



NEWS RELEASE

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NAED Announces 2011-2012 Board of Directors

Reynolds to Lead as Chair in 2011-2012, Followed by Martin in 2012-2013

ST. LOUIS – The National Association of Electrical Distributors (NAED) is pleased to announce its new Board of Directors for 2011-2012. Led by the NAED chair, the Board of Directors is a dedicated group of industry leaders who volunteer their time and efforts to improve the association and the electrical distribution channel.

The 2011-2012 NAED Board Chair is **Robert A. Reynolds Jr.**, chairman, president and chief executive officer of Graybar Electric Company, Inc., in St. Louis. His new role became official at the conclusion of the 2011 National Electrical Leadership Summit, held April 30 – May 3 in San Diego.

Reynolds has served in the industry for nearly 40 years and has a long tenure with NAED. He has served several terms as Member-At-Large on the NAED Board of Directors; as the NAED Education & Research Foundation Chair in 2005-2006; and currently resides on the NAED Government Affairs Policy Committee. Graybar is a member of the Channel Advantage Partnership.

Reynolds earned his Bachelor of Arts degree from Stonehill College before joining Graybar in 1972. He advanced through several management roles at the branch and district levels, then moved to corporate headquarters as vice president of Graybar's communications business in 1991. Reynolds was promoted to senior vice president communications/data in 1995 and senior vice president electrical business in 2000. He was elected president and chief executive officer later that year and was elected chairman in 2001. Reynolds is currently on the board of several charitable organizations and previously served as chairman of the National Association of Wholesalers (NAW) as well as the St. Louis Regional Chamber and Growth Association.

"The focus of my year as NAED Board Chair is all about people," Reynolds said. "I strongly believe that people hold the key to long-term success at any company. By educating your people, they become more valuable to their co-workers, your customers and your company. NAED is dedicated to helping its members develop their people to their highest potential."

Clarence Martin, chief executive officer and chief financial officer of State Electric Supply Company in Huntington, W. Va., is Chair-Elect. He will work closely with Reynolds to prepare for assuming NAED board leadership in 2012-2013.

In the industry for 38 years, Martin currently serves as Chair of the NAED Government Affairs Committee, and was previously on the NAED Legislative Committee in the 1990's. He is involved with numerous other social, civic and trade organizations, such as NAW and Affiliated Distributors (A-D). State Electric Supply is a member of the Channel Advantage Partnership, and participates in NAED educational programs and conferences.

Martin earned his B.B.A. degree in accounting and M.B.A. from Marshall University in Huntington, W. Va., with Post Baccalaureate work at The Ohio State University and the University of Kentucky. His military background includes the West Virginia Air National Guard and three years of service in Europe with the United States Army.

Members of the 2011-2012 NAED Board of Directors are:

- **Robert A. Reynolds, Jr.**, NAED Board Chair, Graybar Electric Company, Inc., St. Louis
- **Clarence Martin**, NAED Chair-Elect, State Electric Supply Co., Huntington, W. Va.
- **Jack Henderson**, NAED Past Board Chair, Hunzicker Brothers, Inc., Oklahoma City
- **Dan Nitowsky**, NAED Eastern Region Vice President, Mars Electric Co., Willoughby, Ohio
- **Maureen Barsema**, NAED South Central Region Vice President, B J Electric Supply, Inc., Madison, Wisc.
- **Andrew Akers**, NAED Western Region Vice President, D&S Electrical Supply Co., Pocatello, Idaho
- **August Sodora, Jr.**, Eastern Region Vice President-Elect, Swift Electric Supply Co., Inc., Teterboro, N.J.
- **Paul McCool**, South Central Region Vice President-Elect, Revere Electric Supply Co., Chicago
- **Dave M. Crum**, Western Region Vice President-Elect, Crum Electric Supply Co., Inc., Casper, Wyo.
- **Daniel Dungan**, NAED Finance Committee Chair, Springfield Electric Supply Company, Springfield, Ill.
- **Peter Bellwoar**, NAED Member-At-Large, Colonial Electric Supply Company, Inc., King of Prussia, Pa.
- **Steve Blazer**, NAED Member-At-Large, Blazer Electric Supply Company, Colorado Springs, Colo.
- **Glenn Goedecke**, NAED Member-At-Large, Mayer Electric Supply Co., Inc., Birmingham, Ala.
- **Peter Lemman**, NAED Member-At-Large, North Coast Electric Company, Inc., Seattle
- **David Rosenstein**, Member-At-Large, ConneXion, Buffalo Grove, Ill.
- **Ray Womack**, Member-At-Large, Womack Electric Supply Co., Inc., Burlington, N.C.
- **Joe Huffman**, NAED Foundation Chair, Consolidated Electrical Distributors, Inc., Westlake Village, Calif.
- **Christopher Hartmann**, NAED Foundation Chair-Elect, Rexel Holdings USA/Gexpro, Dallas
- **Zia Eftekhar**, NAED Manufacturer Representative, Philips Professional Luminaires North America, Burlington, Mass.
- **Lawrence Stern**, IDEA Vice Chair, Standard Electric Supply Co., Milwaukee, Wisc.
- **Rob Eberhart**, LEAD Committee Chair, The Hite Company, Altoona, Pa.

As the governing body of NAED, the Board of Directors is accountable for the effective performance and direction of the association, as well as communicating to the membership about NAED's activities and policies. Within the framework of the association's by-laws and policies, the Board of Directors determines measurements for success, establishes policy imperatives, defines the organization's vision for the future, fulfills fiduciary obligations and serves as champions of the association. NAED officers attend two NAED Board meetings a year and are encouraged to attend all NAED Regional and National Electrical Leadership Summit Meetings.

NAED is the trade association for the \$70+ billion electrical distribution industry. Through networking, education, research, and benchmarking, NAED helps electrical distributors increase profitability and improve the channel. NAED's membership represents approximately 4,400 locations internationally.

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