

## People on the Move

*Signify (Somerset, NJ):* **Christy Tilton** joined the company as VP of U.S. Professional Trade Sales, effective May 17. Reporting to Keith Eagle, VP & general manager of Signify's US Professional business, she will be responsible for agent partnerships and supporting professional customers' lighting needs. She will also directly lead Midwest regional sales.

Tilton is an experienced sales leader within the lighting and electrical industries. Based out of Phoenix, she most recently served as senior VP, Installation Products within ABB's Electrification business. Prior to that, she held a number of sales leadership roles at Eaton including Cooper Lighting. As VP of lighting sales in the Western region, she led the Americas in sustainable connected lighting growth. She also spent a significant portion of her career with General Electric.

*Helix Electric (Las Vegas):* **Michael Vita** is now senior VP at Helix Electric, the largest merit shop electrical contractor in Nevada and neighboring states. In this new role, Vita will head expansion and growth efforts for the company's offices in Las Vegas, Reno and Salt Lake City.

Vita will also be tasked with increasing Helix's client base, implementing effective and efficient systems to ensure smooth operations across all aspects of the business, and executing the company's annual strategic plan.

Since joining the Helix team in 2006, Vita has held numerous roles within the electrical contracting company, including VP, operations manager, senior project manager

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*EC&M* magazines.

## Few Metros Show Electrical Sales Growth in 1Q 2021, U.S. Growth at -3.8% for Quarter

The year appears to be getting off to a slow start for many of the nation's largest electrical markets, as employment in 1Q 2021 at electrical contractors and industrials is lagging the pace set a year ago.

*Electrical Marketing* uses employment data for these key customers groups and the sales-per-employee multipliers from *Electrical Wholesaling's* Market Planning Guide to develop sales forecasts at the metropolitan statistical area (MSA), county, state and national level.

Using this data, *Electrical Marketing* estimates that total electrical sales growth for the United States dropped -3.8% year-over-year (YOY) and that the only MSAs showing total sales growth so far in 2021 were the Indianapolis-Carmel-Anderson, IN, MSA (+3.7%); Sacramento-Roseville-Arden-Arcade, CA, MSA (+3.2%); Columbus, OH, MSA (+3.1%); Austin-Round Rock, TX, MSA (+2.5%); Salt Lake City, UT,

(+1.5%); Tampa-St. Petersburg-Clearwater, FL, MSA (+0.6%); and Nashville-Davidson-Murfreesboro-Franklin, TN, MSA (+0.1%).

Four MSAs had double-digit declines: Houston-The Woodlands-Sugar Land, TX, MSA (-12.1%); Baton Rouge, LA, (-11.4%); New York-Newark-Jersey City, NY-NJ-PA, MSA (-11.4%); Las Vegas-Henderson-Paradise, NV, MSA (-10.4%); and Milwaukee, WI, MSA (-10.3%).

According to *Electrical Marketing's* electrical sales potential data, the 10 largest MSAs in the chart on page 2 account for just over 24% of the nation's estimated sales of \$101.2 billion, and the 50 largest MSAs account for an estimated 81% of total U.S. electrical sales potential. California is home to six of the largest markets and accounts for an estimated 11.7% of U.S. electrical sales. Florida and Texas both had four of the largest electrical metros.

— Jim Lucy

## Distributor Revenues Increase +5% YOY in 1Q 2021 According to VRP Survey

Electrical distributor respondents in the latest industry survey by Vertical Research Partners (VRP), Stamford, CT, logged a solid quarter of growth, but price increases hit home during 1Q 2021 in the electrical industry, according to VRP's findings.

As part of its research for this quarterly survey, VRP surveys readers of *EM* and *Electrical Wholesaling*, in addition to additional contacts in the electrical market. Below is an excerpt of the survey and some of its findings. VRP's complete 1Q 2021 survey results are available at [www.electricalmarketing.com](http://www.electricalmarketing.com).

**Recovery stepping up.** Q1 distributor revenue grew +5% year-over-year, including volume growth of +3.3% and pricing gains of +1.7%. Results likely embed some level of conservatism as several respondents indicated sales up "more than +10%" which we included as +12.5% in our calculations in the absence of further detail. Power transmission & distribution led the way again with +5.6%

growth as utility spending continues. Automation equipment showed a solid return to growth, up +4%.

After six quarters of reported declines, electrical equipment grew +4.5% including the most robust pricing result among categories — a +1.8% increase.

**Supplying the demand is the biggest challenge.** Underlying activity remains solid and the main impediment to achieving budgets is clearly the supply chain issues the entire industry is working through. Employee availability and remote work are also having an effect. Several distributors said backlogs remain at record levels, but that supply chain and other availability issues (labor, etc.) are limiting the ability to complete projects. A few distributors reported being in decent shape as a result of having made large prebuys anywhere from twice to five times normal purchasing levels.

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## 50 LARGEST METROS FOR ELECTRICAL SALES POTENTIAL - 1Q 2021

Rank	Metropolitan Statistical Area (MSA)	State Postal	Total Electrical Sales (\$ millions)	Total Potential – YOY % Change	Electrical Contractor Sales Estimate (\$ Millions)	Industrial Sales Estimate (\$ Millions)
	<b>United States</b>	<b>US</b>	<b>101,183.6</b>	<b>(3.8)</b>	<b>59,792.20</b>	<b>21,154.7</b>
1	New York-Newark-Jersey City	NY-NJ-PA	4,480.0	(11.4)	3,010.88	573.1
2	Los Angeles-Long Beach-Anaheim	CA	3,618.1	(5.1)	2,112.93	781.5
3	Dallas-Fort Worth-Arlington	TX	2,920.9	(3.8)	1,846.51	490.2
4	Houston-The Woodlands-Sugar Land	TX	2,598.9	(13.9)	1,717.42	361.7
5	Chicago-Naperville-Elgin	IL-IN-WI	2,456.7	(6.6)	1,280.38	685.0
6	Washington-Arlington-Alexandria	DC-VA-MD-WV	1,807.6	(2.8)	1,350.33	95.7
7	Seattle-Tacoma-Bellevue	WA	1,749.8	(0.5)	1,124.57	275.3
8	Atlanta-Sandy Springs-Roswell	GA	1,726.4	(2.1)	1,095.56	285.5
9	Phoenix-Mesa-Scottsdale	AZ	1,699.2	(3.0)	1,124.57	234.8
10	Miami-Fort Lauderdale-West Palm Beach	FL	1,665.3	(2.7)	1,179.73	152.5
11	San Francisco-Oakland-Hayward	CA	1,611.3	(4.2)	1,042.11	247.0
12	Boston-Cambridge-Nashua	MA-NH	1,589.6	(3.7)	963.35	308.3
13	Philadelphia-Camden-Wilmington	PA-NJ-DE-MD	1,560.1	(4.9)	946.85	301.2
14	Riverside-San Bernardino-Ontario	CA	1,346.3	(1.1)	919.84	157.2
15	Denver-Aurora-Lakewood	CO	1,279.1	(3.5)	903.92	119.4
16	Detroit-Warren-Dearborn	MI	1,262.5	(4.5)	597.97	412.0
17	Minneapolis-St. Paul-Bloomington	MN-WI	1,219.0	(3.4)	643.46	331.8
18	San Diego-Carlsbad	CA	1,127.0	(1.5)	702.89	198.7
19	Tampa-St. Petersburg-Clearwater	FL	1,053.3	0.6	724.50	118.2
20	Portland-Vancouver-Hillsboro	OR-ID	1,006.5	(6.4)	594.84	210.4
21	Orlando-Kissimmee-Sanford	FL	1,004.1	(2.3)	721.66	81.6
22	Baltimore-Columbia-Towson	MD	960.2	(2.3)	665.36	102.8
23	Charlotte-Concord-Gastonia	NC-SC	944.9	(3.1)	575.79	180.1
24	St. Louis	MO-IL	934.8	(1.5)	550.48	197.4
25	Austin-Round Rock	TX	909.0	2.5	616.45	110.8
26	San Jose-Sunnyvale-Santa Clara	CA	893.7	(4.5)	421.11	293.8
27	Sacramento-Roseville-Arden-Arcade	CA	853.8	3.2	622.14	60.9
28	Indianapolis-Carmel-Anderson	IN	797.1	3.7	476.84	160.8
29	Pittsburgh	PA	746.4	(8.2)	459.49	137.7
30	Las Vegas-Henderson-Paradise	NV	736.9	(10.4)	548.49	41.0
31	Cincinnati	OH-KY-IN	711.5	(6.3)	373.34	195.8
32	Nashville-Davidson-Murfreesboro-Franklin	TN	709.3	0.1	425.09	142.3
33	San Antonio-New Braunfels	TX	700.3	(3.4)	470.30	90.0
34	Kansas City	MO-KS	690.8	(4.6)	413.15	139.5
35	Salt Lake City	UT	654.0	1.5	421.39	101.8
36	Columbus	OH	632.4	3.1	378.74	127.2
37	Cleveland-Elyria	OH	604.6	(5.9)	290.60	193.1
38	Lebanon	PA	575.7	(2.1)	444.99	15.6
39	Jacksonville	FL	554.6	(1.8)	387.27	56.4
40	Virginia Beach-Norfolk-Newport News	VA-NC	546.8	0.3	338.36	99.1
41	Milwaukee-Waukesha-West Allis	WI	529.3	(10.3)	225.20	198.2
42	Raleigh	NC	511.4	(1.1)	356.85	52.2
43	Baton Rouge	LA	501.1	(12.1)	350.31	50.5
44	Middlesex-Monmouth-Ocean	NJ	499.1	(4.7)	320.45	78.8
45	Grand Rapids-Wyoming	MI	490.4	(5.6)	204.44	187.9
46	Richmond	VA	482.8	(2.3)	333.53	52.7
47	Louisville/Jefferson County	KY-IN	464.6	(2.8)	230.03	141.6
48	Oklahoma City	OK	397.4	(4.0)	259.60	58.3
49	Birmingham-Hoover	AL	392.5	(0.7)	248.23	65.8
50	Omaha-Council Bluffs	NE-IA	383.9	(1.2)	248.51	58.6

*Note:* 1Q 2021 Total Electrical Sales Potential is estimated by adding Electrical Marketing data for the Core Electrical Potential (combined electrical contractor and industrial sales) that typically accounts for 75% of all sales through full-line electrical distributors, and an additional 25% of sales for smaller customers segments. These segments include but are not limited to utility, institutional, export, general public/retail. All sales estimates developed with Electrical Wholesaling's sales-per-employee multipliers and employment data from the U.S. Bureau of Labor Statistics. Electrical contractor sales estimated at \$65,617 per employee. Industrial sales estimated at a total of \$1,747 per employee and \$801 per employee for MRO; \$837 per employee for OEM; and \$109 per employee for factory automation segments. Sales estimates for individual Metropolitan Statistical Areas (MSAs) available at [www.electricalmarketing.com](http://www.electricalmarketing.com) to Electrical Marketing subscribers.

# Financial Snapshots: A Quick Look at Some 1Q 2021 Earnings Reports

*Electrical Marketing's* editors have excerpted some interesting insights (below) from recent financial report published by several publicly held electrical companies.

## **GENERAC WAUKESHA, WI**

Anyone who has tracked Generac's stock price knows all about the breathtaking increases it has enjoyed over the last two years. Generac's 1Q 2021 financial report show that the company's revenues continue to grow.

According to the press release, "Net sales increased +70% to \$807.4 million during the

first quarter of 2021, an all-time record, as compared to \$475.9 million in the prior year first quarter. The combination of contributions from the Energy Systems, Mean Green and Enbala acquisitions and the favorable impact from foreign currency had an approximate +3% impact on revenue growth during the quarter. Residential product sales more than doubled to \$542.1 million as compared to \$257.6 million in the prior year, representing a +110% increase."

Said York Ragen, chief financial officer, in the press release, "Home standby generator sales continue to experience robust

year-over-year growth, which more than doubled during the first quarter as we made further progress increasing production levels for these products. Portable generators also experienced dramatic growth versus the prior year due to the much higher power outage activity, highlighted by the impact from the major event in Texas. In addition to this strength, shipments of PWRcell energy storage systems also grew at a significant rate as compared to the prior year, as the solar plus storage market in the U.S. continues to expand and as we build out our capabilities selling into the clean energy space."

## **Price Increases Widespread in Industry According to VRP Distributor Survey**

*Continued from page 1*

ABB indicated that its stronger than expected Q1 may have reflected some restocking strength. In aggregate, we think things are too tight for distributors to be able to overstock, with full replenishment of inventories possibly taking most of this year. Some distributors indicated good visibility for continued activity through this year as projects that were already underway move to completion but see a cloudier outlook after that. Stimulus optimism seemed concentrated in denser urban settings where infrastructure spend on roads, airports, etc., is likely to accrue. We heard continued rumblings of extended terms and late payments from customers though bankruptcies have been rare to date.

**Passing along price.** Reported pricing results were among the highest seen since the 2015-2016 period. Some distributors said it has become more difficult to pass along price but the inflationary environment is generally supportive of price increases. There could also be some conservatism in the reported results with many distributors indicating pricing up "more than +2%". We picked up on some increased aggressiveness from suppliers, with former OEM price increases of +3% to +7% now consistently in the +7% or higher range.

If you are interested in participating in this survey, contact VRP's Nick Lipinski at [nlipinski@verticalresearchpartners.com](mailto:nlipinski@verticalresearchpartners.com) / 203-276-5661. All respondents receive a detailed copy of survey results.

## **HUBBELL INC. ORANGE, CT**

Although Hubbell's sales for 1Q 2021 were down -1% to a \$1.078 billion, William Sperry, executive VP and CFO, said in the call with investment analysts that the figure includes the three acquisitions that we closed in the fourth quarter that focus on the 5G space, antenna and housing end-use segments.

Sperry also called out the growth potential of the renewables vertical and in particular the wind and solar business, and said the company is anticipating "real secular megatrend type growth rates" in this area. "The energy industry is clearly pivoting from fossil fuels to renewables. And we think Hubbell benefits as the economy continues to adapt to that. (The company is positioned really well in two different ways— we've got about \$350 million or so of transmission sales, and right now the renewables are harvesting wind and sun in places that are farther from the population centers. That energy needs to be transported across the transmission lines to get to where it will be consumed by users. And that will be quite a favorable trend for the components we sell, and the transmission grid as well.

"On the Electrical Solution side, we see a variety of products, brands, notably from Burndy and Wiley, selling lugs and connectors, bonding and grounding products, wire management. And we've had a couple of wins recently on very large solar and wind farms that make us believe our brands and our products are in high demand. We are anticipating strong growth rates going forward off of that \$50 million base that we have."

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## **Milwaukee Tool to Expand Corporate Operations in Downtown Milwaukee**

Milwaukee Tool will be expanding corporate operations into downtown Milwaukee, WI. The company's current global headquarters in Brookfield, WI, will remain the central location for the company's corporate operations. This new expansion in downtown Milwaukee will provide increased space to accommodate the company's rapid growth. The building is anticipated to open in October.

Milwaukee Tool will invest more than \$30 million to purchase and renovate a vacant 333,000-sq-ft building in Milwaukee. The company plans to house at least 1,210 employees at this location within the next three years. It has the option to expand the

office space by adding 150,000-sq-ft for up to an additional 790 employees.

Over the last decade, Milwaukee redeveloped 190,000-sq-ft of space in Brookfield to accommodate R&D, product development, prototyping, packaging design, marketing, sales, training facilities and administrative offices. In 2017, the company completed construction and took occupancy of a new 200,000-sq-ft, four-story office building on the same campus, and took occupancy of an additional 116,300-square-foot building in Jan. 2020. In the last five years, Milwaukee has invested \$368 million in domestic expansion projects and now employs more than 5,900 people in the United States.

## Industry Events

May 24-26, 2021

### **NAED Virtual National Meeting**

National Association of Electrical Distributors (NAED)

[www.naed.org](http://www.naed.org)

June 27-29, 2021

### **EASA Convention & Solutions Expo**

Ft. Worth, TX; [www.easa.com](http://www.easa.com)

Sept. 13-15, 2021

### **IDEA E-Biz**

Dulles, VA;

[www.idea4industry.org](http://www.idea4industry.org)

Oct. 9-12, 2021

### **National Electrical Contractors (NECA) Trade Show & Conference**

Nashville, TN; National Electrical Contractors Association,

[www.necashow.org](http://www.necashow.org)

Oct. 25-29, 2021

### **Lightfair Trade Show & Conference**

New York; [www.lightfair.com](http://www.lightfair.com)

Status: Rescheduled from May 2021

Nov. 8-10, 2021

### **NAED Eastern Conference**

Austin, TX; [www.naed.org](http://www.naed.org)

Dec. 8-9, 2021

### **Upper Midwest Electrical Expo**

Minneapolis; North Central Electrical League (NCEL) [www.ncel.org](http://www.ncel.org)

December 14-16, 2021

### **NAED Women in Industry Forum**

San Antonio; [www.naed.org](http://www.naed.org)

December 15-17, 2021

### **LEAD Conference**

NAED, San Antonio;

[www.naed.org](http://www.naed.org)

Jan. 17-19, 2022

### **NAED Western Conference**

Palm Desert, CA; [www.naed.org](http://www.naed.org)

Feb. 21-23, 2022

### **NAED South Central Conference**

Phoenix, AZ; [www.naed.org](http://www.naed.org)

## Dodge Momentum Index Posts Gain in March

The Dodge Momentum Index moved +1.7% higher in March to 151.4 points (2000=100) from the revised February reading of 148.8 points. The Momentum Index, issued by Dodge Data & Analytics, is a monthly measure of the first (or initial) report for nonresidential building projects in planning, which have been shown to lead construction spending for nonresidential buildings by a full year.

According to the March data, the Index hit its highest level since the summer of 2018 as a result of an increase in institutional projects that entered the planning stage, and which came on the heels of a similar gain for the sector in February. Overall, the Momen-

tum Index for March 2021 was up +11% in total versus March, 2020. While healthcare and lab projects continue to dominate institutional planning, March saw a broad-based selection of project types including education and recreation buildings.

There were 16 projects with a value of \$100 million or more that entered planning within March. The leading commercial projects were a \$400-million Facebook data center in Springfield, NE, and a \$350-million warehouse project in Shreveport, LA. The leading institutional projects were the \$200-million Warhorse Casino in Lincoln, NE, and the \$163-million Inland Valley Medical Center in Wildomar, CA.

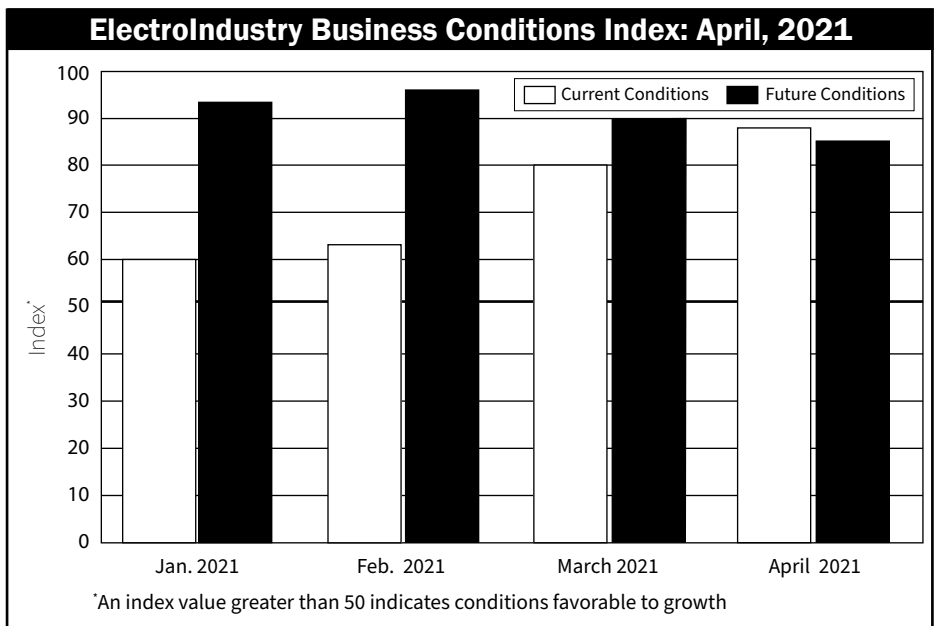
## EBCI Index for Current Conditions Hits Record of 89.5 Points in April

Mirroring reports of a broadly surging manufacturing sector, the current conditions component reached its all-time most expansive reading in April, hitting 89.5 points. The nearly 10-point increase from the previous month resulted in part from a drop in the share of participants who reported unchanged conditions, with additional impetus from having no respondents indicate worse conditions in April.

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 panel-

ists see conditions improving than see them deteriorating.

Following a three-month stretch during which none of the panelists indicated expectations for worse conditions in the near future, a slight tick-up in that category helped pull down the topline reading marginally from 90 points previously to 86.8 points in April. As the potential for rising inflation gained traction recently, a similar concern has crept into the commentary provided by panel members. However, on the whole, EBCI respondents appeared to be expecting continued improvements as pent-up demand is released and projects that were previously put on hold move forward.



# Value of New Construction Spending in March Tracking +5.3% YOY at \$1.513.1 Billion

Total construction spending during March 2021 was estimated at a seasonally adjusted annual rate of \$1,513.1 billion, +0.2% above the revised February estimate of \$1,509.9 billion. The March figure is +5.3% above the March 2020 estimate of \$1,436.7 billion. During the first three months of this year, construction spending amounted to \$328.3 billion, +4.5% above the \$314.1 billion for the same period in 2020.

**Private construction.** Spending on private construction was at a seasonally adjusted annual rate of \$1,169.2 billion, +0.7% above the revised February estimate of \$1,160.9 billion. Residential construction was at a seasonally adjusted annual rate of \$725.2 billion in March, +1.7% above the revised February estimate of \$713.1 billion and +23.2% above spending in March 2020. Multi-family residential construction was

the only other private construction category tracking at a double-digit YOY growth rate.

Nonresidential construction was at a seasonally adjusted annual rate of \$444 billion in March, -0.9% below the revised February estimate of \$447.8 billion.

**Public construction.** In March, the estimated seasonally adjusted annual rate of public construction spending was \$343.9 billion, -1.5% below the revised February estimate of \$349 billion. Educational construction was at a seasonally adjusted annual rate of \$85.3 billion, -2% below the revised February estimate of \$87.1 billion, and -4% below Feb. 2020 spending levels. Public health-care construction is shining the brightest in this category, with a +1.6% increase to \$9.7 billion in March. This rate of spending is +7.7% YOY over the March 2020 rate.

## Financial Snapshots

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### EMCOR NORWALK, CT

Although revenues in the company's Electrical Construction segment declined slightly in 1Q 2021 YOY, decreasing -1.2% or \$5.6 million to \$456.2 million, EMCOR's Anthony Guzzi, chairman, president & CEO, is bullish about 2021 and said the data center, warehousing, healthcare semiconductor plants, and indoor air quality were particularly strong.

According to a *Motley Fool* transcript of the company's most recent call with analysts, Guzzi said, "We have to execute every day. We're doing this across 4,000 projects of size of \$250,000 or more. But if you added up all our projects, we're doing this now over about 12,000 projects and service events. And if you take service calls, it's multiples of that."

### EATON CORP. DUBLIN, IRELAND

Sales in the first quarter of 2021 were \$4.7 billion, down -2% from the first quarter of 2020, according to the press release announcing the company's 1Q 2021 results. The divestiture of the Cooper Lighting business reduced sales by -5.5%, which was partially offset by positive currency translation of +2%, +1% growth from acquisitions and organic growth of +0.5%

Craig Arnold, Eaton chairman and chief executive officer, said, "Our first quarter was stronger than expected, with organic sales well above the high end of our guidance range, segment margin at record levels and strong cash flow. We are pleased with how rapidly our businesses are recovering towards pre-pandemic levels."

Sales for the Electrical Americas segment were \$1.6 billion, down -9% from the first quarter of 2020, driven by a -14% reduction from the sale of the Cooper Lighting to Signify. Organic sales were up +2% percent, as the acquisitions of Power Distribution Inc. and Tripp Lite added +2%, and positive currency translation added +1%.

The twelve-month rolling average of orders in the first quarter was down -5%, driven by declines in oil and gas markets partially offset by strength in data center, residential and utility markets. During the first quarter, the business experienced strong order growth of +7% over the first quarter of 2020. The March backlog grew +17% over March 2020.

## Value Of New Construction Put In Place — March, 2021

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

	Mar. '21 <sub>1</sub>	Feb. '21 <sub>2</sub>	Mo. % Change	Mar. '20	YTY % Change
<b>Total Construction</b>	<b>1,513.1</b>	<b>1,509.9</b>	<b>0.2</b>	<b>1,436.7</b>	<b>5.3</b>
<b>Total Private Construction</b>	<b>1,169.2</b>	<b>1,160.9</b>	<b>0.7</b>	<b>1,076.3</b>	<b>8.6</b>
Residential <sub>2</sub>	725.2	713.1	1.7	588.1	23.3
New single family	389.9	382.2	2	307.7	26.7
New multifamily	93.5	93.7	-0.3	81.6	14.6
Nonresidential	444.0	447.8	-0.9	488.2	-9.1
Lodging	22.2	22.7	-2.1	29.2	-24
Office	68.4	68.6	-0.4	71.3	-4.2
Commercial	73.7	74.1	-0.5	80.8	-8.8
Health care	35.8	35.8	0.1	39.0	-8.1
Educational	15.3	15.6	-2.1	18.6	-18.1
Religious	3.2	3.2	-1.5	3.3	-2.9
Amusement and recreation	10.7	11.0	-3.1	14.2	-24.9
Transportation	15.0	15.8	-4.7	15.8	-5.1
Communication	22.2	22.0	0.7	22.9	-3.1
Power	107.0	107.4	-0.4	116.7	-8.3
Manufacturing	69.2	70.1	-1.3	75.0	-7.8
<b>Total Public Construction</b>	<b>343.9</b>	<b>349.0</b>	<b>-1.5</b>	<b>360.4</b>	<b>-4.6</b>
Residential	9.3	9.5	-1.5	7.9	18
Nonresidential	334.6	339.6	-1.5	352.5	-5.1
Office	11.3	11.2	0.5	11.3	-0.4
Commercial	3.3	3.2	2.5	4.0	-18.2
Health care	9.7	9.5	1.6	9.0	7.7
Educational	85.3	87.1	-2	88.8	-4
Public safety	14.2	15.9	-10.7	13.6	3.9
Amusement and recreation	13.6	13.7	-0.9	13.9	-2.5
Transportation	40.7	40.0	1.8	41.1	-0.9
Power	6.8	6.8	0.2	7.1	-4.1
Highway and street	98.8	101.1	-2.2	110.9	-10.9
Sewage and waste disposal	25.8	25.7	0.5	25.5	1.1
Water supply	16.6	17.0	-2.5	17.6	-5.7
Conservation and development	7.4	7.2	2.8	8.4	-12

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*

and project manager. He has been a part of projects from start to finish, from leading the planning and implementation of electrical installations to monitoring job costs against estimate budgets to manage spending.

Prior to joining Helix, Vita worked for Benderson Development in Buffalo, NY, and Vita Electric in Las Vegas. He is a member of the International Association of Electrical Inspectors.

*Nora Lighting (Commerce, CA):* **Daniel Hicks** recently joined the engineering team, and **Brady Trespuer** was promoted to engineering from Nora quality control. They will be working on new product development as Nora continues to expand its LED product lines for architectural, residential and commercial applications.

*Cerrowire (Hartselle, AL):* **David Hawker** joined this wire and cable manufacturer as plant manager for the Hartselle facility. He has 34 years of experience in management within the electrical products manufacturing sector in the U.S. and Canada. Prior to joining Cerrowire, Hawker served as VP and general manager of Nexans Energy Division (North America) which manufactures cable and connectivity solutions. Hawker, a native of Canada, holds a degree in applied science, with a specialty in mechanical engineering, from the University of Waterloo in Waterloo, Ontario.

*Schaeffer Marketing Group (SMG) (St. Louis):* **Bruce Eason, Don Calcaterra, Tyler Kisro** and **Ellen Eason** of LEC & Co. joined this rep agency. They bring more than 125 years of combined lighting experience to SMG.

Eason and Calcaterra will cover some distributor, contractor and specifier accounts, while Kisro will focus on specifiers. Eason will offer lighting design services and cover inside sales for some electrical lines. According to the press release, "They all have great experience in the specifier, design-build and energy retrofit markets but will greatly define our lighting focus in the specifier market. Lighting services provided include project design, photometric layouts, utility incentive calculations, payback analysis and job management."

Established in 1976, SMG represents manufacturers in eastern Missouri and southern Illinois, and often in central Illinois as well.

*American Clean Power Association (ACP) (Washington, DC):* ACP recently announced that **JC Sandberg** will assume the role of chief advocacy officer (CAO). He brings more than two decades of legislative, regulatory and corporate experience and has established himself as a policy expert and trusted voice on energy and infrastructure issues. In this newly-created role as CAO, Sandberg will lead ACP's state and federal affairs, policy and regulatory functions beginning May 24.

Before joining ACP, Sandberg led global government affairs and policy at GE Renewable Energy. In that role, he was instrumental in the global growth of the company's onshore and offshore wind, grid, hydro and storage businesses. Sandberg earned his B.S. in accounting from Brigham Young University and his J.D. from the University of Arizona.

## Obituary

**John Blust**, former president and owner of the Ohio-based Riffle & Associates independent rep agency, passed away at age 85 on April 25. According to his obituary at [www.legacy.com](http://www.legacy.com), he is survived by his wife, Susan M., and his four children: Beth (Mike) Bruggeman, Claire (Dave) Rodehaver, John (Becky) Blust, and Michael (Niki) Blust. John has 10 grandchildren and 3 great-grandchildren (with two more on the way). Sue has three children: Betsy (Jim) Slattery, Jim (Linda) Walker, and Katie (Corwyn) Strout, along with five grandchildren. His siblings are William (Kim) Blust of Colorado Springs, CO, Sister Jean Ann Blust of Mount Notre Dame in Cincinnati, and Marilyn O'Brien. He is preceded in death by his parents, John and Lillian Blust of Middletown, OH, and great-granddaughter Harper Kerlin.

Blust earned a bachelor's of science degree in mechanical engineering from the University of Dayton in 1959. He enlisted in the Army and was honorably discharged in 1967 as a 1st Lieutenant. He began work at Cutler-Hammer and later joined Riffle and Associates, eventually becoming president and owner. John loved his work and retired in 2017.

According to his obituary, "Retirement didn't slow him down. He enjoyed golfing, fishing, visiting with family, traveling to the Outer Banks, and pouring Manhattans. John never knew a stranger and had a huge heart."

## Rep News

**Electro Link Sales**, Albuquerque, NM, now represents Service Wire's line of commercial and industrial wire and cable products in New Mexico; El Paso, TX; and Durango, CO. Electro Link Sales has served this region since 2002.

**Synergy Electrical Sales**, Fairless Hills, PA, will represent Ideal Electrical in eastern Pennsylvania and southern New Jersey utilizing its team-based sales strategy.

Synergy has its roots in four family-owned independent manufacturers' reps — Jacobson-Rodger Associates, Low Associates, McDevitt Electrical Sales and most recently, the Ertel Co. and Pyramid Lighting Group.

The company's electrical wholesale line card includes brands such as Encore Wire, Panduit, Signify and Lutron. Ideal Electrical has supported the electrical trade for more than 100 years with a well-known line of wire connectors and a wide assortment of tools, test equipment and job-site supplies.

## Electrical Marketing

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