

Around the Industry

Digital power reshaping lighting control system installations

With all that's happened with LED technology over the past 20 years, the lighting industry is certainly no stranger to revolutionary change. But electrical contractors and other lighting professionals need to be ready for another technological wave now starting to hit the industry — the expansion of PoE (Power Over Ethernet) wiring systems into adjacent building technologies, including HVAC and security.

In his presentation on Day #3 at the recent NECA Show, "How Lighting Controls Can Revolutionize Service and Maintenance," Collin Weiner, president of CalEnergy Corp., said he expects the growth of digital power systems to challenge the industry in many ways. While PoE has been used in the lighting industry for several years, the newest rendition of it, X-oE, can handle up to 120W, a significant jump over the previous UPoE+ and its 90W capacity.

He also said contractors should familiarize themselves with Bluetooth technology because more lighting control manufacturers will be using it as a communications protocol. Bluetooth NLC is a global wireless standard that allows building components from different manufacturers to communicate with each other. "Structured Cabling is the old way," said Weiner. "One network can now have all systems on it. Lighting, security, AC, etc."

The new Class 4 FMPS technology accepted into the 2023 National Electrical Code can handle up to 450V AC or DC, which is 20 times more than Class 2

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World Electric Supply/Sonepar Acquires Electric Supply of Tampa

Sonepar, Charleston, SC, announced that its U.S. subsidiary, World Electric, acquired Electric Supply of Tampa (ESI) from Supply Chain Equity Partners on Sept. 30. Electric Supply of Tampa is ranked #70 on *EW's* most recent Top 150 ranking.

Headquartered in Tampa, FL, ESI serves contractor and utility customers throughout Florida, the Caribbean and Latin America. ESI brings nine additional locations and over 220 associates to the Sonepar network. Sonepar plans to align the electrical contractor business of ESI with World Electric, while ESI's utility segment will align with Irby Utilities, Sonepar's national utility platform.

"With the acquisition of ESI, World Electric and Irby Utilities will significantly increase their operations within the Florida market, making Sonepar the most impactful electrical and utility distributor in Florida," said Rob Taylor, President of

Sonepar North America in the press release. "This acquisition offers a great opportunity to connect geographies and expertise to enhance services and capabilities for customers. ESI is a leading regional independent distributor, with the unique advantage of running a diverse business across both the electrical contractor and utility markets."

Harry Irwin, president, and CEO of ESI, said in the press release, "The dramatic growth that ESI has experienced with Supply Chain Equity Partners has led us to this exciting opportunity. What Sonepar will offer our ESI associates in capabilities, resources and professional growth was a key factor in our decision to choose them as our partner."

World Electric operates 18 branch locations throughout Florida and Georgia. Irby Utilities operates 46 branch locations across the United States and has a strong presence in Florida.

Rapid Population Growth Sparks Electrical Sales Potential in 25 Fast-Growing Markets

When evaluating your local market's growth prospects, some pretty simple economic indicators can help gauge where business may be headed in the near future. You can't go too far wrong by first looking at one key filter: comparing your local county, Metropolitan Statistical Areas (MSAs) or state with the national growth rate for these key indicators:

- Population growth from 2017 to 2022 and from 2021 to 2022
- Electrical contractor and/or electrician employment
- Single-family and multi-family building permits
- Construction projects in the planning process or getting ready to break ground

The fastest-growing local markets are usually cranking along at double the national rate of growth, or their state's rate of growth for population, electrical contractor or electrician employment and building

permits. The chart on page 2 shows our picks for 25 MSAs that will offer solid growth potential in 2024. You will find that metropolitan areas in Texas and Florida dominate the list, with all of the largest metros in Texas ranked, as well as most of Florida's major metros.

As has been the case over the past years, the fast-growing MSAs along Florida's Gulf Coast, are well represented. Year-after-year, they see double-digit population growth to fuel demand for new vacation homes, senior housing and single-family homes for new residents from colder climates. Unfortunately, some of the growth of these markets over the past year must be attributed to reconstruction efforts from last fall's Hurricane Ian.

Industrially oriented electrical contractors may also want to compare their local markets with some of the areas seeing a

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Sunbelt States Continues to Dominate List of Hottest Electrical Markets in U.S.

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surge of business from the new electric vehicle factories, EV battery plants or semiconductor fabrication facilities now being built. Arizona, Georgia, Kansas Kentucky, Michigan, Ohio and Tennessee and are just a few of the states cashing on these new projects.

Employment data. The U.S. Bureau of Labor Statistics provides construction employment data at the county, MSA, state and national level and electrician data at the MSA, state and national level. BLS releases electrician data for the previous year annually. The 2022 electrician employment data (tabulated for May 2022) was released in April, 2023 at www.bls.gov.

Electrical contractors. The U.S.

Census Bureau releases national electrical contractor employment data each month at www.bls.gov, but does not break out its electrical contractor data by state, county or MSA. However, you can multiply that data by 13% to get a realistic estimate for the contractor count in those markets.

Population growth. There's a direct correlation between the number of new residents moving into (or leaving) a market area and the level of residential construction activity, which in turn feeds the construction of strip shopping centers and other retail areas, new schools and hospitals and other commercial and institutional construction. Population data can help you develop two other interesting local growth indicators – the number

of residents moving into or out of a local area each day and the number of building permits per 1,000 residents. Tabulating the new residents per day in a local market is a quick-and-easy indicator that gives you a sense of just how fast a market is growing (or shrinking, if population is declining and more people are moving out of an area than moving into it).

Building permits. The U.S. Census Bureau publishes monthly building permit data at the national, MSA and state level at www.census.gov

You can access updated electrical contractor data for more than 300 MSAs and over 1,000 counties at www.electricalmarketing.com.

— Jim Lucy

25 Markets Attracting the Most New Residents

| Metropolitan Statistical Area (MSA) | 2022 New Residents per Day | 2022 Population Estimate | 2022 Net Population Change | Single Family Permits per 1,000 Residents | Single-Family Building Permits- July 2023 YTD | YOY # Change | YOY % Change |
|---|----------------------------|--------------------------|----------------------------|---|---|--------------|--------------|
| Dallas-Fort Worth-Arlington, TX | 467 | 7,943,685 | 170,396 | 3.0 | 24,088 | (5,585) | -18.8 |
| Houston-The Woodlands-Sugar Land, TX | 340 | 7,340,118 | 124,281 | 4.0 | 29,687 | (2,531) | -7.9 |
| Atlanta-Sandy Springs-Alpharetta, GA | 216 | 6,222,106 | 78,968 | 2.3 | 14,417 | (2,434) | -14.4 |
| Phoenix-Mesa-Chandler, AZ | 200 | 5,015,678 | 72,841 | 2.7 | 13,302 | (6,519) | -32.9 |
| Orlando-Kissimmee-Sanford, FL | 178 | 2,764,182 | 64,983 | 3.6 | 10,020 | (964) | -8.8 |
| Austin-Round Rock-Georgetown, TX | 173 | 2,421,115 | 62,985 | 3.8 | 9,202 | (5,062) | -35.5 |
| Tampa-St. Petersburg-Clearwater, FL | 169 | 3,290,730 | 61,653 | 2.4 | 8,050 | (2,231) | -21.7 |
| San Antonio-New Braunfels, TX | 138 | 2,655,342 | 50,411 | 1.9 | 5,143 | (2,081) | -28.8 |
| Charlotte-Concord-Gastonia, NC-SC | 133 | 2,756,069 | 48,700 | 4.1 | 11,174 | (1,724) | -13.4 |
| Nashville-Davidson-Murfreesboro-Franklin, TN | 98 | 2,046,828 | 35,624 | 4.2 | 8,669 | (1,773) | -17.0 |
| Jacksonville, FL | 95 | 1,675,668 | 34,642 | 0.0 | 7,023 | (2,068) | -22.7 |
| Raleigh-Cary, NC | 90 | 1,484,338 | 32,870 | 5.1 | 7,639 | (815) | -9.6 |
| Lakeland-Winter Haven, FL | 88 | 787,404 | 32,225 | 6.6 | 5,164 | (1,272) | -19.8 |
| Cape Coral-Fort Myers, FL | 87 | 822,453 | 31,777 | 5.0 | 4,094 | (2,226) | -35.2 |
| Miami-Fort Lauderdale-Pompano Beach, FL | 82 | 6,139,340 | 29,967 | 0.5 | 3,056 | (1,356) | -30.7 |
| North Port-Sarasota-Bradenton, FL | 81 | 891,411 | 29,387 | 6.8 | 6,069 | (1,560) | -20.4 |
| Las Vegas-Henderson-Paradise, NV | 76 | 2,322,985 | 27,791 | 2.6 | 6,014 | (740) | -11.0 |
| Myrtle Beach-Conway-North Myrtle Beach, SC-NC | 69 | 536,165 | 25,340 | 12.5 | 6,693 | (342) | -4.9 |
| Riverside-San Bernardino-Ontario, CA | 59 | 4,667,558 | 21,498 | 1.6 | 7,490 | (1,004) | -11.8 |
| Deltona-Daytona Beach-Ormond Beach, FL | 52 | 705,897 | 19,005 | 4.3 | 3,029 | (958) | -24.0 |
| Seattle-Tacoma-Bellevue, WA | 49 | 4,034,248 | 17,974 | 0.9 | 3,498 | (1,118) | -24.2 |
| Greenville-Anderson, SC | 48 | 958,958 | 17,689 | 4.2 | 3,993 | 74 | 1.9 |
| Provo-Orem, UT | 47 | 715,001 | 17,003 | 3.5 | 2,502 | (1,611) | -39.2 |
| Port St. Lucie, FL | 44 | 520,710 | 16,178 | 6.1 | 3,196 | (111) | -3.4 |
| Oklahoma City, OK | 43 | 1,459,380 | 15,793 | 2.2 | 3,268 | (954) | -22.6 |

Source: Population data & building permit data from U.S. Census Bureau

FSG Buys Large Energy-Service Company

Facility Solutions Group, Inc. (FSG) Austin, TX, acquired Lighting Management Inc. (LMI), Valley Cottage, NY. With offices in North Carolina, South Carolina, and Florida, this acquisition allows FSG to further expand its lighting service offerings nationally.

“LMI brings an extensive range of expertise in lighting, design, value-engineering and controls to FSG. The long-tenured staff of knowledgeable lighting professionals will be a great addition to FSG. This strategic acquisition supports the continued expansion of our lighting business nationally and synergizes well with our vision,” says Leon Mowadia, COO, of Distribution for FSG in the press release.

LMI specializes in providing lighting and control products, lighting specification and design services, and lighting solutions to retail, commercial and hospitality customers across the United States for more than

47 years. The company grew nationally by providing value-add lighting expertise, estimating and project management services.

“When Lighting Management Inc. started our goal was to be different. Our merger represents a strategic convergence that will help raise our game on so many levels,” said John Sapanaro, president of LMI, in the release.

Facility Solutions Group’s electrical division is ranked #65 on *Electrical Wholesaling’s* Top 150 ranking with \$176.7 million in 2022 sales, 160 employees and 30 locations. The company is one of the nation’s largest single-source providers of lighting and electrical products, electrical services, electrical construction and energy management solutions. FSG develops, designs, markets, sells and supports all types of lighting, electrical, control, signage and energy-saving products and services.

Digital Power, EV Chargers & Construction Tech Hit Show Floor at NECA 2023 in Philly

The 2023 NECA Trade Show and Conference in Philadelphia (Sept. 30 – Oct. 2) gave attendees a glimpse of the new products, new technologies and megatrends now reshaping job-sites and contractors’ office operations. The push to develop new products to help electrical contractors do their work faster, safer and more profitably, continues and the show floor was loaded with new products launched to accomplish that goal. There was also an impressive number of construction tech exhibitors with new software and apps to help contractors streamline their office operations, track products from order point to delivery and estimate jobs more accurately.

Another new technology that had a presence on the show floor was digital power, a potentially game-breaking technology that was first seen in the lighting market with PoE lighting systems but is now being used for larger electronic loads in many different types of buildings. Sinclair and Voltserver were two companies providing digital power products with a show floor presence.

As has been the past over the past few NECA shows, an increasing number of manufacturers of electric vehicle charging equipment were on the show floor. The NECA Show Directory listed 19 manufacturers exhibiting EV charging equipment, including not only the major gear manufacturers like ABB, Eaton, Schneider and

Siemens but LEDVANCE, Leviton and Legrand, as well as EV charger specialists such as ChargePoint and EVCharge Solutions.

Philadelphia has proved to be a popular destination for NECA, and the 2018 show drew more than 10,000 attendees. While the final attendance figures for this year’s event were not available at press-time, the show floor was busy for much of Saturday and for Sunday morning — up until kickoff for the Philadelphia Eagles-Washington Commanders football game. Workers from the Philadelphia IBEW Local 98 electrical contractors union was out in force at the show, and on Day 2 of the Show on Sunday, Oct. 1, the aisles were packed with apprentices and other workers. A contributing factor to the strong turnout is the fact that Philadelphia is in the center of one of the largest concentrations of electrical contractor employment in the entire nation, and the show was an easy drive or commute for hundreds of attendees. EM estimates that more than 20% of all U.S. electrical contractor employees work in the megalopolis stretching from the Boston metropolitan area, south through Connecticut, New York, New Jersey and on through Philadelphia and its suburbs, Baltimore, Washington, DC and through Virginia.

The 2024 NECA Show will be in San Diego from Sept. 28 to Oct. 1.

— Jim Lucy

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system of up to 2000W over 2000 meters. The cables, which can carry data or power to devices, must have copper conductors of 6AWG to 24AWG, and in most cases conduit is not required. Several large construction projects utilized digital power and PoE, including the Circa Hotel & Resort in Las Vegas, Hard Rock Stadium in Miami and the Sinclair Hotel in downtown Fort Worth, TX.

One of the challenges with this new technology for NECA members is that because it’s low-voltage cabling, the jobs specifying it are open to both union and non-union electrical contractors. Weiner recommends that NECA contractors build up a robust portfolio of lighting services and expertise to clearly separate themselves from less experienced and possibly less professional low-voltage contractors who may be bidding the same job. He said that the after-sale service contracts that electrical contractors can sell to building owners who install PoE lighting control and other types of digital power can be lucrative business that will enhance the value of their contracting firms. These service agreements can include an extended warranty and scheduled on-site service visits and remote 24-hour service of the systems.

Winsupply acquires Keidel Supply

Winsupply Inc., Dayton, OH, completed the purchase of Keidel Supply, a premier plumbing, cabinetry, lighting, appliance and PVF distributor with two locations in Ohio. Based in Cincinnati, Keidel Supply has served the needs of Cincinnati residential and commercial plumbing contractors, builders, remodelers and homeowners since 1911.

“Since 1911, three generations of the Keidel family and many dedicated team members have worked hard as an independent distributor to grow our business and service to the greater Cincinnati market,” said Mike Barton, Keidel’s CEO in the press release. “As we move to the next phase for the Keidel Supply Company, all the Keidel associates are looking forward to joining the Winsupply family, growing our market share and continuing to offer service to our residential trade, commercial trade and showroom customers for years to come.”

In the Winsupply business model, Win-

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Industry Events

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 7-9, 2023

NEMA Annual Meeting

Manalapan, FL; www.nema.org

January 15-17, 2024

NAED Western Conference

Austin, TX; www.naed.org

Jan. 30- Feb. 2, 2024

NEMRA Annual Conference

Las Vegas, National Electrical Manufacturers Representatives Association (NEMRA); www.nemra.org

Jan. 30- Feb. 1, 2024

NAW Executive Summit

Washington, DC, NAW
www.nemra.org

February 19-21 2024

NAED South Central Conference

Dallas, TX; www.naed.org

March 19-20 2024

LEducation Trade Show & Conference

New York; www.leducation.org

May 21-23 2024

NAED Annual Conference

Austin, TX; www.naed.org

June 23-June 26 2024

EASA 2024 Convention

Las Vegas, NV; EASA
www.easa.com

September 28-October 1, 2024

NECA Convention & Trade Show

San Diego; NECA
www.necanet.org

October 28-30, 2024

AD Electrical North American Annual Meeting

Chicago; Affiliated Distributors
www.adhq.com

Construction Employment Grows in August

Construction employment increased in 223 of 358 metro areas between Aug. 2022 and Aug. 2023, according to an analysis by the Associated General Contractors of America of new government employment data. Association officials said contractors report they would like to hire even more workers but are having trouble finding enough qualified ones to hire.

“Although construction employment is growing in most locations, contractors everywhere report they are having trouble filling positions,” said Ken Simonson, the association’s chief economist, in the press release. “Many more metro areas would have

shown gains if there were enough qualified workers to fill the openings.”

Dallas-Plano-Irving, TX, added the most construction jobs (15,100 jobs or +10%), followed by New York City (11,000 jobs, +8%); Portland-Vancouver-Hillsboro, OR-WA (9,200 jobs, +11%); Phoenix-Mesa-Scottsdale, AZ (7,700 jobs, +5%); and Oakland-Hayward-Berkeley, CA (7,400 jobs, +10%). The largest percentage gains were in Baton Rouge, LA (+16%, 7,100 jobs); followed by +11% gains in Wilmington, DE-MD-NJ. (2,000 jobs); Middlesex-Monmouth-Ocean, NJ (4,800 jobs); Cheyenne, WY (400 jobs);

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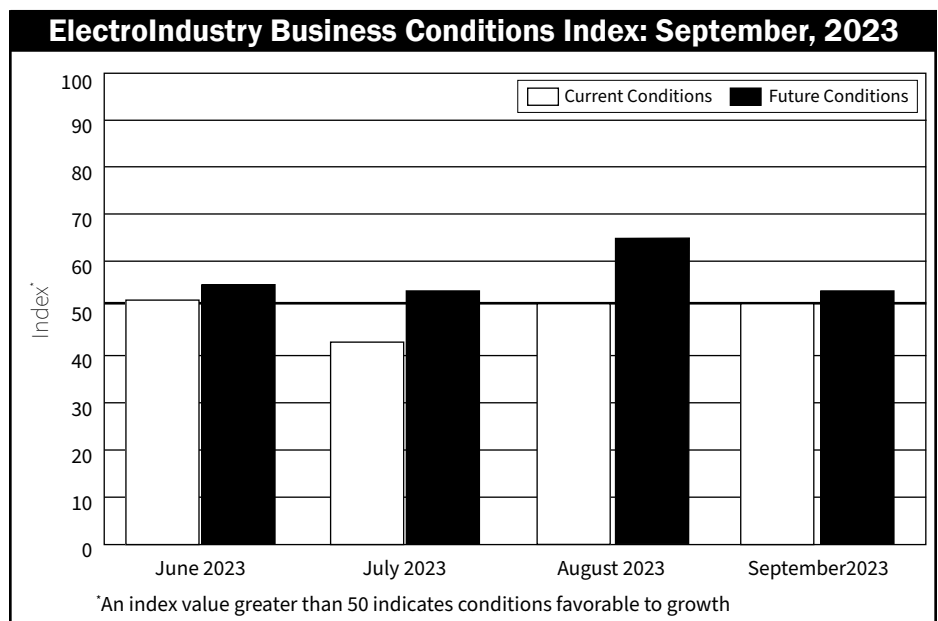
NEMA’s September EBCI Index for Current & Future Business Conditions Indicate Growth

In September, the current conditions component settled at 50 points for the second consecutive month. The 29% share of respondents that reported “better” conditions exactly matched those noting “worse” conditions, for a net result of unchanged from the prior month. Panel members’ comments suggested sectors such as power utility, industrial, data center and infrastructure remained strong, but excess inventories, “sporadic supply chain issues,” and slowing orders activity were notable concerns.

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.

Down 12 points from last month, the future conditions component still signaled expected growth in six months as the forward-looking measure registered 53.6 points in September. More than one third of respondents anticipated “better” conditions ahead, and a similar proportion expected conditions to be “unchanged.” Panel members cited infrastructure projects, e-mobility and an improved residential construction market as anticipated market drivers, but some were wary of potential impediments such as tighter credit conditions, rising debt and a tenuous geopolitical environment.



Construction Spending Continues Growth Path, Up +4.2% YTD to \$1,983.3 Billion

Total construction spending during Aug. 2023 was estimated at a seasonally adjusted annual rate of \$1,983.5 billion, +0.5% above the revised July estimate of \$1,973.7 billion. The August figure is +7.4% above the Aug. 2022 estimate of \$1,847.3 billion. According to the U.S. Census Dept., during the first eight months of this year, construction spending amounted to \$1,284.7 billion, +4.2% the \$1,233.4 billion for the same period in 2022.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of \$1,551.8 billion, +0.5% above the revised July estimate of \$1,544.6 billion. Residential construction was at a seasonally adjusted annual rate of \$879.9 billion in August, +0.6% above the revised July estimate of \$874.7 billion. Nonresiden-

tial construction was at a seasonally adjusted annual rate of 671.9 billion in August, +0.3% above the revised July estimate of \$669.9 billion.

While the Manufacturing construction segment has led the construction industry in 2024 because of the astronomical growth in its Computer/electronic/electrical segment, the private Health care segment is also doing well and as a whole is up +11.6% YOY to \$48,453 billion — twice the national rate when measured by its YOY data.

Public construction. In August, the estimated seasonally adjusted annual rate of public construction spending was \$431.6 billion, +0.6% above the revised July estimate of \$429.1 billion. Educational construction was at a seasonally adjusted annual rate of \$90.6 billion, +0.2% the revised July estimate of \$90.4 billion.

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supply is the majority owner of its companies, reflecting its shared-ownership business model in which local entrepreneurs have the autonomy to decide how best to serve their customers and to share in the financial risks and rewards of ownership.

The company owns a majority equity stake in more than 660 local companies across the United States selling business solutions and materials in plumbing and heating; hydronics; pipes, valves and fittings; HVAC and refrigeration; electrical; fastening hardware; waterworks and utility; pumps; turf irrigation and landscape; and fire system fabrication.

Crawford Electric Supply/Sonepar opens new Texas branch

Crawford Electric Supply/Sonepar opened its seventh location in the central Texas region. The new 7,000-sq-ft branch is strategically located at 2001 Highway 290 West, Suite 114, approximately 25 miles outside of Austin, in Dripping Springs, TX.

Due to its proximity to the scenic Texas Hill Country, Dripping Springs is rapidly increasing in popularity and in the development of single-family and custom-home construction. In the central Texas region, Crawford operates in San Antonio, New Braunfels, Austin, Round Rock, Leander, Killeen, and now Dripping Springs.

City Electric Supply adds locations in Colorado & Illinois

City Electric Supply (CES) opened two locations in Colorado Springs, CO, and one branch in Elgin, IL. Colorado Springs is the second-largest city in Colorado, and it's experiencing rapid growth. CES said two billion dollars are being invested into downtown areas, and the city is expected to surpass the Denver population by 2050.

"Colorado Springs is about an hour and a half away from Denver and our additional CES locations. The company is opening a Colorado Springs and Colorado Springs Central location to assist one another with the growth in the city," said District Manager Randy Birely in the press release.

Colorado Springs and Colorado Springs Central will use their unique locations and sizes to their advantage for customers' needs. Fifteen minutes away from each other, the Colorado Springs location is 5,000

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Value Of New Construction Put In Place — August 2023

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

| | Aug. '23 ₁ | Jul. '23 ₂ | Mo. % Change | Aug. '22 | YTY % Change |
|------------------------------------|-----------------------|-----------------------|--------------|----------------|--------------|
| Total Construction | 1,983.5 | 1,973.7 | 0.5 | 1,847.3 | 7.4 |
| Total Private Construction: | 1,551.8 | 1,544.6 | 0.5 | 1,469.1 | 5.6 |
| Residential | 879.9 | 874.7 | 0.6 | 907.6 | -3.1 |
| New single family | 396.4 | 389.7 | 1.7 | 443.2 | -10.6 |
| New multifamily | 134.5 | 133.7 | 0.6 | 108.5 | 24 |
| Nonresidential | 671.9 | 669.9 | 0.3 | 561.5 | 19.7 |
| Lodging | 23.3 | 23.0 | 1.3 | 20.0 | 16.4 |
| Office | 84.3 | 84.2 | 0.2 | 79.0 | 6.8 |
| Commercial | 125.3 | 126.5 | -0.9 | 119.7 | 4.6 |
| Health care | 48.5 | 48.5 | 0 | 43.4 | 11.6 |
| Educational | 22.4 | 22.5 | -0.5 | 18.4 | 21.9 |
| Religious | 3.1 | 3.2 | -3.4 | 3.0 | 2.4 |
| Amusement and recreation | 15.8 | 15.8 | 0.4 | 15.8 | 0.1 |
| Transportation | 19.8 | 19.7 | 0.7 | 17.3 | 14.9 |
| Communication | 24.5 | 24.4 | 0.7 | 24.5 | 0.4 |
| Power | 103.8 | 103.6 | 0.2 | 98.3 | 5.6 |
| Electric | 86.0 | 85.3 | 0.8 | 79.0 | 8.9 |
| Manufacturing | 197.9 | 195.5 | 1.2 | 119.3 | 65.9 |
| Total Public Construction | 431.6 | 429.1 | 0.6 | 378.2 | 14.1 |
| Residential | 9.9 | 10.0 | -1.1 | 9.5 | 3.8 |
| Nonresidential | 421.7 | 419.1 | 0.6 | 368.7 | 14.4 |
| Office | 15.0 | 14.8 | 1.5 | 12.5 | 20.3 |
| Commercial | 4.4 | 4.4 | 0.2 | 4.4 | 1.1 |
| Health care | 13.1 | 12.9 | 2.1 | 11.5 | 14.4 |
| Educational | 90.6 | 90.4 | 0.2 | 80.6 | 12.4 |
| Public safety | 13.1 | 13.2 | -0.6 | 11.4 | 15.2 |
| Amusement and recreation | 17.1 | 17.1 | 0.1 | 14.1 | 21.6 |
| Transportation | 44.2 | 43.7 | 1.3 | 41.3 | 7.1 |
| Power | 14.3 | 13.9 | 2.4 | 9.2 | 55 |
| Highway and street | 130.4 | 130.0 | 0.4 | 115.6 | 12.9 |
| Sewage and waste disposal | 40.2 | 40.1 | 0.3 | 33.2 | 21 |
| Water supply | 26.5 | 26.6 | -0.1 | 24.2 | 9.5 |
| Conservation and development | 11.4 | 10.8 | 5.8 | 9.6 | 18.8 |

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>.

Dallas Lead All MSAs in Employment Gains

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and Portland-Vancouver-Hillsboro.

Construction employment declined over the year in 79 metro areas and was unchanged in 56 areas. The largest job loss occurred in Houston-The Woodlands-Sugar Land, TX (-6,800 jobs, -3%), followed by Nassau County-Suffolk County, NY (-5,200 jobs, -6%); Miami-Miami Beach-Kendall, FL (-4,400 jobs, -8%); St. Louis, MO-IL (-2,900 jobs, -4%); and Orlando-Kissimmee-Sanford, FL (-2,700 jobs, -3%). The largest percentage decrease occurred in Kankakee, IL (-13%, -200 jobs), followed by Pittsfield, MA (-9%, -200 jobs); Binghamton, NY (-9%, -400 jobs); Miami-Miami Beach-Kendall, FL; and Elgin, IL (-7%, -1,100 jobs).

“When an industry that pays an average of \$34 an hour can’t find enough qualified people to hire, we clearly need to rethink the way the country prepares future workers,” said Stephen Sandherr, the association’s chief executive officer in the press release. “In the meantime, we need to secure the border while allowing more people to lawfully enter the country to repair infrastructure, modernize the economy and build their own American dream.”

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sq ft with an additional large pipe yard in the back. The 7,500-sq-ft Colorado Springs Central will host a larger showroom. CES also has a Castle Rock location about 30 minutes away from these locations. “Colorado Springs Central is right off the corner of I-25 and Garden of the Gods. It’s a very popular intersection, and we wanted to have that location right off the highway where it’s visible,” said Birely.

The company also opened a 8,600-sq-ft location in Elgin, IL, after a seven-month renovation. Located in the center of the I-90 corridor between downtown and residential communities, CES Elgin is easily accessible for customers. Elgin will help CES customers in the northwest suburbs of Chicago to travel within half an hour of any CES location. CES Elgin is half an hour from McHenry, Woodstock and Montgomery. Elgin closes a gap to Lake Villa and Rockford, which are 45 minutes to an hour away. Customers have been driving into

the city, about 45 minutes one way, to get their material.

New England’s Electric Supply Center teams up with Boston Bruins

Electric Supply Center, Burlington, MA, scored a high-visibility partnership with the NHL’s Boston Bruins for the 2023-2024 season. The ESC logo will occupy a prominent location at center ice for every home game at Boston’s TD Garden.

“The Boston Bruins are excited to partner with Electric Supply Center,” said Bruins President Cam Neely. “We seek to collaborate with local businesses who share our commitment to excellence, and we look forward to welcoming ESC as our Official Electrical Supply Distributor.”

DSG celebrates grand opening of Livonia, MI, branch

Dakota Supply Group (DSG), Plymouth, MA, recently announced the grand opening of its location at 38995 Schoolcraft Rd. in Livonia, MI. The official grand opening was celebrated on Sept. 26.

People

Omni Cable LLC (OmniCable) (West Chester, PA): **James Curran** was hired as VP of Enterprise, Datacom Business Unit. He has more than 30 years of experience in the industry. Prior to OmniCable, Curran led global sales for C&D Technologies, a leader in Stationary Power solutions. His career has primarily been in sales leadership roles, targeting solutions for enterprise and data center applications for companies including like CommScope, supplyFORCE and Cisco Systems. Curran also led CommScope’s commercial organizations in the Middle East, Africa, Northern Europe and North American in sales roles over a 20-year period.

WAGO (Germantown, WI): **Dustin Reid** was hired as the company’s regional sales manager for Iowa, Nebraska and Kansas. After studying electrical engineering at Iowa State, he spent 17 years at Ames Engineering as a product and general manager.

Rep News

Effective Oct. 1, Arlington has announced the appointment of new representatives for three markets in the U.S. and Canada.

In the United States, **Electrical Products Agency (EPA)** of Indianapolis, IN

(Joel Van Treese, president), will be handling Indiana, except for the greater Chicago area in western Indiana.

Flynn & Reynolds, Tewksbury, MA (Dan Sciulli, VP/Sales), has acquired **Mills Talbot Co.**, the long-time Arlington representative for upstate New York. Mills Talbot will continue as Arlington’s rep in this area, operating under the same name and management.

In Canada, **Desdowd Inc.** of Montreal, Quebec and **Theovine**, the current representative for Arlington in Quebec and parts of Ottawa, have merged. Since Oct. 2, the company will do business as Desdowd Inc.

All of these organizations are CPMR-certified by NEMRA (National Electrical Manufacturers Representatives Association). CPMR is a three-year executive education program for current and future rep firm owners and managers.

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