

McNaughton-McKay Buys Caniff Electric

McNaughton-McKay Electric Co., Madison Heights, MI, will acquire Caniff Electric Supply, which it says is the largest independent distributor of construction products in southeastern Michigan.

Caniff Electric Supply, headquartered in Hamtramck, MI, was founded in 1982 by Doug and Robert Bemis and has remained under family ownership. Operating out of three locations with 85 employees, Caniff offers a full line of products and services to electrical contractors and commercial accounts. McNaughton McKay is now ranked #8 on *Electrical Wholesaling's* 2021 Top 150 listing, while Caniff Electric Supply is ranked #94 on the Top 150.

"We are excited to welcome Caniff Electric Supply to our McNaughton-McKay team of employee-owners," said McNaughton-McKay CEO Donald Slominski, Jr., in the press release. "Caniff's experienced team and focus on bringing value to its customers aligns well with our business. Together, we will be able to leverage our combined strengths to provide best in class products and services to our customers and have a stronger platform for growth."

Doug Bemis, CEO and owner of Caniff Electric Supply, said in the press release, "We have long respected McNaughton-McKay as a tough competitor in the market and are excited to be joining forces to provide broader scale and deeper capabilities to our valued customers."

Subject to final definitive agreements, the transaction is expected to close in early Dec. 2021.

Infrastructure Bill Could Provide Big Bucks for Electrical Construction Market

If the Infrastructure Investment and Jobs Act recently passed by the U.S. Senate makes its way through the legislative gauntlet in the U.S. House of Representatives reasonably intact and is passed into law, the electrical construction industry should be able to cash in.

That's because included in the \$1.2 trillion Senate version of the legislation is \$550 billion in new federal spending on America's roads and bridges, high-speed broadband, the U.S. electrical grid, ports, airports and rail system, other forms of public transportation and electric-vehicle charging stations. Let's take a look at the areas of spending that would seem to offer the most promise for electrical distributors, contractor, engineers and other electrical professionals.

High-speed internet. Bringing top-shelf broadband service to underserved rural and urban areas was popular with legislators on both sides of the aisle, and

the bipartisan version of the bill would invest \$65 billion to bring better internet to the more than 30 million Americans estimated to live in areas where there is no broadband infrastructure that provides minimally acceptable speeds. The White House fact sheets said the legislation will "help ensure every American has access to reliable high-speed internet with a historic investment in broadband infrastructure deployment, just as the federal government made a historic effort to provide electricity to every American nearly one hundred years ago."

In addition, the White House fact sheet said, "The bill will also help lower prices for internet service by requiring funding recipients to offer a low-cost affordable plan, by requiring providers to display a "Broadband Nutrition Label" that will help families comparison shop for a better

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Health-Care, College and Multi-Family Construction Projects Lead Market in Q2 2021

Although many of the indicators measuring the health of the overall construction market are mixed so far this year, *EM's* editors still found quite a few interesting projects breaking ground in recent months, particularly in the multi-family, hospital and college & university markets.

Two key factors have tamped down growth in the overall market: labor shortages and the high cost of materials. In his analysis of construction market conditions at mid-year, Richard Branch, chief economist for Dodge Data & Analytics, said, "The recovery from the COVID-19 pandemic has begun but is very uneven. Commercial construction has been buoyed by strength in the warehouse sector as large e-commerce companies build out their logistics infrastructure while office, retail and hotel activity is subdued. Multi-family starts, meanwhile, have rebounded solidly following a weak 2020. The dollar value of

commercial and multi-family starts should continue to improve over the coming six months. However, growth will remain muted due to high material prices and a shortage of skilled labor in the construction sector."

Multi-family projects. New multi-family construction through June 2021 hit \$99.09 billion — an increase of +19.7% over June 2020, according to a U.S. Census Bureau report on construction spending. Some of the large construction projects contributing to this increase (see table on page 2) include the \$400-million Courthouse Commons project in San Diego and the \$230-million Mather Senior Living Facility in McLean, VA. Another large multi-family project will be the residential component of the \$287-million mixed-use West Tower that Drexel University and the Brandywine Realty Trust are building as part of the

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50 Large Construction Projects that Recently Broke Ground

Contract Value (\$ Millions)	Project	City	State	Project Type	Source
897	LAX Airport Metro Connector	Los Angeles	CA	Airport	www.enr.com
530	Mickey Leland International Terminal	Houston	TX	Airport	www.construction.com
450	Sterling EdgeCore data center	Sterling	VA	Data center	www.construction.com
475	University of California Living and Learning dorm project	San Diego	CA	Educational - College	www.construction.com
288	Tarrant County College campus redevelopment	Arlington	TX	Educational - College	www.construction.com
210	University of South Carolina's 1,800-bed Campus Village	Columbia	SC	Educational - College	www.sc.edu
NA	Vanderbilt's 615-bed housing project for graduate and professional students	Nashville	TN	Educational - College	news.vanderbilt.edu
NA	Lehigh University's 74,000-sq-ft College of Business building	Bethlehem	PA	Educational - College	www2.lehigh.edu
NA	University of California-Davis' 1,600-bed student housing	Davis	CA	Educational - College	www.ucdavis.edu
920	Michigan Medicine Clinical Inpatient Tower	Ann Arbor	MI	Hospital	www.uofmhealth.org
236	UH Ahujua Medical Center expansion part of \$1.4 billion in medical construction across northeast Ohio	Beachwood	OH	Hospital	www.cleveland.com
NA	42.5-acre Flagler Health+ campus	Augustine	FL	Hospital	www.hconews.com
NA	52-bed, 365,000-sq-ft Texas Children's Hospital	Austin	TX	Hospital	www.hconews.com
271	Signia Hilton Hotel at the Georgia World Congress Center	Atlanta	GA	Hotel	www.construction.com
500	EVRAZ North America's long rail mill	Pueblo	CO	Industrial	www.chieftain.com
300	Ball Corp. aluminum can factory	Pittson	PA	Industrial	www.construction.com
NA	Argo Blockchain 200-megawatt crypto mining facility	Dickens County	TX	Industrial	www.business.wire.com
600	Rivers Edge, Life on the St. Johns mixed-use project	Jacksonville	FL	Mixed-use	www.news4jax.com
500	625 Fulton St. mixed-use	New York	NY	Mixed-use	www.construction.com
500	Mixed-use project	Brooklyn	NY	Mixed-use	www.construction.com
349	Bronx Point mixed-use project	New York	NY	Mixed-use	www.construction.com
329	1629 Market Street mixed-use project	San Francisco	CA	Mixed-use	www.construction.com
287	Schuylkill Yards West Tower	Philadelphia	PA	Mixed-use	www.drexel.edu
250	520 S. Mateo Arts District mixed-used building	Los Angeles	CA	Mixed-use	www.construction.com
242	National Urban League mixed-use building	New York	NY	Mixed-use	www.construction.com
215	Broadway Block mixed-use building	Los Angeles	CA	Mixed-use	www.construction.com
NA	June Lake, 775-acre mixed-use project that will be under construction for 20 years. Will include 2,900 residential units, 3.9 million square feet of office space, nearly 1.3 million square feet of retail and restaurant space and 400 hotel rooms.	Spring Hill	TN	Mixed-use	williamsonsource.com
400	Courthouse Commons multi-family project	San Diego	CA	Multi-family	www.construction.com
230	Mather Senior Living Facility	McLean	VA	Multi-family	www.construction.com
200	DOT Block residences	Boston	MA	Multi-family	www.construction.com
200	Downtown 1st apartment building	Miami	FL	Multi-family	www.construction.com
NA	The 112-unit 303 Battery, by Sustainable Living Innovations, promoted as the "World's most sustainable apartment building"	Seattle	WA	Multi-family	www.sli.co/news
1200	Terminal Warehouse conversion in Chelsea neighborhood	New York	NY	Office	www.construction.com
1000	Research & Development District office project	San Diego	CA	Office	www.construction.com
470	Oyster Point Offices - Second phase	San Francisco	CA	Office	www.construction.com
325	Amazon Bellevue 600 Tower One office project	Bellevue	WA	Office	www.construction.com
270	The Eight office project	Seattle	WA	Office	www.construction.com
220	FNB Corp. headquarters as part of \$1-billion Lower Hill District revitalization	Pittsburgh	PA	Office	www.enr.com
1500	Diamond Green Diesel refinery	Port Arthur	TX	Oil & gas	www.construction.com
415	Montgomery County Justice Center	Norristown	PA	Public	thereporteronline.com
1200	1.1-GW Sanborn Solar Facility	Mojave	CA	Renewables-Solar	www.construction.com
625	Atkina Solar Power Project	Wharton County	TX	Renewables-Solar	www.construction.com
525	Azure Sky's 350-MW wind farm	Throckmorton	TX	Renewables-Wind	www.construction.com
915	Gateway South transmission project	Medicine Bow	WY	Utility	www.construction.com
530	New York Energy Solution Transmission Project	Claverack	NY	Utility	www.construction.com
466	Amazon fulfillment center	North Andover	MA	Warehouse	www.construction.com
410	Amazon fulfillment center	Rochester	NY	Warehouse	www.construction.com
355	355 Project Roxy Amazon Distribution center	Arlington	VA	Warehouse	www.construction.com
306	Amazon fulfillment center	Masbeth	NY	Warehouse	www.construction.com
357	North City Pure Water Facility	San Diego	CA	Water & Sewer	www.construction.com

Around the Industry

City Electric Supply opens new branch in Las Vegas metro

City Electric Supply (CES), Dallas, has opened a new store in Nevada — CES East Las Vegas. The new branch is one of seven branches in the state according to Branch Manager Casey Williams.

2021 Trophy Jobs that Stand Out in a Sluggish Market

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\$3.5-billion Schuykill Yards development planned for the University City neighborhood of downtown Philadelphia. The West Tower will have 326 apartments in it, and according to a Drexel University press release announcing the groundbreaking, the building will be a big part of Schuykill Yards' master plan for 4.8-million sq ft in life science/lab and office space; 132,000-sq ft in retail space; and 1.9-million sq ft in residential space near the city's 30th Street Amtrak Station.

Another multi-family project of note is the 303 Battery apartment tower Sustainable Living Solutions (SLI) is building in Seattle. SLI is promoting the 112-unit as "the world's most sustainable high-rise apartment building" because it will meet net zero energy requirements.

Another interesting design feature for 303 Battery is the use of 900 premanufactured panels, which SLI builds offsite with electrical wiring, plumbing and mechanical equipment pre-installed. The SLI press release said "Ten primary panel types will be used in the construction of 303 Battery, with panels for walls, floors and ceilings of each room — living room, kitchen, bedroom, bathroom, even specialized elevator panels."

Hospital projects. At \$47.5 billion in new construction spending and a -3.3% decline through June, the health-care market segment isn't currently showing the same amount of growth as the multi-family segment. However, several large hospital projects are now under way, including the \$920-million, 690,000-sq-ft Michigan Medicine Clinical Inpatient Tower being built on the University of Michigan's medical campus in Ann Arbor, MI; the \$236-million UH Ahjua Medical Center expansion in Beachwood, OH, that's part of \$1.4 billion in medical construction across northeast Ohio; a 42.5-acre Flagler Health+ medical campus being built in Augustine, FL; and the 52-bed, 365,000-sq-

"There are factories behind me and residential townhomes and apartment complexes all around," he said in the press release. "There's also a lot of empty land that's about to be built up. I'm excited to see how our branch can help the area grow."

ft Texas Children's Hospital now underway in Austin, TX.

Campus construction. *EM's* editors also spotted some sizeable dorm and classroom projects underway on college campuses. These include the \$475-million University of California Living and Learning dorm project in San Diego; the \$288-million Tarrant County College redevelopment project in Arlington, TX; the University of South Carolina's \$210-million, 1,800-bed Campus Village in Columbia, SC; Vanderbilt University's 615-bed housing project for graduate and professional students in Nashville, TN; Lehigh University's 74,000-sq-ft College of Business building in Bethlehem, PA; and the University of California's 1,600-bed student housing tower on its Davis, CA, campus.

Summary. Some construction economists agree the second half of 2021 could be much busier the first six months of the year if materials pricing and pricing shortages don't inject any unnecessary uncertainty into the market, and the United States gets a handle of the Delta variant of COVID-19. Two key leading indicators for the electrical market point to a stronger second half. Nationally, electrical contractors are employing 87,400 more workers in June 2021 than they did in June 2020 — a +9.8% increase in hiring.

Another encouraging sign for electrical contractors, electrical engineers, facility maintenance personnel and other electrical professionals is that architects are seeing more inquiries for their design services. According to the American Institute of Architects (AIA), in June its Architecture Billings Index (ABI), an indicator of future construction activity, is at 57 points on a scale of 100, and new project inquiries at AIA architectural firms logged another near-record high score at 71.8 points in June, compared to 69.2 points in May.

—Jim Lucy

Dodge Momentum Index drops in July

The Dodge Momentum Index fell to 155.8 points (2000=100) in July, a -6% decline from the revised June reading of 164.9 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. Both components of the Momentum Index fell in July. Commercial planning fell -3%, while institutional planning dropped -9%.

The Momentum Index posted strong gains through much of the winter and spring as the economy and building markets began to stabilize following the recession. While the economy has continued its forward progress through the summer, the Index has regressed somewhat as higher material prices and shortages of skilled labor continue to exert a strong influence over the construction sector. Despite the declines in June and July, the Momentum Index remains near levels last seen in 2018. Compared to a year earlier, the Momentum Index was +25% higher than in July 2020. Institutional planning was up +27% and commercial planning was +25% higher than last year.

Dodge said 11 projects with a value of \$100 million or more entered planning during July. The leading commercial projects were a \$240-million Microsoft Data Center in San Antonio, TX, and a \$200-million Amazon, Inc. fulfillment center (Project Basie) in Woodburn, OR. The leading institutional projects were the \$225-million Baptist Health Hardin Medical Pavilion in Elizabethtown, KY, and the \$200-million AdventHealth Narcoossee campus in Orlando, FL.

The pressures caused by higher material prices and labor are unlikely to ease anytime soon and, when added to the rising number of COVID-19 cases caused by the Delta variant, raises concerns that the nascent recovery in construction may stall in the months ahead.

ChargePoint bolsters EV charger offering with ViriCit acquisition

ChargePoint Holdings, Inc., Campbell, CA, acquired ViriCiti, Amsterdam, Nether-

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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

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

Guillevin Expands in Canada's Maritime Region

Guillevin International, one of Canada's largest distributors, acquired McLoughlan Supplies Ltd., a large distributor in Canada's Maritime provinces. The company was founded in 1956 by James McLoughlan, and for the past 30 years has been run by his daughter Ann. McLoughlan has 60 employees working at three branches in Newfoundland-Labrador, located in St. John's, Corner Brook and Grand Falls-Windsor; two branches in Nova-Scotia located in

Halifax and Dartmouth; and one branch in Charlottetown, Prince Edward Island.

Luc Rodier, Guillevin's president and chief executive officer, said in the press release that the company will continue to operate under the McLoughlan name under the leadership of Cory MacGuigan, the newly appointed general manager. He was general manager of the Charlottetown branch. All jobs will be maintained under the new ownership.

NEMA's EBCI Indexes for July Drop Sharply But Remain in Positive Territory

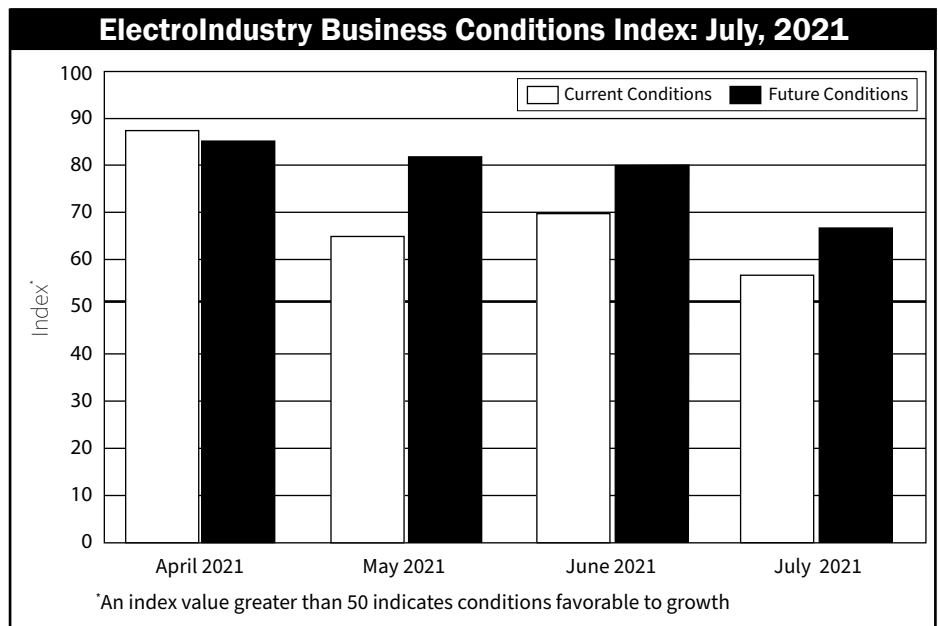
The current conditions component slid nearly 13 points to 57.1 points in July from 70 points the month before, leaving it still in positive territory but with the lowest reading since last October.

At 57%, the majority of respondents considered July's conditions unchanged from the previous month's, but a noticeable uptick in the share of responses noting worse conditions helped claw the current component back from its recent loftier readings. Comments were relatively negative in tone with all of them touching in one form or another on lingering supply chain woes. Concern about the potential of an unwelcome change in the pandemic's trajectory also found its way back into the comments.

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.

Despite retreating to its lowest value since the early days of the pandemic last year, the future conditions component remained well within expansion territory this month at 67.9 points which reflected a 12-point change from June's reading. Fully half of the responding panelists still expect better conditions in six months, but the share of those indicating worse conditions ahead doubled to 14% in July, and the proportion of respondents expecting the business environment to be unchanged edged up as well. In addition to supply difficulties mentioned in regard to current conditions, panel members also expressed concern about macroeconomic trends such as rising inflation and interest rates.



New Home Construction Still Stands Out in Latest Value of New Construction Data

Total construction spending during June 2021 was estimated at a seasonally adjusted annual rate of \$1,552.2 billion, +0.1% above the revised May estimate of \$1,551.2 billion. The June figure is +8.2% above the June 2020 estimate of \$1,435 billion. During the first six months of this year, construction spending amounted to \$736.5 billion, +5.4% above the \$698.8 billion for the same period in 2020.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of \$1,215.2 billion, +0.4% above the revised May estimate of \$1,210.3 billion. Residential construction was at a seasonally adjusted annual rate of \$763.4 billion in June, +1.1% above the revised May estimate of \$755.4 billion. New single-family construction was particularly strong with a +1.8% increase from May to \$411.8 billion.

That's up +51.9% over June 2020.

Nonresidential construction was at a seasonally adjusted annual rate of \$451.8 billion in June, -0.7% below the revised May estimate of \$454.9 billion. Private office construction, one of the largest segments in the nonresidential construction market, remains soft with a -0.1% decline to \$69.3 billion, off -9.1% from June 2020.

Public construction. In June, the estimated seasonally adjusted annual rate of public construction spending was \$337 billion, -1.2% below the revised May estimate of \$340.9 billion. Educational construction was at a seasonally adjusted annual rate of \$81.3 billion, -0.8% below the revised May estimate of \$82.0 billion. Highway construction was at a seasonally adjusted annual rate of \$92.4 billion, -5.3% below the revised May estimate of \$97.5 billion.

Around the Industry

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lands, a provider of electrification solutions for eBus and commercial fleets. ChargePoint acquired ViriCiti for approximately \$88 million. The ViriCiti team, customer accounts and technology will become part of ChargePoint's operations.

Founded in 2012, ViriCiti today has more than 50 employees in the Netherlands and United States, and established market share in North America and Europe with approximately 150 fleet operators, 3,500 connected vehicles and 2,500 networked ports under management. ViriCiti said in the press release that its customers include fleet operators and OEMs such as Arriva, Chicago Transit Authority, King County Metro, Metropolitan Transit Authority (New York), PicNic, San Francisco Municipal Transportation Authority and Toronto Transit Commission.

Last month, ViriCiti made another acquisition of a provider of EV charging infrastructure in Europe with its purchase of has-to-be for a total purchase price of approximately \$294 million. Founded in 2013, has-to-be today has 125 employees in Austria and Germany, as well as approximately 40,000 networked ports and over 250,000 networked ports through open roaming agreements.

Toll Brothers acquires StoryBook Homes in Las Vegas

Adding to its already strong position in one of the nation's fastest-growing housing markets, luxury homebuilder StoryBook Homes, a privately-held homebuilder based in Las Vegas. Terms were not disclosed.

The acquisition bolsters Toll Brothers' already strong market position in the Las Vegas housing market. Founded in 2003 by Wayne and Catherine Laska, StoryBook Homes has built more than 1,700 homes in Las Vegas since its inception in 2003. According to the press release, the company primarily serves first-time and move-up homebuyers with price points ranging from the mid-\$200,000s to over \$600,000. StoryBook Homes currently has five active selling communities and owns or controls over 550 lots in the market.

Toll Brothers currently builds 16 luxury home communities throughout the Las Vegas metropolitan area, with starting home prices ranging from the upper \$400,000s to more than \$1.3 million.

Value Of New Construction Put In Place — June 2021

Value of Construction Put-in-Place (\$ billions, seasonally adjusted annual rate)					
	June '21 ¹	May '21 ²	Mo. % Change	Jun. '20	YTY % Change
Total Construction	1,552.2	1,551.2	0.1	1,435.0	8.2
Total Private Construction:	1,215.2	1,210.3	0.4	1,070.9	13.5
Residential	763.4	755.4	1.1	590.4	29.3
New single family	411.8	404.6	1.8	271.2	51.9
New multifamily	99.1	99.2	-0.1	82.8	19.7
Nonresidential	451.8	454.9	-0.7	480.4	-6.0
Lodging	20.4	20.6	-0.7	27.8	-26.5
Office	69.3	69.4	-0.1	76.3	-9.1
Commercial	83.2	83.3	-0.2	84.9	-2.1
Health care	37.3	37.5	-0.4	39.3	-5.0
Educational	15.1	15.1	0.1	18.5	-18.5
Religious	3.0	3.1	-2.6	3.5	-15
Amusement and recreation	10.9	11.2	-1.9	12.7	-13.6
Transportation	15.0	15.2	-1.3	16.2	-7.5
Communication	21.6	21.6	0.1	22.5	-3.8
Power	104.1	105.4	-1.2	106.2	-1.9
Electric	80.8	81.9	-1.3	82.5	-2.0
Manufacturing	70.4	71.2	-1.1	70.9	-0.7
-	-	-	-	-	-
Total Public Construction:	337.0	340.9	-1.2	364.2	-7.5
Residential	8.9	8.9	0.8	9.2	-3.0
Nonresidential	328.0	332.0	-1.2	354.9	-7.6
Office	11.3	11.1	1.1	12.9	-12.5
Commercial	3.4	3.5	-1.8	3.8	-10.7
Health care	10.2	10.0	1.7	9.9	3.4
Educational	81.3	82.0	-0.8	89.4	-9.1
Public safety	11.7	11.6	1.1	18.7	-37.7
Amusement and recreation	13.7	13.8	-1.1	13.9	-1.4
Transportation	41.2	40.7	1.1	43.7	-5.7
Power	8.2	8.0	2.2	6.5	24.7
Highway and street	92.4	97.5	-5.3	100.0	-7.6
Sewage and waste disposal	27.2	27.0	0.7	26.5	2.8
Water supply	18.6	18.5	0.7	18.7	-0.7
Conservation and development	7.5	7.1	6.3	9.2	-18.2

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>.

Infrastructure's Impact

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deal, and by boosting competition in areas where existing providers aren't providing adequate service."

Power infrastructure. This is another big-ticket item in the legislation. The \$65 billion investment in the U.S. electrical grid would include building thousands of miles of new, resilient transmission lines to facilitate the expansion of renewable energy.

EV infrastructure. Although the final version of the bill significantly reduced the amount the original legislation had earmarked for a national network of EV chargers, the bipartisan bill still includes \$7.5 billion to build out the first-ever national network of EV chargers in the United States.

A group of 29 U.S. House Democrats want congressional leaders to include at least \$160 billion in additional funding for electric vehicles as part of a \$3.5 trillion spending measure, according to a letter seen by *Reuters*.

Airports, ports and waterways. There are some big dollars in the bipartisan bill for spending in this area. According to the White House fact sheet, "The bill invests \$17 billion in port infrastructure and \$25 billion in airports to address repair and maintenance backlogs, reduce congestion and emissions near ports and airports, and drive electrification and other low-carbon technologies."

Passenger and freight rail. Companies with a focus on mass transit projects along the Eastern Seaboard will be happy to know that the legislation could include a total of \$66 billion in spending to upgrade Amtrak passenger service along the Northeast Corridor; improve intercity rail service; build high-speed rail infrastructure; and make grade crossing safety improvements. According to the White House, it's the largest investment in passenger rail since the creation of Amtrak 50 years ago. Some related spending on public transit may spark the construction of additional bus or train stations and help fund the purchase of electric school buses.

Roads and bridges. There could be plenty of federal money for roadway lighting in the bill's \$110 billion for roads and bridges. According to a White House's Infrastructure Investment and Jobs Act fact sheet, "The bill includes a total of \$40 billion in new funding for bridge repair, replacement and rehabilitation, which is the single largest dedicated bridge investment since the construction of the interstate highway system."

People

Service Wire Co. (Houston): **Trish Weisberg** has joined Service Wire's sales team as strategic sales manager, a new role created to better serve the company's growing footprint. Weisberg will be working alongside Mel Meineke, director strategic accounts – Americas, to assist in sales growth and development of national accounts. Weisberg is a third-generation Service Wire employee with two years of experience as a materials manager. She is a graduate of Southern Methodist University (BBA), as well as Rice University (MBA).

In other news at Service Wire, **Andy Martin** has joined the Service Wire team as regional sales manager in the Phoenix sales office. He will be serving commercial and industrial distributors, contractors and engineers while working with manufacturers' representatives in Arizona, Southern California, New Mexico, Colorado, Wyoming, Las Vegas and Hawaii. Martin brings over 15 years of project and sales management experience in Southern California, along with partnerships he has developed with distribution, engineering and construction companies.

Allterco Robotics US (Las Vegas): **Timothy Young** is now leading the company's distributor program in North America. Before joining Allterco Robotics US, Young held executive positions at Crescent Electrical Supply Co. where he handled corporate strategy as well as M&A. His time in the industry also included serving as owner of Interstate Electric Supply, which was ultimately sold to Crescent in 2017. Young has also been deeply involved in the NAED, serving as a member of the board of directors and most recently, VP of the Western Region.

Sonepar USA (Charleston, SC): **Tammy Livers** will lead World Electric Supply as president. World Electric services customers in the states of Florida and Georgia. With over 20 years of experience in both the electrical products manufacturing and electrical distribution sectors, Sonepar USA selected Livers to help optimize growth opportunities in one of the country's fastest-growing markets.

Livers joined Sonepar in 2017, as VP of business development. She soon moved to the position of VP of Sonepar key accounts, and was promoted to senior VP in 2018, responsible for marketing, communications, customer analytics,

sales enablement and key accounts. Livers' credentials include a BA from Walsh University and an MA from Cleveland State University.

Rep News

United Electrical Sales (UES) (Duluth, GA): After 24 years of dedicated service, **Rick Porter** will retire at the end of Dec. 2021. "Rick has been an integral part of our company and his contributions will always be valued and remembered," said John Milner, principal of United Electrical Sales, in the press release. "Effective immediately, **Jerry Duskin** has joined the UES team. He will have a dual role as an area manager in south Georgia and he will also be primarily responsible for the lead role in the Jacksonville–north Florida market."

Milner said within the next few years the company plans to hire a junior sales associate to work under Duskin, and that eventually he will become the area manager for both south Georgia and north Florida.

Electrical Marketing

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