

People on the Move

Champion Fiberglass (Houston): **Matt Fredericks** joined the Champion Fiberglass team as regional sales manager for the Great Lakes region and all provinces in Canada. He comes to the company from a manufacturers' representative agency in the midwestern United States, where he sold Champion Fiberglass conduit and other products into the electrical contractor and electrical utility markets.

Affiliated Distributors (AD): Wayne, PA: **Marty McLaughlin** joined AD as its first chief marketing officer. McLaughlin will collaborate with AD's members and boards to identify new areas of added value for its community, beyond the core functions of a buying and marketing group.

McLaughlin most recently served as founder and owner of Mosaic Partners, a growth marketing and strategy consulting firm he started 20 years ago. He has acted as CMO and provided counsel to a range of organizations. Prior to founding Mosaic Partners, McLaughlin worked for accounting firm Andersen doing business consulting for 15 years. He earned both his bachelor's degree and MBA from Widener University. McLaughlin was the driving force behind the Marketing Exchange, a Philadelphia-based community of marketing executives committed to the life-long pursuit of learning, contributing and thriving, which he launched in 2010.

Sonepar USA (Charleston, SC): **Jon Mitchell**, president - West Region, will be retiring in June after 50 years in the electrical market. In 1971, Mitchell says he received his first "real paycheck" from AMFAC when

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GE Current Buys Forum Lighting to Bolster Specification Business

GE Current (Current), a Daintree company based in Cleveland, acquired Forum Inc., a 50-year-old, privately held, Pittsburgh-based architectural linear luminaire company. Forum has manufactured lighting for numerous landmark projects, including the World Trade Center Transportation Hub in New York, the Cleveland Clinic and the Roberto Clemente Bridge in Pittsburgh.

According to the press release, this transaction expands Current's architectural portfolio and customization capability, and the additional U.S.-based manufacturing provides greater breadth to its product portfolio for the architectural community. Forum will be able to leverage Current's innovation, capabilities and patents to help fuel future growth for the brand.

"Forum's focus on providing high-quality linear solutions for architects, designers and specifiers makes them the ideal partner to expand our lighting portfolio," says Manish

Bhandari, CEO, Current, in the press release. "Forum's values and customer-centric culture are well aligned with Current. Current will continue to invest in Forum to deliver new solutions, accelerating their growth."

Jonathan Garret, Forum's president, said in the release, "Current's commitment brings the resources that will enable Forum Lighting to continue building on our success within the specification lighting market. We will be able to expand our product selection and reinforce our commitment to offering flexibility and product variation for specifiers, architects and designers."

Merrimack Group served as financial advisor to Forum. Dickie McCamey and Fredrikson & Byron served as legal counsel to Forum and Current, respectively.

GE Current focuses on commercial and industrial facilities, cities, greenhouses and all specialty applications in between with

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Hospital Projects Lead List of 50 Largest Construction Projects for 1Q 2021

The U.S. construction market has gotten off to a slow start in 2021. However, some market segments, including hospital and residential construction, will outperform the construction market as a whole, and several leading indicators for the business recently turned positive — the Dodge Momentum Index published each month by Dodge Data & Analytics, and the monthly Architecture Billings Index (ABI) published by the American Institute of Architects (AIA), Washington, DC.

In March, the Dodge Momentum Index hit its highest level since the summer of 2018, in large part because of back-to-back increases in healthcare and lab projects entering the planning stage. Billings at architecture firms turned positive in AIA's ABI Index for the first time in a year.

Another good indicator of the health of the construction market is the number of large projects of at least \$100 million

in total value that either broke ground or were announced in Q1 2021. *EM's* editors found more than 50 projects of this size. The projects in the chart on page 2 will all generate plenty of revenue for the electrical construction industry because electrical work typically accounts for an estimated 10% of a construction project's total construction value.

Three trends quickly become apparent when you study these 50 construction projects — the number of large hospital projects; how many of the projects are in the Industrial Midwest (and in particular the Chicago metropolitan area, Ohio and Michigan); and the continuing strength of the data center construction. The size of the 13 hospital projects is impressive, as 10 were in the \$800 million to \$2 billion range. At \$5.6 billion, the largest of them all is the multi-facility project announced by the Mayo Clinic that

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50 Biggest Construction Projects Announced or Underway in Q1 2021

Contract Value (\$ Millions)	Project	City	State	Project Type	Status	Source
7000	Google multi-office and data center expansion across United States	Multiple	US	Offices & data centers	Plans announced	constructiondive.com
5600	Mayo Clinic - Multi-year expansion project	Rochester	MN	Hospital	Plans announced	Becker's Hospital Review
3750	University of California - Davis Health - 16-story hospital and 5-story pavilion	Sacramento	CA	Hospital	Plans announced	Becker's Hospital Review
2100	Line 3 Replacement Program - 337-mile oil pipeline	State-wide	MN	Utility	Underway	construction.com
2000	Facebook expansion of existing campus	Prineville	OR	Data center	Plans announced	bisnow.com
2000	Massachusetts General Brigham - Multiple projects in MA & NH	Boston	MA	Hospital	Plans announced	Becker's Hospital Review
1740	Harborview Medical Center renovation	Seattle	WA	Hospital	Plans announced	Becker's Hospital Review
1600	Harbor-UCLA Medical Center - 346-bed tower & outpatient building	West Carson	CA	Hospital	Plans announced	Becker's Hospital Review
1500	Children's Healthcare of Atlanta	Atlanta	GA	Hospital	Plans announced	Becker's Hospital Review
1200	Ohio State University's Wexner Inpatient Hospital Tower	Columbus	OH	Hospital	Underway	construction.com
1000	Collin Creek redevelopment	Plano	TX	Mixed-use	Planning stage	collincreekplano.com
1000	Ginger data centers	West Des Moines	IA	Data center	Plans announced	datacenterdynamics.com
1000	University of California - Irvine	Irvine	CA	Hospital	Plans announced	Becker's Hospital Review
1000	Inova Health Systems campus	Alexandria	VA	Hospital	Plans announced	Becker's Hospital Review
1000	Brooklyn Hospital Center	Brooklyn	NY	Hospital	Plans announced	Becker's Hospital Review
950	New England Clean Energy Connect Power Line	State-wide	ME	Utility	Underway	construction.com
920	Michigan Medicine's University Hospital new facility	Ann Arbor	MI	Hospital	Construction resumed	mlive.com
850	Nucor steel mill	Brandenburg	KY	Industrial	Underway	construction.com
840	Veteran Affairs (VA) Hospital	Louisville	KY	Hospital	Approved	wdrb.com
825	450-MW Desert Quartzite Solar Facility	Blythe	CA	Renewables - Solar	Underway	construction.com
785	ApiJect Systems' Gigafactory	Durham	NC	Factory	Underway	construction.com
600	Google data center expansion	Loudoun County	VA	Data center	Plans announced	biz.loudoun.gov
500	Barack Obama Presidential Center	Chicago	IL	Museum	Second half of 2021 groundbreaking	archinect.com
495	Orsted's Helena Energy Center - 518-MW wind & solar project	Bee County	TX	Renewables - Wind & solar	Spring 2021 ground-breaking	constructionreviewonline.com
470	Nikola Motors' hydrogen-electric truck plant	Eloy	AZ	Industrial	Underway	construction.com
465	Pfizer 420,000-sq-ft production facility	Portage	MI	Industrial	Spring 2021 groundbreaking	mlive.com
450	Sterling EdgeCore data center	Sterling	VA	Data center	Underway	construction.com
427	345-MW Mesquite Sky Wind Farm	Putnam	TX	Renewables - Wind	Underway	construction.com
400	Roan Bridge, 276-acre mixed-use development	St. Cloud	FL	Mixed-use	Planning stages	aroundosceola.com
400	Facebook's Sarpy County data center complex expansion	Papillion	NE	Data center	Plans announced	journalstar.com
375	300-MW Recurrent Energy Slate Solar Farm	Stratford	CA	Renewables - Solar	Underway	construction.com
349	Bronx Point mixed-use development	Bronx	NY	Mixed-use	Underway	construction.com
327	Riddle Hospital modernization	Media	PA	Hospital	Underway	construction.com
300	Data center	Columbus	OH	Data center	Plans announced	dispatch.com
285	Two high schools	Wichita Falls	TX	Educational K-12	Spring 2021 groundbreaking	wfisd.net
271	Savannah Convention Center expansion	Savannah	GA	Convention center	Underway	businesswire.com
239	Union Square life sciences facility and 450-unit residential tower	Somerville	MA	Mixed-use	Financing secured	bisnow.com
215	Broadway Block mixed-use development	Long Beach	CA	Mixed-use	Underway	construction.com
200	GoBroome mixed-use development	New York	NY	Mixed-use	Underway	construction.com
200	DOT Block Residences	Dorchester	MA	Multi-family	Underway	construction.com
200	DC BLOX multi-tenant data center	Greenville	SC	Data center	Underway	businesswire.com
200	Microsoft data center	Hoffman Estates	IL	Data center	Plans announced	biznow.com
188	Coutute 44-story high-rise residential units	Milwaukee	WI	Multi-family	Permit stage	biztimes.com
153	Halley Rise Block D-1 mixed-use building	Reston	VA	Mixed-use	Underway	construction.com
140	Microsoft data center expansion	San Antonio	TX	Data center	Plans announced	San Antonio Express-News
123	Microsoft data center	Elk Grove Village	IL	Data center	Underway	biznow.com
120	Namdar multi-family project	Jersey City	NJ	Multi-family	Financing secured	Commercial Observer
116	Museum Tower, 300-unit apartment building	Kansas City	MO	Multi-family	Approval stage	flatlandkc.org
112	1400 W Randolph St. apartments	Chicago	IL	Multi-family	Underway	construction.com
105	Shopoff Realty Investments I-10 Logistics Center	Irvine	CA	Warehouse	Financing secured	prnewswire.com

nVent Acquires Vynckier Systems Enclosures

nVent Electric plc, London, has acquired substantially all the assets of Vynckier Enclosure Systems, Houston. The Vynckier product line is now part of nVent's Enclosures business segment.

The 80-employee Vynckier Enclosure Systems produces non-metallic enclosures for the industrial market. The Vynckier brand will join nVent's stable of well-established electrical brands – Caddy, Erico, Hoffman, Raychem, Schroff and Tracer. James Carr, Vynckier's principal owner and founder, said in the press release that his company have been doing business with nVent for many years.

According to the press release, the acquisition expands the nVent Hoffman portfolio

with “highly complementary” Vynckier non-metallic enclosures and Soltection solar solutions, particularly in high-growth verticals and applications such as solar, utilities and 5G, where non-metallic enclosures are ideal because they are lightweight, enable wireless signals, and provide advanced protection for outdoor corrosive environments.

“The addition of Vynckier non-metallic enclosures to the nVent HOFFMAN portfolio enhances our position in providing protection to high growth verticals and electrical infrastructure,” said Karla Leis, VP and general manager, nVent, in the press release. “It also strengthens our portfolio, particularly for quick-turn customized solutions through our combined channel networks.”

Focus Lighting Acquisition Adds to GE Current's Specification-Grade Lighting Portfolio

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advanced lighting and intelligent controls.

GE Current was part of General Electric's legacy commercial and industrial lighting business until the company sold it in 2018 to American Industrial Partners (AIP), a New York-based private equity firm. GE's consumer lamp business was not part of that transaction, according to a Nov. 2018 article in *Electrical Marketing*. GE got

completely out of the lighting business in May 2020 when it sold its home lighting unit to Savant Systems, MA.

Daintree Networks had been acquired by GE in 2016 to build out its offering in solid-state lighting controls and connected lighting. According to a Oct. 2019 article in *LEDs magazine*, AIP quietly changed the company's official name from “Current, powered by GE,” to GE Current a Daintree company.

A Look at 1Q 2021's 50 Largest Construction Projects

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will include the construction and renovation of its nationwide network of hospitals.

Chicago-based contractors will be busy with a mix of multi-family projects, a life-sciences facility and data center construction. Microsoft will be building two data centers in Hoffman Estates and Elk Grove Village, IL. Another interesting project there that will get underway later this year will be the \$500-million Barack Obama Presidential Center in Chicago. Columbus, OH, is another Midwest city that will enjoy some large construction projects, including a \$300-million data center and the \$1.2-billion Wexner Inpatient Hospital Tower being built on the Ohio State campus.

The data centers to make our list of the Top 50 construction projects for 1Q 2021 included two projects of more than \$1 billion in total contract value, and several that will be built in some typical data center hotspots — northern Virginia, the Omaha-Council Bluffs, NE/IA metro, Des Moines,

IA and Prineville, OR. The largest project is the \$2-billion expansion of Facebook's existing campus in Prineville, and the \$1-billion Ginger data centers in West Des Moines, IA.

California and Texas electrical professionals with a focus on renewables will be interested in utility-scale solar and wind farms now underway or scheduled to break ground soon. The largest renewables project now underway is the 825-MW Desert Quartzite Solar Facility in Blythe, CA. Other projects of note are Orsted's 518-MW Helena Energy Center solar and wind facility, which is valued at \$495 million and scheduled to break ground in Bee County, TX, later this spring; and the \$427-million, 345-MW Mesquite Sky Wind Farm in Putnam, TX.

While construction economists don't expect the overall U.S. construction market to show any significant growth this year, electrical folks with any of these large projects in their market may have a shot at a big-time revenue boost if they get a piece of this action.

- Jim Lucy

Around the Industry

Nexans nails preferred supplier status for NY offshore wind farms

Nexans has signed a preferred supplier agreement (PSA) with Empire Offshore Wind llc to connect the Empire Wind offshore projects to the onshore grid. The turnkey projects cover the full design and manufacturing, as well as the laying and protection of over 300 km (approximately 186.4 miles) of export cables that will deliver renewable energy to over 1 million homes.

Empire Wind is being developed by Equinor and BP through their 50/50 strategic partnership in the U.S. Empire Wind is planned for an area of 80,000 acres, in federal waters, an average of 33 km (approximately 21 miles) south of Long Island, east of the Rockaways. Two cable systems will connect the offshore substation for Empire Wind 1 to landfall and substation in Brooklyn, N.Y. In contrast, Empire Wind 2 will link to Long Island by three parallel cables.

Christopher Guérin, CEO of Nexans, said in the press release, “We are excited to be a trusted, long-term supplier on the development of the Empire Wind projects and to participate in placing New York State on the way towards reaching 70% of its electricity needs from renewable sources by 2030.”

Nucor Corp. to build new steel tube mill in Kentucky

Nucor Corp., Charlotte, NC, announced plans to build its new tube mill on the site of its Nucor Steel Gallatin sheet mill in Ghent, KY. This location will allow the company to take advantage of investments the company has made to expand capacity of the Gallatin mill and add a galvanizing line.

“With our recent investments to expand capacity at Nucor Steel Gallatin and add a galvanizing line, our Gallatin campus is an ideal location to build our new tube mill,” said Leon Topalian, president and CEO, in the press release.

The new tube mill will have the capacity to produce approximately 250,000 tons of hollow structural section (HSS) steel tubing, mechanical steel tubing and galvanized solar torque tube. The Kentucky location puts the new tube mill near expanding solar markets in the U.S. and the largest consuming regions for HSS steel tubing.

Nucor's Tubular Products (NTP) Group was formed in late 2016 when Nucor entered the tube market with the acquisitions of

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Industry Events

May 24-26, 2021

NAED Virtual National Meeting

www.naed.org

June 27-29, 2021

EASA Convention & Solutions Expo

Ft. Worth, TX; www.easa.com

Aug. 17-18, 2021

LEDucation Trade Show & Conference

New York; www.leducation.org

Sept. 13-15, 2021

IDEA E-Biz

Dulles, VA;

www.idea4industry.org

Oct. 9-12, 2021

National Electrical Contractors (NECA) Trade Show & Conference

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

Oct. 25-29, 2021

Lightfair Trade Show & Conference

New York; www.lightfair.com

Status: Rescheduled from May 2021

Nov. 8-10, 2021

NAED Eastern Conference

Austin, TX; www.naed.org

Dec. 8-9, 2021

Upper Midwest Electrical Expo

Minneapolis; www.ncel.org

December 14-16, 2021

NAED Women in Industry Forum

San Antonio; www.naed.org

December 15-17, 2021

LEAD Conference

San Antonio; www.naed.org

Jan. 17-19, 2022

NAED Western Conference

Palm Desert, CA; www.naed.org

Feb. 21-23, 2022

NAED South Central Conference

Phoenix, AZ; www.naed.org

IHS Sees +6.1% GDP Growth by Mid-Year & +3.5% Unemployment by 2023

IHS Markit says the acceleration of COVID-19 vaccine campaign will drive U.S. GDP growth to +6.2% by mid-2021 and that the U.S. unemployment rate will fall to +3.5% GDP growth by mid-2023.

Joel Prakken, chief U.S. economist and co-head US economics, and Chris Varvares, co-head US economics, IHS Markit, said in the press release, "The acceleration in the COVID-19 vaccine rollout, strong data on consumer spending and the relaxation of COVID-19 containment measures by many states led to an upward revision of our forecast of GDP growth for 2021 from +5.7% to +6.2%, and for 2022 from +4.1% to +4.3%.

"We expect this growth to push GDP past

its previous peak by the middle of this year and eliminate the output gap in 2022," they said. "The previous peak of employment will be regained in late 2022, and the unemployment rate is expected to decline to +3.5% growth by mid-2023."

"This forecast does not include the President's American Jobs Plan, which includes spending of \$2.1 trillion on social investments over eight years, paid for by higher corporate taxes over 15 years. Our initial estimate is that the plan could raise GDP growth by +0.3% to +0.4% through 2024, and push the unemployment rate below +3%, but lead to somewhat higher inflation and interest rates."

EBCI Maintains Blistering Pace

For the tenth consecutive month, the EBCI current conditions component topped 50 points, indicating conditions conducive to growth. March's reading of 80 points built on an already robust 64.3 points in February.

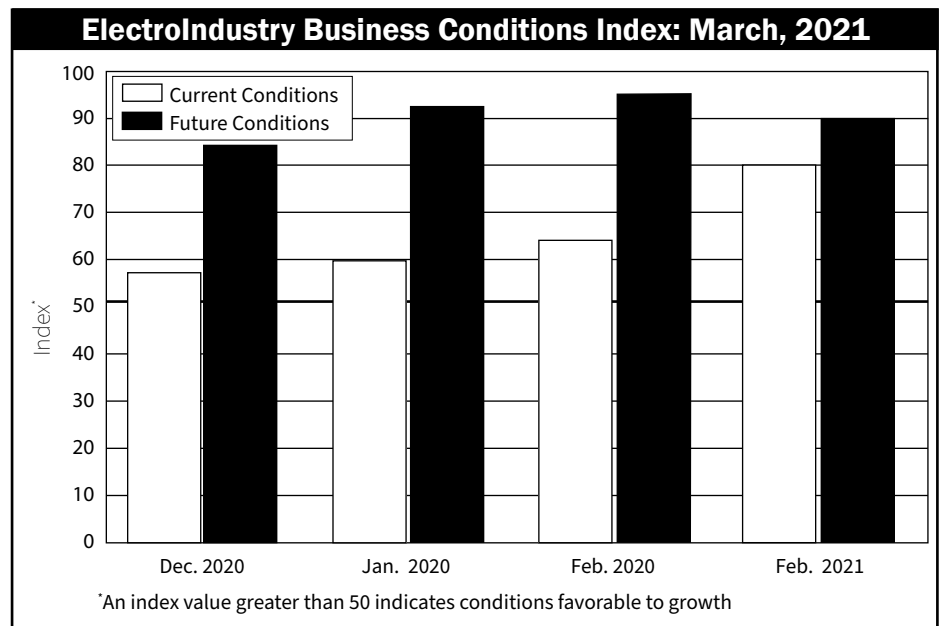
The ElectroIndustry Business Conditions Index (EBCI) is a monthly survey of senior executives at electrical manufacturers published by the National Electrical Manufacturers Association (NEMA), Rosslyn, VA. Any score over the 50-point level indicates a greater number of panelists see conditions improving than see them deteriorating.

Electroindustry shipments and new orders data reported by the Census Bureau buttressed this result as both have grown rapidly in the two most recent monthly

reports. Some panelists pointed to slower or delayed activity, but most noted improvements in the economic environment and on the pandemic front.

Despite the steady expansion of the EBCI's current component, the future conditions component has managed to stay ahead of its contemporary counterpart for the last four months. In March, even though it stepped back a bit from an all-time high of 96.4 points in February, the six months ahead reading remained at a more than respectable 90 points.

NEMA execs' comments largely focused on the pending release of pent-up demand as pandemic restrictions are likely to be loosened further over the next few months.



New Construction Sees Small Monthly Decline in February But YOY Pace Stays Solid

Total construction spending during Feb. 2021 was estimated at a seasonally adjusted annual rate of \$1,516.9 billion, -0.8% below the revised January estimate of \$1,529 billion. According to the U.S. Census Bureau, the February year-over-year (YOY) figure is +5.3% above the Feb. 2020 estimate of \$1,441.1 billion. During the first two months of this year, construction spending amounted to \$213.2 billion, +4.9% above the \$203.2 billion for the same period in 2020.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of \$1,165.7 billion, -0.5% below the revised January estimate of \$1,171.6 billion. Residential construction was at a seasonally adjusted annual rate of \$717.9 billion in February, -0.2% below the revised January estimate of \$719.3 billion. Nonresidential construction was at a season-

ally adjusted annual rate of \$447.8 billion in February, -1% below the revised January estimate of \$452.3 billion.

Not surprisingly considering the COVID-19 environment, the Lodging (-23.9%) and Amusement & Recreation (-22.5%) lagged other construction categories on a YOY basis.

Public construction. In February, the estimated seasonally adjusted annual rate of public construction spending was \$351.2 billion, -1.7% below the revised January estimate of \$357.4 billion. Educational construction was at a seasonally adjusted annual rate of \$86.9 billion, -3.2% below the revised January estimate of \$89.8 billion. Highway construction was at a seasonally adjusted annual rate of \$102.3 billion, -0.6% below the revised January estimate of \$103.0 billion.

Around the Industry

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Independence Tube Corp., Southland Tube and Republic Conduit. Today, NTP consists of eight tubular facilities strategically located in close proximity to Nucor's sheet mills as they are a consumer of hot-rolled coil.

EMCOR expands mechanical footprint in Texas with DMG deal

EMCOR Group, Inc., Norwalk, CT, recently acquired a full-service provider of mechanical construction and maintenance services, Dallas Mechanical Group, llc (DMG). Based in Dallas, DMG provides single-source, energy-efficient installation, maintenance and repair services for a wide array of heating, cooling and ventilation systems across north Texas. DMG will be part of EMCOR's Building Services segment.

Electrical construction and facilities services in the United States account for 24% (approximately \$220 million) of EMCOR's \$917 million in 2019 revenues, while mechanical construction and facilities service in the United States is the larger segment, accounted for 36% (approximately \$330 million) of total company revenues.

Van Meter plans to purchase remain share of Werner Electric of Minnesota

Van Meter Inc., Cedar Rapids, IA, a 50% partner in Werner Ventures llc, the legal entity that owns Werner Electric, Cottage Grove, MN, plans to make a stock purchase of the remaining business from MacDonald Ventures. The sale is expected to close on April 30.

"For 20 years, Van Meter and the MacDonald family have proudly owned and supported a successful and growing business in Minnesota" said Lura McBride, president and CEO of Van Meter, in the press release. "We find ourselves mutually understanding that our shared Minnesota business could reach even greater potential through the efficiencies and market influence gained by being owned by one company."

The joint ownership model of Werner Electric of Minnesota began in 2001 when Van Meter and MacDonald Ventures partnered to purchase an independent electrical distributor known as Northland Electric. Werner Electric of Minnesota operates eight locations — six in Minnesota and two in Wisconsin — and employs 325 people.

Value Of New Construction Put In Place — February 2021

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

	Feb. '21 ₁	Jan. '21 ₂	Mo. % Change	Feb. '20	YTY % Change
Total Construction	1,516.9	1,529.0	-0.8	1,441.1	5.3
Total Private Construction:	1,165.7	1,171.6	-0.5	1,088.8	7.1
Residential	717.9	719.3	-0.2	593.0	21.1
New single family	376.8	376.5	0.1	311.5	20.9
New multifamily	93.2	94.5	-1.4	81.3	14.6
Nonresidential	447.8	452.3	-1.0	495.8	-9.7
Lodging	23.1	23.9	-3.2	30.4	-23.9
Office	68.4	68.8	-0.5	72.1	-5.0
Commercial	74.9	75.8	-1.2	80.6	-7.1
Health care	35.5	37.2	-4.4	39.3	-9.6
Educational	15.7	16.0	-1.9	18.9	-17.3
Religious	3.0	3.1	-2.0	3.4	-10.8
Amusement and recreation	11.0	11.2	-1.7	14.2	-22.5
Transportation	15.9	15.8	0.8	16.4	-2.9
Communication	22.0	22.2	-0.7	22.7	-2.9
Power	108.0	108.5	-0.4	119.7	-9.7
Electric	73.4	73.5	-0.3	85.7	-14.4
Manufacturing	68.7	68.5	0.3	76.6	-10.4
Total Public Construction:	351.2	357.4	-1.7	352.4	-0.3
Residential	9.5	9.4	1.0	7.6	24.8
Nonresidential	341.7	348.0	-1.8	344.7	-0.9
Office	10.7	10.7	-0.5	11.3	-5.0
Commercial	3.3	3.7	-9.7	3.9	-15.7
Health care	9.4	9.3	1.4	8.7	8.8
Educational	86.9	89.8	-3.2	89.0	-2.3
Public safety	16.6	16.5	0.9	13.3	25.5
Amusement and recreation	13.6	13.9	-2.2	14.6	-6.9
Transportation	40.1	41.2	-2.5	41.1	-2.3
Power	6.6	6.7	-0.9	6.8	-3.4
Highway and street	102.3	103.0	-0.6	103.4	-1.0
Sewage and waste disposal	26.0	26.8	-3.0	25.2	3.1
Water supply	17.5	17.5	-0.2	17.2	1.8
Conservation and development	7.3	7.6	-4.4	9.0	-19.1

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

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he was just 17 working in the warehouse. In 1986, he and his brother started their own company, Electrical Distributor Inc., which they later sold to QED, now a Sonepar company.

Mitchell joined Codale in 1986, where he worked closely with owner, Dale Holt, “a friend and mentor” for 20 years. When Codale sold to Sonepar in 2012, Mitchell transitioned to the Sonepar team becoming president of Codale, where he helped make sizable acquisitions that expanded Sonepar’s geographical reach and market share throughout the Intermountain West. In 2016, he became president of the West Region. He will remain on the Sonepar team until a successor is named.

Allterco Robotics US, (Las Vegas): This manufacturer of Shelly smart home products announced **Tom Lenahan** has joined the company as national sales director. He has worked for more than 25 years in smart home automation as both an executive and entrepreneur. Lenahan previously held executive sales positions at home automation heavyweights X-10 and Remotec Technology.

National Association of Electrical Distributors (NAED) (St. Louis): NAED inked an agreement with SPARXiQ and **Mark McGready** that will allow the company and the association to split McGready’s time and work with both, according to a post on NAED’s LinkedIn page.

McGready will remain director of strategic analytics for SPARXiQ, but also work with NAED distributor members as an independent data insights advisor. In his role with NAED, McGready will help distributors maintain and analyze data. McGready plans to help members become more comfortable with data interpretation, which includes using data from a number of NAED products, including the Market Data Program, the NAED Economic and Industry Sector Outlook, and PAR. He will work with both NAED and SPARXiQ through Feb. 2022.

Rep News

Scientific Lightning Solutions (SLS), Titusville, FL, which focuses on lightning science, analysis, engineering, and protection, recently appointed four manufacturers’ representatives. The reps will sell and support

SLS products, including the Jupiter Transient Monitoring System (TMS) and Optical Lightning Surveillance (OLS), as well as its consulting and design services. SLS systems meet the needs of facilities that require large electrical transient monitoring and surveillance. Typical applications include oil & gas, power generation, industrials, data centers and airports.

Founded in 1974, **Precision Marketing** represents SLS east of the Rocky Mountains. The firm focuses on wireless infrastructure, military/aerospace, industrial/medical and test & measurement.

Representing SLS in the Rocky Mountain states, **Aztec Enterprises** sells test instruments, specialized components and board-level products. It services customers in Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Utah and Wyoming.

Serving Bahrain, Saudi Arabia, and United Arab Emirates (UAE), **Tecon-Specialized Engineering Solutions** is part of the Albatha Engineering Group.

Established in 1989, **Petrotec** sells products and services to the energy industry in Qatar. With approximately 600 employees representing 31 nations, the organization is a leader in a fast-growing energy sector in the Middle East.

Innovative Lightning Monitoring and Surveillance Systems will sell and support the SLS Jupiter TMS, which provides continuous unattended monitoring, accurate measurement, and automated reporting for transient signals that may compromise sensitive and high-value assets.

Obituary

The industry lost one of the best-known leaders in the St. Louis electrical industry with the passing on March 28 of **Bob Finley**, former president and CEO of Glasco Electric Co.

According to his obituary posted on *www.legacy.com*, Finley was the husband of the late Hilda Ann Finley (nee Leithauser); father of Richard (Jennifer), Robert (Teresa), Carole and the late Nancy Finley; grandfather of Eric, Jacob, Robert, Hannah, Lucas and Kelsey; and great-grandfather of Finley.

Along with his long tenure at Glasco, according to an e-mail from the Electrical Board of Missouri and Illinois, Finley was a distinguished alumni of Ranken Technical College and a graduate of Washington University.

Electrical Wholesaling’s staff got to know Bob through the many articles he wrote for the magazine over the years on sales and management tips for distributors. His personality and love for the industry jumped off the pages of the hand-written manuscripts he sent us for publication, and we cherish the many stories he would tell us about life as a salesperson in St. Louis’ tight-knit electrical community.

Bob’s writing was enhanced by his skills as savvy observer of human nature and his love for telling stories. Our favorite tale was his description of a conversation he had with a contractor who was running a bit late on payment. When he asked the contractor why he was running late on payment, the contractor apparently told him, “At the end of the month, I put the invoices in a cardboard box and bring it over the back staircase. Then I empty the invoices on the stairs, and walk over them. After I do that, I pick up the ones with a boot print on them and pay those.”

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