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Dodge Momentum Index Slips in January

The Dodge Momentum Index declined -7% in January to a four-month low of 152.9 (2000=100), from the revised December reading of 163.7 points. The Momentum Index, issued by Dodge Construction Network, is a monthly measure of the initial report for nonresidential building projects in planning, which have been shown to lead construction spending for nonresidential buildings by a full year. In January, commercial planning fell -9% and institutional planning slipped -1%.

The Dodge Momentum Index had a stellar 2021, rising +23% from 2020 and reaching levels not seen in nearly 14 years. The recent string of declines, however, may be blamed on rising costs, logistical problems and shortages of skilled labor. Still, even as it has decreased, the dollar value of projects in planning remains exceptionally strong, especially for education, warehouse and health-care projects.

A total of 13 projects with a value of $100 million or more entered planning in January. The leading institutional projects were a $400-million hospital in Tahlequah, OK, and the $320-million Ascension Seton Medical Tower in Austin, TX. The leading commercial projects were the $300-million first phase of the Willets Point redevelopment in Willets Point, NY, and the $300-million XNRGY headquarters in Chandler, AZ.

Dodge said many of the challenges facing construction in 2022 will be similar to those in 2021, dampening expectations for robust growth. However, the volume of projects in planning provides hope not only for a continuing recovery, but for it to be more evenly dispersed than last year.

Inside

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New Semiconductor & EV Plants Expected to Fuel $130-Billion Construction Surge

The Feb. 9 announcement that Tritium, an Australian EV charging company, plans to build a factory in Lebanon, TN, that will eventually be capable of manufacturing up to 30,000 DC chargers annually is the latest example of an EV or semiconductor manufacturer with plans to build a massive factory in the United States.

According to *Electrical Marketing* research, these companies have announced plans for no less than $130.7 billion in facility construction in the coming years to produce electric vehicles, EV charging stations and semiconductors in the United States (see chart on page 3). When you consider that electrical construction materials typically account for 10% of a construction job, these plants will provide electrical manufacturers, contractors, distributors, reps, design firms and other channel partners with a $13 billion-plus market opportunity.

The ground is yet to be broken on most of these facilities, but Tesla is reportedly nearly finished with its $1-billion Gigafactory in Austin, TX, that will produce its Model Y, Model 3 EVs, and eventually its Cybertruck. Tesla's rivals, Ford and GM, are all-in on electric vehicles and over the past year announced plans for new plants or expansion of existing facilities. Ford will be spending $11 billion on new battery plants in Kentucky and Tennessee, and last month GM announced its intentions to invest $7 billion in a new battery plant in Michigan and retrofit an existing facility in the state to produce electric pickup trucks by 2024.

While the scale of the expected investment in facilities for electric vehicle or battery construction is indeed mammoth, it pales in comparison to what's going on in the semiconductor market, where Intel, Samsung, Taiwan Semiconductor and Texas Instruments plan to spend $105 billion on

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Boston Metro Leads U.S. with $113.9-Billion Boost in 2021 Electrical Sales Potential

The industry's largest metros enjoyed solid sales growth in 2021, with a +8.3% average year-over-year estimated sales growth rate for the nation's 300-plus Metropolitan Statistical Areas (MSAs). On a quarterly basis, the total estimated electrical sales potential for these MSAs increased +3% from Q3 2021 to Q4 2021, based on *Electrical Marketing* and *Electrical Wholesaling* data.

The Boston-Cambridge-Nashua MA-NH MSA added more sales potential over the past year than any other large metro, with a YOY increase of $113.9 billion sales (+6%) to $1.99 billion. Its electrical contractor and industrial segments – which typically account for 75% of all sales through electrical distributors both grew at close to a +6% annual pace. The market has enjoyed a surge in downtown office and mixed-use construction over the past few years. Other market areas with YOY increases in estimated electrical sales potential of at least $70 million were Minneapolis-St. Paul-Bloomington, MN; Sacramento-Roseville-Arden-Arcade, CA; Los Angeles-Long Beach-Anaheim, CA; Seattle-Bellevue-Everett, WA; and Miami-Fort Lauderdale-West Palm Beach, FL.

Any analysis of the nation's largest local markets for electrical products shows that total electrical sales potential is consolidated into comparatively few market areas. Of the roughly $119 billion in estimated 2021 sales through electrical distributors, the 50 largest MSAs have a 59% share, and the 100 largest markets account for an estimated 73% of all sales potential.

Electrical Marketing calculates these estimates with 4Q 2021 employment data from the U.S. Bureau of Labor Statistics and *EW's* 2021 sales-per-employee multipliers of $73,268 per electrical contractor employee and $2,006 per industrial employee.

— Jim Lucy

The 50 Metros with the Most Electrical Sales Potential

Rank	Area	Postal	4Q 2021 Estimated Total Electrical Potential ($ millions)	Q-t-Q % Change	Q-t-Q $ Change (millions)	YOY % $ Change	YOY $ Change (millions)
1	New York-Newark-Jersey City, NY-NJ-PA	NY	5,302.6	-0.1	(6.0)	-2.4	-131.7
2	Los Angeles-Long Beach-Anaheim	CA	4,177.2	1.6	67.3	1.9	77.6
3	Dallas-Fort Worth-Arlington	TX	3,364.1	1.8	58.7	1.1	36.2
4	Chicago-Naperville-Elgin	IL	3,091.4	-1.6	(51.4)	1.9	58.6
5	Houston-The Woodlands-Sugar Land	TX	3,006.6	1.9	56.4	1.4	40.1
6	Washington-Arlington-Alexandria	DC	2,095.1	0.6	12.1	1.0	21.1
7	Seattle-Tacoma-Bellevue	WA	2,005.5	-0.5	(11.1)	3.4	66.8
8	Boston-Cambridge-Nashua	MA	1,996.8	0.4	8.2	6.0	113.9
9	Atlanta-Sandy Springs-Roswell	GA	1,984.5	0.9	17.4	3.0	57.7
10	Phoenix-Mesa-Scottsdale	AZ	1,974.2	0.6	11.0	1.4	26.4
11	Miami-Fort Lauderdale-West Palm Beach	FL	1,939.5	3.4	63.7	4.0	74.7
12	Philadelphia-Camden-Wilmington	PA-NJ-DE-MD	1,892.9	0.7	13.7	3.7	67.8
13	San Francisco-Oakland-Hayward	CA	1,829.8	-0.4	(7.1)	1.6	28.5
14	Seattle-Bellevue-Everett	WA	1,666.8	0.1	2.2	4.8	76.8
15	Washington-Arlington-Alexandria, DC-VA-MD-WV	DC	1,636.7	0.3	5.6	-0.4	-6.5
16	Detroit-Warren-Dearborn	MI	1,562.4	-0.3	(4.7)	2.2	33.9
17	Minneapolis-St. Paul-Bloomington	MN	1,561.2	-3.4	(54.5)	5.4	79.6
18	Riverside-San Bernardino-Ontario	CA	1,534.5	0.4	5.6	1.1	16.3
19	Denver-Aurora-Lakewood	CO	1,484.6	-1.4	(21.8)	0.9	13.7
20	San Diego-Carlsbad	CA	1,333.8	0.9	12.3	2.2	29.3
21	Portland-Vancouver-Hillsboro	OR	1,242.4	0.2	2.5	5.1	60.5
22	Tampa-St. Petersburg-Clearwater	FL	1,207.8	-0.5	(6.7)	3.9	45.7
23	Orlando-Kissimmee-Sanford	FL	1,173.7	3.5	39.5	6.2	68.1
24	St. Louis	MO	1,150.6	-0.1	(1.6)	6.2	67.6
25	Charlotte-Concord-Gastonia	NC	1,093.6	-0.7	(7.5)	1.2	12.9
26	Baltimore-Columbia-Towson	MD	1,084.2	0.0	0.5	-2.6	-28.9
27	San Jose-Sunnyvale-Santa Clara	CA	1,049.7	2.2	22.5	0.8	8.5
28	Sacramento-Roseville-Arden-Arcade	CA	1,027.9	-1.2	(12.1)	8.2	77.7
29	Austin-Round Rock	TX	1,003.8	-0.1	(0.7)	0.6	5.6
30	Indianapolis-Carmel-Anderson	IN	975.1	-1.1	(10.6)	6.2	56.9
31	Pittsburgh	PA	960.7	-3.8	(38.1)	7.0	63.2
32	Kansas City	MO	859.3	-2.1	(18.3)	3.6	30.1
33	Cincinnati	OH	858.4	-1.0	(9.1)	1.9	16.3
34	Las Vegas-Henderson-Paradise	NV	827.0	-3.8	(32.4)	0.1	0.5
35	Nashville-Davidson-Murfreesboro-Franklin	TN	795.3	-0.4	(3.1)	-1.6	-12.9
36	Salt Lake City	UT	792.9	-0.3	(2.1)	5.1	38.2
37	San Antonio-New Braunfels	TX	788.7	-0.7	(5.8)	-0.2	-1.4
38	Cleveland-Elyria	OH	765.1	-0.4	(3.0)	2.6	19.2
39	Columbus	OH	745.4	0.7	5.0	3.8	27.3
40	Milwaukee-Waukesha-West Allis	WI	694.1	1.7	11.5	4.2	27.7
41	Lebanon	PA	693.2	-0.9	(6.3)	4.2	27.8
42	Jacksonville	FL	683.6	2.5	16.4	6.4	41.2
43	Raleigh	NC	610.8	-0.6	(3.5)	5.6	32.4
44	Virginia Beach-Norfolk-Newport News	VA	606.5	-2.9	(17.9)	-2.3	-14.1
45	Grand Rapids-Wyoming	MI	588.6	-2.4	(14.2)	2.8	16.0
46	Baton Rouge	LA	587.9	4.6	26.1	3.6	20.2
47	Richmond	VA	551.8	-2.4	(13.5)	-0.1	-0.6
48	Louisville/Jefferson County	KY-IN	544.8	1.7	9.3	1.4	7.3
49	Silver Spring-Frederick-Rockville MD	MD	458.5	1.4	6.5	6.4	27.7
50	Oklahoma City	OK	454.8	0.1	0.4	2.3	10.3

Notes: QtQ = Quarter-to-Quarter; YOY = Year-Over-year; Estimates for Total Electrical Sales Potential developed with 4Q 2021 employment data from the U.S. Bureau of Labor Statistics and Electrical Wholesaling's 2021 sales-per-employee multipliers: $73,268 per electrical contractor employee and $2,006 per industrial employee. Sales estimates for all 50 states and more than 300 Metropolitan Statistical Areas (MSAs) and related employment data available at www.electricalmarketing.com as part of an annual subscription to Electrical Marketing newsletter.

2022 NEMRA Conference Draws Solid Crowd in Dallas

More than 1,200 reps and manufacturers braved a Dallas ice storm and the lingering effects of omicron to attend the 2022 NEMRA Annual Conference. While the conference did have some cancellations because of the storm, Jim Johnson and his team at the National Electrical Manufacturers Representatives Association (NEMRA) have to be happy with the turnout.

Attendees were treated to a robust conference program with some big changes, including virtual manufacturer group meetings held before the conference and modular meeting suites for both manufacturers and reps. The association also launched a renewed emphasis on training emerging talent in the rep world and a new partnership with the Empowering Women Mentorship Program managed by two well-known industry execs, Kathy Jo Van and Stacey Felzer.

Holding the virtual group meetings was a big success, as companies hosted 49 sessions attended by 7,000 reps and manufacturers. Having a virtual format for these meetings instead of in-person at the conference allowed more employees at reps and manufacturers to attend, including inside salespeople and product managers who might not normally attend the annual conference.

The modular meeting suites offered manufacturers and several reps expanded meeting space and a more private setting than the smaller and less-private booths. With 1,606 guest rooms and 127 suites on 27 floors, the Hilton Anatole is a huge facility, and reps liked having many of their one-on-one meetings with manufacturers in the same room so they didn't have to trek all over the hotel.

Along with seminars by Jonah Berger, a marketing professor at the University of Pennsylvania's Wharton School; Craig Wortmann, founder and executive director of the Kellogg Sales Institute; and Josh Linkner, a tech entrepreneur and best-selling author; Dr. Ben Carson, the Secretary of Housing and Urban Development for four years during the Trump Administration, spoke on how he developed the self confidence to become a neurosurgeon, author and member of the Trump cabinet.

NEMRA also offered attendees the opportunity to learn what it will take to work more closely with electrical contractors. David Long, CEO of the National Electrical Contractors Association (NECA), gave a real-world look at how reps can work with their local distributor partners to keep contractors informed about the electrical products that can help them do their job safer, faster and more profitably.

While the savviest electrical manufactur-

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Chip Fab Plants & EV Factories Could Start Dominating Industrial Construction Market in Near Future

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new chip manufacturing plants. The biggest of them all is $30-billion manufacturing campus Texas Instruments says it will build in Sherman, TX. Intel made headlines last month when it announced that it would be spending $20 billion on greenfield semiconductor plants in Licking County, OH. The company is also spending $20 billion on an existing facility in Chandler, AZ.

The EV and semiconductor industries will be able to tap into several financial and government incentives to fuel some of this growth. The Biden Infrastructure bill passed last year includes $7.5 billion to assist in the construction of a national EV charging network; a surprising number of electric utilities are offering a robust mix of rebates for the installation of commercial and residential EV chargers; and both houses of Congress have passed bills with federal subsidies for domestic semiconductor production.

The House of Representatives passed a bill on Feb. 4 that would provide $52 billion in federal subsidies, and on June 8, 2021 the Senate passed the U.S. Innovation and Competition Act, which includes the same level of funding for that goal. Once the Senate and House hammer out their differences on the legislation, it's expected to have enough bipartisan support to be signed into law.

— Jim Lucy

EV & Semiconductor Plants On the Drawing Boards or Underway

Contract Value ($ Millions)	Project	City	State	Project Type	Status	Source
30000	Texas Instruments fab plants	Sherman	TX	Semiconductor	Plans announced	www.ti.com
20000	Intel Ohio semiconductor plants	Licking County	OH	Semiconductor	Plans announced	www.intel.com
20000	Intel Ocotillo campus semiconductor plant expansion	Chandler	AZ	Semiconductor	Plans announced	www.intel.com
17000	Samsung semiconductor plant	Taylor	TX	Semiconductor	Plans announced	www.npr.org
12000	Taiwan Semiconductor plant	Phoenix	AZ	Semiconductor	Plans announced	www.cnbc.com
11000	Ford electric vehicle & battery plants	Multiple	KY & TN	Electric vehicle or EV battery	Plans announced	www.ford.com
7000	GM EV plants	Multiple	MI	Electric vehicle or EV battery	Plans	www.gm.com
6000	First phase of Taiwan Semiconductor plant	Phoenix	AZ	Semiconductor	Broke ground Oct. 21	www.construction.com
5000	Rivian electric vehicle plant	Morgan and Walton Counties	GA	Electric vehicle or EV battery	Plans announced	www.rivian.com
1300	Toyota EV battery plant	Greensboro	NC	Electric vehicle or EV battery	Plans announced	www.toyota.com
1006	Tesla Gigafgactory	Austin	TX	Electric vehicle or EV battery	Nearing completion	www.kvue.com
470	Nikola Motors' hydrogen-electric truck plant	Eloy	AZ	Electric vehicle or EV battery	Broke ground Jan. 21	www.construction.com
NA	Tritium battery plant	Lebanon	TN	Electric vehicle or EV battery	Plans announced	www.tritiumcharging.com

Industry Events

<u>*Feb. 21-23, 2022*</u>
NAED South Central Conference
Phoenix; National Association of Electrical Distributors (NAED)
www.naed.org

<u>*Mar. 7-9, 2022*</u>
IDEA E-Biz
Dulles, VA;
www.idea4industry.org

<u>*Mar. 15-16, 2022*</u>
LEDucation
Designers Lighting Forum
New York;
www.leducation.org

<u>*Mar. 30-31, 2022*</u>
Electro Expo
Cleveland; Electrical League of Ohio
www.electricalleague.com

<u>*April 21-23, 2022*</u>
AHTD Spring Meeting
Ponte Verdra, FL; Association of High Technology Distribution
www.ahtd.org

<u>*May 17-22 2022*</u>
NAED Annual Conference
Scottsdale, AZ; *www.naed.org*

<u>*June 19-23, 2022*</u>
LightFair 2022 Trade Show & Conference
Las Vegas; *www.lightfair.com*

<u>*Oct. 16-18, 2022*</u>
NECA Show & Conference
Austin, TX; National Electrical Contractors Association
www.necashow.org

<u>*Oct. 16–19, 2022*</u>
NALMCO Convention & Trade Show
Glendale, AZ; National Association of Lighting Maintenance Companies
www.nalmco.org

<u>*Oct. 26-27, 2022*</u>
Electric Expo 2022
King of Prussia, PA, Electrical Association of Philadelphia
www.electricexpo.org

Siemens & Ford Partner on EV Chargers

Siemens eMobility will be working with Ford on the Ford Charge Station Pro, a custom electric vehicle (EV) charger for the Ford F-150 Lightning.

According to the press release, this charger is the first bidirectional-ready EV solution set for release at retail customer scale to receive certification under the newly expanded Underwriters Laboratories (UL) 9741, an industry-wide benchmark that ensures products meet safety standards. The new charge station also features a peak power of 19.2kW, achieving the maximum power rating currently available for a Level 2 charge station.

The Ford Charge Station Pro will enable Ford Intelligent Backup Power, a system that allows the Ford-150 Lightning to become an interactive part of the home and be used as a power generation source, the first electrical powered truck to do so. Siemens has 75,000 chargers already deployed across all 50 states. They include chargers for homes, commercial depots and electric buses.

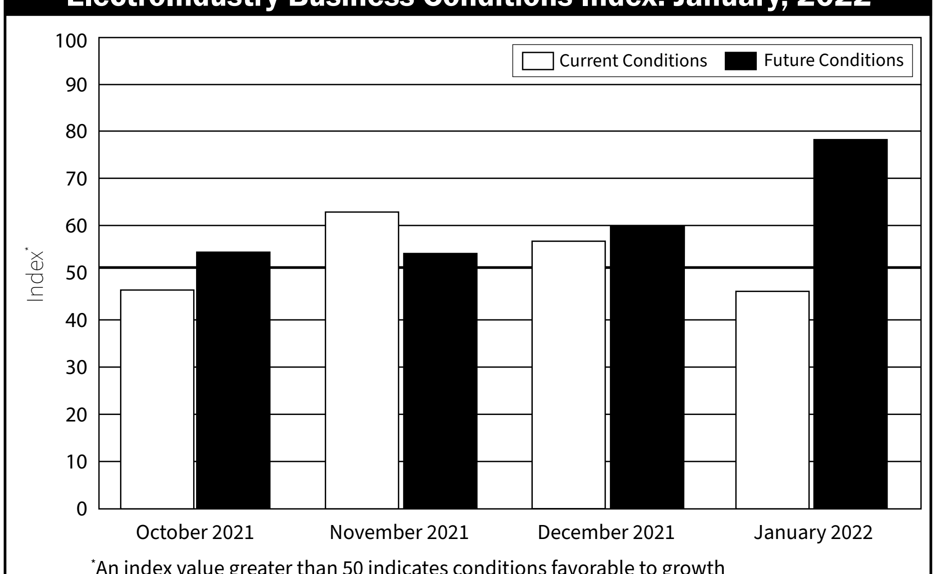
NEMA's EBCI Index for January Stalls, But Reflects Long-Term Optimism in Market

For the second time in four months, the current conditions component dipped below 50, suggesting at least a momentary decline in confidence from the EBCI panel. Although most panel members indicated unchanged conditions, the share of negative responses increased in January, pulling the gauge down to 46.4 points in January from its December reading of 56.7 points. Many concerns shared by respondents involved supply side difficulties such as workforce and supply chain problems exacerbated by the omicron infections, but one exec also mentioned weakening demand, too.

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.

Reaching its most expansive level since June 2021, the future conditions component added nearly 20 points to the December reading, coming in at 78.6 points this month. Hopes for improvements in the Covid situation, supply chain, workforce and the inevitable churning seen in a national election cycle were reflected in a substantial increase in the share of participants expecting "better" conditions in six months. Last month, most execs said "unchanged" conditions were likely two quarters hence, but that share dropped to under one-third in this round of polling. The conditional nature of many comments suggested a soft optimism, and compared to the sluggishness of current conditions responses, changing future conditions were biased to the upside.

ElectroIndustry Business Conditions Index: January, 2022



Value of New Construction Finishes Strong with December Push to $1,639.9 Billion

Total construction spending during Dec. 2021 was estimated at an annual rate of $1,639.9 billion, +0.2% above the revised November estimate of $1,636.5 billion. According to the U.S. Census Bureau, the December figure is +9% the Dec. 2020 estimate of $1,504.2 billion. The value of construction in 2021 was $1,589 billion, +8.2% above the $1,469.2 billion spent in 2020.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of $1,292.9 billion, +0.7% above the revised November estimate of $1,283.8 billion. Residential construction was at a seasonally adjusted annual rate of $810.3 billion in December, +1.1% above the revised November estimate of $801.1 billion. Nonresidential construction was at a seasonally adjusted annual rate of $482.6 billion in December, virtually unchanged from the revised November estimate of $482.7 billion. The value of private construction in 2021 was $1,242.8 billion, +12.2% above the $1,107.9 billion spent in 2020. Residential construction in 2021 was $774.9 billion, +23.2% above the 2020 figure of $628.9 billion and nonresidential construction was $467.9 billion, -2.3% percent below the $479 billion in 2020.

Public construction. In December, the annual rate of public construction spending was $347 billion, -1.6% below the revised November estimate of $352.7 billion. Educational construction was at $81 billion, -1.4% below the revised November estimate of $82.2 billion. The value of public construction in 2021 was $346.2 billion, -4.2% below the $361.2 billion spent in 2020. Educational construction in 2021 was $82.4 billion, -7.6% below the 2020 figure of $89.1 billion.

Value Of New Construction Put In Place — December 2021

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

	Dec '21 [1]	Nov. '21 [2]	Mo. % Change	Dec. '20	YTY % Change
Total Construction	**1,639.9**	**1,636.5**	**0.2**	**1,504.2**	**9.0**
Total Private Construction [1]	**1,292.9**	**1,283.8**	**0.7**	**1,147.0**	**12.7**
Residential	810.3	801.1	1.1	704.8	15.0
New single family	435.0	426.0	2.1	374.1	16.3
New multifamily	101.2	100.8	0.4	92.8	9.1
Nonresidential	482.6	482.7	0	442.2	9.1
Lodging	17.7	17.3	2.1	23.0	-23.3
Office	72.2	71.7	0.7	69.0	4.6
Commercial	91.4	91.3	0.1	77.2	18.4
Health care	38.9	39.1	-0.5	36.5	6.6
Educational	16.9	16.7	0.8	16.6	1.7
Religious	3.1	3.2	-1.2	3.4	-7.5
Amusement and recreation	12.7	12.3	3.3	11.8	7.1
Transportation	15.2	15.2	0	15.5	-1.9
Communication	21.7	21.8	-0.4	21.8	-0.2
Power	104.9	104.7	0.1	100.0	4.9
Power (inc. Gas and Oil)	104.9	104.7	0.1	100.0	4.9
Manufacturing	86.0	87.6	-1.9	65.9	30.4
Total Public Construction [2]	**347.0**	**352.7**	**-1.6**	**357.2**	**-2.9**
Residential	8.8	9.0	-1.2	9.2	-3.4
Nonresidential	338.2	343.8	-1.6	348.0	-2.8
Office	11.7	11.8	-1.3	11.0	6.2
Commerical	3.5	3.6	-4.4	4.0	-13.5
Health care	10.6	11.1	-4.7	9.8	7.9
Educational	81.0	82.2	-1.4	88.6	-8.5
Public saftey	9.9	10.6	-6.6	15.3	-35.4
Amusement and recreation	13.3	13.6	-1.7	13.9	-4.3
Transportation	40.7	42.0	-3	43.5	-6.3
Power	10.2	10.2	-0.7	6.9	47.7
Highway and street	103.5	103.4	0.1	102.5	0.9
Sewage and waste disposal	26.4	27.5	-3.9	26.1	1.4
Water supply	18.5	18.7	-1.2	17.1	8.5
Conservation and development	7.8	7.9	-1.3	7.9	-1.3

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

ABB increases stake in InCharge Energy, EV charging company

ABB acquired a controlling stake in InCharge Energy, a California-based electric vehicle (EV) commercial charging company. The addition of InCharge Energy is intended to strengthen ABB's E-mobility Division in the North American market by broadening its customer base and expanding its fleet electrification software and digital services offering.

According to the press release, InCharge Energy tailors end-to-end EV charging infrastructure solutions from initial consultancy and recommendations on required energy upgrades to the procurement, installation, operation and maintenance of charging systems. Founded in 2018, the company has approximately 50 employees and is active in both the U.S. and Canada.

AGC says price hikes common across entire construction industry

It's not only electrical contractors and their suppliers feeling the pain of rapid price increases for key products. Prices of many other construction materials jumped nearly +20% in 2021 despite moderating in December, according to the Associated General Contractors of America (AGC). "Costs may not rise as steeply in 2022 as they did last year but they are likely to remain volatile, with unpredictable prices and delivery dates for key materials," said Ken Simonson, the association's chief economist, in the press release. "That volatility can be as hard to cope with as steadily rising prices and lead times."

Prices moderated for some construction materials in December but still ended the year with large gains, Simonson said in the press release. The price index for steel mill products rose +0.2% in December, its smallest rise in 15 months, but soared +127.2% over 12 months. The index for diesel fuel declined -5.3% for the month but increased +54.9% for the year. The index for aluminum mill shapes slid -4.9% in December but rose +29.8% over 12 months, while the index for copper and brass mill shapes fell -3.3% in December but rose +23.4% over the year.

Some prices accelerated in December. The index for plastic construction products climbed +1.3% for the month and +34% over 12 months. The index for lumber and plywood rose +12.7% for the month and +17.6% for the year.

NEMRA Conference Report

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ers have spent their entire careers trying to accomplish this mission, Long says it's more important than ever because of the chronic work shortages NECA members are experiencing. With a robust construction climate expected over the next few years, Long expects these shortages to persist. And because electrical contractors are already shorthanded and often have their crews working 12-hour shifts, seven days a week, or six days a week, 10 hours a day, he is worried about the absenteeism, job burnout and the safety issues that inevitably come with long hours.

Long said contractors are trying to alleviate the worker shortage by doubling down on their efforts to recruit new workers into apprenticeship programs and expanding their prefabrication shops to include new electrical systems that will preserve valuable installation time on job sites.

NEMRA's incoming chairperson for 2022 is Corey Collins with Agents West in Irvine, CA. The 2023 NEMRA conference will be back at the Hilton Anatole Hotel, Jan. 31-Feb. 2, 2023.

NEMRA News

EM's editors are scrambling to find out which reps won awards at the recent NEMRA conference. If we missed anyone, send along information to Jim Lucy, editor-in-chief at *jlucy@endeavorb2b.com*. Here are the awards we have learned about so far:

Winner of this year's NEMRA NEMMY Awards were: 2021 Partnership of the Year **-Kris Haslam, Lyle W. Williams** & **Greg Janes, Legrand;** 2021 Rep's Choice–**Atkore;** 2021 Manufacturer's Choice-**JMA Group.**

DeFazio Industries, Richmond, VA, received Atkore's Circle of Excellence Award for sales performance in Virginia. The company also received the Calbond, Calbrite, and Calconduit's Agent of the Year East and Budget Buster Awards for sales performance in Virginia, North Carolina and South Carolina.

Lex Associates, Edison, NJ, won the 2021 Art Weisberg Founder's Award from Service Wire Co.

Tower Associates, Lawrenceville, GA, was recognized by Arlington Industries with a Southern Region Sales Achievement Award.

G&G Industrial Lighting named **KMS Sales Inc.** as Rep of the Year.

People

Panduit (Tinley Park, IL): **Marc Naese** is now chief commercial officer. A 16-year company executive, Naese most recently served as senior VP of the company's Network Infrastructure business unit. In this newly created position, he will report directly to Shannon McDaniel, Panduit president & CEO.

Service Wire Co. (Culloden, WV): Service Wire Co. expands **Kerith Richards'** sales territory and promotes **Emily Wotring** to sales representative.

Richards will serve as regional sales manager based out of Service Wire's corporate headquarters, where she will be responsible for commercial and industrial sales in Maine, Vermont, New Hampshire, Massachusetts, Connecticut, Rhode Island and New York. She will continue to act as regional sales manager for Canada.

Wotring has been promoted to sales representative in the Culloden sales office. She will serve the Maine, Vermont, New Hampshire, Massachusetts, Connecticut and Rhode Island markets. Wotring has been with Service Wire for over a year, working as a customer service representative to process purchase orders and provide customer care.

United Electric Supply (Wilmington, DE): **Eric Wyzykowski** and **Lindsey Cropper** have been promoted to the executive team and board of directors.

Wyzykowski has been named VP-Finance. He has more than 15 years of accounting experience, most recently as United's corporate controller for eight years. He will manage the accounting, credit, purchasing and pricing departments.

Cropper has been named VP-Human Resources. She has been with United for five years, most recently as manager of talent acquisition. She manages benefits, talent acquisition, talent development and employee relations. With a SHRM Certified Professional certification and more than 15 years of experience, she offers a unique perspective to United's leadership team.

Electri-Flex (Roselle, IL): **Tyler Knopp** has been appointed to the role of regional sales manager for the company's Central region. He comes to Electri-Flex with more than six years of sales and management experience for a national electrical distributor.

Knopp will work with the company's reps to sell and market Liquatite products, while maintaining distributor relationships and ensuring customer expectations are exceeded.

nVent Electric plc (London): **Nitin Jain** joined the company as senior VP of strategy and business development. He will report to CEO Beth Wozniak.

Jain has 18 years of global experience in business transformation, corporate development, program management and customer management. He joins nVent from Schneider Electric where he spent the past eight years in progressive leadership roles, most recently serving as the VP of strategy for the digital energy division.

Experience Brands (Gaffney, SC): **Matt Vogel** is now COO for U.S. operations and will focus on servicing of the company's lighting reps and expanding the brand's specification products into North America. The company's portfolio of brands includes Hess, Griven, WILA, Vulkan, Schmitz, LAMP and Pantheon.

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