

FOR IMMEDIATE RELEASE

AZCO Announces Appointment of First Labor Relations Director

APPLETON, Wisconsin — AZCO, an industrial construction and prefabrication services provider that is part of the Burns & McDonnell family of companies, is pleased to announce the appointment of Trevor Martin to labor relations director. This strategic addition to AZCO's leadership team underscores the Appleton, Wisconsin-based company's dedication to fostering strong relationships with unions and unwavering support for its craft workers.

Martin brings a wealth of experience in construction and labor relations. He spent 15 years working as a steamfitter before transitioning into union leadership for nine years, where he served as a business agent and then as a business manager. He has also served as president of the Northeast Wisconsin Building & Construction Trade Council. In his role at AZCO, Martin will be responsible for developing and implementing labor relations strategies, advising senior management on best practices and facilitating constructive dialogue between management and unions. Specifically, he will oversee negotiations, interpret labor agreements, help the company comply with applicable laws and policies, and provide direct support handling grievances and jurisdiction issues for workers on union construction projects across all industries.

"We are beyond excited to include Trevor as part of our leadership team," says Earle Cianchette, CEO of AZCO. "I anticipate his impact will be monumental. His unparalleled knowledge and approach to labor relations is a game-changer for us, and his vision aligns perfectly with our mission to not only grow but to set new standards in the industry. We are confident that his leadership will strengthen our bonds with our workforce and union partners."

While Martin's leadership continues to make an impression, the construction industry continues experiencing substantial growth. According to the U.S. Bureau of Labor Statistics, overall employment in construction occupations is projected to grow faster than the average for all occupations from 2023 to 2033, with about 663,500 openings projected on average each year. This growth highlights the increasing demand for skilled labor and the importance of labor relations in maintaining a productive workforce.

AZCO itself is experiencing growth through its work on large projects in industries such as gas-fired [power generation](#), solar, battery storage, [oil and gas](#), [food and beverage](#), and power transmission and distribution. Several of these projects are self-perform, engineer-procure-construct (EPC) projects done in partnership with Burns & McDonnell. A few highlights include:

- Nine [Alliant Energy solar projects](#) in the Upper Midwest, totaling 350 megawatts.
- A 100-MW/400-MWh [battery storage expansion](#) in California, making it the largest facility of its kind in the world.
- The [fabrication and installation of nearly 300 helical piles](#) for the resilient foundation of a substation that is the interconnection point for a Dominion Energy solar farm.
- The largest [single-site electric generation project](#) built in North Dakota in 40 years, for Basin Electric Power Cooperative.

In addition to its construction work, AZCO performs [prefabrication](#) for industrial projects in the U.S. and Canada from its 90,000-square-foot pipe, metal and electrical prefabrication space near its Appleton headquarters.

“This promotion comes at a critical time — during a labor shortage when at the same time the demand for labor is high,” Martin says. “There is much to navigate and this is an incredible opportunity to make a significant difference in the industry. I am passionate about creating a harmonious and dynamic work environment that builds upon the company’s strong foundation of an inclusive culture, and I am excited about driving forward with innovative labor relations initiatives that benefit both our employees and our business.”

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About AZCO

AZCO is a heavy industrial construction and prefabrication solutions provider building the critical infrastructure that keeps communities and industries thriving. Part of the Burns & McDonnell family of companies, we work with union craft labor across the country, using an integrated approach to deliver more advanced controls and predictable outcomes. Learn how we are designed to build at azco-inc.com.

About Burns & McDonnell

Working from more than 75 offices around the world, Burns & McDonnell designs and builds critical infrastructure. Our family of companies — driven by engineers, construction professionals, architects, planners, technologists and scientists — delivers projects grounded in safety and a desire to make a difference as we make our clients successful. Founded in 1898, Burns & McDonnell is 100% employee-owned. [Learn more.](#)