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Beacon Roofing Sells Solar Division

BayWa r.e., Sante, Fe, NM, a hybrid solar distributor and renewable energy developer, recently acquired Beacon Solar, the solar distribution division of Beacon, the largest publicly traded roofing distributor in the U.S.

Beacon Solar will be fully integrated into BayWa r.e. Solar Systems, the company's U.S. solar distribution business. The addition of the Beacon Solar network will increase the number of BayWa r.e. warehouses from six to 16, reducing delivery times in many key U.S. solar markets, and represents a platform for BayWa r.e.'s continued growth. The company's line card will expand to include Beacon's key relationships with solar suppliers, and BayWa r.e.'s team will also broaden, enabling higher service levels in many geographies. The company stocks solar panels, inverters, racking and balance-of-system products including connectors, cabling and enclosures. It also sells Generac's PWRcell energy storage system, automatic transfer switches and backup power products.

In the coming months, Beacon and BayWa r.e. plan to explore further collaboration to increase choices for customers, offering solar and roofing products nationwide. "The Beacon culture has much in common with BayWa r.e.'s — a team orientation, entrepreneurial spirit and focus on customer service excellence," said Boaz Soifer, regional director solar trade at BayWa r.e., in the release. "The expansion of our footprint and team, new product offerings and the opportunity to

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2022 Product Sales Potential Estimates Highlight the Importance of Mind Share

One of the most popular data resources published annually by *Electrical Marketing* is our Electrical Product Potential Estimates, which we offer at the state, regional and national level. The chart on page 2 offers our estimates for 17 electrical product categories at the regional level using the recently published *Electrical Wholesaling* sales forecasts for 2022. Our 2022 state-level estimates are available at www.electricalmarketing.com, and our metro-level estimates will be available before Jan. 1.

We developed the share-of-market percentages for each product category with the help of executives from more than 100 Top 200 electrical distributors in two separate surveys from several years ago. The product percentages correlated closely with several similar *EW* surveys done by over the years for its annual Market Planning Guide, so we think they are a reasonable estimation for the share of total electrical sales accounted

for by key product groups.

Many manufacturers, distributors and reps use these product sales estimates to get a sense of market potential in specific regional areas. But manufacturers or reps can also use this data to evaluate the "mind share" their product may have with a distributor.

By product group, some of the most commonly carried electrical products account for a comparatively large piece of the total electrical pie. If an electrical manufacturer's products aren't within one of these larger product categories, they are faced with an additional challenge in getting shelf space at a distributorship for their products.

Consider that wire and cable accounts for 13.3% of the typical electrical distributor's product mix, and that the largest combined product category is lighting at 24.5%, when you add together lamps, lighting fixtures and lighting controls. Another big product

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IHS Markit Forecasts +4.2% Increase in 2022 Global Real Gross Domestic Product

Sara Johnson, executive director, global economics, IHS Markit, said in the IHS Markit World Flash for Nov. 2021 that global economic growth will continue at a moderating pace over the next three years and that the COVID-19 virus remains a source of disruption for regional economies, but its economic impact will diminish with further progress on vaccinations and treatments.

She believes that as supply conditions improve, downstream inflation rates will start to ease in the first half of 2022. A measured tightening of monetary policies will help to restrain inflation expectations and actual inflation. Here is her report, available exclusively to EM subscribers.

The global economic expansion is unevenly progressing. The ebbs and flows vary across regions with each wave of the COVID-19 pandemic. The dampening effects of regional outbreaks on economic activity are then transmitted globally through trad-

ing relationships. With expansionary fiscal and monetary policies supporting demand, the implications are widespread supply shortages and escalating prices.

World real GDP growth slowed from a +4.6% annual rate quarter on quarter (q/q) in the second quarter to a +2.2% rate in the third quarter, as outbreaks of the Delta variant of COVID-19 curtailed production in Asia Pacific and slowed consumer spending in the United States. Global growth should pick up to a +3.8% annual pace q/q in the fourth quarter, as resilience in Asia Pacific and North America outweighs a pronounced slowdown in Europe, where COVID-19 virus infections are now rising.

After a -3.4% decline in 2020, world real GDP is projected to increase +5.5% in 2021 and +4.2% in 2022. Pandemic-related constraints on growth will ease in response to rising vaccination rates, more effective

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Electrical Sales Execs Battle for Mind Share in the \$143.2 Billion Distributor Market

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category is distribution equipment and switchgear, which together account for 13.3% of electrical sales.

If your company focuses on a product category that accounts for 1% to 2% of a distributor's sales, you can see the challenge in gaining and increasing mind share with distributors when compared to these larger project categories. That's where distribu-

tor promotional marketing programs and advertising come in.

One caveat when using the data in the chart on this page — while the individual product percentages and the percent of U.S. estimates for the various region of United States are solid and have withstood the test of time, the sales estimates themselves are based on *Electrical Wholesaling's* new national sales forecast, which calls for a +9.7% increase to

\$143.2 billion in total sales through electrical distributors. Sales forecasting has always been a tricky game, and with the additional uncertainty in the current economic climate because of the Omicron variant of COVID-19, it's a little tougher than usual. If our 2022 national sales forecast feels a point or two high, you can tweak the percent increase in sales a bit.

— Jim Lucy

2022 Estimated Electrical Product Sales by Region (\$ Millions)

	United States	Product Percentage of Total	East North Central	East South Central	Middle Atlantic	Mountain	New England	Pacific	South Atlantic	West North Central	West South Central
Total Sales	143,215.62		21,768.8	8,020.1	14,751.2	12,316.5	6,444.7	23,487.4	27,497.4	11,027.6	17,749.7
Percent of U.S.			15.2%	5.6%	10.3%	8.6%	4.5%	16.4%	19.2%	7.7%	12.4%
Wire and Cable	19,047.68	13.3%	2,895.2	1,066.7	1,961.9	1,638.1	857.1	3,123.8	3,657.2	1,466.7	2,360.7
Lamps	7,733.64	5.4%	1,175.5	433.1	796.6	665.1	348.0	1,268.3	1,484.9	595.5	958.5
Lighting Fixtures	24,203.44	16.9%	3,678.9	1,355.4	2,493.0	2,081.5	1,089.2	3,969.4	4,647.1	1,863.7	2,999.7
Lighting Controls	3,150.74	2.2%	478.9	176.4	324.5	271.0	141.8	516.7	604.9	242.6	390.5
Wiring Devices (Receptacles)	4,439.68	3.1%	674.8	248.6	457.3	381.8	199.8	728.1	852.4	341.9	550.2
Distribution Equipment (Load centers and service entrance equipment)	7,590.43	5.3%	1,153.7	425.1	781.8	652.8	341.6	1,244.8	1,457.4	584.5	940.7
Switchgear (Lighting panelboards, power distribution panelboards, switchboards, safety switches, busway and transformers)	11,457.25	8.0%	1,741.5	641.6	1,180.1	985.3	515.6	1,879.0	2,199.8	882.2	1,420.0
Circuit Breakers (Molded-case, GFCI, AFCI and power circuit breakers)	4,869.33	3.4%	740.1	272.7	501.5	418.8	219.1	798.6	934.9	374.9	603.5
Fuses	1,861.80	1.3%	283.0	104.3	191.8	160.1	83.8	305.3	357.5	143.4	230.7
Conduit & Raceways	7,447.21	5.2%	1,132.0	417.0	767.1	640.5	335.1	1,221.3	1,429.9	573.4	923.0
Conduit Fittings and Accessories (Fittings, elbows, couplings, bodies, covers, bar hangers, etc.)	4,869.33	3.4%	740.1	272.7	501.5	418.8	219.1	798.6	934.9	374.9	603.5
Connectors & Accessories (Include twist-on wire connectors, solderless connectors and terminal blocks)	2,434.67	1.7%	370.1	136.3	250.8	209.4	109.6	399.3	467.5	187.5	301.7
Enclosures (Metallic and nonmetallic enclosures that house controls for industrial/commercial applications)	3,437.17	2.4%	522.5	192.5	354.0	295.6	154.7	563.7	659.9	264.7	426.0
Outlet Boxes and Accessories (Indoor/outdoor boxes for receptacles)	2,864.31	2.0%	435.4	160.4	295.0	246.3	128.9	469.7	549.9	220.6	355.0
Industrial Controls (Motor controls, starters, relays, sensors, PLCs, etc.)	9,022.58	6.3%	1,371.4	505.3	929.3	775.9	406.0	1,479.7	1,732.3	694.7	1,118.2
Utility Products and Pole-Line Hardware (Include meter sockets and pole-line hardware such as service masts, entrance caps, racks, brackets, insulators, capacitors and cutouts)	4,153.25	2.9%	631.3	232.6	427.8	357.2	186.9	681.1	797.4	319.8	514.7
Voice Data Video (VDV) products (Include products for commercial, industrial and residential VDV applications such as security, video, computer networking, boxes, faceplates, connectors, terminals)	5,442.19	3.8%	827.2	304.8	560.5	468.0	244.9	892.5	1,044.9	419.0	674.5
Other	19,190.89	13.4%	2,917.0	1,074.7	1,976.7	1,650.4	863.6	3,147.3	3,684.7	1,477.7	2,378.5

IHS Markit Sees 2022 as Year of Steady Growth for Global Economy

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treatments, business adaptations and a rebalancing of consumer spending from goods to services. IHS Markit PMI surveys are signaling an acceleration in service sectors that should continue into 2022, along with further recovery in travel and tourism. Global growth will settle to +3.4% in 2023 and +3.2% in 2024 as pent-up demand is satisfied, employment recoveries are completed and monetary policies tighten.

Inflation pressures. With some critical supply shortages and shipping bottlenecks persisting into 2022 and beyond, inflation pressures will subside only gradually. IHS Markit manufacturing PMI data show supplier delivery times lengthening to the greatest extent on record in October, leading to sharp accelerations in input costs and output prices. Input costs are being passed along to customers at unprecedented rates, suggesting little buyer resistance. Semiconductor shortages are driving up prices of vehicles, industrial electronics, communications equipment and computers.

Supply shortages. Electrical steel, a niche product used in transformers, motors and generators, should be in short supply through 2023 because of the surge in battery-electric vehicle (BEV) production. These shortages will constrain production of electrical machinery and appliances while holding back expansion of wind towers, electricity generation and power transmission. Other supply-side risks stem from highly concentrated production of key metals such as magnesium, aluminum, copper, cobalt, lithium and nickel.

Price pressures declining. On the positive side, a broad price correction appears to be underway in commodity markets.

The IHS Markit Materials Price Index fell -14% in the four weeks that ended Nov. 11, and it stands -20% below its mid-May peak. Shipping rates and prices of lumber, ferrous metals and coal are retreating from exceptional highs. With normal lags, the declines in raw material prices should bring some relief to finished goods markets in the first half of 2022. However, natural gas prices are expected to stay elevated through the northern hemisphere's winter and then decline as depleted storage facilities are refilled.

Global consumer price inflation is projected to pick up from +2.2% in 2020 to +3.7% in 2021, its highest rate since a +5% advance in 2008. As agricultural and industrial commodity prices retreat, consumer price inflation will ease to +3.5% in 2022 and +2.7% in 2023 and 2024.

United States. The U.S. economy is proving its resilience with robust gains in consumer spending and industrial production in the final quarter of 2021. Households enjoy healthy balance sheets and supportive financial conditions, while labor income continues to rise at a solid pace. High inflation is dampening consumer sentiment, but with little impact to date on spending behavior. Thus, real GDP growth is projected to pick up from an annual rate of +2% q/q in the third quarter to +4.4% in the fourth quarter. Improving COVID-19 trends, the partial resolutions of supply disruptions and labor shortages, and inventory restocking will support growth moving through 2022. Among major economies, the U.S. business cycle most closely aligns with the global economy. After a -3.4% contraction in 2020, U.S. real GDP should increase +5.5% in 2021 and

+4.3% in 2022. As the economy reaches full employment and interest rates rise, growth will settle to +2.9% in 2023. The US unemployment rate will likely fall from +4.6% in October to a low of +3.5% in late 2022 and 2023, putting upward pressure on wage rates.

Eurozone. After a mid-2021 growth spurt, Eurozone growth prospects are deteriorating. With the easing of pandemic-related restrictions, Eurozone real GDP surged at annual rates of over 8% q/q rate in the second and third quarter, led by a rebound consumer spending. As 2021 ends, however, growth is slowing abruptly in response to record-high energy costs, supply chain disruptions, and a new wave of COVID-19 cases. After a -6.4% decline in 2020, Eurozone real GDP should increase +5.1% in 2021, +3.7% in 2022 and +2.2% in 2023. While Europe's medium-term growth prospects are stronger, the pandemic is taking a heavy toll: in mid-November, the region had 17 of the top 20 countries globally in per capita COVID-19 death rates.

China. Mainland China's economy is resuming a long-term deceleration. Real GDP grew to +4.9% year-on-year (y/y) in the third quarter. A further slowdown is expected in the fourth quarter, as the government's deleveraging campaign deflates real estate and construction activity. Other headwinds include a declining working-age population, diminishing productivity growth as regulations increase, and sourcing diversification by multinational companies. The worst of mainland China's power crunch appears to be over, as the government has mobilized state energy companies to increase coal production and imports. Mainland China's real GDP growth is projected to slow from +8.1% in 2021 to +5.5% in both 2022 and 2023.

Asia Pacific. The economies of Pacific Rim nations are rebounding from third-quarter setbacks as factories reopen. With the Delta variant wave of COVID-19 subsiding, manufacturing production in Asia Pacific is rebounding, led by accelerations in Indonesia, Thailand and India. The regional recovery in manufacturing output is helping to gradually ease global supply-chain disruptions. After a -3.8% decline in 2020, real GDP in Asia Pacific, excluding mainland China and Japan, is projected to increase +4.5% in 2021 and +4.7% in 2022.

— Sarah Johnson, IHS Markit

IHS Markit Forecasts for Global GDP Growth & Exchange Rates									
	2017	2018	2019	2020	2021	2022	2023	2024	2025
Real GDP growth (percent change)									
World	3.4	3.2	2.7	-3.4	5.5	4.2	3.4	3.2	3.1
United States	2.3	2.9	2.3	-3.4	5.5	4.3	2.9	2.7	2.6
Eurozone	2.8	1.8	1.6	-6.4	5.1	3.7	2.2	1.5	1.4
Japan	1.7	0.6	0	-4.7	2.2	2.7	1.3	1	0.8
Mainland China	6.9	6.7	6	2.3	8.1	5.5	5.5	5.2	5.2
Exchange rates (year end)									
Dollar/euro	1.2	1.15	1.12	1.23	1.16	1.15	1.16	1.21	1.24
Yen/dollar	112.9	110.8	109.1	103.5	114.3	111.1	107	105.6	104.8
Source: IHS Markit									

Industry Events

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. 2-4, 2022

NEMRA Annual Conference

National Electrical Manufacturers Representatives Association (NEMRA)
Dallas; www.nemra.org

Feb. 21-23, 2022

NAED South Central Conference

Phoenix; www.naed.org

Mar. 7-9, 2022

IDEA E-Biz

Dulles, VA;
www.idea4industry.org

Mar. 30-31, 2022

Electro Expo

Cleveland; Electrical League of Ohio
www.electricalleague.com

April 21-23, 2022

AHTD Spring Meeting

Ponte Vedra, FL; Association of High Technology Distribution
www.ahtd.org

May 17-22 2022

NAED Annual Conference

Scottsdale, AZ; www.naed.org

June. 19-23, 2022

LightFair 2022 Trade Show & Conference

Las Vegas; www.lightfair.com

Solar Distributor Buys Beacon Roofing's Solar Division

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cross-sell solar and roofing equipment to our network enhances our ability to deliver clean energy and home improvement solutions to our customers, and further establishes us as a market leader in U.S. solar distribution.”

“BayWa r.e. is one of the most respected brands in the clean energy business. I am confident that they will take what we've started at Beacon Solar to the next level,” added Julian Francis, Beacon's president

and chief executive officer. “The BayWa r.e. team is uniquely situated to provide the best service for our solar customers and the best opportunities for Beacon Solar employees.”

Part of the company's sales approach is to educate customers about solar installations, and its website, www.solar-distribution-us.baywa-re.com, has an extensive resource of training videos, podcasts, executive roundtables and other solar industry information.

NEMA's EBCI for Current Conditions Enjoys Dramatic Bounce to the Upside in November

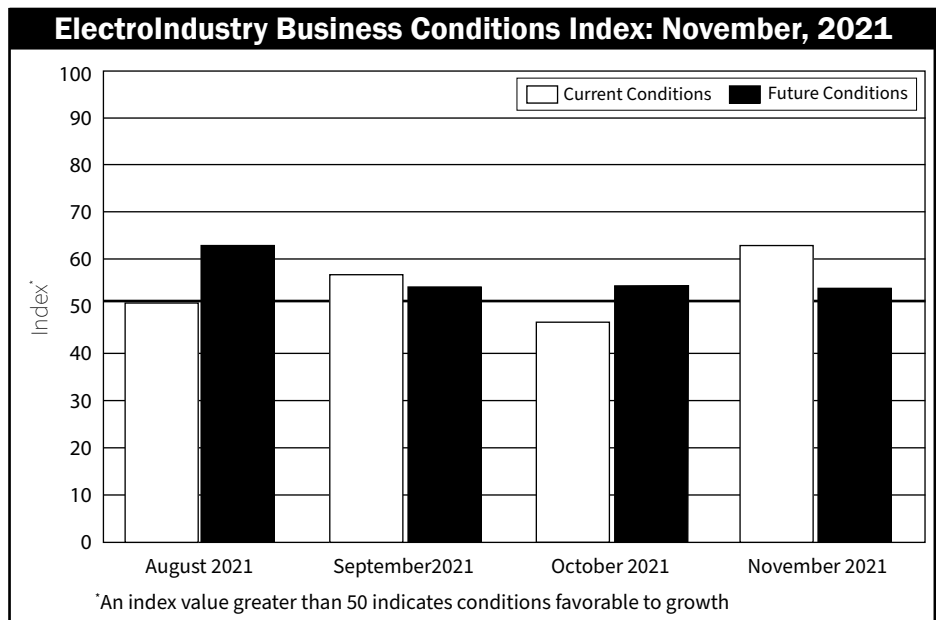
Buoyed by an uptick in the share of NEMA executives who noted better conditions and a drop to zero reports of worse conditions in November, the current component reversed course from last month's reading of 46.2 points with a dramatic increase to 63.3 points, its highest reading since June of this year.

The gauge's movement to well into expansion territory came in spite of commentary perhaps best labeled as cautious. The “broken record,” as framed by one NEMA exec, of supply chain and hiring woes continued as the focus of discussion among respondents. Another exec described the “discombobulated and complicated market environment” presenting a mix of peril and opportunity.

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.

Unlike the current component, which has seen substantial changes over the last few months, the future component barely moved for now the third month in a row, hovering low in expansion territory at 53.3 points, down slightly from 53.8 points in October. A modest majority of respondents indicated that their expectations for conditions in six months were unchanged from what they see now, as slight reductions in the shares of responses expecting either better or worse conditions in the near future failed to move the needle on the overall result. Comments suggested significant uncertainties about the economy's direction outside the six-month time period framed by the survey question.



Construction Spending Through October Maintains Solid Pace with +7.5% YOY Increase

Total construction spending during Oct. 2021 was estimated at a seasonally adjusted annual rate of \$1,598 billion, +0.2% above the revised September estimate of \$1,594.8 billion. According to the U.S. Census Bureau, the October figure is +8.6% above the Oct. 2020 estimate of \$1,471.7 billion. During the first ten months of this year, construction spending amounted to \$1,323.1 billion, +7.5% above the \$1,230.8 billion for the same period in 2020.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of \$1,245 billion, -0.2% below the revised September estimate of \$1,247.9 billion. Residential construction was at a seasonally adjusted annual rate of \$774.7 billion in October, -0.5% below the revised September estimate of \$778.6 bil-

lion. Nonresidential construction was at a seasonally adjusted annual rate of \$470.3 billion in October, +0.2% above the revised September estimate of \$469.4 billion.

Several niches in private manufacturing stood out when measured by year-over-year growth. These included spending on Computer/electronic/electrical construction, up +24.9% YOY to \$12,120 million, and construction of Food/beverage/tobacco facilities, up +55.3% YOY to \$9,516 million.

Public construction. In October, the estimated seasonally adjusted annual rate of public construction spending was \$353 billion, +1.8% above the revised September estimate of \$346.8 billion. Educational construction was at a seasonally adjusted annual rate of \$82.2 billion, +0.2% above the revised September estimate of \$82 billion.

Around the Industry

Green Mountain Electric Supply buys two distributors

Green Mountain Electric Supply, Colchester, VT, added locations in upstate New York and eastern Pennsylvania through the recent acquisitions of Dunn Electric Supply, Binghamton, NY, and Jamestown Electric Supply Inc., Jamestown, NY. The company's new Binghamton location was acquired through the purchase of Dunn Electric Supply, and the Jamestown, Dunkirk, NY and Corry, PA, branches came with the purchase of Jamestown Electric Supply. The Jamestown Electric Supply acquisition gives the company new coverage in Pennsylvania.

Meta (Facebook) is building dozens of new data centers

A recent post at www.datacenterfrontier.com offered some insight into Facebook's plans to expand its already enormous footprint of data centers throughout the United States. According to Tom Furlong, Meta's president of Infrastructure-Data Centers, the company has 48 operational facilities and has 47 more under construction. According to www.datacenterfrontier.com, "The company has 18 data center campuses around the world, which upon completion will span 40 million sq ft of data center space."

Southwire buys utility analytics firm

Supporting the company's growth strategy and strengthening its commitment to remain generationally sustainable, Southwire acquired OBI Partners Inc, Alpharetta, GA, a digital solutions provider focused on electric utilities. OBI offers a portfolio of software-as-a-service (SaaS) tools, including a suite of advanced analytics and modules designed to extract, aggregate and optimize electrical grid data into intelligent information for utility operators and managers.

"The marketplace is demanding intelligent solutions to their electrical distribution needs, and through the acquisition of OBI, Southwire will do just that," said Tom Courtney, vice president of Services, in the press release.

"We are extremely excited to welcome OBI Partners to the Southwire family. OBI's skills, tools and expertise, coupled with Southwire's full suite of wire and cable solutions, will provide the critical operational intelligence and solutions needed to support the growing need for grid reliability

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Value Of New Construction Put In Place — October, 2021

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

	Oct. '21 ₁	Sept. '21 ₂	Mo. % Change	Oct. '20	YTY % Change
Total Construction	1,598.0	1,594.8	0.2	1,471.7	8.6
Total Private Construction:	1,245.0	1,247.9	-0.2	1,120.1	11.1
Residential	774.7	778.6	-0.5	664.1	16.7
New single family	412.1	415.4	-0.8	334.7	23.1
New multifamily	100.1	100.2	-0.1	91.1	9.9
Nonresidential	470.3	469.4	0.2	456.0	3.1
Lodging	17.5	17.7	-1.3	25.8	-32.4
Office	71.8	71.7	0.2	71.3	0.7
Commercial	89.8	89.9	-0.1	79.9	12.5
Health care	39.1	38.8	0.7	37.7	3.8
Educational	16.2	16.1	0.4	17.1	-5.2
Religious	3.0	2.9	2.4	3.3	-9.8
Amusement and recreation	12.8	12.0	6	12.7	0.5
Transportation	14.8	14.7	0.6	15.4	-3.9
Communication	21.8	21.5	1.1	21.9	-0.6
Power	102.8	103.5	-0.6	99.9	2.9
Electric	79.6	80.0	-0.5	77.6	2.7
Manufacturing	78.9	78.7	0.3	69.7	13.2
Total Public Construction:	353.0	346.8	1.8	351.7	0.4
Residential	9.2	8.9	2.9	9.1	0.5
Nonresidential	343.9	337.9	1.8	342.5	0.4
Office	11.8	11.5	2.7	11.3	4.5
Commercial	3.6	3.5	3.6	4.0	-9.3
Health care	11.3	10.8	4.5	10.1	11.4
Educational	82.2	82.0	0.2	84.8	-3.1
Public safety	11.3	10.7	4.7	16.0	-29.8
Amusement and recreation	13.3	13.2	0.9	14.0	-5.1
Transportation	42.4	41.7	1.7	42.5	-0.1
Power	9.8	9.8	0.1	6.6	48.4
Highway and street	102.5	100.1	2.4	99.6	2.9
Sewage and waste disposal	28.0	28.0	0	25.8	8.7
Water supply	18.7	18.7	0.1	18.1	3.5
Conservation and development	8.0	6.8	16.4	8.1	-1.4

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

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and resilience,” added Norman Adkins, executive VP and chief commercial officer of Wire and Cable.

236 MSAs enjoy YOY increases in construction employment

Nearly two out of three U.S. metro areas added construction jobs between Oct. 2020 and Oct. 2021, according to an analysis by the Associated General Contractors of America of government employment data. Association officials noted that the job gains would likely have been larger and more widespread if firms weren't dealing with the twin challenges of supply chain problems and labor shortages.

“While it is heartening that construction is recovering from the lows of 2020 in much of the country, the pandemic is still causing major supply-chain problems and is keeping some workers from seeking employment,” said Ken Simonson, the association's chief economist in the press release. “Those impediments threaten to limit construction employment gains in many metros.”

Construction employment increased in 236 (66%) of 358 metro areas over the last 12 months. Sacramento-Roseville-Arden-Arcade, CA added the most construction jobs (+6,800 jobs, +9%), followed by Boston-Cambridge-Newton, MA (+6,600 jobs, +9%); Orlando-Kissimmee-Sanford, FL (+6,400 jobs, +9%); Seattle-Bellevue-Everett, WA (+5,500 jobs, +5%); and Pittsburgh (+5,200 jobs, +7%). The Worcester, MA metro had the highest percentage increase (+20%, +2,000 jobs), followed by Sioux Falls, SD (+19%, +800 jobs); Beaumont-Port Arthur, TX (+19%, +3,200 jobs); Atlantic City-Hammonton, NJ (+16%, +800 jobs); and Sierra Vista-Douglas, AZ (+15%, +500 jobs).

Construction employment declined from a year earlier in 72 metros and held steady in 50. Nassau County-Suffolk County, NY, lost the most jobs (-6,700 or -8%), followed by New York City (-5,500 jobs, -3%); Orange-Rockland-Westchester counties, NY (-3,600 jobs, -8%); Dallas-Plano-Irving, TX (-2,800 jobs, -2%); and Calvert-Charles-Prince George's counties, Md. (-2,600 jobs, -8%). The largest percentage declines were in Evansville, IN-KY. (-17%, -1,700 jobs); Altoona, PA (-13%, -400 jobs); Watertown-Fort Drum, NY (-11%, -200 jobs); and Gary, IN (-10%,

People

Crescent Electric Supply (East Dubuque, IL): **Scott Teerlinck**, president & CEO, earned the distinction of being a “CEO to Watch” from *Family Business* magazine. Teerlinck is the second non-family member CEO of Crescent, a company founded in 1919 by Titus B. Schmid. He joined the company in May 2020, and immediately began leading through the pandemic and a company transformation.

“Scott has brought a fresh perspective and a sense of urgency, which has been well received by the board and our associates,” said Dave Keltner, Crescent's board chairman, in the press release. “He has developed a really strong senior management team, which, along with his industry experience, strategic mindset and transparency about what needs to be done, has given us great confidence that Crescent can produce top-tier results as the company begins its second century of operation.”

Family business owners, advisers and colleagues nominated chief executives for recognition as *Family Business* “CEOs to Watch.” Honorees were selected by *Family Business* magazine's editorial team based on the nominees' leadership and balancing of family and business interests. *Family Business* selected only 28 CEOs for this honor.

Leviton (Melville, NY): **Daryoush Larizadeh** was appointed CEO, effective Dec. 1. He will continue his responsibilities as president and COO, in addition to assuming the CEO role. In his current capacity, Larizadeh has been president and COO of Leviton for the past six years, overseeing Leviton's continued growth and building on the company's successful history and culture of innovation.

Larizadeh assumes the role of CEO from **Don Hendler** who held the title since 2007 following the passing of Harold Leviton, whose father founded the company in 1906. Larizadeh becomes only the fourth CEO since the company's founding 115 years ago. “Daryoush has been instrumental to Leviton's success as president and COO and played a pivotal role in helping to navigate our employees and customers through a global pandemic,” said Hendler in the press release.

Also effective Dec. 1, Hendler will assume the role of chairman of the board. **Stephen Sokolow**, who last held this position, will become chairman of the board emeritus while remaining an executive VP of the corporation.

The Leviton board remains unchanged with Hendler, Sokolow, Andrew Kriegman and Lucy Guilherme continuing in their current responsibilities. As CEO, Daryoush Larizadeh will continue to report to the Leviton board of directors.

Rep News

KSA Lighting & Controls, one of the nation's largest lighting reps, sold its KSA Iowa division to Rob Beaman, formerly a principal with JTH Lighting, according to a post at Randy Reid's *EdisonReport.com*. The new agency will be called **Central Sales Lighting Alliance**.

Anderson Controls & Safety Solutions will represent Stahlin Enclosures in all of Maryland, Delaware and Washington D.C.; southern New Jersey north-to-and including the counties of Burlington, Ocean and Mercer; plus eastern Pennsylvania, including the counties of Potter, Clinton, Centre, Huntingdon and Fulton.

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