

## Around the Industry

### Crawford Electric Supply makes Gulf Coast acquisition

Sonepar's Crawford Electric Supply subsidiary plans to acquire Basin-River Electrical Supply. This acquisition allows Crawford/Sonepar to grow its business in petrochemical, utility and marine contractor segments of the Plaquemine, LA, market and to expand its existing presence there.

A family-owned business since 1981, Basin-River's branch location will be integrated into Sonepar's Crawford Electric brand at closing. Rob Taylor, president of Sonepar North America, said in the press release that Crawford operates four locations focusing on commercial and industrial segments in Louisiana.

### Rockwell buys manufacturer of modular electrical panels

Rockwell Automation, Milwaukee, signed a definitive agreement to acquire CUBIC, a company that specializes in modular systems for the construction of electrical panels. CUBIC, founded in 1973, serves the renewable energy, data center and infrastructure markets and is headquartered in Brønderslev, Denmark.

CUBIC's modular systems combined with Rockwell's intelligent devices are intended to benefit customers by offering faster time to market, enabling broader plant-wide applications for intelligent motor control, and generating smart data to increase sustainability and productivity. CUBIC's established partner model will allow Rockwell to build an expanded Partner Network for intelligent motor

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## Harris County, TX, & Maricopa County, AZ, Take Lead in County-Level Sales Potential

When sales potential for any market area spikes, a key factor is usually major employment growth with its electrical contractors and industrials, because these two customer groups typically account for 70% or more of a market's electrical business. When these businesses are hiring, it adds millions in sales potential. According to *EM's* data, every 100 additional electrical contracting employees represents \$7.3 million more in market potential, while in the industrial market an additional 100 employees can equal \$200,600 in new market potential.

Some of the faster-growing counties in *EM's* Top 50 chart on page 2 added employees on a much grander scale. Electrical contractors in Harris County, TX, added more employees than any other county in the nation from 1Q 2021 to 1Q 2022, according to county employee data published by the U.S. Bureau of Labor Statistics. The additional 1,608 employees they added to payrolls

represent an additional \$117.8 million in market potential when you figure that each new employee is worth \$73,268 in market potential according to *Electrical Wholesaling's* 2022 sales-per-employee multipliers.

San Patricio County in the Corpus Christi, TX, Metropolitan Statistical Area (MSA) is the only other county that added 1,000 electrical contracting employees according to the BLS data, with an increase of 1,143 employees. *EM's* editors couldn't find any immediate reasons for the large increase in contractor employment for the county, although the MSA has logged 1,340 single-family building permits through Aug. 2022 and down the road the market will have a large industrial project breaking ground in Green Hydrogen International's plans to create the world's largest green hydrogen production and storage hub in South Texas.

— Jim Lucy

## Sonepar Purchases PEPCO, One of Ohio's Largest Independent Distributors

Sonepar North America, Charleston, SC, plans to acquire Professional Electric Products Co. (PEPCO), With a strong presence in the state of Ohio, this acquisition offers Sonepar the opportunity to expand in what it estimates to be the sixth largest electrical distribution market in the US.

A family-owned business headquartered in Eastlake, Ohio, since 1968, PEPCO will add 10 branch locations and 190 associates in Ohio and Pennsylvania to the Sonepar network in the United States. PEPCO expects to record sales revenues of over \$300 million for 2022.

"PEPCO's strong utility and contractor business and geographic footprint in Ohio and Pennsylvania makes this an exciting acquisition for us as we look to expand into new territories," said Rob Taylor, president of Sonepar North America, in the press release. "PEPCO's recent growth is impressive, and we look forward to providing

PEPCO associates and customers with further opportunities."

Joe Borkey, current owner of PEPCO, said in the press release, "We are very proud of what our collective PEPCO team has created. Our dramatic growth and ultimate success story have navigated us to an exciting opportunity with Sonepar. My brother, Jeff, and I feel Sonepar is the right partner to ensure the future success of PEPCO and we look forward to the next chapter for our customers and associates as we join the Sonepar network."

The acquisition is scheduled to close in September. PEPCO is ranked #48 in *Electrical Wholesaling's* 2022 Top 150 ranking. Sonepar is ranked #2 on the list with more than \$11 billion in North American sales and 500 locations across the continent.

Jack Borkey, PEPCO's co-founder and an industry legend in the Cleveland market area, passed away on Sept. 11.

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## 50 COUNTIES WITH THE MOST ESTIMATED ELECTRICAL SALES POTENTIAL

County	Postal	Metropolitan Statistical Area	1Q2022 Total Estimated Electrical Sales Potential (\$ Millions)	YOY % Change Total Electrical \$ Potential YOY	Electrical Contractor \$ Potential Estimate (\$ millions)	Industrial \$ Potential Estimate (\$ millions)
Maricopa County	AZ	Phoenix-Mesa-Glendale, AZ	2,312.8	4.5	1,505.7	273.3
Los Angeles County	CA	Los Angeles-Long Beach-Santa Ana, CA	2,684.4	3.0	1,427.9	637.0
Harris County	TX	Houston-Sugar Land-Baytown, TX	2,002.4	9.2	1,209.3	331.0
Orange County	CA	Los Angeles-Long Beach-Santa Ana, CA	1,752.2	6.2	1,041.7	306.1
Dallas County	TX	Dallas-Fort Worth-Arlington, TX	1,596.9	33.7	988.2	240.2
San Diego County	CA	San Diego-Carlsbad-San Marcos, CA	1,391.6	7.8	838.2	232.2
Queens County	NY-NJ-PA	New York-Northern New Jersey-Long Island, NY-NJ-PA	933.0	-8.6	686.8	30.9
Cook County	IL-IN-WI	Chicago-Joliet-Naperville, IL-IN-WI	1,417.9	53.4	743.5	347.2
King County	WA	Seattle-Tacoma-Bellevue, WA	1,095.0	28.8	663.2	179.1
Clark County	NV	Las Vegas-Paradise, NV	905.3	3.6	641.4	55.0
Santa Clara County	CA	San Jose-Sunnyvale-Santa Clara, CA	1,270.4	3.7	634.4	342.9
Riverside County	CA	Riverside-San Bernardino-Ontario, CA	834.8	0.1	553.0	89.1
Alameda County	CA	San Francisco-Oakland-Fremont, CA	927.5	-0.6	519.6	193.9
Middlesex County	MA-NH	Boston-Cambridge-Quincy, MA-NH	858.2	-1.1	520.0	140.1
Salt Lake County	UT	Salt Lake City, UT	883.7	8.9	560.0	119.7
Tarrant County	TX	Dallas-Fort Worth-Arlington, TX	865.2	-0.9	493.5	172.1
Utah County	UT	Provo-Orem, UT	714.5	4.7	504.6	45.0
Loudoun County	DC-VA-MD-WV	Washington-Arlington-Alexandria, DC-VA-MD-WV	593.4	-5.0	440.9	15.6
Miami-Dade County	FL	Miami-Fort Lauderdale-Pompano Beach, FL	672.0	-4.6	435.8	81.0
Broward County	FL	Miami-Fort Lauderdale-Pompano Beach, FL	640.1	-4.0	434.2	58.1
Suffolk County	NY-NJ-PA	New York-Northern New Jersey-Long Island, NY-NJ-PA	730.5	1.2	458.7	103.2
New York County	NY-NJ-PA	New York-Northern New Jersey-Long Island, NY-NJ-PA	642.9	3.1	461.8	32.7
Bexar County	TX	San Antonio-New Braunfels, TX	759.2	32.1	505.7	78.2
Travis County	TX	Austin-Round Rock-San Marcos, TX	738.5	9.6	476.7	91.3
Sacramento County	CA	Sacramento-Arden-Arcade-Roseville, CA	634.3	3.5	440.9	47.0
San Bernardino County	CA	Riverside-San Bernardino-Ontario, CA	769.3	12.5	483.4	108.3
Hillsborough County	FL	Tampa-St. Petersburg-Clearwater, FL	641.9	4.1	434.2	59.6
Duval County	FL	Jacksonville, FL	607.6	8.7	416.0	51.4
Franklin County	OH	Columbus, OH	612.9	28.6	396.1	75.4
Oakland County	MI	Detroit-Warren-Livonia, MI	654.6	1.4	368.1	135.5
Hennepin County	MN-WI	Minneapolis-St. Paul-Bloomington, MN-WI	667.0	4.1	362.9	150.2
Multnomah County	OR-WA	Portland-Vancouver-Hillsboro, OR-WA	470.1	-9.3	300.2	61.4
Kings County	NY-NJ-PA	New York-Northern New Jersey-Long Island, NY-NJ-PA	501.6	3.8	350.6	35.3
East Baton Rouge Parish	LA	Baton Rouge, LA	470.6	1.1	340.5	21.5
Palm Beach County	FL	Miami-Fort Lauderdale-Pompano Beach, FL	518.0	6.6	358.0	40.5
Cobb County	GA	Atlanta-Sandy Springs-Marietta, GA	509.1	6.5	353.8	37.8
Wake County	NC	Raleigh-Cary, NC	525.3	8.3	358.9	45.2
Orange County	FL	Orlando-Kissimmee-Sanford, FL	554.9	8.0	354.2	72.7
Davidson County	TN	Nashville-Davidson-Murfreesboro-Franklin, TN	490.5	3.7	335.5	41.8
Nassau County	NY-NJ-PA	New York-Northern New Jersey-Long Island, NY-NJ-PA	474.2	5.6	331.5	33.2
Jefferson County	CO	Denver-Aurora-Broomfield, CO	472.3	15.9	322.8	40.5
Mecklenburg County	NC-SC	Charlotte-Gastonia-Rock Hill, NC-SC	523.7	5.1	329.9	73.0
Prince George's County	DC-VA-MD-WV	Washington-Arlington-Alexandria, DC-VA-MD-WV	415.7	-1.7	306.8	12.9
Marion County	IN	Indianapolis-Carmel, IN	514.8	-2.6	289.5	106.5
Gwinnett County	GA	Atlanta-Sandy Springs-Marietta, GA	480.7	4.3	314.3	55.5
DuPage County	IL-IN-WI	Chicago-Joliet-Naperville, IL-IN-WI	542.3	4.4	304.5	112.7
St. Louis County	MO-IL	St. Louis, MO-IL	536.7	7.9	319.3	93.6
Arapahoe County	CO	Denver-Aurora-Broomfield, CO	367.4	-5.9	264.1	18.5
Norfolk County	MA-NH	Boston-Cambridge-Quincy, MA-NH	433.5	6.8	294.7	38.8
Honolulu County	HI	Honolulu, HI	384.0	2.9	277.4	18.0

Sources: Sales estimates developed with sales-per-employee multipliers from Electrical Wholesaling's 2022 Market Planning Guide (\$73,268 for each electrical contractor employee and \$2,006 for each industrial employee in a market) and the magazine's estimate for the total percent of business from other customer groups. These estimates are twice-a-year and are available for more than 1,000 U.S. counties as part of a \$99 annual subscription for *Electrical Marketing* newsletter ([www.electricalmarketing.com](http://www.electricalmarketing.com)). Employment data published by U.S. Bureau of Labor Statistics through 1Q 2022.

## August Home Sales Increase But Year-to-Date Data Points to Double-Digit Decrease

A brief decline in mortgage rates helped boost new home sales in August, but sales are expected to move on a downward trend as rates have since moved higher and builder sentiment continues to fall due to declining housing affordability and ongoing supply chain bottlenecks. According to an analysis of federal home sales data by the National Association of Home Builders (NAHB), sales of newly built, single-family homes in August increased +28.8% to a 685,000 seasonally adjusted annual rate from an upwardly revised reading in July. NAHB said new home sales are down -14% on a year-to-date basis despite the August upturn.

“The sales gain in August reflects that there is clearly sidelined demand for housing, but it is being constrained by rising interest rates that are pricing many potential consumers out of the market, particularly entry-level buyers,” said NAHB Chief Economist Robert Dietz. “After a brief lull when mortgage rates fell below 5.3% for much of August, they have since jumped much higher in September and are now approaching 7%. The Fed should take careful note of the weakening of the housing market given the policy lag involved with monetary policy. Housing is a leading indicator of economic conditions.”

## Contractor Job Openings Starting to Dry Up

The number of job openings in the construction market is starting to slow down, part of an overall trend across many key U.S. business sectors. When you look at the August construction data from the U.S. Bureau of Labor Statistics’ Job Openings and Labor Turnover Survey (JOLTS) on a three-month rolling average, openings decreased fractionally from 385,000 in July 2022 to 384,333 in August. While BLS doesn’t capture monthly electrical contractor job openings, they typically account for 13% of all construction employment, there are 49,963 (three-month average) job openings in the electrical construction business.

Another quick indicator to watch is the number of jobs that the nation’s largest electrical contractors post on LinkedIn. *EM’s* editors found 1,892 job openings

posted by nine of the larger electrical contractors in *EC&M* magazine’s Top 50 ranking (and EMCOR, which was not in the ranking) — Quanta Services, MYR Group, Rosendin Electric, Cupertino Electric, Faith Technologies, Archkey Solutions, Power Design and Helix Electric.

Economists are scrutinizing the monthly job openings report from BLS more than ever because of the impact the white-hot employment numbers have on inflation. The Federal Reserve Bank reportedly will base its future decisions regarding rate hikes in part on hiring activity. Once hiring is consistently trending lower, economists believe the Fed will slow or stop rate hikes. BLS said in a press release that the total number of U.S. job openings decreased to 10.1 million on the last business day of August.

## Around the Industry

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control offerings in Asia, Europe and Latin America. CUBIC will broaden Rockwell’s market access in renewable energy and data center solutions. The company will report to Rockwell’s Power Control Business in the Intelligent Devices operating segment. CUBIC is expected to report more than \$75 million in sales in its 2022 fiscal year 2022.

### Generac Power Systems acquires industrial IoT software provider

Generac, Waukesha, WI, acquired Blue Pillar, an industrial internet of things (IoT) platform developer that designs, deploys and manages Industrial IoT network software solutions to enable distributed energy generation monitoring and control in a more seamless and easy-to-use format. According to the press release, Generac and Blue Pillar share a mutual customer base, with compatible product offerings that work together to provide a total connectivity solution to commercial and industrial customers. Generac plans to further integrate the Blue Pillar platform into its power generation products and, in connection with Generac Grid Services’ projects, provide valuable monitoring and control as a built-in feature.

Erik Wilde, executive vice president of Industrial – Americas at Generac, said in the press release, “The Blue Pillar platform is a powerful value-add to Generac’s energy ecosystem, providing a comprehensive solution that can be tailored to meet each project’s unique specifications. As a result of the acquisition, we will be able to provide customers and utility partners with an even broader suite of services, including holistic site monitoring.

### Acuity enjoys +11.8% net sales increase in its fiscal 4Q 2022

Acuity Brands, Atlanta, had net sales of \$1.11 billion for its fiscal fourth quarter ended Aug. 31, an increase of +11.8%, or \$117.6 million compared to the same period in 2021.

“We continued to deliver strong results in the fiscal fourth quarter, concluding what has been a very good fiscal 2022,” said Neil Ashe, Acuity’s chairman, president and CEO. “We had strong demand across our end markets, and we demonstrated our ability to capture price and drive volume

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## Industry Events

Oct. 16-18, 2022

### **NECA Show & Conference**

Austin, TX; National Electrical Contractors Association  
[www.necashow.org](http://www.necashow.org)

Oct. 16-19, 2022

### **NALMCO Convention & Trade Show**

Glendale, AZ; National Association of Lighting Maintenance Companies  
[www.nalmco.org](http://www.nalmco.org)

October 26-27 2022

### **NAED Data Analytics Conference**

Dallas; [www.naed.org](http://www.naed.org)

Oct. 26-27, 2022

### **Electric Expo 2022**

King of Prussia, PA, Electrical Association of Philadelphia  
[www.electricepo.org](http://www.electricepo.org)

November 14-16 2022

### **NAED Eastern Conference**

Tampa, FL; [www.naed.org](http://www.naed.org)

November 16-17 2022

### **NEMA Annual Meeting**

Amelia Island, FL; National Electrical Manufacturers Association (NEMA)  
[www.nema.org](http://www.nema.org)

January 16-18, 2023

### **NAED Western Conference**

Palm Desert, CA; [www.naed.org](http://www.naed.org)

January 31 - February 2, 2023

### **NAW Executive Summit**

Washington, DC; National Association of Wholesaler-Distributors (NAW)  
[www.naw.org](http://www.naw.org)

January 30 - February 2, 2023

### **NEMRA Conference**

Las Vegas, NV; National Electrical Manufacturers Representatives Association;  
[www.nemra.org](http://www.nemra.org)

February 27 - March 1, 2023

### **NAED South Central Conference**

Orlando, FL; [www.naed.org](http://www.naed.org)

May 23-25, 2023

### **NAED Annual Conference**

Marco Island, FL; [www.naed.org](http://www.naed.org)

## Signify & Upciti Announce Partnership

Signify and Upciti recently announced a partnership that they say will help cities and utilities get added value, well beyond illumination, from their lighting infrastructure.

By leveraging Signify's road and street LED luminaires and Interact's IoT-connected lighting system and Upciti's "privacy by design" edge computing image analysis sensors, cities can detect vehicle congestion issues and adjust traffic flows, direct drivers to open parking spaces and alert emergency services in the event they are needed.

As part of the New York Power Authority's (NYPA) Smart Street Lighting program, NYPA engaged Signify through

a competitive procurement process that enabled Albany, NY, to upgrade its nearly 11,000 streetlights to energy-efficient, connected LED luminaires. The city also uses Signify's Interact IoT system to monitor and manage the lights, helping it to be an energy-smart city.

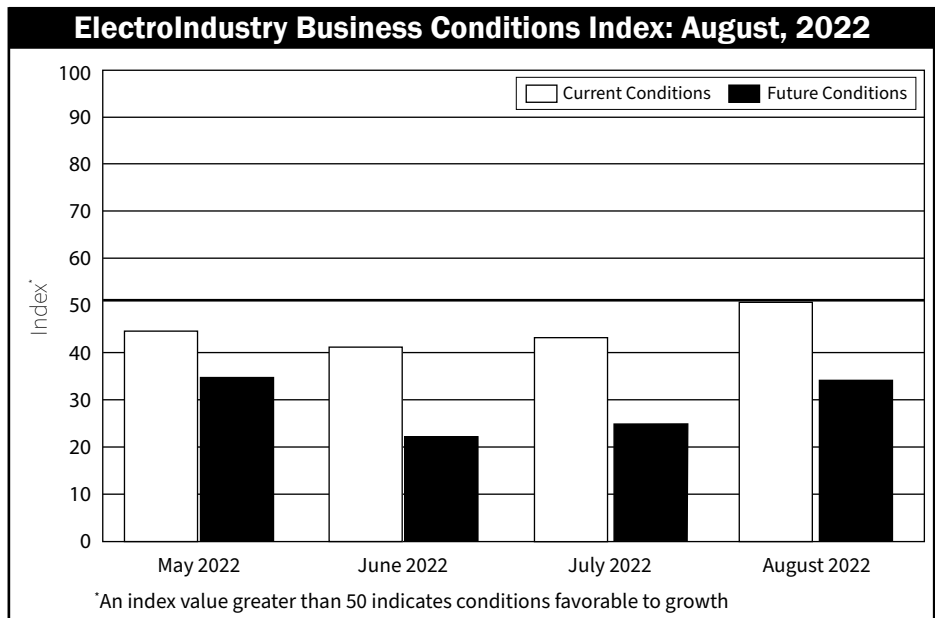
"Connected LED street lighting plays an important role in building smart city infrastructure. An early adopter, the city of Albany has realized tremendous energy and operational savings," said Jesse Scott, director of projects, NYPA. "We are thrilled with the prospect of piloting the sensor solution in Albany, so it can bring even more value for the city and residents."

## NEMA's EBCI Index for August Strikes More Positive Note on Market Conditions

Following three months of downbeat readings on business conditions facing the electroindustry, as measured by the current conditions component of the EBCI, sentiment reached 50 points, signaling unchanged conditions from the previous month. The more than six-point gain from July's 43.8 points was led by an uptick in the share of respondents that reported "better" conditions in August. Comments indicated that some respondents have seen pockets of growth in an otherwise slowing economy. In a striking change from comments submitted over the past 15 months, the only mention of supply problems in August's current conditions commentary pointed to "minimal improvement in supply chain issues."

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

Despite gaining nearly 10 points to a reading of 34.6 points in August, the future conditions component remained well underwater for the sixth consecutive month. Comments were mixed on the likelihood of continued momentum, but expectations for supply chain and labor market improvement, coupled with still-significant orders backlogs, supported the bump up in the forward-looking metric.



# August Construction Spending Logs Positive YTD Growth Numbers with +10.9% Boost

Total construction spending during Aug. 2022 was estimated at a seasonally adjusted annual rate of \$1,781.3 billion, -0.7% below the revised July estimate of \$1,793.5 billion. According to the U.S. Census Bureau, the August figure is +8.5% above the Aug. 2021 estimate of \$1,641.6 billion. During the first eight months of 2022, construction spending amounted to \$1,183.8 billion, +10.9% \$1,067.4 billion for the same period in 2021.

**Private construction.** Spending on private construction was at a seasonally adjusted annual rate of \$1,426 billion, -0.6% below the revised July estimate of \$1,435.2 billion. Residential construction was at a seasonally adjusted annual rate of \$912.9 billion in August, -0.9% below the revised July estimate of \$921.6 billion. Nonresidential construction was at a seasonally adjusted annual rate of \$513.1 billion in August, -0.1%

below the revised July estimate of \$513.6 billion. Private manufacturing once again led all other construction categories in year-over-year comparisons in August, tracking at a +21.6% increase over Aug. 2021 despite a -0.5% drop to \$96.6 billion for the month. The Computer/electronic/electrical category was up +3.7% for the month to \$30,743 million — a whopping +179.2% increase from last August.

**Public construction.** In August, the estimated seasonally adjusted annual rate of public construction spending was \$355.3 billion, -0.8% below the revised July estimate of \$358.3 billion. Educational construction was at a seasonally adjusted annual rate of \$77.6 billion, -0.4% below the revised July estimate of \$78 billion. State and local spending on schools is still soft, with a -0.3% decrease in August to \$76,171 million.

# Around the Industry

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through product vitality and service in both our lighting and spaces businesses throughout this fiscal year.”

Net sales for Acuity’s full year of fiscal 2022 increased \$545.1 million, or +15.7%, to \$4.01 billion, from \$3.46 billion in the full year of fiscal 2021. Acuity’s Lighting and Lighting Controls (ABL) segment generated 4Q 2022 fiscal year net sales of \$1.06 billion, an increase of \$108.1 million, or +11.4% percent, as compared to the prior year. Its independent sales network generated sales of \$737.1 million, an increase of \$74 million, or +11.2%, as compared to the prior year, and its direct sales network generated sales of \$114.9 million.

## Ford enjoys huge growth in EVs but Tesla continues to dominate market

Although Ford had a +197.3% increase in EV sales for September with 4,691 vehicles sold, the company’s EV production figures remained in Tesla’s rear-view mirror by a country mile. A post on [www.thestreet.com](http://www.thestreet.com) said that while Ford sold 18,257 EVs in the third quarter, Tesla sold 343,830 EVs over the same time period. The post also said Ford sold 1,918 F-150 Lightnings and 449 E-Transit vans. Ford has sold 8,760 F-150 Lightning pickup trucks since it was launched in June. Ford rolled out the E-Transit in February.

Ford also announced plans to begin production in fall 2023 of its electric E-Transit Custom in Europe. The post on [www.thestreet.com](http://www.thestreet.com) said it will have a range of approximately 236 miles; offer a 125 kW fast charging battery; have 2.2 tons of towing capacity; and a 1.2-ton payload capacity.

## Micron to make mega-billion chip investment in upstate NY

Micron Technologies announced plans to invest more than \$20 billion in a “mega-fab” semiconductor manufacturing facility and a total of more than \$100 billion over 20 years in a complex of chip plants in Clay, NY, one of Syracuse, NY’s northern suburbs. News reports at [www.ap.com](http://www.ap.com) and [www.syracuse.com](http://www.syracuse.com) said the first project would employ 3,000 people and begin production in the late-2020s. The post at [www.syracuse.com](http://www.syracuse.com) said site preparation would begin next year, with construction starting in 2024.

### Value Of New Construction Put In Place — August 2022

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

	Aug. '22 <sub>1</sub>	Jul. '22 <sub>2</sub>	Mo. % Change	Aug. '21	YTY % Change
<b>Total Construction</b>	<b>1,781.3</b>	<b>1,793.5</b>	<b>-0.7</b>	<b>1,641.6</b>	<b>8.5</b>
<b>Total Private Construction:</b>	<b>1,426.0</b>	<b>1,435.2</b>	<b>-0.6</b>	<b>1,297.7</b>	<b>9.9</b>
Residential	912.9	921.6	-0.9	811.5	12.5
New single-family	436.3	449.2	-2.9	436.4	0
New multi-family	101.2	100.9	0.4	101.4	-0.2
Nonresidential	513.1	513.6	-0.1	486.2	5.5
Lodging	17.6	17.3	1.7	16.0	10
Office	73.8	73.6	0.3	74.7	-1.2
Commercial	108.9	108.9	0	91.1	19.4
Health care	41.4	41.4	0.1	38.1	8.5
Educational	18.5	18.6	-0.3	15.9	16.7
Religious	2.9	2.9	0.9	2.7	6.5
Amusement and recreation	13.5	13.5	0.5	12.2	10.7
Transportation	14.7	14.6	1.2	15.3	-3.7
Communication	24.3	24.2	0.4	24.6	-0.9
Power	98.0	98.9	-0.9	114.2	-14.2
Electric	76.4	76.1	0.4	89.9	-15.1
Manufacturing	96.6	97.1	-0.5	79.5	21.6
<b>Total Public Construction:</b>	<b>355.3</b>	<b>358.3</b>	<b>-0.8</b>	<b>343.9</b>	<b>3.3</b>
Residential	9.1	9.3	-2.7	9.1	-0.2
Nonresidential	346.2	349.0	-0.8	334.8	3.4
Office	11.7	12.3	-5.1	11.5	1.3
Commercial	3.9	4.0	-1.5	3.5	11.2
Health care	10.7	10.9	-2.1	10.1	5.7
Educational	77.6	78.0	-0.4	80.0	-3
Public safety	11.4	11.5	-1.2	11.3	0.3
Amusement and recreation	12.8	12.7	0.7	12.0	7
Transportation	40.6	40.8	-0.4	40.2	0.9
Power	9.5	9.5	-0.1	8.9	7.4
Highway and street	102.0	103.4	-1.4	100.2	1.7
Sewage and waste disposal	31.9	31.5	1.5	28.6	11.5
Water supply	23.7	24.0	-1.1	19.3	23.1
Conservation and development	9.2	9.1	1.4	7.8	18.6

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

*Rockwell Automation (Milwaukee, WI):* **Robin Saitz** has been promoted to vice president-Global Marketing and chief marketing officer. She reports to Scott Genereux, senior vice president and chief revenue officer. In her new role, Saitz has global responsibility to lead marketing of Rockwell's full portfolio. With a focus on driving demand and building the brand globally, she oversees industry strategy, marketing communications, analyst relations, demand generation, and commercial marketing.

Saitz joined Rockwell Automation as part of the company's acquisition of Plex Systems, completed in Sept. 2021. Most recently, she led marketing for software as a service in Rockwell Automation's Software & Control business segment as the Plex & Fiix chief marketing officer. Fiix was acquired by Rockwell in January 2021. The SaaS and Rockwell marketing teams will come together under Saitz's leadership.

"Robin is an engineer turned marketer with a deep expertise in marketing across multiple industries," Genereux said in the press release. "With her outside-in thinking and customer focus, she will build on the strong foundation we have to further elevate our go-to-market approach and make Rockwell Automation the first choice in industrial automation and information solutions."

*Service Wire (Culloden, WV):* **Sheila Rafferty** and **Joe Urriza** have joined the Service Wire team as inside sales reps in the Houston sales office. Rafferty has 16 years of experience, with 10 years in purchasing and six years in inside sales. She will be serving commercial and industrial markets in Mississippi, Louisiana and Kansas.

Urriza is a graduate of North Harris Community College and has a combined 15 years of experience, split between nine years in sales and six years in drafting and manufacturing. He will be serving commercial and industrial markets in central Texas as well as utility accounts across Colorado, New Mexico, Texas, Oklahoma, Arkansas, Louisiana and Missouri.

*United Electric Supply (New Castle, DE):* **Joe Sabatino** was promoted to director of logistics, according to a company LinkedIn post.

*Sonepar (Charleston, SC):* The company made several appointments to expand its

digital transformation. **Don Sarno** is now senior vice president of digital enterprise and **Mike Smith** is senior vice president, business relationship management and data insights.

Rob Taylor, president of Sonepar North America, said in the press release, "It's Sonepar's global ambition to leverage digital technology in all areas of our business to create an omnichannel experience for our customers worldwide. The realignment of our IT and digital organizations will unlock our full potential to achieve a new digital enterprise."

Sarno was most recently vice president of applications development. In his new role, he will provide vision and leadership over the North American digital enterprise transformation, creating the best omnichannel experience for customers. Sarno will also focus on planning and implementing enterprise information technology systems in support of business operations. He has over two decades of experience in software development and digital technology, focused on electrical distribution. Sarno has been with Sonepar since 2016, where he has worked to harmonize and standardize their digital application structure.

Smith will be leading a team which provides new and enhanced solutions and data analytics to support Sonepar's omnichannel transformation, as well as providing analytics training for Sonepar's operating companies in the US. His team will act as a conduit between field operations and technology developments, helping the Sonepar team and its valued vendors and customers apply new digital solutions to address business needs.

*Atlona/Panduit (San Jose, CA):* **Marco Bolzonello** has joined the company as regional sales manager - Italy. He will work closely with Atlona's channel partners throughout the company's Italian territory; serve as a conduit between Atlona distribution partners and systems integrators; develop commercial business plans with Atlona partners to raise brand visibility; and drive business development with systems integrators both familiar with and new to Atlona. Bolzonello comes to Atlona with 10 years of experience in both the audio-visual and information technology industries.

## Obituary

**Dale Frost**, former president and owner of Frost Electric Supply, Maryland Heights, MO, passed away on Oct. 3, at the age of 86. According to his obituary at [www.boppchapel.com](http://www.boppchapel.com), he was the husband of Kathleen Frost (Ragen) for 63 years; father of Jim (Sandy), John (Nim), Julie, and the late Jeffrey Frost and father-in-law of Molly Frost; grandfather of 11 grandchildren; and brother of Jeanette Metz and Mary Ann Backman.

Frost began working full-time with his father, Cyrus "Jack" Frost, at Frost Electric in 1959. The company was for years one of the St. Louis' largest independent distributors. CED purchased the company in 2019.

Visitations will on Monday, Oct. 10 at Bopp Chapel, 10610 Manchester Rd., Kirkwood, Monday from 4 pm to 8 pm. Funeral services will be held at 10 am on Oct. 11 at First Presbyterian Church of Kirkwood, MO. The family requests contributions to support brain cancer research be made to the Siteman Cancer Center, 7425 Forsyth Blvd., St. Louis, MO 63105 or online at [siteman.wustl.edu/tribute](http://siteman.wustl.edu/tribute).

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