Electrical Marketing®

THE ELECTRICAL INDUSTRY NEWSLETTER

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Around the Industry

Butler Supply acquires Hannan Supply Co. to expand in KY

Butler Supply, St. Louis, MO, acquired Hannan Supply, Paducah, KY, according to a LinkedIn post. The move expands Butler's reach into Kentucky. Hannan Supply has four branches in the state and since 1968 has been serving customers in Kentucky, Missouri, Illinois and Indiana. The 84-year-old Butler Supply is ranked #39 in *Electrical Wholesaling's* 2025 top 100 listing.

Yusen & A.A. MacPherson Rep Firms Merge in New England & upstate NY

Yusen Associates and A.A. MacPherson, two of the largest independent rep agencies in New England and upstate New York, have merged. A press release announcing the mergers said the newly combined entity — Yusen-MacPherson Group — will harness the strengths of each organization to better serve their manufacturers and distributor partners throughout the New England and upstate New York markets. They plan to build on more than 183 years of combined service in the territory.

"Together, the companies bring deep market knowledge, complementary product lines and a unified team of seasoned sales and technical professionals," said the release. "This merger is about more than growth — It's about elevating the way we serve our partners and secures a broader vertical offering for both companies," said Joe LiPuma, president of Yusen Associates, in the press release.

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Inside

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President Trump's Talk About Copper Tariffs Sparks Record Surge in COMEX Prices

President Trump's announcement on July 8 that he intends to slap a 50% tariff on copper imports sent shock waves through the electrical market and roiled Comex copper futures.

In a note to subscribers of *The Copper Journal,* John Gross, publisher, and one of the nation's leading experts on copper pricing said the announcement "triggered a record high 66¢, or 13% jump in the spot price of copper on Comex, which brought the market to a record high close of $5.65 per pound."

"The global copper market has been in disarray for several months due to the threat of a 25% tariff on copper imports that was made in February," he said in that note. "It is imperative that the administration lay out the details of how tariffs will be imposed and also announce the results of their investigation into imports of copper as they relate to national security. Until this is done, the global copper market will remain dangerously volatile."

While the exact timing and percentage of the copper tariffs were not finalized at press time, their impact on the electrical wholesaling industry and — in particular the wire and cable market — cannot be understated. According to *Electrical Marketing* estimates, wire and cable accounts for 13% of the estimated $152.3 billion in electrical product sales for distributors — $19.6 billion.

Copper pricing had already seen record highs earlier this year of over $5 per pound before any discussion of tariffs. It first topped $5 per pound on March 18, 2025 and rose to a record $5.24 per pound on March 26, according to data at *www.macrotrends.net.* At $5.62 on the morning of July 10, the price per pound was down slightly from the high it hit on July 8 after

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DC and Dallas Metros Lead Nation in YOY Increases in Contractor Sales Potential

There was a mix of the usual suspects and surprising leaders in *Electrical Marketing's* new analysis of electrical contractor sales potential for March 2025-May 2025. The Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area (MSA) lead all metros with an increase of $101 million in sales potential (up +6% year-over-year (YOY)) followed by the Dallas-Fort Worth-Arlington, TX MSA with $68.6 million in new potential (+2.7% YOY).

With all the construction going on in "data center alley" west of downtown Washington, DC, in Loudoun and Fairfax Counties, it's not surprising that the DC metro area is seeing major growth, or that the Dallas is market leader considering the incredible run of new commercial, retail and even residential construction it has enjoyed over the past decade.

The next three MSAs topping the list are a bit surprising. The Cincinnati, OH-KY-IN, MSA, saw electrical contractor sales potential increase $46.8% (+8.7%) to $593.7 million and the Portland-South Portland, ME, MSA, is enjoying a +41.1% increase to $576.3 million.

An impressive 39 MSAs tripled *EM's* national YOY growth rate for electrical sales potential of +2.5%. Surprisingly, when measured by this metric, the top six metros were all in New England and all had estimated contractor growth rates of better than +25% YOY: Manchester, NH (+41.3%); Portland-South Portland, ME (+41.1%); Lewiston-Auburn, ME (+40%); Pittsfield, MA (+33.6%); and the Worcester, MA-CT MSA (+26%). There's a chance these increases may have been the result of a change in how the U.S. Bureau of Labor Statistics (BLS) collects employment data for New England. Also, the data for New England is from 4Q 2024

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Largest Metros in Electrical Contractor Sales Potential — 2Q 2025					
Area	**State**	**Electrical Contractor Employment Estimate**	**2025 Electrical Contractor Sales Estimate ($ millions)**	**YOY Employment Change**	**% YOY $ Sales Estimate Change**
United States	US	1,117,400	85,883.2	27,167	2.5
ALASKA	**AK**	**2,366**	**186.4**	**56**	**2.4**
Anchorage	AK	1,551	122.2	95	6.5
ALABAMA	**AL**	**14,135**	**1,113.5**	**373**	**2.7**
Birmingham-Hoover	AL	3,987	314.0	(26)	(0.6)
Mobile	AL	1,889	148.8	95	5.3
Huntsville	AL	1,538	121.2	87	6.0
ARKANSAS	**AR**	**8,506**	**670.1**	**(152)**	**(1.8)**
Little Rock-North Little Rock-Conway	AR	2,769	218.1	(9)	(0.3)
Fayetteville-Springdale-Rogers	AR-MO	2,396	188.8	117	5.1
ARIZONA	**AZ**	**29,176**	**2,298.4**	**(186)**	**(0.6)**
Phoenix-Mesa-Scottsdale	AZ	23,409	1,844.0	(147)	(0.6)
Tucson	AZ	2,665	209.9	(43)	(1.6)
CALIFORNIA	**CA**	**115,488**	**9,097.5**	**(2,396)**	**(2.0)**
Los Angeles-Long Beach-Anaheim	CA	31,989	2,519.9	(1,231)	(3.7)
San Francisco-Oakland-Hayward	CA	14,980	1,180.1	(516)	(3.3)
Riverside-San Bernardino-Ontario	CA	14,330	1,128.9	(784)	(5.2)
San Diego-Carlsbad	CA	11,570	911.4	(95)	(0.8)
Sacramento-Roseville-Arden-Arcade	CA	9,711	765.0	(130)	(1.3)
San Jose-Sunnyvale-Santa Clara	CA	6,708	528.4	(169)	(2.5)
Fresno	CA	3,246	255.7	17	0.5
Oxnard-Thousand Oaks-Ventura	CA	2,288	180.2	(17)	(0.8)
Santa Rosa	CA	2,032	160.1	(56)	(2.7)
Bakersfield	CA	2,006	158.0	(78)	(3.7)
Stockton-Lodi	CA	1,850	145.8	(26)	(1.4)
Modesto	CA	1,426	112.3	9	0.6
Vallejo-Fairfield	CA	1,387	109.2	(48)	(3.3)
Santa Maria-Santa Barbara	CA	1,283	101.0	(30)	(2.3)
COLORADO	**CO**	**23,716**	**1,868.3**	**(204)**	**(0.9)**
Denver-Aurora-Lakewood	CO	14,447	1,138.1	9	0.1
Greeley	CO	2,470	194.6	(43)	(1.7)
Colorado Springs	CO	2,279	179.6	(74)	(3.1)
Fort Collins	CO	1,417	111.6	(95)	(6.3)
CONNECTICUT	**CT**	**7,969**	**627.8**	**(104)**	**(1.3)**
Bridgeport-Stamford-Norwalk	CT	3,055	240.7	NA	NA
Hartford-West Hartford-East Hartford	CT	3,055	240.7	NA	NA
New Haven-Milford	CT	1,360	107.2	(37)	(2.6)
DISTRICT OF COLUMBIA	**DC**	**1,920**	**151.2**	**78**	**4.2**
Washington-Arlington-Alexandria	DC-VA-MD-WV	22,525	1,774.4	1,283	6.0
DELAWARE	**DE**	**3,211**	**252.9**	**52**	**1.6**
Wilmington, DE-MD-NJ	DE	2,375	187.1	26	1.1
FLORIDA	**FL**	**85,198**	**6,711.4**	**1,036**	**1.2**
Miami-Fort Lauderdale-West Palm Beach	FL	20,878	1,644.7	494	2.4
Tampa-St. Petersburg-Clearwater	FL	12,640	995.7	399	3.3
Orlando-Kissimmee-Sanford	FL	12,523	986.5	351	2.9
Jacksonville	FL	7,016	552.7	243	3.6
Cape Coral-Fort Myers	FL	5,655	445.5	61	1.1
North Port-Sarasota-Bradenton	FL	4,273	336.6	78	1.9
Naples-Immokalee-Marco Island	FL	2,769	218.1	17	0.6

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Largest Metros in Electrical Contractor Sales Potential — 2Q 2025					
Area	**State**	**Electrical Contractor Employment Estimate**	**2025 Electrical Contractor Sales Estimate ($ millions)**	**YOY Employment Change**	**% YOY $ Sales Estimate Change**
Palm Bay-Melbourne-Titusville	FL	2,197	173.1	(91)	(4.0)
Lakeland-Winter Haven	FL	2,175	171.4	26	1.2
Port St. Lucie	FL	1,963	154.6	35	1.8
Deltona-Daytona Beach-Ormond Beach	FL	1,933	152.2	(39)	(2.0)
Pensacola-Ferry Pass-Brent	FL	1,794	141.3	4	0.2
Tallahassee	FL	1,378	108.6	74	5.6
Ocala	FL	1,361	107.2	30	2.3
GEORGIA	**GA**	**29,376**	**2,314.1**	**(212)**	**(0.7)**
Atlanta-Sandy Springs-Roswell	GA	19,080	1,503.0	(425)	(2.2)
Augusta-Richmond County	GA-SC	1,928	151.9	17	0.9
Savannah	GA	1,283	101.0	(52)	(3.9)
HAWAII	**HI**	**5,217**	**411.0**	**143**	**2.8**
Urban Honolulu	HI	3,792	298.7	143	3.9
IOWA	**IA**	**10,911**	**859.5**	**(82)**	**(0.7)**
Des Moines-West Des Moines	IA	3,332	262.5	(65)	(1.9)
IDAHO	**ID**	**10,019**	**789.2**	**945**	**10.4**
Boise City	ID	5,144	405.2	550	12.0
ILLINOIS	**IL**	**29,731**	**2,342.1**	**(316)**	**(1.1)**
Chicago-Naperville-Elgin	IL-IN-WI	22,819	1,797.6	(126)	(0.5)
Elgin	IL	2,006	158.0	17	0.9
INDIANA	**IN**	**21,502**	**1,693.8**	**(39)**	**(0.2)**
Indianapolis-Carmel-Anderson	IN	8,537	672.5	69	0.8
Evansville	IN-KY	1,309	103.1	117	9.8
Fort Wayne	IN	1,686	132.8	17	1.0
KANSAS	**KS**	**9,529**	**750.6**	**399**	**4.4**
Wichita	KS	2,331	183.7	35	1.5
KENTUCKY	**KY**	**12,840**	**1,011.4**	**797**	**6.6**
Louisville/Jefferson County	KY-IN	4,992	393.2	282	6.0
Lexington-Fayette	KY	2,037	160.4	95	4.9
LOUISIANA	**LA**	**18,066**	**1,423.1**	**(134)**	**(0.7)**
Baton Rouge	LA	6,595	519.5	(412)	(5.9)
New Orleans-Metairie	LA	3,610	284.4	472	15.1
Lake Charles	LA	1,374	108.2	(108)	(7.3)
Lafayette	LA	1,361	107.2	117	9.4
MASSACHUSETTS	**MA**	**21,073**	**1,660.0**	**(741)**	**(3.4)**
Boston-Cambridge-Newton	MA	16,019	1,261.9	(259)	(1.6)
Worcester	MA-CT	2,207	173.9	455	26.0
MARYLAND	**MD**	**20,982**	**1,652.9**	**(238)**	**(1.1)**
Baltimore-Columbia-Towson	MD	10,253	807.7	(139)	(1.3)
MAINE	**ME**	**4,416**	**347.8**	**(13)**	**(0.3)**
Portland-South Portland	ME	1,980	156.0	576	41.1
MICHIGAN	**MI**	**25,762**	**2,029.4**	**789**	**3.2**
Detroit-Warren-Dearborn	MI	11,314	891.3	264	2.4
Grand Rapids-Wyoming	MI	4,047	318.8	121	3.1
Lansing-East Lansing	MI	1,382	108.9	82	6.3
MINNESOTA	**MN**	**17,247**	**1,358.6**	**143**	**0.8**
Minneapolis-St. Paul-Bloomington	MN-WI	11,262	887.2	17	0.2
MISSOURI	**MO**	**19,205**	**1,512.9**	**199**	**1.0**
St. Louis	MO-IL	10,456	823.7	290	2.9
Kansas City	MO-KS	8,320	655.4	273	3.4
Springfield	MO	1,517	119.5	65	4.5

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Area	**State**	**Electrical Contractor Employment Estimate**	**2025 Electrical Contractor Sales Estimate ($ millions)**	**YOY Employment Change**	**% YOY $ Sales Estimate Change**
MISSISSIPPI	**MS**	**6,717**	**529.1**	**186**	**2.9**
Jackson	MS	1,924	151.6	147	8.3
MONTANA	**MT**	**4,619**	**363.9**	**(173)**	**(3.6)**
NORTH CAROLINA	**NC**	**36,201**	**2,851.7**	**1,040**	**3.0**
Charlotte-Concord-Gastonia	NC-SC	10,747	846.6	325	3.1
Raleigh	NC	7,076	557.4	217	3.2
Greensboro-High Point	NC	2,587	203.8	52	2.1
Wilmington	NC	1,920	151.2	78	4.2
Winston-Salem	NC	1,811	142.7	48	2.7
NORTH DAKOTA	**ND**	**3,670**	**289.1**	**4**	**0.1**
Fargo	ND-MN	1,300	102.4	(48)	(3.5)
NEBRASKA	**NE**	**8,255**	**650.3**	**156**	**1.9**
Omaha-Council Bluffs	NE-IA	4,264	335.9	22	0.5
Lincoln	NE	1,443	113.7	69	5.0
NEW HAMPSHIRE	**NH**	**4,117**	**324.3**	**13**	**0.3**
Manchester	NH	1,194	94.1	349	41.3
NEW JERSEY	**NJ**	**20,705**	**1,631.0**	**(537)**	**(2.5)**
Newark	NJ-PA	4,992	393.2	(173)	(3.4)
Camden	NJ	2,864	225.6	(65)	(2.2)
NEW MEXICO	**NM**	**7,900**	**622.3**	**1,027**	**14.9**
Albuquerque	NM	3,744	294.9	195	5.5
NEVADA	**NV**	**14,209**	**1,119.3**	**(39)**	**(0.3)**
Las Vegas-Henderson-Paradise	NV	10,153	799.8	39	0.4
Reno	NV	3,064	241.3	(17)	(0.6)
NEW YORK	**NY**	**49,045**	**3,863.5**	**(1,096)**	**(2.2)**
New York-Newark-Jersey City, NY-NJ-PA	NY	48,828	3,846.4	(1,434)	(2.9)
Rochester	NY	3,055	240.7	143	4.9
Albany-Schenectady-Troy	NY	2,756	217.1	121	4.6
Buffalo-Cheektowaga-Niagara Falls	NY	2,721	214.4	(9)	(0.3)
Syracuse	NY	1,703	134.2	108	6.8
OHIO	**OH**	**33,471**	**2,636.7**	**2,002**	**6.4**
Cleveland-Elyria	OH	5,267	414.9	178	3.5
Cincinnati	OH-KY-IN	7,406	583.4	594	8.7
Columbus	OH	7,068	556.8	186	2.7
OKLAHOMA	**OK**	**11,570**	**911.4**	**429**	**3.9**
Oklahoma City	OK	4,827	380.3	308	6.8
Tulsa	OK	3,553	279.9	26	0.7
OREGON	**OR**	**14,833**	**1,168.5**	**(286)**	**(1.9)**
Portland-Vancouver-Hillsboro	OR-ID	10,305	811.8	(308)	(2.9)
Salem	OR	1,733	136.5	-	-
PENNSYLVANIA	**PA**	**33,245**	**2,618.9**	**(139)**	**(0.4)**
Philadelphia-Camden-Wilmington	PA-NJ-DE-MD	15,652	1,233.0	(433)	(2.7)
Pittsburgh	PA	7,440	586.1	(48)	(0.6)
Lebanon	PA	7,202	567.3	(303)	(4.0)
Philadelphia	PA	3,211	252.9	(91)	(2.8)
Lancaster	PA	2,565	202.1	(4)	(0.2)
Allentown-Bethlehem-Easton	PA	1,733	136.5	17	1.0
Harrisburg-Carlisle	PA	1,638	129.0	35	2.2
York-Hanover	PA	1,603	126.3	(9)	(0.5)
Scranton-Wilkes-Barre-Hazleton	PA	1,361	107.2	22	1.6

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Largest Metros in Electrical Contractor Sales Potential — 2Q 2025

Area	State	Electrical Contractor Employment Estimate	2025 Electrical Contractor Sales Estimate ($ millions)	YOY Employment Change	% YOY $ Sales Estimate Change
RHODE ISLAND	**RI**	**2,921**	**230.1**	**91**	**3.2**
Providence-Warwick	RI-MA	NA	NA	NA	NA
SOUTH CAROLINA	**SC**	**16,046**	**1,264.0**	**962**	**6.4**
Charleston-North Charleston	SC	3,246	255.7	251	8.4
Greenville-Anderson-Mauldin	SC	3,224	254.0	251	8.5
Columbia	SC	2,535	199.7	217	9.3
SOUTH DAKOTA	**SD**	**4,039**	**318.1**	**212**	**5.5**
Sioux Falls	SD	1,660	130.7	139	9.1
TENNESSEE	**TN**	**21,489**	**1,692.8**	**(269)**	**(1.2)**
Nashville-Davidson-Murfreesboro-Franklin	TN	8,272	651.7	(160)	(1.9)
Memphis	TN-MS-AR	3,172	249.9	(108)	(3.3)
Knoxville	TN	2,890	227.7	26	0.9
Chattanooga	TN-GA	1,894	149.2	52	2.8
TEXAS	**TX**	**113,312**	**8,926.2**	**2,895**	**2.6**
Dallas-Fort Worth-Arlington	TX	33,653	2,651.0	871	2.7
Houston-The Woodlands-Sugar Land	TX	30,229	2,381.3	(30)	(0.1)
Austin-Round Rock	TX	11,566	911.1	130	1.1
San Antonio-New Braunfels	TX	9,074	714.8	212	2.4
Midland	TX	5,473	431.1	9	0.2
Corpus Christi	TX	3,133	246.8	87	2.8
Beaumont-Port Arthur	TX	3,085	243.0	169	5.8
Odessa	TX	2,639	207.9	130	5.2
UTAH	**UT**	**18,672**	**1,470.9**	**949**	**5.4**
Salt Lake City	UT	8,129	640.4	412	5.3
Provo-Orem	UT	3,939	310.3	(52)	(1.3)
Ogden-Clearfield	UT	3,029	238.6	212	7.5
St. George	UT	1,495	117.8	113	8.2
VIRGINIA	**VA**	**29,319**	**2,309.6**	**1,170**	**4.2**
Richmond	VA	5,590	440.4	82	1.5
Virginia Beach-Norfolk-Newport News	VA-NC	5,252	413.7	(217)	(4.0)
Roanoke	VA	1,304	102.7	43	3.4
VERMONT	**VT**	**2,037**	**160.4**	**4**	**0.2**
Burlington-South Burlington	VT	792	62.4	6	0.7
WASHINGTON	**WA**	**27,426**	**2,160.5**	**(1,686)**	**(5.8)**
Seattle-Bellevue-Everett	WA	8,940	704.2	(537)	(5.7)
Spokane-Spokane Valley	WA	1,928	151.9	(139)	(6.7)
Kennewick-Richland	WA	1,456	114.7	(9)	(0.6)
WISCONSIN	**WI**	**17,897**	**1,409.8**	**74**	**0.4**
Milwaukee-Waukesha-West Allis	WI	4,723	372.1	(35)	(0.7)
Madison	WI	2,565	202.1	(39)	(1.5)
Appleton	WI	1,291	101.7	(9)	(0.7)
WEST VIRGINIA	**WV**	**4,533**	**357.1**	**208**	**4.8**
Huntington-Ashland	WV-KY-OH	1,235	97.3	61	5.2
WYOMING	**WY**	**3,085**	**243.0**	**152**	**5.2**
Cheyenne	WY	537	42.3	39	7.8

Notes: This print ranking primarily focuses on metros with at least $100 million in estimated electrical contractor sales potential Electrical contractor sales potential data for 300-plus Metropolitan Statistical Areas (MSAs) is available to *EM* subscribers for download at *www.electricalmarketing.com.* Sales potential estimates developed with a $78,775 sales-per-employee multiplier from *Electrical Wholesaling's* Market Planning Guide and a three-month average for March 2025 - May 2025 construction employment data from the U.S Bureau of Labor Statistics. Metro- and state-level employment data shown in this chart is an *EM* estimate using the 13% of construction employment that electrical contractors represent on a historical basis.

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Industry Events

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

<u>*Aug. 4-6, 2025*</u>
NAED Marketing Summit
San Antonio, TX; NAED; *www.naed.org*

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

<u>*Sept. 22-24, 2025*</u>
NAILD Annual Conference
St. Paul, MN; National Association of Innovative Lighting Distributors
www.naild.org

<u>*Oct.8-10, 2025*</u>
IDEA E-Biz Forum
Nashville, TN; ww.idea4industry.org

<u>*Oct.13-15 2025*</u>
2025 LEAD Conference
Atlanta, GA, www.naed.org

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

<u>*Oct. 27-30, 2025*</u>
AD Electrical North American Meeting
Chicago, IL; Affiliated Distributors;
www.adhq.org

<u>*November 4-6, 2025*</u>
2025 NEMA Annual Meeting
Palm Beach, FL; National Electrical Manufacturers Association (NEMA);
www.nema.org

<u>*January 12-15, 2026*</u>
2026 NAED Western Conference
San Diego, CA; National Association of Electrical Distributors; *www.naed.org*

<u>*February 2-4, 2026*</u>
2026 NAED Eastern Conference
Atlanta, GA; www.naed.org

<u>*February 8-11, 2026*</u>
2026 NEMRA Annual Conference
San Diego, CA; National Electrical Manufacturers Representatives Association; *www.nemra.org*

Has Copper Found a New Home Over $5 per Pound?

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the announcement, but it's still up well over +30% per pound from the previous record at press time.

While the Trump Administration wants to implement these copper tariffs to encourage U.S. mining companies to develop more copper mines stateside, the reality is that copper mines take years to ramp up.

A report from S&P Global said on average it takes a new copper mine 2.4 years to come online from construction to start up. In addition, the study says it can take 1.4 years to finalize the construction decision. S&P also said the discovery, exploration and testing phase before construction takes on average 12.4 years.

A report at *www.bbc.com* cited data from the U.S. Geological survey that last year the United States imported about 810,000 metric tons of refined copper last year, about half of what it consumed. A July 8 *Bloomberg* report said Chile would be the most affected producer by the tariffs because it accounts for about 500,000 metric tons of the total of 700,000 tons of refined metal the United States imports a year. *Bloomberg* said Chile's state-owned Codelco alone ships about 350,000 tons to the United States.

The impact of any new copper tariffs on the wire and cable market would drive up the cost of many construction projects. Implementation of these tariffs would seem sure to affect the expansion and renovation of the U.S. electrical grid, electric-vehicle charging stations and construction millions of square feet of new data centers, because of their insatiable appetite for the red metal.

It's no wonder that John Mothersole, a noted economist with decades of experience tracking the pricing of copper and other metals for S&P and IHS used to call copper forecasting "the bane of my existence," because of the difficulty in predicting the impact of global factors like labor strikes, fires or floods that shut down copper mines and the lack of reliable data on the amount of copper China stockpiles in Shanghai warehouses.

— Jim Lucy

NEMRA Champions Electrical Manufacturers' Investments in U.S. Factories & Other Facilities

The National Electrical Manufacturers Representatives Association (NEMRA) says its "Built Local. Backed by NEMRA" initiative is more than a campaign, it's a commitment to championing the manufacturers in its network investing in the future of American industry. The association says that from small-batch facilities to expansive production campuses, these U.S.-based operations fuel job creation, spark innovation and strengthen local communities.

This campaign is designed to shine a spotlight on the companies building and expanding their presence here at home. Whether a manufacturer is launching a new facility, upgrading existing operations or relocating production to U.S. soil, their investment in domestic manufacturing strengthens the entire electrical channel.

Throughout this ongoing campaign, NEMRA will highlight manufacturers of all sizes building or expanding U.S.-based operations. Each spotlight will tell a unique story of visionary leadership, strategic growth, community partnerships and collaboration with NEMRA representatives

"At NEMRA, we are more focused than ever on championing these relationships — and ensuring our members have direct access to the tools, insights, and stakeholders that drive success," said NEMRA's CEO Jim Johnson in a press release. "Whether it's through meaningful engagement at the annual conference, the impact-driven professional bootcamps, or broader industry collaboration, we're creating real opportunities for connection, growth and leadership. We've already had multiple nominations and submissions, and we're calling on the entire NEMRA network to help amplify this mission."

Manufacturers who have recently built, expanded or are planning a U.S.-based facility or reps who want to recognize a manufacturer's investment can do so at *www.nemra.org/spotlight-on-american-ingenuity-supporting-u-s-based-manufacturers.*

NEMRA has already featured Mulberry Metals, Electri-Flex, MGM & VanTran Transformer, and ABB for their investment in America.

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Construction Spending Slips May to $2,138.2 Billion, Off -3.5% Year-Over-Year

Total construction spending during May 2025 was estimated at a seasonally adjusted annual rate of $2,138.2 billion, -0.3% below the revised April estimate of $2,145.5 billion. The May figure is -3.5% below the May 2024 estimate of $2,215.4 billion. During the first five months of this year, construction spending amounted to $841.5 billion, -2.1% below the $859.6 billion for the same period in 2024.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of $1,626.6 billion,-0.5% below the revised April estimate of $1,634.2 billion. Residential construction was at a seasonally adjusted annual rate of $888.9 billion in May, -0.5% below the revised April estimate of $893.7 billion. New multi-family construction is off -10.9% year-over-year (YOY) to $115 billion.

Nonresidential construction was at a seasonally adjusted annual rate of $737.7 billion in May, -0.4% below the revised April estimate of $740.6 billion. Construction of data centers maintained its impressive pace with $37.4 billion in new construction through May, up +24.9% over May 2024.

Public construction. In May, the estimated seasonally adjusted annual rate of public construction spending was $511.6 billion,+0.1% above the revised April estimate of $511.3 billion. Educational construction was at a seasonally adjusted annual rate of $111.8 billion, +0.2% above the revised April estimate of $111.6 billion. Highway construction was at a seasonally adjusted annual rate of $143.2 billion, -0.3% below the revised April estimate of $143.7 billion.

Value Of New Construction Put In Place — May 2025

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

	May ’25[1]	Apr. ’25[2]	Mo. % Change	May ’24	YTY % Change
Total Construction	**2,138.2**	**2,145.5**	**2,215.4**	**-0.3**	**-3.5**
Total Private Construction[1]	**1,626.6**	**1,634.2**	**1,719.9**	**-0.5**	**-5.4**
Residential[2]	888.9	893.7	952.7	-0.5	-6.7
New single family	421.3	429.1	441.1	-1.8	-4.5
New multifamily	115.0	115.0	129.1	0	-10.9
Nonresidential	737.7	740.6	767.2	-0.4	-3.9
Lodging	21.8	22.1	23.8	-1.3	-8.3
Office	87.0	87.1	86.3	-0.2	0.8
Data center	37.4	37.1	30.0	0.9	24.9
Commercial	112.8	113.7	128.1	-0.8	-12
Health care	52.7	52.5	54.8	0.4	-3.8
Educational	24.2	24.2	25.3	-0.1	-4.3
Religious	4.6	4.7	4.1	-1.7	11.6
Amusement and recreation	19.0	18.9	19.3	0.3	-1.6
Transportation	18.5	18.7	19.3	-0.9	-3.8
Communication	28.4	28.3	28.8	0.3	-1.5
Power	138.2	139.1	137.4	-0.6	0.6
Electric	116.5	117.2	115.0	-0.6	1.3
Manufacturing	226.4	226.7	235.4	-0.1	-3.8
-					
Total Public Construction[3]	**511.6**	**511.3**	**495.4**	**0.1**	**3.3**
Residential	12.2	12.0	11.2	1.4	8.4
Nonresidential	499.4	499.3	484.2	0	3.1
Office	17.0	17.1	16.7	-0.5	2.1
Commercial	6.9	7.0	5.3	-1.5	29.1
Health care	16.1	16.1	14.0	0.4	15.1
Educational	111.8	111.6	112.1	0.2	-0.3
Public safety	19.5	19.3	18.2	0.8	6.8
Amusement and recreation	23.3	23.2	21.5	0.7	8.6
Transportation	49.1	48.8	45.7	0.6	7.4
Power	17.2	17.2	19.1	-0.1	-9.8
Highway and street	143.2	143.7	143.7	-0.3	-0.3
Sewage and waste disposal	48.1	47.9	43.9	0.5	9.6
Water supply	32.4	32.6	30.5	-0.5	6.1

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.

Around the Industry

Continued from page 1

"We're proud of what A.A. MacPherson has built over the years," added Joe Gately, principal at AA MacPherson, in the press release. "This next chapter with Yusen opens exciting opportunities for our customers, employees and manufacturers alike."

The companies said the merger offers the following benefits:

Broader product offering. A new line card that positions the company as a comprehensive provider of goods and services for the C&I and utility channels.

Operational synergy. "The alignment of resources, talent and infrastructure will strengthen our operations and enhance service levels across all business functions," said the press release. "The new merged company will continue to use the A.A. MacPherson Co. Inc. brand name selling to the utility market across the Northeast."

Shared vision. The release said the companies are both built on a culture of integrity, partnership and performance, and that those principles that will remain central to the new organization's mission moving forward.

Home Depot acquires building products distributor

GMS Inc., Tucker, GA, a large North American specialty building products distributor that sells wallboard, ceilings, steel framing and complementary construction products to professional contractors and operates nearly 100 tool sales, rental and service centers, signed a deal with Home Depot, to be acquired by its specialty trade distribution subsidiary, SRS Distribution (SRS). SRS focuses on the sale of roofing products, siding, windows, doors, coatings & sealants and solar solutions.

According to an *AP* report, the deal is worth about $5.5 billion, including debt.

Founded in 1971, GMS has a network of more than 320 distribution centers and focuses on a operating model that it says combines the benefits of a national platform and strategy with a local go-to-market focus, enabling it to generate significant economies of scale while maintaining high levels of customer service. SRS Distribution is a wholly owned subsidiary of Home Depot that sells a family of distinct local brands in more than 800 locations across 48 states.

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39 Metros Enjoy Triple the National Growth Rate in Estimated Electrical Contractor Sales Potential

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and 4Q 2023, as more recent data wasn't available from BLS.

The table on pages 2-5 primarily highlights market areas with $100 million or more in electrical contractor sales potential. Estimates for 300-plus MSAs is available to *Electrical Marketing* subscribers for download at *www.electricalmarketing.com.* Sales potential estimates were developed with a $78,775 sales-per-employee multiplier from *Electrical Wholesaling's* Market Planning Guide, and a three-month average for BLS' March 2025-May 2025 construction employment data. *Electrical Marketing* estimates that electrical contractor employment accounts for 13% of that data because of verified long-term trends in that data.

— Jim Lucy

People

NSI Industries (Huntersville, NC): **Chase Vaughan** joined the company as a regional sales manager, according to a LinkedIn post. He will be responsible for driving growth with a portfolio of brands through well-respected agencies and distributor partners in the company's Chesapeake Region.

National Association of Electrical Distributors (NAED) (St. Louis, MO): The association recently announced the appointment of a number of industry execs to its board of directors. Now on the board are: **Paul Kennedy,** CEO, DSG (Chair); **John Cain,** CEO emeritus & strategic advisor, Wiseway Supply; **John Hanna,** president & CEO of Fromm Electric; **John Eggleton,** president and CEO of Kirby Risk Electrical Supply (chair-elect); **Farrah Mittel,** president, Schaedler Yesco Distribution; **Amanda Witham,** director of sales operations, United Electric Supply Co.; **George Vorwick,** president & CEO, United Electric Supply; **Chris Scarbrough,** president, Echo Electric/Sonepar; **Matt Stern,** COO, Standard Electric Supply Co.; **Jason Seger,** president & CEO, Border States; **Roger Little,** CEO, Rexel USA; **Nelson Squires,** executive VP & general manager, WESCO Electronic Solutions; **Barry Powell,** CEO, Electrical Products, Siemens; **Christy Tilton,** VP of U.S. Trade Sales, Signify; and **Wes Smith,** president & CEO, NAED.

MaxLite (Pine Brook, NJ): The company recently made two senior-level executive appointments. **Thomas Rhee** is chief operating officer (COO) and **Dwight Kitchen** is chief revenue officer (CRO). Both executives will report directly to Chairman and CEO Yon Sung.

Rhee returns to MaxLite with more than 30 years of experience in sales, marketing and strategic leadership across the consumer electronics and lighting industries. He previously served as MaxLite's executive vice president of sales and marketing from 2010 to 2014, where he helped rebrand the company, introduced LED products, and led organizational transformation. He has a MBA from the University of Illinois, Urbana-Champaign.

Kitchen will lead all revenue-generating and marketing functions. He brings over two decades of lighting industry leadership, with successful tenures at Sylvania, Osram, Electrix and most recently ESI Lighting. He has an engineering degree from Merrimack College.

Shat·R·Shield Lighting Inc. (Salisbury, NC): **Paul Booyzen** joined the company as its new senior product engineer. He brings more than 12 years of experience in the lighting industry, with a background in design, manufacturing, software integration, installation and commissioning. He has successfully created and managed research and design teams specializing in software and firmware development while establishing production divisions that leverage both local and international resources.

M. K. Morse Co. (Canton, OH): **Matt Pomeroy** was hired as technical sales manager for the United Kingdom and Ireland by this manufacturer of cutting solutions. He has more than 30 years of experience in the metal industry at companies including Accurate Cutting Services and L.S. Starrett Co.

Obituary

Ben Denney, owner of Denney Electric Supply, passed away on July, according to a post at *www.electricaltrends.com.* The post said Denney Electric Supply is an eleven-location distributor in eastern Pennsylvania. The company was a member of TIED, which eventually became IMARK and is now part of AD's IESD division.

Rep News

ABB Installation Products is expanding local representation of its electrification solutions with **Bizzarro & Brindisi Electrical Sales** to full-line agents across segments of New York and New Jersey. The rep firm will be a primary point of contact for ABB Installation Products, formerly Thomas & Betts, solutions in New York City, Long Island, the Hudson Valley and northern New Jersey.

Established in 1978, Bizzarro & Brindisi began as agents for ABB's Ocal PVC-coated conduit and fittings. Decades later, the company continues to earn high satisfaction from electrical distributors and contractors. Along with strong customer relationships, Bizzarro & Brindisi has extensive experience in key verticals such as infrastructure, water and wastewater, pharmaceuticals and transportation, along with a broad range of commercial and industrial applications.

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