

Electrical Marketing®

THE ELECTRICAL INDUSTRY NEWSLETTER

OCTOBER 8, 2021 · Volume 46, Number 19

Around the Industry

Winsupply buys Atlanta's HESCO

The 25-year-old HESCO Supply serves electrical contractors, utility contractors, commercial accounts and industrials out of a 60,000-sq-ft warehouse in Atlanta and branches in Marietta, Smyrna, Gainesville and Savannah, GA. The company was founded by David Hicks in 2012 and has grown to be one of the larger independent companies in the United States. He and his family also previously owned DH Supply Co., which they started up in 1989 and later sold to Rexel in 2006, according to a report in *Electrical Wholesaling*.

According to *EM's* database of electrical distributor acquisitions, Winsupply's other electrical acquisitions include Tacoma Electric Supply, Tacoma, WA (2017); Certified Plumbing & Electrical Supply Co., Live Oak, FL (2017); Electrical Sales Inc., Vista, CA (2017); Tri-State Electric Supply, Cincinnati (2007) Lloyd Graves Electrical Supply, Spring, TX (2012); and Noland Co., Newport News, VA (2005).

Acuity stock price jumps +10.9% on impressive quarterly gains

On a day when most other stocks were being pummeled, Acuity enjoyed a nice \$19.22 bump in its share prices on Oct. 7 to more than \$195 because of some happy news on the financial front.

According to a *Motley Fool* transcript of Acuity's 4Q 2021 earnings call, the company grew sales +11% in its most recent financial quarter, increased gross profit margin 10 basis points for the quarter to 42.2%; and saw operating profit margins jump 150 basis

Continued on page 3

Inside

Distributor M&A: 2020-2021 ... p. 2

SPX sells transformer biz..... p. 3

JoKell makes ATS acquisition ... p. 4

August construction picks up ... p. 5

An Endeavor Business Media Inc. publication.
Publishers of *Electrical Wholesaling* and
EC&M magazines.

Rexel Looks to Bolster Sales in Eastern U.S. with Blockbuster Acquisition of Mayer Electric

Mayer Electric Supply, Birmingham, AL, the 11th largest full-line electrical distributor in the United States, will become part of the Rexel USA portfolio of companies.

Mayer employs more than 1,200 associates in 68 locations across 12 states, and according to *Electrical Wholesaling's* 2021 Top 150 ranking had just over \$1 billion in 2020 sales. The transaction remains subject to regulatory approval and is expected to close before year-end.

"We could not be prouder of the achievements of the Mayer team, which for nine decades has built a stellar reputation as a leading provider of electrical goods in the Southeastern and Mid-Atlantic regions of the United States," said Nancy Collat Goedecke, Mayer chairman and CEO, in the press release. "We are confident that we are placing the company in good hands to continue the values that have set Mayer apart and take the Mayer brand to even higher levels in the years to come."

James W. "Wes" Smith will continue as president of Mayer under Rexel ownership. "We are honored and excited to join the Rexel Group, a progressive, innovative leader in the electrical distribution industry," he said in the press release. "Maintaining the Mayer brand and culture, alongside and as a part of the Rexel brand and culture, will create strategic value for our customers, suppliers, communities, associates, and stakeholders. Our combined geographic footprint, offering best-in-class products, services, solutions, and digital capabilities will help our customers and suppliers grow and be successful. I do not believe there could be a better strategic fit of two companies coming together."

"This move is an important step in expanding Rexel's footprint in the United States, the world's leading market for electrical supplies, and will strengthen our market share in the Eastern part of

Continued on page 3

Surge in Distributor Acquisitions Continues with Billions in Sales Changing Hands

The recent acquisitions of Mayer Electric, Advanced Technical Sales and Atlanta's HESCO are the latest examples of the continuing consolidation of the electrical industry. *EM* has reported on several hundred distributor M&As for the past 40 years, and the newsletter's editors have seen the pace of acquisitions accelerate and moderate throughout many business cycles.

Acquisitions are on the rise again, and over the past two years the deals have gotten bigger and more frequent. Since Jan. 2020 there have been no less than 25 distributor acquisitions in the United States and Canada with an estimated combined total sales volume of at least \$9.3 billion, according to *EM* data on the transactions. That's roughly 9% of the industry's estimated total 2020 revenues of \$103 billion.

A large chunk of those acquired sales can be attributed to WESCO's purchase of Anixter, with more than \$7.1 billion in

2020 revenues, and the Rexel acquisition of Mayer Electric Supply and its \$1 billion-plus in revenues.

After accounting for these two mega-deals, you still have no less than \$1.1 billion in sales changing hands in 2020-2021. Although on a percentage basis the 20-plus other acquisitions don't account for a large share of total industry sales, many of the companies were well-known, family-run regional businesses counted amongst the 200 largest distributors in North America.

Some of the larger electrical distributors that were sold over the past year include Springfield Electric Supply, Springfield, IL (Sonepar); Wildcat Electric Supply, Houston (CED); Shingle & Gibb Automation (Graybar); Houston Wire & Cable (Omnicable/Dot Family Holdings); Electric Supply of Tampa, Tampa, FL (Supply Chain Equity Partners); Baynes Electric Supply,

Continued on page 2

Surge in Distributor Acquisitions Part of a Broader Trend in Global M&A Activity

Continued from page 1

tric); Rumsey Electric, Conshohocken, PA (Kendall Electric). *Electrical Marketing's* list of 2020-2021 acquisitions is below, and its complete distributor acquisition database is available for download at www.electrical-marketing.com.

The timing for the sale of any acquisition is always dependent on when the seller thinks they can best get maximum value for their company. But with uncertainty about the short-term growth prospects of the electrical business fueled by concerns over COVID-19, some industry insiders familiar with the acquisition climate say some business owners have decided now is

the time to cash out and start enjoying the fruits of the labors.

These trends are evident in the broader economy, too. According to Pitchbook's 2Q 2021 Global M&A Report (www.pitchbook.com), through the first half of 2021, "deal-making count and value are on pace to approximate or surpass record highs."

"In total, more than 17,000 deals closed with a combined value exceeding \$2 trillion," the report said. "The bounce back from the pandemic-induced lows in 2020 is continuing to pick up steam, although the recovery has not been evenly felt thus far.

"The economic recovery is apparent in global stock prices as well, with US and

European indices broadly higher. The combination of cheap financing, high stock prices and highly confident executives is a recipe for dealmaking. And that is exactly what we have seen."

According to Pitchbook's 2Q 2021 Global M&A Report, another contributing factor is concerns of potential tax changes. Pitchbook said in its report that they are "driving a one-time bump to M&A activity in the U.S. The rumored increase in the marginal capital gains tax rate from 20.0% to 39.6% is spurring many family-owned businesses to consider selling one to three years ahead of schedule to prevent paying higher taxes on a sale."

— Jim Lucy

ELECTRICAL DISTRIBUTOR ACQUISITIONS - 2020-2021

Company	City/Town	Location	Acquirer	City/Town	Location	Year
Wildcat Electric Supply #	Houston	TX	Consolidated Electrical Distributors (CED)	Irving	TX	2021
Shingle and Gibb Automation #	Moorestown	NJ	Graybar Electric Co.	St. Louis	MO	2021
Richmond Electrical Supply	Richmond	KY	Graybar Electric Co./Cape Electrical Supply	St. Louis	MO	2021
McLoughlan Supplies Ltd.	St. John's	Newfoundland	Guillevin International	Montreal	Quebec	2021
WESCO's Canadian datacom business	Pittsburgh	PA	Guillevin International	Montreal	Quebec	2021
Pacific Parts & Controls	Chino	CA	Jo-Kell Inc.	Chesapeake	VA	2021
Advanced Technical Sales	Pompano	FL	Jo-Kell Inc.	Chesapeake	VA	2021
Rumsey Electric Co. #	Conshohocken	PA	Kendall Electric Inc.	Portage	MI	2021
Houston Wire & Cable #	Houston	TX	OmniCable (Dot Family Holdings)	West Chester	PA	2021
Mayer Electric Supply Co. #	Birmingham	AL	Rexel USA	Dallas	TX	2021
Springfield Electric Supply #	Springfield	IL	Sonepar USA	North Charleston	SC	2021
Electric Supply of Tampa #	Tampa	FL	Supply Chain Equity Partners	Tampa	FL	2021
Remaining share of Werner Electric of Minnesota #	Cottage Grove	MN	Van Meter Inc.	Cedar Rapids	IA	2021
Midwest Electrical Supply	Wichita	KS	Van Meter Inc.	Cedar Rapids	IA	2021
HESCO	Atlanta	GA	WinSupply Inc.	Dayton	OH	2021
The Wire Connection	Grapevine	TX	Allied Wire & Cable	Collegeville	PA	2020
Apex (Industrial vending machine company)	Mason	OH	Fastenal Co.	Winona	MN	2020
Baynes Electric Supply #	West Bridgewater	MA	Granite City Electric	Quincy	MA	2020
HD Supply	Atlanta	GA	Home Depot	Atlanta	GA	2020
Chelsea Lighting #	New York	NY	Kinzie Capital Partners	Chicago	IL	2020
Gexpro Services (Rexel)	Irving	TX	LKCM Headwater Investments	Ft. Worth	TX	2020
Certain assets of two Leff Electric/AMP branches	Brooklyn Heights	OH	PEPCO	Eastlake Village	OH	2020
Richard Greene Co.	St. Louis	MO	Ramco Innovations	West Des Moines	IA	2020
Flow-Zone (PVF distributor)	Houston	TX	Reynolds Co. (McNaughton-McKay)	Ft. Worth	TX	2020
Pittson, PA, and Johnson City, NY, Rexel branches	Pittson, PA & Johnson City, NY	NY & PA	Schaedler/YESCO	Harrisburg	PA	2020
RK Distribuzione	Verona	Italy	Technology BSA/Edge Global Supply	Milwaukee	WI	2020
Fabory Group (W.W. Grainger)	Tilburg	Netherlands	Torqx Capital Partners	Etten-Leur	Netherlands	2020
Sheboygan Falls, WI, branch of EESCO/WESCO	Sheboygan Falls	WI	Werner Electric Supply	Appleton	WI	2020
Anixter International Inc. #	Glenview	IL	WESCO International Inc.	Pittsburgh	PA	2020
# Top 150 Distributor						

Around the Industry

Continued from page 1

points to 13.4%. *Motley Fool* reported that Neil Ashe, Acuity's chairman, president and CEO, said, "2021 was a pivotal year for us as we advanced our corporate transformation. We returned the company to growth. We grew sales in the third quarter, the fourth quarter and the full year and we expect this growth to continue. We expanded

gross profit margins for the full year despite a challenging global environment.

"We realigned our businesses into ABL, our Acuity Brands Lighting and Lighting Controls business and ISG, our Intelligent Spaces Group. This alignment creates the necessary strategic focus on each business, and allows us to develop the leadership teams that will deliver on their potential."

Rexel Will Add More than \$1 Billion in Sales with Mayer Electric Supply Acquisition

Continued from page 1

the country," said Jeff Baker, CEO of Rexel USA, in the press release.

Rexel's 2020 sales for the United States and Canada were \$5.3 billion according to *Electrical Wholesaling's* 2021 Top 150 listing, and before the Mayer acquisition the company had 573 locations and more than 7,200 employees in North America. Rexel is ranked #5 on the Top 150 list and is the second largest distributor in the world after Sonepar, with an estimated \$15.4 billion in sales, more than 1,900 locations in 25 countries and more than 24,00 employees.

Rexel has acquired dozens of companies in North America over the past 30 years, many of them large regional players. The list includes Platt Electric Supply, Beaverton, OR (2012); Branch Group, Upper Marlboro, MD (2000); Westburne, St. Laurent, Quebec (2000); GE Supply, Shelton, CT (2006); and Capitol Light & Supply (CLS), Hartford, CT (2006).

Mayer Electric has for many years been one of the strongest distributors in the Southeast, but in more recent years expanded its reach into other regions, with acquisitions of The Hite Co., Altoona, PA (2018); Upchurch Electrical Supply, Fayetteville, AR (2017); and Mustang Electric Supply, Lewisville, TX (2012).

The company is known for its community and industry involvement and over the years has been a strong supporter of the Industrial Distribution Program at the University of Alabama at Birmingham and the National Association of Electrical Distributors. The university named the business school the Collat School of Business in 2014, to honor Charles and Patsy Collat for their financial support, which included \$25 million in gifts and pledges. Mayer Electric Supply also has the rare distinction of having four of its executives serve as chairman for the National Association of Electrical Distributors — Wes Smith, Glenn Goedecke, Jim Summerlin and Charles Collat.

— *Jim Lucy*

SPX Sells Utility Transformer Business to GE-Prolec for \$645 Million

SPX Corp., Charlotte, NC, completed the sale of SPX Transformer Solutions to GE-Prolec Transformers, a subsidiary of a joint venture between GE and Xignux S.A. de C.V. The contract sale price of \$645 million includes assumed debt and is subject to a net working capital adjustment and other typical adjustments, according to the press release.

Gene Lowe, SPX's president & chief executive officer, said in the press release, "The sale of SPX Transformer Solutions is a significant step in SPX's value creation journey that further focuses our strategy on our HVAC and Detection & Measurement segments, while further strengthening Prolec GE's

ability to support the growth and evolution of the grid throughout the United States and the Americas."

Prolec GE designs and provides solutions for the generation, transmission, and distribution of electrical energy. Its geographic markets include the United States, Mexico and Brazil. It has an installed base in more than 35 countries and employs more than 8,000 people.

SPX supplies engineered products and technologies for the HVAC and detection and measurement markets. Xignux is a Mexico-based company dedicated to the energy and food industries with sales in more than 40 countries.

Orion Energy Systems wins bid school districts for LED retrofits

Orion Energy Systems, Manitowoc, WI, a provider of energy-efficient LED lighting, controls and IoT systems, won LED lighting retrofit projects for two Long Island, NY, school districts in partnership with Synergy Investment, Westborough, MA, a provider for LED lighting retrofit solutions, bringing the total retrofit lighting projects in the area to four.

Upon the completion of all four projects, Orion will have supplied approximately 26,000 Harris LDR LED Troffer Retrofit lighting fixture kits installed by Synergy, in addition to various lighting control systems that accelerate energy savings via occupancy-based activation of the lighting systems, automatic ambient light dimming and remote programmability. The LED lighting retrofit projects expect to provide the school districts' annual energy savings of more than 7.2 million kilowatt hours (kWh) between all four projects.

Service Wire offering scholarships to college students & employees

Service Wire Co., Culloden, WV, will be partnering with local colleges in each of the company's three home states and enhancing its internal educational programs.

"I am pleased to share that we will be rolling out a new Workforce Development Program with five local educational facilities in Phoenix, Houston and Huntington, WV," Louis Weisberg, president and CEO said in the press release. "This new program will offer students the opportunity to enhance their skills and partner with our company for continued success after graduation."

The pilot program will launch with San Jacinto College in Houston in conjunction with the company's new manufacturing and distribution facility. Service Wire will award scholarships to San Jacinto College students for the 2021-2022 and 2022-2023 academic years. Scholarships will also be awarded to students at Texas Southern University's Jesse H. Jones School of Business.

In Phoenix, Service Wire Co. will be partnering with Maricopa County College and Western Maricopa Education Center and will provide additional scholarships for the 2021-2022 and 2022-2023 academic years. In Huntington, WV, the company is a sponsor

Continued on page 5

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

Jo-Kell Acquires Advanced Technical Sales

Jo-Kell Inc., Chesapeake, VA, recently completed an acquisition of Advanced Technical Sales (ATS), Pompano Beach, FL. ATS is a distributor of industrial electrical and automation products to the southern Florida area, with a focus on technical expertise and providing custom engineered solutions. The Jo-Kell team now numbers over 90 employees.

“After our acquisition of Pacific Parts earlier this year, we knew that synergies between products, services and types of customers served were important, but most important of all is that the values instilled in ATS match those of Jo-Kell,” said Suzy Kelly, Jo-Kell’s

CEO in the press release. Those values are the foundation that we will build on to find new successes together.”

Advanced Technical Sales will continue to operate under the same name as a division of Jo-Kell. Jo-Kell is a woman-owned small business founded in 1977, servicing the military, commercial marine and industrial marketplaces. The company serves customers nationwide, with locations in South Carolina, Georgia, Florida and California. It’s ranked #88 on *Electrical Wholesaling’s* 2021 ranking of the 150 largest electrical distributors in North America.

NEMA’s EBCI Index for September Returns to Steady But Not Spectacular Growth

The current conditions component returned to presumed growth this month after hitting a plateau in August. The nearly 8-point expansion to 57.7 points in September was driven largely by a decline in the share of respondents that reported worse conditions compared to the previous month.

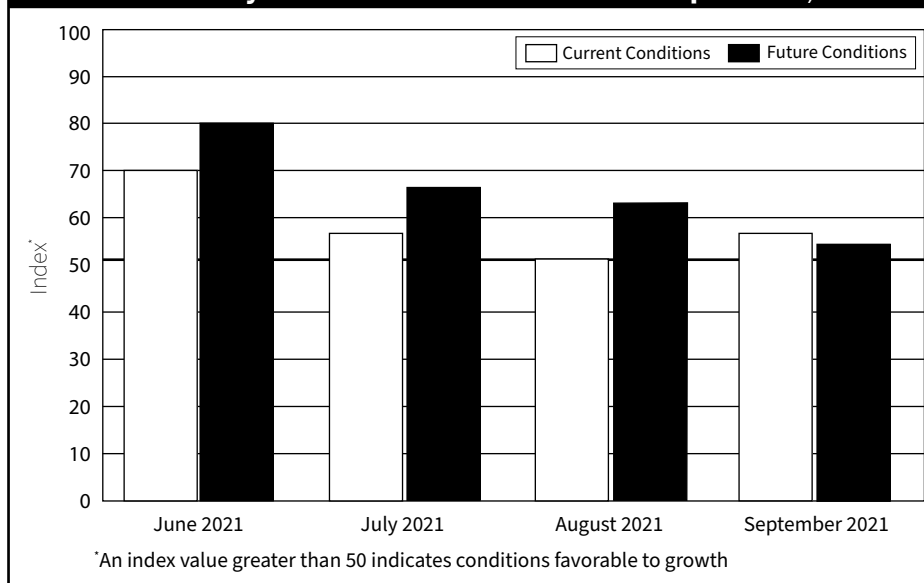
The ElectroIndustry Business Conditions Index (EBCI) is a monthly survey of senior executives at electrical manufacturers published by the National Electrical Manufacturers Association (NEMA), Rosslyn, VA. Any score over the 50-point level indicates a greater number of panelists see conditions improving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

September’s score marked the third consecutive month in the 50-point range,

suggesting that conditions remained conducive to expansion but at a bit less robust pace than in much of the past year.

Led by a sharp uptick in the proportion of responses indicating unchanged conditions, the EBCI’s future component narrowed from 63.3 points last month to 53.8 points in September, making this the lowest reading since March 2020, at the start of the pandemic response. These results indicated projections of marginally improved conditions in six months and a deceleration from the torrid pace of recent expectations. Uncertainty primarily surrounding supply chain permeated much of the commentary, but one NEMA executive sounded a note of optimism because previously delayed projects were slated for release in Q4 2021.

ElectroIndustry Business Conditions Index: September, 2021



Residential Construction Spending Enjoys +38.3% YOY Gain in August

Construction spending during August 2021 was estimated at a seasonally adjusted annual rate of \$1,584.1 billion, virtually unchanged from the revised July estimate of \$1,584.0 billion. According to the U.S. Census Bureau, the August figure is +8.9% above the Aug. 2020 estimate of \$1,455 billion. During the first eight months of this year, construction spending amounted to \$1,034.5 billion, +7% above the \$966.7 billion for the same period in 2020.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of \$1,242.2 billion, -0.1% below the revised July estimate of \$1,243.7 billion.

Residential construction was at a seasonally adjusted annual rate of \$786.6 billion in August, +0.4% above the revised July estimate of \$783.5 billion and +24.3%

over the pace in Aug. 2020. On a YOY basis, single-family construction was particularly strong, with a +38.3% increase to \$413.5 billion. Multi-family construction also had a solid gain, increasing +12.7% to \$99.5 billion. Nonresidential construction was at a seasonally adjusted annual rate of \$455.6 billion in August, -1% below the revised July estimate of \$460.2 billion.

Public construction. In August, the estimated seasonally adjusted annual rate of public construction spending was \$341.9 billion, +0.5% above the revised July estimate of \$340.3 billion. Educational construction was at a seasonally adjusted annual rate of \$79.8 billion, +1.1% above the revised July estimate of \$78.9 billion. Public power had the biggest gain with a +37.2% increase over Aug. 2020 to \$9,019 million.

Around the Industry

Continued from page 3

of Marshall University's new Transformative Sales & Service Excellence Center. This new facility aims to prepare students for a career in sales through relevant curriculum, solving real-world challenges and networking with corporate partners.

The company also offers scholarship and educational opportunities for children of employees, according to Shane Berry, Service Wire's human resources director. The third leg of the company's education initiative includes a new online learning program called Outschool. This resource offers grade school students access to year-round academic and extracurricular activities.

Atom Power's digital circuit breakers to power EV charging stations

Atom Power, Huntersville, NC, a manufacturer of a UL-listed solid-state digital circuit breaker, has been selected by ESD Global, Belle Mead, NJ, a technology solutions integrator, to provide electric vehicle supply equipment (EVSE) to the largest single contract electric vehicle charging project for multi-family buildings in New York. The installation includes EV chargers for nine multi-family residential buildings in Queens, NY.

The project is intended to help New York meet its goal of cutting carbon emissions and phasing out fossil fuel cars and trucks in 2034 by increasing access to electric vehicle charging infrastructure.

Atom Power commercialized its UL-listed solid-state digital circuit breaker in 2019. Since then, the company has leveraged and adapted its technology to charge electric vehicles directly from these digital circuit breakers.

NAHB says home builders are getting more confident

The National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI) gained in September because of lower lumber prices and strong housing demand, even as the housing sector continues to grapple with building material supply chain issues and labor challenges. According to a NAHB post at www.nahb.org, builder sentiment ended a three-month decline and edged up one point to 76 points in September.

Continued on page 6

Value Of New Construction Put In Place — August, 2021

Value of Construction Put-in-Place (\$ billions, seasonally adjusted annual rate)					
	Aug. '21 ¹	July '21 ²	Mo. % Change	Aug. '20	YTY % Change
Total Construction	1,584.1	1,584.0	0	1,455.0	8.9
Total Private Construction ¹	1,242.2	1,243.7	-0.1	1,098.9	13
Residential	786.6	783.5	0.4	632.7	24.3
New single family	413.4	416.2	-0.7	298.9	38.3
New multifamily	99.5	100.3	-0.8	88.3	12.7
Nonresidential	455.6	460.2	-1	466.1	-2.3
Lodging	18.2	18.7	-2.3	26.3	-30.7
Office	69.9	69.8	0.2	73.0	-4.2
Commercial	85.3	86.0	-0.8	79.2	7.8
Health care	38.2	38.6	-1.1	38.2	0.1
Educational	14.9	15.0	-0.8	17.6	-15.6
Religious	2.9	3.0	-2.6	3.3	-12.1
Amusement and recreation	11.5	11.5	0	12.7	-9.8
Transportation	14.8	15.2	-2.4	15.4	-4.2
Communication	21.6	21.5	0.3	22.4	-3.7
Power	102.9	104.4	-1.4	104.2	-1.2
Electric	79.5	80.8	-1.7	81.5	-2.4
Manufacturing	73.6	74.9	-1.7	72.1	2.1
Total Public Construction ²	341.9	340.3	0.5	356.2	-4
Residential	8.9	9.0	-1.4	9.3	-4.3
Nonresidential	333.0	331.3	0.5	346.8	-4
Office	11.2	11.4	-1.7	12.4	-9.6
Commercial	3.6	3.6	0.8	4.0	-10.3
Health care	10.0	10.1	-0.6	10.1	-0.7
Educational	79.8	78.9	1.1	84.8	-5.9
Public safety	11.4	11.7	-2.6	17.8	-36
Amusement and recreation	13.0	13.1	-1.1	14.4	-10
Transportation	41.6	41.2	0.8	45.9	-9.5
Power	9.0	9.2	-2.2	6.6	37.2
Highway and street	98.3	96.8	1.6	95.7	2.7
Sewage and waste disposal	27.6	27.6	0.2	25.6	7.8
Water supply	18.8	18.5	1.6	18.6	1.2
Conservation and development	7.5	7.9	-4.9	9.3	-19.4

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>.

Around the Industry

Continued from page 5

“Builder sentiment has been gradually cooling since the HMI hit an all-time high reading of 90 last November,” said NAHB Chairman Chuck Fowke, a custom home builder from Tampa, FL. “The September data show stability as some building material cost challenges ease, particularly for softwood lumber. “However, delivery times remain extended and the chronic construction labor shortage is expected to persist as the overall labor market recovers.”

“The single-family building market has moved off the unsustainably hot pace of construction of last fall and has reached a still hot but more stable level of activity, as reflected in the September HMI,” said NAHB Chief Economist Robert Dietz. “While building material challenges persist, the rate of cost growth has eased for some products, but the job openings rate in construction is trending higher.

“Regionally, we continue to see growth in the South and the West, particularly the Mountain West. Exurban markets have expanded the most over the last year, although inner suburbs are now experiencing an acceleration, with townhouse construction having had the best quarter in 14 years this spring.”

NAILD cancels in-person meeting

The National Association of Innovative Lighting Distributors (NAILD) recently announced the postponement of its in-person convention to spring 2022. Instead, the board of directors will be holding a 30-minute Live Virtual Convention for NAILD members to welcome the new board members on Oct. 27 at 2 p.m. EST.

Skyview Capital buys Osram

Skyview Capital, a Los Angeles-based global private investment firm, bought the Digital Lumens and Encelium businesses from Osram Licht AG. Terms were not disclosed, according to the press release.

Digital Lumens and Encelium’s advanced Lighting Controls solutions provide software and hardware to improve and automate the lighting of commercial and industrial facilities. Skyview Capital said in the release that Encelium has focused on installing network lighting controls in hospitals, office buildings, K-12 schools, universities and commercial properties for more than 20 years.

People

Sonepar (Charleston, SC): **Matt Weber** has been promoted to president of OneSource Distributors from his current position as VP of Contractor Sales, effective immediately. He started his career in the electrical distribution industry working counter sales at Viking Electric in Minnesota. Over his 20 years at Sonepar companies, Weber has held various positions in sales, auditing, and purchasing that have taken him to Sonepar’s Paris headquarters and ultimately to his current home at OneSource in Oceanside, CA. A hallmark of Weber’s performance has been in strengthening relationships with suppliers and implementing successful long-term sales strategies for the contractor, solar and energy business.

Dakota Supply Group (Plymouth, MN): **Rory Troff** has joined Dakota Supply Group (DSG) as corporate segment manager for the company’s Communications/Broadband segment. Before joining DSG, Troff held several leadership roles in the communications industry over the last 20-plus years of his career. Recently, he held positions as regional director for Multilink and as the North Central representative for the nation’s only national broadband representation firm. Troff also worked for DSG previously as an outside sales representative for the communications segment covering Minnesota and Wisconsin for eight years.

Cerrowire (Hartselle, AL): **TJ O’Connell** joined Cerrowire as director of contractor solutions. A Boston native, he brings nearly 36 years of experience in electrical manufacturing, distribution and as a manufacturers’ representative with a primary focus on the commercial, industrial and utility markets. Before joining Cerrowire’s team, O’Connell served as VP of sales & marketing for Nexans’ U.S. Energy Division.

Touché Lighting Control (Fort Wayne, IN): **John Arbaugh** joined the firm as region sales engineer for Texas, according to a post on LinkedIn.

Russelectric/Siemens (Hingham, MA): In his new role as head of strategy, **Don Bachman** will focus on the creation and execution of key strategic initiatives around the company’s overall business plans as well as the broader Siemens’ solutions. “Don Bachman comes to us with a wealth of knowledge and experience in the critical power market, with 35-plus years of industry experience,” said Jason Martin, head of Russelectric, in the press release.

Rep News

JR & Associates, Louisville, NE, will represent Orbit Industries’ complete line of electrical products throughout Iowa and Nebraska. JR & Associates is a family-owned and operated manufacturers’ representative with 21 years of electrical industry experience. Agency principals Jeff Reiss and Caleb Reiss also serve as outside sales reps, meeting face-to-face with electrical distributors, electrical contractors, specifiers and other buying influences on a regular basis.

JR & Associates serves the needs of the agriculture, livestock, ethanol processing and data center markets prevalent in both states. The new sales partnership also allows JR & Associates to deliver more than 12 product lines to distributors across Iowa and Nebraska in just one-to-two days from Orbit’s 450,000-sq-ft distribution center in eastern Tennessee.

J.F. Nolan & Associates, New Berlin, WI, now represents LEDVANCE in Wisconsin and the Upper Peninsula of Michigan, according to a post on LinkedIn.

Electrical Marketing

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

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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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