



This Week's Top Story | September 25, 2026



Patrick McManus

President and CEO

EFC Welcomes Patrick McManus as Incoming President & CEO

EFC is pleased to announce the appointment of Patrick McManus as its next President & CEO, effective October 13, 2026.

An experienced association executive and people leader, Patrick has worked with manufacturers, distributors and contractors on advocacy, government relations, labour relations and stakeholder engagement. His appointment follows an extensive search led by a committee representing each of EFC's membership categories and supported by executive search firm Boyden.

Patrick will succeed Carol McGlogan, who is retiring after 10 years with EFC. Carol will remain with the organization through the end of 2026 to support a smooth leadership transition.

[Read the full announcement](#)

Industry News

EFC Welcomes New CEMRA Member: For-Trem – [Read more](#)

EFC Government Relations

Federal Government Announces Productivity Mega Deduction – Improving Canada's Competitiveness - The federal government has [announced a Productivity Mega Deduction](#) that would allow businesses to deduct the full cost of a broader range of eligible capital investments in the year the assets are put into use. These are expected to include manufacturing and processing equipment, digital technologies, and electricity infrastructure. The government estimates the measure would reduce Canada's marginal effective tax rate on new business investment from 13% to 6.4%. [Read more](#)

Alignment with EFC's Competitiveness Survey Findings – EFC welcomes the proposal as a step toward strengthening Canada's investment environment. EFC's national Manufacturing Investment and Competitiveness Survey identified capital incentives, corporate tax rates, land and building costs, and labour costs as significant Canadian weaknesses relative to the United States. Accelerating deductions for eligible investments could improve cash flow and strengthen the business case for manufacturing expansions, automation and productivity-enhancing technologies in Canada. [Read more](#)

EFC's Continuing Advocacy Priorities – EFC will continue advocating for a targeted, refundable manufacturing investment tax credit for critical grid and electrification equipment. The two measures would be complementary: immediate expensing allows businesses to deduct eligible costs sooner, while a refundable credit can provide a more direct benefit, including to companies with limited taxable income in the early stages of a major project. Together, these policies could help attract investment, expand domestic manufacturing capacity and strengthen the resilience of Canada's electrical supply chain. [Read more](#)

EFC will be at German Technology Day 2026! Join industry leaders and technical experts on September 29 at the Toronto Congress Centre to explore the latest in automation, manufacturing, AI, robotics and smart technologies. This year's theme is Shaping Tomorrow's Automation. Be sure to visit EFC at Booth S4! [Learn more](#)

EFC Members Raise \$3,500 at Industry Conference to Support Local Habitat for Humanity Projects Across Nova Scotia – [View the LinkedIn post](#)

LAST CALL: YPN Atlantic GROW Webinar, "Smarter Selling with AI: Practical Strategies for a More Efficient Sales Process" | September 29, 1 PM EST – Join Kelsey Bond, Electric Avenue, for this practical session that will explore simple ways sales professionals can use AI to reduce administrative work, improve everyday processes, and create more time for meaningful customer conversations. This virtual program will be delivered via Microsoft Teams. Complimentary registration. [Register now](#)

LAST CALL: Quebec Economic Forecast 2026 | September 30 – EFC Quebec invites you to hear from John Parisella, author, speaker, and political analyst, who will present his analysis on Quebec's economic forecast and the key issues to watch. The event will take place at Société 18, in Mont Royal. [Register now](#)

LAST CALL: Women's Network Atlantic Wellness Workshop, "Boundaries, Mindset & Happiness" | October 1 – Join the Atlantic Women's Network for an interactive, in-person workshop with ICF Certified Life Coach Melissa Pike as she returns to present on a relevant topic that focuses on building the habits, boundaries, and resilience needed to perform well over time—personally and professionally. This event will take place at Graybar's Dartmouth, NS office. Complimentary registration. [Register now](#)

YPN Atlantic GATHER Charlottetown | October 23 – Join Atlantic YPNs for a guided tour and infusion experience at Deep Roots Distillery! The event includes a welcome cocktail, a walk in the orchard (weather permitting), a guided tour of the distillery and tasting room, and a 375ml bottle of vodka or gin for participants to create their own infusion. Appetizers will also be served courtesy of PEI Cured Creations. [Register now](#)

Women's Network Ontario Panel Presentation - The Leadership Hot Seat: Competitive Perspectives in Sales Leadership | October 29 – Join EFC's Women's Network Ontario for an engaging Sales Leadership panel featuring five industry leaders as they share insights on navigating competition, building high-performance teams, developing talent, driving execution, and making critical sales decisions in today's fast-paced market. The panel presentation will be followed by an anonymous Ask-Me-Anything session, giving attendees the opportunity to ask questions, gain valuable insights, and connect with fellow EFC members. [Register here](#) to learn more.

Women's Network Quebec "Body Break" Session | October 30 – Members of EFC's Quebec Women's Network are invited to get active, move, and connect with fellow industry professionals! Choose between a spinning or Pilates session, followed by healthy bites, a refreshing beverage, and an opportunity to network with inspiring women from across our industry. Spots are limited, so register early! [Register now](#)

YPN Quebec Round Table | November 5 – Quebec's Young Professionals Network invites you to a panel discussion with four industry leaders on four different topics of relevance to industry members in a speed panel format. To learn more, or to register, [click here](#)

SAVE THE DATE: Women's Network Atlantic Bowling Night | November 5 – Join Atlantic Women's Network members for an evening of networking and bowling in Halifax! Light refreshments and snacks will be served. Registration details coming soon!

Habitat for Humanity

The Power of Philanthropy – [Read the Globe and Mail article](#)

Liteline Announces Sean Daley as New Southeast Regional Sales Manager – [View the LinkedIn post](#)

Lumen Announces Several Strategic Appointments – [View the LinkedIn post](#)

ABB Appoints Laurie Gallo National Sales Manager for Canada, Emergency Lighting – [Read more](#)

Dennis Santos Named Marketing Operations Coordinator – [View the LinkedIn post](#)

EB Horsman & Son Nominated for a 2026 Terrace Business Excellence Award – [Read more](#)

Record Diesel Prices Force Distributors to Rethink Freight, Pricing and Fleet Costs – [Read more](#)

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e2r WEBINAR: Unique Aspects of Employee Terminations and Temporary Layoffs | September 30 – Our September e-learning will address some of the more unique aspects of terminations and temporary layoffs that are important for employers to know before they find themselves in these situations. Registration is required prior to the event. [Register now](#)