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2022 TROPHY JOBS

*Construction Jobs that Really Stand Out This Year. Read more on **pg. 14***





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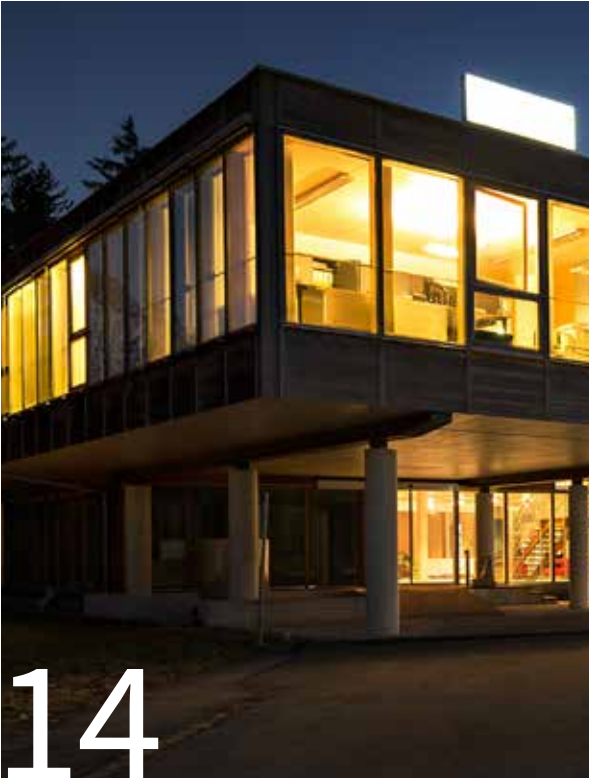
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14

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24

FEATURES

14 **2022'S TROPHY JOBS**

Here are *EW's* picks for the projects now underway or scheduled to break ground that will tower over other construction jobs in 2022 and beyond.

21 **MANAGING YOUR SUPPLY CHAIN - PART 3**

The final article in this three-part series compares "Push" vs. "Pull" inventory management strategies.

24 **EV CHARGER REBATES**

As contractors and distributors focus on opportunities in the EV charger installations, rebates will likely be a key to their success.

27 **G-BIZ**

The latest green news in the electrical market.

DEPARTMENTS

4 **TIMES & TRENDS**

Follow the Money. 2022 federal spending programs and utility rebates will generate electrical sales.

6 **NEWSWATCH**

Get a recap of the industry's biggest news.

8 **ELECTROSTATS**

Monitor the electrical market's key economic indicators.

10 **BULLETIN BOARD**

Learn about new promotions, company news and more.

29 **PRODUCT ALERT**

New product development is alive and well in the electrical market.

31 **PEOPLE**

Find out who's on the move.

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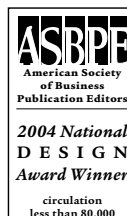
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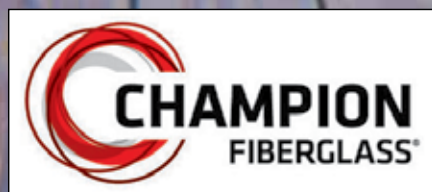
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Follow the Money

2022 federal spending programs and utility rebates will generate electrical sales.

While researching our Trophy Jobs cover story for this issue (page 14), I ran across quite a few federal incentives and rebate programs that will financially support construction projects and create demand for newer technologies like renewables, connected lighting and EV charging stations.

EW has for many years reported on utility rebate programs for the latest lighting technology and various federal grant programs funded by the U.S. Department of Energy for the installation of green technologies. But I can't remember ever seeing so many humongous financial incentives across such a wide range of technologies and industries. Want to follow the money? Here are some of the larger incentives.

\$1.2-trillion Infrastructure Investment and Jobs Act. Funding should start trickling down to local markets in 2022, with billions of federal dollars directed at high-speed broadband installations; the modernization of the U.S. electric grid; a nationwide electric-vehicle charging network; ports and waterways; mass transit upgrades; and energy-efficient retrofits of existing schools and federal buildings.

You may have to dig deep to find the details of exactly where this funding is headed, but information is usually available on various federal websites. For example, at www.maritime.dot.gov, you can learn about the \$230 million the U.S. Department of Transportation's (DOT) Maritime Administration will be doling out in its Port Infrastructure Development Program.

By Jim Lucy, Chief Editor

Quite a few ports will benefit. For example, the Port of Oakland will receive \$5.2 million to "replace an existing electrical substation and circuit located within the port facility." The Maritime Administration said the project will include the construction of a "new on-site fuel cell facility and a solar array with battery storage and establish a direct connection between the port's substation and the local electric utility's biomass-fuel generator."



On the East Coast, two of the winning ports were Portsmouth, VA, which was awarded \$20 million to create "a wind turbine generator staging area," and Albany, NY, which got \$29.5 million for its Offshore Wind Tower Manufacturing project on the Hudson River that will support the wind farms to be built off Long Island, NY.

Rebates for electric-vehicle charging stations. Along with the \$5 billion provided by the infrastructure bill, many utilities now offer rebates for EV charging stations in commercial, multi-family and residential applica-

tions. Leendert Jan Enthoven, a long-time lighting executive who founded BriteSwitch to track lighting rebates, now helps customers manage EV rebates, too. You can learn more about these rebates in Leendert's feature article about them on page 24.

Subsidies for construction of semiconductor plants in America.

Both houses of Congress are expected to pass legislation in 2022 that would offer semiconductor companies financial incentives to build new U.S. plants. The world's semiconductor companies plan to invest billions in these factories.

Intel recently announced plans for a \$20-billion expansion of its existing semiconductor facility in Chandler, AZ, and a new \$20-billion manufacturing campus in Licking County, OH. In addition, Samsung plans to build a \$17-billion plant in Taylor, TX, and Taiwan Semiconductors wants to build a \$12-billion plant in Phoenix.

Building Performance Standards Coalition. Funded by the Infrastructure Investment and Jobs Act, this is a \$1.8-billion program that 33 states and local governments will utilize to retrofit buildings for energy efficiency and develop and implement new building codes. The participants account for nearly 20% of the nation's building footprint (more than 15 billion sq ft of floor space).

The top-line budget figures for this legislation do make your eyes glaze over, and they remind me of the famous quote from Illinois' U.S. Senator Everett Dirksen: "A billion here, a billion there. Pretty soon you're talking about real money."

When you consider that electrical products make up roughly 10% of the typical construction project, there will be some serious cash flowing into the electrical market for those electrical distributors, manufacturers, independent manufacturers' reps, contractors and design firms that get involved with these projects. **EW**

2022 ELECTRICAL SALES FORECASTS

Powered by Electrical Marketing



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www.electricalmarketing.com is loaded with electrical market sales forecasts and related industry data for the 2022 market planning season.

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As part of your \$99 annual subscription, you get both online access to this data and 24 issues of *Electrical Marketing* newsletter, available either in print or online in a convenient downloadable PDF format. Included in *Electrical Marketing*'s new package of industry data:

ELECTRICAL SALES POTENTIAL

State & Metropolitan Statistical Area (MSA) data

Updated quarterly

Electrical Marketing's estimates for total electrical sales, as well as estimates for the electrical contractor and industrial market – the two core electrical market that account for more than 75% of all electrical sales through full-line distributors.

County-Level Sales Data

Updated twice-a-year

Drill down to the core electrical sales potential in the electrical contractor and industrial markets in more than 900 counties.

State-Level Electrical Product Sales Potential in 17 product groups

Updated annually

Electrical Marketing's estimates for state-level electrical sales potential are based on product mix data from more than 100 Top 200 electrical distributors.

Local Electrical Market Indicators

Updated quarterly

Keep tabs on building permits, gross metropolitan product, population growth and employment trends in core market segments.

Electrical Marketing

OTHER MARKET DATA

Local Construction Projects

Updated quarterly

A database of the largest construction projects in local markets across the U.S., with links to additional project information in news reports.

Electrical Market Indicators

Regular posts on the key electrical market indicators shaping this industry.

ELECTRICAL PRICE INDEX

Having a tough time keeping up with all of the price increases for electrical products? The Electrical Price Index offers a monthly update on pricing trends for more than 20 key electrical product groups.

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For questions on *Electrical Marketing*'s new market data, contact Jim Lucy, *Electrical Marketing*'s Editor-in-Chief, at jlucy@endeavorb2b.com.

AIA Expects Nonresidential Construction to Rebound in 2022

According to a new report from the Washington, DC-based American Institute of Architects (www.aia.org), the nonresidential building sector is expected to see a healthy rebound through next year after failing to recover with the broader economy last year.

The AIA's Consensus Construction Forecast panel — comprising leading economic forecasters — expects spending on nonresidential building construction to increase by +5.4% in 2022, and accelerate to an additional +6.1% increase in 2023. With a -5% decline in construction spending on buildings last year, only retail and other commercial, industrial and health-care facilities managed spending increases. This year, only the hotel, religious and public safety sectors are expected to continue to decline. By 2023, all the major commercial, industrial, and institutional categories are projected to see at least reasonably healthy gains.

“The pandemic, supply chain disruptions, growing inflation, labor shortages, and the potential passage of all or part of the Build Back Better legislation could have a dramatic impact on the construction sector this year,” said AIA Chief

Economist Kermit Baker in the press release. “Challenges to the economy and the construction industry notwithstanding, the outlook for the nonresidential building market looks promising for this year and next.”

AIA also said that although architecture firms ended 2021 on a high note with strong business conditions, staff recruitment is becoming a growing concern among firms. December's Architectural Billings Index (ABI) score of 5 points was an increase from 51 points in November (any score over 50 points indicates billings growth). Despite a variety of concerns related to the omicron variant, labor shortages, and rising prices as well as limited availability of construction materials, firms continued to report a robust supply of work in the pipeline.

“Since demand for design projects has been healthy over the last year, recruiting architectural staff to keep up with project workloads has been a growing concern for firms,” said Baker. “Architecture is one of the few industries where payrolls have already surpassed their pre-pandemic high, so meeting future staffing needs is a challenge that most firms will need to confront.”

DODGE REPORTS ON METROS WITH LARGEST 2022 GAINS

The value of commercial and multi-family construction starts in the top 20 metropolitan areas of the U.S. increased +18% from 2020 to 2021, according to Dodge Construction Network. Nationally, commercial and multi-family construction starts increased +16% in 2021. In the top 10 metro areas, commercial and multi-family starts rose +18% in 2021, with two metro areas, Washington, DC, and Los Angeles, posting a decline.

Commercial and multi-family construction starts staged a solid recovery in 2021 following stalled projects and growing uncertainties that plagued the industry in 2020. However, Dodge said commercial and multi-family construction starts remain below 2019 levels, highlighting that the sector has yet to fully recover from the impact of the pandemic. In fact, larger metro areas have struggled to gain momentum as demand for construction shifts away from denser urban areas.

In the top 20 metro areas of 2021, Dodge said commercial and multi-family starts were -5% below the level recorded in 2019, and national commercial and multi-family starts were -2% below the 2019 level. The New York metropolitan area was the top market for commercial and multi-family starts in 2021 at \$26.8 billion, an increase of +14% from 2020.

The Dallas, metropolitan area was in second place, totaling \$10.7 billion for the year, an impressive +45% gain over

2020. The Miami metro area was ranked third in 2021, with commercial and multi-family starts totaling \$8.4 billion, a dramatic +65% increase over 2020.

The remaining top 10 metropolitan areas through the first half of 2021 were: Washington, DC: -9% (\$8.4 billion); Boston: +16% (\$7.3 billion); Los Angeles: -12% (\$7.1 billion); Atlanta: +49% (\$6.6 billion); Seattle: +48% (\$6.2 billion); Phoenix: +11% (\$6 billion); and Houston: +5% (\$5.5 billion).

In summary, the top 10 metropolitan areas accounted for 39% of all commercial and multi-family starts in the United States, unchanged from their 2020 share.

“Commercial and multi-family construction starts staged a strong rebound in 2021, despite the continued impact of the COVID-19 pandemic,” said Richard Branch, chief economist for Dodge Construction Network, in the press release. “This recovery, however, has been fairly uneven with the focus on warehouse and multi-family activity, while office and hotel construction remain more constrained by the pandemic. Looking ahead, 2022 should bring with it a more even recovery spread across most commercial project types, while multi-family will continue to benefit from the high cost of single-family homes. While positivity abounds for the year ahead, be aware that high material prices and a shortage of skilled labor will prove to be limiting factors and will restrain overall growth.”

Southwire Buys Topaz

Supporting the company's growth strategy and building toward its goal to remain a generationally sustainable, diversified electrical company, Southwire acquired Topaz Lighting Corp. Medford, NY. Serving the construction, industrial and OEM markets for more than 35 years, Topaz manufactures and sells fittings, components and lighting products. Its existing product line will be combined with Southwire's Components Solutions and Lighting platforms.

"We're very excited about the addition of Topaz and are pleased to welcome their employees to the Southwire team, specifically to our Tools, Components and Assembled Solutions business," said Rich Stinson, Southwire's president and CEO, in a post at www.southwire.com. "We want to provide our customers with solutions for every phase of the job. The acquisition of Topaz helps us further bolster our components offering and expand our portfolio of Lighting products and solutions."

ABB Buys Larger Stake in EV Charging Company

ABB acquired a controlling stake in InCharge Energy, a California-based electric vehicle (EV) commercial charging company. The addition of InCharge Energy is intended to strengthen ABB's E-mobility Division in the North American market by broadening its customer base and expanding its fleet electrification software and digital services offering.

According to the press release, InCharge Energy tailors end-to-end EV charging infrastructure solutions from initial consultancy and recommendations on required energy upgrades to the procurement, installation, operation and maintenance of charging systems. It also provides cloud-based software services for the optimization of energy management to maximize fleet business performance. Its service models offer subscription solutions such as software-as-a-service and fully financed charging-as-a-service. With solutions for customers from last mile delivery to rental fleets, InCharge Energy has several master agreements with major commercial fleet operators in the U.S. Founded in 2018, the company has around 50 employees and is active in the U.S. and Canada.

ABB initially acquired a 10% stake through its investment in the Series A venture capital funding round in 2020 and has now increased its interest to approximately 60% of InCharge Energy's issued share capital. Founders Cameron Funk and Terry O'Day, together with the current management team, will continue to lead the company and retain the remaining stake. ABB said the acquisition fits with its focus on providing charging solutions for cars, buses and trucks, as well as rail infrastructure and on-shore marine electrification.

DISTRIBUTOR NEWS

Sonepar Buys Richards Electric Supply

Sonepar USA, Charleston, SC, plans to buy Richards Electric Supply Co., Cincinnati, expanding its operations in Ohio and Kentucky.

A family-owned business headquartered in Cincinnati since 1937, Richards Electric will add four branch locations and 150 associates to the Sonepar network. Richards Electric expects to record sales in excess of \$125 million for 2021. The company was ranked #77 on Electrical Wholesaling magazine's 2021 ranking of the 150 largest electrical distributors in North America.

The Richards Electric acquisition follows Sonepar's August purchase of Springfield Electric Supply Co. in Springfield, IL.

Green Mountain Electric Buys Two Distributors

Green Mountain Electric Supply, Colchester, VT, added locations in upstate New York and eastern Pennsylvania through the recent acquisitions of Dunn Electric Supply, Binghamton, NY, and Jamestown Electric Supply Inc., Jamestown, NY. The company's new Binghamton location was acquired through the purchase of Dunn Electric Supply, and the Jamestown, Dunkirk, NY and Corry, PA, branches came with the purchase of Jamestown Electric Supply. The Jamestown Electric Supply acquisition gives the company new coverage in Pennsylvania.

Capital Electric Tops \$1 Billion in Annual Sales

Capital Electric, one of Sonepar's largest U.S. operating companies with more than 1,000 employees working in 70 branches across seven states, has reached \$1 billion in sales. In 2016, Capital Electric developed a five-year plan to reach the \$1 billion mark. Rob Taylor, president of Sonepar North America, said in the press release that Sonepar will be building a new distribution center for Capital Electric."

VITAL STATISTICS

CONSTRUCTION

New Construction Put-in-Place (\$ billions, SAAR)

| | Nov '21 ₁ | Oct '21 ₂ | Mo. % Change | Nov '20 | YTY % Change |
|--|----------------------------|----------------------------|-------------------------|-----------------|-------------------------|
| Total Construction | 1,625.90 | 1,618.80 | 0.4 | 1,487.20 | 9.3 |
| Total Private Construction₁ | 1,273.60 | 1,265.80 | 0.6 | 1,131.80 | 12.5 |
| Residential ₁ | 796.3 | 789.1 | 0.9 | 684.5 | 16.3 |
| New single family | 421 | 416 | 1.2 | 352.7 | 19.4 |
| New multifamily | 100 | 100.3 | -0.3 | 91.2 | 9.6 |
| Nonresidential | 477.3 | 476.6 | 0.1 | 447.3 | 6.7 |
| Lodging | 17.1 | 16.9 | 1.4 | 24.7 | -30.7 |
| Office | 71.5 | 71.5 | 0 | 69.5 | 2.9 |
| Commercial | 90.6 | 90.7 | -0.1 | 78.7 | 15.1 |
| Health care | 39 | 39.5 | -1.2 | 37.1 | 5.2 |
| Educational | 16.2 | 16.3 | -0.6 | 17.1 | -5.2 |
| Religious | 3.1 | 3.1 | -0.1 | 3.5 | -11.7 |
| Amusement and recreation | 12.2 | 12.5 | -2.4 | 12.4 | -1.7 |
| Transportation | 15.4 | 14.7 | 4.4 | 15.3 | 0.3 |
| Communication | 21.9 | 21.8 | 0.3 | 21.6 | 1.5 |
| Power | 105.5 | 105.3 | 0.1 | 98.1 | 7.5 |
| Electric | 79.6 | 80.2 | -0.7 | 75.8 | 5.1 |
| Manufacturing | 83.2 | 82.5 | 0.9 | 68 | 22.4 |
| Public Construction (\$ billions)₃ | 352.3 | 353 | -0.2 | 355.4 | -0.9 |
| Residential | 9 | 9.3 | -2.8 | 9.3 | -3 |
| Nonresidential | 343.3 | 343.8 | -0.1 | 346.1 | -0.8 |
| Office | 11.8 | 11.8 | 0.2 | 11.2 | 5.4 |
| Commercial | 3.6 | 3.4 | 3.3 | 4.1 | -13.3 |
| Health care | 11 | 11.1 | -1.2 | 9.6 | 13.8 |
| Educational | 82.3 | 82.1 | 0.3 | 87.9 | -6.3 |
| Public safety | 10.6 | 10.5 | 1 | 15.8 | -32.4 |
| Amusement and recreation | 13.6 | 13.4 | 1.7 | 13.5 | 0.5 |
| Transportation | 42.5 | 42.7 | -0.5 | 42.2 | 0.7 |
| Power | 10.2 | 10 | 1.3 | 6.8 | 50.1 |
| Highway and street | 102.2 | 103 | -0.8 | 101.9 | 0.2 |
| Sewage and waste disposal | 27.9 | 27.8 | 0.3 | 26.1 | 6.9 |
| Water supply | 19.2 | 19.2 | 0 | 17.4 | 10.6 |
| Conservation and development | 7.6 | 7.8 | -2.5 | 8.3 | -8 |
| Housing Starts (SAAR) | Dec '21₂ | Nov '21₂ | Mo. % Change | Dec '20 | YTY % Change |
| Total (thousands of units) | 1,702 | 1,678 | 1.4% | 1,702 | 2.5% |
| Single-family (thousands of units) | 1,172 | 1,199 | -2.3% | 1,172 | -10.9% |
| Multi-family (thousands) | 524 | 461 | 13.7% | 524 | 56.0% |

EMPLOYMENT WAGE & PRICE STATISTICS

| | Mo. | Latest Month | Mo. % Change | Year ago | YTY % Change |
|--|-----|-----------------|-----------------|-------------|-----------------|
| Employment, Electrical Contractors (thousands) ₄ | NOV | 1001.3 | 0.2 | 978.8 | 2.3 |
| Hourly wage, Electrical Contractors (\$) ₄ | NOV | 32.01 | -0.4 | 31.46 | 1.7 |
| Copper prices (cents per pound) | DEC | 433.31 | -0.7 | 353.45 | 22.6 |

INDUSTRIAL MARKET

| | Mo. | Latest Month | Mo. % Change | Year ago | YTY % Change |
|---|-----|-----------------|-----------------|-------------|-----------------|
| Electrical Mfrs' Shipments (\$ millions) | NOV | 3,374 | -1.0 | 2,974 | 13.4 |
| Electrical Mfrs' Inventories (\$ millions SA) ₂ | NOV | 6,389 | -0.2 | 6,163 | 3.7 |
| Electrical Mfrs' Inventory-to-Shipment ratio | NOV | 1.894 | 0.8 | 2.072 | -8.6 |
| Electrical Mfrs' New Orders (\$ millions SA) ₂ | NOV | 3,394 | -1.7 | 2,977 | 14.0 |
| Machine Tool Orders (\$ millions) | NOV | 640.61 | 13.4 | 297.34 | 115.4 |
| Industrial Capacity Utilization (percent, SA) | DEC | 76.97 | -0.3 pts. | 74.44 | 3.4 pts. |
| Purchasing Managers Index (percent) | DEC | 58.7 | 0.3 pts. | 47.2 | 11.5 pts. |

NEMA EBCI FOR DECEMBER STAYS POSITIVE

The current conditions component of NEMA's ElectroIndustry Business Conditions Index (EBCI) remained in positive territory in December, even after giving up a handful of points from November's reading of 63.3 points. Although several comments from NEMA execs were unambiguously positive or negative, most of the expressed sentiment tended to reflect the muddled conditions of ample demand being dampened by supply challenges.

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.

December's survey included a special topic question regarding what effect, if any, recent court rulings have had on company vaccination policy. Half of the responses indicated company policy would likely remain unchanged because vaccination was not currently required for any employees. An additional 21% of respondents said companies were less likely to require vaccinations as a result of court actions. Additional court activity on this matter occurred after the survey period closed.

Despite the considerable uncertainty expressed by panel members, the EBCI's future component improved to 60 points in December from the previous reading of 53.3 points.

Two data points caught our attention this month. The U.S. Census Bureau (www.census.gov) said multi-family housing starts from were up +13.7% in December to 524,000 and are tracking +56% year-over-year from Dec. 2020. The latest data from the Association for Manufacturing Technology (www.amtonline.org) for machine tool orders also showed a healthy double-digit increase for December, with a +13.4% increase to \$640.61 million. They are up +115.4% over Dec. 2020.

Footnotes: 1 - preliminary; 2 - revised; 3 - includes residential improvements; Z - less than 0.005 percent; SA - seasonally adjusted; SAAR - seasonally adjusted annual rate. **Sources:** Construction Put-in-Place statistics - Department of Commerce; Housing starts - Department of Commerce's Census Bureau; Electrical contractor employment numbers and hourly wage - Department of Labor; Copper prices - *Metals Week*; Electrical manufacturers' shipment data - Department of Commerce; Machine Tool Orders - Association for Manufacturing Technology; Industrial Capacity Utilization - Federal Reserve Board; and Purchasing Managers Index - Institute for Supply Management.

Note: Additional economic data relevant to the electrical industry is available on a bi-weekly basis by subscribing to *Electrical Marketing* newsletter. For subscription information see www.electricalmarketing.com.



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Ideal Electrical Awards Electricians \$600,000 in Cash and Prizes in 5th Annual Competition

Out of more than 32,000 electricians who competed in qualifying rounds across the U.S. and 142 final competitors for the fifth annual Ideal National Championship, Anthony Kovalchick from Wilmington, NC, was crowned champion, winning the grand prize of \$60,000 while Michael Zurenda from Binghamton, NY, took the top spot in the student/apprentice competition, winning \$40,000.

This year's National Championship, held in Nashville, TN, on Dec. 17 featured a new addition, the Pro-Am team challenge, where one professional and one student/apprentice could compete together. Team "Risky Business," consisting of team members Will Barnett and Christopher Brieschke from Elgin, IL, won this year's Pro-Am challenge and were awarded \$40,000 and \$5,000 in IDEALCash.

Throughout the 2021 Ideal National Championship, competitors demonstrated their skills in four rounds of intense challenges, including a commercial pull box prep and install, a commercial panel install, a three-way switch install and an entire panel change-out. Family and friends of the participants filled the arena to watch the adrenaline-pumping events of the week and to cheer on the competitors.

Ideal Electrical established the competition in 2016 to highlight the professional trades as a rewarding, in-demand career path and showcase the skills of electricians that are vital to our country now more than ever. Congress recently passed Bipartisan Infrastructure Law (Infrastructure Investment and Jobs Act), a trillion-dollar deal to boost infrastructure across the U.S. at a time of a significant labor shortage.



Anthony Kovalchick from Wilmington, NC, was crowned champion, winning the grand prize of \$60,000 while Michael Zurenda from Binghamton, NY, took the top spot in the student/apprentice competition, winning \$40,000.

“We are in the wake of an increasing skilled labor shortage across the U.S. but it is more imperative than ever that we attract more men and women to the electrical industry to meet the swiftly increased rise in demand,” said Carmen Cardillo, general manager, Ideal Electrical U.S. and Mexico, in the press release. “The Ideal National Championship is one of many initiatives designed by Ideal to attract young talent to the skilled trades and the strong community that makes up the industry, and highlight just how hands-on, mentally-challenging and rewarding a career path it can be.”

This year, Ideal partnered with electrical distributors, retailers like Lowe's, trade schools, the Independent Electrical Contractors (IEC), the National Electrical Contractors Association (NECA), the International Brotherhood of Electrical

Workers (IBEW) and others to host qualifying events across the United States.

The 2021 Ideal National Championship Finals Week was sponsored in part by Rivet Work Inc. — a resource that helps the trade connect crews, jobs and skills. After recently securing an additional \$2 million in seed funding a year after raising its initial \$600,000 in a pre-seed round, Rivet Work is partnering with Ideal's electrical division, aiming to improve the way contractors, electricians, unions and trade schools deploy, manage and communicate around human resources.

Sponsors for the 2021 Ideal National Championship also include 7-Eleven, Cerrowire, Duluth Trading Company, Little Giant Ladder Systems, Legrand, Minerallac, Orbit Industries, Service-Titan, Siemens, Trades Nation and Ivry Technologies.

South Carolina Electrical Contractors Event Draws 200-Plus

The Charleston Electrical Contractors Association (CECA) held its annual apprenticeship graduation and oyster roast at their Summerville, SC, headquarters facility on Nov. 21. The event had more than 200 attendees, including graduates, their sponsors and families, and supporting partners such as Atlantic Coast Electric Supply and CECA staff.

Butch Clift, manager of CECA's apprenticeship program, said he was extremely pleased with the size of the graduating class and the enthusiastic attendance as well as participation from the electrical contractor community. There were 23 electrical apprenticeship program graduates and 27 Project Su-



John Marshall, president and CEO of Atlantic Coast Electric Supply, and a CECA program graduate.

pervision course graduates in attendance to receive their achievement certificates.

Each graduating student received numerous gifts from CECA, manufacturers like Klein Tools, and supporting distributors such as Atlantic Coast Electric Supply, which is also headquartered near CECA's Summerville facility.

John Marshall, president and CEO of Atlantic Coast Electric Supply, said in the press release that these CECA programs supply the industry not only with immediate needs but also for future talent and growth. "We look forward to supporting the CECA organization and other trade organizations now and in the years ahead and we hope they will call on us whenever the opportunity for us to assist exists," he said in the release.

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INDUSTRY EVENTS

Feb. 21-23, 2022

NAED SOUTH CENTRAL CONFERENCE

Phoenix; National Association of Electrical Distributors (NAED)
www.naed.org

Mar. 7-9, 2022

IDEA E-BIZ

Dulles, VA;
www.idea4industry.org

Mar. 15-16, 2022

LEDUCATION

Designers Lighting Forum
New York;
www.leducation.org

Mar. 30-31, 2022

ELECTRO EXPO

Cleveland; Electrical League of Ohio
www.electricalleague.com

April 21-23, 2022

AHTD SPRING MEETING

Ponte Verdra, FL; Association of High Technology Distribution
www.ahtd.org

May 17-22 2022

NAED ANNUAL CONFERENCE

Scottsdale, AZ; www.naed.org

June 19-23, 2022

LIGHTFAIR 2022 TRADE SHOW & CONFERENCE

Las Vegas; www.lightfair.com

Oct. 16-18, 2022

NECA SHOW & CONFERENCE

Austin, TX; National Electrical Contractors Association
www.necashow.org

FLORIDA IS HOME TO 10 OF THE TOP 25 U.S. GROWTH CITIES IN THE U-HAUL GROWTH INDEX

According to data in the annual U-Haul Growth Index, the Kissimmee-St. Cloud market south of Orlando took the No. 1 spot in 2021. The city ranked second in 2019 and 2020. It's one of 10 Florida markets among the top 25 growth cities in this year's index. Other Florida cities to make the top 25 are Fort Myers-North Fort Myers; Clermont; Sarasota-Bradenton; Daytona Beach; Port St. Lucie; Brandon-Riverview; and Ocala.

The frontrunner from 2019, North Carolina's Raleigh-Durham, came in at No. 2 in 2021. It's followed by Florida's Palm Bay-Melbourne market and then North Port, the No. 1 growth city of 2020. Madison, WI, rounds out the top five.



Growth cities are calculated by the net gain of one-way U-Haul trucks entering a city/market versus leaving that city/market in a calendar year. Migration trends data is compiled from well over 2 million one-way U-Haul truck customer transactions that occur annually. Neighboring cities in U-Haul markets are often packaged together for migration trends purposes.

Texas boasts five growth cities among the top 25, led by the College Station-Bryan market at No. 7. Grapevine, Austin, Richardson and Carrollton also make the cut as premier destinations for U-Haul customers.

Arrivals of U-Haul trucks into Kissimmee-St. Cloud climbed +31% while departures rose +29% as overall moving traffic spiked in the market. Arriving trucks accounted for 53.2% of all one-way U-Haul traffic in Kissimmee-St. Cloud. While U-Haul migration trends do not correlate directly to population or economic growth, the U-Haul Growth Index is an effective gauge of how well cities are both attracting and maintaining residents.

Attendance at NCEL's Upper Midwest Electrical Expo Tops 6,000 in Minneapolis

The Upper Midwest Electrical Expo came back strong in Minneapolis, with more than 6,000 attendees and 320 booths. While the show, held Dec. 8-9 by the North Central Electrical League (www.ncel.org), was a bit smaller than in past years, on Dec. 9 exhibitors were busy talking with the hundreds of students, apprentices and journeypersons walking the aisles.

NCEL Manager Dale Yohnke, who will be retiring after more than 30 years with the association, told *Electrical Wholesaling* in an e-mail prior to the show that he expected attendance to be about 60% of its usually tally because of COVID, which typically tops 9,000 attendees. While overall attendance was down, NCEL broke an attendance record for the event's breakfast event, where 375 attendees enjoyed a video presentation by the University of Minnesota Gophers' head football coach, P.J. Fleck, and a very colorful in-person presentation by Dick Jonckowski, the university's long-time sports announcer.



Exhibitors enjoyed solid attendance at the electrical market's largest local trade show.

Electrical Wholesaling's staff would like to wish Dale Yohnke a long and healthy retirement and congratulate NCEL's new manager, Abby Andvik, on her promotion.

Got an Item for Bulletin Board?

It's easy to have your company included in the pages of *Electrical Wholesaling's* Bulletin Board. It's as simple as submitting a description and photographs. Some of the subjects covered in Bulletin Board include:

- Charitable Events/Donations
- Industry Awards/Recognitions
- Distributor Support/Training
- Product Promotions
- Contests
- Ground Breakings

Send pertinent information to Michael Morris, Associate Editor, 10955 Lowell Ave., 7th Floor, Overland Park, KS 66209. Or you may e-mail information to mmorris@endeavorb2b.com.



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2022's Trophy Jobs

Here are EW's picks for the projects now underway or scheduled to break ground that will tower over other construction jobs in 2022 and beyond.

While contractors remain concerned about finding qualified talent, astronomical price increases in basic construction materials and COVID-related jobsite restrictions, 2022 should be a solid year for the construction market. When you consider that the electrical portion of a typical construction project is roughly 10% of the total cost, the potential revenue impact any of these projects would have on electrical distributors, reps, manufacturers, electrical contractors, design and engineering firms and others in their local markets' electrical construction communities is substantial.

The table on pages XX-XX offers information on 50 of the largest projects either underway or nearing their start data. EW's editors also profiled several trophy jobs in some particularly active construction market niches that may offer electrical construction professionals solid business opportunities in the very near future: Here are the projects featured in this article:

- Electric vehicle & battery plants — Ford Motor Co.'s plans for new battery & EV plants in Kentucky and Tennessee

- Commercial solar installations — The innovative solar roofs Google has installed at two of its campuses in Mountain View, CA

- Semiconductor plants — Intel's plans for a huge semiconductor manufacturing hub in Licking County, OH, near Columbus

- Office-to-apartment conversions — The recently completed One Wall Street project in New York

- Large-scale, mixed-use projects — Hall Park in Frisco, TX

- Hospital projects — The Mayo Clinic's 20-year expansion plan for its facilities in Rochester, MN

- If you need this type of project data on a regular basis, *Electrical Marketing* (www.electricalmarketing.com) offers quarterly project updates as part of a \$99 annual subscription.

By Jim Lucy, Editor-in-Chief, & Michael Morris, Associate Editor

FORD'S MULTI-BILLION DOLLAR EV & BATTERY FACTORIES

Glendale, KY and Stanton, TN

Ford Motor Co. announced plans for an \$11.4 billion investment in two massive new facilities in Tennessee and Kentucky that will produce the next generation of its electric F-Series trucks and the batteries to power future electric Ford and Lincoln vehicles.

A Sept. 28 press release said the move is “the largest ever U.S. investment in electric vehicles at one time by any automotive manufacturer,” and that together with its partner, SK Innovation, it will create nearly 11,000 new jobs at the Tennessee and Kentucky mega-sites near Louisville, KY, and Memphis, TN.

“An all-new \$5.6 billion mega campus in Stanton, TN, called Blue Oval City, will create approximately 6,000 new jobs and reimagine how vehicles and batteries are manufactured. Blue Oval City will become a vertically integrated ecosystem for Ford to assemble an expanded lineup of electric F-Series vehicles and will include a BlueOvalSK battery plant, key suppliers and recycling,” the press release said. “Ford’s new Tennessee assembly plant is designed to be carbon neutral with zero waste to landfill once fully operational.”

In Glendale, KY, approximately 56 miles south of Louisville, Ford plans to build a dedicated battery manufacturing complex with SK Innovation – the \$5.8 billion BlueOval SK Battery Park – creating 5,000 jobs. The release said twin battery plants on the site are intended to supply Ford’s North American assembly plants with locally assembled batteries for powering next-generation electric Ford and Lincoln vehicles. Investments in the new Tennessee and Kentucky battery plants are planned to be made via BlueOvalSK, a new joint venture to be formed by Ford and SK Innovation, subject to definitive agreements, regulatory approvals and other conditions.

Ford reportedly has more than 150,000 orders for its new F150 Lightning EV. Along with announcing plans for the two new facilities in Tennessee and Kentucky, the company also said it’s investing \$250 million in an expansion of three southeast Michigan facilities, including its Rouge Electric Vehicle Center that will create 450 new hourly jobs.

Ford isn’t the only auto manufacturer making massive investments in the EV market. In late January, General Motors announced that would invest \$7 billion in a new battery plant in Michigan and an existing plant outside Detroit. According to a report in the New York Times, GM’s

investment will create 4,000 jobs and will be financed in part from the state of Michigan’s \$824 million in economic incentives. Over the past year, several other auto manufacturers announced plans for EV or battery plants, including Toyota, which will be building a new \$1.3-billion battery plant near Greenville, NC, and Rivian, which plans to invest \$5 billion in an EV facility east of Atlanta.

GOOGLE'S DRAGONSCALE ROOFS

Mountainview, CA

As part of their goal to operate on entirely carbon-free energy by 2030, Google has developed a “dragonscale” solar roof at its Charleston East office and at its Bay View research facility at NASA’s Ames Research Center in Mountainview, CA. According to Google, the dragonscale is a first-of-its kind design made up of 90,000 silver solar panels with the capacity to generate nearly 7 megawatts (MW) of energy.

Google said the idea for the new roof came from a desire to prioritize alternate sources of energy, like solar, and maximize the amount of solar energy that their buildings could capture. Asim Tahir, the District Renewable Lead at Google, said in a post on a blog at its corporate web

Ford’s new electric vehicle and battery factories in Kentucky and Tennessee are expected to create 11,000 new jobs.





Chris McAnerny/Heatherwick Studio

Construction of the Dragonscale roof of the Google Bay View facility at NASA's Ames Research Center in Mountainview, CA, during Jan. 2020.

site, “When the designs for our newest additions to our Silicon Valley campus evolved into a large, canopy structure, we knew we had to think beyond traditional rectangular solar panels to create something that balanced form and function. Today, the two main developments that have this solar roof, Bay View and Charleston East, are nearly complete.”

The new solar roof got the name “dragonscale” from the unique design of its solar panels. These panels were created by one of Google’s partners, SunStyle, who came to them with a highly textured prismatic glass shingle with a unique coating technology. The prismatic nature of the glass “trapped” light that would normally escape from traditional flat solar panels and reduced reflective glare that could be a problem for drivers and pilots. That same texture that provides that function also gives the overlapping panels a unique sparkle that earned it the name “dragonscale.”

“These panels coupled with the pavilion-like rooflines let us capture the power of the sun from multiple angles,” Tahir said in the post. “Unlike a flat roof, which generates peak power at the same time of the day, our dragonscale solar skin will gener-

ate power during an extended amount of daylight hours. This will limit our contribution to California’s notorious duck curve — which tracks the difference between energy demand and the available solar energy throughout the day. When up-and-running, Charleston East and Bay View will have about 7 MW of installed renewable power—generating roughly 40% of their energy needs.”

Solar panels like the dragonscale that are integrated into the design of the building, rather than added later, are known as building-integrated photovoltaics (BIPV). Integrating solar panels into a roof is one approach to using BIPV. Google hopes to further develop this approach for future projects.

INTEL SEMICONDUCTOR FACTORIES TO BRING CHIP MANUFACTURING BACK TO AMERICA

Licking County, OH

Intel announced plans on Jan. 21 for an initial investment of more than \$20 billion in the construction of two new leading-edge chip factories in Licking County, OH, near Columbus. The release said the project would be the largest single private-

If all eight of the chip factories are built, total investment in at the 1,0000-acre site could hit \$100 billion.



Intel

sector investment in Ohio history, and the initial phase of the project is expected to create 3,000 Intel jobs and 7,000 construction jobs and 3,000 jobs at Intel. When you consider that electrical contractors typically account for 13% of all construction jobs, this project would require an estimated 900-plus electrical workers.

According to the press release, the site will span nearly 1,000 acres in Licking County, just outside of Columbus, and can accommodate a total of eight chip factories — also known as ‘fabs.’

“At full buildout, the total investment in the site could grow to as much as \$100 billion over the next decade, making it one of the largest semiconductor manufacturing sites in the world,” said the press release. Construction is expected to begin late in 2022.

The news follows Intel’s March 2021 announcement that it’s investing \$20 billion into its Fab 42 semiconductor facility on its Ocotillo campus in Chandler, AZ. Other semiconductor manufacturers have also announced plans to build new facilities, including Samsung, which last year said it will build a \$17-billion plant in the Austin metro. Taiwan Semiconductor is also building a \$12-billion chip facility in the Phoenix area. The company expects to start volume production of its 5-nanometer in 2024.

If legislation currently being discussed in Congress for \$52 billion in federal subsidies for domestic semiconductor production and research is signed into law, you can expect a surge in construction of the facilities. The Biden Administration supports the concept, the Senate has already passed its version of a semiconductor subsidy bill and according to a Jan. 25 Reuters report, the U.S. House of Representatives will begin debating legislation in February. Semiconductor plants take years to complete, but because of number of them on the drawing boards, they will eventually account for a large share of industrial construction spending.

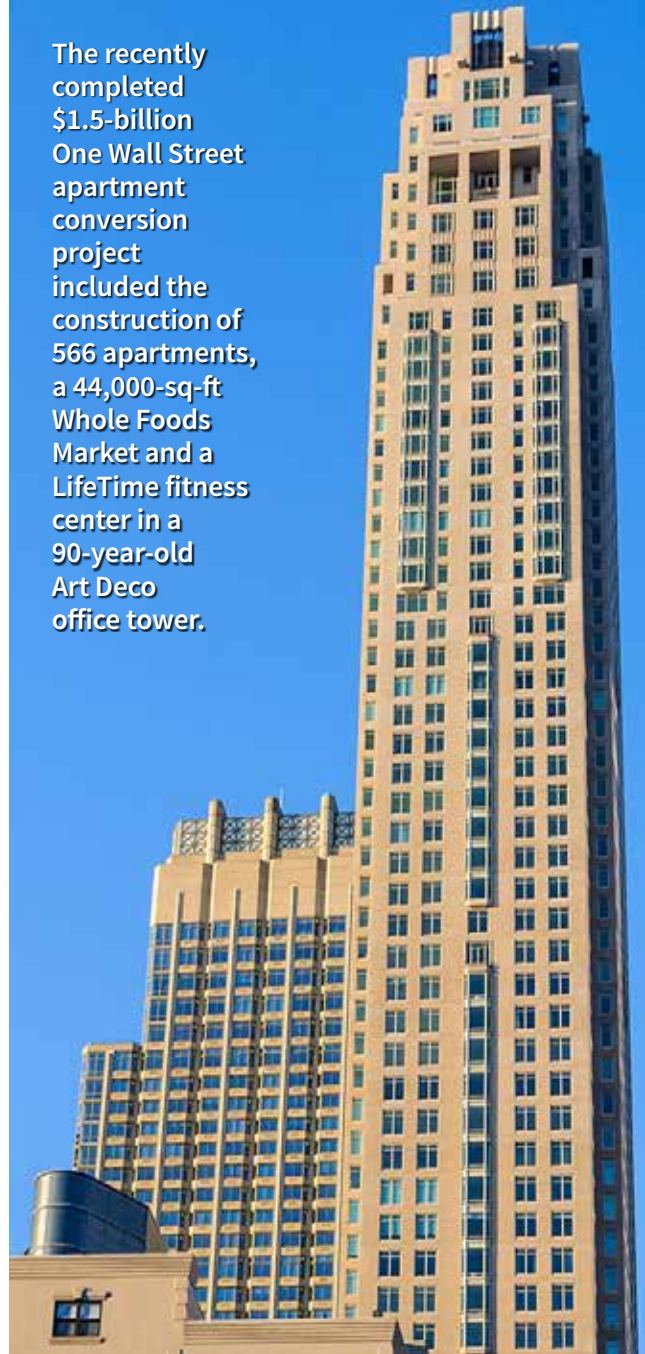
OFFICE-TO-APARTMENT CONVERSIONS

New York

Wondering about the long-term impact of the work-from-home and remote office movement on the office market? There’s definitely a trend toward converting vacant office space into apartments. The Costar real estate research firm says the office stock that lends itself to this trend have been built since 1980; is at least 100,000 sq ft; and is at least 50% vacant. Yardi Matrix, another research firm in the commercial real estate market, says in 2021 developers were expected to finalize the conversion of more than 8,000 apartment units from office space and that the five markets with the most apartment conversions last year were Washington, DC (1,091 units); Chicago (1,020 units); Alexandria, VA (955 units); Los Angeles (904 units); and Cleveland (652 units).

One of the larger office-to-apartment conversions is the recently completed \$1.5-billion One Wall Street job in the heart of the Big Apple’s financial district. Macklowe Properties completed the conversion of a 90-year-old, 654-ft tall Art Deco office building into 566 apartments, a 44,000-sq-ft Whole Foods Market and a LifeTime fitness center.

The recently completed \$1.5-billion One Wall Street apartment conversion project included the construction of 566 apartments, a 44,000-sq-ft Whole Foods Market and a LifeTime fitness center in a 90-year-old Art Deco office tower.



© Kovgabor79 | Dreamstime.com

Developers are also converting schools, factories, hospitals and other properties into apartments. According to an analysis of YardiMatrix data by www.rentcafe.com, Philadelphia leads the nation in total converted properties and over the past two years developers in the city have added 1,863 apartment units to Philly’s multi-family housing stock.

HALL PARK - \$7 BILLION IN MIXED-USE DEVELOPMENT

Frisco, TX

EW’s editors regularly report on some pretty huge mixed-used developments. But we don’t run across many the size of the ambitious Hall Park development in Frisco, TX, a fast-growing Dallas suburb. The master plan by the Hall Group, calls for \$7 billion in new construction that will transform the developer’s existing 15-building, 162-acre office park into mega-

Largest Construction Projects Now Underway or On the Drawing Boards

| Contract Value (\$ Millions) | Project | City | State |
|------------------------------|--|--------------------------|---------|
| 20000 | Intel Ohio semiconductor plants | Licking County | OH |
| 20000 | Intel Ocotillo campus semiconductor plant expansion | Chandler | AZ |
| 17000 | Samsung semiconductor plant | Taylor | TX |
| 12000 | Taiwan Semiconductor plant | Phoenix | AZ |
| 11000 | Ford Motor Co. electric vehicle & battery plants | Multiple | KY & TN |
| 8500 | Venture Global LNG Export facility | Plaquemines Parish | LA |
| 7000 | Hall Park mixed-use mega-project | Frisco | TX |
| 7000 | General Motors electric vehicle EV plants | Multiple | MI |
| 6000 | First phase of Taiwan Semiconductor plant | Phoenix | AZ |
| 5600 | Mayo Clinic - Multi-year expansion project | Rochester | MN |
| 5000 | Rivian electric vehicle plant | Morgan & Walton Counties | GA |
| 3750 | University of California - Davis Health - 16-story hospital and 5-story pavilion | Sacramento | CA |
| 2500-3000 | Five-phase revitalization project at UC San Diego's Hillcrest campus | San Diego | CA |
| 2600 | Terminal 1 Replacement at San Diego International Airport | San Diego | AZ |
| 2500 | The Railhead mixed-use development | Frisco | TX |
| 2000 | Massachusetts General Brigham - Multiple projects in Mass. and NH | Boston | MA |
| 2000 | Facebook expansion of existing campus | Prineville | OR |
| 2000 | Expansion of Inova's Alexandria Hospital and related projects | Alexandria | VA |
| 1740 | Harborview Medical Center renovation | Seattle | WA |
| 1600 | Harbor-UCLA Medical Center - 346-bed tower & outpatient building | West Carson | CA |
| 1600 | Vineyard Wind | Barnstable | MA |
| 1500 | Children's Healthcare of Atlanta | Atlanta | GA |
| 1500 | Diamond Green Diesel refinery | Port Arthur | TX |
| 1300 | Toyota EV battery plant | Greensboro | NC |
| 1300 | Methanex Methanol Plant | Geismar | LA |
| 1200 | Ohio State University's Wexner Inpatient Hospital Tower | Columbus | OH |
| 1200 | Terminal Warehouse conversion in Chelsea neighborhood | New York | NY |
| 1200 | 1.1 GW Sanborn Solar Facility | Mojave | CA |
| 1000 | Second & third phase of California Northstate University medical center | Sacramento | CA |
| 1000 | Brooklyn Hospital Center | Brooklyn | NY |
| 1000 | Research & Development District office project | San Diego | CA |
| 1000 | University of California - Irvine | Irvine | CA |
| 1000 | Collin Creek redevelopment | Plano | TX |
| 1000 | Inova Health Systems campus | Alexandria | VA |
| 1000 | Ginger data centers | West Des Moines | IA |
| 1000 | Spark LS life sciences campus -1.5 million sq-ft project | Morrisville | NC |
| 1000 | Enterprise Research Campus | Boston | MA |
| 1000 | Southside Park mixed-used building | Miami | FL |
| 920 | Michigan Medicine's University Hospital new facility | Ann Arbor | MI |
| 915 | Gateway South transmission project | Medicine Bow | WY |
| 896.6 | LAX Airport Metro Connector | Los Angeles | CA |
| 850 | Nucor steel mill | Brandenburg | KY |
| 840 | Veteran Affairs (VA) Hospital | Louisville | KY |
| 840 | Robley Rex VA Medical Center campus | Louisville | KY |
| 825 | 450 MW Desert Quartzite Solar Facility | Blythe | CA |
| 800 | Facebook Eastmark Parkway data center | Mesa | AZ |
| 700 | Ronkonkoma Hub | Brookhaven | NY |
| 700 | Danimer Scientific manufacturing facility | Bainbridge | GA |

| | Project Type | Status | Source |
|--|--|--|----------------------------|
| | Manufacturing | Plans announced | www.intel.com |
| | Manufacturing | Plans announced | www.intel.com |
| | Manufacturing | Plans announced | www.npr.org |
| | Manufacturing | Plans announced | www.cnn.com |
| | Manufacturing | Plans announced | www.ford.com |
| | Oil & gas | Broke ground Oct. 21 | www.construction.com |
| | Mixed-use | Fall 2023 start | Dallas Morning News |
| | Manufacturing | Plans | www.gm.com |
| | Industrial | Broke ground Oct. 21 | www.construction.com |
| | Hospital | Plans announced | Becker's Hospital Review |
| | Manufacturing | Plans announced | www.rivian.com |
| | Hospital | Plans announced | Becker's Hospital Review |
| | Hospital/University | Broke ground Dec. 2021 | UC San Diego Health |
| | Airport | Broke ground in Nov. 2021 | www.construction.com |
| | Mixed-use | Expected to break ground in early 2022 | www.constructiondive.com |
| | Hospital | Plans announced | Becker's Hospital Review |
| | Data center | Plans announced | www.bisnow.com |
| | Mixed-use & Medical | 2023 start date | www.constructiondive.com |
| | Hospital | Plans announced | Becker's Hospital Review |
| | Hospital | Plans announced | Becker's Hospital Review |
| | Offshore wind | Broke ground in November | www.construction.com |
| | Hospital | Plans announced | Becker's Hospital Review |
| | Oil & gas | Underway | www.construction.com |
| | Manufacturing | Plans announced | www.toyota.com |
| | Industrial | Broke ground Oct. 21 | www.construction.com |
| | Hospital | Broke ground Feb. 21 | www.construction.com |
| | Multi-family | Underway | www.construction.com |
| | Renewables-Solar | Underway | www.construction.com |
| | Hospital | Broke ground Sept. 2021 | www.construction.com |
| | Hospital | Plans announced | Becker's Hospital Review |
| | Office | Underway | www.construction.com |
| | Hospital | Plans announced | Becker's Hospital Review |
| | Mixed-use | Planning stage | www.collincreekplano.com |
| | Hospital | Plans announced | Becker's Hospital Review |
| | Data center | Plans announced | www.datacenterdynamics.com |
| | Mixed-use with life science facilities | Underway | www.rebusinessonline.com |
| | Mixed-use with research | Planning stage | www.constructiondive.com |
| | Mixed-use | Dec. 2021 | www.construction.com |
| | Hospital | Underway | www/mlive.com |
| | Utility | Underway | www.construction.com |
| | Airport | Underway | www.enr.com |
| | Industrial | Broke ground Jan. 21 | www.construction.com |
| | Hospital | Approved | www.wdrb.com |
| | Hospital | Broke ground Nov. 2021 | www.construction.com |
| | Renewables - Solar | Broke ground Jan. 21 | www.construction.com |
| | Data center | Broke ground Aug. 2021 | www.construction.com |
| | Mixed-use | Broke ground Nov. 2021 | www.constructiondive.com |
| | Manufacturing | Broke ground Dec. 2021 | www.construction.com |

The Hall Park performing arts center will have a main hall with at least 1,250 seats; a smaller venue with 250 seats; and a multi-story parking garage with 1,100 spots.



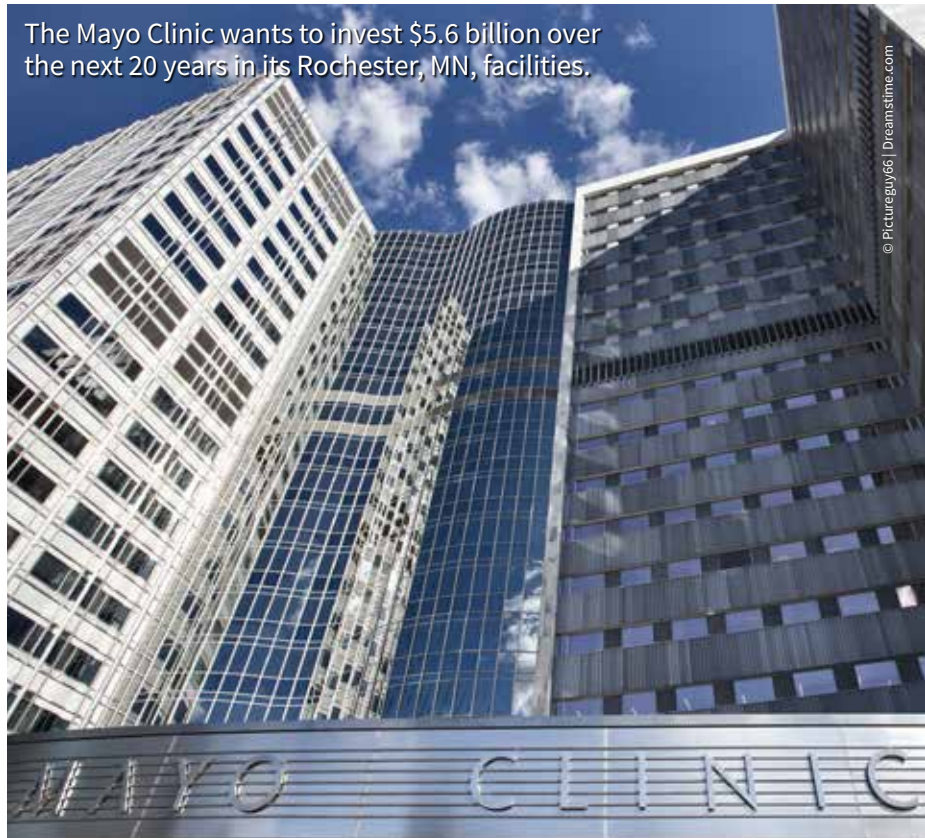
mixed-use community. The next phase of development will include a new Class AAA office tower; a 154-room boutique hotel; a 19-story luxury residential tower; 60 executive suites; a 10,000-square-foot food hall; and a performing arts center. Today, Hall Park encompasses 2.2 million square feet of office space throughout 15 completed buildings housing a diverse array of 200-plus companies.

BILLIONS OF DOLLARS INVESTED IN HOSPITAL CONSTRUCTION

Rochester, MN

Hospital construction should be big business in the coming years for electrical distributors, manufacturers, contractors, reps and other electrical professionals. We found at least 11 hospital projects valued at \$1 billion or more that are either on the drawing boards or underway. The biggest project on the drawing board is the \$5.6-billion Destination Medical Center that the Mayo Clinic is planning at its home base in Rochester, MN. The company also plans to expand its already large presence in northern Phoenix and in Dec. 2021 announced that it had purchased 228 acres bordering its existing hospital

The Mayo Clinic wants to invest \$5.6 billion over the next 20 years in its Rochester, MN, facilities.



there and an Arizona State University campus for facility expansion and the development of a biotechnology corridor.

The \$1-billion California Northstate University medical center underway in

Sacramento, CA, and the \$1.2-billion Wexner Inpatient Hospital Tower on the Ohio State University campus are two of the larger hospital projects now underway. **EW**



MANAGING YOUR SUPPLY CHAIN — PART 3

The final article in this three-part series compares “Push” vs. “Pull” inventory management strategies.

If you have a hub-and-spoke arrangement as your primary distribution network, then your main objective should be to minimize the total inventory across the distribution network while meeting your desired service levels to end customers. You may want to investigate inventory optimization (IO) as a solution.

MCA & Associates’ white paper — “Lean Thinking in Wholesale Distribution Supply Chains — Do You Pull or Push?” (available at www.mcaassociates.com) describes how distributors can begin to “pull” inventory through the supply chain rather than “push” it. In conjunction with IO, you can then use the customer’s demand signal (the buy signal) as an inventory driver to drive

replenishment, rather than the traditional demand forecasts at all levels.

You could also synchronize replenishment order strategies by taking into consideration all of the other inventory drivers we have discussed in the previous two articles — lead-time, desired service levels and replenishment order frequency. Then you could examine the alternatives and do some “What-if?” exercises. To explore why are these inventory drivers so important? Fig. 1 on page 22, which illustrates the “Push-Pull” concept, shows that on the right side, the inventory peaks are lower, the inventory lows are higher, and the period between replenishment cycles is shorter.

We should challenge some of these “facts of life” in inventory management. Let’s look at Fig. 2, also on page 22. The forecast (the first number in the Branch

boxes) and the actual demand (the second number in the boxes) shows significant variance at each “spoke,” although at the DC (distribution center) level, the variance is more acceptable. Now, consider that the narrower the aggregation, the worse the answer becomes. In other words, the question of how much you will “consume” of a product, perhaps from the distribution center, will typically provide a better answer to the question, “How much product will you sell from one of the spokes?” It’s just a statistical truth.

You may tend to address this “truth” by over-compensating with inventory, particularly at the spoke — and just where the forecast variation is highest. You do this with safety stock, but then risk, from a service level perspective, the misallocation of inventory (wrong place – wrong time).

By Howard Coleman

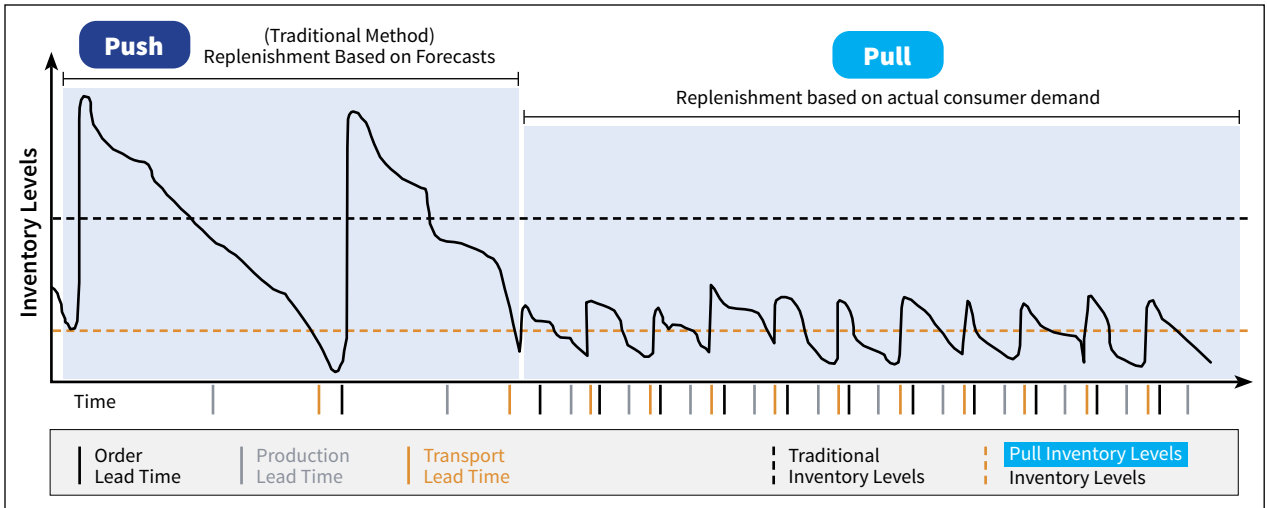


Fig. 1.

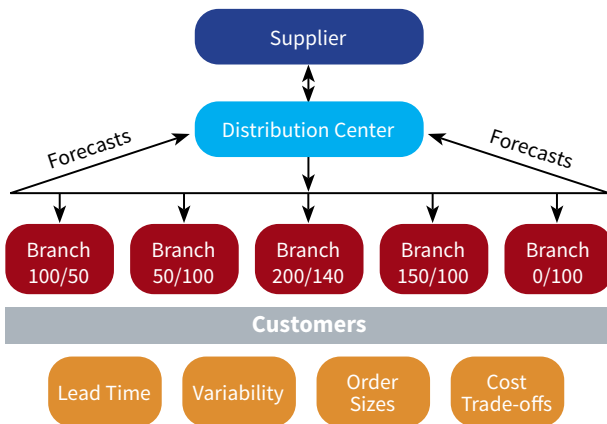


Fig. 2.

THE PULL APPROACH TO INVENTORY MANAGEMENT

So, there is a tendency to “push” inventory throughout the supply chain, based on the specific method of calculating forecast. Demand variability is often not recognized quickly or even communicated to the source of supply. If we just remember that forecasts are not actual consumption, then many of the dilemmas we often face, like high inventory, moving parts long distance, and inventory counting could be eliminated.

This gets us to a “Pull” approach alternative. “Pull” is similar to just-in-time and the Kanban approach to designing efficient work flow. With this philosophy, as product is sold, a replacement is “pulled” through the supply chain. Now we are doing it based on real demand and actual consumption — the customer’s buy signal.

We use these buy signals in our everyday life. Consider the gas gauge in your automobile, which indicates when you need to purchase more gasoline, or the empty message that a vending machine displays when more products need to be loaded from the vendor.

So maybe you already see the difference between “push” and “pull.” But, what we commonly experience with the Pull inventory management concept is smaller replenishment order sizes, which means increased product delivery frequency from the source of supply. Remember that replenishment order frequency is an inventory driver. You might think this runs counter to many supply chain relationship strategies, but first consider the basic Pull principles.

1. Aggregate inventory at the DC/hub. As I previously mentioned, demand is more accurate at this particular level and will improve the timing and the order quantity accuracy of the products you order from your suppliers.

2. Pull inventory to the spokes. Replenish the spokes based on the customer’s buy signal as opposed to pushing inventory to them, based on forecasts and their inherent variability.

3. Replenish inventory as frequently as possible to foster a continuous flow. This shortens re-order lead-times and creates a shorter time between replenishment orders (one of the inventory drivers). This dampens the variability in demand and reduces safety stock needs.

4. Develop and maintain target inventory levels. These can be calculated in several ways. The specific calculation method and its use are covered in our previously noted white paper. Basically, target inventory levels are the quantity of inventory you shoot for in the pipeline. Why do you need target inventory levels? Because they provide the buffer inventory to cover demand and the replenishment lead-time as well as protecting against shortages. Target inventory level penetration (TIL) can be measured to provide a means to monitor how well target inventory levels are being managed.

For instance, you could split a product’s TIL into three zones — green, yellow and red, just like a traffic light, and then set rules as to what constitutes target inventory level penetration:

- Green: Less than 33% TIL penetration
- Yellow: Between 33% and 67% TIL penetration
- Red: Between 67% and 100% TIL penetration

Too many products in the green zone may mean inventories are too high relative to actual customer consumption. On the other side, too many products in the red zone may mean you have problems with inventory replenishment timing or some very unusual customer consumption.

Figure 3 illustrates how you can use target inventory level penetration to measure and visually monitor TIL use. This could even be used as signals to your source of supply (DC or supplier) as to what the priority and urgency of product need is.

Additionally, these graphical representations could be provided at most any level: company-wide, location level, A-B-C stratification level, etc. You could even measure the time in a zone and/or the number of products in a zone. Regardless, it now becomes actionable.

5. Develop new relationships with suppliers that incorporate the Pull philosophy. You hear so much about supply partner collaboration that the term has nearly lost its meaning.

The truth is that suppliers who have not adopted a lean thinking philosophy have a mass production mindset. It's kind of a disconnected functional silo, one that focuses on their own local optimization. In other words, they view the key to controlling or reducing costs as a reason to produce in large batches; spreading their fixed costs over a large population of product—reducing unit costs—as well as using this approach to protect themselves from forecast error.

This drives an economy of scale model and that's how they get measured—produce large batches, potentially consuming their capacity with product that may not be immediately needed.

A supply chain manager may get measured by the purchase cost achieved, including transportation. In contrast, your suppliers get measured by their unit cost of manufacturing. What gets forgotten sometimes is the impact of this—a surplus of inventory beyond the immediate need, or perhaps even shortages of product, because everyone is too busy either buying or manufacturing something else.

What if you could apply these same Pull principles with your suppliers so they are producing what their customer (you) need, rather than anticipating (forecasting) what they think you'll need, while having better control over their production capacity, too. There is an opportunity to get suppliers to think differently. This might lead to more frequent re-supply to the whole supply chain, increasing the velocity of product throughout the supply chain, reducing their forecast variation, and reducing their lead-times.

This new collaboration approach should begin around the discussion of continuous flow and becoming more synchronous. Consider sharing your buy signals with your suppliers. The possibility of a direct data connection with suppliers to communicate these buy signals is intriguing because there can be aligned interests. You could even share your target inventory level penetration monitoring with them, or maybe they could even generate their own, based on their inventory position.

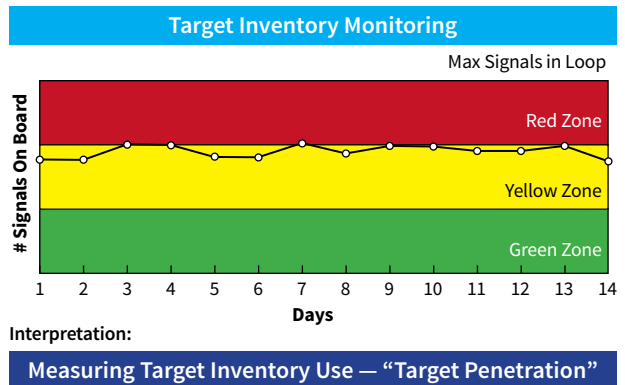


Fig. 3.

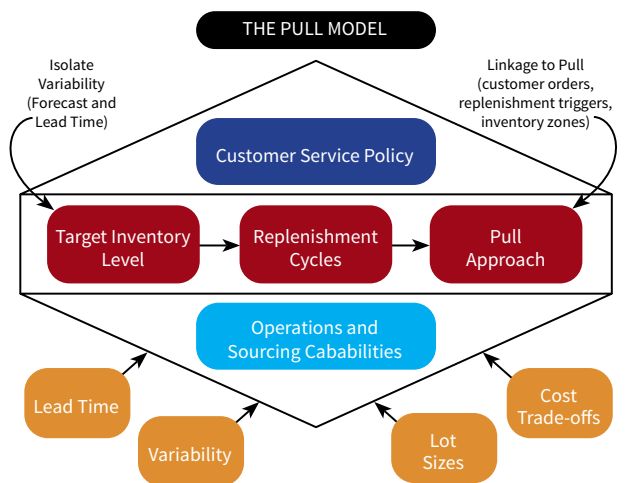


Fig. 4.

A CALL TO ACTION

I hope this article helps you look at the Pull model in a completely different light (Figure 4). Think of it as a supply chain system process, and as an engine for supply chain management that incorporates not only inventory optimization but advancing significant new principles in lean supply chain management.

Committing an organization to realizing the benefits of inventory optimization and a Pull-based lean supply chain will require a change in business philosophy. Distributors should view inventory and supply chain management as an untapped profit and service level enhancer, as well as a cash saver. By making these concepts a reality, you can reduce your total supply chain costs, generate additional capital, increase service level, and finally attain that elusive supplier collaboration objective. This three part-series is available in its entirety at www.ewweb.com. **EW**

Howard Coleman and his team at MCA Associates helps distributors and manufacturers implement continuous improvement solutions focused on business process re-engineering, inventory and supply chain management, sales development and revenue generation, information systems and technology, organizational assessment and development. MCA Associates may be contacted at 203-732-0603, or by e-mail at hcoleman@mcaassociates.com.

ALL ABOUT EV CHARGER REBATES

As electrical contractors and electrical distributors focus on opportunities in EV charger installations, rebates will likely be a key to their success.

Photo courtesy of Volta / BriefSwitch



The Federal 30C Tax Credit provides a tax credit of up to \$1,000 for residential EV charger applications and \$30,000 for commercial EV charger applications.

Electric vehicle (EV) sales are projected to grow dramatically, with millions more cars coming to the roads in the next few years. But where will these cars charge up? At this moment, the United States has roughly 168,000 gas stations but only 44,417 publicly available EV charging stations. Infrastructure has a long way to go to catch up.

By Leendert Jan Enthoven

As electrical contractors and electrical distributors start to focus on opportunities in the EV charging market, rebates will likely be a key to their success. Many organizations across the country are providing rebates, incentives and tax credits for installing EV chargers. While many in the industry may be familiar with rebates for equipment like lighting or HVAC that have been around for years, EV charger rebates often work a little differently.

This trend presents a unique opportunity for electrical distributors and electrical contractors. Both homeowners and businesses will be looking to have EV charging stations installed in the coming years to accommodate their new electric cars. Homeowners may seek the convenience of rapidly charging their car at home. Businesses will need a way to keep their electric fleet or their employees' cars topped up. Places like hotels, restaurants and retail stores might need to add EV chargers to increase traffic and keep customers happy.

AVAILABLE EV CHARGERS

To fully understand rebates and incentives for EV chargers, let's first review some common terminology. Technically, what most people call "EV chargers" is actually "electric vehicle supply equipment (EVSE)." These stations convert electric power to a format that the electric vehicle can accept; the charger itself is built into the car. That being said, the most popular term for these units is EV chargers. Broadly speaking, EV chargers fall into three categories:

Level 1 chargers - 120V. A Level 1 EV charger plugs into a standard outlet. It's the type of charger that comes with most EVs. Usually, a Level 1 charger can add 2 miles to 3 miles to a car for each hour they're connected. These units are primarily used in residential applications.

Level 2 chargers - 240V. A Level 2 EV charger lets users charge up their electric vehicle about five times faster than Level 1 chargers. These chargers use 240V



Photo courtesy of Volta / Briteswitch

Retailers are one of the prime candidates for EV charger installation.

and can be hardwired or use a NEMA 14-50 Plug. They add between 12 miles and 60 miles to a battery each hour. These chargers are the most popular in both residential and commercial applications.

Level 3 chargers - 400V or more.

A Level 3 EV charger is the fastest type of EV charger. They're also called fast chargers, DCFC (Direct Current Fast Chargers) or DC fast chargers. These

units typically use 400V or more and add 150 miles to a battery in an hour. These are limited to commercial applications.

FINDING EV CHARGER INCENTIVES

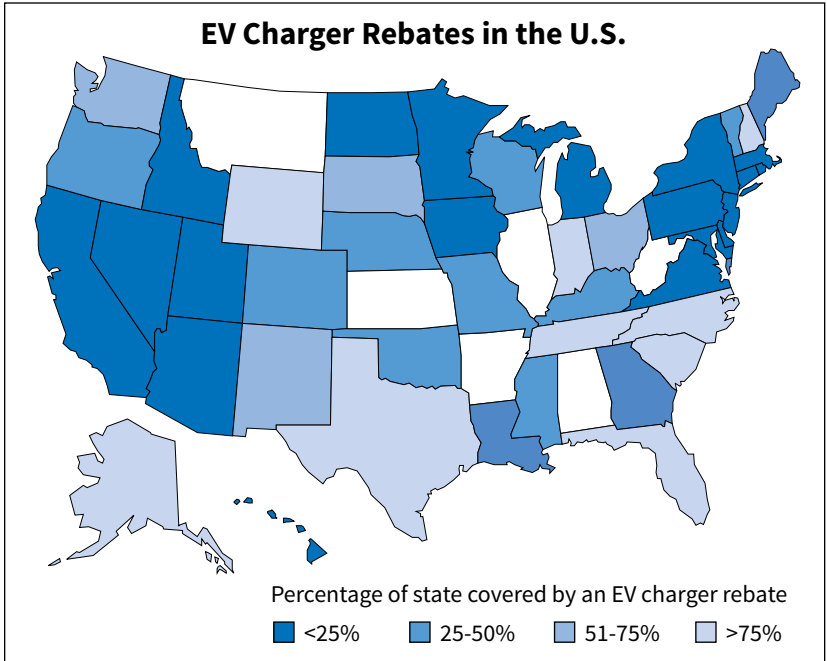
Rebates and incentives for EV chargers can come from a variety of sources. The most widely available funding source is the Federal 30C Tax Credit, also referred

to as the "Alternative Fuel Infrastructure Tax Credit." This program provides a tax credit of up to \$1,000 for residential applications and \$30,000 for commercial applications. But that is just the low-hanging fruit, as 57% of the country is also covered by an additional rebate, incentive or grant for EV chargers. These incentives can come from a variety of sources. The most common sponsor is electric utilities, but funding is also available from municipalities, counties, regional programs and states. Currently, 51% of the United States has a rebate for the installation of a commercial EV charger, but eligibility can vary depending on the type.

Level 2 EV chargers are the most commonly incentivized. Almost half of the United States (49%) has a rebate available for this type of equipment. While there is quite a range of dollar amounts, the average rebate for a Level 2 charger is \$1,731.

Level 3 commercial EV charger rebates are less popular, with only 38% of the country having an additional incentive available. However, because these charging stations are much more expensive than Level 2 chargers, the incentive can be significantly higher. On average, the rebate for a Level 3/DC fast charger is \$37,878.

Rebates for residential EV chargers. When it comes to EV chargers for homes/private use, approximately 30%



EV charger rebates are more common in the Northeast and Western regions of the United States than in many other areas of the country.

of the country has a rebate or incentive available. Most of these incentives are for Level 2 chargers. That makes sense, because most EVs come with Level 1 chargers when purchased. On average, the rebate is \$473 for this type of charger, but it can vary anywhere from \$50 to \$2,000.

Important factors to consider.

Make sure the EV charger you stock meet the local rebate program's requirements. For example, some rebate programs require that the charger is networked, usually with Wi-Fi, to report data back. Other programs require that the charger uses a specific rate code or billing plan.

The specific make and model of an EV charger can also matter. Some programs will require a particular brand of charger. Others may have a list of approved equipment. These types of programs are in the minority, with only around 5% of all rebates specifying certain models or brands.

When installing multiple chargers, it's important to look for any rebate caps per site. For example, some programs will only allow a certain number of chargers; others will cap the incentive at a specific dollar amount per site.

Some EV charger rebate programs have limited funding that goes very quickly. This issue will likely be even more true in the future as EVs grow in popularity. Pay attention to deadlines and make sure to adhere to them. Research the options early on to see if a program currently has a waitlist or will be re-opening in the future.

Summary. It's hard to tell how long these incentives for EV chargers will last. Historically, rebates for other technologies like lighting, HVAC and other energy-efficient equipment have been around for many years. But EV chargers are different; they don't provide energy efficiency benefits. Instead, they offer the utility a new way to make revenue. In theory, there will eventually be enough chargers to meet the demand, and these rebates may no longer be needed. Therefore, it's very likely that early adopters of EV charging will be the only ones to benefit from rebates.

BriteSwitch makes it easy to take advantage of EV charger rebates and incentives.



BriteSwitch research shows that 51% of the United States currently has rebates for commercial EV chargers.



Courtesy of BriteSwitch

The typical rebate for a residential EV charger is \$473, but it can vary from \$50 to \$2,000.

RebatePro is BriteSwitch's proprietary rebate finding software. Based on our 13 years of experience, the tool has been highly optimized to make finding EV charger rebates and incentives quick and painless. It contains virtually all the rebates, grants and incentives available across the US for installing an EV charger and it's updated constantly. BriteSwitch can take care of the entire rebate process for you, from estimating the rebate upfront and ensuring eligibility to applying for the approvals, coordinating the inspections and chasing down the final check.

Learn more about RebatePro for EV Chargers at www.briteswitch.com/rebatepro-for-ev-chargers.php. **EW**

Lighting industry veteran Leendert Jan Enthoven founded BriteSwitch, Princeton, NJ, in 2008 to help businesses take advantage of the rebate and incentive programs that exist across the U.S. and Canada. The BriteSwitch database helps electrical contractors, electrical distributors, manufacturers, independent reps and end-users find lighting rebate programs in their region.

Leendert has authored several articles for Electrical Wholesaling on lighting rebates, and we are delighted to publish this report on EV rebates. Contact him at leendert.enthoven@briteswitch.com / (609) 945-5349 for more information on BriteSwitch.

Interior Department Announces Historic Wind Energy Auction Offshore New York and New Jersey



New York Bight lease sale has potential to generate up to 7 gigawatts (GW) of clean energy, power nearly two million homes

Secretary of the Interior Deb Haaland recently announced that the Bureau of Ocean Energy Management (BOEM) will hold a wind auction next month for more than 480,000 acres offshore New York and New Jersey, in the area known as the New York Bight. This marks the first offshore wind lease sale under the Biden-Harris administration.

As described in BOEM's Final Sale Notice, the auction will take place on Feb. 23 and allow offshore wind developers to bid on six lease areas. BOEM estimates that the leases offered in this sale could result in 5.6 to 7 gigawatts (GW) of offshore wind energy.

In a press release from the U.S. Department of the Interior (DOI), leaders from BOEM and the states of New York and New Jersey outlined their vision for developing an offshore

wind domestic supply chain. In their plan, New York and New Jersey set the nation's largest regional offshore wind target of installing over 16 GW of offshore wind by 2035. The Biden-Harris administration has set an overall goal of installing 30 GW of offshore wind by 2030.

The United States' growing offshore wind industry presents a \$109 billion opportunity in revenue to businesses in the supply chain over the next decade, according to a recent report by The Special Initiative on Offshore Wind.

The New York Bight offshore wind auction is designed to promote the development of a domestic U.S. supply chain for offshore wind and enhance engagement with the commercial fishing industry, other ocean users and underserved communities. The leases are also intended to advance flexibility in transmission planning and make use of project labor agreements throughout the construction of offshore wind projects. A key feature of the leases are incentives to source major components domestically – such as blades, turbines and foundations – and to enter into project labor agreements to ensure projects are union-built.

BOEM initially asked for information and nominations of commercial interest for 1,735,154 acres in the Bight. Based on the bureau's review of scientific data (and extensive input from the commercial fishing industry, Indian tribes, partnering agencies, key stakeholders and the public) BOEM reduced the acreage by -72% to avoid conflicts with ocean users and minimize environmental impacts. BOEM will continue to engage with stakeholders as the process unfolds.

More information about the auction, lease stipulations, list of qualified bidders for the auction and Interior's collaboration with New York and New Jersey can be found on BOEM's website.



Need more green news? Check out G-Biz, a free e-mail newsletter published twice-a-month by the editors of *Electrical Wholesaling* and *Electrical Construction and Maintenance* magazine. You can subscribe by visiting www.ewweb.com and clicking on the "G-Biz" link in the left column.

GE Current renovates its Institute lighting training center

GE Current, a Daintree company, opened its newly expanded Institute for lighting education in Hendersonville, NC. The learning center is designed to provide attendees with an educational experience that includes the latest in hands-on teaching tools and a large display of installed lighting and controls products. The Institute training classes will cover the full range of Current's product portfolios, including indoor, outdoor and roadway lighting and Daintree Wireless Controls.

Located on the same campus as Current's lighting fixture manufacturing plant in western North Carolina, the 8,500-sq-ft educational facility has been fully renovated to include a central teaching auditorium, expanded classrooms and an inviting collaboration area for networking. Each interior space is equipped with the latest in audio-visual technology to provide a flexible and immersive live training experience, as well as enhanced virtual learning options.



Located on the same campus as Current's lighting plant in western North Carolina, the 8,500-sq-ft educational facility has been fully renovated to include a central teaching auditorium, expanded classrooms and a collaboration area for networking.

The training staff focuses on providing a comprehensive curriculum that covers relevant and timely product technology, trends and compliance topics to meet

the needs of Current's customers and channel partners. Courses offering AIA continuing education credits will also be offered.

Universal Lighting Technologies and Douglas Lighting Controls Rebrands as Universal Douglas

Universal Lighting Technologies and Douglas Lighting Controls, Nashville, TN, has unveiled a new brand name and identity as Universal Douglas. The rebrand, which features a new, more contemporary name, logo and tagline, follows the acquisition of Universal Lighting Technologies and Douglas Lighting Controls by Atar Capital, a global private investment firm, in March 2021.

"We're proud of our combined 125-year history and leadership in the commercial lighting and controls industry and this new brand signifies a new era for Universal Douglas," said Chris Holstein, VP of Product Management and Marketing at Universal Douglas, in the press release. "Our new Universal Doug-



las brand amplifies the extensive value and solutions we provide to our customers, including smart controls, LED drivers, modules, retrofit systems, complete and integrated fixtures, and more with the personalized approach they've come to know for decades."

The new brand features the tagline, "More Than Lighting. Solutions," which speaks to the company's commitment to delivering customized lighting and controls systems to meet the needs of its clients, no matter how simple or complex. As a key partner to leading fixture manufacturers and distributors, Universal Douglas delivers components and complete systems with the personalized support their clients have come to know.

Switchboard

The FlexSeT Switchboard provides a new service model for switchboard sourcing, installation and maintenance. According to the company, this product reduces project risk, increases construction efficiencies and shortens lead times. With a simplified, modular service model at all project stages, the FlexSeT is designed to accelerate deployments for optimal efficiency. The product features multiple enhancements to eliminate the need for manual processes. The switchboard has a modern design for easy assembly and simplified installation and maintenance that are monitored and managed with digital apps. Users can track assembly progress through scannable QR codes on each accessory and simplify future maintenance through interactive digital twins of all installations.

Schneider Electric / www.se.com



Outdoor LED Lighting Fixtures

MaxLite recently launched its M Series lighting fixtures for design-build, architectural, commercial, value engineering and government projects, as well as some stock-and-flow markets. The M Series is a modular design and is able to combine common components to create the exact model needed for various applications. It's available in nine wattages, four housing sizes, six mountings and seven lenses. The standard product is CCT selectable and controls ready, enabling the customer to choose from three color temperatures and the option to field install c-Max Basic or c-Max Network sensors and nodes, to provide a standardized control solution that works with all the fixtures across the entire project.

Maxlite / www.maxlite.com

Food-Grade Conduit

The Liguatite antimicrobial food-grade conduit features an improved PVC jacketing, a new food processing blue color, wider temperature range and a new antimicrobial food-grade jacketing. According to the company, the antimicrobial jacketing additive inhibits the growth of commonly known food processing microbes, such as E. coli, listeria and salmonella, and shows a reduction of these microbes over a 24-hr period. Type LAFG is a Certified Component for NSF/ANSI 169 special purpose food equipment, meets FDA CFR21 and NSF 51/61 requirements, offers a smooth exterior for easy wash-down and is resistant to sodium hypochlorite (bleach).

Electri-Flex Co. / www.electriflex.com



Knife

The CutiX universal snap knife features an extendable stabilization bar that can be engaged or retracted based on the application, which allows the user to apply more pressure directly on the blade without it bending. The knife also features a hardened steel pin to secure the blade. Constructed with a lightweight magnesium housing, it has non-slip gripping surfaces and two separate sliders: one for the blade and one for the stabilization bar. Suitable for all 18-mm snap-off blades, the knife comes with two blades that have seven cutting points, which are stored in the handle. Blades can easily be replaced with a push of the button. A built-in tether attachment point on the knife can be used with the company's tethered tools system.

KNIPEX / www.knipex.com



THIS MONTH'S PRODUCT PICKS

Lighting Fixtures for Correctional Facilities

Shat-R-Shield's Correctional Cell Fixture is designed to withstand extreme abuse by using materials that are virtually indestructible. Built with ½-in thick 304 Stainless Steel and a cast .400" thick diffused lens, this light fixture is built to withstand hard/repetitive impacts and its tight design offers no point of entry. The Ironclad Vandal-Resistant (VR Pro) fixture uses an LED high efficiency light engine with a cool light that simulates daylight. The incorporated count light LED module can be turned on and off. Tested to Canadian and US standards by Underwriters' Laboratories, this fixture carries a cULus rating.



Shat-R-Shield Lighting / www.shatrshield.com

Lighting Control Powered by PoE

RadioRA 3 is being promoted as the first-ever line of wall controls with both light bar design and IoT (Internet of Things) connectivity, a

new all-in-one processor powered by PoE (Power over Ethernet), and new simpler PC programming software and app-based editing features. The new



processor is powered by PoE so installers can simply place it centrally in the home, without need for a nearby power outlet, to optimize the system's RF network connectivity. It allows clients to connect up to 200 devices featuring Lutron's proprietary ClearConnect RF technology.

Lutron / radiora3.lutron.com

Dual Selectable LED Downlights

Sylvania's UltraLED Dual Selectable RT LED Downlights use a lighter aluminum housing for quick-and-easy installation.

The deeper housing is also designed to deliver uniform light distribution with less glare.

By being able to select the ideal lumen output and color temperature, installers can get the best light for their applications from one downlight. This



also saves them space in inventory or trucks without limiting options for customers. They are Energy Star-listed and CEC-compliant for sale in California, and wet-rated, 0-10V dimmable and compatible with the Sylvania field installable emergency battery back-up unit.

Sylvania/LEDVANCE / www.sylvania.com

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ad index

Advertiser

Page No.

Allied Moulded Products 11

Champion Fiberglass, Inc. BC

Electrical Marketing 5

EW Free Subscription 9

EW Podcast Series 3

Facilities Expo IBC

Leviton Manufacturing, Co. 13, IFC

This index is a service to our readers. Every effort is made to maintain accuracy, but *Electrical Wholesaling* cannot assume responsibility for errors or omissions.

Loeb Electric (Columbus, OH): Loeb Electric announced **Adam Becker** as Chief Operations Officer (COO) and **Erin Ryan** as Director of Accounting and Finance. Both positions report directly to the President, Charles Loeb. Becker joins the company with 20 years of operations and continuous improvement experience, working with Kraft Foods, US Foods and Walmart. Ryan has 17 years of accounting and finance experience. She was previously with Cameron Mitchell Restaurants, Columbus Crew Soccer Club and Crawford Hoying.



Becker



Ryan

Dominion Electric Supply Co. (Arlington, VA): **Joe Baxter** was promoted to VP of Branch Sales and **Vince Liberto** was promoted to VP of Commercial Sales. Baxter came to Dominion in 1986 and has worked in various roles including counter sales, outside sales, branch manager, regional branch manager and for the past three years as director of branch sales. In this role, he oversees 11 counter locations, including the Ashburn, VA, branch that he was instrumental in opening in 2020. Liberto joined Dominion's outside sales team in 2008 and was later promoted to Baltimore regional sales manager. He has grown Dominion's presence and sales in Baltimore and has been instrumental in establishing a second Baltimore location and in the search for a new Curtis Bay distribution center which will begin operations this year. He has built the company's position in switchgear, lighting and outside sales team, primarily through his personal recruiting efforts.

Rexel USA (Dallas): **John Pehler** was appointed chief digital officer and has joined the company effective Jan. 10. In this role, he will partner with the Rexel USA executive leadership team to lead and further accelerate the digital strategy and transformation across the country. Pehler brings to Rexel USA many years of digital expertise. Prior to this appointment, Pehler has held



Pehler

executive leadership positions including global head of Digital Customer Engagement at Caterpillar Inc. and director of Digital Experience & Strategy at W.W. Grainger.

Southwire (Carrollton, GA): **Carrie Schwabacher** started a new position as regional VP of sales. She is a well-known industry veteran with two decades of sales and management experience at electrical manufacturers including Topaz, Erico, Leviton and Legrand.



Schwabacher

AEMC Instruments/Chauvin Arnoux (Dover, NH): The company made several key management appointments as part of a restructuring. **Corrado Crippa** is now global sales director and will manage sales and product management for North America, Central America, South America, Australia and New Zealand. Crippa has close to 30 years of experience in the domestic and international energy sector. **Kristy Ford** was promoted to marketing director

REP NEWS

One of the icons of the St. Louis electrical industry, Mike Schaeffer, **Schaeffer Marketing Group**, will be retiring at the end of 2021 after more than 45 years of service. His daughter, Kris Steiger, will succeed him. With over 20 years of experience in the industry, she has managed the company as president and principal owner in recent years.

Effective Feb. 7, Jeff Casey, **Casey Sales Electric Inc.**, will join board of directors for National Electrical Manufacturers Representatives Association (NEMRA) and Christy Tilton, VP of U.S. Professional Trade Sales, Signify, will join the NMG Executive Committee.

Greg Reynolds, president, **Flynn & Reynolds**, Tewksbury, MA, is retiring and Bryan Lally is now president. Andrew Graves, who has been with Flynn & Reynolds for over 12 years, is now a principal in the organization. Ed Scannapieco, a 25-plus year industry veteran, has also joined the company.

At **CSA Electrical Sales**, a rep firm based in Lake Mary, FL, Conrad Nelson and Brian Necastro have become principal partners of the agency. Nelson, the company's VP of sales, and Necastro, the company's VP of operations, have both worked for the company for many years.

and Timothy Cowgill is now national sales manager and will manage sales activity for both United States and Canada. Over the past 20-plus years he managed the company's Western region.

George Vlachos is transitioning to a new technical trainer position. He has more than 20 years of experience in managing sales activity for the Eastern region. He will develop and teach AEMC's in-person seminars and remote webinars and conduct presentations at trade shows. In other AEMC news, **John Olobri**, director of sales and marketing, has retired from the company. He worked in the design and marketing of instrumentation for more than 35 years and holds degrees in both electrical and industrial engineering. Olobri was instrumental in developing and teaching AEMC's accredited seminar and webinar classes on ground resistance, insulation testing and power quality testing.

Crescent Electric Supply (East Dubuque, IL): **Scott Teerlinck**, president & CEO, earned the distinction of being a "CEO to Watch" from *Family Business* magazine. Teerlinck is the second non-family member CEO of Crescent, a company founded in 1919 by Titus B. Schmid. He joined the company in May 2020, and immediately began leading through the pandemic and a company transformation.



Teerlinck

Leviton (Melville, NY): **Daryoush Larizadeh** was appointed CEO, effective Dec. 1. He will continue his responsibilities as president and COO, in addition to assuming the CEO role. In his current capacity, Larizadeh has been president and COO of Leviton for the past six years, overseeing Leviton's continued growth and building on the company's successful history and culture of innovation.



Larizadeh

Larizadeh assumes the role of CEO from Don Hendler who held the title since 2007 following the passing of Harold Leviton, whose father founded the company in 1906. Larizadeh becomes only the fourth CEO since the company's founding 115 years ago. Hendler also assumed the role of chairman of the board. Stephen Sokolow, who last held this position, will become chairman of

the board emeritus while remaining an executive VP of the corporation. The Leviton board remains unchanged with Hendler, Sokolow, Andrew Kriegman and Lucy Guilherme continuing in their current responsibilities. As CEO, Daryoush Larizadeh will continue to report to the Leviton board of directors.

Dauer Manufacturing (Miami): **Nick Lahey** is the company's new regional sales manager residential and commercial LED landscape lighting products. He joins Dauer to build the company's distributor network and open new markets for Dauer in the company's Western region. Lahey will also have customers in Rhode Island, Pennsylvania, the Carolinas and New England. Prior to joining Dauer, he owned his own lighting agency in Colorado.



Lahey

Graybar Electric Co. (St. Louis): **Paul Hansen** has been named district VP for the company's Seattle district, effective Jan. 1, 2022. He joined Graybar in 1983 and currently serves as director, finance in the Seattle district, a position he has held since 2004. As district VP, Hansen will lead Graybar's business operations in a territory that includes Washington, Oregon, Idaho, Montana, Alaska and Hawaii.

Robroy Enclosures/Robroy Industries (Belding, MI): Scott Thompson was promoted to national sales manager, **Dean Brazelle** is now channel manager and **Rob Holmes** is now a senior accountant. Thompson joined Robroy as a business development manager in 2018. Prior to joining the company he worked for 14 years as an enclosure product line manager in electrical distribution where he managed and sold Robroy enclosure products. Brazelle will manage sales activity in assigned channels for all Robroy Enclosures brands. He has been with Robroy for 10 years.

IPEX USA (Pineville, NC): **Brian Peters** recently joined the company as Northeast regional manager and will manage the IPEX existing customer base, rep network and do specification work with engineers and electrical contractors. He has more than 12 years of experience working as a regional manager and strategic partnerships manager for the National Association of Electrical Distributors (NAED). Peters graduated from Missouri State University with a bachelor's of science degree in psychology and has an MBA from Fontbonne University.

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