

Electrical Marketing[®]

THE ELECTRICAL INDUSTRY NEWSLETTER

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People on the Move

Hubbell Inc. (Shelton, CT): CEO **David Nord** will retire on Oct. 1. Company President and COO **Gerben Bakker** will succeed Nord as chief executive officer and president, according to an announcement by Hubbell's board of directors. As part of the board's succession plan, Nord will continue to serve as Hubbell's executive chairman of the board until the company's 2021 annual meeting in May to ensure a smooth transition.

Bakker was named president and chief operating officer of Hubbell in June 2019, after serving as president of Hubbell's Power Systems group since 2014. As president of Power Systems, Bakker oversaw a multi-year period of strong performance, building the electrical T&D components business and leading many key acquisitions, including Aclara, in 2018. Bakker began his career with Hubbell in 1988 as a manufacturing engineer with Hubbell Wiring Systems and has held positions of increasing leadership around the world in both Hubbell's utility and electrical segments.

AD (Wayne, PA): The buying/marketing group has named **David Kinsella** as president of its Electrical-U.S. division with the unanimous backing of the Electrical-U.S. board. Kinsella currently serves as the division's member relations vice president and will assume his new responsibilities as president effective Sept. 21.

He joined AD in 2008 as director of supplier relations and was promoted to VP of supplier relations two years later.

Continued on page 6

Inside

- New construction projects p. 3
 - Southwire buys CEP..... p. 3
 - NYC's Chelsea Lighting sold..... p. 5
 - McPartland passes on p. 6
- An Endeavor Business Media publication.
Publishers of *Electrical Wholesaling* and *EC&M* magazines.

CD&R Buys Epicor in \$4.7-Billion Deal from KKR, Will Maintain Focus on Cloud-Based Software

Clayton, Dubilier & Rice (CD&R), one of the world's largest private-equity firms, acquired Epicor, the electrical market's largest provider of ERP software, in a \$4.7-billion deal with KKR that Epicor says will help fuel its ongoing transition to cloud-based software systems for distributors.

The New York-based CD&R has been investing in distribution-based businesses for many years and today has investments in distributors including Beacon Building Products, Roofing Supply Group (RSG), SiteOne Landscape Supply and SunSource (fluid power and motion control).

It previously also had investments in PharMEDium/AmerisourceBergen (sterile pharmaceutical supplies), and earlier this year was outbid by WESCO Distribution for Anixter International. In the past, CD&R also invested directly in the electrical wholesaling industry, with

stakes in Rexel, through a 2005 joint stake with Eurazeo and Merrill Lynch Global Private Equity, and WESCO, through a 1994 purchase from Westinghouse Electric Corp.

One of the major points of focus for the company, which counts no less than 56% of *Electrical Wholesaling's* Top 200 electrical distributors as customers, has been transitioning customers to its suite of cloud-based software products. According to the Epicor press release announcing the acquisition, over the past four years under KKR's ownership, Epicor's executive team, led by Chief Executive Officer Steve Murphy, has driven growth through a combination of organic investments and strategic acquisitions. A series of new software releases has led to a sales mix that enjoys 73% recurring revenue. This includes a SaaS (software as a service)

Continued on page 5

Advances in Lithium-Ion Battery Technology Fuel New Utility-Scale Energy Storage Projects

While the growth of utility-scale solar and wind projects has been impressive, they have had one major weakness. Although they pump thousands of megawatts of renewable power onto utilities' electrical grids, they typically don't store the electricity they produce so utilities can keep this power in reserve and use it when and where they need it.

That's changing. Supported in part by an aggressive California Public Utilities Commission mandate requiring energy storage, the construction of utility-scale battery storage systems is on a record-setting pace. Several major new battery storage projects were announced over the past month by two of the larger players in the energy storage game — NextEra Energy Resources and Pacific Gas & Electric (PG&E), topping off what has already been a very busy year for energy storage. These two electric utilities have plans for energy storage systems with

over 100 megawatts (MW) in capacity, which is much larger than any currently operating (see chart on page two for other large energy storage systems now in the pipeline).

On Aug. 31, NextEra Energy Resources announced energy storage projects in California that could nearly double the total installed capacity of battery storage available in the U.S. today, and on July 21, PG&E and Tesla began construction of a 182.5MW lithium-ion battery energy storage system (BESS) at PG&E's Moss Landing electric substation in Monterey County, CA. A report at www.yahoo.com also said NextEra Energy Resources has a current pipeline of nearly 2,000 MW of shovel-ready or near shovel-ready battery energy storage projects in California.

A NextEra press release said the Florida-based utility plans to build nearly 700MW

Continued on page 2

New Energy Storage Projects May Usher in New Era of Growth in Renewables

Continued from page 1

of fully-contracted battery storage projects in California before the end of 2022. The battery storage projects will be co-located at six existing NextEra Energy Resources solar projects and include several previously announced projects:

- 63MW at Blythe 110 Solar Energy Center
- 115MW at Blythe II Solar Energy Center
- 115MW at Blythe III Solar Energy Center
- 230MW at the McCoy Solar Energy Center
- 110MW at the Arlington Solar Energy Center
- 65MW at the Yellow Pine Solar Energy Center

“California needs significant investment in battery storage to meet its aggressive clean energy goals,” said NextEra Energy Resources President and CEO John Ketchum in the press release. “NextEra Energy Resources is answering the call with nearly 700 MW of battery storage projects, representing a capital investment of nearly \$800 million. Once these projects are operational by the end of 2022, Californians will benefit from more low-cost, emission-free solar energy during

more hours of the day, as well as improved reliability across the regional electric grid.”

In addition to the fully-contracted projects expected to come online by the end of 2022, NextEra Energy Resources has a current pipeline of nearly 2,000MW of shovel-ready or near shovel-ready battery energy storage projects in California that could be deployed to help meet the energy storage capacity requirements put forth by the California Public Utilities Commission. To put that into perspective, the press release said the company’s planned and pipeline of battery storage projects in California alone is nearly twice the total installed capacity of battery storage in the U.S. today (approximately 1,350MW). The build out of the 2,000MW energy storage pipeline is contingent on obtaining long-term power purchase agreements for the projects, as well as the necessary regulatory approvals.

Since 1989, NextEra Energy Resources has developed, built, owned and operated wind, solar and energy storage facilities in California, representing more than \$7 billion in investments. It’s a primary area of focus for the company, and renewable power contributes in a big way to its estimated 21,900MW of total net generating capacity. NextEra Energy Resources says together with its affili-

ated entities, it’s the world’s largest generator of renewable energy from the wind and sun and a world leader in battery storage.

The battery storage system being constructed at PG&E’s Moss Landing substation is being constructed with 256 Tesla Megapack battery units on 33 concrete slabs, according to the press release. Each unit houses batteries and power conversion equipment in a single cabinet. Transformers and switchgear will also be installed along with the Megapacks to connect energy stored in the batteries with the 115 kilovolt electric transmission system. PG&E aims to have the system energized in early 2021 and fully operational in the second quarter of 2021. Once operational, the Moss Landing substation system will be one of the largest utility-owned, lithium-ion battery energy storage systems in the world.

“Battery energy storage plays an integral role in enhancing overall electric grid efficiency and reliability, integrating renewable resources while reducing reliance on fossil fuel generation,” said Fong Wan, senior vice president, Energy Policy and Procurement, PG&E, in the press release. “It can serve as an alternative to more expensive, traditional wires solutions, resulting in lower overall

Continued on page 4

Largest Utility-Scale Energy Storage Projects Now Planned or Underway

Plant Name	Utility Name	County	State	Nameplate Capacity (MW)	Effective Month	Effective Year
Manatee Solar Energy Center	Florida Power & Light Co	Manatee	FL	409	11	2021
Gemini Solar	Gemini Solar	Clark	NV	380	11	2023
Dynegy Moss Landing Power Plant	Dynegy -Moss Landing llc	Monterey	CA	300	12	2021
Diablo Energy Storage	Diablo Energy Storage llc	Contra Costa	CA	250	3	2021
McCoy Solar Energy Center	NextEra Energy Resources	Riverside	CA	230	NA	2022
Skeleton Creek Energy Center Hybrid	Skeleton Creek Energy Center	Garfield	OK	200	12	2023
NY2 Battery	Key Capture Energy	Orange	NY	200	11	2021
Elkhorn Battery Energy Storage System	Pacific Gas & Electric Co.	Monterey	CA	182.5	12	2020
Eland Solar & Storage Center, Phase 1 Hybrid	68SF 8me llc	Kern	CA	150	11	2022
Eland Solar & Storage Center, Phase 2 Hybrid	69SV 8me llc	Kern	CA	150	7	2023
Cranberry Point Energy Storage	Cranberry Point Energy Storage LLC	Plymouth	MA	150	3	2022
Southern Bighorn Solar Hybrid	300MS 8me llc	Clark	NV	135	9	2023
Ravenswood	Helix Ravenswood llc	Queens	NY	129	3	2021
Blythe II Solar Energy Center	NextEra Energy Resources	Riverside	CA	115	NA	2022
Blythe III Solar Energy Center	NextEra Energy Resources	Riverside	CA	115	NA	2022
Arlington Solar Energy Center	NextEra Energy Resources	Riverside	CA	110	NA	2022
AES ES Alamitos llc	AES ES Alamitos llc	Los Angeles	CA	100	1	2021
Luna Storage	Luna Storage llc	Los Angeles	CA	100	7	2021

Notes: Data from Energy Information Administration (www.eia.gov) Form EIA-860 Early Release data (June 2020), which collects data on existing and planned generators at electric power plants with 1 megawatt (MW) or greater of combined nameplate capacity and 08/20 NextEra Energy press release. Status codes: P - Planned for installation but regulatory approvals not initiated; not under construction; L - Regulatory approvals pending, Not under construction but site preparation could be underway; U - Under construction, less than or equal to 50% complete (based on construction timeline to date of completion);

Southwire Adds to Tools & Equipment Business with CEP Purchase

Southwire, Carrollton, GA, has acquired Construction Electrical Products (CEP), Livermore, CA, a 40-year-old manufacturer of temporary power distribution and portable lighting products. CEP's existing product line will be combined with Southwire's expanding electrical safety and lighting solutions — adding popular products such as the 3-Phase Power Carts and the LED Balloon Light. Southwire will welcome 47 employees from CEP and integrate its 48,000-square-foot Livermore facility into its distribution footprint.

“As we continue to expand our Tools, Components and Assembled Solutions team, CEP's 40-year legacy and presence

in the temporary power and portable lighting market will be a strong complement to Southwire's product portfolio and our strategic growth initiatives,” said Rich Stinson, Southwire's president and CEO, in the press release.

“CEP provides a two-fold advantage for our growing electrical safety and lighting product lines while also bolstering our entire selection of Tools, Components and Assembled Solutions,” said Brandon Moss, Southwire's executive VP of Tools, Components, & Assembled Solutions, in the press release. “CEP's products have a strict focus on safety while also being able to build to spec through the Custom UL 1640 manu-

facturing program. We are excited to add CEP's products to Southwire's selection of solutions, as they provide more electrical product options that allow contractors to work safely and more efficiently during every jobsite phase.”

Southwire's other acquisitions over the years include: Madison Electric Products (2020); United Copper Industries (2016); Seatek (2015); Coleman Cable (2014); American Insulated Wire (2010); Tappan Wire & Cable (2010); Maxis Contractor Equipment (2009); Essex Electrical Products (2006); FlatWire (2005); Alflex (2004); and General Cable's building wire assets (2001).

Impressive Construction Projects Underway Despite COVID-19 Crisis

The year-to-date and monthly construction data isn't looking too positive right now. The latest report from Dodge Data and Analytics said nonresidential construction was down -25% through July.

But even with a significant decline like this, you can still find some large construction projects of interest, as you can see on the chart below. Check out the large hospital project in the approval process at Ohio State University. The 1.9-million-sq-ft Wexner

Medical Center is estimated to have a total contract value of \$1.79 billion dollars. When you figure that electrical work is — using a very rough rule of thumb estimate — about 10% of a typical project's total contract value that's close to a \$180-million electrical job. The billion-dollar Fourth Ward Project in Atlanta, which will have a 300,000-sq-ft MailChimp headquarters, was a massive mixed-use project in the news recently, as was the billion-dollar gigafactory that Tesla

is now building north of Austin's airport. The 5 million-sq-ft factory is expected to employ up to 5,000 workers when it's fully operational.

Other projects of note include the \$326 million BayCare Health Systems hospital expected to break ground in summer 2021 near Tampa; the \$250-million Orlando Health Jewett Orthopedic Hospital in Orlando, FL; and Facebook's \$800-million data center to be built near Nashville, TN.

Large Construction Projects in the News

Contract Value (\$ Millions)	Project	City	State	Project Type	Status	Source
1790	1.9 million-sq-ft, Ohio State University Wexner Medical Center Inpatient Hospital	Columbus	OH	Hospital	Approval process	www.news.osu.edu
1000	Fouth Ward Project, including new 300,000-sq-ft Mailchimp headquarters	Atlanta	GA	Mixed-use	Planning stage	www.atlantamagazine.com
1000	Tesla's newest Gigafactory in Austin, TX, area	Del Valle	TX	Industrial	Broke ground Aug. 2020	www.fox7austin.com
815	Upgrade to X-ray facility at University of Chicago's Argonne Research Lab	Lemont	IL	Educational	Broke ground July 2020	www.newsuchicago.edu
800	Facebook data center in Nashville area	Gallatin	TN	Data Center	Planning stage	www.datacenterknowledge.com
600	The District mixed-use project	Jacksonville	FL	Mixed-use	Planning stage	www.jaxdailyrecord.com
326	BayCare Health Systems	Plant City	FL	Hospital	Summer 2021 groundbreaking	www.tampabay.com
250	Orlando Health Jewett Orthopedic Hospital	Orlando	FL	Hospital	Nov. 2020 groundbreaking	www.orlandosentinel.com
128	150MW solar project	Petersburg	IN	Renewables - Solar	Broke ground Sept. 2020	www.insideindinabusiness.com
76	Miami-Dade County and Brightline train station	Miami	FL	Mass Transit	Broke ground Sept. 2020	www.miamiherald.com
NA	San Diego State's Mission Valley mixed-use project	San Diego	CA	Mixed-use	Broke ground Aug. 2020	www.9news.com
NA	SOM's 1,100-unit apartment tower on Chicago lakefront	Chicago	IL	Multi-family	Planning stage	www.archincedt.com
NA	Digital Realty Trust data center	Totowa	NJ	Data Center	Planning stage	www.njbmagazine.com
NA	120 MW solar farm on 700 acres	Moses Lake	WA	Renewables - Solar	Broke ground Sept. 2020	www.ifiberone.com

Industry Events

Oct. 4-6, 2020

NECA Trade Show & Conference

Chicago; National Electrical Contractors Association (NECA), www.necashow.org
Status: Virtual event

Dec. 9-10, 2020

Upper Midwest Electrical Expo

Minneapolis; www.ncel.org
Status: Rescheduled from April

Jan. 18-20, 2021

NAED Western Conference

Palm Desert, CA; www.naed.org
Status: Still scheduled

Jan. 26-28, 2021

NAW Annual Conference

Washington, DC; National Association of Wholesaler-Distributors (NAW)
www.naw.org

Feb. 3-5, 2021

NEMRA Annual Conference

Orlando, FL; National Electrical Manufacturers Representatives Association (NEMRA)
www.nemra.org

Feb. 22-24, 2021

NAED South Central/Eastern Conference

Marco Island, FL; www.naed.org
Status: Combined conference with NAED's South & Eastern Regions

April 28-30, 2021

NAED Adventure

Baltimore; www.naed.org

May 18-20, 2021

Lightfair Trade Show & Conference

New York; www.lightfair.com

June 22-25, 2021

NAED Women in Industry Forum

San Antonio, TX; www.naed.org

Sept. 13-15, 2021

IDEA E-Biz

Dulles, VA;
www.idea4industry.org

Oct. 9-12, 2021

NECA Trade Show & Conference

Nashville, TN; National Electrical Contractors Association,
www.necashow.org

Tesla to Play Major Role in Utility-Scale Battery Storage

Continued from page 2

costs for our customers.”

The battery energy storage system will have the capacity to store and dispatch up to 730 megawatt hours (MWh) of energy to the electrical grid at a maximum rate of 182.5MW for up to four hours during periods of high demand. PG&E's agreement with Tesla contains an upsize option that can increase the capacity of the system up to six hours or 1.1-Gigawatt hour (GWh) total.

According to a post at www.forbes.com about the project, if the Moss Landing site is upgraded as anticipated, its storage capacity will be approximately 10 times larger than Australia's Hornsdale Power station, the previous record holder and another Tesla project.

In promoting the gigawatt-sized capabilities of its Megapack projects on its website, Tesla said, “We took everything we know about battery technology to enable the world's largest energy projects. A 1-GWh project provides record energy capacity — enough to power every home in San Francisco for six hours. Every Megapack arrives pre-assembled and pre-tested in one enclosure from our Gigafactory — including battery modules, bi-directional inverters, a thermal management system, an AC main breaker and controls. No assembly is required, all you need to do is connect Megapack's AC output to your site wiring.”

— Jim Lucy

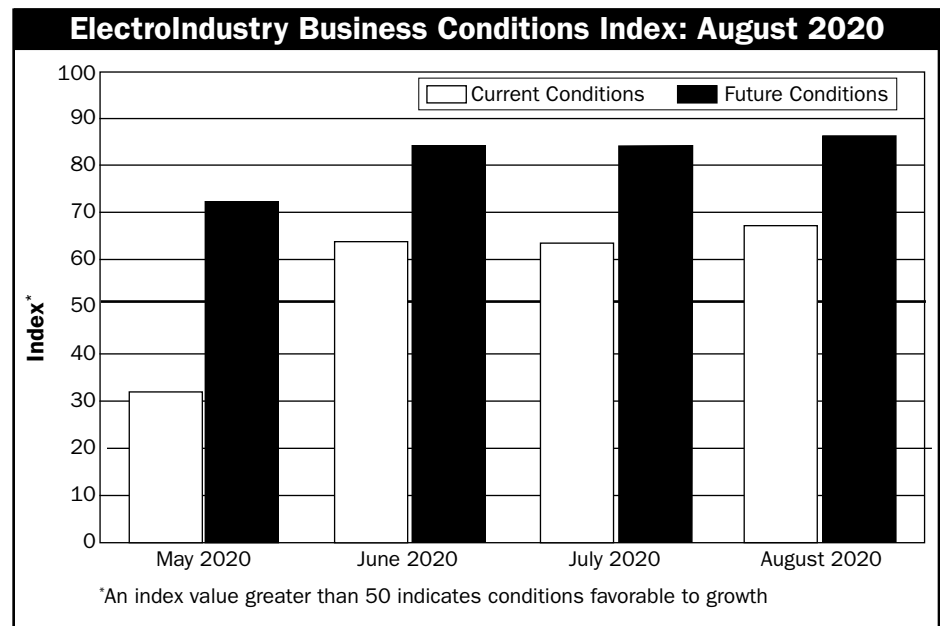
NEMA's August EBCI Indexes Point to More Bullish Business Expectations

With a majority of respondents reporting better conditions, the current component of the Electroindustry Business Confidence Index increased by more than seven points, reaching 68.4 points in August. In retrospect, July's survey results pointed to a relatively widespread sense of a plateau in the market, but in August only around one-third of the panel indicated unchanged conditions. Comments largely reflected the improvement suggested by the numbers, with one panelist noting, “Order rates are strong.”

The ElectroIndustry Business Conditions Index (EBCI) is a monthly survey of senior executives at electrical manufacturers

published by the National Electrical Manufacturers Association (NEMA), Rosslyn, VA. Any score over the 50-point level indicates a greater number of panelists see conditions improving than see them deteriorating.

Bullish expectations for conditions six months from now expanded in August as the score added nearly four points to a new total of 84.2 points. A decrease in the share of respondents expecting worse conditions was the primary driver of the increased score, compared to July 2020. Common themes found in the comments included an expectation that “the economy doesn't shut down again,” and pointing out that this election cycle will have been completed.



July's Value of New Construction Data Show Little Improvement in Move to \$1,364.6 Billion

Construction spending during July 2020 was estimated at a seasonally adjusted annual rate of \$1,364.6 billion, +0.1% above the revised June estimate of \$1,362.8 billion. The July figure is -0.1% below the July 2019 estimate of \$1,366 billion. During the first seven months of this year, construction spending amounted to \$792.6 billion, +4% above the \$761.9 billion for the same period in 2019.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of \$1,013.5 billion, +0.6% above the revised June estimate of \$1,007.2 billion. Residential construction was at a seasonally adjusted annual rate of \$546.6 billion in July, +2.1% above the revised June estimate of \$535.6 billion. Nonresidential construction was at a seasonally adjusted annual rate of \$466.9 billion in July, -1% below

the revised June estimate of \$471.6 billion.

Two large segments of private construction have been hit particularly hard — office and food and beverage. Private office construction was down -8.7% year-over-year in July to \$69.5 billion, while new construction of food and beverage establishments was down -31.7% over the same time period to \$6.8 billion.

Public construction. In July, the estimated seasonally adjusted annual rate of public construction spending was \$351.1 billion, -1.3% below the revised June estimate of \$355.6 billion. Educational construction was at a seasonally adjusted annual rate of \$82.2 billion, -3% below the revised June estimate of \$84.7 billion. On a YOY percent increase basis, construction of public safety facilities led the pack with a +57.2% increase to \$16.1 million.

CD&R Buys Epicor from KKR

Continued from page 1

business growth rate of 60% year-to-date, the press release said.

“Epicor’s reputation for quality and performance, and its portfolio of next-generation cloud products, position the company well to accelerate growth in the coming years,” said Jeff Hawn, CD&R operating partner, in the press release.

Hawn will serve as chairman of the Epicor board of directors upon close of the transaction, expected later this year. He has more than 20 years’ experience across a range of senior executive roles in software and technology-related businesses, including serving as chairman and CEO of Quest Software, Vertafore and Attachmate.

According to information on Epicor’s website, the company has annual revenues of \$800 million, 3,700 employees and 20,000 customers.

Around the Industry

Private-equity firm acquires Big Apple’s Chelsea Lighting

Kinzie Capital Partners, a Chicago-based private equity firm, bought Chelsea Lighting, a New York-based lighting distributor with a tight focus on the latest LED lighting and controls and PoE (Power over Ethernet) systems. Thomas Ike, Brian Horigan and Eric Martin will maintain significant ownership interest in Chelsea Lighting and will continue to hold key management roles at the company, with Ike serving as CEO, Horigan as COO and CFO and Martin as the general counsel and CAO.

Werner Electric buys WESCO’s Sheboygan Falls, WI, branch

Werner Electric Supply’s recent acquisition of the Sheboygan Falls, WI, branch of EESCO-WESCO International will give the company the APR for Rockwell Automation products in the market. The deal took effect on Sept. 1. According to a report at www.electricaltrends.com, EESCO is WESCO’s Rockwell Automation division.

Werner Electric Supply, founded in 1948, is currently the largest Wisconsin-based electrical distributor and operates 11 regional locations throughout Wisconsin and the Upper Michigan region. The company is ranked #31 on EW’s 2020 Top 200 ranking.

Value Of New Construction Put In Place — July 2020

Value of Construction Put-in-Place (\$ billions, seasonally adjusted annual rate)

	July '20 ₁	June '20 ₂	Mo. % Change	July'19	YTY % Change
Total Construction	1,364.6	1,362.8	0.1	1,366.0	-0.1
Total Private Construction:	1,013.5	1,007.2	0.6	1,031.8	-1.8
Residential	546.6	535.6	2.1	543.8	0.5
New single family	268.0	259.9	3.1	276.9	-3.2
New multifamily	85.8	81.8	4.9	80.9	6
Nonresidential	466.9	471.6	-1	488.0	-4.3
Lodging	27.5	28.1	-2	31.6	-12.9
Office	69.5	70.0	-0.7	76.2	-8.7
Commercial	77.8	80.4	-3.2	76.1	2.3
Health care	36.8	38.1	-3.4	36.6	0.5
Educational	16.2	16.3	-0.6	21.2	-23.7
Religious	2.8	2.9	-5	3.8	-26.4
Amusement and recreation	12.2	12.5	-2.3	14.3	-14.5
Transportation	16.4	15.9	3.2	16.5	-1
Communication	22.9	22.6	1.2	21.8	5.2
Power	111.0	111.1	-0.1	107.9	2.9
Electric	78.4	78.7	-0.3	76.5	2.6
Manufacturing	72.5	72.3	0.2	80.4	-9.9
Total Public Construction:	351.1	355.6	-1.3	334.2	5.1
Residential	8.9	8.7	1.9	6.3	41
Nonresidential	342.3	346.9	-1.3	327.9	4.4
Office	11.8	11.6	1.5	11.2	5.2
Commercial	4.2	4.0	4.5	4.2	-0.3
Health care	9.4	9.5	-0.7	9.1	3.3
Educational	82.2	84.7	-3	83.0	-0.9
Public safety	16.1	15.7	2.9	10.2	57.2
Amusement and recreation	14.7	14.5	1.3	13.6	8
Transportation	41.2	41.9	-1.6	40.7	1.3
Power	7.2	7.0	3.6	6.7	8
Highway and street	99.0	102.1	-3.1	96.7	2.3
Sewage and waste disposal	27.3	27.1	0.8	26.2	4.2
Water supply	18.4	18.5	-0.1	15.7	17.6
Conservation and development	9.2	8.9	3.7	9.0	2.9

1—Preliminary; 2—Revised

Note: The U.S. Census department changed its construction categories beginning with its May 2003 statistics.

With the changes in the project classifications, data now presented are not directly comparable with those data previously published in the regular-format press releases and tables. Direct comparisons can only be made at the total, total private, total state and local, total federal, and total public levels for annual and not seasonally adjusted monthly data. For more information, check out <http://www.census.gov/const/www/c30index.html>.

People

Continued from page 1

In 2016, he became the division's VP of member relations. Prior to joining AD, Kinsella served in a variety of leadership capacities in distribution and manufacturing including national sales manager at AD supplier partner Intermatic.

AD also announced changes to the division's supplier relations role. Electrical-U.S. Supplier VP **John Kudlacek** has elected to retire as of the end of the year. He joined AD in 2016 after holding marketing and purchasing, operations and product management, and supplier relations roles at a national electric supply distributor.

With this news, AD announced that **Steven Guidry** will become the Electrical-U.S. VP of supplier relations and marketing programs effective Sep. 21. Guidry brings electrical industry experience from the distributor, manufacturer and agency sides of the business. Guidry joins AD from Texas-based JD Martin Co., an independent manufacturers' representative firm for many of AD's electrical preferred supplier partners.

In other news at AD, Senior Vice President of Business Development **Tom Blue** has elected to retire effective Sept. 30. He was with Affiliated Distributors for eight years and worked for more than 25 years with Milwaukee Tool, one of AD's major supplier partners,

Kaman Corp. (Bloomfield, CT): **Neal Keating** is retiring as president and CEO, and **Ian Walsh** will be incoming CEO, effective Sept. 8. Keating, a 13-year company veteran, will continue to serve as executive chairman through the date of the 2021 Annual Meeting of Shareholders, at which time he is expected to retire from the board. **Richard Barnhart**, executive VP of the company and president of Kaman Aerospace Group, also will be retiring from the company in connection with the leadership transition.

Dauer Manufacturing (Miami, FL): Former Kichler executive **Tom Rowe** has joined the company as its new and first national sales director. Rowe will manage the sales of Dauer's multi-channel sales of low-voltage lighting to distributors, including electrical and green wholesalers, lighting showrooms, garden centers, nurseries and other landscape suppliers. In addition, he will spearhead the launch

and growth of Artemix, the company's new retail line of indoor lighting and décor, and its established Silhouette Collection of indoor & outdoor lighting bollards, among the interior design and architectural design community.

Rowe has served in various positions throughout his career in the lighting industry. He has worked as a contractor and distributor, including providing residential clients with lighting and design services through his private firm. Prior to joining Dauer Manufacturing, Rowe spent more than 13 years with Kichler.

Hubbell (Shelton, CT): The company's board of directors elected **Jennifer Pollino** as a director of the company. She runs the consulting and executive coaching firm JMPollino llc, which she founded after her retirement as an executive of Goodrich Corp. in 2012. At Goodrich, she served in leadership roles in finance, human resources and operations for 20 years. She also currently serves on the board of directors of both Crane Co. and Kaman Corp.

Pollino earned a degree in accounting from Notre Dame and a master in science in executive coaching from Queens University.

Obituary

Joe McPartland, former editorial director of *Electrical Construction (EC&M)* and *Electrical Wholesaling* magazines, and the nation's leading expert on the National Electrical Code (NEC) for several decades, passed away earlier this year at the age of 93. Tom Henry, one of Joe McPartland's National Electrical Code students, forwarded Joe's obituary to us recently. Joe died on March 23; we regret not hearing about his passing sooner.

The books Joe wrote on the NEC and his publishing career with *EC&M* at McGraw-Hill and eventually his own magazine, *Electrical Design & Installation*, are really only part of Joe's story, which you can read about in full detail in his obituary at www.legacy.com.

Joe and his first wife Alyce, who predeceased him, had nine sons, all of whom spent some time working in the electrical industry. You don't meet many people who sang opera, but also released six albums of Irish, Scottish and spiritual songs. And any football fan

would be thrilled to meet someone coached by Vince Lombardi, but Joe is the only guy you will ever meet who had Lombardi as a coach in high school, and then again for the Army football team at West Point – after serving in the U.S. Navy and Marines. In addition to raising nine sons, Joe and Alyce also raised St. Bernards. And just to keep things interesting, Joe was also a master storyteller, wine expert and blessed with a heavy dose of Irish charisma that charged up any social occasion.

The staffs of *EC&M* and *Electrical Wholesaling* offer our belated condolences to the whole McPartland clan.

Rep News

New York-based **Specification Lighting Sales (SLS)** will rep Amerlux's interior product line in the northern New Jersey market. Founded in 2007, SLS focuses on architects, designers, engineers and will work with Amerlux on developing specification on projects worldwide.

Electrical Marketing

Subscriptions: 877-382-9187

(8 a.m. - 4 p.m. Central Time)

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