

Electrical Marketing®

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Around the Industry

CED acquires Aroostook County Electric Supply in Maine

CED's Yankee division acquired Aroostook County Electric Supply (ACES), a one-location distributor in Caribou, ME. According to a CED Yankee Division LinkedIn post and a report by David Gordon in *Electrical Trends*, ACES is more than 50-years-old, with revenues of about \$3 million. The *Electrical Trends*' report said the business was owned by Steven Arey, who is retiring, and that CED is rebranding the company to Gilman Electrical Supply, which was established in 1961 by Goody Gilman and is a brand of CED and operates under the Yankee Division. Gilman has 10 locations in Maine.

Galco Industrial Electronics buys automation distributor

Electrical Trends also broke the news that Galco Industrial Electronics, Madison Heights, MI, acquired ZESCO, Brecksville, OH, an automation distributor serving customers in Ohio, western Pennsylvania, and West Virginia. The post said that Galco is also owned by a private equity firm and does a significant online business. Zesco specializes in the drives, motion control and automation industries.

Eaton to help AEP Ohio install microgrid for Columbus, OH

Eaton was awarded a contract to help AEP Ohio enhance the resilience and sustainability of critical water infrastructure in Columbus, OH, at the Tussing Water Booster Station. The project will establish the city's first renewable energy microgrid

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Meet the County All-Star Team Trending to Double Up on 2022 U.S. National Growth

Analyzing county employment data updated twice annually by the U.S. Bureau of Labor Statistics (BLS) can help electrical marketers pinpoint growth areas in larger metropolitan markets.

Distributors and independent reps can use contractor and industrial employment data to benchmark their performance in local markets with the two end-user segments that on average account for 75% of all electrical sales. Manufacturers can use the data to evaluate their sales penetration through reps and distributors at the county level.

The one downside of the BLS data is that it takes a while for the government to collect and publish it. The most recent county data comes from 2Q 2022, and it wasn't released until early December. The chart on page 2 lists the 50 U.S. counties with the largest estimated electrical sales potential. Electrical revenue estimates for more than 1,000 additional counties are available at www.electricalmarketing.com.

electricalmarketing.com.

Through 2Q 2022, Pima County in the Tucson, AZ, MSA (+25.5%) and Brazoria County in the Houston-Woodlands-Sugar Land, TX, MSA (+25.3%) were tracking for some eye-popping gains in *EM*'s total electrical potential estimates developed with *Electrical Wholesaling*'s sales-per-employee multipliers in the 2023 Market Planning Guide. Three other counties enjoying impressive estimated revenue increases were Lee County in the Cape Coral-Fort Myers, FL, MSA, with a +10.2% gain, and Fresno County in the Fresno, CA, MSA and Collin County in the Dallas-Fort Worth-Arlington, TX, MSA, which both had annual gains of more than +9%. As a point of comparison, *EM*'s estimate for growth in the total U.S. market is +3.4%.

Analysis of local market data always drives home the reality that the U.S. electrical market

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NEMRA Annual Conference in Las Vegas Draws 1,900 Attendees

The 1,900-plus attendees at this year's NEMRA Annual Conference enjoyed a busy four days in Las Vegas that were loaded with hundreds of one-on-one sessions; an inspiring keynote presentation by NFL Hall of Fame Quarterback Kurt Warner; an Emerging Leaders meeting that drew more than 80 attendees; and the annual NEMMY Awards program.

The National Electrical Manufacturers Representatives Association (NEMRA) honored several rep agencies and manufacturers in its NEMMY Awards program and recognized Rick Angel, Lutron's senior VP, with a Lifetime Achievement Award. Encore Wire won the 2022 Rep's Choice Award, and the 2022 NEMMY Partnership of the Year Award went to Stuart Hall and his team at KMS Sales, Youngsville, NC, and Eaton. Synergy Sales, Fairless Hills, PA, won the 2022 Manufacturer's Choice Award.

Attendance for the conference topped last year's event in Dallas by approximately 300 people. NEMRA hadn't used a casino hotel for its annual conference since the 1987 meeting in Reno, NV, and the venue seemed to handle this year's conference quite well. While you always have folks who either love or hate a casino property for a meeting or traveling to Las Vegas, few attendees with whom *Electrical Marketing* spoke had any major complaints about the Virgin Hotels facility.

The booths for the one-on-one meetings were all close together, and the hotel was able to accommodate NEMRA's requests for dozens of the innovative modular privacy suites on the show floor, which gave reps and manufacturers more privacy than the standard "pipe-and-drape" booths, and the ability to book a suites in several different sizes, from 10-ft

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2022's Top 50 Counties with the Highest Estimated Electrical Sales Potential (\$ Millions)

Rank	County	State	Metropolitan Statistical Area (MSA)	2Q 2022 Total County Estimated Sales Potential (\$ Millions)	Total Change % YOY	Total Change # YOY	2Q 22 Electrical Contractor Estimated Sales Potential (\$ millions)	2Q 2022 Industrial Estimated Sales Potential (\$ millions)
1	Los Angeles County	CA	Los Angeles-Long Beach-Anaheim, CA	2,985.6	1.9	54.43	1538.4	850.1
2	Harris County	TX	Houston-The Woodlands-Sugar Land, TX	2,604.7	4.5	112.56	1642.3	441.4
3	Maricopa County	AZ	Phoenix-Mesa-Scottsdale, AZ	2,319.5	6.6	144.48	1488.3	367.3
4	Orange County	CA	Los Angeles-Long Beach-Anaheim, CA	1,851.8	4.1	73.34	1073.7	407.8
5	Dallas County	TX	Dallas-Fort Worth-Arlington, TX	1,582.5	3.6	55.04	944.2	321.8
6	Cook County	IL	Chicago-Naperville-Elgin, IL-IN-WI	1,526.7	0.6	9.79	759.2	462.2
7	San Diego County	CA	San Diego-Carlsbad, CA	1,499.0	5.0	71.11	889.8	309.4
8	King County	WA	Seattle-Tacoma-Bellevue, WA	1,272.1	0.8	10.61	777.9	239.8
9	Santa Clara County	CA	San Jose-Sunnyvale-Santa Clara, CA	1,236.3	3.7	44.40	528.8	460.2
10	Riverside County	CA	Riverside-San Bernardino-Ontario, CA	1,110.9	4.8	50.77	768.3	120.4
11	Clark County	NV	Las Vegas-Henderson-Paradise, NV	1,037.2	5.0	49.70	755.3	74.5
12	Tarrant County	TX	Dallas-Fort Worth-Arlington, TX	984.7	2.3	21.78	557.2	230.6
13	Alameda County	CA	San Francisco-Oakland-Hayward, CA	934.9	1.5	14.12	488.1	259.8
14	Salt Lake County	UT	Salt Lake City, UT	863.6	5.0	41.02	531.9	159.0
15	Middlesex County	MA	Boston-Cambridge-Newton, MA-NH	784.3	1.1	8.43	440.3	187.1
16	Miami-Dade County	FL	Miami-Fort Lauderdale-West Palm Beach, FL	782.6	1.8	13.82	516	110.1
17	Suffolk County	NY	New York-Newark-Jersey City, NY-NJ-PA	770.0	1.8	13.81	478.6	137.4
18	Travis County	TX	Austin-Round Rock, TX	765.3	7.7	54.87	487.7	124.6
19	Hillsborough County	FL	Tampa-St. Petersburg-Clearwater, FL	711.9	6.0	40.30	489.9	79.6
20	Broward County	FL	Miami-Fort Lauderdale-West Palm Beach, FL	704.5	0.6	4.06	485.5	78.1
21	Queens County	NY	New York-Newark-Jersey City, NY-NJ-PA	702.9	0.9	6.50	521	41.3
22	Bexar County	TX	San Antonio-New Braunfels, TX	696.6	6.2	40.45	452.8	104.5
23	San Bernardino County	CA	Riverside-San Bernardino-Ontario, CA	696.2	4.5	29.91	411.8	145.2
24	Orange County	FL	Orlando-Kissimmee-Sanford, FL	689.4	3.6	24.10	455.4	96.1
25	Sacramento County	CA	Sacramento--Roseville--Arden-Arcade, CA	659.1	1.5	9.62	466.9	60.3
26	Hennepin County	MN	Minneapolis-St. Paul-Bloomington, MN-WI	655.8	1.1	7.05	323.8	200.8
27	Oakland County	MI	Detroit-Warren-Dearborn, MI	613.7	1.5	9.17	308.3	182.7
28	Mecklenburg County	NC	Charlotte-Concord-Gastonia, NC-SC	606.1	2.8	16.47	387.1	97.8
29	Wayne County	MI	Detroit-Warren-Dearborn, MI	592.9	3.5	20.11	233.5	240.8
30	Palm Beach County	FL	Miami-Fort Lauderdale-West Palm Beach, FL	580.6	5.0	27.70	410.6	53.9
31	Wake County	NC	Raleigh, NC	579.6	4.9	26.91	403.7	60.0
32	Marion County	IN	Indianapolis-Carmel-Anderson, IN	577.7	1.8	10.32	320.2	141.9
33	DuPage County	IL	Chicago-Naperville-Elgin, IL-IN-WI	568.0	0.9	5.30	304.3	150.1
34	St. Louis County	MO	St. Louis, MO-IL	563.1	1.2	6.90	325.6	124.9
35	Duval County	FL	Jacksonville, FL	556.0	4.5	24.00	376.7	68.1
36	Franklin County	OH	Columbus, OH	538.0	4.8	24.77	330.4	100.0
37	New York County	NY	New York-Newark-Jersey City, NY-NJ-PA	519.7	1.5	7.92	370.4	45.4
38	Allegheny County	PA	Pittsburgh, PA	509.1	3.9	19.02	317.5	89.8
39	Cuyahoga County	OH	Cleveland-Elyria, OH	506.0	2.5	12.12	233.6	171.2
40	Lee County	FL	Cape Coral-Fort Myers, FL	500.3	10.2	46.46	379.7	20.5
41	Snohomish County	WA	Seattle-Tacoma-Bellevue, WA	489.9	1.8	8.44	257.3	134.7
42	Montgomery County	PA	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	479.6	3.3	15.50	264.5	119.2
43	Hamilton County	OH	Cincinnati, OH-KY-IN	466.6	3.6	16.35	244.4	128.9
44	Nassau County	NY	New York-Newark-Jersey City, NY-NJ-PA	459.0	2.6	11.76	323	44.2
45	Utah County	UT	Provo-Orem, UT	454.2	9.9	40.81	303.1	60.3
46	Kings County	NY	New York-Newark-Jersey City, NY-NJ-PA	451.5	3.2	13.80	314.2	47.0
47	Kent County	MI	Grand Rapids-Wyoming, MI	447.4	2.1	9.30	188.6	169.3
48	Macomb County	MI	Detroit-Warren-Dearborn, MI	440.0	1.1	4.82	185.7	166.3
49	Cobb County	GA	Atlanta-Sandy Springs-Roswell, GA	439.8	3.4	14.33	301.1	50.7
50	Multnomah County	OR	Portland-Vancouver-Hillsboro, OR-WA	426.4	2.3	9.48	258.8	82.4

Sources: The county employment data from the U.S. Bureau of Labor Statistics utilized here is the three-month employment average for 2Q 2022. Electrical contractor employment estimated at 13% of total construction employment. Sales estimates developed with Electrical Wholesaling's sales per employee multipliers in 2023 Market Planning Guide : \$78,775 per electrical contractor employee and \$2,650 per industrial employee.

Around the Industry

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and extend Columbus' ability to deliver safe and clean water during extended electric grid outages. The microgrid project is fully commissioned and expected to be energized in Q1 2023.

"We're proud to help AEP Ohio and the City of Columbus reach a major milestone in their journey to build a more equitable, resilient and sustainable future," said Igor Stamenkovic, vice president and general manager for Eaton's Electrical Engineering Services & Systems division, in the press release. "This microgrid project is an important precedent that demonstrates how climate-friendly technologies can be applied to modernize critical infrastructure

while improving people's lives, the environment and the bottom line."

Partially funded through AEP Ohio's Smart City program, the project shows how microgrids can deliver more affordable, sustainable and resilient energy for critical infrastructure. The microgrid also supports the Columbus' Climate Action Plan to reduce emissions by 45% and implement five microgrid pilot projects by 2030 to help achieve carbon neutrality by 2050.

City Electric Supply opens branches in Portsmouth, NH, and Clearwater, FL

City Electric Supply is continuing the rapid expansion of its branch networks with the opening of its second location in

New Hampshire and a branch in Clearwater, FL. The CES press release said that Portsmouth is booming, with new developments popping up continuously, so it spent plenty of time scoping the area for the perfect location to put a supply house. After an eight-month process of obtaining the necessary building permits, the renovation process began.

"When we finally received the building permit, I was just so excited for these guys," said District Manager Mike Sullivan in the press release. "When the team finally got into the branch, our own renovations took an additional five months to complete from top to bottom. Seeing it all come together has been a great process."

CES also recently opened a new location in Clearwater, FL, just minutes from downtown Clearwater and Clearwater Beach. Scott Bailey, a Clearwater resident for several decades, will manage the branch.

"This CES branch is meant to service the beaches and islands along the west side of Pinellas County," said District Manager Rick Rockafellow in the press release. "The company has three other locations in the county, making this our fourth."

DSG celebrating 125th anniversary

Dakota Supply Group (DSG), Plymouth, MN, launched a year-long marketing campaign, "125 years young," to celebrate its 125th year in business.

The company first came onto the distribution scene in 1898 as a small plumbing distributor in Fargo, ND. Since that time, DSG has since expanded into seven verticals — electrical, plumbing, heating & air, waterworks, communications, utilities, on-site sewer & water and water wells. DSG has grown to over 52 locations in seven states, with plans to open three more locations in 2023, adding an eighth state to its footprint by the end of the year.

"This year marks a historic milestone for all employee owners at Dakota Supply Group," says Paul Kennedy, president & CEO of DSG, in the press release. "Over DSG's many years, we've seen a lot — from wars, depressions, recessions and global pandemics, as well as rapid technological innovations across every industry we serve. Despite our age, we feel young, vibrant and energized."

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50 Killer Counties Account for Huge Share of Total Market

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is quite consolidated. For example, the 50 counties in the chart on page 2 have a total estimated sales volume through 2Q 2022 of \$42.8 billion — 30% of all U.S. estimated electrical sales. Accounting for a big chunk of this market dominance are the 11 markets that individually account for more than \$1 billion in total estimated electrical sales — 13% of the national sales. Three counties have estimated sales potential of more than \$2 bil-

lion — Los Angeles County; Harris County in the Houston metro; and Maricopa County in the Phoenix-Mesa-Scottsdale, AZ, MSA.

Other counties in the Top 10 through 2Q 2022 are Dallas County, TX; the Chicago metro's Cook County, IL; San Diego County; the Seattle metro's King County; Santa Clara County in the San Jose-Sunnyvale-Santa Clara, CA, MSA and Riverside County in Southern California.

— Jim Lucy

Dodge Momentum Index Dips in January

The Dodge Momentum Index (DMI) issued by Dodge Construction Network, fell -8.4% in January to 201.5 points (2000=100) from the revised December reading of 220 points. In January, the commercial component of the DMI fell -10%, and the institutional component receded -4.7%. The DMI is a monthly measure of the initial report for nonresidential building projects in planning, shown to lead construction spending for nonresidential buildings by a full year.

"The Dodge Momentum Index weakened in January, after 10 consecutive months of gains. While planning activity slowed, the Index remains elevated, and the volume of projects remains steady," said Sarah Martin, associate director of forecasting for Dodge Construction Network, in the press release. "After such strong growth in 2022, we expect the Index to work its way back towards historical norms this year, in tandem with weaker economic growth. Overall, levels of planning activity remained comparatively

strong over the month — which bodes well for the construction sector."

Weakness in commercial planning in January was broad-based, with office, warehouse, retail and hotel activity declining. Slower activity in education and amusement projects drove down the institutional portion of the DMI, nullifying the impact of gains in healthcare and public planning over the month. On a year-over-year basis, the DMI remains +32% higher than in Jan. 2022. The commercial component was up +40%, and the institutional component was +16% higher.

A total of 26 projects with a value of \$100 million or more entered planning in January. The leading commercial projects included the \$325-million Westfield Data Center in Westfield, MA, and the \$275-million Illinois Medical District Data Center in Chicago. The leading institutional projects were the \$315-million USC Discovery and Translational Hub laboratory building in Los Angeles, and the \$211-million Granary Lab and Office Building in Salt Lake City, UT.

Industry Events

February 27 - March 1, 2023

NAED South Central Conference
Orlando, FL; www.naed.org

March 7-8, 2023

LEducation
New York, Designers Lighting Forum of New York; www.leducation.org

April 19-20, 2023

Upper Midwest Electrical Expo
Minneapolis; North Central Electrical League
www.ncel.org

May 21-23, 2023

LightFair Trade Show & Conference
New York; www.lightfair.com

May 23-25, 2023

NAED Annual Conference
Marco Island, FL; www.naed.org

June 12-14, 2023

NAED Women in Industry Forum
Salt Lake City, UT
www.naed.org

June 14-16, 2023

NAED Adventure
Salt Lake City, UT
www.naed.org

September 18-20, 2023

IDEA eBiz
Nashville, TN; IDEA
www.idea4industry.com

September 30-October 2, 2023

NECA Show
Philadelphia; National Electrical Contractor Association (NECA)
www.necashow.org

October 18-20, 2023

AD Electrical North American Meeting
Dallas; Affiliated Distributors
www.adhq.org

November 6-8, 2023

NAED Eastern Conference
Marco Island, FL; www.naed.org

November 8-9, 2023

NEMA Annual Meeting
Manalapan, FL; www.nema.org

NEMRA Rolls Into Vegas 1,900 Strong

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by 10-ft up to 20-ft by 20-ft with a large conference table. Many NEMRA manufacturers and independent reps customized their booths with custom signage, and from all reports, attendees like the idea of not having to race to meetings in suites all over the hotel, which has been a challenge in years past.

NEMRA service providers and new manufacturers/vendors at the show seemed to be satisfied with booth traffic at the conference. Phoenix Lighting, a provider of LED lighting fixtures and

solutions for mines, ports and other industrial applications, and Aida Corp., a manufacturer of wiring devices, had two of the busier booths at NEMRA, with plenty of reps checking out their products. Salespeople from both companies said they were happy with the traffic at the show, and that they had plenty of independent rep agencies to evaluate for open territories.

The 2024 NEMRA Annual Conference will be held Jan. 29-Feb. 1 at the Hilton Anatole Hotel in Dallas.

— Jim Lucy

NEMA's EBCI for Current Conditions Stumbles Again in January

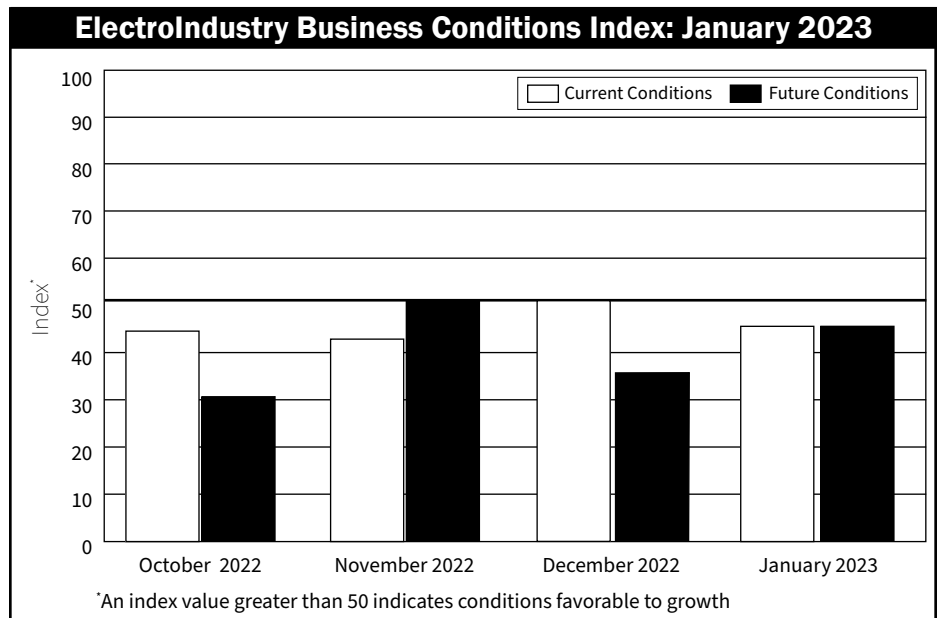
In 2022, the current conditions component showed expansionary signals only twice, last breaking into growth territory in April. The December reading of 50 points, which signaled unchanged conditions from the previous month, teased the possibility of an expansionary environment ahead, but January's score slid back to 46.4 points, indicating a modest slowdown.

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.

Comments pointed to some degree of turbulence facing electrical manufacturers,

with softness in residential and industrial markets but strong demand elsewhere and orders' backlogs that remain stable.

Although still not back to signaling growth ahead, the future conditions component bounced up 10 points from the 36.4-point reading last month, reaching 46.4 points in January. A slight increase in the share of panel members who expected "worse" conditions in six months was nearly overshadowed by a surge to 43% in those who indicated near-term expectations for "better" conditions, based on the January survey. According to some respondents' comments, high interest rates and supply constraints will continue to bedevil manufacturers, but demand should remain strong, aided in part by investment in electrification projects.



2022 Construction Spending Up 10.2% YOY

Total construction spending during Dec. 2022 was estimated at a seasonally adjusted annual rate of \$1,809.8 billion, -0.4% below the revised November estimate of \$1,817.3 billion and +7.7% above the Dec. 2021 estimate of \$1,681 billion. According to the U.S. Census Bureau, the value of construction in 2022 was \$1,792.9 billion, +10.2% above the \$1,626.4 billion spent in 2021.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of \$1,427.1 billion, -0.4% below the revised November estimate of \$1,432.9 billion. Residential construction was at a seasonally adjusted annual rate of \$857.2 billion in December, -0.3% below the revised November estimate of \$860 billion. Nonresidential construction was at a seasonally adjusted annual rate of \$570 billion in December, -0.5% below the revised November estimate of \$572.9 billion.

The value of private construction in 2022 was \$1,429.2 billion, +11.7% above the \$1,279.5 billion spent in 2021. Residential construction in 2022 was \$899.1 billion, +13.3% above the 2021 figure of \$793.7 billion and nonresidential construction was \$530.1 billion, +9.1% above the \$485.8 billion in 2021. Construction of air transportation facilities in 2022 stood out, with a +69.8% increase YOY to \$5,595 billion in spending for the year.

Public construction. In December, the seasonally adjusted annual rate of public construction spending was \$382.7 billion, -0.4% below the revised November estimate of \$384.4 billion. Educational construction was at \$84.2 billion, -0.3% below the revised November estimate of \$84.4 billion. The value of public construction in 2022 was \$363.6 billion, +4.8% above the \$347 billion spent in 2021. Educational construction in 2022 was \$80.2 billion, -2.6% below the 2021 figure of \$82.3 billion.

Around the Industry

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Turtle & Hughes hits 100 years

Turtle & Hughes, Linden, NJ, one of the nation's largest privately-held industrial and power distributors, celebrated its 100th anniversary on Jan. 29. According to the press release, Turtle & Hughes is using its anniversary to raise the bar for driving sustainable solutions that will improve how people work, play and live in a time of profound energy transition.

As a fourth-generation, family-owned company — led by women through three eras including the present — Turtle intends to power its next 100 years by enabling its private and public sector customers across industry to achieve significant milestones. Turtle will build on its track record to date, transforming infrastructure in major airports, railways, bridges and ports across the country; building micro-grids; creating energy efficiencies in health care, commercial and artistic spaces; and contributing to a NASA Space Launch project.

AGC economist likes what he sees in construction job openings

Total construction spending decreased by -0.4% in December, yet industry job openings at the end of the month set a new high for December, according to the Associated General Contractors of America (AGC). Association officials said the jobs data signals that the slowdown in construction spending may have been more about changes in weather than demand.

“The record number of job openings in construction compared to previous Decembers suggests contractors are bullish about their backlogs despite a dip in spending in December,” said Ken Simonson, the association's chief economist, in the press release. “Some of the downturn may be due to unusually bad weather rather than a shrinking market.”

A government report showed there were 359,000 job openings in construction at the end of the year (including an estimated 46,670 electrical contractor employees), a jump of 58,000 or +19% from a year earlier and the highest December total in the 23-year history of the data. Openings exceeded the 217,000 workers hired during the entire month, which suggests contractors wanted to bring on board more than twice as many employees as they were able to find, Simonson added.

Value Of New Construction Put In Place — December 2022

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

	Dec. '22 ₁	Jan. '22 ₂	Mo. % Change	Dec. '21	YTY % Change
Total Construction	1,809.8	1,817.3	-0.4	1,681.0	7.7
Total Private Construction:	1,427.1	1,432.9	-0.4	1,338.5	6.6
Residential ²	857.2	860.0	-0.3	842.9	1.7
New single family	384.4	393.4	-2.3	450.5	-14.7
New multifamily	120.3	116.6	3.2	99.7	20.7
Nonresidential	570.0	572.9	-0.5	495.5	15
Lodging	21.1	21.2	-0.3	15.4	36.7
Office	79.5	79.4	0	72.5	9.6
Commercial	122.4	122.0	0.4	99.9	22.6
Health care	43.4	43.8	-1	39.6	9.4
Educational	19.9	20.4	-2.4	18.1	9.7
Religious	2.7	2.8	-5.4	2.9	-6.7
Amusement and recreation	14.5	14.6	-1.1	12.7	13.8
Transportation	18.7	18.6	0.6	15.3	21.7
Communication	24.8	24.7	0.7	24.1	3
Power	98.0	97.5	0.5	107.2	-8.6
Electric	76.3	76.0	0.4	83.8	-8.9
Manufacturing	122.2	125.0	-2.2	85.6	42.8
Total Public Construction:	382.7	384.4	-0.4	342.6	11.7
Residential	9.2	9.2	-0.5	9.4	-2.2
Nonresidential	373.5	375.2	-0.4	333.2	12.1
Office	12.6	13.0	-3.5	12.0	5.3
Commercial	4.2	4.1	2.7	3.4	25.1
Health care	11.4	11.8	-2.7	10.0	13.8
Educational	84.2	84.4	-0.3	80.1	5.2
Public safety	11.2	11.6	-3	9.7	16.1
Amusement and recreation	14.2	14.2	0.5	13.1	8.5
Transportation	41.5	41.4	0.2	39.7	4.6
Power	9.6	9.7	-1.8	9.1	5.5
Highway and street	117.3	116.0	1.1	102.5	14.4
Sewage and waste disposal	33.2	33.1	0.4	26.7	24.5
Water supply	23.4	23.9	-2.1	18.2	28.8
Conservation and development	9.6	11.0	-12	7.9	22.5

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

Legrand (West Hartford, CT): **Laurie Englert** is now chief marketing officer (CMO) for Legrand, North and Central America. She takes on this position after the former CMO of 15 years, Stephen Schoffstall, retired at the end of 2022. In this role, she will oversee marketing strategy across all Legrand business divisions and serve as a member of the executive committee. Englert brings to this position 30-plus years of experience in various marketing and communication roles.

Winsupply (Dayton, OH): The company's board of directors elected **Jeffrey Dice** as president effective March 1. Dice, currently the president of Winsupply Equity Group, will replace Winsupply President John McKenzie, who is retiring Feb. 28.

Dice joined Winsupply in 2004 as a regional financial officer for Winsupply Group Services-Dayton. He moved into internal audit and then into leadership roles: first for electronic data integration, and then for acquisitions as a due diligence specialist. In 2011, he was named chief financial officer for Noland Company, Winsupply's largest acquisition to date.

In 2016, Dice began leading more than 150 employees as senior vice president for Winsupply's Shared and Advisory Services. As Winsupply's chief information officer from 2018 to 2020, he restructured Winsupply's growing IT organization. Dice became Winsupply Equity Group president in 2020, accountable for shareholder relations, finance, risk, real estate and acquisition assessments.

Fromm Electric Supply (Reading, PA): The company named **Justin LeClair** as director of purchasing and **Michael Evanko** as vice president of marketing. As director of purchasing, LeClair will be responsible for overseeing the process of sourcing and procuring materials to supply customers across the company's eight locations. Evanko returns to Fromm Electric Supply after working for two years in e-commerce with another company outside the electrical market. He graduated from Penn State University.

Rep News

Signify signed new reps for its Genlyte Solutions luminaire brands and Color Kinetics in New Mexico and El Paso, TX. **Visual Interest**, which already represents Signify's complete range of professional lighting offers in Colorado, has been appointed for

these Signify brands in the territories. **Alied Group Sales** will continue to represent Signify's Philips LED lamps and Advance portfolio in New Mexico and El Paso, TX.

Morris Products, Queensbury, NY, made three changes in representation for 2023 in Ohio, the Pacific Northwest, and the Georgia/Alabama/FL Panhandle.

Effective Jan. 1, John Smith, principal, **Griesser Sales**, is representing Morris Products in Ohio and northern Kentucky, and effective Jan. 21, **Electrical Sales Associates (ESA)**, Kyle Shilley, principal, is representing Morris in the Pacific Northwest, including Washington, Oregon, northern Idaho and Alaska.

Effective Feb. 1, Glenn Associates, Chris Camp and Danny Todd, principals, now represent Morris Products in the Georgia, Alabama and Florida Panhandle markets.

Arlington Industries presented its annual rep sales awards at NEMRA.

Electrical Lines Denver, CO, received the National Sales Achievement Award. **ERI Inc. of Wisconsin** got the Central Region Sales Achievement Award; **Desert States Electrical Sales** won the Western Region Sales Achievement Award; and **Power Tech Electrical Sales** claimed the Southern Region Sales Achievement Award.

The Eastern Region Sales Achievement Award also went to **Colerick Electrical Sales** while **Munden Enterprises** took home the Canadian Sales Achievement Award. **PSR** was recognized with the Low Voltage Market Sales Achievement Award. Terie Morris, **Colerick Electrical Sales & Marketing**, received Arlington's Inside Sales Person of the Year. It's given by Arlington's customer service staff to the inside sales person delivering the best performance at a firm representing Arlington.

Prysmian Group announced its awards to representative sales agencies during the 2023 National Electronic Manufacturers Representatives Association (NEMRA) Meeting held in Las Vegas.

Representative Inside Sales Associate of the Year. Each year, Prysmian's Trade & Installers (T&I) Inside Sales associates select the Representative Inside Sales Associate of the Year. For 2022, Shantelle Wischnewsky, **Ewing-Foley**, received this award for her overall knowledge of Prysmian Group's products, processes, computer systems and markets. Wischnewsky's customer service, responsiveness and passion for winning contributed to the T&I

Gulf Team's year-over-year growth of 18% in metric tons sales and 47% in sales revenue.

Director's Club Awards. Prysmian also presented Director's Club Awards to those who represent the company's T&I product offering and are selected based on obtaining the 2022 business plan objectives: **Burrus & Matthews; CC Pierce Co.; Casey Electric Sales Inc.; Core4 Technologies; DeFazio Industries; Electrical Sales Associates; Ewing-Foley; JAG Electrical Sales; JMA Group Electrical & Lighting Sales; Lester Sales Co.; Pacific Western Agencies; Stone Sales Agency; Electrical Sales Associates, Inc.; Thea Enterprises; and United Electrical Sales.**

Representative of the Year. **Electrical Sales Associates (ESA)**. ESA covers Maryland, the District of Columbia, and northern Virginia with a team of 18 employees.

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