

**NECA 2021 NASHVILLE
OCTOBER 10-12, 2021**

POST SHOW REPORT

**PRESENTED BY THE NATIONAL
ELECTRICAL CONTRACTORS
ASSOCIATION**

Contact us at 202-991-6289 or
exhibitsales@necanet.org
www.necashow.org





The Event

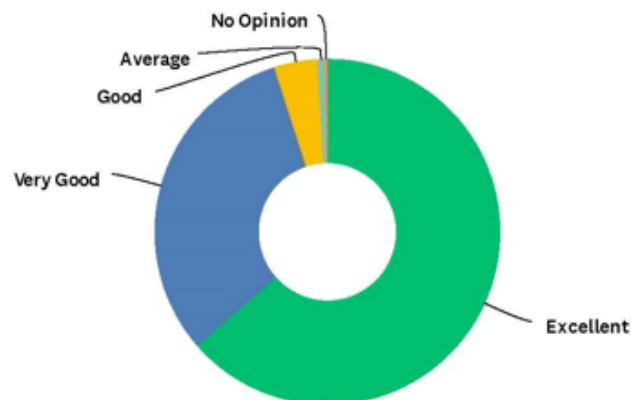
NECA is the voice of the \$171 billion electrical construction industry which is made up of 79,000 electrical contracting firms employing over 650,000 electrical workers. We bring power, light, and communication technology to buildings and communities across the U.S. NECA contractors are the technical professionals responsible for the most innovative and safest electrical construction in the U.S

The National Electrical Contractors Association (NECA) opens its doors each year and invites all aspects of the electrical industry to meet and discuss the revolutionary changes and opportunities in electrical construction work.



The Facts

95% of attendees rated their overall NECA 2021 Nashville experience as Excellent or Very Good.



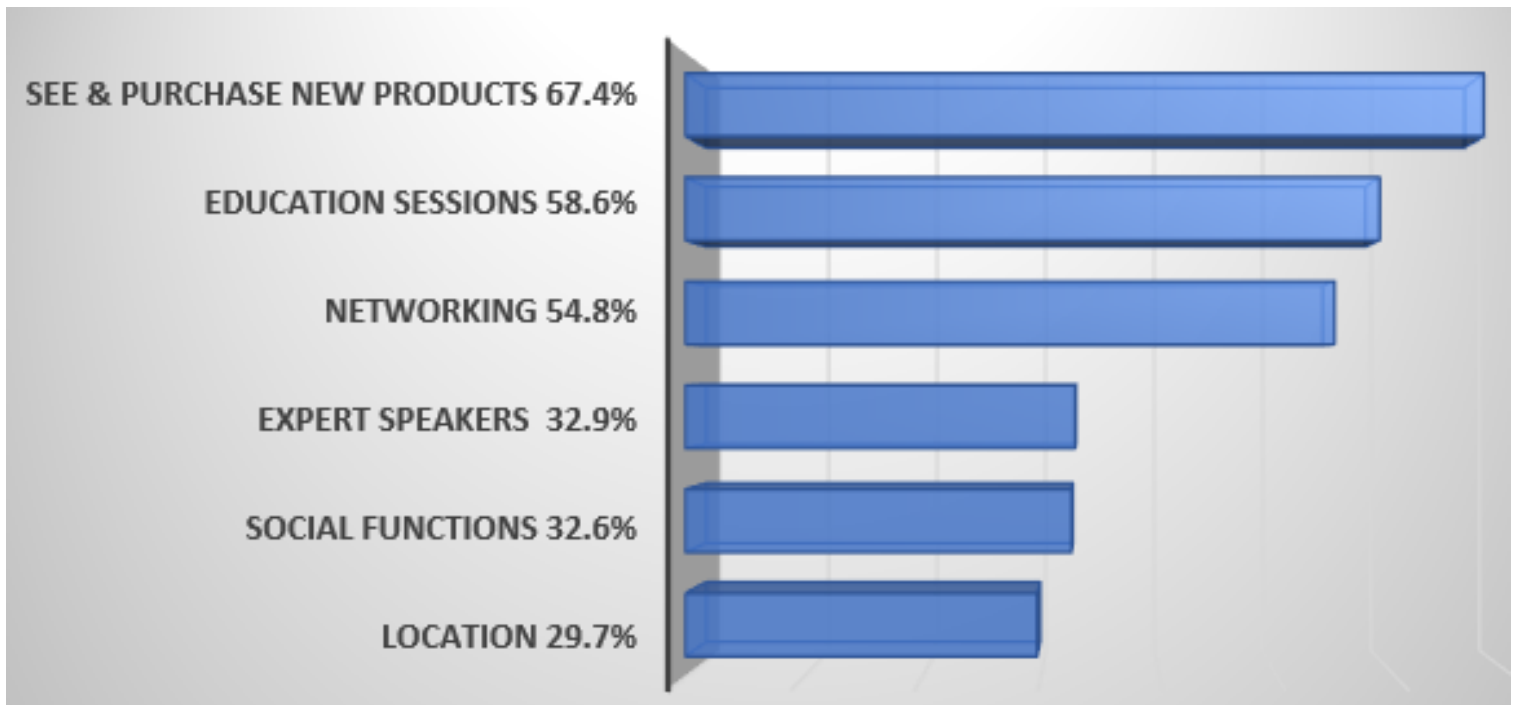
When asked if this is your first time attending a NECA Convention and Show?

40.2% said YES

59.8% said NO

The Facts

What are the most important reasons for attending the NECA Convention and Show?





What 2021 Attendees were Looking for

Back Up Power	18.95%
Boxes & Enclosures	24.78%
Building Automation & Controls	16.33%
Codes, Standards, Certification	15.45%
Computer Hardware & Equipment	17.20%
Conduit, Raceway, Wireway	35.57%
Connections & Terminations	18.95%
Energy Efficiency	14.87%
Energy Storage	10.50%
Fasteners, Hangers, Clamps & Supports	21.57%
Fire/Life Safety	11.95%
Grounding & Bonding	19.53%
Heating/ HVAC	2.92%
Heavy Equipment	8.16%
Home Automation	8.18%
Labels/Marking Systems	15.16%
Ladders, Lifts, & Platforms	17.20%
LED Lighting	28.28%
Lighting & Controls	19.83%
Low Voltage: Voice, Data, Video, Fiber Optics	12.83%
Motors & Motor Controls	9.62%
Online & Web Services	8.45%
Outside Line Equipment	6.12%
Power Quality & Distribution	13.70%
Power (Traditional)	17.20%
Pre-Fabrication	30.32%
Safety Equipment & Apparel	20.70%
Security Equipment	5.83%
Services: Financial, Insurance, Retirement, Etc.	8.09%
Software: Estimating, Management, CAD, BIM, other	20.70%
Solar Energy/PV	16.91%
Substation Equipment	7.87%
Switches & Switch Gear	20.41%
Testing Equipment	21.57%
Tools	55.69%
Traffic	2.33%
Training	19.83%
Transformers	22.95%
Transmission & Distribution Equipment	6.41%
Underground Equipment	12.83%
Vehicles/ Vehicle Equipment	8.45%
Wind Energy	4.37%
Wiring/Cabling	26.24%

Purchasing Power

8 out of 10 attendees are either solely responsible for making purchasing decisions or are part of the decision-making team

How likely are you to purchase a product or service seen during NECA 2021 Nashville?

- **Highly Likely 47.3%**
- **Somewhat Likely 37.6%**
- **Not Likely 7.0%**

"Just wanted to let you know the traffic and quality of leads we generated from the show were terrific! We had done 3 similar shows this year and the NECA Show produced more than the other 3 combined."

Jon McCracken, United Rentals, Inc

Low Voltage Work Areas

74% of attendees do low voltage work

Battery Management Systems	13.47%
Building & Automation Systems	34.29%
Data Centers	42.04%
Energy Storage Systems	13.06%
Fiber Optic Systems	47.35%
Fire Alarms	59.59%
HVAC Control Systems	34.29%
Industrial Controls	33.88%
Instrumentation	25.71%
Lighting Controls	59.18%
Low Voltage Lighting	53.06%
Networking	44.90%
Nurse Call Systems	31.02%
Public Address Systems	26.94%
PV Systems & Installations	22.86%
Safety Systems	24.08%
Security Systems, CCTV & Access Control	48.16%
Sound & Video	41.22%
Structured Wiring/Cabling	37.96%
Maintenance of Low Voltage Systems	25.71%
Wired Communications Systems	31.43%
Wireless Communications	30.61%



NECA 2021 Nashville by the Numbers

National Electrical Contractors Association - 2021 Annual Convention Attendee Convention Registrations by State and Country October 9-12, 2021 - The Music City Center, Nashville, TN

Alabama	100	Missouri	126	Bahamas	1
Alaska	19	Montana	28	Canada	34
Arizona	102	Nebraska	30	Ecuador	2
Arkansas	13	Nevada	34	Ireland	1
California	531	New Hampshire	18	Mexico	9
Colorado	107	New Jersey	55	New Zealand	3
Connecticut	59	New Mexico	14	Panama	1
Delaware	14	New York	323	South Korea	1
District of Columbia	171	North Carolina	41	Uruguay	1
Florida	151	North Dakota	47	Total International	53
Georgia	194	Ohio	376		
Hawaii	12	Oklahoma	43	Grand Total	6711
Idaho	36	Oregon	156		
Illinois	510	Pennsylvania	213		
Indiana	262	Rhode Island	17	Total Participants	6711
Iowa	125	South Carolina	70	Total Professional Attendees	4874
Kansas	87	South Dakota	17	Children/Staff	245
Kentucky	127	Tennessee	800	Total Exhibitor Personnel	1592
Louisiana	33	Texas	189		
Maine	6	Utah	91		
Maryland	139	Virginia	103	Total Exhibiting Companies	226
Massachusetts	93	Washington	240		
Michigan	196	West Virginia	8		
Minnesota	204	Wisconsin	299		
Mississippi	14	Wyoming	15		
		Total Domestic	6658		

2021 Numbers

Total Participants: 6,711

Total Professional Attendees: 4,874

Children / Staff: 245

Total Exhibitor Personnel: 1592

Total Participation History

2021	6,711
2020	5,104
2019	8,546
2018	10,223
2017	6,263
2016	6,320
2015	6,543
2014	6,626
2013	5,111

Exhibit History

Year	Location	# of Companies	Net Sq. Ft.
2021	Nashville	249	97,100
2019	Las Vegas	328	109,100
2018	Philadelphia	289	90,350
2017	Seattle	260	78,900
2016	Boston	298	86,600
2015	San Francisco	268	68,000
2014	Chicago	276	76,150
2013	Washington	290	66,930

A Sampling of NECA 2021 Nashville Attendees

5 Points Electrical • A&A Electrical Services Inc. • A & S Electric • A.S.K. Electrical Corp. • Abbott Electric • ABC Electric Co • A-C Electric Inc • Acme Electric Company • ACU Sign Corp • Adman Electric Co • Aetna Fire Alarm Service Co • Aladdin Electric Inc. • Aldridge Electric Inc. • Allison-Smith • All Electric Construction & Communication • Alpine Electric • Alterman Inc • Amaya Electric • American Legacy Construction Group • Anderson Electric • ARC Electric • Ashfird Electric & Construction • B&B Electric • B & D Industries Inc • Baker Electric Inc • Battaglia Electric • Beck Electric Company • Beltline Electric Company Inc • Bemrich Electric • Betschart Electric • Big State Electric • Blackwater Electric Co. • Bob Davis Electric • Bockmon & Woody Electrical • Broadway Electric Service Corp • Bruce & Merrilees Electric • Byron Electric Co. • C3M Power Systems • Cahill Controls • Cannon & Wendt Electric • Capitol Electric • Centennial Electric • Center Line Electric • Central Valley Electric • Century Electric Inc • Chapel Electric • Chapel-Romanoff Technologies • Certified Multi-Media Solutions • Chewning & Wilmer Inc • Christenson Electric • CIR Electrical Construction Corp • Coastal Electric Corp • Coburn Electric • Cochran Inc • Cogburn Bros Inc • Coghlin Electrical Contractors • Collins Electrical • Columbia River Electric Maintenance • Commonwealth Elec Co of Midwest • Connelly Electric • Consolidated Electrical Distributors (CED) • Continental Electric Co • Contra Costa Electric • Cruz Electric • Cupertino Electric • D F Best Co • Dagostino Electronic Services • Davis Pickering & Co • Delta Services • Dixie Electric • Dixon Electric • DL Smith Electrical Construction • Dynalectric • E W Audet & Sons • Engler Electric • Egan Company • Eckardt Electric • Eldor Contracting • Electrical Corporation of America • Electric Plus Inc • ERMCO • ESI Inc • Feazel Electrical Contracting • Ferguson Electric Construction • Ferndale Electric Company Inc • Freestate Elec Construction Co • Ferry Electric • Fielding Electric, Inc. • Fisk Electric • Fitzgerald's Electrical Contracting, Inc • Fraser Morris Electric • Freestate Electric Construction Co • Fuller Electric Corp • G&B Electric • Garnet Electric • Gibson Electric & Tech Solutions • Giles Electric Co Inc • Groff Electric • Guarantee Electric Inc • Gurtz Electric • Hamer Electric • Hatzel & Buehler Inc • Haugland Energy Group • Hawkeye Electrical Contractor • Herbst Electric • Hilscher-Clarke Electric • Hi-Tech Electric Co • Holden Electric Co • Homestead Electrical • Hunt Electric • Hunt Electric • I B Abel Co • Industrial Contractors Skanska • Industrial Electric Co • Inglett & Stubbs • Intrepid Electronic Systems Inc • J & J Electric Inc • J & M Brown Company Inc • J Bathe Electric • J Becher & Associates Inc • J F Electric • J Lombardo Electric • JH Kelly LLC • JMC Electrical Contractor • Joe Dickey Electric • John E Kelly & Sons Electric Construction • John Mills Electric • Kaemmerlen Electric Co • KAI Electric • Kelso-Burnett • Keystone Electric / div. of Zenith Systems • Kilian Electrical Service • Kirby Electric Co Inc • Klaren Electric • KND Licensed Electrical Contracting & Services • Lake Erie Electric • Lakeland Electrical Services • Lanco Electric Inc • Lan-Tel Communications • Laser Electric • Lawson Electric • Lemberg Electric Co • Lighthouse Electric • Linder & Associates • Live Electric • Loeb Electric • Lombardi Electric Inc • Long Electric Company • LVC Companies Inc • M&W Electric • M2 Integration • M3 Electric • Maddox Electric Co • Madsen Electric • Main Electric • Malko Communication Services LLC • Maron Electric Company • Martell Electric • Martin Electric • Massey Electric • Master Electric & Technology Group • Matthew C Bell Electric • Max Electric • Mayberry Electric • Mayer Electric • McCrory Electric Inc • McElroy Electric • McInnis Electric • McPhee Electric • McWilliams Electric • MDU Construction Services Group • Mead & White Electrical Contractors • Mel-Kay Electric Co • Mid-City Electric Company • Mid-South Electric Contractors • MK Electric • Miller Electric Co • Miller Bros Div Wampole-Miller • Modern Electric Company • Mojave Electric • Mon Valley Electric • Mona Electric Group • Moor Electric • Morrow-Meadows • Morse Electric • Motor City Electric • Mounts Electric • Muska Electric • Mylerson Electric • Nabco Electric • Napp Electric • NEDCO SUPPLY • Nelson Electric • New England Electric Group Inc • Newkirk Electric Associates Inc • Nelson Electric • Network Contracting • Neubauer Electric Inc • New England Electric Group • Niles Electric Group • Northgate Electric Co • Northline Electrical • NOVA Power Systems • Nylund Electric • Oberlander Electric Company • O'Bryant Electric • O'Connell Electric • OEG Inc • Oechsner Electric • Oklahoma Electrical Supply • OlympiaTech Electrical • ONE Electrical Systems • Ordes Electric • Osborne Electrical Company • Owens Electric Co • P1 Construction Group Inc • Pacific Coast Electrical Contractors • Pacific Electrical • Pals Electric • PAR 4 Electrical Contractors • Parsons Electric • Paul's Electric Inc • Paulson Electric • Paynecrest Electric Co • PEC Solutions • Pieper Electric • Porter Electric • Potelco Inc • Preferred Electric Inc • Premier Electrical Corporation • Premise Solutions • Presidential Electric • Prime Electric • Pro-Cal Lighting Inc • Progressive Electric • Progression Electric • Pueblo Electrics • Pyramid Electrical Contractors • Quality Electric Inc. • Quanta Services • Red Wire Electric • R E Lesniak Inc • Reliable Electric • Rewald Electric Co • Rick Electric Inc • Rigling Electric • R I S Electrical Contractors • Rick Electric Inc • Riggs Distler & Company, INC. • Rivers Plumbing & Electric • Roland Electric • Roman Electric Company • Rosendin Electric • Royal Electric Construction • Rydalch Electric • S & L Electric • Sachs Electric • Sargent Electric Co • Schaeffer Electric Co • Schmidt Electric Company Inc • Schuler-Haas Electric Corp • Schultheis Electric / TSB Inc • Seaport Energy • Service Electric • Shambaugh & Son • Sharlen Electric Company • Shawyer & Son Inc • Shea electric & Communications • Shelley Electric • Shoals Electric Company, Inc. • Sierra Electric • Sims Electric Inc • Skeels Electric Co • Skyline Electric Company • Southern Contracting • Southland Electric Company Inc • Spectra Electrical Services • Speelman Electric • Sprig Electric • St Andrews Construction Services • Staco Electric Construction • Staff Electric • Standard Electric • Sterling Industrial • Stoner Electric Group • Streff Electric • Strickland Electric • Sturgeon Electric Superior Electric Great Lakes Co • Superior Electric Tenn Valley • Swain Electric • Swan Electric • Swedberg Electric • Sweeney Electric • Systems Tech Div Pieper Elec • Talt Electric • Tapps Electric • Taylor Electric • Tec Electric Co • TeleWiring Inc • Terminal-Andrae Electric • Thayer Power & Communications • The ESCO Group • The Okonite Co • The Superior Group • Thompson Electric Co • Tice Electric Co • Tirone Electric • Totem Electric of Tacoma • Townsend Controls & Electric LLC • Triad Electric Company • Triangle Electric • Tri-City Electric • Turner Electric Co • Union Electric Contracting Co • United Electric • University Electric • Upstate Electric • USI Inc • Valley Electrical Consolidated • Van Ert Electric Company Inc • Vantix Electric • VEC Inc • Walker Telecomm Inc • Walsh Electrical Inc • Ward Electric • Wasatch Electric Div. of Dynalectric • West Side Hammer Electric • Wheeler Electric • W R O'Neal Electric • W T Leone's Tri-Area Electric Co • Wheeler Electric • Whitehead Electric Inc • Wickham Electric Co • Wilcox Electric • Wilhite Electric • Winema Electric • Winger Contracting Co • Woods Electric • Young Electric • Zeller Electric • Zenith Systems • Zenor Electric Company Inc

About Our Exhibitors

87.5% rate the NECA Show as Very Valuable or Valuable for meeting new prospects

79.2% rate the NECA Show as Very Valuable or Valuable for strengthening customer relationships

Top Reasons for Exhibiting in the NECA Show:

1. Building Company Brand
2. Generating New Leads
3. Launch New Products
4. Re-position Company Brand
5. Cross-selling Existing Customers
6. Research Competitors Products and Messaging

9 out of 10 exhibitors are very likely or likely to recommend exhibiting in the NECA Show to an industry colleague or co-worker

7 in 10 exhibitors introduced new products in Nashville

Exhibitors tell how many years exhibiting in the NECA Show

- **10+ years** 30.1%
- **6-7 years** 29.2%
- **3-5 years** 12.5%
- **2 years** 12.5%
- **First Time** 16.6%

87.5% of exhibitors said they were definitely going to exhibit in NECA 2022 Austin

12.5% said they weren't sure yet, but considering

No exhibitor said they definitely will not exhibit next year

2021 exhibitors found great value in many NECA sponsor offerings . In fact, sponsorships exceeded expectations by **207%**



152 New Products were entered in the 2021 Showstopper Showcase presented by Electrical Contractor Magazine. **25 winners** were presented with the prestigious award.



Trade Show Education

Manufacturers and distributors often have the best research and development teams in the industry. They constantly study trends and develop new technologies that are designed to help electrical contractors be more effective and efficient on the job, and again this year NECA exhibitors brought you the latest and greatest.

We offered a total of 36 fifty-minute sessions between three trade show education classrooms located on the NECA Show floor. These classroom themes were:

- Contractor Solutions
- Technology
- Leadership

In addition, we offered a series of short sessions in the new NECA Empowerment Zone that focused on finding new Brand and Tech Solutions to strengthen electrical professionals' work and personal life.

All sessions were complimentary with NECA Show admission.



NECA Innovation Zone

New this Year! the NECA Innovation Zone highlighted the steps electrical contractors can take to improve their company's overall health.

The NECA Innovation team helped attendees explore the pillars of business health and success and experience the “Innovation Overload” podcast. This was the place to get the latest intelligence on what innovative products, services and solutions the trade show has to offer.

Overall company health focuses on these six pillars of innovation:

- **People:** Attracting and elevating talent for the construction industry.
- **Culture:** Championing an impactful and socially responsible atmosphere.
- **Awareness:** Identifying ways to learn, derive meaning, and evaluate success.
- **Strategy:** Mapping and executing an action plan for sustainable results.
- **Technology:** Identifying, appraising and applying con tech, solutions and processes.
- **Productivity:** Measuring success, efficiency, and best practices.

During the annual Exhibitor Focus Group breakfast, Tauhira Ali, NECA Executive Director of Industry Innovation talked about how manufacturers and distributors can help electrical contractors innovate by asking themselves "What is your company's Unique Value Proposition – an impactful way to communicate the distinct benefit or solution that you offer customers."



NECA Gives Back

NECA is always working to help communities in need both in the US and around the world. Each year, we try to leave our convention city a little better off than when we arrived. This year, we are partnered with Folds of Honor, an organization that was founded to help grieving families that have had a loved one in uniform disabled or fallen in the line of duty. It was our pleasure to give a \$20,847 check from the proceeds of our Silent Auction.

One of our most popular activities on the NECA Show floor is Pause for Paws. These sweet pooches are guaranteed to put a smile on your face and reduce stress levels. Many thanks for Graybar for sponsoring this fun and interactive event. We were able to provide a \$2,500 check to the Nashville Agape Animal Rescue.



NECA 2021 Nashville Exhibitor List

3M	CFMA	GlenGuard
ABB	Construction Monkey	Granite Industrie
AboutTime Technologies	Contractors Choice Inc.	Graybar
Adrian Steel Company	Corellian Software	Greenlee
Advanced Test Equipment Corp.	Crescent Electric Supply	Ground Penetrating Radar Systems
AEMC Instruments	Current Tools, Inc.	GTP Services, LLC
Agora Systems, Inc.	DADO	Harger Lightning & Grounding
AIDA Corporation	Day & Night Solar	Harness Software
American Conduit	DeepHow	High Voltage Inc.
American Polywater Corporation	Dell Technologies	High Voltage Maintenance
American Technical Publishers, Inc.	DEWALT	Hikmicro
AMP Quality Energy Services	Dispatch	Hilti
Amprobe	Document Crunch	Huskie Tools LLC
AnchoRock Solutions, Inc	Driescher & Wittjohann	ICM Controls
A-Rent Test Equipment	EAE USA	Ideal Electrical
Arlington Industries	Eaton	Illumagear, Inc
Assignar	EC&M Magazine	ILSCO
Atkore	ELECTRI International	IML North America
Austin Lane Technologies	Electrical Contractor Magazine	Intermatic Incorporated
Autodesk Construction Cloud	Electrical Products & Solutions	IPL MacroTrac
B&B Technology, Inc.	ESFI	ISPC
Balmert Consulting LLC	electrical training Alliance	iTOOLco
BasisBoard	Electri-Flex Company	Jameson, LLC
BD ELECTRICAL	Emerald Transformer	JCL Energy
Belyea Company Inc	Emergent Safety Supply	Klein Tools, Inc.
BICSI	Empire Level	KNIPLEX Tools LP
Border States	Encompass Supply LLC	Kolbi Pipe Marker Co
Brady Corporation	ESAMTAC/EVITP	KOSTER American Corp
Brother Mobile Solutions	Energy Systems Southeast	L.H. Dottie Company
Buckingham Mfg.	Enespro, PP	LaborChart
BuildOps	Ericson Manufacturing Company	Lakeland Industries
Bulldog Manufacturing LLC	ESA Fabrication	Legrand
busybusy Mobile Time Tracking	Estimating 101	Leica Geosystems
CAB	eVolve MEP	LENOX Tools
Candels Estimating & Training	Extrackr	Leviton Mfg. Co., Inc.
Carhartt, Inc.	EZ Electrical System Solutions	Lightectron
Cerro Wire LLC	FARO Technologies Inc	Lind Equipment
Certemy	Faster and Better Products Inc.	Lindsay Precast, Inc.
Cert-In Software Systems, Inc.	Federated Insurance	Little Giant Ladder Systems
Chalfant Manufacturing Company	Ferret Tools	LPB - A Division of ReCon
ChargePoint, Inc.	Fluke	Lutron Electronics
CMiC	Foundation Software	
COINS	FSR, Inc.	
Con.doit	Functional Devices, Inc.	
Conest Software Systems	Future Energy Solutions	

NECA 2021 Nashville Exhibitor List cont.

Maddox Industrial Transformer
Mag Daddy
Manufacture by ViZZ Technologies
Material Management Software
MAX USA Corp.
MB Metal Technologies
McCormick Systems, Inc.
MERSEN USA EP Corp.
MGP Fabrication LLC
Miller Safety Consultants
Milspec Industries
Milwaukee Tool
Rooftop Sleeper Support
MSUITE
National Real Estate Advisors
NECA Member Services
Nehrwess, Inc.
NEPTCO Inc
NetZero USA
NFPA
NSI Industries
Oman Systems, Inc.
Orbit Industries, Inc.
Oswego Creative, Inc.
OTEX Protective
Panduit Corp.
Patriot Industries
Penn Aluminum International
Phoenix Support Systems
Pinnacle Infotech Inc.
PLEP USA LLC
Pole Base
Police Security Flashlights
Power Prefab
Power Quality Professionals
Procore
Professional Plastics
Prophix Software
Protec Equipment Resource
Pure Lighting Company

Rack-A-Tiers Mfg. Inc.
Raken
Recon Dynamics
Telesteps, by Regal Ideas
RESA Power
Retrofit Panel, Inc.
Riello UPS America
Rosendin Electric
Sanveo, Inc. | AECInspire
SATCO Products, Inc.
Savant
Schneider Electric
ServiceTitan
ServiceTrade
Siemens Industry, Inc.
Simpleray
simPRO Software
Sitelink Technologies, Inc.
Snake Tray
Sonepar USA
Southwire Company LLC
SP Products
Specified Technologies, Inc.
STANLEY X Construction Technology
Stelpro
StructShare
Summit Technology
Sunbelt Solomon
Suncast Commercial
Sunrun
Superior Tray Systems
Surehand, Inc.
T & R Electric Supply
T&D Powerskills
Tasco Inc.
Telnets, Inc
Test Company
The Electrical Advertiser

Stelpro
StructShare
Summit Technology
Sunbelt Solomon
Suncast Commercial
Sunrun
Superior Tray Systems
Surehand, Inc.
T & R Electric Supply
T&D Powerskills
Tasco Inc.
Telnets, Inc
Test Company
The Electrical Advertiser
Toggle Buddy
ToolWatch Corp.
Trimble
TUV Rheinland
Ugly's Electrical References
U-Mark, Inc.
Underground Devices Inc.
Uniclamp USA
United Rentals
VEC
VFC Lightning Protection
Virginia-Georgia Transformer
Vision InfoSoft
Voltec Power & Lighting
Wago Corporation
Weave
Western Tube
Wheatland Tube
Windsor Wire
Work Force Pro
zlight technology llc

Exhibit Hours

Sunday, Oct. 10: 11:30am - 5:00pm
Monday, Oct. 11: 11:30am - 4:00pm
Tuesday, Oct. 12: 9:00am - 1:00pm

Music City Convention Center, Nashville, TN

Questions? Contact exhibitsales@necanet.org or 202-991-6289



NECA

20
22



Austin

OCT.
15-18

Join us for the next NECA Show

The #1 Event in the Electrical Construction Industry

Contact us at 202-991-6289 or exhibitsales@necanet.org or www.necashow.org

