

For Immediate Release**Klein® Tools “State of the Industry”: Electricians Not Concerned about Technology Impacting Job Security*****Residential and commercial high-tech installations continue to be strong area of demand***

Nov. XX, 2017 (Lincolnshire, Ill.) – [Klein Tools](#) today announced new results from its annual “State of the Industry” survey, with input from more than 600 union and non-union electricians. Survey results suggest that electricians are working more than ever and are not widely concerned about new technology impacting their job security.

Electricians Remain in High Demand

Results showed that more than two-fifths of electricians, 42 percent, are working more often compared to a year ago, which is a significant increase from previous years – 23 percent in 2015 and 32 percent in 2016. In 2017, electricians have seen increases in the amount of work in a variety of industries including new home construction, commercial properties other than office buildings, office buildings and retrofitting in homes. The most noticeable change continues to be the widespread increase in high-tech installations. Survey results found that home technology remains the most widely viewed residential trend by electricians, but high-tech installations remain more prevalent in commercial settings.

- Fifty-six percent of electricians have seen an increase in the amount of work in high-tech installations. More than half, 55 percent, are seeing more smart or connected homes in the residential area – up from 48 percent in 2016.
 - Among electricians who see smart/connected homes as a residential trend, 30 percent of their new home construction work is on smart/connected homes.
- Three in five electricians have done more high-tech installations in commercial buildings versus homes and seven in ten electricians have seen more smart offices in commercial buildings than five years ago.

“It is no surprise that there is a high demand for skilled electricians in the residential and commercial space. Given the growing shortage of skilled trade professionals, we expect that demand to continue to rise. High-tech installations in the housing and commercial construction will only continue to increase, and if we cannot fill these positions with skilled workers, businesses and homeowners will see more delayed projects and higher home prices,” says Mark Klein, co-president of Klein Tools.

Electricians Not Concerned About Job Security

As high-tech installations continue to grow in popularity, this year’s survey found that electricians are not widely concerned about technology impacting their job security.

- Less than one-fifth of electricians are very concerned about technology impacting their job security.
- Seven in ten electricians experiencing the smart/connected home trend believe they have the necessary tools to install electrical equipment in smart/connected homes most or all of the time.

“As technology continues to evolve in new construction homes and office buildings, electricians are dealing with higher demands, more complex systems and advanced high-tech installations. Even on the most complex and challenging job sites, electricians are still going to be needed to get the job done,” Klein says. “Many young electricians entering the industry enjoy the challenges and tech-dependency of smart homes and want to experience working on the newest technology. Klein Tools knows how important ongoing training programs are to staying up-to-date on cutting-edge technologies and partners with various organizations to provide

internships and apprentice programs to those entering the industry to keep up with the demand of complex installations. As electricians continue to adapt to a more high-tech industry, it is important that we continue to give them the training and tools needed to manage the most difficult tasks.”

More than 600 union and non-union electricians were surveyed for the Klein Tools “State of the Industry” survey by Russell Research, an independent survey research firm. Russell Research conducted 201 online interviews from Jan. 20-26, 2015; 200 online interviews from Jan. 27-Feb. 5, 2016; and 200 online interviews from Jan. 10-18, 2017, to secure a nationally significant representation. Forty percent of respondents were union members and 60 percent were not.

For more about the survey results, please visit: www.kleintools.com/2017survey3

About Klein Tools

Since 1857, Klein Tools, a family-owned and operated company, has been designing, developing and manufacturing premium-quality, professional-grade hand tools. The majority of Klein tools are manufactured in plants throughout the United States and are the number one choice among professional electricians and other tradespeople. For more information, visit www.kleintools.com.

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