

Electrical Marketing®

The Electrical Industry Newsletter

September 22, 2017 • Volume 42, Number 18

TrueCommerce Buys Datalliance for VMI

TrueCommerce, Cranberry, PA, a global provider of trading partner connection and integration solutions, has acquired Datalliance, Cincinnati, a provider of vendor managed inventory (VMI) technology and services that has seen significant adoption among electrical manufacturers and distributors over the past several years.

TrueCommerce, a \$90 million software company operating in the U.S. and Europe, said the addition of Datalliance complements its portfolio of offerings with a strategic technology service that extends its commerce network into the collaborative replenishment, inventory management and demand forecasting markets.

“Our global growth strategy is founded on increasing the breadth and depth of the services that we offer to our commerce network community,” said Mike Cornell, CEO of TrueCommerce. “The addition of industry leader Datalliance and their collaborative replenishment, inventory management and demand forecasting capabilities increases the value that we add for our customers, allows us access to markets that we previously didn’t have and enhances our competitive position.”

The addition of Datalliance comes in the midst of a repositioning of TrueCommerce. The core of the company has focused on electronic data interchange (EDI) networks. In August TrueCommerce divested some supply chain businesses that offered warehouse management systems and related software as part of a move to focus on building trading partner com-

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Itron and Silver Spring Network to Combine Forces in \$830 Million Smart Grid Merger

Two of the biggest players in smart metering and smart city systems will be joining forces in a deal where Itron, Inc., Liberty Lake, WA, acquires Silver Spring Networks, Inc., San Jose, CA, a transaction valued at approximately \$830 million.

Itron’s product portfolio includes electricity, gas, water and thermal energy measurement devices and control technology; communications systems; software; and management and consulting services. Silver Spring provides connectivity platforms and components for utilities and cities.

In the deal, which has been unanimously approved by the boards of directors of both companies, Itron will buy all outstanding shares of Silver Spring at \$16.25 per share in cash, a premium of 25% over Silver Spring’s closing share price on Sept. 15, 2017, the last trading day prior to the announcement of the transaction. Itron will pay for it with cash and \$750 in

incremental new debt, with underwriting from Wells Fargo and financial advice from Centerview Partners and Credit Suisse. Silver Spring is advised by Evercore.

“The addition of Silver Spring brings more capabilities to our offerings and advances our strategy of delivering highly secure, value-generating solutions for the critical infrastructure within utilities, smart cities and the broader industrial IoT sector,” said Philip Mezey, Itron’s president and chief executive officer. “By converging our complementary, standards-based technologies, we will enhance customer efficiencies with solutions that optimize devices, network technologies, outcomes and analytics. This enables us to increase investment in new solutions and accelerate innovation for our combined customer base, covering more than 200 million people.

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Florida Electrical Industry Credits Planning as Focus Shifts to Recovery After Irma’s Fury

Electrical distributors and reps in Florida watched Hurricane Irma’s path through the Atlantic and the Caribbean with images of Houston in the aftermath of Hurricane Harvey fresh in mind. As Irma strengthened to a Category 5 hurricane with winds of 185 mph and destroyed homes and buildings in the islands, meteorologists predicted Irma would make a turn north around Cuba and move into Florida.

Initial projections had the storm following the state’s Atlantic coast. Distributors on Florida’s eastern side prepared for the worst and those on the Gulf coast remained wary – Irma was the largest hurricane ever tracked in the Atlantic and would have hurricane-force winds spanning the peninsula on both sides. As Irma reached the turning point forecasts quickly shifted. It became clear that the storm would travel up the Gulf coast. Fortunately Irma also weakened to a Category 3 storm as it reached Florida,

where it devastated parts of the Florida Keys and then came ashore at Marco Island and proceeded north as a Category 2 storm.

Distributors *Electrical Marketing* reached on both coasts reported similar stories – no substantial damage to their facilities and a keen awareness that it could have been otherwise.

“We have a tried and true plan for emergencies of this nature and feel we learn more and are constantly crafting a new plan once we see changes that could benefit us from experiences,” said Derrick Hoskins, president of K&M Electric Supply, based in Riviera Beach with half a dozen locations in the Miami area on Florida’s Atlantic coast. “The team at K&M really pulled together and worked to help the community when they were in need. We take our responsibility serious that we play a crucial part of rebuilding the infrastructure once a storm

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EC&M magazines.

Itron Acquires Silver Spring Networks to Form Smart Utility and Smart City Giant

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“This transaction also increases our presence in the sizable industrial IoT segment, driving higher growth with recurring revenues and enabling Itron to increase profitability beyond our mid-teens EBITDA margin target,” continued Mezey. “Combining Silver Spring’s entrepreneurial culture and proven capabilities with Itron’s operational strengths, depth of solutions and customer intimacy will result in a company that is well-positioned in the fast growing critical infrastructure space. We look forward to welcoming Silver Spring’s talented team of engineers and professionals to Itron and are confident that together, we are best equipped to provide industry-leading solutions that will deliver greater value to our customers.”

Silver Spring and Itron together cover over half of the automated metering installations in the U.S. market, outpacing Landis+Gyr’s roughly 20% market share, according to GTM Research. The addition of Silver Spring will make Itron the second-largest globally behind Landis+Gyr, which spun off from Toshiba in a \$2.4 billion IPO in August.

In 2016, Silver Spring generated revenues of \$311 million with a gross margin of 44% and ended the year with \$1.2 billion of backlog. With its global footprint in the smart utility and smart city sectors, Silver Spring generated more than 20% of its revenues through its managed services and SaaS solutions, an area of strategic focus for Itron. To date, Silver Spring has delivered more than 26.7 million network-enabled devices across five continents, the

release said.

Itron anticipates approximately \$50 million in annualized cost synergies over the first three years after the acquisition by optimizing combined operations and expenses.

“Joining forces with Itron will enable us to help more utilities and cities adopt the industrial Internet, improve their performance and reliability, and better position themselves for a connected future,” Mike Bell, president and chief executive officer of Silver Spring Networks, said in the release. “This strong combination will address end-to-end solutions for our customers and will create immediate value for our stockholders; it will also provide new opportunities for our employees as part of a larger, global technology leader for the Internet of Important Things.”

Florida Electrical Industry Faces Another Long Recovery After Hurricane Irma

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has passed, it is of paramount importance we are available before and after the storm for our customers and community. I am impressed by our team, they did a fantastic job prepping for the storm, reporting back to work afterwards, and making sure we were available when the need was great, even in the face of them having items that needed to be tended to personally.”

On the Gulf side, George Adams Jr., president of Electric Supply Inc., based in Tampa, said many years of experience with hurricanes have taught the company not to be complacent. “We thought we would be OK, however, we understand fully that in the science of hurricane projections there are so many variables that it can be difficult to get the forecast right. We knew it could turn on a dime.

“For some of us who had not made plans to evacuate there was the realization that we couldn’t because the hotels were full, there was a shortage of gas and the interstates being backed up,” Adams said. “Fortunately for the people in Tampa Bay area, at least for 99-point-something percent, it wasn’t nearly as bad as we thought it was going to be. But we know that us getting off easily was someone else’s worst nightmare.”

Florida electrical distributors have detailed emergency preparedness plans for hurricanes. When Electric Supply established its utility products operation in the mid-1990s it hired a retired official

from Tampa Electric Co. to design an emergency preparedness plan, something Adams expected would take a few months. The employee stayed ten years, eventually running the operation; the preparedness plan ran to more than 30 pages and is still updated every year, Adams said.

Electric Supply’s preparations included taking conduit off the racks in its yard and laying them down where they wouldn’t blow over or become airborne missiles in the hurricane winds. They topped off fuel tanks in all their generators and trucks, implemented plans for doing business after the storm if credit-card processing systems went down, and made sure their satellite phones were charged and in the right hands, Adams said. On the customer side the company coordinated with utilities to make sure they were stocked on materials that would be needed quickly after the storm, including transformers, pole-line hardware, cable and anything else for the above-ground grid.

In Florida hurricane preparations actually happen over many years. After a hurricane in 2005 tore the roof off K&M Electric Supply’s main branch, Hoskins said the rebuilding included hurricane-strength bay doors. He had a plan for sheltering his family in K&M’s main branch where a safe room that houses the company’s servers is rated to withstand winds of 350 mph, but when Irma shifted course that wasn’t necessary.

“We learned years ago not to run from them. There’s no way to evacuate the entire

state,” Hoskins said, adding that the long period of recovery is often as difficult as the storm itself. “Everybody forgets – we call it ‘hurricane amnesia’ – they forget about the aftermath. It’s one thing to hunker down and be safe, but then you have this life that’s extremely inconvenient afterward.”

Jamey Yore, principal of Coresential, an electrical rep agency based in Orlando, told *EM* by e-mail that he expects the state’s recovery to take some time. “Interesting how there are pre storm concerns, during the storm concerns and post storm concerns,” he wrote. “Pre storm you are trying to make sure everyone has evacuated and is in a location capable of withstanding the storm. During this storm I learned or maybe was reminded of the tornado potential if you are located on the northeast side of the storm, which I was, being located in Orlando. Post storm. Flooding. They are advising that it could take up to 2 weeks for the extra water in our retention ponds, fields, lakes and streams to make its way out of our county.”

As the Florida electrical industry begins the process of restoring power and rebuilding, it’s with a renewed awareness that the threat of hurricanes never really ends.

“Now we look at Maria and it’s hard to fathom what Puerto Rico is going through, not to mention what the Virgin Islands have been through,” Adams said. “And we’ve got two-and-a-half months left of hurricane season.”

— Doug Chandler

Crescent and Stoneway Electric Acquire Industrial OEM Specialist H.D. Campbell

Stoneway Electric Supply, Spokane, WA, announced the purchase of Kent, WA-based H.D. Campbell Co., an industrial distributor that's focused on OEMs and industrial customers in the Pacific Northwest since 1950. The transaction closed on Aug. 31.

Adding H.D. Campbell's two locations in Kent and Vancouver, WA, brings with it added expertise serving industrial clients, said Jeff Corrick, president of Stoneway Electric, in the press release announcing the deal.

"With this acquisition, we take a significant strategic step forward by adding additional expertise to our team and securing new industrial customers, business and product lines," Corrick said. "At the same time we will continue the momentum of growing Stoneway's overall market share in the Pacific Northwest."

H.D. Campbell began as an electrical rep

agency with a niche in pedestrian crosswalk devices and grew into a stocking distributor of electrical supplies. Among its specialized services for OEMs, H.D. Campbell offers automatic replenishment, training and programming.

Long-time employee Mark York, a former Square D field engineer and sales manager, and his wife Shauna bought the company in 2007.

Stoneway Electric Supply is a wholly owned subsidiary of Crescent Electric Supply, the 8th largest electrical distribution company in the U.S. Stoneway has 17 locations in the Pacific Northwest – 15 in Washington and two in northern Idaho. Crescent Electric Supply, with 160 locations altogether, includes BA Supply in Missouri; Interstate Electric Supply in Idaho; Mesco Electrical Supply in Ohio; and Womack Electric Supply in Virginia and North Carolina among its subsidiaries.

Atkore International Acquires UK-based Flexicon Limited for Cable Protection Lines

Atkore International Inc., Harvey, IL, has acquired Flexicon Limited, Birmingham, England, UK, a global manufacturer of metallic and non-metallic flexible cable protection systems. Flexicon sells its products in the industrial, commercial and infrastructure sectors in more than 55 countries. Terms of the deal were not disclosed.

"We are excited for Flexicon to join

the Atkore family as their product portfolio both enhances our electrical raceway offering and strengthens Atkore's global presence" commented Mike Schulte, President-Mechanical Products and Solutions. "With a similar electrical distribution sales channel, this acquisition reinforces a shared focus on providing innovative solutions that help make our customers successful."

VMI Specialist Datalliance Joins TrueCommerce

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merce platforms with value added services and applications clustered around its core EDI offerings.

"Our goal is to tie together the business community across a variety of markets, electrical wholesale being one of them, and provide them with a rich set of applications so they can take advantage of the connectivity we provide," Ross Elliott, president and chief strategy officer of TrueCommerce, told *Electrical Marketing*. "Datalliance is the most recent of those value-added applications and services."

(Elliott will be familiar to some in the electrical industry from his earlier role as a co-founder of NxTrend, the distribution

ERP system provider acquired in 2004 by what is now Infor.)

Datalliance's expertise in offering VMI as a cloud-based platform and having successfully implemented VMI for hundreds of customers across multiple industries, geographies and business sizes, will open doors in markets such as electrical and industrial where TrueCommerce hopes to grow.

Datalliance VMI will become part of the package of services offered around the core cloud-based EDI platform. TrueCommerce already has built back-end connectivity to 20 or more ERP systems enabling it to provide seamless connectivity for distribution.

Around the Industry

Acuity and Silver Spring to collaborate on smart lighting

Acuity Brands Lighting and Silver Spring Networks have agreed to develop an intelligent lighting platform together to help utilities, cities, and large campus operators to upgrade aging lighting infrastructure and establish a path to additional smart city applications and services.

The first step of the relationship will see the two companies jointly develop a networked street light control solution that integrates Silver Spring's standards-based Gen5 IPv6 networking platform and Streetlight.Vision smart city management software with Acuity Controls' DTL DLL Elite intelligent photocontrols so operators can monitor and control networked streetlights.

Silver Spring Networks has delivered more than 21.5 million critical infrastructure devices worldwide, including selection for nearly 500,000 street lights in Miami and South Florida.

AIA urges lawmakers to reject roll-backs of building codes

In light of the damage brought about by Hurricanes Harvey and Irma, the American Institute of Architects (AIA) recently urged policymakers to reject any weakening of the building codes and called for making public buildings a key part of infrastructure renewal. According to AIA, in 2016 alone, the nation spent \$46 billion in response to natural disasters, and that was just in direct costs. The damage caused by Harvey and Irma will easily surpass that.

Samsung joins OPC Foundation

Samsung Electronics has become a corporate member of the OPC Foundation, an organization promoting vendor-neutral and platform-agnostic interoperability, security and reliability for industrial IoT. As a corporate member, Samsung Electronics will accelerate deploying interoperable industrial edge platforms into its manufacturing infrastructure using the OPC UA framework.

OPC is the interoperability standard for the secure and reliable exchange of data and information developed in industrial automation and other industries. More than 500 industry vendors and software developers take part in creating specifications for the OPC standard.

Industry Events

September 25–27

AD Electrical North American Meeting
Grapevine, TX; Affiliated Distributors,
www.adhq.com

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

November 2

2018 Dodge Construction Outlook
Chicago; Dodge Data & Analytics,
wite.com/2018DodgeOutlook/nxn97

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

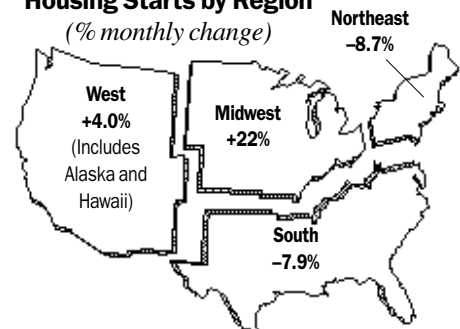
Housing Starts Slip for Another Month but Remain Above Year-Ago Performance

Privately-owned housing starts in August were at a seasonally adjusted annual rate of 1,180,000. This is 0.8% below the revised July estimate of 1,190,000, but is 1.4% above the August 2016 rate of 1,164,000. Single-family housing starts in August were at a rate of 851,000; this is 1.6% above the revised July figure of 838,000. The August rate for units in buildings with five units or more was 323,000.

Robert Dietz of the National Association of Home Builders (NAHB) looks for gradual growth ahead. “The recent hurricanes have intensified our members’ concerns about the availability of labor and the cost of building

materials. Despite this month’s drop [to 64 from a revised August reading of 67], builder confidence is still on firm ground.”

Housing Starts by Region (% monthly change)



New Privately Owned Housing Units Started

(Thousands of units, seasonally adjusted annual rate)

Period	Total	1 Unit	5 Units or more	Northeast	Midwest	South	West
August 2017 ₁	1,180	851	323	105	200	563	312
July 2017 ₂	1,190	838	343	115	164	611	300
June 2017 ₂	1,217	857	354	158	202	529	328
May 2017	1,129	795	320	85	165	564	315
April 2017	1,154	823	314	85	200	562	307
March 2017	1,189	824	355	116	139	633	301
August 2016	1,164	727	420	133	170	562	299

1-Preliminary; 2-Revised; Note: Detail may not add to total because of rounding.

Source: U.S. Bureau of the Census

August Electrical Product Prices Nudge Up

The Electrical Price Index for August showed an increase of 0.2% overall for the month and a gain of 0.6% over August 2016. Ballast prices led monthly gainers with a 2.5% increase, followed by Conduit Fittings (+1.2%) and Nonmetallic Conduit (+1.0%), the only categories to change by 1% or more. Fourteen categories are up or down more than 1% from last year and seven of those by more than 2%.

Note: All EPI series represent Global Insight aggregates of Bureau of Labor Statistics’ (BLS) producer price indices (PPIs). The revised data partly reflect redefinitions of specific PPIs by the BLS, but mostly reflect the rebenchmarking of all EPI price series to a 1997 base year. The four following EPI series have been affected by BLS redefinitions: boxes, conduit (fittings), nonmetallic conduit, and generators. Sources: U.S. Bureau of Labor Statistics; Global Insight

Electrical Price Index — August 2017

1997=100	Aug. 2017	Jul. 2017	Aug. 2016	% Change 1 Mo.	% Change 1 Yr.
Building Wire & Cable	180.9	180.9	178.9	0.0	1.1
Power Wire & Cable	182.4	180.8	183.7	0.9	-0.7
Telephone	173.3	171.8	169.2	0.9	2.4
Hand & Power Tools	134.5	134.5	133.4	0.0	0.8
Elec. Heating Equip.	137.2	137.2	136.4	0.0	0.5
Residential Lighting	131.1	131.1	131.8	-0.1	-0.6
Industrial Fixtures	127.6	127.7	124.8	-0.1	2.2
Fans & Blowers	153.2	153.7	151.5	-0.4	1.1
Wiring Devices & Connectors	132.6	132.2	131.7	0.3	0.7
Pole Line Hardware	153.2	152.9	152.7	0.2	0.3
Boxes	161.6	161.4	161.1	0.2	0.3
Conduit Fittings	151.3	149.5	147.6	1.2	2.5
Metal Conduit	177.6	177.2	177.3	0.2	0.1
Nonmetallic Conduit	154.2	152.8	151.1	1.0	2.1
Motors	155.3	155.4	152.9	0.0	1.6
Generators	146.0	146.1	145.0	0.0	0.7
Ballasts	139.1	135.6	135.9	2.5	2.3
Elec. Meas. & Integ. Inst.	126.2	126.2	130.8	0.0	-3.5
Transformers	133.7	132.8	131.3	0.7	1.8
Panelboards & Switches	165.1	165.1	163.3	0.0	1.1
Circuit Breakers	172.5	172.5	170.6	0.0	1.1
Switchgear	160.3	159.1	159.7	0.7	0.3
Fuses	152.8	152.3	151.7	0.4	0.7
Industrial Controls	157.5	157.5	155.8	0.0	1.1
Lamps	138.3	138.3	137.2	0.0	0.8
Appliances	106.1	106.1	106.1	0.0	0.0
Air Conditioners	133.9	134.1	128.0	-0.2	4.6
Fasteners	144.6	144.8	143.7	-0.1	0.6
Total Index	145.8	145.5	144.9	0.2	0.6

Electrical Marketing's Leading Economic Indicators

Purchasing Managers Index remains on growth track in August. The August PMI registered 58.8%, an increase of 2.5 percentage points from the July reading of 56.3%, according to the Institute for Supply Management's latest Manufacturing Report On Business. The New Orders Index registered 60.3%, a decrease of 0.1 percentage point from the July reading of 60.4%.

Dodge Momentum Index slides in August. The Dodge Momentum Index moved lower in August, falling 2.4% to 129.1 (2000=100) from its revised July reading of 132.2. The Momentum Index is a monthly measure of the first (or initial) report for nonresidential building projects in planning, which have been shown to lead construction spending for nonresidential buildings by a full year. The decline in August can be attributed to an 8.7% drop in the commercial component of the Momentum Index, while the institutional component rose 7.3%. The commercial component has seen a steep rise over the past year as large projects – particularly office buildings – entered the planning cycle.

In August, eight projects entered planning each with a value of \$100 million or more. For the institutional building sector, the leading projects were the \$230 million University of New Mexico hospital replacement project in Albuquerque and a \$218 million high school in Aledo, TX. The leading commercial building projects were the \$205 million Niagara Falls Grand Hotel in Niagara Falls, NY, and a \$178 million Amazon fulfillment center in Salem, OR.

Permian Basis rig count leads the nation. The Baker Hughes Rig Count continued climbing the week of Sept. 8, with the U.S. total increasing by one to 944 working rigs, a level that's up by 436 rigs over the same time period last year.

Texas' Permian Basin is showing the most growth with a 182-rig increase over last year to 382 rigs. The state's Eagle Ford region also showed growth, with a 35-rig increase to 73

rigs. On the state level, Texas leads the nation with 455 working rigs, followed by Oklahoma (130); New Mexico (68); Louisiana (65); and North Dakota (53).

The Marketplace : Key Figures

	Month	Latest month	Previous month	Month-over-month % change	Year ago	Year-over-year % change	2016 annual
CONSTRUCTION							
New Construction Put in Place (billions of dollars, SAAR) ²							
Total	Jul	1,211.51	1,219.24	-0.6	1,189.80	1.8	1,163.74
Offices	Jul	62.06	62.71	-1.0	62.13	-0.1	60.84
Industrial	Jul	65.58	65.94	-0.5	77.84	-15.7	74.35
Housing Starts (thousands of units, SAAR) ²							
Total	Aug	1,180	1,190	-0.8	1,164	1.4	1,177
Single-unit	Aug	851	838	1.6	727	17.1	784
Mobile Home Shipments (thousands of units, SAAR) ³							
	Jul	80	87	-8.0	72	11.1	81
Employment, Construction Workers (thousands) ⁴							
	Aug	7,181	7,145	0.5	6,975	3.0	6,711
Employment, Electrical Contractors (thousands) ⁴							
	Jul	903.3	894.6	1.0	876.6	3.0	860.8
Hourly Wage, Electrical Contractors ⁴							
	Jul	29.33	29.19	0.5	29.19	0.5	28.70
PRODUCTION							
Industrial Production Index (2012=100) ⁵							
	Aug	104.7	105.7	-0.9	103.1	1.5	103.1
Construction Supplies Production Index ⁵ (2012=100-SA)							
	Aug	110.2	110.8	-0.6	107.1	2.9	108.4
Employment in Electrical Equipment & Supplies Mfg.							
Production workers (thousands) ⁴							
	Jul	138.9	137.9	0.7	140.4	-1.1	139.3
Weekly hours							
	Jul	43.0	43.5	-1.1	43.5	-1.1	43.6
Hourly wage							
	Jul	20.43	19.88	2.8	19.67	3.9	19.72
Electric Power Output Index (2012=100) ⁵							
	Aug	98.6	104.8	-5.9	107.2	-8.1	102.2
Machine Tool Orders* (millions of dollars) ⁶							
	Jul	306.73	385.54	-20.4	247.67	23.8	330.4
Industrial Capacity Utilization (percent, SA) ¹							
	Aug	75.35	75.60	-0.3	74.75	0.8	75.11
TRADE							
Electrical Mfrs' Shipments							
	Jul	2,646	2,742	-3.5	2,822	-6.2	2,850
Electrical Mfrs' Inventories (millions of dollars, SA) ²							
	Jul	4,869	4,842	0.6	4,886	-0.3	4,929
Electrical Mfrs' Inventory-to-Shipments Ratio							
	Jul	1.840	1,766	4.2	1,731	6.3	1,730
Electrical Mfrs' New Orders (millions of dollars, SA) ²							
	Jul	2,513	2,391	5.1	2,919	-13.3	122.70
Electrical Mfrs' Unfilled Orders (millions of dollars, SA) ²							
	Jul	8,100	8,584	-5.6	8,046	0.7	8,091
Exports, Electrical Machinery (f.a.s. value in millions of dollars) ²							
	Jul	6,202	6,750	-8.1	6,513	-4.8	78,311
U.S. Dollar vs. Other Major Currencies (1973=100) ⁵							
	Aug	119.28	120.67	-1.1	120.85	-1.3	122.70
PRICES & INTEREST RATES							
Industrial Commodities Wholesale Price Index (Bureau of Labor Statistics, 1967=100)							
	Aug	194.1	192.8	0.7	186.2	4.2	184.6
Electrical Price Index (Electrical Marketing, 1997=100)							
	Aug	145.8	145.5	0.2	144.9	0.6	144.7
Construction Materials Wholesale Price Index (Bureau of Labor Statistics, 1982=100)							
	Aug	235.8	235.2	0.3	230.3	2.4	229.0
Copper Prices (Metals Week, cents per pound)							
	Aug	295.88	272.88	8.4	214.34	38.0	219.75
Prime Rate ⁵							
	Aug	4.25	4.25	0.0	3.50	21.4	3.51
Federal Funds Rate ⁵							
	Aug	1.16	1.15	0.9	0.40	190.0	0.40
Mortgage Rate ⁷							
	Aug	3.90	3.97	-1.8	3.44	13.2	3.65

*Several series related to employment are now being reported on a NAICS basis. Because of this change, some numbers are not directly comparable to previously reported data, but are consistent in year-over-year comparisons and comparisons shown in the table.

Sources: ¹McGraw-Hill Construction/Dodge; ²Dept. of Commerce; ³Manufactured Housing Institute; ⁴Dept. of Labor; ⁵Federal Reserve Board; ⁶The Association for Manufacturing Technology; ⁷Federal Home Loan Bank Board.

Note: Some figures shown—prime rate, for example—are averaged for month. NYA—not yet available SA—seasonally adjusted. SAAR—seasonally adjusted annual rate. Source for chart: Global Insight.

For further information about construction starts, please contact Dodge Analytics at 1-800-591-4462

People

ElectricSmarts (Glastonbury, CT): **Paul Werthman** has joined the company as director of sales & Marketing. Werthman began his career with Graybar and subsequently became a national marketing executive with Burndy before becoming vice president of national accounts for NSI. He has served on several manufacturer councils for NAED and has built close relationships with IMARK, AD, Rexel, CED, Sonepar and Graybar and other companies.

An ElectricSmarts press release said Werthman has a unique perspective because at two of his former positions he was an ElectricSmarts customer, helping him understand ElectricSmarts' partnership benefits from our customer's viewpoint.

Electric Supply (Albuquerque, NM): **Dustin Walthall** joined the company as service center leader of its Bryan/College Station, TX, location. He has worked in electrical distribution for 10 years in Texas, beginning his career in the industry as a warehouse driver for a Texas electrical supplier. He advanced through roles in sales and operations before eventually becoming a branch manager. In his new position, Walthall will work to develop and build a strong team to provide outstanding customer service in the Bryan/College Station market.

Apex Tool Group (Sparks, MD): **Jeff Campbell** recently joined Apex Tool Group (ATG) as VP, sales and Channel Marketing, North American Hand Tools. He is responsible for sales and channel marketing efforts in ATG's Industrial, Construction and Automotive distribution channels, which include all North American Hand Tools product lines such as GEARWRENCH, Crescent, Lufkin and Wiss.

Campbell reports to **John Constantine**, senior VP and president, North American Hand Tools. Campbell most recently served as senior vice president of North American Sales Werner Co., for its Werner ladders and fall protection, Knaack jobsite, and Weather Guard truck and van products. Before Werner he worked for Newell Brands as VP of sales for its Irwin and Lenox tool brands, among others, and was responsible for all U.S. sales in its professional distribution channels. He has a bachelor's degree in business administration from Lambuth University.

WAGO (Germantown, WI): **Toby Thomann** is now president of the company's

North American unit. Thomann has been with WAGO for 23 years and has worked as regional sales manager, zone manager, marketing manager and most recently VP of sales.

Omni Cable (West Chester, PA): **Bryan Dabruzzo** has been promoted to Southeastern regional vice president, responsible for Omni Cable's Atlanta, Charlotte, and Tampa locations. Dabruzzo was the regional manager for Omni Cable's Charlotte branch for over five years. He joined Omni Cable in 2009 and has held multiple sales positions within the company throughout the years. Dabruzzo graduated from Miami University, Ohio, with a degree in operations management.

Obituary

Douglas J. Pileggi, a 30-year veteran with Leviton Manufacturing Co. Inc. passed away Sept. 7. He was a VP of C/I sales for the company. Pileggi is survived by his wife of 41 years Lin, their three sons Angelo, Mario and Dominic, and five grandchildren. The family asks that memorials may be made to the Society of St. Vincent dePaul, St. Patrick Catholic Church, 6N491 Crane Road, St. Charles, IL, 60175.

Rep News

Pearson-Becker, Elk Grove Village, IL, now reps all NSi Electrical products including the Polaris and Tork brands in Illinois and the northwest counties of Indiana. As the oldest rep agency in Illinois, Pearson-Becker's office and warehouse located in Elk Grove Village has sixteen employees on call to assist with facility applications.

Tom Wallace, executive VP of sales of the Huntersville, NC-based NSI said in a press release, "In discussion with Craig Ostling, Pearson-Becker's president, we feel their organization will have an immediate impact on the Illinois market in relation to enhancing our value proposition to distribution and improving market acceptance for NSi Industries products. In representing NSi Industries, Pearson-Becker's goal is to support our distributor partners and end user customers, offering reliable customer service, technical support and solutions that positively affect our

customer's overall business."

ESL Vision, Salt Lake City, UT, a provider of LED products and solutions, recently joined the National Electrical Manufacturers Representatives Association (NEMRA) to help expand its existing network by adding sales representation across the United States.

"With more commercial and industrial customers taking advantage of utility incentives when they retrofit and upgrade their existing lighting to our unique LEDs, we are constantly looking to build relationships with trusted sales professionals who can combine their strengths with ours, and extend those benefits to the electrical distributors and beyond," said ESL Vision Managing Director Michael Gleeson in a press release.

"By aligning ESL Vision with the many exceptional people in the NEMRA network, we will continue to provide the customer experience which distributors and their customers have come to expect from the growing LED industry."

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Subscription rates:

Online: \$595 for one subscription; \$1,095 for 2-10 subscriptions; \$1,895 for 11-20 subscriptions; \$4,895 for 21-50; \$7,285 for 51-99; \$9,675 for 100 or more subscriptions. Print edition: \$695 a year anywhere in the world, payable in U.S. dollars. Single copies: \$30 each. To order single copies, call (866) 505-7173 (U.S.) or (847) 763-9504 (Outside U.S.).

Electrical Marketing is published twice a month by PENTON MEDIA INC., 9800 Metcalf Ave., Overland Park, KS 66212. For subscriber services, write to Electrical Marketing, P.O. Box 2100, Skokie, IL 60076-7800 USA; call (866) 505-7173 (US) or (847) 763-9504 (Outside US).

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In Memoriam:
George Ganzenmuller, 1924-1986
Thomas Preston, 1927-1991

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