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Needham Electric acquires Laconia Electric Supply

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Needham Electric Supply, a leading full-service electrical distributor serving contractors, commercial and industrial companies, institutional accounts, and national retail accounts, has acquired the assets of Laconia Electric Supply. Laconia Electric Supply is headquartered in Laconia, with additional branch locations in Plymouth, Conway, Littleton, and Wolfeboro. Laconia Electric Supply will operate as Laconia-Needham Electric Supply.

"Laconia Electric Supply is a very well-managed, family-owned and operated electrical distributor with a proven track record in providing superior customer service for over 80 years to its commercial, industrial and residential contractors," said Joseph Cincotta. "We are very excited to welcome Laconia Electric to the Needham Electric team. This acquisition supports our strategic goal of expanding our presence in the New England market, and we are confident that the addition of Laconia creates a strong growth opportunity in the New Hampshire market. As family-owned, independent distributors, we share the same culture, values, commitment to our customers, and investment in the development of our associates."

President and owner, Glenn Shaw, will assist with the integration of Laconia Electric before his retirement. Laura Cameron, vice president of operations, has been named district manager for the Laconia branch locations and will be responsible for managing the day-to-day operations and new business development.

"Joining with Needham Electric will provide our customers with the resources of a larger organization, including a regional distribution center and the latest technology; and our associates will benefit from a wealth of training and professional development opportunities," said Shaw. "We have known the management team at Needham Electric for many years and felt this was the best fit for our associates and customers."

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