

Around the Industry

Forward Solutions merges with Sales Lane, a lighting specialty rep

Forward Solutions, Lemont, IL, recently announced the merger of Sales Lane, a California-based manufacturers' representative firm specializing in lighting and electrical solutions. Founded in 2019, Sales Lane serves customers across California and northern Nevada, representing a portfolio of lighting manufacturers.

Forward Solutions bought the company to increase its capabilities in the electrical industry and said in the press release that, "Together, the organizations will deliver increased technical expertise, broader product offerings and enhanced support for manufacturers, distributors and end users."

The release also said Sales Lane, a seven-year-old rep, has built a strong reputation for its deep expertise in the lighting space, with a hands-on approach that includes lighting layouts, job walks and field audits, particularly in retrofit applications. Its portfolio spans commercial and industrial lighting, industrial signaling devices, power distribution product and EV-related infrastructure components.

Champion's Haag named finalist for EY Entrepreneurial award

Goran Haag, founder of Champion Fiberglass, Spring, TX, has been named a finalist for the Entrepreneur Of The Year 2026 Gulf South Award by Ernst & Young LLP. Now in its 41st year, the Entrepreneur of the Year program celebrates leaders who disrupt markets through the world's most ground-breaking companies, revolution-

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Hubbell Buys NSI Industries in \$3 Billion Blockbuster Acquisition

In one of the biggest manufacturer acquisitions in recent memory, Hubbell Inc., Orange, CT, entered into a definitive agreement to acquire NSI Industries, a portfolio company of Sentinel Capital Partners and a provider of electrical fittings, connectors, components and wire management products, for \$3 billion in cash, subject to customary adjustments. NSI's brand portfolio includes Bridgeport Fittings, Polaris, TORK, Platinum Tools, Remke, Lynn, Metallics, Warrior Wrap and Terminator. Its executives built the business steadily over the past 20 years through acquisitions. TORK was its first major acquisition back in 2006.

"We are excited to add a high-growth business in NSI to Hubbell's Electrical Solutions(HES) portfolio," said Gerben Bakker, chairman, president and CEO, in the press release. "As electrification megatrends drive attractive growth across the electrical industry over the next several

years, NSI offers highly complementary products and industry-leading brands to our HES portfolio across strategic growth verticals including light industrial, data center and network infrastructure applications. The acquisition of NSI fits clearly with our long-term strategy to grow our offering of critical infrastructure solutions to our core electrical and utility customers."

Mark Mikes, president of Hubbell Electrical Solutions, added in the press release, "NSI has demonstrated strong organic growth in line with higher growth areas of our HES portfolio over the last several years, and its operating margins are expected to be accretive to the segment. As we continue accelerating our successful segment unification strategy over the next several years, we are confident that the addition of a high-growth business in NSI will provide enhanced opportunities for

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EW/VRP Distributor Business Conditions Survey Points to a Solid Start in 2026

The quarterly *Electrical Wholesaling/Vertical Research Partners (VRP)* business conditions survey for 1Q 2026 did not uncover any major impact of the war in Iran on respondents' businesses.

For example, distributors reported sales up +4.1% overall in Q1 2026, similar to the +4% exit rate from Q4 2025, with roughly equivalent contributions from price and volume. The two-year stack was also in line with Q4 and 2025 overall at approximately +7%. Low Voltage Electrical and Automation results were up solidly (approximately +5.5%) with growth in both volumes and pricing.

Utility results were up +1.7% driven by price, close to the +1.2% growth distributors had predicted in last quarter's survey. Automation and Electrical results were also close to the expectations noted in Q4. Some distributors pointed to weather-

related disruptions (i.e. blizzards) to productivity and selling days but this was not enough to derail the quarter.

No tangible signs of disruption yet. Nick Lipinski, VP and an equity analyst with Vertical Research Partners, said that for now distributors appear to be relatively insulated from the ongoing conflicts in the Middle East. "Higher oil prices are impacting shipping costs and presenting some operational pressure points but there were no meaningful signs of demand disruption," he said. "Some distributors expressed caution that if the conflict lingers on, H2 activity could start to stall. OEMs are actively pushing price (sometimes beyond or in addition to the normal cadence) with the usual rates of realization.

"We pressed distributors on possible

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Top 50 Markets for Single-Family Building Permits

Rank	Metropolitan Statistical Area (MSA)	Mar-26	Mar-25	MTM # Change	MTM % Change	YOY # Change	YOY % Change
	UNITED STATES	895,000	972,000	-35,000	-3.8	-77,000	-7.9
1	Houston-Pasadena-The Woodlands, TX	11,597	12,988	4,491	63.2	(1,391)	-10.7
2	Dallas-Fort Worth-Arlington, TX	9,503	10,988	3,743	65.0	(1,485)	-13.5
3	Phoenix-Mesa-Chandler, AZ	6,035	7,144	2,238	58.9	(1,109)	-15.5
4	Atlanta-Sandy Springs-Roswell, GA	5,171	5,972	1,971	61.6	(801)	-13.4
5	Austin-Round Rock-San Marcos, TX	3,977	4,072	1,513	61.4	(95)	-2.3
6	Tampa-St. Petersburg-Clearwater, FL	3,450	3,231	1,176	51.7	219	6.8
7	Charlotte-Concord-Gastonia, NC-SC	3,422	4,562	1,340	64.4	(1,140)	-25.0
8	Los Angeles-Long Beach-Anaheim, CA	3,239	3,126	1,265	64.1	113	3.6
9	Orlando-Kissimmee-Sanford, FL	3,011	4,067	1,122	59.4	(1,056)	-26.0
10	Nashville-Davidson--Murfreesboro--Franklin, TN	2,931	3,319	1,194	68.7	(388)	-11.7
11	New York-Newark-Jersey City, NY-NJ	2,892	3,235	1,011	53.7	(343)	-10.6
12	North Port-Bradenton-Sarasota, FL	2,756	2,473	1,012	58.0	283	11.4
13	Raleigh-Cary, NC	2,606	3,298	910	53.7	(692)	-21.0
14	San Antonio-New Braunfels, TX	2,349	2,476	848	56.5	(127)	-5.1
15	Washington-Arlington-Alexandria, DC-VA-MD-WV	2,328	2,992	863	58.9	(664)	-22.2
16	Riverside-San Bernardino-Ontario, CA	2,234	2,914	812	57.1	(680)	-23.3
17	Las Vegas-Henderson-North Las Vegas, NV	2,220	2,852	884	66.2	(632)	-22.2
18	Jacksonville, FL	2,164	2,403	788	57.3	(239)	-9.9
19	Boise City, ID	2,139	1,869	828	63.2	270	14.4
20	Chicago-Naperville-Elgin, IL-IN	2,052	2,013	894	77.2	39	1.9
21	Indianapolis-Carmel-Greenwood, IN	1,968	2,170	819	71.3	(202)	-9.3
22	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	1,852	2,065	785	73.6	(213)	-10.3
23	Minneapolis-St. Paul-Bloomington, MN-WI	1,840	1,961	772	72.3	(121)	-6.2
24	Denver-Aurora-Centennial, CO	1,812	2,001	746	70.0	(189)	-9.4
25	Cape Coral-Fort Myers, FL	1,797	2,746	598	49.9	(949)	-34.6
26	Greenville-Anderson-Greer, SC	1,782	1,875	548	44.4	(93)	-5.0
27	Lakeland-Winter Haven, FL	1,772	1,781	641	56.7	(9)	-0.5
28	Oklahoma City, OK	1,765	1,786	561	46.6	(21)	-1.2
29	Ocala, FL	1,696	1,754	618	57.3	(58)	-3.3
30	Wilmington, NC	1,687	1,700	633	60.1	(13)	-0.8
31	Sacramento-Roseville-Folsom, CA	1,628	2,234	602	58.7	(606)	-27.1
32	Myrtle Beach-Conway-North Myrtle Beach, SC	1,627	1,734	653	67.0	(107)	-6.2
33	Seattle-Tacoma-Bellevue, WA	1,575	1,561	598	61.2	14	0.9
34	Charleston-North Charleston, SC	1,503	1,561	592	65.0	(58)	-3.7
35	Fayetteville-Springdale-Rogers, AR	1,475	1,602	524	55.1	(127)	-7.9
36	Miami-Fort Lauderdale-West Palm Beach, FL	1,455	1,240	564	63.3	215	17.3
37	Portland-Vancouver-Hillsboro, OR-WA	1,444	1,655	519	56.1	(211)	-12.7
38	Kansas City, MO-KS	1,274	1,095	508	66.3	179	16.3
39	Knoxville, TN	1,274	1,227	520	69.0	47	3.8
40	Columbus, OH	1,213	1,316	452	59.4	(103)	-7.8
41	Pensacola-Ferry Pass-Brent, FL	1,194	950	441	58.6	244	25.7
42	Spartanburg, SC	1,192	818	423	55.0	374	45.7
43	Columbia, SC	1,178	1,111	419	55.2	67	6.0
44	McAllen-Edinburg-Mission, TX	1,160	1,093	443	61.8	67	6.1
45	Provo-Orem-Lehi, UT	1,153	1,396	367	46.7	(243)	-17.4
46	Cincinnati, OH-KY-IN	1,077	971	452	72.3	106	10.9
47	St. Louis, MO-IL	1,071	979	396	58.7	92	9.4
48	Port St. Lucie, FL	1,037	1,151	304	41.5	(114)	-9.9
49	Winston-Salem, NC	1,033	1,094	376	57.2	(61)	-5.6
50	Huntsville, AL	983	876	354	56.3	107	12.2

Notes: This is the most recent housing data available from the U.S. Census Bureau. Data for more than 300 Metropolitan Statistical Areas (MSAs) is available to Electrical Marketing subscribers at www.electricalmarketing.com.

Hubbell Buys NSI for \$3 Billion

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cross-selling, channel conversions, growth across strategic verticals and manufacturing efficiencies.”

NSI anticipates 2026 revenue of approximately \$570 million. Hubbell expects the acquisition to be accretive to adjusted EPS in 2026. The transaction is anticipated to close in mid-2026, subject to the satisfaction of customary closing conditions, including receipt of required regulatory approval. Hubbell plans to finance the transaction with a combination of cash on

hand and debt and has obtained fully committed bridge financing from JPMorgan Chase Bank, NA, Bank of America, NA, and HSBC Bank USA, NA, subject to the agreed-upon terms and conditions among the foregoing parties and Hubbell.

Harris Williams is serving as financial advisor to Hubbell, and Wachtell, Lipton, Rosen & Katz is serving as legal advisor. Lincoln International LLC is serving as financial advisor to NSI Industries and Sentinel Capital Partners, and Kirkland & Ellis LLP is serving as legal advisor.

Data Centers Expected to Continue Driving Demand

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signs of pre-buying activity and it did not sound like there was meaningful, if any, pull forward in demand in the quarter. Right now there are no discernible expectations of limited product/component availability outside of normal supply chain dynamics. Growth for Q2 is projected at a solid 4.2% overall, with all categories expected to see growth led by Automation (+7.2%).”

According to the 1Q 2026 report, data centers remain the driving force behind distributor sales growth, though the pulse in other verticals is largely solid with the exceptions of residential and office construction. Said Lipinski, “On the data center front, the push by larger operators for power self-sufficiency is driving additional on-site work beyond the in-plant demand pull.

Healthcare activity remains solid, and one distributor noted a healthy construction pipeline for senior living/medical communities. This is somewhat perversely offsetting softness in new residential construction, though multi-family is hanging in.”

He also said public construction spending is steady with strength in water, airports and convention centers. “We picked up on good demand across wood products, metals and auto/tire in the Southeast,” Lipinski said in the report. “Midwest machine builders are showing continued improvement after gaining some momentum in H2 2025.

We would note that our polling methodologies of end markets can result in real-time sentiment (i.e. current month’s pulse), versus what actually occurred in

the quarter and view these reads as more directional indicators of activity.

—Nick Lipinski, Vertical Research Partners

DISTRIBUTORS SPEAK OUT

Here are some interesting anecdotal comments from distributor respondents from the EW/VRP survey

“Inventory is elevated compared to last year, getting ready for the busy season ahead.”

“We are slightly behind budget from a top-line perspective, but Q1 misses are easily made up for in the larger quarters.”

“DC ‘Tidal wave’ driving results.”

“DC visibility extending out ‘three years at least.’”

“Size of DC-related quotes regularly 2X to 3X what used to be a record order.”

“Clear trend of larger DCs aiming for power self-sufficiency with small modular nukes, solar/wind projects with batteries.”

“Potential for some delays in utility projects as new incentives/regulatory framework digested.”

“Numbness to price increases.”

“We haven’t seen anything from the war other than higher cost of shipping.”

“Labor a key challenge in meeting DC demand.”

“Lead times on standard construction materials for non-DC jobs are behind the 8-ball.”

“Possible ‘reverberations’ in H2 or into 2027 if oil pricing stays elevated, minimal impact noted to date.”

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izing industries and uplifting communities.

Champion Fiberglass doubled its capacity in 2020 with a new manufacturing line and after one year, that line was already running at capacity. Under Goran Haag’s leadership, production has quadrupled.

The program honors entrepreneurs whose innovations drive economic growth and help shape the future of business. An independent panel of judges selected finalists based on their entrepreneurial spirit, purpose, company growth and lasting impact in building long-term value.

“Being named an Entrepreneur of the Year finalist is a meaningful honor, and I see it as recognition of the people who have built Champion Fiberglass alongside me,” said Haag in the press release. “From starting the company in 1988 to rebuilding after significant challenges, including a fire in 2016, the goal has always been to deliver exceptional service, create a company where people can contribute and feel valued, innovate and help move the industry forward.”

Current Distribution Group Launches Empower Electrical Group

Current Distribution Group (CDG), Aurora, OH, a member-owned and member-governed organization supporting independent distributors, launched Empower Electrical Group, a new business unit dedicated to supporting independent electrical distributors and suppliers across the United States.

The new organization expands CDG’s growing portfolio of distribution verticals and provides a platform for electrical distributors to collaborate, strengthen supplier relationships, and accelerate business growth.

Empower Electrical currently has 74 distributor members representing companies that sell electrical products for residential and commercial construction projects. These distributors are part of CDG’s broader network of more than 650 member companies operating across approximately 1,450 locations and generating more than \$8 billion in annual sales volume.

Built for small- to mid-sized independent electrical distributors and supplier partners, according to the press release, the organization provides a collaborative environment where members can access strategic resources, strengthen supplier relationships,

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Industry Events

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

Sept. 29-Oct. 1, 2026

IDEA E-Biz Conference
Denver, CO; IDEA;
www.idea4industry.com

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; National Electrical Manufacturers Association
www.nemra.org

November 10-12, 2026

NEMA Annual Meeting
St. Petersburg, FL; National Electrical Manufacturers Association
www.makeitelectric.org

January 11-13, 2027

NAED Western Conference
Phoenix, AZ, National Association of Electrical Distributors (NAED)
www.naed.org

January 31- February 3, 2027

NEMRA Annual Conference
Dallas, TX, National Electrical Manufacturers Representatives Association
www.naed.org

Construction Hiring Still Exceptionally Slow in March According to ABC Data

The construction industry had 224,000 job openings in late March, according to an Associated Builders and Contractors analysis of data from the U.S. Bureau of Labor Statistics' Job Openings and Labor Turnover Survey (JOLTS). JOLTS defines a job opening as any unfilled position for which an employer is actively recruiting. Industry job openings increased by 23,000 last month but are down by 54,000 from the same time last year.

"The industry's labor market continues to be defined by an utter lack of churn," said ABC Chief Economist Anirban Basu, in the press release. "Construction industry hiring rebounded from February's historically

low level but remains extremely subdued. Contractors also remain reluctant to fire workers; the layoff/discharge rate fell to the slowest pace since early 2024 and is lower than at any point prior to 2022. At the same time, workers are also reluctant to quit compared to the prevailing trend of the late 2010s and early 2020s.

"While contractors remain confident that their staffing levels will improve this year, according to ABC's Construction Confidence Index, these stagnant labor market dynamics suggest that the industry remains in a holding pattern, one it will not exit until economic uncertainty lessens."

Single-Family Housing Starts Top 1 Million in March with +9.7% Monthly Increase

Housing starts in March were at a seasonally adjusted annual rate of 1,502,000, +10.8% above the revised February estimate of 1,356,000 and is +10.8% above the March 2025 rate of 1,355,000. Single-family housing starts in March were at a rate of 1,032,000, +9.7% above the revised February figure of 941,000. Housing starts in February were at a seasonally adjusted annual rate of 1,356,000, -3% below the revised January estimate of 1,398,000.

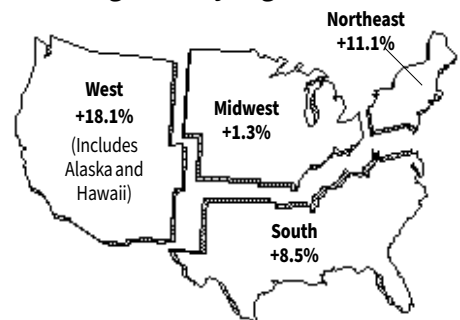
"Single-family starts drove much of the monthly increase, indicating that builders are cautiously ramping up production to meet persistent inventory shortages in the resale market," said Danushka Nanayakkarskillington, NAHB's assistant VP for forecasting and analysis.

"While this is an encouraging sign, the pace of construction is likely to remain measured as builders navigate elevated financing costs and labor availability. "On a regional level, the Midwest continues to outshine the rest of country as the only region to have

positive single-family starts growth."

"Housing starts posted a solid rebound in March, suggesting builders are responding to pockets of improving demand despite ongoing affordability challenges, although activity remains sensitive to interest rate movements and construction costs," added Bill Owens, chairman of the National Association of Home Builders (NAHB) and a home builder, and remodeler from Worthington, OH. "Overall, the uptick in housing starts is a positive development for residential investment and signals that the sector may be stabilizing."

Housing Starts by Region



New Privately Owned Housing Units Started

(Thousands of units, seasonally adjusted annual rate)

Period	Total	1 Unit	5 Units or more	Northeast	Midwest	South	West
March 2026 ₁	1,502	1,032	446	70	152	562	248
Feb. 2026 ₁	1,356	941	407	63	150	518	210
Jan. 2026 ₂	1,398	898	478	47	133	506	212
Dec. 2025 ₂	1,373	950	402	67	124	557	202
Nov. 2025	1,324	931	378	68	128	565	170
Oct. 2025	1,272	894	353	68	141	513	172
Mar-25	1,355	948	393	66	129	530	223

1-Preliminary; 2-Revised; Note: Detail may not add to total because of rounding.

Source: U.S. Bureau of the Census

Nexans Buys Republic Wire to Build U.S. Commercial/Industrial & Residential Biz

Global wire & cable manufacturer Nexans acquired Republic Wire, a U.S. manufacturer of low-voltage copper and aluminum wire products headquartered in Cincinnati, OH.

Founded in 1982 and family-owned, Republic Wire serves electrical distributors, utilities and municipalities across the United States and Canada. Over the 12-month period through Feb. 2026, Republic Wire generated about \$609 million in current revenue. The company markets its wire and cable products through a stable of well-known independent reps and lists 16 of them at www.republicwire.com/sales.

Republic Wire has more than 200 employees and recently completed a significant expansion program that will be fully online by the end of 2026, increasing its production capacity by approximately 30%.

According to the press release, the acquisition of Republic Wire is an important step in Nexans' strategy to expand its geographic footprint to the United States, one of the world's largest markets and among the fastest-growing for low- and medium-voltage cables. The U.S. low-voltage segment, estimated at roughly \$14 billion is mainly driven by sustained demand across residential, commercial and data center expansion.

The acquisition of Republic Wire will allow Nexans to:

- Establish an expanded manufacturing and distribution platform in the U.S. geography, complementing the recent acquisition of Electro Cables in Canada
- Access residential and commercial channels through Republic Wire's strong sales agent and distributor network, building on Nexans' proven global distributor relationships and benefitting from Nexans' broader complementary product portfolio into additional high-growth verticals, including data centers
- Create a platform for future organic and inorganic growth across the U.S., ensuring that the Group will benefit through the cycle from structural growth in the region
- Generate \$27 million in run-rate synergies within three years, driven by commercial cross-selling opportunities rolling out Nexans' comprehensive product offering in medium-voltage and grid solutions, technology synergies through the deployment of Nexans' proprietary manufacturing IP and industrial synergies through purchasing

The transaction is expected to close early in the third quarter of 2026, subject to applicable regulatory approvals and other customary closing conditions. Following completion, Republic Wire's experienced management team will continue to lead the business, supported by an earn-out structure designed to ensure alignment of interests and a successful ownership transition.

Nexans expects to maintain Republic Wire's operations at its existing Ohio facilities and utilize the combined platform to support its activities in the United States.

According to the press release, "The acquisition of Republic Wire marks a transformative moment in Nexans' journey to become a reference pure player in electrification. The United States represents the single largest growth opportunity in low- and medium-voltage cable, within a premium business segment where quality and reliability drive sales."

Nexans said Republic Wire gives it the expanded platform, the customer relationships and the operational credibility it needs to compete in a highly dynamic market. Combined with its recent complementary acquisition of Electro Cables in Canada, the company is building an integrated North American business, expanding its industrial footprint in the Americas and reinforcing a positioning in high-growth segments such as data centers that it believes will serve as a growth engine for the Group for years to come.

Executive comments. Julien Hueber, CEO, Nexans, said in the press release, "The acquisition of Republic Wire represents an important strategic milestone, meaningfully strengthening our position in the North American market. As a highly respected brand with a proven track record of exceptional quality and customer centricity, Republic Wire brings deep market relationships and an extensive commercial network and strong industrial footprint that significantly enhances our ability to serve customers and partners."

Ron Rosenbeck, CEO, Republic Wire, said in the press release, "Republic Wire has always been more than a business to our family — it's a legacy built on hard work, loyalty, and a deep responsibility to our customers and the people who chose to build their careers here. In Nexans, I found a partner who shares those values, not just a buyer."

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expand market opportunities and improve their overall business performance.

"Empower Electrical Group was formed to ensure independent electrical distributors have the tools, partnerships and strategic support they need to remain competitive and continue growing," said Matt Roos, executive director, Empower Electrical, in the press release. "Providing best-in-class, one-on-one attention for all members is what defines our family culture."

CDG operates across multiple industry verticals, including plumbing, HVAC, showroom, irrigation, PVF/waterworks and electrical, connecting distributors with supplier partners and shared business resources. By launching Empower Electrical, CDG aims to further strengthen the position of independent electrical distributors while expanding opportunities for suppliers seeking deeper connections with this growing market segment.

Winsupply acquires waterworks distributor in Texas

Winsupply Inc. acquired Rural Pipe & Supply a first-generation, family-owned and operated business founded in 1999 by Tommy and Amanda Shaver. Headquartered in Jasper, TX, the company operates two locations: Rural Pipe & Supply in Jasper and Rural Pipe & Plumbing Supply in Livingston, TX.

The company specializes in providing a wide range of waterworks and construction-related materials, including PVC and HDPE pressure pipe, sewer pipe and fittings, irrigation pipe and cast-iron pipe products. Serving contractors, municipalities, and residential customers, Rural Pipe & Supply supports essential infrastructure and construction projects throughout the region.

"This acquisition is a strategic move that expands our presence in the Texas waterworks market," said Jeff Dice, president, Winsupply, in the press release. "This deal aligns perfectly with our decentralized model, allowing us to quickly integrate a partner where we can add immediate value."

The company has a total of 18 employees, including owners Tommy and Amanda Shaver. Both owners will remain with the company in leadership roles.

"Rural Pipe & Supply has built its reputation on a strong commitment to both employees and customers, consistently pri-

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People

United Electric Supply Inc. (Wilmington, DE): The company announced key leadership promotions as part of its long-term succession strategy. **Tony Buonocore**, formerly president, has been named president & CEO following the retirement of **George Vorwick**. In addition, **Greg Sundberg** has been promoted to executive VP of Sales.

Buonocore transitions into the CEO role with deep experience driving growth, performance and innovation through a value-add approach. Before joining United, he owned Westway Electric Supply, which was acquired by United in 2018. He has since held a range of leadership roles spanning sales, marketing and field services, experience that has helped shape United's current organizational structure and go-to-market strategy.

According to the press release, Sundberg has built a strong and steady career at United, with more than 20 years of sales experience and leadership roles that culminated in his promotion to executive VP. He has built and led teams focused on supporting customers in practical, meaningful ways that simplify their day-to-day work and improve effectiveness. In his role, Sundberg will lead United's sales organization with an ongoing emphasis on service excellence and strengthening customer relationships while driving sustainable growth.

Nidec (St. Louis, MO): This manufacturer of compressors and electric motors

and drives promoted **Tim Schamel** to president of Nidec Commercial & Industrial and named **Tim Albers** as chief technology officer. Nidec made the move to ensure greater alignment across all areas of its Appliance, Commercial and Industrial Motors (ACIM) business unit.

ACIM is one of Nidec's largest business units in terms of sales, with approximately 18,000 employees and more than 30 manufacturing sites in 25 countries. ACIM offers a product portfolio that includes compressors, condensing units and motors for home and commercial appliances, as well as motors and electronic drives for commercial, residential, industrial and utilities applications.

Schamel previously served as president of Nidec/U.S. MOTORS. He joined the company in 2016 as VP and general manager of HVAC/R and Appliance Motors. His long career in the industry includes roles at Parker Sporlan and Emerson. The U.S. Motors brand of Nidec Motor Corp. encompasses a complete line of general and special-purpose commercial and industrial motors from 1/3 horsepower through 4,000 horsepower for a wide variety of applications.

Tim Albers, as chief technology officer for Nidec Commercial & Industrial, brings a wealth of engineering and industry experience to his new role. He previously served as senior director of Product

Management for 15 years, and prior to that worked for Emerson in marketing and project management.

Scott Electric Co. (Greensburg, PA): **Dylan Shaler** was promoted to outside sales representative covering the greater Columbus, OH, market, according to a LinkedIn post. He was a business development manager for Scott Electric over the past 4.5 years.

Rep News

The **Yusen MacPherson Group** now represents Champion Fiberglass in upstate New York, according to a LinkedIn post.

Kevin McMullan joined the outside sales team of Mountain States Agency, Bernalillo, NM, according to a LinkedIn post.

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Around the Industry

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oritizing responsive service and a willingness to assist with every call and opportunity," Amanda Shaver said in the press release.

This is Winsupply's second acquisition of fiscal year 2027. The company acquired Central Corp. in Wisconsin in February.

Sonepar wins awards for supporting military veterans

Sonepar, Charleston, SC, has been recognized as a 5 Star Employer in the 2026 VETS Indexes Employer Awards and has separately been honored as a 2026-2027 Vetted Employer. These awards recognize the organization's strong commitment to recruiting, hiring, retaining, developing and supporting veterans and the military-connected community.

"Being named a top employer for veterans is an honor and a responsibility we

take seriously," said Rob Taylor, president of Sonepar Americas, in the press release. "Veterans, reservists and military spouses bring leadership, adaptability and a mission driven mindset that make our teams stronger. We are committed to creating an environment where they can build long term, meaningful careers and continue to make an impact."

As part of Sonepar's larger commitment to the military community, the company has established partnerships with more than 25 military-focused organizations, including Disabled American Veterans (DAV), RecruitMilitary and the Bob Woodruff Foundation. Sonepar's Military and Veterans Employee Resource Group (MERGE) offers associates a network within the company for career development and camaraderie.