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Around the Industry

Bristol joins NEMRA to lead new lighting division

The National Electrical Manufacturers Representatives Association (NEMRA) recently made headlines that it has launched a new lighting division that integrates the American Association of Independent Lighting Agencies (AAILA) *(www.lightingagents.org)*. Several days later, it followed up with the news that it had hired lighting industry veteran Jeff Bristol to manage and build the new lighting unit (see "People" section on page 6).

NEMRA said the new lighting division is intended to empower independent lighting sales agencies and strengthen partnerships with lighting manufacturers. AAILA was founded in 2021.

The release said,"This new division marks NEMRA's commitment to supporting the unique needs of the lighting sector as it adapts to an evolving industry landscape and to shaping a stronger future for independent agencies and those exploring opportunities in lighting."

Jim Johnson, president and CEO of NEMRA, said in the press release, "This integration allows us to build upon AAILA's goals within a larger framework, backed by NEMRA's extensive infrastructure and resources. Together, we aim to enhance support for independent lighting agencies while advancing our shared objectives.

"As a distinct division within NEMRA, this integration offers a unique opportunity to pave a new path forward — enhancing resources and advocacy for independent representatives. We encourage indepen-

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Inside

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Constellation New Energy Wins $119.8 Million Retrofit Contract from GSA

The U.S. General Services Administration (GSA) awarded an energy savings performance contract (ESPC) to Constellation New Energy, Baltimore, MD, an electric utility that also does a big business in energy retrofits, for energy savings and conservation measures at five GSA-owned facilities in the National Capital Region.

These projects, part of GSA's plan to reduce approximately $450 million in energy costs across its federal; real estate portfolio through the Inflation Reduction Act, will modernize building systems, improve energy efficiency, cut greenhouse gas emissions and convert four of the buildings to operate exclusively on electric power in Washington DC.

This award leverages $119.8 million in Inflation Reduction Act (IRA) funding for energy retrofits through energy conservation measures. The five buildings to be updated under this contract are the Elijah Barrett Prettyman U.S. Courthouse; the William B. Bryant Annex; the Orville Wright Federal Building; and the Wilbur Wright Federal Building; all located in Washington DC, and the Harvey W. Wiley Federal Building in College Park, MD.

The scope of the work will vary by building, and will include LED lighting retrofits, building envelope enhancements, utility distribution upgrades, water conservation measures, and heating and cooling plant electrification. GSA anticipates the measures will annually save $2.2 million in utility costs and reduce the buildings' carbon emissions by 5,734 metric tons, equivalent to taking over 1,300 gas-powered cars off the road.

The most significant energy conservation measures are lighting, building controls and electrification (fuel switching from steam to electric heat) at the Wright buildings, Prettyman U.S. Courthouse, and William Bryant Annex. Upon completion of the electrifica-

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Alaska, Hawaii and Nevada Lead All Western Region States in YOY Sales Percentages Gains

While the electrical sales potential forecasts for many states and metropolitan areas are under *Electrical Wholesaling's* annual industry growth average of +4% to +8% year-over-year (YOY) growth, quite a few states and Metropolitan Statistical Areas (MSAs) are growing at much better than the national YOY rate, according to our estimates. At the state level, the states in the Western region currently growing the fastest are Alaska (+15.1%); Hawaii (+11.1%); Nevada (+9.5%); Montana (+8%); Oklahoma (+5.6%); Utah, and South Dakota (all up +5.1% YOY) (See table on pages 2-4).

Local sales stars in the Western Region. Three MSAs west of the Mississippi are growing at double-digit growth rates: Anchorage, AK (+16.2%); Honolulu, HI (+15.3%); and Baton Rouge, LA (+10.9%). Two of the nation's largest markets also are growing at well over the national pace: Las Vegas-Henderson-Paradise, NV, MSA (+9.8%) and Houston-The Woodlands-Sugar Land, TX, MSA (+5.5%). Some smaller markets in the Western region growing at more than triple the national rate were St. George, UT (+8.3%); Provo-Orem, UT (+7.6%); Tulsa, OK (+7%); Boise, ID (+6.6%); Albuquerque, NM (+6.4%); Sioux Falls, SD (+6.2%); and Reno, NV (+6.1%).

The Houston and Dallas metros topped the nation when measured by estimated increases in sales dollar potential, with increases of $202 million and $140.8 million, respectively.

It's interesting to note that even though California only grew by +0.1%, with roughly $16.4 billion in new sales potential, even a sales gain of a fraction of a percent produced growth of $16.4 million, a surprisingly sizeable amount.

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Western Region Estimated Electrical Sales Potential					
Metropolitan Statistical Area (MSA)	**Postal**	**2023 Total Estimate**	**2023 Total Estimate**	**Total Estimate YOY $ Change**	**Total Estimate YOY % Change**
UNITED STATES	**US**	**148,759.6**	**145,875.6**	**2,884.1**	**2.0**
ALASKA	**AK**	**362.0**	**314.5**	**47.4**	**15.1**
Anchorage	AK	195.6	168.5	27.1	16.1
ARKANSAS	**AR**	**1,399.1**	**1,358.4**	**40.6**	**3.0**
Little Rock-North Little Rock-Conway	AR	357.0	340.0	17.0	5.0
Fayetteville-Springdale-Rogers	AR-MO	334.2	316.2	18.1	5.7
Fort Smith	AR-OK	144.9	138.1	6.8	4.9
ARIZONA	**AZ**	**3,437.8**	**3,364.6**	**73.2**	**2.2**
Phoenix-Mesa-Scottsdale	AZ	2,694.1	2,662.9	31.2	1.2
Tucson	AZ	365.2	357.6	7.6	2.1
Prescott	AZ	104.4	103.6	0.9	0.8
CALIFORNIA	**CA**	**16,348.9**	**16,332.5**	**16.4**	**0.1**
Los Angeles-Long Beach-Anaheim	CA	4,865.6	4,867.3	(1.7)	0.0
San Francisco-Oakland-Hayward	CA	2,083.6	2,105.8	(22.2)	-1.1
Riverside-San Bernardino-Ontario	CA	1,832.9	1,840.9	(8.1)	-0.4
San Diego-Carlsbad	CA	1,560.1	1,551.3	8.9	0.6
San Jose-Sunnyvale-Santa Clara	CA	1,242.5	1,297.2	(54.7)	-4.2
Sacramento-Roseville-Arden-Arcade	CA	1,120.9	1,121.1	(0.2)	0.0
Fresno	CA	393.6	389.9	3.7	0.9
Oxnard-Thousand Oaks-Ventura	CA	320.4	323.8	(3.3)	-1.0
Santa Rosa	CA	290.9	288.2	2.7	0.9
Stockton-Lodi	CA	260.5	262.8	(2.3)	-0.9
Bakersfield	CA	246.6	250.1	(3.4)	-1.4
Modesto	CA	234.1	227.8	6.2	2.7
Vallejo-Fairfield	CA	191.0	190.7	0.3	0.2
Santa Maria-Santa Barbara	CA	169.0	171.2	(2.2)	-1.3
San Luis Obispo-Paso Robles-Arroyo Grande	CA	144.4	141.8	2.7	1.9
Visalia-Porterville	CA	142.7	142.8	(0.1)	-0.1
Salinas	CA	113.2	112.2	1.1	0.9
San Rafael, CA Metropolitan Division	CA	112.4	113.0	(0.6)	-0.6
Napa	CA	106.9	108.5	(1.6)	-1.5
COLORADO	**CO**	**2,904.9**	**2,915.2**	**(10.3)**	**-0.4**
Denver-Aurora-Lakewood	CO	1,649.5	1,691.7	(42.2)	-2.5
Greeley	CO	290.3	293.8	(3.5)	-1.2
Colorado Springs	CO	280.5	283.5	(3.0)	-1.1
Fort Collins	CO	200.3	206.0	(5.7)	-2.8
HAWAII	**HI**	**590.4**	**531.3**	**59.1**	**11.1**
Urban Honolulu	HI	442.5	383.7	58.8	15.3
IOWA	**IA**	**1,909.5**	**1,886.1**	**23.4**	**1.2**
Des Moines-West Des Moines	IA	410.2	407.3	2.9	0.7
Davenport-Moline-Rock Island	IA-IL	217.6	217.2	0.4	0.2

Western Region Estimated Electrical Sales Potential					
Metropolitan Statistical Area (MSA)	Postal	2023 Total Estimate	2023 Total Estimate	Total Estimate YOY $ Change	Total Estimate YOY % Change
IDAHO	**ID**	**1,203.1**	**1,158.0**	**45.2**	**3.9**
Boise City	ID	590.1	553.5	36.6	6.6
Coeur d'Alene	ID	119.4	115.2	4.2	3.6
Idaho Falls	ID	102.7	97.9	4.8	4.9
KANSAS	**KS**	**1,498.9**	**1,465.7**	**33.2**	**2.3**
Wichita	KS	420.1	408.3	11.9	2.9
Topeka	KS	109.8	109.1	0.7	0.6
LOUISIANA	**LA**	**2,211.1**	**2,126.8**	**84.3**	**4.0**
Baton Rouge	LA	774.8	698.5	76.3	10.9
New Orleans-Metairie	LA	459.5	473.4	(13.9)	-2.9
Lafayette	LA	196.9	191.1	5.8	3.1
Lake Charles	LA	174.3	173.7	0.6	0.4
Shreveport-Bossier City	LA	154.1	148.1	6.1	4.1
MINNESOTA	**MN**	**2,956.0**	**2,997.9**	**(41.9)**	**-1.4**
Minneapolis-St. Paul-Bloomington	MN-WI	1,874.1	1,926.1	(52.0)	-2.7
St. Cloud	MN	159.0	161.5	(2.5)	-1.5
Duluth	MN-WI	150.8	164.1	(13.2)	-8.1
Rochester	MN	100.2	103.7	(3.5)	-3.4
MISSOURI	**MO**	**2,946.1**	**2,821.3**	**124.8**	**4.4**
St. Louis	MO-IL	1,404.7	1,385.0	19.7	1.4
Kansas City	MO-KS	1,081.3	1,068.2	13.1	1.2
Springfield	MO	210.8	210.7	0.0	0.0
MONTANA	**MT**	**612.6**	**567.5**	**45.1**	**8.0**
NORTH DAKOTA	**ND**	**504.1**	**493.0**	**11.1**	**2.3**
Fargo	ND-MN	191.8	185.2	6.6	3.6
Bismarck	ND	77.8	76.0	1.8	2.4
Grand Forks	ND-MN	60.4	59.6	0.9	1.4
NEBRASKA	**NE**	**1,197.4**	**1,171.5**	**25.9**	**2.2**
Lincoln	NE	199.6	193.9	5.6	2.9
Omaha-Council Bluffs	NE-IA	570.1	553.2	17.0	3.1
NEW MEXICO	**NM**	**798.3**	**780.1**	**18.2**	**2.3**
Albuquerque	NM	435.3	409.2	26.2	6.4
NEVADA	**NV**	**1,844.2**	**1,684.6**	**159.7**	**9.5**
Las Vegas-Henderson-Paradise	NV	1,259.5	1,146.6	112.9	9.8
Reno	NV	415.6	391.6	23.9	6.1
OKLAHOMA	**OK**	**1,616.1**	**1,530.2**	**85.9**	**5.6**
Oklahoma City	OK	581.2	553.7	27.5	5.0
Tulsa	OK	545.4	509.7	35.7	7.0
OREGON	**OR**	**2,138.5**	**2,167.8**	**(29.4)**	**-1.4**
Portland-Vancouver-Hillsboro)	OR-ID	1,446.5	1,484.0	(37.4)	-2.5
Salem	OR	216.8	220.4	(3.6)	-1.6
Eugene	OR	150.1	153.7	(3.5)	-2.3
Bend-Redmond	OR	123.5	126.9	(3.4)	-2.7

Western Region Estimated Electrical Sales Potential					
Metropolitan Statistical Area (MSA)	**Postal**	**2023 Total Estimate**	**2023 Total Estimate**	**Total Estimate YOY $ Change**	**Total Estimate YOY % Change**
SOUTH DAKOTA	**SD**	**588.6**	**560.2**	**28.3**	**5.1**
Sioux Falls	SD	222.7	209.7	13.0	6.2
Rapid City	SD	94.1	90.9	3.2	3.5
TEXAS	**TX**	**14,364.1**	**13,780.2**	**583.8**	**4.2**
Dallas-Fort Worth-Arlington	TX	4,354.0	4,213.1	140.8	3.3
Houston-The Woodlands-Sugar Land	TX	3,940.6	3,736.6	204.0	5.5
Austin-Round Rock	TX	1,385.7	1,325.3	60.4	4.6
San Antonio-New Braunfels	TX	1,087.8	1,046.5	41.3	3.9
Midland	TX	540.7	539.5	1.2	0.2
Corpus Christi	TX	343.9	332.9	11.0	3.3
Beaumont-Port Arthur	TX	332.5	313.9	18.5	5.9
El Paso	TX	277.5	271.3	6.1	2.3
Odessa	TX	253.4	256.7	(3.3)	-1.3
Longview	TX	192.3	197.8	(5.4)	-2.7
Waco	TX	168.1	166.1	2.0	1.2
Amarillo	TX	157.5	149.5	8.0	5.4
McAllen-Edinburg-Mission	TX	141.7	139.8	1.9	1.4
Lubbock	TX	135.6	133.0	2.7	2.0
Killeen-Temple	TX	132.9	131.2	1.7	1.3
Tyler	TX	122.0	118.9	3.1	2.6
College Station-Bryan	TX	121.8	121.7	0.1	0.1
UTAH	**UT**	**2,389.1**	**2,272.1**	**117.0**	**5.1**
Salt Lake City	UT	1,033.2	980.9	52.3	5.3
Provo-Orem	UT	519.5	482.7	36.8	7.6
Ogden-Clearfield	UT	466.6	443.2	23.5	5.3
St. George	UT	158.2	146.1	12.2	8.3
WASHINGTON	**WA**	**3,998.3**	**3,959.2**	**39.0**	**1.0**
Seattle-Tacoma-Bellevue	WA	2,275.9	2,248.9	27.1	1.2
Spokane-Spokane Valley	WA	288.9	288.2	0.6	0.2
Kennewick-Richland	WA	185.1	178.5	6.6	3.7
Bellingham	WA	136.2	139.8	(3.6)	-2.6
Olympia-Tumwater	WA	102.1	103.3	(1.2)	-1.1
WYOMING	**WY**	**342.7**	**342.0**	**0.7**	**0.2**
Cheyenne	WY	56.4	55.1	1.3	2.3
Casper	WY	46.7	47.3	(0.5)	-1.1

Notes: This table includes Metropolitan Statistical Areas (MSAs) west of the Mississippi with estimated electrical sales potential of $100 million or more. Readers with an annual subscription to Electrical Marketing can download estimates for all 300-plus MSAs at www.electricalmarketing.com. Eastern Region sales estimates were published in the Nov. 22 issue of Electrical Marketing. Sales estimates are updated each quarter online and are developed with Electrical Wholesaling's sales-per-employee multipliers of $78,775 per electrical contractor employee and $2,650 per industrial employee. Employment numbers come from the July 2024-Sept. 2024 and July 2023-Sept. 2023 data published by the U.S. Department of Labor Statistics (www.bls.gov). Electrical contractor employment estimates for MSAs developed by Electrical Marketing by using a 0.13 multiplier on total construction employment, which is the historical average for electrical contractor employment as a percentage of total construction employment. Electrical Marketing estimates electrical contractor sales at 50% of total national electrical sales and industrial sales on a national basis at 25%. To develop the total sales estimates, EM's editors add 25% to the electrical contractor and industrial sales estimates to cover all other customer types (utility, government, etc.) These percentages will vary on a market-to-market basis.

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dent lighting agencies and manufacturer partners to join us in shaping the future of lighting sales."

Billy Hodges, co-founder of AAILA, added, "I am confident that NEMRA's proven capabilities will allow us to elevate the voice of independent lighting representatives. Both organizations have a strong legacy of supporting this vital channel, and this partnership presents an exciting opportunity to further strengthen relationships with suppliers, manufacturer representatives, and customers alike."

More details and information regarding this new division will be shared in the coming weeks. Membership requirements for reps and suppliers are posted on IILA's website.

Legrand acquires Power Bus Way

Legrand has acquired Power Bus Way, a Toronto-based provider of custom-designed cable bus solutions for data centers, industrial facilities and commercial projects. Due to increasing demand for more digital infrastructure, Legrand estimates the North American data center market will continue to grow. This accelerated growth is further bolstered by increasing power needs, particularly in relation to the rapid adoption of artificial intelligence (AI) technologies. The addition of Power Bus Way enables Legrand to more fully serve this market by offering two robust and complementary cable bus solutions, with an existing solution and the Power Bus product portfolio.

Legrand's first cable bus solution was launched in early 2024 and is a field-adjustable option from its Cablofil product line. Designed for contractor field modifications, through a standardized approach, this solution provides shorter lead times to meet customers' most aggressive timelines. Legrand extends its cable bus offering with Power Bus Way's custom engineered end-to-end solution which caters to customized layouts and provides all lengths, equipment connections, supports, terminations and cables to suit site-specific requirements.

Power Bus Way will become a business unit of Legrand's Electrical Wiring Systems (EWS) Division. Brad Barrett will continue to lead the Power Bus Way business as VP and general manager, reporting to Ravi Ramanathan, president of Legrand's EWS Division.

"The world's digital needs are ever evolving and expanding to support both escalating usage and more robust technologies, including AI. Ensuring reliable pathways for power is essential to the data center market," said Brian DiBella, president and CEO, Legrand, North and Central America in the press release. "Legrand prioritizes acquiring smart, well-run companies with the goal of investing in the business to foster continued innovation and further accelerate growth.

"As Legrand continues to prioritize deepening relationships with data center end-users and the engineers, electrical installers and distributors serving the market, the addition of Power Bus Way allows Legrand to offer a broader set of complementary solutions, including two distinct cable bus options. This guarantees Legrand customers, not only in the data center space but also industrial, commercial and more, have access to the right system, for delivering mission-critical power to projects of any size or complexity."

World Electric Supply opens 266,000-sq-ft RDC in Florida

World Electric/Sonepar announced the

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California Leads Western Region States with $16.4 Billion in Estimated Total Electrical Sales Potential

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California accounts for approximately 11% of all electrical sales potential in the United States.

Despite the forgettable sales growth in most of the Pacific region, some sizeable construction projects broke ground, and in total the region had 21 projects with at least $1 billion in total construction value in the pipeline through Oct. 2024. The largest project underway in the Pacific Region is the $12-billion, 218-mile Brightline West high-speed rail line from Los Angeles to Las Vegas. Five hospital projects valued at $1 billion or more broke ground in 2024 in Oakland, San Diego, San Francisco, Sacramento and Torrance, CA. There are also three large airport projects underway in California: the $2.9-billion Terminal 3 renovation in San Francisco; a $1.5-billion new terminal at the Hollywood-Burbank Airport in Burbank, CA; and a $1.4-billion project at LAX in Los Angeles.

The market dominance of Texas continues. While the number of megaprojects in the Pacific Region is impressive, the electrical growth of the Lone Star State on all fronts continues to dominate not only the West South Central Region, but the nation as a whole. The state's four billion-dollar market areas — Dallas-Fort Worth-Arlington, TX, MSA; Houston-The Woodlands-Sugar Land, TX, MSA; Austin-Round Rock, TX, MSA; and San Antonio-New Braunfels, TX, MSA — are all beating the national average, and continue to be among the nation's leading markets for population growth and building permits. The Dallas and Houston metros are welcoming 277.9 new residents and 252.6 new residents per day respectively, and Austin and San Antonio also rank in the Top 10 in population growth. And according to U.S. Census data, the combined population increase for Dallas and Houston from 2020 through 2023 topped 775,000. Growth like that creates a ton of demand for housing and other services.

— Jim Lucy

General Services Administration Taps Into $3.4 Billion in Funding from Inflation Reduction Act

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tion project, these buildings will be removed from GSA's fossil fueled-powered steam distribution system and will operate on more efficient electric energy.

An energy savings performance contract, is a partnership between a federal agency and a U.S. Department of Energy-qualified energy service company. The service company conducts a comprehensive energy audit of federal facilities and identifies improvements to save energy. In consultation with the federal agency, the service company designs and constructs a project that meets the agency's needs and arranges the necessary funding. ESPCs partner with the private sector to help stretch appropriations further, and deliver more with the available resources.

The Inflation Reduction Act includes $3.4 billion for GSA to build, modernize and maintain more sustainable and cost-efficient high-performance facilities.

Industry Events

<u>*January 13-15, 2025*</u>
NAED Western Conference
Palm Desert, CA; National Association of Electrical Distributors (NAED); *www.naed.org*

<u>*January 27-29, 2025*</u>
2025 NAW Annual Conference
Washington, DC; National Association of Wholesaler-Distributors (NAW); *www.nemra.org*

<u>*February 2-5, 2025*</u>
2025 NEMRA Conference
Orlando; NEMRA; *www.nemra.org*

<u>*February 17-19, 2025*</u>
NAED Eastern Conference
Tampa, FL; NAED; *www.naed.org*

<u>*March 18-19, 2025*</u>
LEDucation 2025
New York; www.leducation.org

<u>*May 4-8, 2025*</u>
Lightfair 2025 Conference
Las Vegas; lightfair.us.messefrankfurt.com/us/en.html

<u>*June 2-4, 2025*</u>
Women in Industry Forum
Orlando, FL; NAED; www.naed.org

<u>*June 19-22, 2025*</u>
Lake Michigan Club
Lake Geneva, WI; NAED; www.naed.org

<u>*July 19-22, 2025*</u>
EASA Convention & Solutions Expo
Nashville, TN; www.easa.com/convention

<u>*Sept. 12-15, 2025*</u>
NECA Convention & Trade Show
Chicago, IL; www.necanet.org

<u>*Oct.19-22, 2025*</u>
NALMCO 2025 Annual Convention & Trade Show
Des Moines, IA; ww.nalmco.org

Lonestar Electric Opens Oklahoma Location

Lonestar Electric Supply, Houston, TX, continues its out-of-state growth, adding Oklahoma to the list of states it serves in addition to the Louisiana expansion that was announced in October. Under the leadership of President Jason Rhines, Lonestar's first Oklahoma facility is expected to employ approximately 20 people to supply contractors.

Recently named the 20th largest distributor in the electric space by *Electrical Wholesaling*, Lonestar Electric Supply has grown quickly since its inception in 2015. Earlier this year, the company expanded into the Rio Grande Valley, opening a facility in McAllen. Lonestar Electric Supply also opened locations in College Station and McKinney. Last year, it launched operations in West Texas in the Midland-Odessa, Lubbock, and Amarillo markets. It currently has 13 distribution centers open in Texas.

Beyond servicing electrical contractors for commercial projects, Lonestar Electric Supply also has a division for industrial work; engineering, procurement and construction; and renewable energy. The company employs approximately 800 people and has more than 4,000 contractor partners.

NEMA's October EBCI Future Conditions Index Point Toward Market Optimism

This month, the electroindustry business confidence index current conditions component held steady at 69.2 points, reflecting continued improvement among industry stakeholders from a low of 46.7 points earlier this year. Thirty-eight percent of panel members reported that current conditions are "better," while none indicated a decline, and 62% deemed the situation as "unchanged."

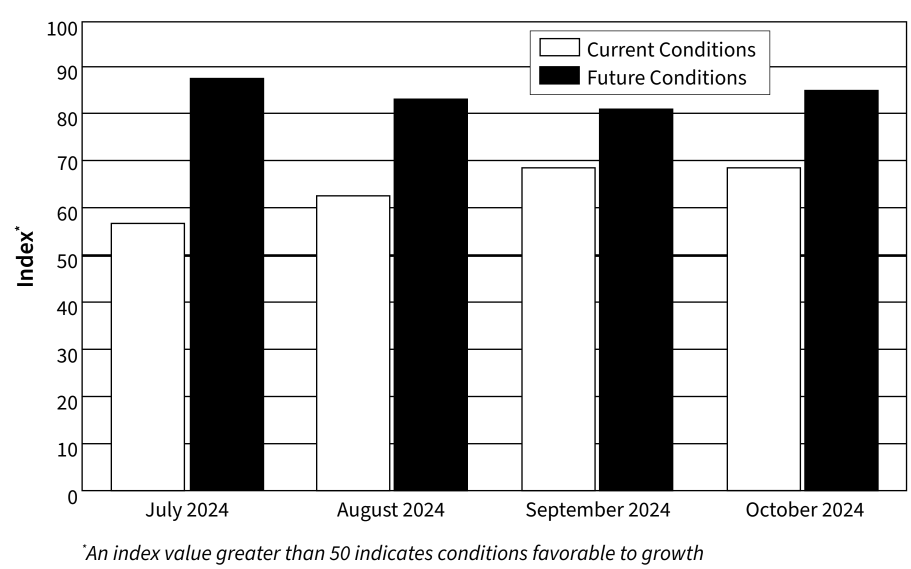
The ElectroIndustry Business Conditions Index (EBCI) is a monthly survey of senior executives at electrical manufacturers published by the National Electrical Manufacturers Association (NEMA), Rosslyn, VA. Any score over the 50-point level indicates a greater number of panelists see conditions improving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

Panel member comments this month portray mixed sentiments, with some seeing stable orders while others report sluggish conditions and supply chain issues.

Matching a three-year high of 88.5 points last reached in July, the future conditions component rebounded to 88.5 points in October 2024, marking a continued positive outlook. Notably, no panel members expected "worse" conditions ahead, while 77% percent of panel members anticipated "better" conditions in six months, and 23% forecasted conditions to remain "unchanged."

Comments from panel members reflected optimism, citing the resolution of election uncertainty and the possibility of another interest rate cut as positive factors contributing to their outlook.

Electroindustry Business Confidence Index: October 2024



*An index value greater than 50 indicates conditions favorable to growth

Construction Spending Maintains Solid Year-to-Date Growth Rate with +7.2% YOY Increase

Construction spending during Oct. 2024 was estimated at a seasonally adjusted annual rate of $2,174 billion, +0.4% above the revised September estimate of $2,164.7 billion. According to the latest Census data, the October figure is +5% above the Oct. 2023 estimate of $2,071.1 billion. During the first ten months of this year, construction spending amounted to $1,814.8 billion, +7.2% above the $1,693.2 billion for the same period in 2023.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of $1,676.4 billion, +0.7% above the revised September estimate of $1,664.7 billion. Residential construction was at a seasonally adjusted annual rate of $934 billion in October, +1.5% above the revised September estimate of $920.3 billion. Nonresidential construction was at a seasonally adjusted annual rate of $742.3 billion in October, -0.3% below the revised September estimate of $744.4 billion.

Data center construction increased +3.2% to $29,992 million in October, a +37.4% increase. Construction of private Computer/electronic/electrical manufacturing facilities declined -2.1% in October to $126,274 million but remained up +17.6 YOY.

Public construction. In October, the estimated seasonally adjusted annual rate of public construction spending was $497.6 billion, -0.5% below the revised September estimate of $500 billion. Educational construction was at a seasonally adjusted annual rate of $105.3 billion, -0.4% below the revised September estimate of $105.7 billion. Highway construction was at a seasonally adjusted annual rate of $141.1 billion, -0.7% below the revised September estimate of $142.1 billion.

Value Of New Construction Put In Place —October 2024

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

	Oct. '24[1]	Sept. '24[2]	Mo. % Change	Oct. '23	YTY % Change
Total Construction	**2,174.0**	**2,164.7**	**2,071.1**	**0.4**	**5**
Total Private Construction[1]	**1,676.4**	**1,664.7**	**1,595.1**	**0.7**	**5.1**
New single family	423.9	420.6	418.4	0.8	1.3
New multifamily	125.4	125.2	134.5	0.2	-6.8
Residential	934.0	920.3	877.6	1.5	6.4
Nonresidential	742.3	744.4	717.5	-0.3	3.5
Lodging	22.7	22.8	24.5	-0.4	-7.1
Office	84.2	83.8	83.8	0.5	0.4
Commercial	118.4	119.8	133.4	-1.1	-11.2
Health care	52.5	53.2	52.5	-1.4	-0.1
Educational	24.8	25.1	24.1	-1.3	2.9
Religious	4.1	4.0	4.1	4	0.3
Amusement and recreation	18.7	19.0	18.8	-1.2	-0.4
Transportation	22.6	22.6	20.5	0.1	10.1
Communication	27.8	27.8	28.6	0	-3
Power	127.2	126.9	120.8	0.2	5.3
Electric	109.3	109.2	100.8	0	8.4
Manufacturing	235.0	235.1	202.1	0	16.3
Total Public Construction[2]	**497.6**	**500.0**	**476.1**	**-0.5**	**4.5**
Residential	11.8	11.9	11.1	-0.5	6.4
Nonresidential	485.8	488.1	464.9	-0.5	4.5
Office	17.0	16.6	15.4	2	10.3
Commercial	6.2	6.2	4.6	0.7	34.3
Health care	14.7	14.7	13.5	-0.3	8.7
Educational	105.3	105.7	104.7	-0.4	0.6
Public safety	19.3	19.1	15.9	1.1	21.4
Amusement and recreation	22.5	22.3	18.7	0.9	20.7
Transportation	47.5	47.6	45.1	-0.1	5.4
Power	20.0	20.3	19.4	-1.5	2.9
Highway and street	141.1	142.1	142.9	-0.7	-1.2
Sewage and waste disposal	44.9	45.5	42.3	-1.5	6.1
Water supply	33.5	33.7	28.6	-0.6	17.1
Conservation and development	11.2	11.6	12.5	-3.3	-10.6

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.

Around the Industry

Continued from page 5

grand opening of its new 266,000-sq-ft regional distribution center (RDC) in Hialeah Gardens, FL. Featuring climate control, automated lighting controls and picking robots, the custom-built RDC will serve residential, commercial and industrial customers in south Florida and offer specialty services and faster delivery times.

"Our customers' needs are growing increasingly complex," said Tammy Livers, president of World Electric, in the press release. They need an agile distributor partner that can expertly manage projects, provide services such as kitting and prefabrication, and offer depth of product and just-in-time capabilities."

The RDC will service branches across south Florida and begin implementing Locus robots in early 2025 for faster, more efficient automated picking. It will provide a full line of color wire and parallel wire pulls and offer specialty services, such as prefabrication, kitting and a logistics management and material storage solution called Pro Logistic Services.

World Electric has grown quickly over the past two years and opened two branches in Gainesville and Winter Haven, FL, and acquired Electric Supply of Tampa (ESI), Tampa, FL, (2023) and Advance Electrical, Norcross, GA, (2022).

Kastle Back to Work Barometer slides during Thanksgiving week

In the Kastle Back to Work Barometer, peak day office occupancy was 57% on Thursday last week, as many workers stayed home in the days leading up to Thanksgiving. Tuesday occupancy was down 18.9 points to 42.8%, and even Monday fell more than seven points, down to 41.8%. The average low was 26.4% on Wednesday, less than half of the prior week's 61.1%.

The weekly average occupancy fell nearly 13 points from last week to 40.6%, according to the 10-city Back to Work Barometer. Every tracked city experienced the Thanksgiving week decline, with occupancy in most cities falling double digits. The Chicago (56.4%) and Austin, TX (63.3%) had the highest occupancy rates, while the Philadelphia metro had the lowest at 43.8%.

Kastle customers uses the company's access card systems in more than 2,600 buildings in 138 cities. The Back to Work Barometer reflects swipes of Kastle access cards from the top 10- cities, averaged weekly.

People

National Electrical Manufacturers Representatives Association (Carmel, IN): **Jeff Bristol** was appointed VP of the newly formed NEMRA Lighting Division. He was most recently senior VP of sales & marketing for MaxLite. His responsibilities there included managing a 40-plus agent network.

Bristol's career has also included leadership roles at Panasonic/Universal Lighting Technologies, Philips Lighting, Osram Sylvania, and Westinghouse Lighting. Throughout his career, he has worked closely across the agent landscape, including with NEMRA agents, specification lighting agents and design & build lighting agencies. Bristol is no stranger to NEMRA, having supported the association as a member of the NMG executive committee since 2012.

Turtle & Hughes (Clark, NJ): The company announced several key promotions on Linkedin. **Bob Courcy** will be chief revenue officer; **Teesee Murray** is now group president; **Michael Vitiello** has taken on the role of president of Distribution; **Brian Fitzgerald,** a 17-year company veteran, is now senior VP, Digital Operations; **Robert Del Guerico** was appointed senior VP, Purchasing; **Garrett Conner,** a 20-year electrical market veteran is Gulf Region VP, Sales; and **Beatrice Clark** is VP, Sustainability & Social Impact.

Electri-Flex Co. (Roselle, IL): **Ron Pelka,** plant manager, retired after 47 years with the company. According to a company press release, Pelka played an essential role in maintaining the smooth and efficient operation of the manufacturing plant. He joined Electri-Flex in 1978 , and during his career, held several significant positions, including R&D manager, tool room supervisor, maintenance supervisor and eventually production supervisor.

The release said Pelko played an integral role in constructing the Liquatite brand into what it is today. He oversaw many advancements in roll-forming strip and extrusion, including expanding the product lines from several to the nearly 50 varieties available today. He also managed the expansion of the manufacturing facility with the addition of a second location. More recently, he oversaw plant enhancements and new machinery that increased capacity and efficiency on the factory floor.

Intralec Electrical Products (Mississauga ON): **Beverly Pisco** and **Shaun Stevens** have joined this rep firm, according to Canada's *Electrical Business* magazine. A post at *www.ebmag.com* said Pisco joined the industry in 2017 at an electrical distributor, where she was involved in both inside and outside sales. Her territory includes the northern Toronto area and northern Ontario. Pisco will work with Martin McDermott as he prepares for retirement.

JAW Lighting (Nashville, TN): Jim Williams, the founder of this new lighting agency said in a company Linkedin post that **Jason Tatge** has joined the company as vice president and general manager. He had been a profit center manager with Consolidated Electrical Distributors for more than 16 years. Williams was formerly president and chief executive officer of KSA Lighting & Controls, one of Chicago's largest lighting reps.

Fromm (Reading, PA): **Chris Kline** was appointed general manager of FrommConnect, a subsidiary specializing in design, fabrication and labor-saving solutions and services for manufacturers and electrical contractors.

Kline brings more than 25 years of experience in process engineering, automation system design, workplace safety and cybersecurity. He previously served as Fromm's Industrial Automation Group manager from 2003-2013 and most recently as sales and engineering manager for Grantek Corp. in Allentown, PA. Kline will oversee FrommConnect's sales and operations at the company's state of the art facility in Reading, PA.

Fromm is ranked #73 in *Electrical Wholesaling's* 2024 Top 100 ranking with 109 employees and nine branches.

Obituary

Paul Suzio, a well-known senior executive in the market, passed away peacefully on Nov. 21 after a lengthy battle with cancer, according to a post at *www.nemra.org.* He was the named president & COO of Bridgeport Fittings in 2006, and earlier in his career became VP and general manager at Edwards Signaling when he was only 28 years old.

He was active with NEMRA, NAED and NEMA, and won numerous awards, including *Electrical Wholesaling*'s Rising Star Award, and was a fixture at industry functions for years. He is survived by his wife of 44 years Grace; three children; and six grandchildren.

Rep News

DZ Cook, Hayward, CA, now represents Western Tube in northern California and northern Nevada, according to a company Linkedin post.

Coresential, Tampa, FL, is now representing Eaton Bussmann and Eaton Wiring Device Products, according to a company Linkedin post.

ElectroTech Inc., Minneapolis, MN, now represents Atlas Lighting Products, in the upper Midwest markets of Minnesota, western Wisconsin, North and South Dakota.

SESCO Lighting, Maitland, FL, recently announced on Linkedin that it had opened locations in Fort Lauderdale and Coral Gables, FL.

Generally considered to be the nation's largest independent lighting rep, the 55-year-old SESCO Lighting has 25 locations and more than 400 employees.

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