

Electrical Marketing[®]

THE ELECTRICAL INDUSTRY NEWSLETTER

JULY 9, 2021 • Volume 46, Number 13

Casey Electric Sales Buys St. Louis Rep

Casey Electric Sales Inc., Bensenville, IL, acquired Martin Electrical Sales, Inc, an electrical manufacturers' rep with sales territories in Kansas, Missouri and Illinois. This move adds five outside sales associates and four inside sales reps to the Casey team. Casey will continue to operate out of Martin Sales' St. Louis location.

"The acquisition of Martin Electrical Sales offers an exciting opportunity for Casey to bolster its presence in our existing territories of Kansas, Missouri and central Illinois," said Jeff Casey, CEO of Casey Electric Sales, in the press release and in a post on LinkedIn. "The Casey team and I are excited to work with Dave and his people and support their already strong efforts. This will invigorate our line card, increase the number of outside sales personnel and elevate our industrial presence in those markets. The most appealing aspect of the Martin group is their knowledgeable people who are dedicated to quality service.

"Additionally, we are getting a well-respected group renowned for their industrial capabilities. Casey's back-office support team adds horsepower to their group through marketing, specification, lighting design and administrative departments. Together, we can create an environment where top talent thrives."

Dave Reeb, president of Martin Electrical Sales, added, "Joining the talents of our two agencies will bring additional opportunities to our manufacturers and customers. The entire Martin team is looking forward to this new chapter."

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French-Gerleman Merges with IAC Supply to Create Major Player in Automation Market

French Gerleman, St. Louis, MO, one of the largest privately held companies in the St. Louis region, and IAC Supply Solutions, ranked among the fastest-growing companies in Memphis, have announced their merger. Both French Gerleman and IAC are 100-year-old independent distributors of electrical, industrial and automation products and services. The newly formed company will operate under the name Agilix Solutions, and will be headquartered in St. Louis.

The combined company generates \$250 million in annual revenue and employs more than 350 people across 13 branches in Missouri, Illinois, Kansas, Arkansas, Tennessee and Mississippi. Agilix Solutions will remain an independent, family-owned and privately held company. The combined ownership group is made up of the French and Wagner families from French Gerleman, and the Langley family from IAC Supply Solutions.

French Gerleman's President Mike Stanfill will serve as CEO, with IAC President Darrell Smith serving as president of Agilix.

"French Gerleman and IAC have long histories of sustained excellence and common values," said Stanfill in the press release. "We've navigated market and technological changes over the years and assisted our customers through the transformations. This merger of two great organizations delivers increased value to our stakeholders — the customers we serve, manufacturers we represent and employees and owners who define us."

The newly formed Agilix Solutions ranks among *Electrical Wholesaling's* 50 largest electrical supply distributors in the nation. The company expects to grow by double digits over the next five years and plans to increase staff by the end of 2021. Agilix Solutions will be working with a number of high-profile

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Electrical Stocks Post Stellar Returns Through 2Q 2021, Many Beating Indices

Publicly owned electrical companies turned in some impressive returns for shareholders, with the majority of electrical manufacturers, distributors and contracting firms beating the market indices for the first half of 2021.

After the overall stock market shocked everyone by powering past the COVID-19 pandemic in 2020 and posting its best annual returns in quite some time, you might expect stock prices to revert to the mean and see some declines or modest growth. That's not the case in 2021, as the three major market indices — the Dow Jones Index, S&P 500 Index and NASDAQ — all finished the first half of 2021 with a solid showing, when compared to their pace for the last 10 years. With a +14.59% gain at the June 30 market close, the Dow Jones was tracking +0.69% over its performance from 2010-2020.

Generac once again smashed through

all of the market indices with a year-to-date (through June 30) return of +84.47%. The stock is on quite a run. Since its Jan. 2, 2019 price of \$50.99 per share, shares are up over +700%, and posted annual returns of +100% in both 2019 and 2020.

Many other electrical stocks posted impressive gains as well at mid-year (see chart on page 2). Reflecting price increases and steel shortages throughout much of the year, pipe manufacturer Nucor was up +84.41% year-to date. The other manufacturers and distributors with year-to-date increases of +40% or better were Atkore (+67.61%); Acuity Brands (+58.49%); Signify (+51.45%); Zumtobel Group (+43.89%); nVent Electric (+40.4%); and Rexel (+40.11%).

Several distributors and contractors posted big-time gains in their share prices. Closing at \$103.33 (adjusted for dividends)

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2021 Electrical Stock Performance Year-to-Date

Company Name	Symbol	June 30 Close	52-Wk Low	52-Wk High	Jan. 4, 2021	% Change YTD
MANUFACTURERS						
3M Co.	MMM	198.63	148.8	208.95	169.22	17.4
ABB Ltd	ABB	33.99	23.4	35.28	27.49	23.6
Acuity Brands	AYI	187.03	87.12	194.59	118.01	58.5
Ametek	AME	133.5	85.74	139.07	42.36	215.2
Atkore Inc.	ATKR	71.00	20.42	90.08	42.36	67.6
Belden Inc.	BDC	50.57	28.55	55.16	40.52	24.8
Eaton Corp.	ETN	148.18	84.87	150.7	117.48	26.1
Emerson Electric Co.	EMR	96.24	59.07	99.09	77.13	24.8
Encore Wire Corp.	WIRE	75.77	45.32	84.01	58.46	29.6
Energy Focus	EFOI	3.98	3.25	11.6	4.2	-5.2
EnerSys	ENS	97.73	60.16	104.47	80.83	20.9
Federal Signal Corp.	FSS	40.23	27.29	43.77	32.27	24.7
Freeport-McMoRan	FCX	37.11	11.48	46.1	27.08	37.0
Generac Holdings	GNRC	415.15	121.59	417.49	224.56	84.9
General Electric Co.	GE	13.46	5.93	14.42	10.45	28.8
Hubbell Inc.	HUBB	186.84	122.34	201.06	154.4	21.0
Legrand SA*	LR.PA	89.26	62.6	90.84	74.33	20.1
Littelfuse	LFUS	254.79	162.01	287.92	251.09	1.5
LSI Industries	LYTS	8.01	5.33	11.22	8	0.1
Mersen SA*	MRN.PA	32.85	19.72	33.3	24.75	32.7
Nexans SA*	NEX.PA	76.85	39.56	79.1	59.91	28.3
Nucor Corp.	NUE	95.93	38.51	110.97	52.02	84.4
nVent Electric plc	NVT	31.24	16.92	33.29	22.25	40.4
Orion Energy Systems	OESX	5.73	3.4	11.98	9.54	-39.9
OSRAM Licht AG*	OSR.DE	53.3	40.94	54.2	52.16	2.2
Pentair	PNR	67.49	35.9	70.76	51.19	31.8
Regal Beloit Corp.	RBC	133.18	85.21	159.64	122.36	8.8
Rockwell Automation	ROK	286.02	206.57	289.52	244.41	17.0
Schneider Electric	SU.PA	132.68	95.34	140.62	119.4	11.1
Siemens AG*	SIE.HA	133.74	94.19	145.76	114.27	17.0
Signify*	LIGHT.AS	53.34	22.54	54.52	35.22	51.4
Zumtobel Group AG*	T9Z.F	8.72	4.64	8.88	6.06	43.9
DISTRIBUTORS						
Avnet	AVT	40.24	24.3	45.43	35	15.0
Fastenal Co.	FAST	52.06	42.38	54.32	47.11	10.5
Kaman Corp.	KAMN	51.09	37.85	59.8	54.82	-6.8
MSC Industrial Direct Co.	MSM	89.73	60.09	96.23	80.28	11.8
Rexel SA*	RXL.PA	17.92	8.89	18.48	12.79	40.1
WESCO International	WCC	103.83	32.04	113.1	76.58	35.6
W.W. Grainger	GWW	444.84	304.84	479.87	390.72	13.9
CONTRACTORS						
EMCOR Group	EME	123.33	58.72	129.45	89.03	38.5
IES Holdings	IESC	52.04	19.98	56.24	68.16	-23.7
MasTec	MTZ	106.43	36.81	122.33	67.29	58.2
MDU Resources Group	MDU	31.64	20.32	35.02	25.35	24.8
Quanta Services	PWR	90.76	35.89	101.96	68.16	33.2
ONLINE MERCHANTS & BIG BOXES						
Alibaba Group	BABA	221.87	204.39	319.32	227.85	-2.6
Home Depot	HD	321.54	246.22	345.69	260.91	23.2
Lowe's	LOW	195.82	134.05	215.22	159.35	22.9
Shopify Inc.	SHOP	1,458.00	839.4	1,552.23	1,092.40	33.5
MARKET INDICES						
Dow Jones Industrial Average	^DJI	34,633.53	25,523.51	35,091.56	30,223.89	14.6
NASDAQ Composite	^IXIC	14,522.38	10,182.46	14,535.97	12,698.45	14.4
S&P 500	^GSPC	4,319.94	3,115.70	4,320.66	3,700.65	16.7

Notes: * – Euros; Stock prices for June 30, 2021 and Jan. 4, 2021 are the closing prices adjusted for both dividends and splits.

Merger of French Gerleman and IAC Creates \$250 Million Industrial Automation Powerhouse

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automation and electrical manufacturers, including Rockwell Automation, nVent Hoffman, Panduit, ABB, Southwire, Siemens, Hubbell, Acuity Brands, 3M and Mersen.

“The merger of IAC and French Gerleman positions two great companies very well for a strong future,” said Smith of IAC in the press release. “Each of us brings complementary strengths in terms of our teams, product lines, service offerings and geographical regions we serve. Because Agilix remains an independent distributor, we can be closer to our customers and anticipate their needs with the flexibility and agility required to support their business objectives in a fast-moving world.”

Established in 1923, with roots dating back to 1914, French Gerleman is a

fifth-generation, family-owned business serving industrial, commercial, contractor and original equipment manufacturer customers. The company offers industrial automation, power transmission, electrical supply, safety and solar products across 6 branches in Missouri, Illinois and Kansas.

IAC Supply Solutions’ historical roots date back to 1895. The company has been family-owned since 1985, and today, operates under third-generation ownership. IAC serves the electrical, automation, industrial, commercial, residential and construction markets in western Tennessee, Arkansas and Mississippi.

French Gerleman was ranked #68 in *EW*’s 2021 Top 150 listing and IAC Solutions was ranked #100.

Dodge Pegs Drop in Construction Activity to Pricing Concerns and Labor Issues

Total construction starts dropped -1% in May to a seasonally adjusted annual rate of \$902.8 billion, according to the latest data from Dodge Data & Analytics. The brunt of the decline was borne by residential starts, while nonresidential and nonbuilding starts continued their recovery from the COVID-19 pandemic.

“The weight of higher material prices and a lack of skilled labor are having a direct and notable influence on residential construction activity,” said Richard Branch, chief economist for Dodge Data & Analytics, in the press release. “These negative factors are expected to continue to impact the sector over the remainder of the year and will result in a less positive influence from housing on overall levels of construction activity.”

“While feeling similar effects, the nonresidential sector continues its modest recovery off the lows of last summer. There are enough projects in the planning pipeline to suggest this trend should continue into next year, but higher material prices will result in longer lead times to groundbreaking and more temperate improvements in nonresidential starts.”

Nonresidential building starts jumped +10% in May to a seasonally adjusted annual rate of \$309.5 billion. Manufacturing starts more than doubled over the month as a large refinery broke ground. Commercial starts gained +6%, with only the office

category losing ground. Institutional starts were down -2% in May, despite a large increase in health-care projects. Year-to-date, total nonresidential building starts were down -5% compared to the first five months of 2020. Institutional starts were -9% lower, while commercial starts were down -7%. Manufacturing starts were up +42% on a year-to-date basis.

For the 12 months ending May 2021, nonresidential building starts were -19% lower than the 12 months ending May 2020. Commercial starts were down -20%, while institutional starts fell -14%. Manufacturing starts dropped -43% in the 12 months ending May 2021.

The largest nonresidential building projects to break ground in May were the \$1.5-billion Diamond Green Diesel refinery in Port Arthur, TX, the \$920-million Michigan Medicine Clinical Inpatient Tower in Ann Arbor, MI, and the \$475-million University of California Living and Learning dorm project in San Diego, CA.

Residential building starts lost -10% in May to a seasonally adjusted annual rate of \$394.2 billion. Single-family starts were -12% lower, while multi-family starts dropped -7%. Year-to-date, total residential starts were +30% higher than the same period a year earlier. Single-family starts were up +37%, while

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Martin Electrical Sales Sold To Casey Electric

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With the addition of the nine-person Martin team, the company services seven states, including Illinois, Wisconsin, Iowa, Nebraska, Kansas, Missouri and the upper Peninsula of Michigan. New lines include nVent (Hoffman, CADDY, Erico, Eriflex, Nuheat, Pyrotenax and Raychem), Dialight, Broan/Nutone, Shat-r-Shield, Hammond, Intermatic, Cementex, Aitken, APEX, Federal Signal, Mersen, Powerside and Wohner.

Around the Industry

IHS tweaks its 2021 GDP forecast

IHS Markit recently revised down its U.S. GDP forecast to +6.6% for this year. According to Joel Prakken, chief U.S. economist and co-head U.S. economics, and Chris Varvares, co-head U.S. economics, IHS Markit, “The U.S. economy has regained the previous peak level of production and is gradually converging toward its pre-pandemic path. Despite a weaker-than-expected reading for consumer spending in May, the recovery remains on solid footing.”

“Strong final demand combined with lean inventories, a rising proportion of vaccinated Americans and the nearly complete recession of domestic pandemic containment measures — all against the backdrop of expansionary monetary and fiscal policy support our forecast of +6.6% GDP growth this year and +5% next year.”

“Near-term price pressures will push consumer price inflation to +3.7% this year and +2.4% in 2022. We expect these pressures to subside as supply expands in response to the recent surge in demand. However, in recognition of the upward revision to near-term inflation, we have moved forward our expected timing of the Fed’s interest rate ‘lift-off’ from mid-2024 to September 2023.”

Dakota Supply Group awards more than \$20,000 in Scholarships

Dakota Supply Group (DSG), Plymouth, MN, awarded \$20,021 scholarships to 16 individuals furthering their education in the trade industries. Most of this year’s recipients received \$1,200 scholarships.

“The pandemic rocked labor markets in a way never seen before, but there is no shortage of work available in the trade industries,” said DSG CEO Paul Kennedy, in the press release. “If you’re good at what you

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Industry Events

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. 3-4, 2021

NEMA Annual Meeting

Palm Beach Gardens, FL;
www.nema.org

Nov. 8-10, 2021

NAED Eastern Conference

Austin, TX;
www.naed.org

Dec. 8-9, 2021

Upper Midwest Electrical Expo

Minneapolis; North Central Electrical League (NCEL)
www.ncel.org

December 14-16, 2021

NAED Women in Industry Forum

San Antonio; www.naed.org

December 15-17, 2021

LEAD Conference

NAED, 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; www.naed.org

Mar. 7-9, 2021

IDEA E-Biz

Dulles, VA;
www.idea4industry.org

May 17-20, 2022

NAED National Meeting

Scottsdale, AZ; www.naed.org

Generac Buys Microinverter Manufacturer

Generac Holdings Inc., Waukesha, WI, acquired Chilicon Power, a Los Angeles-based designer and provider of grid-interactive microinverter and monitoring solutions for the solar market. The deal bolsters Generac's position in the residential energy technology market.

According to the press release, California-based Chilicon's unique approach to power inversion and monitoring technology maximizes PV production, lowers installation costs, and allows for easy integration of a battery or a generator, providing

flexibility for installers and end users.

"Adding Chilicon's robust microinverter solutions alongside Generac's current PWRcell solar and storage product offerings will create one of the broadest product offerings in the residential clean energy market," said Russ Minick, Generac's president of Energy Technology and chief marketing officer. "Putting Chilicon's Power's microinverters in the hands of our global network of Generac dealers and distributors will strengthen our competitive position in this rapidly expanding market."

NEMA's EBCI Indexes for June Remain at the High End of Growth Territory

A slight improvement in confidence boosted the current conditions index from a reading of 65.4 points last month to 70 points in June. The share of panelists reporting better conditions increased, as did those indicating unchanged conditions. Concurrently, the number of respondents indicating worse conditions than in the prior month dropped to zero.

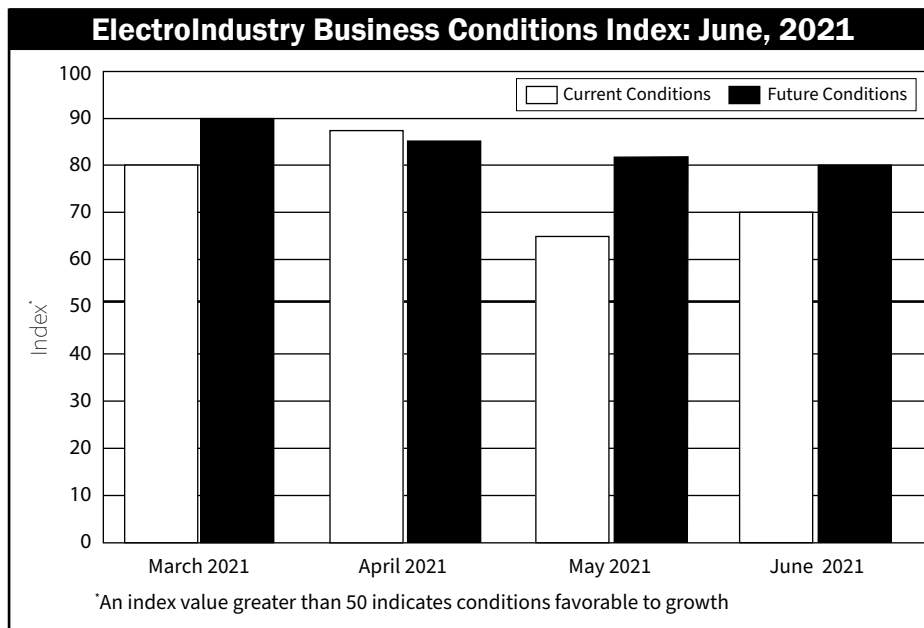
Although one comment regarding projects that were previously on hold and are now proceeding, was quite positive most reflected a bit of ambivalence, especially regarding the effects of supply chain challenges and inflationary pressures.

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.

Expectations for conditions six months ahead barely budged from last month's reading, coming in at 80 points this month, compared to 80.8 points in May. This broad-based, sanguine view of conditions electrical manufacturers will likely face a few months from now was supported by comments expressing confidence that supply disruptions will be less prevalent and business activity will have begun moving to a "new normal."

Some comments maintained an undercurrent of concern about the same matters currently dogging many producers: supply chain unreliability, labor shortages, and materials inflation.



May Value of New Construction Declines -0.3% from April But Shows +7.5% YOY Growth

Construction spending during May 2021 was estimated at a seasonally adjusted annual rate of \$1,545.3 billion, -0.3% below the revised April estimate of \$1,549.5 billion. According to the U.S. Census Bureau, the May figure is +7.5% above the May 2020 estimate of \$1,437.7 billion. During the first five months of this year, construction spending amounted to \$594.8 billion, +4.6% above the \$568.5 billion for the same period in 2020.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of \$1,203.3 billion, -0.3% below the revised April estimate of \$1,206.8 billion. Residential construction was at a seasonally adjusted annual rate of \$751.7 billion in May, +0.2% above the revised April estimate of \$750.3 billion. At \$402.3 billion, single-family construction was up +46.1% year-over-year, while multi-family

construction was up +25.6%, at \$99.3 billion.

Nonresidential construction was at a seasonally adjusted annual rate of \$451.6 billion in May, -1.1% below the revised April estimate of \$456.5 billion.

Public construction. In May, the estimated seasonally adjusted annual rate of public construction spending was \$342.0 billion, -0.2% below the revised April estimate of \$342.7 billion.

Educational construction was at a seasonally adjusted annual rate of \$82 billion, -1.9% below the revised April estimate of \$83.6 billion. Primary/secondary education, which accounts for the largest share of public educational construction, saw a large decline. The \$57.1 billion in May spending in this segment was down -1.8% from April 2021 and down -13.9% from May 2020.

Around the Industry

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do, real opportunities are waiting for skilled tradespeople. You don't need to go into debt to get a decent job."

The DSG Education Connection Fund was created in 2008 to help young people pursue an education in the trades, including electrical, plumbing, utility, HVAC and refrigeration. More information can be found online at www.findingmytrade.com.

Texas metros lead construction employment declines through May

Construction employment declined in 91 metro areas and was stagnant in another 24 metros between Feb. 2020, the last month before the pandemic, and May 2021, according to an analysis by the Associated General Contractors of America (AGC) of government employment data. AGC said the high number of metro areas losing construction jobs during that time frame reflected the impacts of early pandemic shutdowns and more recent challenges procuring construction materials and finding qualified workers to hire.

"The devastating job losses of early 2020 and more recent materials and labor challenges since then have kept industry employment stagnant or lower this May than in February 2020 in nearly one-third of metros," said Ken Simonson, the association's chief economist, in the press release. "Extreme lead times for producing and delivering materials, along with record prices for many items, has led to project delays and cancellations that have chilled hiring."

Of the 91 metro areas with lower construction employment in May 2021 than in Feb. 2020, Houston-The Woodlands-Sugar Land, TX, metro lost the most jobs — 30,500, or -13%. Major losses also occurred in New York City (-21,200 jobs, -13%); Midland, TX, (-9,600 jobs, -25%); and Odessa, TX, (-8,300 jobs, -40%).

Construction employment increased in 243 metro areas compared to the Feb. 2020 level — far fewer than the 320 metros that typically add construction jobs between February and May. The Minneapolis-St. Paul-Bloomington, MN-WI metro added the most construction jobs over 15 months (11,100 jobs, +14%), followed by Indianapolis-Carmel-Anderson, IN (10,900 jobs, +21%); Chicago-Naperville-Arlington Heights, IL (10,300 jobs, +9%); Seattle-Bellevue-Everett, WA. (6,900 jobs, +7%); and Pittsburgh, PA (6,900 jobs, +12%).

Value Of New Construction Put In Place — May 2021

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

	May '21 ₁	Apr. '21 ₂	Mo. % Change	May '20	YTY % Change
Total Construction	1,545.3	1,549.5	-0.3	1,437.7	7.5
Total Private Construction:	1,203.3	1,206.8	-0.3	1,063.3	13.2
Residential	751.7	750.3	0.2	584.2	28.7
New single family	402.3	399.2	0.8	275.4	46.1
New multi family	99.3	99.3	0	79.1	25.6
Nonresidential	451.6	456.5	-1.1	479.2	-5.8
Lodging	21.8	22.5	-3	28.4	-23.2
Office	69.6	69.6	0	75.9	-8.3
Commercial	81.9	82.5	-0.7	84.1	-2.6
Health care	37.0	37.2	-0.8	37.8	-2.2
Educational	14.9	15.4	-3	18.6	-19.9
Religious	3.0	3.0	-1.7	3.5	-15.2
Amusement and recreation	11.3	11.3	0	13.5	-16.6
Transportation	15.4	14.6	5.5	16.1	-4
Communication	21.5	21.6	-0.5	22.6	-4.8
Power	104.3	106.0	-1.6	105.6	-1.2
Power (inc. Gas and Oil)	104.3	106.0	-1.6	105.6	-1.2
Manufacturing	69.3	71.2	-2.7	71.5	-3.2
Total Public Construction:	342.0	342.7	-0.2	374.4	-8.7
Residential	9.0	8.9	1.4	9.0	-0.6
Nonresidential	333.0	333.8	-0.3	365.3	-8.9
Office	11.2	11.2	-0.4	12.4	-9.3
Commercial	3.6	3.5	0.6	4.2	-14.3
Health care	10.0	10.1	-0.4	9.9	1.3
Educational	82.0	83.6	-1.9	95.6	-14.2
Public safety	11.7	11.6	1	19.4	-39.7
Amusement and recreation	13.8	13.9	-0.2	13.6	1.4
Transportation	40.5	41.3	-1.9	45.2	-10.4
Power	8.1	8.0	0.5	7.6	5.6
Highway and street	98.6	97.2	1.4	103.0	-4.3
Sewage and waste disposal	26.6	27.1	-1.6	25.4	4.7
Water supply	18.4	18.0	2.1	18.5	-0.4
Conservation and development	7.2	7.1	1.5	9.0	-19.2

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>.

Electrical Stocks Enjoy Surge So Far in 2021

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on June 30, WESCO's stock price was up +35.58%, while MasTec (+58.17%); EMCOR (+38.53%); and Quanta Services (+33.16%) all posted gains of better than +30%.

Very few major companies finished the first half of 2021 with their stock prices below the three major indices, but two of them that did have been high flyers over the past few years: W.W. Grainger, with a still-strong +13.85% increase; Fastenal with an increase of +10.51%; and Littelfuse, with a year-to-date increase of only +1.47%.

Patient long-term shareholders of Littelfuse were treated with some very nice returns. Currently in the \$240 to \$250 per share range, the stock was less than \$100 per share as late as 3Q 2015 before doubling to over \$200 per share by 2017. It held above \$200 per share for about two years, sliding under that mark in 2019 and not regaining it until Oct. 2020.

— Jim Lucy

Construction Sags in May

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multi-family starts were +12% higher. For the 12 months ending May 2021, total residential starts were +18% higher than the 12 months ending May 2020. Single-family starts gained +27%, while multi-family starts were down -2% on a 12-month sum basis. The largest multi-family structures to break ground in May were a \$500-million mixed-use project in Brooklyn, NY; the \$230-million Mather Senior Living Community in McLean, VA; and the \$160-million Alcove Tower in Nashville, TN.

Nonbuilding construction starts rose +5% in May to a seasonally adjusted annual rate of \$199.2 billion. The utility and gas plant category increased +22% due to the start of a large transmission line. Year-to-date through the first five months of 2021, total nonbuilding starts were +8% higher than in 2020. Environmental public works were up +37%, while utility/gas plant and miscellaneous nonbuilding starts were up +25% and +11%, respectively.

The largest nonbuilding projects to break ground in May were the \$915-million Gateway South transmission project in Medicine Bow, WY, and a \$528-million sewage plant in Salt Lake City, UT.

People

Milbank Manufacturing (Kansas City, MO): **Adrienne Sander** is now VP of sales.

She joined Milbank in 2019, serving as North Central regional sales manager before becoming director of sales and then to her most recent role of general manager of sales – Enclosed Controls and Core Products.

Sander has over 15 years of sales leadership experience in the electrical industry serving industrial, commercial and residential markets. Prior to Milbank, her previous experience includes progressive roles as Northeast regional industrial sales manager, national OEM sales manager and U.S. sales manager - East at Intermatic, as well as engineering and sales roles at General Electric.

NSI Industries (Huntersville, NC): **Brian Knoup** is now VP of national accounts and **Keith Babcock** is NSI's new national accounts manager. Babcock will report to Knoup. Knoup will lead a team of national account managers focused on positioning all NSI business units' products at the largest national distributors.

For the past nine years Knoup worked at ABB and was based in Nashville, TN, where he was a regional manager for its South Central Region managing a sales team focused on selling multiple ABB business unit's products and solutions, including Thomas & Betts products. Babcock spent his past eight years also working for ABB as a district and regional manager in the Northeast.

GE Renewable Energy (Paris, France): **Jan Kjaersgaard** was appointed CEO of GE's Offshore Wind business. He will succeed **John Lavelle**, who is retiring after a 40-year career. Kjaersgaard joins GE from FLSmidth, where he was most recently president of the cement business, including full EPC turnkey plants, products business and aftermarket services. He previously served as VP of global sales of Siemens' onshore and offshore businesses before becoming CEO of Siemens Wind Power Americas, and later on CEO for Siemens Wind Power EMEA. He came to Siemens from Bonus Energy, where he led the organization's commercial team and was involved in some of the first utility-scale offshore wind projects in European waters before the company was acquired by Siemens in 2004.

GE Renewable Energy is a \$15.7 billion

business that offers onshore and offshore wind, blades, hydro, storage, utility-scale solar and grid solutions. It has nearly 40,000

Rep News

The ABB Installation Products Division is expanding its relationship with independent rep **Biben Sales**, Folcroft, PA. Biben will now represent ABB Installation Products in Maryland, Northern Virginia and Washington D.C., in addition to its existing programs across Delaware, New York, New Jersey and Pennsylvania.

Biben Sales offers the complete ABB Installation Products portfolio, including Commercial Essentials, Premier and Medium Voltage solutions, with representation of Carlon branded products beginning July 21. To optimize order management and support expedited delivery of electrical products for commercial and residential applications, Biben Sales will locally stock ABB Installation Products fittings and parts in a wide range of materials and sizes.

Electrical Marketing

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

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Subscription rates:

Electrical Marketing now offers a special \$99 introductory subscription rate for the 1st year only. Renewals come at the \$199/year standard rate for all digital access and print subscription. Group subscription discount rates are also available.

Electrical Marketing is published twice a month by Endeavor Business Media, LLC, 1233 Janesville Ave., Fort Atkinson, WI. For subscriber services, write to *Electrical Marketing*, P.O. Box 3257, Northbrook, IL 60065-3257 USA; call (847) 559-7598; Toll-free: (877) 382-9187; Fax: 847-291-4816

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