

Electrical Marketing®

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Around the Industry

Constellation inks \$1-billion deal with General Services Administration

Constellation Energy, a Baltimore-based electric utility regarded as the nation's largest producer of nuclear power, has been awarded more than \$1 billion in combined contracts by the U.S. General Services Administration (GSA) to supply power to more than 13 government agencies and perform energy savings and conservation measures at five GSA-owned facilities in the National Capital Region. Constellation's retail subsidiaries will provide the services to the GSA, according to a company press release.

Under a 10-year, \$840 million contract, which Constellation said is the largest in GSA history, the company will supply the GSA with more than 1 million megawatt hours (MWh/yr) annually, beginning in 2025. A portion of the power will come from investments Constellation will make to increase plant output, known as "uprates."

"For many decades, Constellation's nuclear fleet has provided carbon-free, reliable, American-made energy to millions of families and institutions," said Joe Dominguez, Constellation president and CEO, in the press release. "Frustratingly, however, nuclear energy was excluded from many corporate and government sustainable energy procurements. Not anymore. This agreement is another powerful example of how things have changed."

"Under this agreement, the United States government joins Microsoft and other entities to support continued investment

Continued on page 3

Inside

- Electrical stock performance..... p. 2
- EBCI still strong in November..... p. 4
- Construction data still strong p. 5
- Few contractor job openings..... p. 5

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Publicly-Held Electrical Contractors Lead Market in YOY Share Price Gains

It was a wild year overall on Wall Street, with a handful of tech stocks accounting for a huge amount of the market's overall gains. The S&P 500 Index notched a second consecutive of +20% gains, in large part due to the explosive growth of the "Magnificent Seven" stocks — Apple, Nvidia, Microsoft, Amazon, Alphabet, Google, Meta (Facebook) and Tesla. It's some truly impressive growth for the S&P, when you consider that over the past 10 years, the average annual return for the S&P is between +11% and +13%, depending on the source.

The electrical market had a handful of stocks that also showed some magnificent year-over-year (YOY) growth during 2024 that topped all three market indices, according to stock data at Yahoo Finance. It was a particularly good year for electrical contractors. IES Holdings led the parade with +156% growth during 2024,

followed by EMCOR at +113.6% YOY, and Quanta Services at +49.8%. Topping the S&P 500 Index's 2024 YOY return of +23.9% amongst electrical equipment manufacturers were Belden (+44.3%); Acuity Brands (+43.8%); Eaton (+38.9%); LSI Industries (+38.8%); Schneider Electric (+34.7%); Nexans (+33%); Emerson Electric (+29.3%); Hubbell (+28.6%); and ABB (+26.3%). With an annual return of +28.8%, W.W. Grainger was the only distributor of electrical supplies topping that mark.

Other stocks that beat the S&P 500 historical average annual returns over the past decade included Generac (+21.7%); Federal Signal (+21.7%); 3M (+17%); and nVent Electric (+16.9%). As you can see in the chart on page 2, a handful of stocks had a much tougher year, including two stocks very sensitive to the cyclical nature

Continued on page 3

AGC General Contractors Expect Solid 2025 Growth in Data Centers and Power Projects

Construction contractors are optimistic about certain private-sector segments and have high hopes for most types of public-sector work, according to survey results recently released by the Associated General Contractors of America (www.agc.org) and Sage Construction. Yet they have very low expectations for several private-sector market segments, according to AGC/Sage's *A Year in the Balance: The 2025 Construction Hiring and Business Outlook*.

"2025 offers quite a few bright spots for the construction industry even as the outlook for some private-sector segments remains quite dire," said Jeffrey Shoaf, the association's chief executive officer in the press release on the report. "Firms expect regulatory relief will help drive demand and they will continue to hire, when they can, and boost investments in technologies, particularly artificial intelligence."

The net reading — the percentage of

respondents who expect the available dollar value of projects to expand compared to the percentage who expect it to shrink — is positive for 15 of the 17 categories of construction included in the survey. The highest net reading, 42%, is for data centers.

Contractors are also very bullish about the prospects for water and sewer projects, with a net reading of 35%, and for power projects, with a net reading of 32%. They also are bullish about healthcare construction, with a net of 27% for non-hospital healthcare facilities, such as clinics, testing facilities and medical labs, and 24% for hospitals.

Survey respondents are largely positive as well about manufacturing plant construction, with a net reading of 25%. Contractors are also optimistic about the education sector with a net reading of 13% for kindergarten-to-12th-grade schools and 12% for higher education construction.

Continued on page 3

2024 Electrical Stock Performance

Company Name	Symbol	12/31/2024	YOY \$ Share Price Change	YOY % Share Price Change	1/2/2020	5-Yr. Share Price Change	5-Yr. % Share Price Change
Manufacturers							
3M Co.	MMM	129.09	18.84	17.1	180	-50.91	-28.28
ABB Ltd.	ABBNY	53.71	53.71	26.3	21.03	32.68	155.40
Acuity Brands, Inc.	AYI	292.13	88.98	43.8	139.61	152.52	109.25
AMETEK, Inc.	AME	180.26	17.41	10.7	100.8	79.46	78.83
Atkore Inc.	ATKR	83.45	-79.95	-48.9	40.31	43.14	107.02
Belden Inc.	BDC	112.61	34.58	44.3	55.24	57.37	103.86
Dialight plc**	DIA.L	110	-34.5	-23.9	230	-120	-52.17
Eaton Corporation plc	ETN	331.87	92.91	38.9	95.87	236	246.17
Emerson Electric Co.	EMR	123.93	28.1	29.3	77.48	46.45	59.95
Energy Focus, Inc.	EFOI	1.19	-0.31	-20.7	0.52	0.67	128.85
EnerSys	ENS	92.43	-7.14	-7.2	75.83	16.6	21.89
Federal Signal Corp.	FSS	92.39	16.01	21.0	32.67	59.72	182.80
Freepoint-McMoRan	FCX	38.08	-4.24	-10.0	12.5	25.58	204.64
GE Vernova	GEV	328.93	186.91	131.6	NA	NA	NA
Generac	GNRC	155.05	27.61	21.7	102.01	53.04	51.99
Hubbell	HUBB	418.89	93.21	28.6	148.5	270.39	182.08
Legrand SA*	LR.PA	94.04	0.9	1.0	73.54	20.5	27.88
Littelfuse	LFUS	235.65	-27.27	-10.4	193.48	42.17	21.80
LSI Industries	LYTS	19.42	5.43	38.8	6.09	13.33	218.88
Mersen SA*	MRN.PA	20.6	-14.4	-41.1	34.65	-14.05	-40.55
Nexans SA*	NEX.PA	104.2	25.85	33.0	44.01	60.19	136.76
Nucor Corp.	NUE	116.71	-57.91	-33.2	49.85	66.86	134.12
nVent Electric plc	NVT	68.16	9.84	16.9	25.92	42.24	162.96
Orion Energy Systems	OESX	0.8	-0.1	-11.1	3.32	-2.52	-75.90
OSRAM Licht AG*	OSR.HM	51.6	1.4	2.8	42.37	9.23	21.78
Pentair plc	PNR	100.64	29.45	41.4	46.42	54.22	116.80
Rockwell Automation	ROK	285.79	-20.66	-6.7	205.64	80.15	38.98
Schneider Electric SE*	SU.PA	240.9	62.02	34.7	93.06	147.84	158.87
Siemens AG*	SIE.HA	188.8	21.54	12.9	118.7	70.1	59.06
Signify NV*	LIGHT.AS	21.58	-8.61	-28.5	28.54	-6.96	-24.39
Zumtobel Group AG*	T9Z.F	4.92	-1.3	-20.9	9.39	-4.47	-47.60
Distributors							
Arrow Electronics	ARW	113.12	-8.01	-6.6	85.79	27.33	31.86
Avnet Inc.	AVT	52.32	2.67	5.4	42.72	9.6	22.47
Fastenal Co.	FAST	71.91	8.1	12.7	37.23	34.68	93.15
Ferguson plc	FERG	173.57	-14.86	-7.9	81.43	92.14	113.15
Genuine Parts Co.	GPC	116.76	-22.37	-16.1	105.81	10.95	10.35
MSC Industrial Direct Co.	MSM	74.69	-25.79	-25.7	78.77	-4.08	-5.18
Rexel S.A.*	RXL.PA	24.6	-0.48	-1.9	11.97	12.63	105.51
W.W. Grainger	GWW	1054.05	235.41	28.8	344.71	709.34	205.78
WESCO International	WCC	180.96	6.82	3.9	58.88	122.08	207.34
Contractors							
Ameresco Inc.	AMRC	23.48	-7.91	-25.2	17.52	5.96	34.02
EMCOR Group	EME	453.9	241.41	113.6	86.55	367.35	424.44
IES Holdings, Inc.	IESC	200.96	122.61	156.5	25.13	175.83	699.68
MasTec, Inc.	MTZ	136.14	60.91	81.0	63.69	72.45	113.75
MDU Resources Group	MDU	18.02	-1.75	-8.9	8.92	9.1	102.02
Quanta Services	PWR	316.05	105.02	49.8	41.09	274.96	669.17
Home Centers & Big Box Stores							
Costco Wholesale Corp.	COST	916.27	264.17	40.5	267.89	648.38	242.03
Home Depot	HD	388.99	43.2	12.5	219.66	169.33	77.09
Lowe's	LOW	246.8	26.45	12.0	120.46	126.34	104.88
Tractor Supply Co.	TSCO	53.06	12.67	31.4	13.99	39.07	279.27
Online Merchants							
Alibaba Group Holding Ltd.	BABA	84.79	9.7	12.9	219.77	-134.98	-61.42
Amazon.com.	AMZN	219.39	69.29	46.2	94.9	124.49	131.18
Shopify Inc.	SHOP	106.33	32.36	43.7	40.78	65.55	160.74
Market Indices							
Dow Jones Industrial Average	^DJI	42544.22	4791.31	12.7	28868.8	13675.42	47.37
NASDAQ Composite	^IXIC	19310.79	4502.66	30.4	9092.19	10218.6	112.39
Russell 2000	^RUT	2230.16	201.1	9.9	1666.77	563.39	33.80
S&P 500	^GSPC	5881.63	1134.47	23.9	3257.85	2623.78	80.54

Notes: * - Euros; ** - British pence. Historical stock data from Yahoo Finance calculated using adjusted closing prices.

Around the Industry

Continued from page 1

in reliable nuclear energy that will allow Constellation to relicense and extend the lives of these critical assets. In combination with the Crane restart announced previously, Constellation and its partners will add approximately 1,100 MWs of 24/7 clean energy by 2028, enough energy to

power over one million homes.”

“This historic procurement locks in a cost-competitive, reliable supply of nuclear energy over a 10-year period, accelerating progress toward a carbon-free energy future while protecting taxpayers against future price hikes,” said GSA Administrator Robin Carnahan. “We’re demonstrating

how the federal government can join major corporate clean energy buyers in spurring new nuclear energy capacity and ensuring a reliable, affordable supply of clean energy for everyone.”

The energy will be supplied to the Architect of the Capitol, the General Services Administration, the Social Security Administration, the Army Corps of Engineers, the Department of Veterans’ Affairs, the Department of Transportation, the U.S. Mint, the U.S. Railroad Retirement Board, the National Archives and Records Administration, the Federal Bureau of Prisons, the Federal Reserve System, the National Park Service, the National Oceanic and Atmospheric Administration, and the Washington Metropolitan Area Transit Authority, in locations the agencies own or operate in Illinois, Maryland, New Jersey, Pennsylvania, and Ohio.

In another recent deal with GSA, the federal agency awarded Constellation a \$172-million energy savings performance contract to perform energy savings and conservation measures at five GSA-owned facilities in the National Capital Region. The work implemented under the contract will include LED lighting, weatherization, window inserts and replacements and new and upgraded HVAC and building control equipment to improve energy efficiency, decrease emissions and save on energy costs at 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.

Constellation was in the headlines back in September when it inked a 20-year power purchase agreement with Microsoft that will pave the way for the launch of the Crane Clean Energy Center (CCEC) and restart of Three Mile Island Unit 1 near Harrisburg, PA. Once the Three Mile Island Unit 1 reactor is back online it will produce approximately 835MW of power for the grid.

Candela moves into new HQ

Candela Corp., a lighting specialist founded in 1986, has a new headquarters in Santa Ana, CA. James Bass, company president, said in an email to *Electrical Wholesaling* and *Electrical Marketing*, “It

Continued on page 5

Share Prices of Few Electrical Stocks Able to Beat Major Wall Street Market Indices in 2024

Continued from page 1

of steel prices — Atkore, which saw its shares lose -48.9% of their value in 2024 and Nucor, which was down -33.2%. Shares of these stocks have also seen some solid gains in recent years. Other stocks on the downside of the cycle over the past year include Mersen (-41% YOY) and Signify (-28.5%).

With all that’s gone on in the economy over the past five years, I thought it would be interesting to look at the total cumulative gains or losses of the shares of the 50-plus manufacturers, distributors, contractors, retailers and other players in the electrical market since 2020, and that data is in the chart on page 2. It’s interesting to note that once again three electrical

contractors were at the top of the list with spectacular gains: IES Holdings, which saw its shares increase from \$25.13 on Jan. 2, 2020 to \$200.96 on Dec. 31, 2024 for a cumulative percent gain of 699.7%; Quanta Services, up 699.2% since 2020; and EMCOR, up 424.4%.

Eaton led all electrical manufacturers with a five-year cumulative gain of +246.2%, followed by LSI Industries (+218.6%); Freeport McMoRan (+204.6%); Federal Signal (+182.8%); and Hubbell (+182.1%). WESCO led all distributors when measured by five-year gains in share prices with a +207% increase and W.W. Grainger logged a +205.8% gain.

— *Jim Lucy*

More than 40% of Respondents to AGC Survey Expect to Tap into Artificial Intelligence

Continued from page 1

Five other segments have readings ranging from moderately positive to negative. The net reading for warehouse construction is 14%, while the reading for multi-family construction is 12%. Contractors have a slightly positive net reading for lodging (7%) while net readings for private office construction (-3%) and retail projects (-5%) are negative.

Association officials noted that contractor expectations are high for transportation and infrastructure projects such as airport and rail projects (29%) and bridge and highway work (24%). The reading for federal contracts, for agencies such as the General Services Administration and the U.S. Army Corps of Engineers, is 22% while public buildings drew a moderately positive net reading of 14%.

“One reason contractors have a relatively positive outlook for many public sector market segments is that more contractors are starting to see the effects of increased federal investments in infrastructure,” said Ken

Simonson, the association’s chief economist, in the press release. He noted that 18% of respondents worked on new federally funded infrastructure projects, double the 9% who said that was the case a year ago.

The survey said construction firms are also leveraging technology to address industry challenges such as labor shortages and productivity demands. Artificial intelligence leads the way as the technology with the biggest anticipated increase in investment, cited by 44% of firms. Other key areas for increased investment include document management software (40%); accounting software (36%); and project management software (35%).

“AI’s potential to revolutionize construction workflows is driving increased interest and investment,” said Dustin Stephens, global head of construction, Sage, in the release. “Leading construction businesses are utilizing advancements in AI, cloud, and mobile technologies to operate more efficiently and tackle complex projects with greater agility.”

Industry Events

January 13-15, 2025

NAED Western Conference

Palm Desert, CA; National Association of Electrical Distributors (NAED); www.naed.org

January 27-29, 2025

2025 NAW Annual Conference

Washington, DC; National Association of Wholesaler-Distributors (NAW); www.nemra.org

February 2-5, 2025

2025 NEMRA Conference

Orlando; NEMRA; www.nemra.org

February 17-19, 2025

NAED Eastern Conference

Tampa, FL; NAED; www.naed.org

March 18-19, 2025

LEducation 2025

New York; www.leducation.org

May 4-8, 2025

Lightfair 2025 Conference

Las Vegas; lightfair.us.messefrankfurt.com/us/en.html

June 2-4, 2025

Women in Industry Forum

Orlando, FL; NAED; www.naed.org

June 19-22, 2025

Lake Michigan Club

Lake Geneva, WI; NAED; www.naed.org

July 19-22, 2025

EASA Convention & Solutions Expo

Nashville, TN; www.easa.com/convention

Sept. 12-15, 2025

NECA Convention & Trade Show

Chicago, IL; www.necanet.org

Oct. 19-22, 2025

NALMCO 2025 Annual Convention & Trade Show

Des Moines, IA; www.nalmco.org

NAHB Home Builders Optimistic About 2025

A survey from the National Association of Home Builders (NAHB) said builder sentiment held steady in 4Q 2024, as high home prices and mortgage rates offset renewed hope about a better regulatory business climate in 2025. A NAHB press release said survey respondents expressed increased optimism for higher sales expectations in the next months.

Builder confidence in the market for newly built single-family homes was at 46 points in December, the same reading as last month, according to the National Association of Home Builders (NAHB)/Wells Fargo

Housing Market Index (HMI). Any number over 50 indicates that more builders view conditions as good than poor.

“NAHB is forecasting additional interest rate cuts from the Federal Reserve in 2025, but with inflation pressures still present, we have reduced that forecast from 100 basis points to 75 basis points for the federal funds rate,” said NAHB Chief Economist Robert Dietz. “Concerns over inflation risks in 2025 will keep long-term interest rates, like mortgage rates, near current levels with mortgage rates remaining above 6%.”

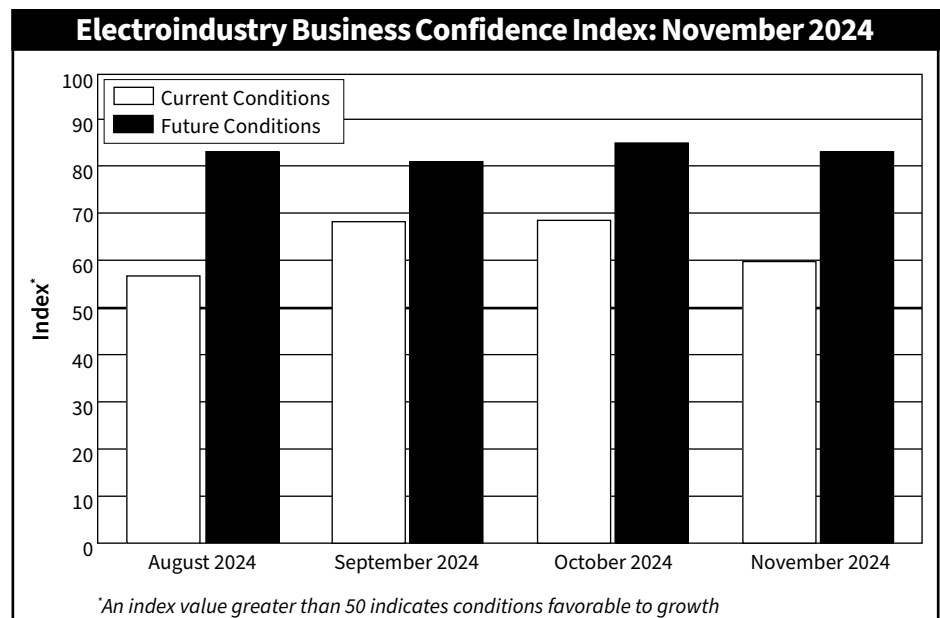
NEMA’s EBCI Current & Future Conditions Indexes Remain Bullish in Q4 2024

NEMA’s Electroindustry Business Confidence Index Current Conditions Index for Nov. 2024, collected just after the presidential election, declined to 60 points from the previous month’s 69.2 points. Seven percent of panel members reported that current conditions are “worse” compared to last month, while 67% reported conditions are “unchanged” and 27% reported current conditions are “better.” Panel member comments portrayed mixed sentiments with some seeing an increase in demand, while others noted softening demand. Comments about the recent election results were also mixed, ranging from relief to uncertainty about future policy effects.

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.

While the future conditions index decreased five points to 83.3 points from a near-term high of 88.5 points in October, it still reflects a strong outlook for the future. Consistent with the previous month, 77% of panel members anticipated “better” conditions in six months. One in five panel members forecasted conditions to remain “unchanged,” and, similar to the current conditions index, seven percent expect worse conditions six months from now. Comments from panel members remained positive but also reflected the uncertainty about the new administration’s policies.



Construction Spending Maintains Solid YOY Pace with +6.5% Increase in November

Construction spending during Nov. 2024 was estimated at a seasonally adjusted annual rate of \$2,152.6 billion, virtually unchanged from the revised October estimate of \$2,152.3 billion. According to the U.S. Census Dept., the November figure is +3% above the Nov. 2023 estimate of \$2,090.7 billion. During the first eleven months of this year, construction spending amounted to \$1,986.8 billion, +6.5% above the \$1,866 billion for the same period in 2023.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of \$1,650.7 billion, +0.1% above the revised October estimate of \$1,649.8 billion. Residential construction was at a seasonally adjusted annual rate of \$906.2 billion in November, +0.1 above the revised October estimate of \$905.1 billion. Nonresidential construction was at a season-

ally adjusted annual rate of \$744.5 billion in November, virtually unchanged from the revised October estimate of \$744.6 billion.

The individual private construction categories with the largest YOY gains through November were data centers (+43.1% to \$31.5 billion) and the manufacture of Fabricated metals (+76.6% to \$2,544 billion).

Public construction. In November, the estimated seasonally adjusted annual rate of public construction spending was \$501.9 billion, -0.1% below the revised October estimate of \$502.5 billion. Educational construction was at a seasonally adjusted annual rate of \$107.0 billion, -0.2% below the revised October estimate of \$107.2 billion. Highway construction was at a seasonally adjusted annual rate of \$142.9 billion, +0.2% above the revised October estimate of \$142.7 billion.

Around the Industry

Continued from page 3

looks amazing inside. We outfitted the entire warehouse with Signify UFO downlights. 3,000K. Very pleasant light.”

The new address is 3202 South Shannon St., Santa Ana, CA 92704. According to www.candelacorp.com the company stocks 100 different product lines and warehouses 30,000 SKUs (stock-keeping units).

Schaedler YESCO Distribution purchases new headquarters

Schaedler Yesco Distribution has purchased a 57,000-sq-ft office to serve as its new headquarters. The building located at 5000 Louise Dr. in Mechanicsburg, PA, is the former headquarters of Members 1st Federal Credit Union and offers ample space for today and well into the future.

Initially, Schaedler Yesco Distribution faced the same challenges that many on the I-83 corridor faced — the impending widening of the roadway directly in front of their building. Construction will take their main parking lot, additional land, and their freedom to expand operations.

“We considered several options as we contemplated how construction would affect us,” said CEO Greg Schaedler, in the press release. “But in the end, the project turned out to have a silver lining. Not only have we found a new space that offers significantly more room for our corporate teams, but it gives us additional opportunities at our existing location.

“It’s an exciting time. We celebrated our 100th anniversary this year with our RDC grand opening, hosted two record-attendance Expo events and celebrated with our customers and our staff throughout the year. Announcing our new headquarters as we end the year is just the cherry on top.”

Job openings remain steady in November BLS data. The number of job openings was little changed at 8.1 million on the last business day of November, according to the U.S. Bureau of Labor Statistics. Over the month, hires and total separations were little changed at 5.3 million and 5.1 million, respectively. According to *Electrical Marketing’s* estimates, job openings for electrical contractors increased +6.6% to 71,724 over Oct. 2024. Job openings at electrical contractors appear to be down dramatically year-over-year (YOY), with a 39.2% decrease from 117,981 in Nov. 2023.

Value Of New Construction Put In Place — November 2024

Value of Construction Put-in-Place (\$ billions, seasonally adjusted annual rate)					
	Nov. '24 ₁	Oct. '24 ₂	Mo. % Change	Nov. '23	YTY % Change
Total Construction	2,152.6	2,152.3	0	2,090.7	3
Total Private Construction:	1,650.7	1,649.8	0.1	1,610.8	2.5
Residential ²	906.2	905.1	0.1	879.1	3.1
New single family	422.8	421.5	0.3	425.7	-0.7
New multifamily	122.0	123.6	-1.3	134.7	-9.5
Nonresidential	744.5	744.6	0	731.7	1.7
Lodging	22.6	22.8	-0.6	23.9	-5.2
Office	84.2	84.3	-0.2	85.6	-1.6
Data center	31.5	30.7	2.7	22.0	43.1
Commercial	118.2	118.1	0.1	130.7	-9.6
Health care	52.8	53.1	-0.6	54.8	-3.7
Educational	25.1	25.3	-0.5	24.9	1.1
Religious	4.3	4.3	1	4.3	1.1
Amusement and recreation	18.6	18.6	-0.1	18.9	-1.7
Transportation	22.7	22.5	0.9	20.6	10.3
Communication	28.1	27.8	1	28.9	-3
Power	128.7	128.5	0.2	122.5	5
Electric	110.6	110.5	0.1	102.2	8.2
Manufacturing	234.9	235.2	-0.1	211.5	11.1
Total Public Construction:	501.9	502.5	-0.1	479.9	4.6
Residential	11.9	11.7	1.6	10.6	12.2
Nonresidential	490.0	490.8	-0.2	469.3	4.4
Office	16.9	17.0	-0.7	15.4	9.6
Commercial	6.2	6.3	-1.6	4.4	39.2
Health care	15.1	14.7	2.8	13.7	10.1
Educational	107.0	107.2	-0.2	103.9	3
Public safety	19.0	19.3	-1.3	15.9	19.6
Amusement and recreation	22.6	22.9	-1.3	18.9	19.3
Transportation	47.4	47.6	-0.5	44.4	6.6
Power	20.1	20.0	0.3	19.4	3.5
Highway and street	142.9	142.7	0.2	148.1	-3.5
Sewage and waste disposal	45.7	45.5	0.3	42.4	7.6
Water supply	33.4	33.7	-0.9	29.2	14.1

1—Preliminary; 2—Revised

Note: The U.S. Census department changed its construction categories beginning with its May 2003 statistics.

With the changes in the project classifications, data now presented are not directly comparable with those data previously published in the regular-format press releases and tables. Direct comparisons can only be made at the total, total private, total state and local, total federal, and total public levels for annual and not seasonally adjusted monthly data. For more information, check out <http://www.census.gov/const/www/c30index.html>.

People

Industry Data Exchange Association (IDEA) (Arlington, VA): IDEA appointed **Patrick Knight** as president, reporting to current CEO David Oldfather. Knight joins IDEA with significant experience in driving transformative growth and operational excellence. Throughout his career, he has been instrumental in helping organizations optimize performance, strengthen customer relationships, and expand into new markets. His proven track record in strategic leadership and innovation positions him well to guide IDEA into its next phase of growth and success.

United Electric Supply (Wilmington, DE): The company announced five key leadership changes. **Tony Buonocore** has been promoted to president of United Electric Supply. Previously serving as VP of Industry Sales and Field Services, Buonocore helped United expand its services offering and sales strategies. He will now oversee the company's sales and operations teams. His leadership and vision will be instrumental in guiding the company into the future.

Becky Starkey has been promoted to VP-Marketing and Supplier Advancement. In her new role, she will continue to drive United's marketing and e-commerce strategy while overseeing supplier advancement. She will focus on developing and implementing growth strategies with key suppliers and customers, ensuring alignment with the company's vision and goals.

In other personnel news at the company, **Montana Nuble** has been named Senior Regional Service Center (RSC) Manager, a promotion from RSC manager. He will continue to manage the company's Culpeper Regional Service Center, where he supported the exponential growth of United's wire capabilities. His expanded responsibilities will leverage his expertise in testing and implementing new technologies, process improvements and training programs across all United's RSC's.

Susan Kerner was also promoted and has transitioned from a previous role in strategic pricing and analytics to Director of Data Analytics and Digital Innovation. Her expertise in data, systems, project management and forward-thinking approach will advance United's focus on digital innovation. In her new role, she will lead the implementation of innovative digital solutions and manage existing

applications to enhance operational efficiency and customer experience.

Tammy Brindle has also been promoted and is now United Electric Supply's Product Manager-Gear, Chesapeake Territory. Previously, she was a product specialist in the gear department and has extensive industry experience as a project manager. In her new role, she will leverage her expertise to drive project management, product strategy and operational success within the gear department.

Champion Fiberglass (Houston, TX): **Scott Patchan** was promoted to executive VP Sales & Marketing. He has been with Champion Fiberglass for over a decade and has over 30 years of experience in the construction, manufacturing and distribution industries. In other Champion news, **Matt Fredericks** was promoted to VP of Utilities.

NSI Industries (Huntersville, NC): The company made some changes within its Commercial division designed to strengthen the company's sales strategy and enhance relationships with NSI's largest customers. **Mark Fallico** has been promoted to VP of Sales and will lead NSI's sales efforts across all markets, and **Tom Wallace** will transition to VP of National Accounts.

Obituary

Byron Brewer, one of the founders of the National Electrical Manufacturer Representatives Association (NEMRA), passed away on December 19. Brewer built Harby Associates into a rep firm respected throughout the United States, and that company continues to operate today as Northeast Marketing, Wallingford, CT. It's managed by Byron Brewer, Jr., his son.

Hank Bergson, former president of NEMRA and a close friend of Brewer, said Byron was admired by both colleagues and competitors, had a terrific sense of humor and was fun to be around. "Byron cared deeply about NEMRA and was committed to its success," Bergson said. "He regularly volunteered his time and talents to the association. I could not have achieved the success I had with NEMRA without Byron's commitment."

Byron and the rest of NEMRA's founders, were giants of their time. All ace salespeople and savvy businesspeople, they

gave generously of their time away from their businesses and families to launch NEMRA because they believed in the importance of independent manufacturers' reps having a voice in the electrical wholesaling industry, and in establishing their position in the market as business partners equal to the distributors they called on and the electrical manufacturers they represented.

Byron and the other NEMRA founders always welcomed *EW's* editors and salespeople to NEMRA meetings, and they were never too busy to spend some time with us chat about latest industry news and rumors.

Electrical Wholesaling's editorial staff extends our thoughts and prayers to Byron, Jr. and the rest of the family, and to Anne, Byron Sr.'s partner.

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