-minute where their shipment is and when it will arrive. Many branches also offer same-day delivery for orders placed by a certain time.

"We complete 60,000 routes per month across the U.S.," said Dana Mouritzen, COO, Sonepar USA, in the release. "Our goal is for ten out of ten line items to arrive on time, every time, from the very first shipment. Delivery drivers have always been the face of our company to customers, and with the Deliver app, our drivers now have even more of the customer experience in the palm of their hand."

Drivers receive an optimized route plan each day, capture signatures on their phone and can easily close out their manifest at the end of their route. Sonepar has optimized 200,000 delivery routes since launching the app. Sonepar implements a full suite of Innovo applications and recently began beta testing of Stockroom Web, a solution developed in close collaboration with Innovo to allow customers to manage inventory.

Register now for LEDucation

Registration is now open for LEDucation 2026 in New York, NY, on April 14-15, 2026 at *www.leducation.org*. Now celebrating its 20th year, LEDucation is expected to have more than 400 exhibitors and 40 educational sessions.

This year's event will feature the debut of "Designer Hours" on exclusive access to the exhibition halls from 9 am through 11:30 am so they can beat the crowds and visit manufacturer booths for efficient, in-depth engagement. Eligible attendees for Designer Hours include lighting designers, architects, interior designers, landscape architects and engineers. Virtual sessions will be held April 9-10.

People

City Electric Supply (CES) (Dallas, TX): Co-CEO **Andrew Dawes** will retire on April 30, 2026, following more than three decades of service. Dawes, who was appointed co-CEO in 2023, will be succeeded by current VP of Operations **Blair Feidler.** Feidler will be promoted to co-CEO and will serve alongside Co-CEO John Gray. He will take over as co-CEO in May 2026.

Dawes joined the company in 1992 as a driver and advanced through roles in inside sales, branch management and operations management. He became VP of operations for CES Canada in 2012 and moved to the U.S. in 2017 as co-COO. He continued to oversee Canadian operations and help lead new initiatives such as the CES eCommerce platform in 2019.

Feidler began his CES career in 1997 as a driver and warehouse associate at the company's Monroe branch in North Carolina. Within a year, he was promoted to operations manager, then to outside sales, and by 2000 became branch manager, opening the Westinghouse branch in Charlotte. Over the next two decades, he advanced through several positions as district manager, regional manager and vice president of operations. In his most recent role, he has overseen the growth of more than 150 branches across 11 states.

As Dawes prepares for retirement and Feidler steps into his new role on May 1, CES is finalizing succession plans to ensure a smooth transition and continued success.

Graybar (St. Louis, MO): **Kevin Zak** has been named VP-Industrial Automation Business, effective Jan. 5. In this role, he will provide strategic leadership for Graybar's industrial automation business, with a focus on achieving growth by delivering exceptional service and comprehensive solutions to the company's industrial automation and manufacturing customers.

Zak has more than three decades of experience in industrial automation, digital transformation and advanced manufacturing. Much of his career was with Phoenix Contact, a global leader in electrification, networking and automation solutions, where he most recently served as president of the Industrial Components and Electronics business and led the company's U.S. subsidiary.

Rep News

NSI, Huntersville, NC, extended its partnership with St. Louis Park, MN-based **Rouzer Group** for the Minnesota, western Wisconsin, South Dakota and North Dakota territory, effective immediately. Headquartered in the Minneapolis-St. Paul, MN, metro, Rouzer Group now represents NSI's Bridgeport and Remke brands and the partnership will now encompass all NSI brands including Polaris, Tork and Metallics.

"The upper Midwest is a strong and vital region, and this change coupled with our continued commitment to One Pledge allows us to enhance consistency, simplify order processing and strengthen our commitment to timely shipments and responsive service," said Rani Salloum, NSI regional VP, in the press release.

"NSI and its brands have grown exponentially in recent years, and we have been proud to be a part of the Bridgeport and Remke family in the upper Midwest," said Rouzer Group's Pete Deeg, VP - Electrical and managing partner, in the press release. "With our strong relationships and customer base, we are excited to support the Polaris, Tork, and Metallics brands as well."

Classic Wire & Cable (CWC), Miami, FL, added two new sales representatives to its sales team – **Damin Sales** and **Joseph E. Biben Sales Corp. (Biben Sales).** Damin Sales will cover metro New York and northern New Jersey, while Biben Sales will represent CWC in southern New Jersey, eastern Pennsylvania, Delaware, Maryland, northern Virginia and Washington, D.C.

Founded in 1973, Damin Sales brings decades of experience and a reputation for representing manufacturers with a service-driven, solutions-oriented approach. As part of this partnership, Damin Sales will also operate as a stocking facility for CWC in New Jersey.

Since 1958, Biben Sales has built a strong reputation for providing personalized support, technical expertise and project management. Known for working closely with distributors on everything from specification to delivery, Biben Sales intends to bolster CWC's goal of providing fast, dependable service and high-quality products.

Arlington Industries has announced the appointment of a new representative for upstate New York, excluding New York City. Effective Nov. 24, 2025, Arlington's line in upstate New York will be represented by **Lachut Electrical Sales Inc.,** North Syracuse, NY.

The company was founded by Ron Lachut, and has been in business since 1980. Ron's son, Jason Lachut, is the president and principal of the company. According to the press release, this new appointment is expected to strengthen Arlington's presence in an already developed territory.

Lachut Electrical Sales Inc will assume responsibility for sales and create demand for Arlington's products in upstate New York, replacing Flynn-Reynolds, which resigned the Arlington line.

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