



Message From Our President

Happy New Year! I hope you had a relaxing and joyful holiday season. While it's been a busy one, the team at IEC Supply has taken time to reflect on 2025 and consider what 2026 may bring.

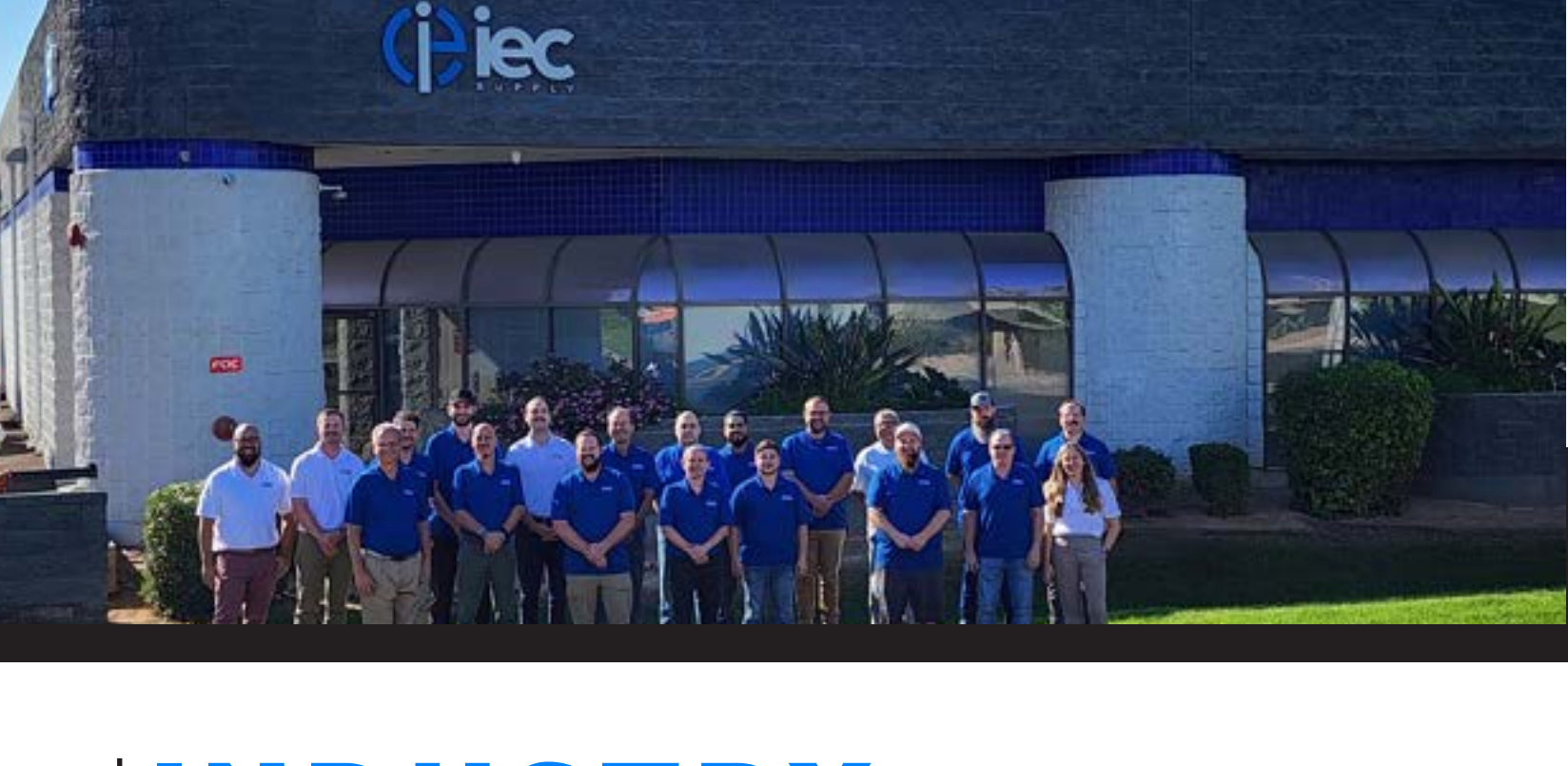
For IEC Supply, 2025 was a strong year, driven by growth across multiple markets—most notably the continued expansion of data centers, a trend many of you know well. It's clear this is an excellent time to be in the electrical industry. Beyond data centers, powerful global trends are driving sustained demand for electrical and automation equipment. Goldman Sachs estimates that only about half of the expected 3% growth in electrical power demand will come from AI-related data centers, with broader electrification and skilled labor shortages serving as additional long-term growth drivers.

These demand trends, combined with current tariff policies, are contributing to inflationary pressure across the supply chain. Prices for copper and aluminum—two critical material inputs—remain high and volatile. Labor and logistics costs continue to rise, and lead times, particularly for commodity-intensive products such as transformers, wire, and switchgear, are likely to remain elevated. While announcements of new manufacturing capacity are frequent, it will take two to three years before that capacity meaningfully impacts supply.

So how is IEC Supply navigating this environment? Inventory, people, and services. Strategic and disciplined inventory management helps mitigate supply chain and pricing challenges for our customers. Continued investment in our team—through both hiring and training—strengthens our ability to serve customers and partner effectively with our manufacturers. At the same time, we are expanding our service offerings and investing in operational technology to help customers unlock additional value. Together, these efforts reflect our commitment to growing alongside our customers and delivering the hardware and services today's market demands.

Cheers to a fantastic 2025, and best wishes for an even better 2026. As you plan for the year ahead, we encourage you to connect with your IEC Supply team to discuss upcoming projects, supply planning, and ways we can support your goals.

Matt Zielinski



INDUSTRY NEWS: Eaton invests \$50M+ in new Virginia facility

What's happening?

Eaton, a global intelligent power management company, is investing over \$50 million to build a new 350,000-square-foot manufacturing campus in Henrico County, Virginia. Eaton

Purpose of the facility:

The plant will produce critical power distribution technologies such as static transfer switches, power distribution units, and remote power panels—equipment used to ensure reliable power for data centers, especially as demand grows with AI workloads.

Company operations in Virginia:

This new campus will more than double Eaton's Richmond-area footprint and consolidate operations from three nearby facilities.

Jobs & timeline:

Eaton expects to create about 200 new local jobs, with hiring starting in 2026. Production at the new site is planned to begin in 2027.

Context & support:

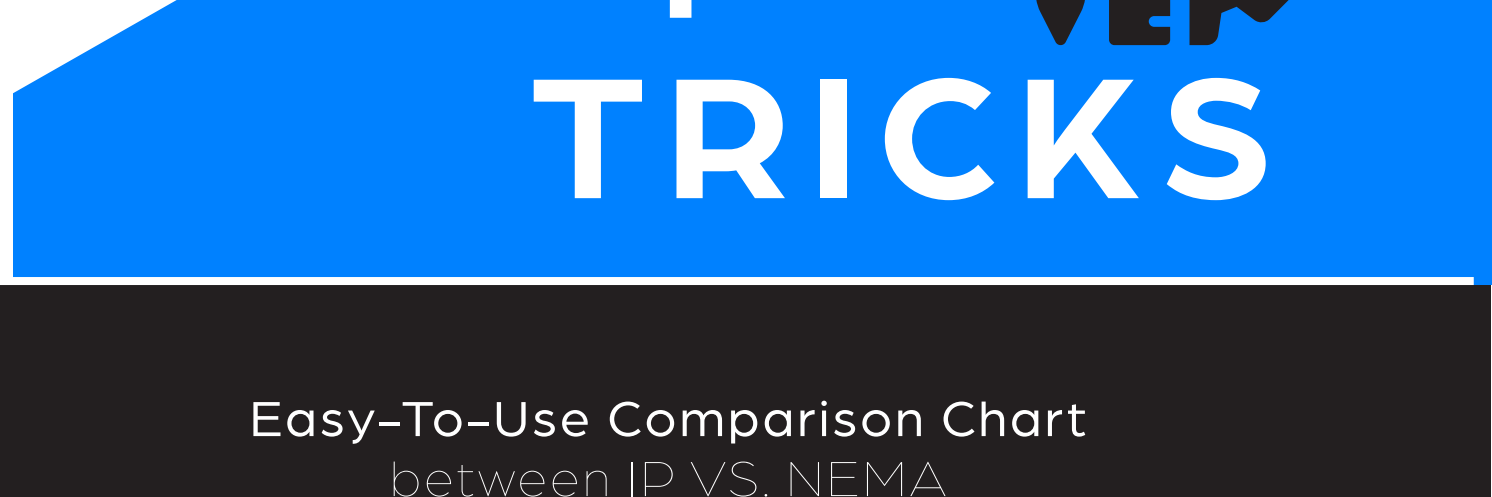
The investment responds to a surge in data center development in Virginia and is part of Eaton's broader expansion in North American manufacturing. State and local officials, including Virginia Gov.

Glenn Youngkin, supported the project and highlighted its benefits for local economic growth.

Strategic importance:

Eaton views the expansion as a way to help meet rapidly rising demand for power infrastructure needed by "AI factories" and other high-demand

[Click here to access full Eaton article](#)



Easy-To-Use Comparison Chart

between IP VS. NEMA enclosure ratings.

NEMA ratings and IP ratings both describe how well an electrical enclosure protects against environmental conditions, but they measure protection differently.

• **IP ratings (Ingress Protection)** use a two-number code that specifically indicates protection against solids (dust) and liquids (water).

• **NEMA ratings** are broader and include protection against dust, water, corrosion, oil, ice formation, and environmental hazards, as well as construction requirements.

While some NEMA ratings roughly correspond to certain IP levels, NEMA standards are generally more comprehensive, meaning a NEMA enclosure often exceeds the protection defined by its closest IP equivalent.

NEMA Rating	Closest IP Equivalent	Protection Summary
NEMA 1	IP10	Indoor use; protects against limited dust and accidental contact. No water protection.
NEMA 2	IP11	Indoor use; similar to NEMA 1 but adds light drip protection.
NEMA 3	IP54	Outdoor use; protects against rain, sleet, windblown dust.
NEMA 3R	IP32–IP34	Outdoor use; protects against rain, sleet; less dust protection than NEMA 3.
NEMA 3S	IP54	Same as NEMA 3 + external mechanisms remain operable in ice.
NEMA 4	IP66	Indoor/outdoor; protects against splashing water, hose-directed water, and windblown dust.
NEMA 4X	IP66	Same as NEMA 4 + corrosion resistance (IP does NOT rate corrosion).
NEMA 5	IP52	Indoor; protects against settling dust and dripping water.
NEMA 6	IP67	Indoor/outdoor; protects against temporary immersion.
NEMA 6P	IP68	Indoor/outdoor; protects against prolonged immersion + corrosion resistance.
NEMA 12/12K	IP52 / IP54	Indoor; protects against dust, dirt, dripping water, oil/coolant seepage.
NEMA 13	IP54	Indoor; same as NEMA 12 + protection from spraying oil and noncorrosive liquids.



Let's Meet Austin!

INSIDE IEC

employee spotlight

This quarter, we're excited to feature Austin Matthews.

Austin has been with IEC Supply for nearly six years. As an outside sales representative, he thrives on building strong customer relationships. He loves helping customers solve challenges, identify the right automation and control solutions, and rely on him as a trusted resource. Austin enjoys working at IEC because no two days are the same. Austin appreciates the variety, the challenge, and the meaningful impact he gets to make each day.

What's a skill you've developed here that you didn't expect to learn?

A skill I didn't expect to learn is how much I would grow in technical problem-solving. Working closely with customers on automation challenges has taught me how to think creatively and quickly to find solutions.

What do you like to do outside of work?

Outside of riding, I enjoy quality family time with my wife and son. I also love riding my dirt bike. Riding in my local areas around Prescott or hitting the motocross tracks down in the valley with my friends. It's one of my favorite ways to unwind, stay active, and push myself.

How have you grown professionally since joining the team?

I've grown tremendously since joining IEC. I started in the warehouse, learned the business from the ground up, and worked my way into outside sales. Along the way, I've developed stronger communication skills, product knowledge, and confidence in working directly with customers on complex needs.

We hope you enjoyed the quarterly newsletter. We welcome feedback and suggestions to make sure the content is tailored to YOUR interests, so please don't hesitate to let us know what you think!

Make sure to follow us on LinkedIn

We wish everyone a happy and successful new year!