

Around the Industry

Lester Sales expands into nine states with two acquisitions

Lester Sales Co., Indianapolis, IN, has expanded into western Pennsylvania and West Virginia. April 1 marked the completion of the acquisitions of Cardel-Criste and certain assets of Paolicelli/One Source Associates' Western PA/West Virginia operations.

These two strategic acquisitions will serve Lester's long-term plan for progressive growth into these contiguous NEMRA territories. With these additions, the company now serves key partners in nine Midwestern states.

"This is a great opportunity for us, our new team members and our valued customers," the company said in recent communications to its partners. "During Lester's more than 60 years as a manufacturers' representative, many things have changed, but our greatest strength has always been our people. With these acquisitions, our team has become even stronger."

Elliott Electric Supply buys Kansas City Electrical Supply

Elliott Electric Supply, Nacogdoches, TX, purchased the assets of Kansas City Electrical Supply, Kansas City, MO, a two-location company ranked #141 on *Electrical Wholesaling's* 2021 Top 150 ranking with \$24.6 million in 2020 sales. Elliott Electric Supply is #9 in the *EW* Top 150 with \$1.15 billion in 2020 revenues. The company currently has 170 locations.

Kaylin Crain, president of Kansas City Electrical Supply said in a post on the

Continued on page 3

Biden Administration's 2023 Budget Calls for Big Increases in Clean Energy Spending

It's early days for the Biden-Harris Administration's proposed 2023 fiscal year (FY) budget. But at least one environmental lobbying group was happy with the suggested increases in the Department of Energy (DOE) spending on R&D to develop clean energy alternatives; transition to the U.S. electrical grid to more renewable energy sources; and provide additional federal dollars to help communities, schools and businesses build or retrofit more energy-efficient buildings. In total, the DOE's FY 2023 Budget Request is \$48.2 billion, up 15% from 2021 levels.

The Biden-Harris Administration's 2023 budget proposal for the DOE includes funding for several programs for energy-efficient retrofits that would support demand for LED lighting and controls, drives, motors, building automation systems and other energy-efficient products. It would also help electric utilities build out a more

secure U.S. electrical grid that provides power from additional utility-scale renewable sources, including land-based solar and wind farms and offshore wind projects.

The proposed budget is asking for \$9.2 billion for DOE clean energy research, development and demonstration, an increase of more than +33% from the 2021 enacted level. "These investments strengthen clean energy-enabling transmission and distribution systems, decarbonize transportation, advance carbon management technologies, improve energy efficiency in industry and buildings and secure the availability of high-assay low-enriched uranium," according to the Biden Administration proposal. "Funding would also leverage the tremendous innovation capacity of the national laboratories, universities and entrepreneurs to transform America's power, transportation, buildings and industrial sectors to

Continued on page 6

Electrical Stocks Get Whacked in 1Q 2022 with Many Shares Taking Large YTD Losses

The stocks of many publicly held electrical manufacturers, distributors slumped in Q1 2022, with many companies struggling to keep pace with key stock market indices. The Dow Jones Industrial Average was down -5.21% year-to-date (YTD) through March 31, while the S&P 500 lost -5.5% points YTD. The tech-heavy NASDAQ Composite got whacked with a -10.18% YTD decline through the first three months of 2022.

Over the past two years, most of the 40-plus stocks in the electrical manufacturing, distribution and contracting markets that *Electrical Marketing* tracks hammered these market indices. In 2021, 28 of these stocks beat the indices when comparing full-year performance to 2020. That's not the case so far this year. Only 17 companies outperformed the Dow Jones, S&P and NASDAQ indices. Bolstered by big gains in steel and copper prices, Nucor (+31.5%

YTD) and Freeport-McMoRan (+19.91% YTD) were leading all companies in *Electrical Marketing's* Stock Index (see chart on page 2).

Quanta Services (+17.23%), the national electrical contracting firm that specializes in the utility and renewables markets, and Dialight (+10.30%) were the only other companies with double-digit YTD gains. On the flip side, 23 stocks in the *EM* Stock Index are down, with Energy Focus (-69.16%); Orion Energy Systems (-26.32%); Pentair (-23.64%); and IES Holdings (-23.34%) off the most.

Interestingly, several big box retailers and online merchants suffered from larger 1Q 2022 share price declines than electrical stocks and traditional distributors. Shopify (-50.41%) was hit hardest, followed by Home Depot (-26.75%) and Lowe's (-20.87%).

— Jim Lucy

Inside

- Electrical stock performance..... p. 2
- Winsupply's latest purchase p. 3
- NEMA's EBCI slides in March..... p. 4
- NSI appoints Mid-Atlantic reps... p. 6
- An Endeavor Business Media Inc. publication. Publishers of *Electrical Wholesaling* and *EC&M* magazines.

1Q 2022 Electrical Stock Performance

Company Name	Symbol	Q2 2022 – Adjusted Close	Jan. 3, 2022 – Adjusted Close	% Change YTD	March 31, 2021 – Adjusted Close	% Change YOY
MANUFACTURERS						
ABB Ltd	ABB	32.34	38.47	(15.93)	29.69	8.9
AMETEK	AME	133.18	143.67	(7.30)	126.95	4.9
Atkore Inc.	ATKR	98.44	110.44	(10.87)	71.90	36.9
Acuity Brands	AYI	189.30	213.09	(11.16)	164.54	15.0
Belden Inc.	BDC	55.40	64.90	(14.64)	44.21	25.3
Dialight**	DIA.L	364.00	330.00	10.30	261.00	39.5
Energy Focus	EFOI	1.36	4.41	(69.16)	4.60	-70.4
Emerson Electric Co.	EMR	98.05	91.76	6.85	88.36	11.0
EnerSys	ENS	74.57	81.10	(8.05)	90.01	-17.2
Eaton Corp.	ETN	151.76	168.66	(10.02)	135.59	11.9
Freeport-McMoRan	FCX	49.74	41.48	19.91	32.66	52.3
Federal Signal Corp.	FSS	33.75	43.20	(21.88)	37.96	-11.1
General Electric Co.	GE	91.50	96.24	(4.93)	104.69	-12.6
Generac Holdings	GNRC	297.26	347.91	(14.56)	327.45	-9.2
Hubbell Inc.	HUBB	183.77	205.29	(10.48)	183.00	0.4
Littelfuse	LFUS	249.41	315.95	(21.06)	262.45	-5.0
Signify*	LIGHT.AS	42.43	41.86	1.36	42.78	-0.8
Legrand SA	LR.PA	86.38	103.30	(16.38)	78.03	10.7
LSI Industries	LYTS	6.00	6.89	(12.92)	8.32	-27.9
3M Co.	MMM	148.88	177.74	(16.24)	186.49	-20.2
Mersen SA*	MRN.PA	33.60	37.60	(10.64)	29.11	15.4
Nexans SA*	NEX.PA	85.05	88.30	(3.68)	74.77	13.7
Nucor Corp.	NUE	148.65	113.04	31.50	79.00	88.2
nVent Electric plc	NVT	34.78	37.89	(8.21)	27.31	27.4
Orion Energy Systems	OESX	2.80	3.80	(26.32)	6.96	-59.8
OSRAM Licht AG*	OSR.HM	56.95	56.75	0.35	52.90	7.7
Pentair	PNR	54.21	70.99	(23.64)	61.58	-12.0
Rockwell Automation	ROK	280.03	339.66	(17.56)	261.52	7.1
Siemens AG*	SIE.HA	130.26	154.02	(15.43)	136.22	-4.4
Schneider Electric*	SU.PA	152.16	175.14	(13.12)	127.74	19.1
Zumtobel Group AG*	T9Z.F	7.38	7.62	(3.15)	7.52	-1.9
Encore Wire Corp.	WIRE	114.07	140.99	(19.09)	67.08	70.1
DISTRIBUTORS						
Avnet	AVT	40.59	41.10	(1.24)	40.53	0.15
Fastenal Co.	FAST	59.40	61.98	(4.16)	49.23	20.66
W.W. Grainger	GWW	515.79	510.20	1.10	395.34	30.47
Kaman Corp.	KAMN	43.48	43.59	(0.25)	50.32	(13.59)
MSC Industrial Direct Co.	MSM	85.21	83.95	1.50	87.14	(2.21)
Rexel SA*	RXL.PA	19.43	18.15	7.05	16.45	18.12
WESCO International	WCC	130.14	131.42	(0.97)	86.53	50.40
CONTRACTORS						
EMCOR Group	EME	112.63	127.36	(11.57)	111.68	0.85
IES Holdings	IESC	40.20	52.44	(23.34)	50.41	(20.25)
MDU Resources Group	MDU	26.65	30.67	(13.11)	30.70	(13.19)
MasTec	MTZ	87.10	94.18	(7.52)	93.70	(7.04)
Quanta Services	PWR	131.61	112.27	17.23	87.76	49.97
ONLINE MERCHANTS & BIG BOX STORES						
Amazon	AMZN	3,259.95	3,408.09	(4.35)	3,094.08	5.36
Alibaba Group	BABA	108.80	120.38	(9.62)	226.73	(52.01)
Home Depot	HD	299.33	408.64	(26.75)	299.07	0.09
Lowe's	LOW	202.19	255.51	(20.87)	187.53	7.82
Shopify Inc.	SHOP	675.96	1,363.14	(50.41)	1,106.50	(38.91)
MARKET INDICES						
Dow Jones Industrial Average	^DJI	34,678.35	36,585.06	(5.21)	32,981.55	5.14
S&P 500	^GSPC	4,530.41	4,796.56	(5.55)	3,972.89	14.03
NASDAQ Composite	^IXIC	14,220.52	15,832.80	(10.18)	13,246.87	7.35

Around the Industry

Continued from page 1

company's website that all staff will remain with the company and both branches will stay open. While Elliott Electric Supply is well-known throughout the electrical market for its aggressive branch expansion strategy, the company also makes strategic acquisitions and according to *Electrical Marketing's* records acquired at least four companies over the past few years, including Star Electric Supply, Wichita, KS (2015); AMO Electric Supply, Rogers, AR (2013);

Key Electrical Supply, Houston (2011); and Treadway Electric Co.'s Springdale and Fort Smith, AR locations (2011).

Home sales soften in February

Higher mortgage rates and construction costs pushed new home sales lower in February even as demand remains solid due to a lack of existing home inventory, according to the National Association of Home Builders (NAHB).

Sales of newly built, single-family homes

in February fell -2% to a 772,000 seasonally adjusted annual rate from a downwardly revised reading in January, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. New home sales are down -6.2% compared to Feb. 2021.

"The new home market is more important than ever as a source of inventory given the historically low level of resale homes available for purchase," said Jerry Konter, NAHB chairman and a builder and developer from Savannah, GA, in a NAHB press release. "However, higher construction costs are hindering new home sales as the cost of lumber, OSB, shingles and other materials rise. Policymakers could help by reducing tariffs on materials as an anti-inflation measure."

"New home sales softened in January and February as mortgage rates increased," said NAHB Chief Economist Robert Dietz in the release. "NAHB is forecasting additional gains in interest rates as monetary policy meaningfully tightens in 2022, putting additional pressure on housing affordability. However, because there is such limited inventory of existing single-family homes on the market, additional new construction is required to meet demand even as building costs significantly outpace inflation."

CEDIA says integrators look to lighting for home automation growth

The integrated home market is now worth \$20.1 billion according to the Integrated Home Market Analysis study recently published by CEDIA, the global trade association for the home technology industry and the Anrage Consulting market research firm. The study said approximately 11,000 integrator companies operate in the U.S. with an average annual revenue of \$2.2 million and an average project size of \$26,000. The average company employs 11 people and completes 70 projects per year. Most of these integration companies anticipate adding a technical staff member in the next 12 months.

The lighting market appears to be a major area of interest for these home automation integrators, and according to the CEDIA study, respondents believe the lighting/shading, lighting control and networking product categories are grow-

Continued on page 5

Acuity Posts Solid Quarterly Gains in Net Sales and Gross Profit Margins

On Acuity's April 5 earnings call, the company's management team offered insight into the company's recent financial performance and updates on supply chain issues and pricing. According to a *Motley Fool* transcript, Neal Ashe, Acuity's chairman, president and CEO, said that for the second consecutive quarter, the company had net sales growth of +17%, and gross profit margin of 41.7%, consistent with the first quarter.

"Despite the cost challenges, we were able to convert our sales growth into operating profit and net income by effectively leveraging operating expenses," Ashe said. "The world remains complicated. Although our demand environment is strong, costs continue to be volatile, and we are continuously dealing with the ongoing pressures resulting from the global component shortages."

Karen Holcom, the company's senior VP and CFO, said that because of supply chain issues and cost increases in materials,

in the last 15 months Acuity has "strategically introduced six price increases in addition to driving product and productivity improvements."

Ashe also said that despite these challenges, the company has introduced a steady flow of new products in the lighting market. "By empowering our teams to prioritize access and speed over cost on available components, we have been able to ensure continuity of supply across many of our existing product lines, while also supporting our ongoing product vitality efforts across our product portfolio."

"As I said last quarter, our engineering teams continue their Herculean efforts to redesign products to the available components. At the same time, these teams have also managed to introduce around 220 new, or significantly upgraded, lighting and lighting control products over the last two years. We expect the challenges around access to and costs of components to continue into the foreseeable future."

Winsupply Buys Tennessee Distributor

Winsupply Inc., Dayton, OH, completed the purchase of all three Williams Wholesale Supply, a plumbing and electrical distributor with locations outside of Nashville, Knoxville and Chattanooga, TN.

"Williams Wholesale is a plumbing and electrical wholesale distributor serving the Cookeville, Crossville and McMinnville, Tennessee markets," said Greg Holbrock, Winsupply's VP of M&A due diligence and financial integration, in a press release. "Winsupply is excited to extend our growth trajectory in the western region of Ten-

nessee and welcome William's dedicated team to the Winsupply organization. The Williams family has been serving this area for more than 80 years. Partnering with a company that focuses on customer service is exactly what Winsupply was looking for."

The locations will continue to do business as Williams Wholesale, a Winsupply company. Winsupply has collective sales of \$5.5 billion through 630 wholesaling locations in 45 states. Winsupply's electrical operations were ranked #24 on *Electrical Wholesaling's* 2021 Top 150 listing.

Industry Events

April 12-14 2022

NAED Adventure Conference
Baltimore, MD; www.naed.org

April 21-23, 2022

AHTD Spring Meeting
Ponte Verdra, 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

June 25-27, 2022

EASA Convention
St. Louis, MO; www.easa.org

September 13-15 2022

NAED LEAD Conference
Milwaukee, WI; www.naed.org

September 21-22, 2022

LightSpec West
Los Angeles; www.lightspecwest.com

October 4-5, 2022

LightSpec Midwest
Chicago; www.lightspecmidwest.com

Oct. 16-18, 2022

NECA Show & Conference
Austin, TX; National Electrical Contractors Association
www.necashow.org

Oct. 16-19, 2022

NALMCO Convention & Trade Show
Glendale, AZ; National Association of Lighting Maintenance Companies
www.nalmco.org

Oct. 26-27, 2022

Electric Expo 2022
King of Prussia, PA, Electrical Association of Philadelphia
www.electricexpo.org

November 14-16 2022

NAED Eastern Conference
Tampa, FL; www.naed.org

Construction Employment Increases in March

Construction employment climbed by 19,000 jobs in March, according to an analysis by the Associated General Contractors of America of data from the U.S. Bureau of Labor Statistics.

Industry employment totaled 7,628,000 in March, topping the pre-pandemic peak set in Feb. 2020 for the first time. Residential building and specialty trade contractors added 7,600 employees in March, and the sector's employment exceeded the Feb. 2020 level by 161,000 or +5.4%.

Despite the recent employment increases,

construction job openings at the end of February totaled 364,000, the largest February total, by far, in the 22-year history of that series, according to Ken Simonson, AGC's chief economist. He said openings exceeded the 342,000 workers hired in February, implying that contractors wanted to hire more than twice as many workers as they were able to.

When you consider that electrical contractor employment typically accounts for 13% of total construction employment, national job openings at electrical contractors could easily top 44,000.

NEMA's EBCI Indexes Slide in March Over Economic Concerns and War in Ukraine

As electrical manufacturers contended with ongoing supply chain difficulties and rapidly rising inflation, Russia launched the most significant armed conflict on the European continent since WWII. Although mounting challenges facing the industry no doubt contributed to a softening of the current conditions component, which slid from 66.7 points in February to 50 points this month, continued strong demand arguably prevented the reading from sliding into contraction territory.

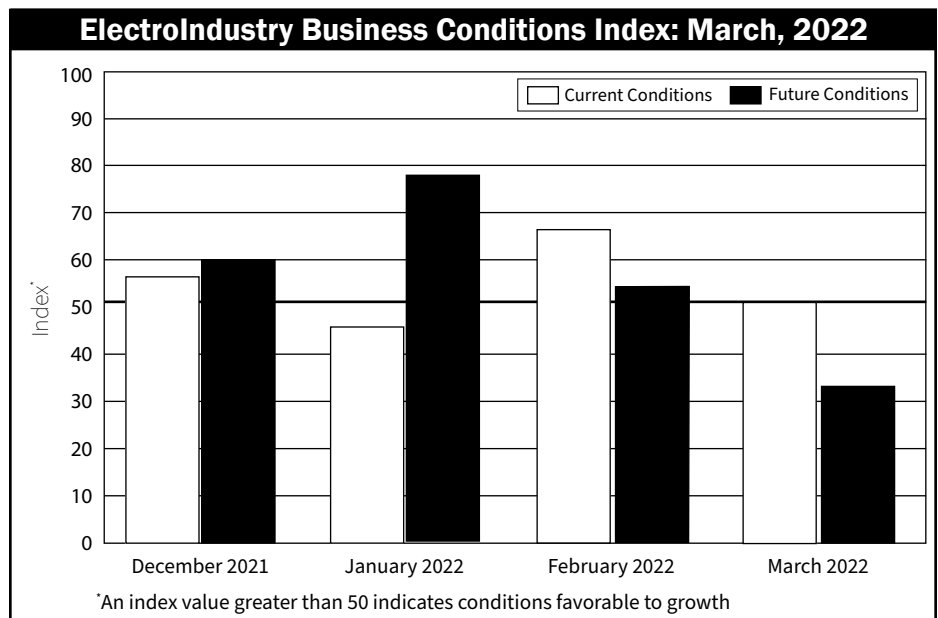
One respondent summed up the situation by noting "concern over Ukraine, but current order rates are strong with the same challenges from a supply chain/inflation standpoint."

The ElectroIndustry Business Conditions Index (EBCI) is a monthly survey of senior executives at electrical manufacturers published by the National Electrical Manu-

facturers Association (NEMA), Rosslyn, VA. Any score over the 50-point level indicates a greater number of panelists see conditions improving than see them deteriorating.

For the first time since early in the pandemic, the future conditions component dropped out of expansion territory with half of the respondents expecting "worse" conditions in six months. The EBCI for Future Conditions pulled back from February's 54.2 points, registering 32.1 points this month, the lowest reading since the summer of 2019.

Comments were mixed regarding the expected environment related to supply chain, inflation, and Russia/Ukraine but on net exposed an uncomfortable level of uncertainty ahead. Added to that mix of market stressors, one panel member suggested the likelihood that current demand is artificially inflated and will soften as market impediments unwind.



February's Value of New Construction Data Posts Impressive Year-Over-Year Increases

Construction spending during Feb. 2022 was estimated at a seasonally adjusted annual rate of \$1,704.4 billion, +0.5% above the revised January estimate of \$1,695.5 billion. The February figure is +11.2% above the Feb. 2021 estimate of \$1,533.3 billion. During the first two months of this year, construction spending amounted to \$237.8 billion, +10.4% above the \$215.4 billion for the same period in 2021.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of \$1,353.7 billion, +0.8% above the revised January estimate of \$1,343.4 billion. Residential construction was at a seasonally adjusted annual rate of \$850.6 billion in February, +1.1% above the revised January estimate of \$841.2 billion. Nonresidential construc-

tion was at a seasonally adjusted annual rate of \$503 billion in February, +0.2% above the revised January estimate of \$502.2 billion. The private Manufacturing category had an impressive +35% increase to \$96.1 billion in February with the Computer/Electronic/Electrical category up +228.9% to \$26.3 billion.

Public construction. In February, the estimated seasonally adjusted annual rate of public construction spending was \$350.7 billion, -0.4% below the revised January estimate of \$352.2 billion. Educational construction was at a seasonally adjusted annual rate of \$80.6 billion, -1.3% percent below the revised January estimate of \$81.7 billion. Highway construction was at a seasonally adjusted annual rate of \$104.4 billion, -1.3% below the revised January estimate of \$105.8 billion.

Around the Industry

Continued from page 3
ing the fastest.

City Electric and Cree Lighting endorse NEMRA POS standards

City Electric Supply, Dallas, has endorsed NEMRA's POS/POT Minimum Reporting Standards. With more than 550 locations in 30 states, City Electric, one of the fastest-growing distributors in North America, provides POS information to many of its manufacturers.

According to Andrew Dawes, co-COO of City Electric, "Independent manufacturer representatives are important to us and we want them to be appropriately compensated for supporting our local branches. City Electric was built on the power of local businesses. When we started sharing POT information with manufacturers that we stock in our centralized warehouses, we utilized the NEMRA format from the beginning. We're happy to formally endorse the standards and encourage all of our manufacturers to endorse and accept this format."

Cree Lighting/Ideal Industries, also endorsed the NEMRA POS/POT Standards. Said Rob Zimmerman, Cree Lighting's vice president of Commercial & Industrial Sales, "It's extremely important to us that our local manufacturers' rep is appropriately compensated for supporting their local distributor. This is a relationship business. We value these relationships and are committed to ensuring our reps are appropriately compensated for developing business and their local support."

Nucor buys steel racking manufacturer

Nucor Corp. acquired steel racking manufacturer Elite Storage Solutions for \$75 million. This acquisition expands Nucor's steel racking capabilities and builds on the company's acquisition of Hannibal Industries last year. Elite Storage Solutions employs 180 full-time teammates at locations in Monroe, GA, and Chandler, AZ. End-use markets for steel racking, including e-commerce warehouses, data centers and food and beverage storage. The acquisition gives Nucor access to new customers and will provide logistical advantages in serving existing customers. Nucor's existing steel racking business, Hannibal Industries, has facilities in southern California and Texas.

Value Of New Construction Put In Place — February 2022

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

	Feb. '21 ₁	Jan. '21 ₂	Mo. % Change	Feb. '20	YTY % Change
Total Construction	1,704.4	1,695.5	0.5	1,533.3	11.2
Total Private Construction:	1,353.7	1,343.4	0.8	1,187.6	14
Residential	850.6	841.2	1.1	729.3	16.6
New single family	465.4	453.9	2.5	387.8	20
New multi family	101.5	101.5	0.1	94.2	7.8
Nonresidential	503.0	502.2	0.2	458.4	9.7
Lodging	16.5	16.4	0.8	22.1	-25.2
Office	72.7	72.8	-0.1	68.2	6.6
Commercial	95.7	97.0	-1.3	80.6	18.8
Health care	40.0	40.3	-0.6	36.6	9.3
Educational	18.3	18.3	0.2	15.7	16.3
Religious	2.9	2.9	-0.7	3.1	-7.7
Amusement and recreation	12.7	12.7	0	11.4	11.5
Transportation	15.7	15.4	2.3	15.8	-0.3
Communication	21.7	21.7	0	21.9	-0.7
Power	108.5	107.0	1.4	110.3	-1.7
Electric	83.8	82.5	1.6	85.6	-2.1
Manufacturing	96.1	95.6	0.6	71.2	35
Total Public Construction:	350.7	352.2	-0.4	345.6	1.5
Residential	9.3	9.1	1.2	9.0	2.7
Nonresidential	341.5	343.0	-0.5	336.6	1.4
Office	12.0	12.1	-0.5	11.2	7.8
Commercial	3.4	3.4	1.7	3.5	-1.5
Health care	11.2	11.3	-0.4	9.7	16.2
Educational	80.6	81.7	-1.3	87.6	-7.9
Public safety	10.2	10.0	1.8	15.4	-34.3
Amusement and recreation	13.4	13.6	-1.3	13.4	0
Transportation	40.6	41.2	-1.3	40.5	0.4
Power	9.3	9.3	0.1	7.8	18.5
Highway and street	104.4	105.8	-1.3	96.4	8.3
Sewage and waste disposal	28.3	27.7	2.2	25.5	11.1
Water supply	18.8	17.9	4.8	17.0	10.5
Conservation and development	8.2	8.3	-1.3	7.5	10.1

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>.

People

Eaton (Cleveland): **Heath Monesmith** has been named president and COO of the Electrical Sector, effective July 5. In this role, he will also have corporate responsibility for the EMEA region and will report to Eaton's chairman and CEO **Craig Arnold**.

Monesmith most recently served as president and COO of the Industrial Sector. Prior to this role, he was executive VP and general counsel for Eaton, served as executive vice president of Human Resources; at Cooper Industries; and was a partner at the K&L Gates law firm in Pennsylvania.

2023 Federal Budget: The Electrical Impact

Continued from page 1

achieve a net-zero emissions economy by 2050.”

The American Clean Power Association (ACP) said in a press statement that it applauds the Biden administration's budget request for an additional \$9 billion in funding for clean power projects and the energy grid — a 33% increase over the 2022 fiscal year — in order to accelerate the transition toward a clean energy future.

ACP's CEO Heather Zichal said in that release, “We are pleased that the Biden Administration's proposed budget invests in America's domestic energy security while — at the same time — focusing on reaching our country's emissions goals. Increased investment in clean energy, as indicated in the proposed budget, will create hundreds of thousands of American jobs over the next decade and will bring more reliable and resilient clean energy to millions of Americans. This budget is also a step in the right direction toward building out our U.S. clean energy manufacturing capacity, another plus for the economy and the environment.”

ACP said much of this budget would be allocated toward expanding federally funded research and ensuring security of the domestic energy supply by strengthening supply chains.

U.S. Secretary of Energy Jennifer M. Granholm said in a DOE release that as the United States transition to clean energy, “The investments reflected in this latest budget will cut costs for Americans and secure our energy independence on our path towards a net-zero future.”

He holds a bachelor's degree in business administration from Ohio University, a law degree from The Ohio State University College of Law and an MBA from Texas A&M University.

Monesmith succeeds **Uday Yadav** who is leaving Eaton to pursue new opportunities. In a related move, **Paulo Ruiz** will succeed Monesmith as president and chief operating officer of the Industrial Sector. In this role, Ruiz will also have corporate responsibility for the Asia-Pacific and Latin American regions and will report to Arnold. Ruiz joined Eaton in 2019 as the president of the Hydraulics Group and most recently served as president of the Energy Solutions and Services Americas Group. Prior to joining Eaton, Ruiz served for more than 18 years in a variety of leadership roles with Siemens.

Morris Products, Inc. (Queensbury, NY): Industry veteran **Tom Lyga** joined the company as marketing manager and will lead the product marketing and promotional activities of the company. In his new role, he will be responsible for the product direction, brand strategy and promotional activities of the company. Working closely with the leadership team at Morris, Lyga will be executing Morris' mission of helping customers simplify their work, by being a single source for electrical and lighting. This includes enabling customers to take advantage of Morris' streamlined order processing, easy-to-meet shipping and product minimums and access to a wider selection of lighting, electrical supplies and accessories.

Lyga reports directly to **Tom Wooldridge**, general manager, Morris Products and Packard, both subsidiaries of Diversitech a manufacturer and supplier to the HVAC/R industry. He brings more than 35 years of marketing and sales experience to the position. Prior to joining Morris, Lyga held sales and management positions at Horizon Solutions and Green Mountain Electric Supply. He began his career in the electrical industry in sales positions at WESCO and Panduit before joining Pass & Seymour/Legrand and later Crescent Electric Supply Co., where he honed his marketing skills in the electrical industry.

Lyga holds a Bachelor of Science in industrial distribution from Clarkson University, and a MBA from Syracuse University.

MasTec (Coral Gables, FL): **Ava Parker** joined this large electrical contractor's

board of directors. She is currently president of Palm Beach State College, Parker also sits on the board of directors of Orchid Island Capital Inc., a publicly traded specialty finance company, and Professional Holding Corp., the holding company for a community bank specializing in construction, residential and commercial real estate financing and loans. Parker earned her BA and JD degrees from the University of Florida.

Rep News

NSI Industries appointed three new manufacturer representatives in its Mid-Atlantic Region: **Gumersell Cashdan** based in Farmingdale, NY; **Kunz Powell Associates** in Pottstown, PA; and **Phoenix Sales** in Halethrope, MD. These companies will represent NSI Industries, including brands' Polaris Connectors, Bridgeport Fittings, Tork, Platinum Tools, Warrior Wrap, Terminator and PowerGRP effective April 1.

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