Electrical Marketing®

THE ELECTRICAL INDUSTRY NEWSLETTER

JUNE 12, 2026 · Volume 51, Number 11

Around the Industry

Turner to build $2.3- billion NYC cancer center

A joint venture of Turner and Consigli Construction Co., Inc. was selected to provide construction services for The Kenneth C. Griffin Pavilion at Memorial Sloan Kettering Cancer Center (MSK), a state-of-the-art cancer care facility to be built on MSK's main campus on Manhattan's East Side. Total contract value of the project is estimated at $2.3 billion, according to a post at *www.constructiondive.com*

Upon completion, the facility will feature 12 operating suites and 208 single-occupancy inpatient beds, all dedicated to patient care. Construction of the pavilion is expected to be completed in 2030. A LinkedIn post by Louis Cook of The Job-Walk/Lewis Michael Consultants said the 27-story facility will have 883,000 sq ft of space.

ACES partners with Milwaukee Tool for interactive demo day

Atlantic Coast Electric Supply (ACES), Summerville, SC, and Milwaukee Tool recently hosted the Milwaukee Power Play Demo Day at the company's Summerville, SC, branch, bringing together electrical contractors, project managers, apprentices and industry professionals for an interactive, hands-on tool experience unlike a traditional product demonstration.

Held on May 27 from 7 am – 1 pm, the event welcomed more than 40 attendees from across the Charleston market and featured live demonstrations of Milwaukee's latest M18 FUEL and FORCE LOGIC

Continued on page 3

Inside

Top 50 electrical distributors .... p. 2

Contractor employment data.... p. 3

Legrand makes acquisition..... p. 4

NEMA execs bullish about future... p. 4

An Endeavor Business Media Inc. publication. Publishers of *Electrical Wholesaling* and *EC&M* magazines.

EW Top 100 Distributors Providing Critical Supply Links for Billion-Dollar Projects

Data center projects once again topped the list of major construction projects for *Electrical Wholesalings's* Top 100 distributors, but the largest distributors are working on a bunch of other interesting trophy jobs, as you will see below.

#64. Atlantic Coast Electric Supply, Summerville, SC. Boeing expansion in Charleston, SC; International Truck EV plant in Chester, SC; Coast Guard pier in Charleston; and data centers in Charlotte, NC.

#78. Chelsea Lighting, New York, NY. 70 Hudson Yards; 740 8th Ave; and 383 Madison in midtown Manhattan, NY

#94. D&S Electrical Supply, Pocatello, ID. Micron, Idaho National Lab & Terrapower

#47. Facility Solutions Group, Austin, TX. Netflix studios in Fort Monmouth, NJ

#80. G&G Electric Supply, New York, NY. JFK Airport and Port Authority Bus Terminal

#33. Inline Electric Supply, Huntsville, AL. Space Command Headquarters in Huntsville, AL, and U.S.-Japan partnership building a nuclear reactor in Scottsboro, AL.

#71. Jackson Electric Supply, Jacksonville, TN. NFL Jacksonville Jaguar's "Stadium of the Future" project and related construction

#59. JoKell Inc., Chesapeake, VA. Multiple shipbuilding, port and infrastructure projects that are part of the U.S. Navy's "Golden Fleet" initiative.

#51. Mars Electric, Mayfield, Village, OH. New Cleveland Browns Stadium and Cuyahoga County Jail

#79. Nassau National Cable, Great Neck, NY. Open AI's Stargate campus in Abilene, TX; Meta's Hyperion data center in Richland Parish, LA; and Micron's $100-billion semiconductor campus in upstate New York.

— Jim Lucy

Wesco Bolsters Data Center Business with Acquisition of Cooling Systems Company

Wesco International, Pittsburgh, PA, plans to acquire Newark Engineering Group, a Singapore-based provider of engineered cooling solutions and lifecycle services for data centers, for approximately $136 million. Newark generated approximately $60 million in revenue in 2025.

According to the press release, the acquisition expands Wesco's capabilities in data center cooling and lifecycle services and strengthens its presence in the fast-growing Southeast Asia region. Newark specializes in the design, supply, installation, commissioning and maintenance of advanced thermal management systems that are mission-critical to data center performance and reliability. The company serves customers across Southeast Asia, including Singapore, Malaysia, and Indonesia, delivering integrated solutions across the full data center lifecycle — from design and installation to ongoing maintenance and optimization.

"Newark provides integrated, turnkey cooling solutions, with strong partnerships and a blue-chip customer base that includes global technology and Fortune 500 companies," said John Engel, WESCO's chairman, president and CEO. "This acquisition expands our participation in the data center value chain, particularly in engineered cooling and lifecycle services and provides a strong growth platform in Southeast Asia. It's a service-led business with attractive margins, and we see a clear path to above-market growth by leveraging Wesco's global customer relationships and expanding solutions portfolio. We expect this acquisition to enhance our growth profile, support margin expansion, and generate attractive returns within the first year."

The press release said, "The combination creates meaningful commercial op-

Continued on page 3

Copying or reprinting all or parts of this newsletter without specific permission violates Federal law!

Electrical Wholesaling's 2026 Top 50 Electrical Distributors *(*North America / ** Global)*							
Rank	**Company**	**Town/City**	**State**	**Senior Executive**	**2025 Revenues**	**Employees**	**Locations**
1	Wesco	Pittsburgh	PA	John Engel	20,689,680,000*	13000	427
2	Sonepar North America	North Charleston	SC	Rob Taylor	16,500,000,000	12700	571
3	Graybar Electric Co. Inc.	St. Louis	MO	Kathleen Mazzarella	12,900,000,000	9369	346
4	Rexel USA	Dallas	TX	Roger Little	10,433,737,258*	10,165*	660*
5	Consolidated Electrical Distributors	Irving	TX	Kurt Lasher	NA	7500	800
6	Border States	Fargo	ND	Jason Seger	4,900,000,000	3700	127
7	McNaughton-McKay Group	Madison Heights	MI	Mark Borin	NA	1900	60
8	City Electric Supply	Dallas	TX	John Gray/Blair Feidler	NA	2500	677
9	Elliott Electric Supply Inc.	Nacogdoches	TX	Bill Elliott/Stephen Paul	NA	3200	189
10	Crescent Electric Supply	East Dubuque	IL	Penny Cotner	NA	1800	140
11	U.S. Electrical Services	Middletown	CT	Randy Eddy	NA	2000	146
12	Lonestar Electric Supply	Houston	TX	Jeff Metzler	1,681,425,000	1253	28
13	OmniCable	West Chester	PA	Chris Breslin	NA	930	18
14	Kendall Electric	Portage	MI	John Harman	NA	1300	74
15	W.W. Grainger	Lake Forest	IL	D.G Macpherson	1,152,000,000	19,890*	277*
16	Van Meter Inc.	Cedar Rapids	IA	Lura McBride	NA	880	28
17	Turtle	Clark	NJ	Jayne Millard	NA	NA	16
18	Wholesale Electric Supply	Texarkana	TX	Buddy McCulloch	NA	995	89
19	Main Electric Supply	Santa Ana	CA	Scott Germann	NA	NA	19
20	Motion Industries	Birmingham	AL	James Howe	NA	NA	600
21	State Electric Supply	Huntington	WV	John Spoor	NA	NA	42
22	Gresco Utility Supply Inc.	Forsyth	GA	Steve Gramling	846,000,000	300	7
23	Winsupply Inc.	Dayton	OH	Jeff Dice	NA	NA	60
24	DSG Supply	Fargo	ND	Paul Kennedy	NA	1093	64
25	Kirby Risk Electrical Supply	Lafayette	IN	Jim Risk/John Eggleton	NA	580	41
26	Franklin Empire	St-Laurent	QC	Bernie Backman	NA	600	23
27	IEWC	New Berlin	WI	Mike Veum	NA	518	8
28	Eckart Supply	Corydon	IN	Philip Bennett	NA	623	27
29	Texas Electric Cooperative	Georgetown	TX	Gary Daniel	560,000,000	227	47
30	Green Mountain Electric Supply	Colchester	VT	Nate Laber/Josh Laber	NA	NA	38
31	Colonial Electric	King of Prussia	PA	Steven Bellwoar	NA	500	23
32	Werner	Appleton	WI	Craig Wiedemeier	NA	535	12
33	Inline Electric Supply Co.	Huntsville	AL	Bruce Summerville	456,000,000	520	30
34	Loeb Electric	Columbus	OH	Charles Loeb	NA	NA	4
35	Scott Electric	Greensburg	PA	Larry Shirey	NA	620	12
36	Rural Electric Supply Cooperative	Middleton	WI	Matt Brandrup	403,888,000	85	10
37	Granite City Electrical Supply	Quincy	MA	Steve Helle	NA	300	34
38	Schaedler Yesco Distribution	Mechanicsburg	PA	Greg Schaedler	NA	490	29
39	Butler Supply Inc.	St. Louis	MO	Deborah Kuempel/Bill Kuempel	NA	NA	26
40	Villa Lighting Supply Inc.	St. Louis	MO	Jack Villa	326,000,160	132	2
41	Fastenal	Winona	MN	Jeffery Watts	320,488,300	24,489**	1,595**
42	CEEUS Inc.	West Columbia	SC	E. Chad Capps	313,000,000	126	2
43	Ferguson	Newport News	VA	Kevin Murphy	NA	35,000*	1,700*
44	Edges Electrical Group	San Jose	CA	Scott Lehmann	NA	350	12
45	United Electric Supply Co.	New Castle	DE	Tony Buonocore	NA	300	14
46	Agilix Solutions	St. Louis	MO	Mike Stanfill	NA	385	13
47	Facility Solutions Group	Austin	TX	William Graham	289,229,974	183	12
48	CBT Co.	Cincinnati	OH	James Stahl, III	NA	271	5
49	Brownstown Electric Supply	Brownstown	IN	Gregg Deck	NA	150	5
50	Johnstone Supply	Portland	OR	Lance Devin	NA	NA	470*

Copying or reprinting all or parts of this newsletter without specific permission violates Federal law!

Wesco Acquisition of Newark Engineering Expected to Bolster Data Center Business in Southeast Asia

Continued from page 1

portunities by bringing together Newark's established regional customer relationships with Wesco's global account coverage. Wesco expects to expand access to hyperscale, enterprise, and colocation data center customers while increasing share of wallet through cross-selling electrical, communications, and supply chain solutions across Newark's installed base."

"Partnering with Wesco will accelerate our growth and expand our ability to serve data center customers across Southeast Asia," said Fanny Lee, managing director of Newark Engineering Group, in the press release. "Wesco's global platform and complementary capabilities will allow us to broaden our solutions portfolio, access new customers and scale the business."

Headquartered in Singapore with offices in Malaysia and Indonesia, Newark Engineering Group is a provider of mission-critical cooling and thermal management solutions, delivering integrated customized HVAC solutions spanning design support, equipment supply, installation, commissioning and lifecycle services for data centers and other mission-critical infrastructure across Southeast Asia.

The transaction is expected to close in the third quarter of 2026, subject to customary regulatory approvals and closing conditions.

Wesco is ranked #1 on *EW's* 2026 Top 100 listing, with roughly $20.7 billion in North American revenues.

Construction Jobs Increase YOY in Most Metros in April According to AGC Analysis

Construction employment increased in 192, or 53% of 360 metro areas between April 2025 and April 2026, according to an analysis by the Associated General Contractors of America (AGC) of the latest employment data from the U.S. Bureau of Labor Statistics *(www.bls.gov)*.

Association officials said growing pushback against the construction of data centers and the potential failure of Congress to pass a new highway and transit bill soon could pose a threat to construction employment levels.

"While it is encouraging to see a majority of metros adding construction jobs, the growth is uneven and fragile," said Ken Simonson, the association's chief economist, in the press release. "Given how much construction today is being driven by new data centers and infrastructure, the growing backlash to data center construction has the potential to disrupt the industry's fragile job growth."

Top metros in YOY employment gains. Between April 2025 and April 2026, 192 metro areas added construction jobs, 117 lost jobs, and employment was unchanged in 51 areas. Houston-Pasadena-The Woodlands, TX added the most construction jobs year-over-year (YOY) (8,900 jobs or +4%); followed by St. Louis, MO-IL. (7,300 jobs, +9%); Baton Rouge, LA (6,500 jobs, +13 %); Charlotte-Concord-Gastonia, N.C.-S.C. (5,900 jobs, +7%) and Columbus, OH (5,700 jobs, +10%).

Davenport-Moline-Rock Island, IA-IL had the largest percentage gain (+17%, 1,700 jobs); followed by three areas with +13% increases: Baton Rouge; Eau Claire, WI (500 jobs) and Kankakee, IL (200 jobs). In addition, there were +12% increases in Bloomington, IN (400 jobs) and Weirton-Steubenville, WV-OH (600 jobs).

Metros losing the most construction jobs YOY. Construction employment declined in 117 metro areas and was flat in 51 areas during the past year. The largest job loss occurred in the Los Angeles-Long Beach-Glendale, CA. metro division (-5,000 jobs, -3%); followed by Sacramento-Roseville-Folsom, CA (-4,700 jobs, -6%); Riverside-San Bernardino-Ontario, CA. (-4,500 jobs, -4 %); Portland-Vancouver-Hillsboro, OR-WA (-4,100 jobs, -5%); and the Anaheim-Santa Ana-Irvine, CA division (-3,500 jobs, -3%). The steepest percentage loss occurred in Lawton, OK. (-26%, -500 jobs); followed by Fairbanks-College, AK (-18%, -500 jobs); and Monroe, MI. (-9%, -200 jobs).

AGC noted growing local opposition to data center construction has the potential to disrupt one of the relatively few growth areas for the construction industry.

When you consider that electrical contractors historically account for 13% of all construction jobs and each electrical contractor employee is worth $78,775 in estimated sales potential, any dramatic changes in overall construction employment has a direct impact on a local market's sales potential.

Around the Industry

Continued from page 1

solutions. Customers had the opportunity to operate the tools themselves using real job-site materials, including steel, strut, threaded rod and conduit, allowing them to experience product performance firsthand.

In addition to the live demonstrations, attendees enjoyed breakfast and lunch, networked with Milwaukee and ACES representatives, and participated in hourly door prize drawings featuring Milwaukee products. The giveaways added energy throughout the day and contributed to the strong customer engagement seen across all demo stations.

Unlike traditional product presentations, the event was designed to encourage participation, allowing customers to cut, bend, thread, and operate the equipment themselves while working directly with Milwaukee Tool representatives. Stafford Smith, Milwaukee territory representative said in the press release, "The Milwaukee Power Play Demo Day was a great success. It was a fun, high-energy day with strong turnout, and it was great seeing customers get hands-on with some of the new Milwaukee tools and see the power and performance for themselves."

Schneider Electric signs MOU to develop rare-earth minerals in Quebec

Schneider Electric and Torngat Metals signed a non-binding Memorandum of Understanding (MOU) to explore a strategic industrial partnership to support the development of a resilient and responsible rare earth value chain.

The partnership is anchored in the development of the Strange Lake rare earth project in Nunavik, Quebec, with associated infrastructure in Labrador and a planned separation facility in Sept-Îles. It's designed to support an integrated, end-to-end collaboration, connecting upstream resource development, technology integration and future industrial demand.

The MOU is intended to support the development of a 360° partnership, with a dual objective:

- To support the development of a next-generation mining and processing project, leveraging Schneider Electric's expertise in electrification, automation, digital systems and sustainable industrial design
- To strengthen Schneider Electric's

Continued on page 5

Copying or reprinting all or parts of this newsletter without specific permission violates Federal law!

Industry Events

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*

Oct. 19-231, 2026
AD Electrical North American Meeting
Chula Vista, CA; Affiliated Distributors *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

Legrand Buys Power Solutions Provider

Legrand North America, West Hartford, CT, acquired Girtz Industries, Monticello, IN, a provider of customized modular power integration solutions (Power Pods), as well as testing and technical services.

Customers that need back-up power or behind-the-meter primary power solutions, primarily in data centers but also across industrial, infrastructure and commercial applications are customers for Girtz's products. The company employs approximately 300 people and generates annual revenue of nearly $80 million.

Benoît Coquart, Legrand's CEO said in the press release, "Girtz Industries strengthens our position in the United States at the crossroad of two major trends: the unprecedented growth in power demand reshaping the energy landscape and the emergence of new data center architectures that require high-density, energy-efficient and increasingly decentralized power solutions.

"This acquisition is the sixth completed by Legrand since the beginning of the year, all focused on energy transition and data center opportunities, and together representing nearly €440 million (approximately $508 million) in additional annual revenue."

NEMA Execs Still Bullish; May's EBCI Future Business Conditions Index Gains 2.2 Points

The Current Conditions component of NEMA's ElectroBusiness Conditions Index registered 47.7 points in May, a decline of -2.3 percentage points from April's reading of 50 points.

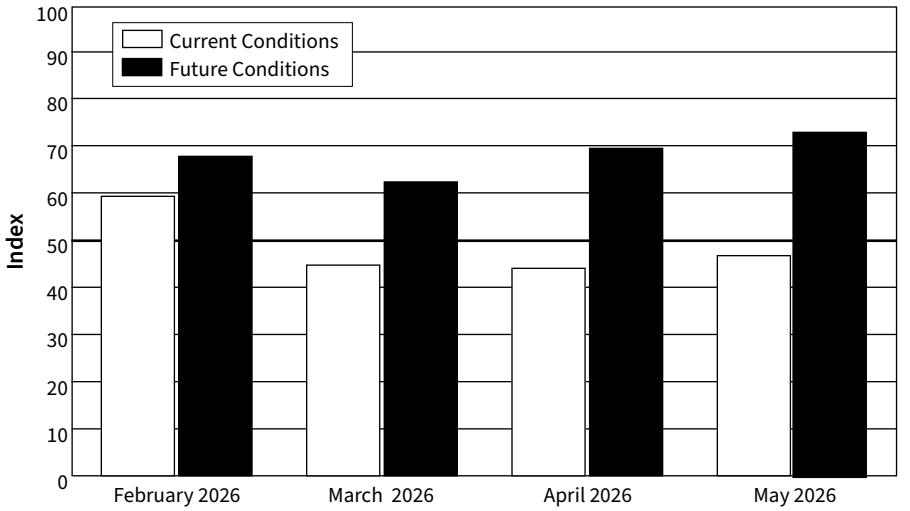
Twenty-three percent of respondents reported "better" conditions, 27% reported "worse," and 50% indicated conditions were unchanged. Overall, respondents reported little month-to-month change on average, with most panelists indicating unchanged conditions or only modest movement.

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.

The outlook stayed positive in May, as the Future Conditions component increased to 72.7 points from April's 70.5 points. Looking ahead six months, 59% of respondents expected conditions to be "better"; 14% anticipated conditions would be "worse"; and 27% expected conditions to remain unchanged.

Compared to the prior month, the share expecting improvement was unchanged, the share expecting worse conditions declined, and the share expecting unchanged conditions increased modestly. Respondents generally expected demand to remain supportive, though trade policy, inflation and geopolitical developments remained downside risks.

Electroindustry Business Confidence Index: May 2026



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

Data Centers Still Sizzling with a +28.7% April YOY Spending Increase to $50.7 Billion

Total construction spending during April 2026 was estimated at a seasonally adjusted annual rate of $2,172.4 billion, +0.4% above the revised March estimate of $2,164.5 billion. The April figure is +0.9% above the April 2025 estimate of $2,153.4 billion. During the first four months of this year, construction spending amounted to $657.2 billion, +0.2% above the $656.1 billion for the same period in 2025.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of $1,639.7 billion, +0.4% above the revised March estimate of $1,633.9 billion. Residential construction was at a seasonally adjusted annual rate of $909.9 billion in April, +0.8% above the revised March estimate of $902.9 billion. Nonresidential construction was at a seasonally adjusted annual rate of $729.8 billion in April, -0.2% below the revised March estimate of $731 billion.

Data center construction continues to outpace all other construction categories on a year-over-year basis. In April, the U.S. Census Dept. said their was $50.7 billion in spending on data centers, a 28.1% YOY increase.

Public construction. In April, the estimated seasonally adjusted annual rate of public construction spending was $532.7 billion, +0.4% above the revised March estimate of $530.6 billion. Educational construction was at a seasonally adjusted annual rate of $113.7 billion, 0.6% above the revised March estimate of $113 billion. Highway construction was at a seasonally adjusted annual rate of $149.6 billion, +0.4% above the revised March estimate of $149 billion.

Value Of New Construction Put In Place — April 2026

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

	Apr. '26[1]	Mar. '26[2]	Mo. % Change	Apr. '25	YTY % Change
Total Construction	**2,172.4**	**2,164.5**	**2,153.4**	**0.4**	**0.9**
Total Private Construction[1]	**1,639.7**	**1,633.9**	**1,639.6**	**0.4**	**0**
Residential	909.9	902.9	894.5	0.8	1.7
New single family	416.2	410.4	428.5	1.4	-2.9
New multifamily	115.8	116.1	114.5	-0.3	1.1
Nonresidential	729.8	731.0	745.1	-0.2	-2.1
Lodging	23.3	23.3	22.1	0.3	5.4
Office	97.4	96.5	89.0	1	9.4
Data center	50.7	49.7	39.6	1.9	28.1
Commercial	116.0	116.8	114.3	-0.7	1.5
Health care	53.7	53.6	52.7	0.1	1.9
Educational	25.9	25.8	24.4	0.5	6.3
Religious	5.6	5.6	4.7	0.5	20.3
Amusement and recreation	21.3	21.4	19.2	-0.6	11
Transportation	19.9	19.8	19.1	0.7	4.7
Communication	29.1	29.0	28.3	0.1	2.6
Power	148.7	147.9	140.3	0.6	6
Electric	127.1	126.2	118.4	0.6	7.3
Manufacturing	184.5	186.8	226.3	-1.2	-18.5
Total Public Construction[2]	**532.7**	**530.6**	**513.9**	**0.4**	**3.7**
Residential	12.2	12.1	12.0	0.7	1.3
Nonresidential	520.6	518.5	501.9	0.4	3.7
Office	16.5	16.3	17.0	1.3	-2.9
Commercial	6.3	6.1	7.0	2.8	-10.9
Health care	17.0	16.7	16.0	1.4	6
Educational	113.7	113.0	112.4	0.6	1.2
Public safety	19.7	19.4	19.2	1.8	2.9
Amusement and recreation	24.6	24.9	23.4	-1.1	5
Transportation	49.9	50.3	48.8	-0.8	2.4
Power	19.6	19.4	17.2	1.1	13.9
Highway and street	149.6	149.0	144.1	0.4	3.9
Sewage and waste disposal	52.1	52.5	49.1	-0.7	6.1
Water supply	34.2	34.3	32.7	-0.2	4.8

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

Continued from page 3

long-term supply chain resilience, through access to a more secure, responsible and compliant rare earth and magnet ecosystem for strategic applications

The Strange Lake project is expected to produce both heavy and light rare earth elements essential to permanent magnets used in renewable energy, digital infrastructure and advanced manufacturing.

This makes the future collaboration more than a project support arrangement — it represents a concrete step toward a trusted, end-to-end critical minerals value chain.

Optimus Energy Solutions acquires EV fast-charging network in SC

Optimus Energy Solutions (OES), Mount Dora, FL, has acquired and will continue operating a major electric vehicle fast-charging network in South Carolina.

Originally developed through a Duke Energy pilot program approved by the South Carolina Public Service Commission, the network includes 52 DC fast charging stations across 26 locations throughout South Carolina. Many of these charging stations serve rural communities and are located along major travel corridors.

As Duke Energy's pilot program reached its planned conclusion, OES stepped in to preserve the infrastructure through private ownership and long-term operation. Two DC fast EV charging stations owned and operated by Optimus Energy Solutions provide convenient EV charging on the Wofford College campus in Spartanburg, SC.

Over a two-week transition process, the stations were migrated to the ChargePoint network to improve visibility and accessibility for EV drivers. OES says it plans to operate and maintain the network for decades to come as EV adoption continues to grow throughout the Southeast. South Carolina has over 20,000 registered EV's on the road today.

The acquisition reflects Optimus Energy Solutions' broader focus on expanding access to electric-vehicle charging infrastructure and energy production throughout the southeastern U.S. The company has spent nearly a decade building and supporting electric-vehicle charging and renewable energy projects across Florida, Georgia, Virginia, Alabama and the Carolinas.

Copying or reprinting all or parts of this newsletter without specific permission violates Federal law!

People

Siemens (Peachtree Corners, GA): Siemens has appointed **Markus Grabmeier** as CEO of its Electrical Products (EP) Business Unit at Smart Infrastructure. He succeeds Andreas Matthé, who will remain available in an advisory capacity until his transition into retirement at the end of Sept. 2026. Andreas Matthé had been with Siemens for more than 40 years, holding, among other positions, the roles of VP of Power Automation and Energy Management Systems at Siemens Ltd. in South Africa and executive VP of Siemens Ltd. in China. From Oct. 2010, he served as CEO of EP and its predecessor organization.

Markus Grabmeier has a long-standing career in the electrification industry. He was most recently a member of the executive anagement committee of Alfanar, based in Riyadh, Saudi Arabia. Before that, he spent almost 14 years in various positions within Siemens.

Grabmeier's career at Siemens began in management consulting. He then took on roles of increasing responsibility within the Low Voltage and Electrical Products businesses, including head of new business development, general manager of Siemens Electrical Apparatus Ltd. in Suzhou, China, and head of global manufacturing. From 2020 to 2023, Grabmeier served as executive VP responsible for China and East Asia at Siemens Electrical Products, based in Shanghai.

SATCO|NUVO (Brentwood, NY): **Trish Stanton** and **Scott Niles** joined the company's sales organization. With more than 15 years of experience in the lighting and electrical industry, Stanton has worked closely with electrical contractors, manufacturers, distributors, ESCOs and end users and will call on customers across Southern California, Arizona, New Mexico and Las Vegas.

Stanton earned a degree in sports management with a minor in business from Barry University in Miami Shores, FL. During her collegiate career, she was a member of the university's Women's Volleyball Team, helping lead the program to the NCAA Division II National Championship in 2001.

Niles joined the company as Western regional sales manager based in San Francisco. In this role, he will oversee sales activities and customer relationships throughout northern California, Utah, Colorado and Hawaii.

nVent Electric plc (London, England): The company announced the appointment of **Nitin Jain** as executive VP and Chief Strategy Officer, and **Joe Stark** as executive VP and chief revenue officer. Both leaders will report to the Nvent chair and CEO Beth Wozniak.

Jain will lead nVent's global strategy and business development, with responsibility for shaping the company's strategy and accelerating growth through acquisitions. Stark will head nVent's global sales organization, driving revenue growth and advancing the company's One nVent sales approach.

Jain has served as nVent's senior VP of strategy and business development since 2022. He leads corporate strategy, strategic planning and mergers and acquisitions. Stark has been nVent's senior VP of nVent global sales, leading global commercial strategy and execution, since 2020.

ELA + Synergy (Fairless Hills, PA): **Pat Fox** joined the company's team as an inside salesperson. He started his career with William B. Bleiman and Sons rep firm, and according to the company's LinkedIn post "has sold and supported nearly every type of electrical category since then.

EB Horsman & Son (Surrey, British Columbia): **Alfredo Balaguera** was appointed manager of the company's Alberta distribution center, according to a company LinkedIn post.

In this role, he will oversee day-to-day warehouse operations while supporting continued growth, operational excellence and team development. He worked in a variety of posts for the company over the years before being promoted to this job.

Rep News

Robert W. Chapman & Co. will represent Champion Fiberglass in North & South Carolina and expand into utility markets across the Mid-Atlantic, according to a Champion LinkedIn post. **Electra Sales** now represents High Power Products, Huber Heights, OH, across north Texas, Oklahoma, Arkansas, Tennessee, northern Mississippi and northwest Louisiana. HPP designs and builds custom-engineered low- and medium-voltage switchgear, transformers and Arcteq arc flash protection systems. Electra Sales says they're delivering in roughly half the lead time of the traditional switchgear market.

According to the Electra Sales press release, with data centers, health care and industrial projects continuing to fight extended equipment lead times, a U.S-based manufacturer turning shop drawings in under a day is a valuable partner.

DeFazio, Glen Allen, VA, now represents TELE-FONIKA Cable Americas (TF Kable) in Virginia, North Carolina and South Carolina, according to a company LinkedIn post. Tele-Fonika Cable Americas is the U.S. subsidiary of TELE-FONIKA Kable SA, a global cable manufacturer with roots dating back to 1920.

TF Kable's product offering includes medium-voltage cable, industrial and mining cables, flexible cords, submersible pump cable and stage lighting cable. DeFazion said the addition strengthens its wire and cable portfolio and expands its ability to support distributors, contractors, engineers, and end users across a broad range of markets.

Electrical Marketing

Subscriptions: 877-382-9187 (8 a.m. - 4 p.m. Central Time) or Electrical Marketing@omeda.com

Subscription rates: $99 per year. Group subscription discount rates are also available.

Electrical Marketing is published semi-monthly by Endeavor Business Media, LLC. 201 N. Main St., 5th Floor, Fort Atkinson, WI 53538. POSTMASTER: Send address changes to Electrical Marketing, PO Box 3257, Northbrook, IL 60065-3257. Subscription prices: U.S. ($ 99.00); Canada/Mexico ($ 99.00 year); All other countries ($ 99.00). All subscriptions are payable in U.S. funds. Send subscription inquiries to Electrical Marketing, PO Box 3257, Northbrook, IL 60065-3257. Customer service can be reached toll-free at 877-382-9187 or at ElectricalMarketing@omeda.com for newsletter subscription assistance or questions.

Printed in the USA. Copyright 2026 Endeavor Business Media, LLC. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopies, recordings, or any information storage or retrieval system without permission from the publisher. Endeavor Business Media, LLC does not assume and hereby disclaims any liability to any person or company for any loss or damage caused by errors or omissions in the material herein, regardless of whether such errors result from negligence, accident, or any other cause whatsoever. The views and opinions in the articles herein are not to be taken as official expressions of the publishers, unless so stated. The publishers do not warrant either expressly or by implication, the factual accuracy of the articles herein, nor do they so warrant any views or opinions by the authors of said articles.

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