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Killer Counties in Electrical Sales Potential

The more you study electrical market sales potential, the more you realize just how consolidated it is geographically.

EM's editors ran some county-level sales potential numbers and were surprised to find that the 300 largest U.S. counties account for 84% of Core Electrical Sales Potential — the combination of the sales potential of the electrical contractor and industrial (MRO, OEM, and Factory Automation markets). These segments account for 74% of all sales through full-line electrical distributors, according to *Electrical Wholesaling* data. *EM* developed these sales potential estimates using the sales-per-employee formulas from *EW's* Market Planning Guide and employment data from the U.S. Bureau of Labor Statistics (BLS).

We found that the 50 counties in the table on page 2 account for 40% of the total U.S Core Electrical Sales Potential. In total, 968 counties had data for both electrical contractor and manufacturing employment and accounted for an estimated $59.7 billion in electrical sales potential.

It might not surprise you to find multiple counties in the Los Angeles, Houston, Chicago or New York metros at the top of our chart for Core Electrical Sales Potential. What may surprise you is the power many of these counties have in their states. Arizona's Maricopa County in the Phoenix metro accounts for more than 80% of the state's total sales potential, according to our research, and Nevada's Clark (Las Vegas metro) and Washoe (Reno) Counties hold more than 90% of the state's sales potential.

See related table on page 2

Inside

A Penton publication.
Publishers of *Electrical Wholesaling* and *EC&M* magazines.

Channel and Brand Among Keys to ABB's Deal for GE Industrial Solutions

ABB's agreement to acquire GE Industrial Solutions, GE's global electrification solutions business, for approximately $2.6 billion has been widely applauded in the electrical industry as a good fit and a solid platform for a company increasingly interested in growing its share of the U.S. electrical equipment market. ABB executives point to GE's established distribution base and brand recognition as important factors in its decision.

Combined with its acquisitions of Baldor motors in 2010 and Thomas & Betts low-voltage electrical installation equipment in 2012, ABB will now have a footprint in the U.S. electrical market to rival major players such as Schneider Electric and Eaton Corp. ABB said integrating GE Industrial Solutions into its existing holdings will make it the #2 player in electrification globally, behind Schneider Electric.

GE Industrial Solutions, headquartered in Atlanta, makes circuit breakers, switchgear and other low-voltage electrical equipment, as well as specialized lighting control and power supply equipment for data centers, hospitals and other critical facilities. The business has about 13,500 employees around the world and, in 2016, revenues of approximately $2.7 billion, 60% of that in North America.

With the business come 29 manufacturing facilities, 19 distribution centers, 13 service centers and nine research and development centers, with operations in over 100 countries. Perhaps equally important, GE Industrial Solutions has channel relationships with over 1,000 distributors in the United States market.

Doug Schuster, global head of ABB Installation Products, told *Electrical Marketing* that that distribution footprint was an important consideration in the acquisition.

Continued on page 3

Atkore International Adds Calpipe Industries to Its Growing Stable of Conduit Brands

Atkore International Group Inc., Harvey, IL, has acquired Calpipe Industries, LLC., adding electrical conduit systems for corrosive environments and security bollards for high security, access control and architectural environments to its stable of electrical brands.

"We're excited to have Calpipe join the Atkore family and provide enhancements to our product portfolio with stainless steel and PVC coated conduit systems that provide superior corrosion protection," Bill Waltz, group president-Electrical Raceway at Atkore, said in a release.

Adding Calpipe will boost Atkore's electrical revenues by approximately $70 million, said the Atkore release.

Dan Markus, CEO, founded Calpipe Industries in 1986. The company expanded in 1998 to offer stainless steel conduit and fittings under the Calbrite brand and galvanized pipe and fittings under the Calconduit brand, then added security bollards for protection of electrical boxes and pedestrian safety in 2001. Calpipe acquired American Iron & Nipple in 2002, allowing it to expand production capacity. In the mid-2000s the company expanded to international markets, setting up direct-ship relationships in Taiwan, Brazil, Dubai and Australia. It added PVC-coated conduit and fittings in 2011, introduced under the name Calbond. Last year it opened a new 85,000 sq ft headquarters and regional distribution center in Hobart, IN.

Atkore's release said Dan Markus will stay on as a strategic advisor and Gary Lessing will continue as president of Calpipe Industries.

Atkore's brands include AFC Cable Systems, Allied Tube & Conduit, Cope cable tray, Eastern Wire & Conduit, Kaf-Tech, Power-strut and the recently acquired Flexicon, as well as Atkore electrical raceway.

Top 50 Counties in Core Electrical Sales Potential

Rank	County	State	Metropolitan Statistical Area (MSA)	Core Electrical Sales Potential ($ Millions)	Electrical Contractor Sales Potential ($ Millions)	Total Industrial Sales Potential ($ Millions)
1	Los Angeles County	CA	Los Angeles-Long Beach-Anaheim, CA	1,613.70	1,088.60	525.1
2	Harris County	TX	Houston-The Woodlands-Sugar Land, TX	1,238.90	986.4	252.5
3	Orange County	CA	Los Angeles-Long Beach-Anaheim, CA	1,025.80	789.8	236
4	Maricopa County	AZ	Phoenix-Mesa-Scottsdale, AZ	1,025.30	851.8	173.5
5	Cook County	IL	Chicago-Naperville-Elgin, IL-IN-WI	979.4	703.7	275.7
6	Dallas County	TX	Dallas-Fort Worth-Arlington, TX	922.1	755.4	166.7
7	San Diego County	CA	San Diego-Carlsbad, CA	790.5	629.2	161.3
8	Santa Clara County	CA	San Jose-Sunnyvale-Santa Clara, CA	756.4	514.6	241.8
9	Queens County	NY	New York-Newark-Jersey City, NY-NJ-PA	724.4	694.3	30.1
10	King County	WA	Seattle-Tacoma-Bellevue, WA	692.5	539	153.5
11	Tarrant County	TX	Dallas-Fort Worth-Arlington, TX	590.1	468.7	121.4
12	Clark County	NV	Las Vegas-Henderson-Paradise, NV	559	524.9	34.1
13	Middlesex County	MA	Boston-Cambridge-Newton, MA-NH	524.3	414.1	110.2
14	New York County	NY	New York-Newark-Jersey City, NY-NJ-PA	466.6	428.7	37.9
15	Suffolk County	NY	New York-Newark-Jersey City, NY-NJ-PA	461.4	381.9	79.5
16	Alameda County	CA	San Francisco-Oakland-Hayward, CA	434.1	318.2	115.9
17	Broward County	FL	Miami-Fort Lauderdale-West Palm Beach, FL	430.7	390.1	40.6
18	Riverside County	CA	Riverside-San Bernardino-Ontario, CA	416.5	352.1	64.4
19	Miami-Dade County	FL	Miami-Fort Lauderdale-West Palm Beach, FL	415.5	354.3	61.2
20	Hennepin County	MN	Minneapolis-St. Paul-Bloomington, MN-WI	385.8	274.8	111
21	Salt Lake County	UT	Salt Lake City, UT	382.3	299.7	82.6
22	Oakland County	MI	Detroit-Warren-Dearborn, MI	377.4	277.9	99.5
23	Utah County	UT	Provo-Orem, UT	366.1	339.1	27
24	Bexar County	TX	San Antonio-New Braunfels, TX	365	312.2	52.8
25	San Bernardino County	CA	Riverside-San Bernardino-Ontario, CA	360.3	277.3	83
26	DuPage County	IL	Chicago-Naperville-Elgin, IL-IN-WI	354.2	271.4	82.8
27	Hillsborough County	FL	Tampa-St. Petersburg-Clearwater, FL	346.9	305.9	41
28	Travis County	TX	Austin-Round Rock, TX	345.5	289	56.5
29	Kings County	NY	New York-Newark-Jersey City, NY-NJ-PA	336.8	306.9	29.9
30	Orange County	FL	Orlando-Kissimmee-Sanford, FL	325.2	279	46.2
31	Wayne County	MI	Detroit-Warren-Dearborn, MI	323	183.9	139.1
32	East Baton Rouge Parish	LA	Baton Rouge, LA	313.5	295	18.5
33	Duval County	FL	Jacksonville, FL	313.1	277.3	35.8
34	Palm Beach County	FL	Miami-Fort Lauderdale-West Palm Beach, FL	306.5	277.3	29.2
35	Mecklenburg County	NC	Charlotte-Concord-Gastonia, NC-SC	305.7	255.3	50.4
36	St. Louis County	MO	St. Louis, MO-IL	305.5	235.6	69.9
37	Marion County	IN	Indianapolis-Carmel-Anderson, IN	294.4	211.9	82.5
38	Franklin County	OH	Columbus, OH	290	232.9	57.1
39	Sacramento County	CA	Sacramento–Roseville–Arden-Arcade, CA	289.7	258.8	30.9
40	Pinellas County	FL	Tampa-St. Petersburg-Clearwater, FL	288.1	239.6	48.5
41	Wake County	NC	Raleigh, NC	282.5	245.7	36.8
42	Cuyahoga County	OH	Cleveland-Elyria, OH	282.2	182.1	100.1
43	Multnomah County	OR	Portland-Vancouver-Hillsboro, OR-WA	278.8	227.2	51.6
44	San Francisco County	CA	San Francisco-Oakland-Hayward, CA	278	259.4	18.6
45	Gwinnett County	GA	Atlanta-Sandy Springs-Roswell, GA	276.2	237	39.2
46	Prince George's County	MD	Washington-Arlington-Alexandria, DC-VA-MD-WV	274.9	263.3	11.6
47	Hamilton County	OH	Cincinnati, OH-KY-IN	273	198.5	74.5
48	Nassau County	NY	New York-Newark-Jersey City, NY-NJ-PA	270.1	243.8	26.3
49	Loudoun County	VA	Washington-Arlington-Alexandria, DC-VA-MD-WV	270	259.6	10.4
50	Montgomery County	PA	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	259.4	193.5	65.9

Notes: All EM Sales Potential Estimates uses 1Q 2017 employment data for electrical contractors and manufacturing employees from the U.S. Bureau of Labor Statistics and sales-per-employee estimates from Electrical Wholesaling's 2017 Market Planning Guide. Industrial market estimate includes MRO, OEM and Factory Automation estimates.

Winsupply Acquires Distributor in N. Florida

Winsupply Inc., Dayton, OH, has acquired Certified Plumbing and Electrical Supply Co. Inc., based in Live Oak, FL, a regional distributor serving plumbing and electrical contractors in northern Florida. Terms of the acquisition were not disclosed.

Certified Plumbing and Electrical Supply has three locations along Florida's I-10 corridor in Live Oak, Lake City and East Point.

"Certified Plumbing and Electrical Supply is a successful, profitable company that serves an area of Florida that is currently underserved by Winsupply," said Roland Gordon, president and CEO, Winsupply Inc.

Under the Winsupply business model, the current managers of each location will make equity investments in their respective new companies with Winsupply as majority owner.

ABB Agrees to Acquire GE Industrial Solutions

Continued from page 1

"One of the most significant reasons we felt this acquisition was so important to us was to gain access to the largest market in the world, especially one where the distribution channel is so critical," Schuster said. "Fortunately, I think ABB has had good history, with T&B and with Baldor and some of the other acquisitions, in how we've worked with the channel and really supported and tried to add more value to our partners in the process. We really view combining GE Industrial Solutions as just a next step in creating what we think is a tremendous product portfolio solution to support our channel."

Adding GE Industrial Solutions fills some gaps in ABB's overall electrical equipment product offerings for the North American market, primarily in the areas of low-voltage protection and control, building products and critical power equipment. In areas where there are overlaps, such as medium-voltage protection and control, Schuster said ABB will seek to go in without any assumptions, sit down with the GE Industrial Solutions team, and walk through the portfolio product-by-product to determine what is the "best of the best" in the market.

GE Industrial Solutions will be integrated into ABB's Electrification Products (EP) division. ABB will retain the GE Industrial Solutions management team and build upon its experienced sales force.

As part of the transaction, ABB will have long-term use of the GE brand and an agreement to establish a long-term, strategic supply relationship for GE Industrial Solutions products and ABB products that GE sources today, the ABB release said.

Despite ABB's recent moves to highlight its brand alongside legacy brands it has acquired, adding the GE logo to a suite of products has undeniable benefits, Schuster said.

"ABB has very aggressively this year put out a strong brand-building effort through the ABB company overall. Having said that, ABB very much understands and recognizes the value that brands bring. Part of the deal with GE was getting long-term access to the GE brand: huge brand equity, huge brand history," he said. "When we finally close the deal, GE Industrial Solutions will exist as GE Industrial Solutions. In the same way, at Thomas & Betts, we have maintained very strong product branding. Over time certainly from a group or corporate level, ABB is the company. ABB is the brand. Underneath that we will continue to use the strong product brands that go along with that, including GE."

In a slide deck provided with its release, ABB said the deal to buy GE Industrial Solutions will cost an estimated $400 million but will produce increasing cost savings over time, up to $120 million in year three and $200 million in year five. The cost savings or "synergies" will come from product and portfolio harmonization, footprint optimization, supply chain savings and sales, general and administrative (SG&A) cost reductions.

In addition to its high-profile acquisitions of Baldor and T&B, ABB has made other billion-dollar acquisitions in the U.S. market, adding solar inverter maker Power One in 2013 and electric grid management software provider Ventyx in 2010.

"With GE Industrial Solutions, we strengthen our #2 position in electrification globally and expand our access to the attractive North American market," said ABB CEO Ulrich Spiesshofer in the release. "Combined with the long-term strategic supply relationship with GE, this transaction creates significant value for our shareholders."

Around the Industry

Osram parts ways with Siemens

Osram Licht AG, Munich, Germany, completed its path to independence this week as former owner Siemens AG announced that it had sold off its remaining stake of 18.1 million shares for €1.2 billion ($1.4 billion). Sale of the stake, representing 17.3% of Osram shares, went to institutional investors, Siemens said in a press release. The move puts an end to speculation that a strategic investor might buy Siemens' stake as a platform to pursue ownership of Osram outright.

Power restoration efforts continue in Puerto Rico

Following the widespread destruction to infrastructure in Puerto Rico brought by Hurricane Maria, local authorities and the Federal Emergency Management Agency (FEMA) are focusing efforts on life safety and search and rescue operations. At the same time, the Electricity Subsector Coordinating Council (ESCC) is working across the electric power sector and with federal partners to prepare for a lengthy and complicated damage assessment and power restoration effort. Until damage assessments are completed across the island, officials will not know what resources will be needed to restore power. The American Public Power Association (APPA) and the electric power industry said it will work with government partners to secure the transportation, fuel, housing, food, water, and security that will be needed to support restoration crews once the assessments are done.

AD forms disaster relief foundation

Affiliated Distributors (AD), Wayne, PA, has established a new foundation to provide support to members and suppliers affected by natural or man-made disasters. The distributor buying/marketing group announced the AD Disaster Relief Foundation, a new 501(c)(3), at the 2017 AD North American Meeting. Donors to the AD Disaster Relief Foundation will be able to give monetary support to the specific member and supplier companies they choose and receive tax deductions for their contributions. The foundation also hopes to provide tax-deductible in-kind donations such as building materials, generators and cleaning supplies. AD CEO Bill Weisberg's family is funding the

Continued on page 5

Industry Events

October 4–7
HR & Training Conference
Scottsdale, AZ; National Association of Electrical Distributors (NAED)
www.naed.org

October 7–10
NECA Annual Conference & Trade Show
Seattle; National Electrical Contractors Association, *www.necashow.org*

October 15–17
IMARK Group Annual Meeting
Carlsbad, CA; IMARK Group
www.imarkgroup.com

October 25-26
Electric Expo 2017
Valley Forge, PA; Electric Association of Philadelphia
www.eap.org

November 2
2018 Dodge Construction Outlook
Chicago; Dodge Data & Analytics,
nvite.com/2018DodgeOutlook/nnxn97

November 8–9
NEMA Annual Membership Meeting
Bonita Springs, FL; National Electrical Manufacturers Association
www.nema.org

November 13–15
NAED Eastern Conference
Tampa; NAED, *www.naed.org*

January 15–17, 2018
NAED Western Conference
Phoenix; NAED,
www.naed.org

January 30–February 1
NAW Executive Summit
Washington, DC, National Association of Wholesaler-Distributors
www.naw.org.

January 31–February 3
NEMRA Annual Conference
San Diego; NEMRA,
www.nemra.org

February 26–28
NAED South Central Conference
San Diego; NAED,
www.naed.org

August Construction Employment Increased in Most Metros According to AGC Analysis

Construction employment increased in 274 out of 358 metro areas between August 2016 and August 2017, declined in 52 metros and stagnated in 32, according to a new analysis of federal employment data by the Associated General Contractors of America (AGC), Arlington, VA.

Riverside-San Bernardino-Ontario, CA. added the most construction jobs during the past year (15,800 jobs, 17%), followed by Los Angeles-Long Beach-Glendale, CA. (11,000 jobs, 8%); Las Vegas-Henderson-Paradise, NV. (10,900 jobs, 20%); Portland-Vancouver-Hillsboro, OR-WA. (8,500 jobs, 13%) and Tampa-St. Petersburg-Clearwater, FL. (7,400 jobs, 10%). The largest percentage gains occurred in the Lewiston, ID-WA metro area (27%, 400 jobs) followed by Lake Charles, LA. (23%; 4,800 jobs); Detroit-Dearborn-Livonia, MI. (20%, 4,400 jobs); Las Vegas; Killeen-Temple, TX (17%, 1,600 jobs) and Riverside, CA.

The largest job losses from Aug. 2016 to Aug. 2017 were in Houston-The Woodlands-Sugar Land, TX (-4,500 jobs, -2%), followed by Columbia, SC (-3,900 jobs, -23%); Orange-Rockland-Westchester, NY (-2,500 jobs, -6%); San Jose-Sunnyvale-Santa Clara, CA (-2,300 jobs, -4%) and Middlesex-Monmouth-Ocean, NJ (-1,900 jobs, -5%). The largest percentage decreases for the year were in Columbia, SC; followed by Grand Forks, ND-MN (-22%, -1,100 jobs); Danville, IL. (-17%, -100 jobs) and Trenton, NJ (-9%, -500 jobs).

Electrical Marketing estimates electrical contractors account for 13% of construction employment in any market.

NEMA EBCI Index Continues Growth Surge, Gaining Three Points to 68.8 Points

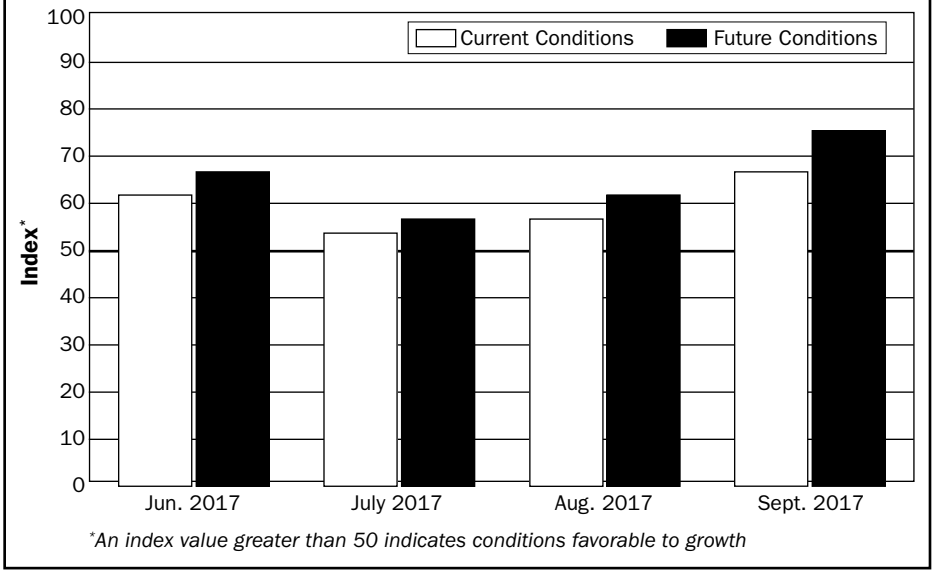
NEMA's Business Conditions Index for current conditions improved for the second month in a row, with September's value edging up three points to 68.8 points. The higher score is attributable exclusively to sentiment shifting away from "unchanged."

The EBCI Index 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 from the electrical market see conditions improving than see them deteriorating.

The share of panel members that reported better conditions edged up six points to 50% in September while the proportion that saw unchanged conditions was six percentage points fewer than in August. The segment of respondents noting "worse" conditions remained stable at 13%.

The future index's expansion in September was even more pronounced than its current conditions counterpart. It moved from 62.5 points in August to 75 points this month.

Electroindustry Business Conditions Index: Sept. 2017



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

Value of New Construction Enjoys 2.5% Bounce in August to $1,218.3 Billion

Spending for new construction during August 2017 was estimated at a seasonally adjusted annual rate of $1,218.3 billion, 0.5% above the revised July estimate of $1,212.3 billion. The August figure is 2.5% above the August 2016 estimate of $1,189.1 billion. During the first eight months of this year, construction spending amounted to $806.2 billion, 4.7% above the $769.9 billion for the same period in 2016.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of $954.8 billion, 0.4% above the revised July estimate of $950.5 billion. Residential construction was at a seasonally adjusted annual rate of $520.9 billion in August, 0.4% above the revised July estimate of $518.6 billion. Nonresidential construction was at a seasonally adjusted annual rate of $433.9 billion in August, 0.5% above the revised July estimate of $432.0 billion.

The commercial category and the $82.6 billion in construction it had for August stood out with a +10.4% year-over-year increase. On the flip side, the manufacturing segment had $60.8 billion in new construction but continued to slump with a -4.3% decrease from July and a -20.8% decline from Aug. 2016.

Public construction. In August, the estimated seasonally adjusted annual rate of public construction spending was $263.5 billion, 0.7% above the revised July estimate of $261.7 billion. Educational construction was at a seasonally adjusted annual rate of $67.3 billion, 3.5% above the revised July estimate of $65 billion.

Value Of New Construction Put In Place — August 2017

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

	Aug. '17[1]	July 17[2]	Mo. % Change	Aug. '16	YTY % Change
Total Construction	**1,218.3**	**1,212.3**	**0.5**	**1,189.1**	**2.5**
Total Private Construction	**954.8**	**950.5**	**0.4**	**911.5**	**4.7**
Residential	520.9	518.6	0.4	466.6	11.6
New single family	263.7	263.0	0.3	237.3	11.1
New multi-family	62.3	61.8	0.9	61.0	2.3
Nonresidential	433.9	432.0	0.5	445.0	-2.5
Lodging	27.7	26.8	3.2	26.9	3.1
Office	62.7	61.9	1.3	62.6	0.2
Commercial	82.6	82.5	0.1	74.8	10.4
Health care	30.9	30.1	2.6	30.5	1.4
Educational	19.2	18.6	3.4	19.8	-3.1
Religious	3.3	3.2	2.3	3.7	-11.6
Amusement and recreation	13.6	13.1	3.5	12.4	9.8
Transportation	14.6	14.0	4.4	12.4	17.6
Communication	22.9	23.0	-0.5	21.6	5.9
Power	95.1	94.6	0.5	102.7	-7.4
Electric	68.1	68.1	0.1	77.4	-12
Manufacturing	60.8	63.5	-4.3	76.7	-20.8
Total Public Construction	**263.5**	**261.7**	**0.7**	**277.5**	**-5.1**
Residential	5.6	5.6	1.1	6.7	-16.3
Nonresidential	257.9	256.2	0.7	270.8	-4.8
Office	8.5	7.9	7.5	8.2	3.4
Commercial	2.9	3.0	-5.6	3.0	-4.8
Health care	9.5	8.9	6.2	8.7	8.9
Educational	67.3	65.0	3.5	69.2	-2.8
Public safety	8.3	7.8	5.7	7.6	9.3
Amusement and recreation	9.8	10.2	-4.5	10.0	-2
Transportation	27.2	27.0	0.8	27.3	-0.4
Power	6.0	6.0	0.3	7.1	-16.1
Highway and street	81.9	83.0	-1.3	87.1	-6
Sewage and waste disposal	18.1	18.4	-1.2	21.7	-16.3
Water supply	11.1	10.9	2.6	11.9	-6.4
Conservation and development	5.8	6.6	-12.1	7.6	-24

1–Preliminary; 2–Revised

Note: The U.S. Census department changed its construction categories beginning with its May 2003 statistics. With the changes in the project classifications, data now presented are not directly comparable with those data previously published in the regular-format press releases and tables. Direct comparisons can only be made at the total, total private, total state and local, total federal, and total public levels for annual and not seasonally adjusted monthly data. For more information, check out http://www.census.gov/const/www/c30index.html.

Around the Industry

Continued from page 1

foundation's operational and administrative costs so that 100% of donations go directly to the people who need them.

India to electrify all households by December 2018 with solar and LED

More than 40 million households in India – about a quarter of all homes in the country – are yet to be electrified and about 300 million of India's 1.3 billion people are still not hooked up to the grid. India's prime minister, Narendra Modi, has a plan to change that, according to reports on a number of news sites. Modi has launched a $2.5 billion project to electrify all the country's households by the end of next year. India's Rural Electrification Corporation Ltd. (REC) is to implement the plan throughout the country using solar, storage and LED lighting as key technologies.

Klein Tools names 2017 Electrician of the Year

Klein Tools, Lincolnshire, IL, recently announced the winner of its annual Electrician of the Year award. As the 2017 grand prize winner, Jimmy Ferris of Folsom, CA, a high-voltage substation electrician with the Sacramento Municipal Utility District, gets his pick from four iconic American destinations: Charlotte, NC; New York; Las Vegas; or Sturgis, SD. He will also receive a one-time order of $1,500 in premium-quality, professional-grade Klein Tools products. Ferris is also a journeyman electrician and foreman.

Legrand to put systems in Margaritaville homes

Legrand, Middletown, PA, has an agreement with Florida-based developer Minto Communities to provide its On-Q and Pass & Seymour (P&S) products for more than 9,000 homes to be built in new Latitude Margaritaville communities in Daytona Beach, FL, and Hilton Head, SC

On-Q plastic structured wiring enclosures and P&S Legrand radiant Decorator switches and duplex receptacles will be standard products in each home built. In addition, five On-Q and P&S electrical device upgrade packages will be available to home buyers, including electrical outlets with USB charging ports, weatherproof and tamper-proof receptacles, occupancy sensor switches and pop-out receptacle outlets.

People

Cree, Inc. (Durham, NC): **Gregg Lowe** has selected as the company's new president and chief executive officer with a seat on the board of directors. Lowe succeeds **Chuck Swoboda,** per a transition plan announced in May. **Robert Ingram,** current board member and lead independent director of Cree, will assume the position of chairman of the board.

Lowe joins Cree with extensive leadership and industry experience. From 2012 through 2015, he was president and CEO of Freescale Semiconductor, a $5 billion company with 17,000 employees and products serving automotive, industrial, consumer and communications markets. Prior to that, he spent 28 years at Texas Instruments, most recently serving as senior vice president and leader of the analog business.

Lighting Science (West Warwick, RI): **Khim Lee** has been named president. Khim brings over 15 years' experience in LED lighting, management consulting and private equity operations to the role, in which he will drive the next phase of growth at the LED lighting specialist focused on health and horticultural applications.

Lee will oversee all strategic and business aspects of the company, managing the creation of innovative biological, horticultural and urban lighting solutions for commercial and consumer markets, the company said in a release. He will work alongside **Abraham Morris,** executive chairman of Lighting Science; **Ed Bednarcik,** CEO of its recently separated private-label business Global Value Lighting; **David Friedman,** the recently appointed president of horticultural arm VividGro; and **Fred Maxik,** founder and CTO.

Summit Electric Supply (Albuquerque, NM): **Randy Hudson** has been promoted to sales manager of the company's Irving, TX, location. Hudson began his electrical distribution career in 2006 as a warehouse driver for an electrical supplier in Foley, Alabama. He joined Summit Electric Supply in Nov. 2015 as industrial business development manager where he helped to form and build Summit's industrial team.

"Randy has done a terrific job developing and expanding our industrial business and we're excited to advance him into a leadership role for our Irving sales team," said Todd Bockenfeld, Summit vice president, North Texas district. "He has a diverse background including running a large projects group, which will be a tremendous asset for him as he expands his role into the commercial construction segment."

Alva Lighting (Berkeley, CA): **Brandon Neustadter** has been named director of national sales. He brings over 10 years of sales experience and six years in LED lighting, most recently in business development for Elemental LED's Business Solutions division and Diode LED's specification business.

Leviton Manufacturing (Melville, NY): The company drew from internal talent to name two new vice presidents of sales and announced an upcoming retirement. **Jeff Beyert** is now VP of sales for the company's Energy Management, Controls and Automation business division; **John LaMontagne** is now VP of sales for the newly formed Leviton Lighting Business Unit; and **Timothy Brennan,** VP of sales for ConTech Lighting (a Leviton company) announced his retirement, effective January 5, 2018.

Beyert brings 30 years of industry experience to this new role, over 15 of which have been with Leviton. Beyert began his career in electrical distribution before joining a New York City Metro area representative agency as a manager handling lighting controls. He joined Leviton in 2001 as a specification engineer. After his success in this role, Beyert was promoted to a technical lighting sales specialist for the greater New York area and went on to the become Northeast regional sales manager.

LaMontagne previously served as vice president, sales for the Energy Management, Controls and Automation (EMC&A) business unit for the past six years. He will oversee sales responsibilities for Leviton's recent lighting acquisitions, including JCC, Intense Lighting, ConTech Lighting and Birchwood Lighting.

Brennan joined ConTech Lighting in 2003 and developed, trained and managed a professional sales team, both internally and externally, and drove dramatic sales growth of both the company's national account and commercial sales customers. Brennan's sales career started in 1990 with Lighting Corporation of America (LCA) as a Central area sales manager before being promoted to VP of sales for LCA in 1997. He joined the ConTech team in 2003.

Rep News

Riffle & Associates, Inc., with offices in Cleveland and Cincinnati, will represent Universal Lighting Technologies Inc., Nashville, TN, in Ohio. It will sell Universal's LED and ballast retrofit and replacement solutions. Panasonic Lighting Americas, Inc., a subsidiary of the Panasonic Group, operates Universal Lighting Technologies, Inc. and Douglas Lighting Controls.

R&D Lighting & Controls, Downers Grove, IL, will represent ESL Vision's complete line of energy-efficient LED Lighting products throughout Chicago and northern Illinois, as well as northwest Indiana. With over 150 years of combined lighting industry experience, R&D's LED lighting specialists will focus on educating and selling ESL Vision's line to electricians and contractors through electrical distributors. The new sales partnership comes as ESL recently joined NEMRA and continues its expansion into the electrical distributor market across the United States.

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Thomas Preston, 1927-1991