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## **Gambino joins Needham Electric Supply's board of directors**

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Needham Electric Supply said that Michael Gambino has joined the company's board of directors. Gambino brings 30 years of executive management experience and industry knowledge to the board.

"We are pleased to have someone with Mike's extensive background as both a leader of several global, electrical manufacturers and as a business entrepreneur," said Joseph Cincotta, chief executive officer of Needham Electric Supply. "Mike is well respected by the manufacturing community, electrical distributors, and the factory representatives his companies served. We look forward to a new perspective that Mike will add to our meetings and to benefitting from his business expertise, strategic marketing acumen, and the sage counsel."

Most recently, Gambino served as president for Pass & Seymour/Legrand and Wiremold/Legrand companies until his retirement in 2007. Gambino had also served as vice president of sales and marketing for Pass & Seymour/Legrand. Prior to that, Gambino started his own consulting firm and created bestroute.com, an online site for hard-to-find electrical products. Earlier in his career, he held a variety of management positions with Midland Ross/American Electric prior to their acquisition by Thomas & Betts.

Gambino joins current board members, Tom Cloud, chairman of the board for United Electric; William Von Achen, president of Strategic Management Resources; and Frank Cincotta, co-founder and chairman of the board for Needham Electric.

Gambino was the architect for the American Electric Signature Service program and the Pass & Seymour/Legrand Cornerstone program, firsts in the industry and models for other manufacturer programs. During his tenure in the electrical industry, Gambino was actively involved in and/or served on the boards for IMARK, NAED, AD, NEMRA, and IDEA.

Gambino is also a member of the board of directors for the Vera House of Syracuse, a nonprofit organization that assists families in crisis.

"I look forward to sharing my operational and marketing knowledge to help Needham Electric achieve its growth objectives," said Gambino. "Needham Electric is a strong, family run organization and joining their board gives me the opportunity to reciprocate the tremendous support I received from distribution over the years."

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