Electrical Marketing®

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Around the Industry

Champion acquires 58 acres in Houston metro for future growth

Champion Fiberglass, Spring, TX, is preparing for a new era of increased expansion with the purchase of a sizeable tract of land not far from its Spring, TX, headquarters. The company posted this info on Linkedin:

"A milestone worth marking: Champion Fiberglass has closed on 58 acres in north Houston, just off Highway 99 and about 15 minutes from our current headquarters.

"This expansion gives us room to build more, serve our customers better and bring new products to market in 2027," says Executive Chairman and Founder Goran Haag.

In other news at the company, Champion completed and commissioned its fifth production line at its headquarters location to meet growing demand for fiberglass conduit across critical infrastructure markets.

With the new fifth line and the previously commissioned fourth line, total production capacity has doubled in less than six months. The expansion increases manufacturing capacity to support demand for conduit in utilities, data centers, wastewater treatment facilities, bridges, tunnels and other infrastructure applications.

"We are experiencing robust Infrastructure growth across the U.S., in utilities, data centers, bridges, tunnels and water and wastewater treatment," said Haag in the press release. "Engineers and contractors continue to choose 'Made in the USA' fiberglass conduit for its strength, durability and ease of installation. Project owners continue to see performance gains and clear cost advantages over PVC, PVC-coated steel, and

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EM's Picks for 10 Fast-Growing MSAs to Watch All Enjoy Massive Population Growth

Despite the turmoil in global markets because of the steep hike in oil prices and domestic concerns about inflation, quite a few local markets are powering through these challenges to log impressive growth metrics.

When updating our database of economic indicators for the 300-plus U.S. Metropolitan Statistical Areas (MSAs), *Electrical Marketing's* editors look at electrical contractor and industrial employment trends to calculate estimated electrical sales potential; track five-year trends and year-over-year population growth; and watch single-family and multi-family building permits.

We found 10 MSAs that stand out (see chart on page 2) as local areas to watch for 2027 growth potential, and an impressive number of other local markets that just missed the cut. There were both familiar names in our Top 10, like the Dallas, Houston, Austin, Charlotte, Raleigh, Las Vegas, and Boise metros, and some new MSAs on our list, like Columbus, OH; Charleston-North Charleston, SC; Lakeland-Winter Haven, FL; and Provo-Orem, UT.

We believe many of the metros on this list have estimated total electrical sales potential topping $1 billion, but some fast-growing smaller MSAs in the Top 10 had estimated sales potential of $500 million or less, including Provo-Orem, Charleston-North Charleston; and Lakeland-Winter Haven. And while most of these fast-growing metros were in the Sunbelt or Intermountain states, Columbus, made the list on the strength of its +5.2% increase in YOY total electrical sales potential that we believe is supported by the many massive data center projects being built in Ohio.

Another common denominator for all of the metros on our list is impressive popula-

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OmniCable Completes Acquisition of Kingwire

Omni Cable, West Chester, PA, completed the acquisition of Kingwire, North Chicago, IL, from Kinderhook Industries.

Operating eight warehouses with more than 625,000 sq ft of capacity, Kingwire is a value-added distributor of low- and medium-voltage wire and cable for electrical distributors across the United States. With a primary focus on distributor stock programs (DSP) and a nationwide sales network, Kingwire has a comprehensive offering of company-branded products for building wire, data center, utility, industrial, and renewable energy markets. Following the transaction, each company will retain its own brand and existing locations.

"We are excited to welcome Kingwire and their outstanding management team to the OmniCable family and look forward to executing on a combined, robust pipeline of growth opportunities," said Chris Breslin, CEO of OmniCable, in the press release. "Kingwire represents a complementary offering to our core, special order business by strengthening our DSP and aluminum offerings and providing us access to the utility channel. Together, OmniCable and Kingwire will provide electrical distributors with broader product availability, expanded warehouse reach, deeper aluminum wire expertise and enhanced support across stock, project, and specialty wire and cable needs."

"This is an exciting opportunity for OmniCable and Kingwire to accelerate growth at a time when rapid electrification across infrastructure, utility, and data center end markets is fueling strong demand for our products and services," added Joe Tracy, Chairman and CEO of Dot Family Holdings, owner of OmniCable. "This acquisition underscores DFH's strategic focus on sustainable growth, operational efficiency, and long-term value creation."

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Dodge Construction Network Reports +25.6% Surge to $1.79 Trillion in July's Total Construction Starts

Total construction starts popped +25.6% in July to a seasonally adjusted annual rate of $1.79 trillion, according to Dodge Construction Network. Nonresidential building starts jumped +57.7%; residential starts increased +4.9% over the month; and nonbuilding climbed +2.2%. On a year-to-date basis, total construction starts were up +16.9% through July. Nonresidential starts were up +21.9%; nonbuilding starts improved by +29.8%; and residential starts were down -1.7% over the same period.

"Megaproject-driven volatility headlines a disjointed construction market," said Eric Gaus, chief economist at Dodge Construction Network, in the press release. "There is strength in pockets, multi-family within residential, data centers within commercial, energy within non-building, but also verticals struggling to stabilize."

Nonresidential. Nonresidential building starts jumped +57.7% in July to a seasonally adjusted annual rate of $917 billion. Commercial starts were up +70% over the month. Offices and data centers, more than doubled at +107.9% month-over-month (m/m), offsetting weaker warehouse growth (+1% m/m) and declining hotels (-51.5% m/m); parking garages (-19.4% m/m); and retail stores (-9.5% m/m).

Institutional starts improved +6.2% over the month, supported by a +4.5% m/m uptick in education and dormitory starts, as well as a +45.7% m/m gain in other institutional starts. Health-care facilities doubled down on their losses, falling another -59.7% in July. Manufacturing construction starts bounced back with +277.8% m/m, continuing a volatile streak.

On a year-to-date basis through July, nonresidential starts are up +21.9%. Commercial and industrial construction gained +44.2%, while institutional starts are down -3.5% over the same period. For the 12 months ending July 2026, total nonresidential starts were up +14.8% compared to the 12 months ending July 2025. Commercial starts were up +45.2%; institutional starts decreased -5.6%; and manufacturing starts were down -1.5% over the same period.

The largest nonresidential building projects to break ground in July were the $12.8-billion data center portion of the Project Jupiter Data Center and Microgrid Phase 1 in Santa Teresa, NM; the $12-billion Micron Semiconductor Mega-Factory Fab 1 – Phase 1 in Clay, NY; and the $4-billion Amazon STACK Highway 3 Data Center in Benton, LA.

Residential. Residential building starts rose by +4.9% in July to a seasonally adjusted annual rate of $386 billion. Single-family starts increased +4.3% m/m, and multi-family starts rose +5.7% m/m. On a year-to-date basis, single-family starts are down -6.1% and multi-family starts are up +6.4%.

The largest multi-family structures to break ground in July were the $535-million NY Vue-Harbor Station South Residential Tower/Retail in Bayonne, NJ; the $343-million ICON Beach Waterfront Condominiums in Hollywood, FL; and the $320-million 65 Franklin Mixed Residential & Commercial Building in New York, NY.

Nonbuilding. Nonbuilding construction starts increased +2.2% in July to a seasonally adjusted annual rate of $485 billion. Environmental public works fell -7.8% and miscellaneous nonbuilding dropped -5.3% over the same period. Meanwhile, utilities improved +44.7% m/m. On a year-to-date basis through July, nonbuilding construction was up +29.8% alongside the +94.1% year-to-date growth in electric power/utilities;

The largest nonbuilding projects to break ground in July included the $2.4-billion CHSRA New Track & Systems (Two Sections) in Bakersfield, CA; the $2.3-billion microgrid portion of the Project Jupiter Data Center and Microgrid Phase 1 in Santa Teresa, NM; and the $1.5-billion Transco Southeast Supply Enhancement Pipeline Expansion-SSE in Chatham, GA.

10 Hot Local Market Areas to Watch in 2027

Metropolitan Statistical Area	2Q 2026 Total Sales Estimate	2026 Total % Change	2026 Electrical Contractor Est. ($ Millions)	EC % Change YOY	2026 Estimated Industrial Sales	Industrial % Change $ Millions	2025 Population Estimate	2020-2025 Population # Change
Dallas-Fort Worth-Arlington, TX	4,708.6	0.9	2,920.0	1.5	846.9	-1.2	8,477,157	809,741
Houston-The Woodlands-Sugar Land, TX	4,397.8	3.1	2,864.6	4.1	653.7	-0.9	7,904,627	735,343
Austin-Round Rock, TX	1,606.5	4.1	1,052.4	5.3	232.8	-0.9	2,620,945	320,773
Charlotte-Concord-Gastonia, NC-SC	1,559.4	4.1	961.5	6.9	286.0	-4.3	2,938,830	270,488
Las Vegas-Henderson-Paradise, NV	1,205.8	3.0	881.5	3.3	83.1	-0.1	2,407,226	131,393
Columbus, OH	1,123.9	5.2	691.3	7.1	207.8	-0.6	2,242,028	100,045
Raleigh, NC	883.9	4.2	611.3	4.9	95.8	-0.3	1,595,720	178,338
Boise City, ID	628.1	0.7	418.3	1.0	84.2	-0.5	864,243	94,049
Provo-Orem, UT	513.8	0.8	344.4	1.2	66.7	-1.2	773,426	98,029
Charleston-North Charleston, SC	482.0	5.6	291.5	7.3	94.1	0.7	889,263	85,795
Lakeland-Winter Haven, FL	295.4	-0.9	182.2	-1.0	54.1	-0.7	874,790	144,642

Notes: Sales estimates develop with sales-per-employee multipliers from *Electrical Wholesaling's* Market Planning Guide of $83,129 per electrical contractor employee and $2,729 per industrial employee. Electrical contractor subscribers can download sales estimates and other local market data from *www.electricalmarketing.com.* Employee data from U.S. Bureau of Labor Statistics. Because electrical contractor employment data is not available at the Metropolitan Statistical Area (MSA) level, *Electrical Marketing* estimates electrical contractor employment at its historical average of 13% of total construction employment.

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steel conduit. This expansion allows us to scale effectively and continue fulfilling the growing needs of our customers in these important projects."

Zekelman launches national campaign on mission critical jobs

Zekelman Industries, Chicago, IL, said to be the nation's largest independent steel pipe and tube manufacturer, has launched a new integrated marketing campaign called "Mission Critical."

The new campaign introduces owners, developers, designers and contractors to the breadth of Zekelman's portfolio and promotes the Mission Critical Team as a single, dependable source for the steel products and in-depth project support their work demands. Zekelman companies cover a wide variety of project needs including structural steel, electrical raceways, mechanical piping and services from engineering support and skid fabrication to nationwide distribution.

Mission critical projects such as data center and large-scale factory construction move at a scale and pace that leave little room for fragmented sourcing or uncertain supply. Zekelman works with customers early to optimize designs and plan for product availability. That involvement is carried through delivery, providing owners and builders a simpler way to manage sourcing and greater confidence as their programs scale.

The campaign media includes national television, print, digital and social media. The Mission Critical campaign directly addresses the practical relief that comes from fewer supplier handoffs and simpler sourcing. The campaign tagline "The Future Belongs to the Agile" embraces the challenge to accelerate construction and scale to meet the big challenge. Creative executions direct the audience to an interactive online experience where they can explore Zekelman products and connect with the company's team directly.

"Customers should be able to bring one project to one manufacturing partner and know that the partner can see it through," said Barry Zekelman, executive chairman and CEO of Zekelman Industries, in the press release. "Mission Critical makes the full portfolio visible in one place, from hollow structural sections and conduit to fire sprinkler pipe, skid fabrication and engineering support. The bigger the project, the earlier we should talk."

Texas Once Again Dominates List of Fast-Growing Metros

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tion growth. All of these MSAs either had gained more than 100,000 new residents over the past five years or had enjoyed double-digit population growth from 2020 to 2025.

Along with the impressive growth of these markets, some other fast-growing markets that also look promising for 2027 include all of Florida's largest metropolitan areas (Miami, Orlando, Tampa-St. Petersburg, Jacksonville, Sarasota and Fort Myers); Phoenix, AZ; and Atlanta, GA.

EM subscribers can download data on sales potential, population growth and building permits for more than 300 MSAs at *www.electricalmarketing.com*.

— Jim Lucy

Data Center Planning Slows Down in August

The Dodge Momentum Index (DMI) published monthly by Dodge Construction Network, ticked down -0.4% in August to 282 points (2000=100) from the downwardly revised July reading of 283 points. Over the month, commercial planning declined -3% and institutional planning grew +4.9%.

"Strength in planning momentum remained relatively broad-based in August," said Sarah Martin, director of Economic Research at Dodge Construction Network, in the press release. "Weaker data center planning predominantly drove the flatter trend, while most other sectors saw an acceleration in planning momentum."

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

Commercial planning activity slowed for data centers, retail stores and warehouses throughout August, while office buildings, parking garages and hotels picked up steam. On the institutional side, education, recreational, and public buildings saw a stronger planning pipeline, while health-care activity slightly pulled back after four months of sustained planning growth.

Year-over-year, the DMI was up +4.2% when compared to Aug. 2025. The commercial portion of the index was up +2.3% and the institutional portion was up +7.8% over the same period. When removing data centers, the commercial segment would be down-18.9% from year-ago levels, given the surge in activity seen in late 2025.

A total of 31 projects valued at $100 million or more entered planning throughout August. The largest commercial projects included two EdgeConneX Data Centers (Buildings 31 and 32) in Bastrop, TX, each valued at $462 million; the $378-million Bitdeer Data Center (Phase 1, 150 MW) in Shalersville Township, OH; and a $358-million data center in Secaucus, NJ. The largest institutional projects to enter planning included the $350-million Colosseum Sports Resort in Stafford, VA; the $350-million Commonwealth Courts Building in Richmond, VA; and the $350-million Holistic Health and Fitness building in Newport News, VA.

Winlectric opens Tulsa branch

The Winsupply family of companies welcomed a new local company with the opening of Tulsa Winlectric. Tulsa Winlectric opened its doors on June 19 at 10702 E. 11th St. and features a 20,000-sq-ft facility.

Led by President/Owner Jacob Wares, the Tulsa Winlectric team — Campbell Yeager, Brandon Mercer, Colton Collier, Landon Bart, Zevveyln Balalong, Jordan Hemphill, and Mike Lindwall — serves the electrical needs of the city and its surrounding region.

After spending years as an electrical contractor, Wares felt he had hit the ceiling in his career. He heard about Winsupply's business model, which promotes the opportunity to enable those with entrepreneurial spirit to risk their money to own their own distributorship, pursue the American Dream and have unlimited earning potential.

In 2024, Wares joined Tulsa Winnelson, under President Chuck Johnson, and went through a President's Scholarship training program to prepare to become a local company president and run his own business.

In the Tulsa area, Tulsa Winlectric is joined by Tulsa Winwater, Tulsa Winair, and Tulsa Winnelson. Together, these four companies strengthen the local market by serving the region's comprehensive wholesaling needs.

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Industry Events

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. 12-14, 2026
NAED LEAD Conference
Charlotte, NC; National Association of Electrical Distributors (NAED)
www.naed.org

Oct. 19-21, 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

February 22-24, 2027
NAED Eastern Conference
Orlando, FL, National Association of Electrical Distributors (NAED)
www.naed.org

April 13-15 2027
LEDucation Annual Conference
New York, NY, LEDucation
www.leducation.org

May 11-13, 2027
NAED Annual Conference
Salt Lake City, UT, National Association of Electrical Distributors (NAED)
www.naed.org

Houston & Baton Rouge Metros Add Most Construction Jobs YOY Through July

Construction employment increased in less than half of 360 Metropolitan Statistical Areas (MSAs) between July 2025 and July 2026, according to an analysis by the Associated General Contractors (AGC) of government employment data. AGC said that despite the widespread job losses, contractors building data centers and advanced manufacturing facilities still struggle to find qualified workers.

"Demand for workers is currently very unbalanced," said Ken Simonson, the AGC's chief economist, in the press release. "Contractors building data centers, power projects and advanced manufacturing plants can't find enough skilled workers, while firms in a majority of metro areas are stagnating or shedding employees."

The Houston-Pasadena-The Woodlands, TX, MSA, added the most construction jobs YOY (13,100 jobs/ +5%), followed by Baton Rouge, LA, MSA,(12,400 jobs/+27%); St. Louis, MO-IL, MSA,(11,400 jobs/+14%); Columbus, OH MSA, (8,500 jobs/+14%) and Minneapolis-St. Paul-Bloomington, MN-WI, MSA, (7,200 jobs/+7%).

Construction employment declined in 127 metro areas and was flat YOY in 60 areas. The Riverside-San Bernardino-Ontario, CA, MSA (-6,100 jobs/-5%) lost the most jobs.

NEMA's EBCI Indexes Remain Positive in July

The Current Conditions component registered 63 points in July, essentially unchanged from June's reading of 63.2 points and remaining in expansionary territory. Thirty-nine percent of respondents reported "better" conditions; 13% reported "worse," and 48% indicated conditions were unchanged.

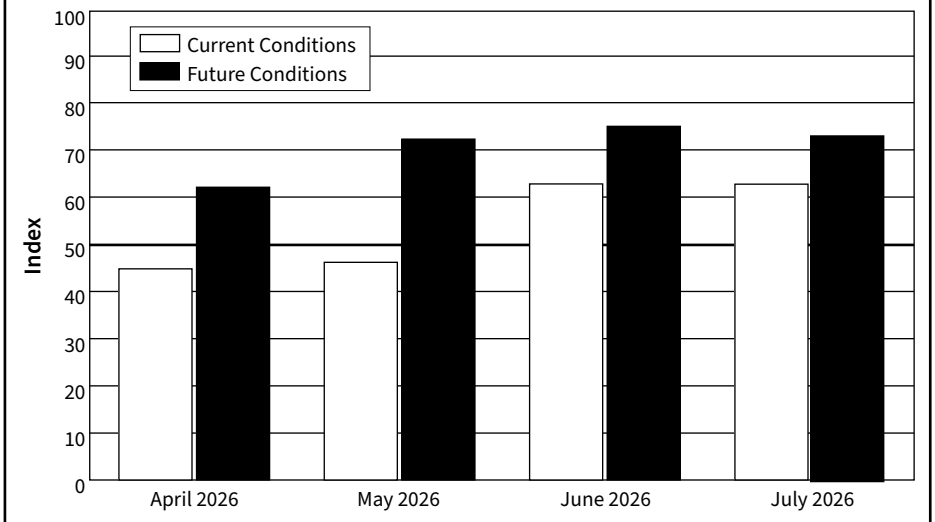
The ElectroIndustry Business Conditions Index (EBCI) is a monthly survey of executives at electrical manufacturers published by the National Electrical Manufacturers Association (NEMA). Any score over the 50-point level indicates a greater number of panelists see conditions improving than see them deteriorating.

Respondent comments suggested conditions remained generally positive, supported by data center, energy, infrastructure and industrial demand, though tariff uncertainty, raw material costs, procurement delays and softness in some markets continued to weigh on activity.

The outlook held steady in July, as the Future Conditions component registered 73.9 points compared to June's 76.3 points, remaining solidly above the expansionary threshold. Looking ahead six months, 61% of respondents expected conditions to be "better," 13% anticipated conditions would be "worse" and 26% reported conditions would likely remain unchanged.

Respondents generally anticipated conditions to remain favorable, supported by continued data center, energy, infrastructure, and grid-related demand, though trade policy uncertainty, inflation, interest rates and geopolitical risks remained key concerns.

Electroindustry Business Confidence Index: July 2026



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

Private Data Center Construction Soars to $75.2 Billion in July, Up +57.2% YOY

Total construction spending during July 2026 was estimated at a seasonally adjusted annual rate of $2,157.6 billion, -0.5% below the revised June estimate of $2,167.7 billion. According to the latest U.S. Census Bureau data, the July figure is -3.8% below the July 2025 estimate of $2,242.6 billion. During the first seven months of this year, construction spending amounted to $1,244.6 billion, -3.5% below the $1,289.7 billion for the same period in 2025.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of $1,614.2 billion, -0.5% below the revised June estimate of $1,622.9 billion. Residential construction was at a seasonally adjusted annual rate of $859 billion in July, -1.3% below the revised June estimate of $870.6 billion. Nonresidential construction was at a seasonally adjusted annual rate of $755.2 billion in July, +0.4% above the revised June estimate of $752.4 billion.

Data center construction posted another strong month with a +6.2% increase in July to $75.2 billion. The YOY data was up a whopping +57.2% over July 2025

Public construction. In July, the estimated seasonally adjusted annual rate of public construction spending was $543.4 billion, -0.2% below the revised June estimate of $544.7 billion. Educational construction was at a seasonally adjusted annual rate of $112.3 billion, -0.2% below the revised June estimate of $112.5 billion. Highway construction was at a seasonally adjusted annual rate of $150.3 billion, -0.2% below the revised June estimate of $150.6 billion.

Value Of New Construction Put In Place — July 2026

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

	Jul. '26[1]	Jun '26[2]	Mo. % Change	Jul. '25	YTY % Change
Total Construction	**2,157.6**	**2,167.7**	**-0.5**	**2,242.6**	**-3.8**
Total Private Construction[1]	**1,614.2**	**1,622.9**	**-0.5**	**1,708.2**	**-5.5**
Residential[2]	859.0	870.6	-1.3	927.1	-7.3
New single family	395.2	408.2	-3.2	422.8	-6.5
New multifamily	115.1	114.8	0.2	116.2	-0.9
Nonresidential	755.2	752.4	0.4	781.1	-3.3
Lodging	23.3	23.3	0.3	25.9	-9.9
Office	123.3	119.3	3.3	101.7	21.3
Data center	75.2	70.8	6.2	47.8	57.2
Commercial	116.2	116.4	-0.2	122.0	-4.7
Health care	56.3	56.5	-0.4	59.4	-5.3
Educational	24.4	24.6	-1	25.7	-5
Religious	6.6	6.7	-1	5.6	19.2
Amusement and recreation	23.3	23.4	-0.6	22.6	3.4
Transportation	19.8	19.8	0.3	20.1	-1.6
Communication	28.5	28.3	0.6	27.6	3.3
Power	161.5	160.7	0.5	151.6	6.5
Electric	137.9	136.9	0.8	127.7	8
Manufacturing	167.8	169.1	-0.8	214.4	-21.7
Total Public Construction[3]	**543.4**	**544.7**	**-0.2**	**534.4**	**1.7**
Residential	12.2	12.2	-0.4	12.9	-5.2
Nonresidential	531.2	532.5	-0.2	521.6	1.9
Office	16.7	16.8	-0.2	18.2	-7.9
Commercial	6.3	6.1	2.5	6.9	-8.7
Health care	18.3	18.4	-0.7	17.0	7.9
Educational	112.3	112.5	-0.2	111.8	0.4
Public safety	21.1	21.0	0.4	23.0	-8.4
Amusement and recreation	25.9	25.9	-0.1	25.3	2.5
Transportation	52.5	52.9	-0.8	50.8	3.3
Power	20.0	20.0	0.1	20.8	-3.7
Highway and street	150.3	150.6	-0.2	143.8	4.5
Sewage and waste disposal	51.9	51.7	0.4	52.5	-1.1
Water supply	35.1	34.9	0.5	34.7	1.1

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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NAED voices continued support for NEMRA POS standards

The National Association of Electrical Distributors (NAED) continues to support the National Electrical Manufacturers Representatives Association's (NEMRA) Point-of-Sale (POS) Minimum Reporting Standards, confirming its commitment to accurate sales reporting as a priority throughout the electrical distribution channel.

NEMRA's POS Standards have earned endorsements from more than 50 manufacturers and more than 1,200 distributor locations. The standards are designed to establish a consistent reporting format, improve data quality and help ensure that reps are appropriately compensated for product sales within their territories.

With continuous changes in the distribution landscape over the past several years, including consolidation and major investments in distribution center expansion, the issue of accurate sales reports has become more essential. The standards focus on the geographic destination of the product — not the identity of the end customer. Customer-specific information is shared only when agreed upon by the distributor and manufacturer, helping protect confidential distributor-customer relationships.

Consistent POS reporting also provides broader channel benefits. Manufacturers receive better information for forecasting, inventory planning and market analysis. Distributors benefit from stronger local sales support, fewer compensation disputes and more productive partnerships with manufacturers and their representatives.

"Partnering with NEMRA and its member companies is a critical part of distributor strategy," Wes Smith, President and CEO of NAED said in the press release. "We need to ensure that we have correct point-of-sale data to properly compensate the work accomplished by NEMRA members. Fairness remains a top priority to keep the channel strong and working together.

"NAED's renewed endorsement reinforces that accurate and timely POS reporting is fundamental to accurate compensation and strong channel partnerships," added Jim Johnson, president and CEO of NEMRA in the release. "Shared standards provide manufacturers, distributors and representatives with a practical framework for working from consistent, reliable information."

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People

Synapse Wireless Inc. (Huntsville, AL)

This provider of wireless lighting control and energy management solutions appointed **Trevor Palmer** as CEO. He has nearly 30 years of leadership in technology and the lighting industry. He served as president of Acuity Brands for eight years; was on the board of governors for the National Electrical Manufacturers Association (NEMA); and held positions on the boards of BACnet International and LonMARK International.

Lakeland Engineering Equipment Co. (Minneapolis, MN): **Ken Chamberlain** is now president. He joined Lakeland Engineering in April 2025 as general manager of the company's Omaha location while also providing leadership for its Kansas City operations. Since joining the organization, he has focused on strengthening customer relationships, supporting employees and driving operational growth across both locations.

Before joining Lakeland, Chamberlain had more than 30 years of experience in the electrical distribution and manufacturing industries. Lakeland says his professional career, combined with his military service, and experience serving as mayor of Wayne, NE, has shaped a strong foundation of leadership, strategic thinking and commitment to community development, according to the press release

MeshConnect Controls (Pine Brook, NJ): The company recently appointed lighting and controls industry veteran **Jeff Bristol** as chief commercial officer to spearhead commercial strategy and accelerate OEM controls adoption. Bringing over 30 years of executive experience from companies like MaxLite, Philips and Osram Sylvania and most recently heading up NEMRA's new Lighting Division, Bristol will focus on expanding North American partnerships and scaling the company's protocol-agnostic controls platform.

According to the LinkedIn post, his appointment positions MeshConnect Controls to empower fixture manufacturers with seamless plug-and-play sensor integration, driving faster time-to-market and product differentiation. Bristol said on LinkedIn, "Our platform offers flexible controls technologies, including RF, Bluetooth, networked controls and enabled partner solutions, along with our patented USB-C connection technology.

"We work hand-in-hand with OEMs throughout the design-in process, from technology selection and engineering integration through production and market launch, helping manufacturers differentiate their products and bring intelligent, connected solutions to market faster."

Affiliated Distributors (AD), Wayne, PA: **Rocky Belmonte** joined AD as executive VP of National Account Sales in anticipation of successfully closing the acquisition of supplyFORCE later this quarter. Belmonte brings more than 17 years of leadership experience, helping organizations successfully drive growth through strategic initiatives and business transformation.

In her new role, Belmonte will lead AD's National Account Program commercial organization and work closely with the AD members, suppliers and supplyFORCE customers to further enhance the value the program delivers across the AD community.

Shannon Bibbee, AD president of National Accounts, said in the press release, "Rocky is an accomplished leader with a proven track record of delivering growth through customer-focused innovation and digital transformation. Throughout her career, she has partnered with commercial teams to improve customer experience, strengthen supplier relationships, and build scalable capabilities. Her experience advancing digital e-commerce initiatives and aligning business strategy with operational execution makes her uniquely positioned to help accelerate the growth of the National Accounts Program."

Crescent Electric Supply Co. (East Dubuque, IL): **Kristee Mitchell** has been promoted to Chief Supply Chain Officer. According to a Crescent Electric LinkedIn post, her career has spanned leadership positions in operations, supply chain, operational excellence and network design. She was most recently Crescent's VP - Supply Chain Fulfillment. As Chief Supply Chain Officer, she will lead Crescent's supplier partnerships, supply chain fulfillment, DC operations, transportation management and operational excellence.

Capital Electric/Sonepar (Upper Marlboro, MD): **Ross Delovitch** was promoted to director of Commodity Category Management at Capital Electric/Sonepar, according to a LinkedIn post. He will lead the strategy and performance of the company's pipe and wire business, focusing on growth, supplier strategy, operational excellence, inventory optimization and support for large customer projects.

Rep News

Champion Fiberglass made two big rep appointments with the news that it expanded its partnership with **Whitehead & Associates,** Atlanta, GA, into Florida for the utility market segment and signed on **Brazill Brothers**, North Brunswick, NJ, to represent the company in the commercial and industrial market segment across eastern Pennsylvania, New York City and Long Island, New Jersey, northern Virginia, the District of Columbia, Delaware and Maryland beginning in mid-September.

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