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## Hooper to Retire from NEMRA in 2019

The board of directors of the National Electrical Manufacturers Representatives Association (NEMRA) recently announced that **Ken Hooper,** president and CEO, will retire from his role in June 2019. Hooper has served as NEMRA's leader since 2009.

"Ken has been a visionary leader and under his direction NEMRA has grown its membership, introduced numerous innovative programs, and propelled our annual conference to be the largest and most productive meeting in the electrical industry," said Joe Tumlin, chairman of NEMRA in a press release. "We will miss his advocacy of the independent representative sales model but are confident our succession plan will yield a leader fully capable of maintaining our momentum."

"With this announcement, the board has activated a search to be conducted by a leading executive recruitment firm. Over the coming months we will be actively engaged in assessing candidates for the position," said Fran Pollart, NEMRA's incoming chairman and head of the search committee, in the press release. "We are focused on finding a dynamic new leader who will work with Ken to ensure a flawless leadership transition," added Pollart.

Hooper was the subject of a 2012 *Electrical Wholesaling* cover story on the new services and educational programs he was launching at NEMRA. Before succeeding Hank Bergson as NEMRA president and CEO in 2009, he worked for more than 30 years in executive posts for Ferraz Shawmut, Legrand and GE.

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## Electrical Industry in Florida Panhandle Begin Recovery from Hurricane Michael

Residents and businesses in areas hit by Hurricane Michael along the Gulf Coast were beginning to return to their homes and survey the damage this week. Electrical distributors who serve the utilities in the area have long memories of dealing with the destruction and disruption of major storms. This one, however, was particularly intense and the rebuilding process will be a long haul.

The storm strengthened quickly just before it reached land near Mexico Beach in the Florida Panhandle on Oct. 10 and moved ashore as a Category 4 hurricane with 155 mph sustained winds — just below Category 5. As of Oct. 18, the storm's death toll in the United States stood at 34. Risk modeling firms estimate damage from wind and storm surge in a range of $6 billion to $10 billion. The towns of Mexico Beach and Panama City suffered the worst of the damage from wind and storm surge but strong winds continued to cause major power outages as the storm tracked across the region through Georgia and the Carolinas.

Rusty Batch, CEO of Tri-State Utility Supply, Marietta, GA, said it's hard to describe how much greater the destruction is from such an intense storm.

"We have worked, over the years, many Category 1, 2 and 3 hurricanes but a 4 or 5, that's a whole different animal," Batch said. "It left widespread destruction in its path. As it hit that area between Panama City and Mexico Beach, it destroyed all the coast there, but as it came through, it was still a Category 4 clear up into southwest Georgia."

Batch said the electrical utilities and their suppliers around the area moved a lot of equipment in anticipation of the storm and then went into action as quickly as possible after it passed.

*Continued on page 3*

## Sunbelt Metros Lead Nation in Number of New Residents Moving in Each Day

When looking at the overall economic health of a local market, *Electrical Marketing's* editors always look closely at major changes in population. With 80 columns of population data available in the spreadsheet for each and every local area, it's easy to get lost in all the numbers available from the U.S. Census Dept. and miss some of the more glaring facts these population estimates reveal.

A recent Facebook post from City Electric Supply about a new branch opening in the fast-growing Charleston, SC, metro offered a quick-and-easy data point that cuts through all of this population data: the number of new residents moving into the area each day. For Charleston, that number in 2017 was 28 new residents, good for #33 on our list on page 2 of the metro areas with the most new resident moving in each day. Ninety-five miles up the coast is Myrtle Beach, tied with Boston at #28 on the list, with 46 new residents packing up and moving in. Nine metros had 100 or more new residents moving in each day: Dallas, Phoenix, Tampa-St. Petersburg-Clearwater, Atlanta, Orlando, Seattle, Austin, Charlotte and Las Vegas. Three of the nation's largest metros had more than 100 residents moving out each day: the New York, Los Angeles and Chicago metropolitan areas.

When you stop and think about the potential economic impact of what each new resident could potentially mean to any metro, the importance of this statistic becomes clear. Each new resident may be part of a family that needs to buy or rent a new home, shop at local stores, install cable television enroll in schools, go to a doctor, barber or auto repair shop and pay taxes — all things that affect any local economy and eventually trickle down to impact the electrical market.

*— Jim Lucy*

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## THE 50 METROS WITH THE MOST NEW RESIDENTS MOVING IN EACH DAY

| Metro | New Residents per Day | 2017 Population | 2016-2017 % change | 2012-2017 % change | Number change 2012-2017 |
|---|---|---|---|---|---|
| Dallas-Fort Worth-Arlington, TX | 246 | 7,399,662 | 2.0 | 10.3 | 693,642 |
| Phoenix-Mesa-Scottsdale, AZ | 174 | 4,737,270 | 1.9 | 9.6 | 415,584 |
| Tampa-St. Petersburg-Clearwater, FL | 149 | 3,091,399 | 1.8 | 8.6 | 244,212 |
| Atlanta-Sandy Springs-Roswell, GA | 147 | 5,884,736 | 1.5 | 7.9 | 433,175 |
| Orlando-Kissimmee-Sanford, FL | 125 | 2,509,831 | 2.3 | 12.7 | 282,417 |
| Seattle-Tacoma-Bellevue, WA | 116 | 3,867,046 | 1.7 | 8.9 | 314,826 |
| Austin-Round Rock, TX | 105 | 2,115,827 | 2.7 | 15.3 | 281,261 |
| Charlotte-Concord-Gastonia, NC-SC | 102 | 2,525,305 | 2.0 | 10.1 | 231,483 |
| Las Vegas-Henderson-Paradise, NV | 100 | 2,204,079 | 2.2 | 10.4 | 207,789 |
| Miami-Fort Lauderdale-West Palm Beach, FL | 95 | 6,158,824 | 0.8 | 6.5 | 377,930 |
| Houston-The Woodlands-Sugar Land, TX | 90 | 6,892,427 | 1.4 | 11.5 | 708,701 |
| San Antonio-New Braunfels, TX | 85 | 2,473,974 | 2.0 | 10.6 | 237,579 |
| Riverside-San Bernardino-Ontario, CA | 77 | 4,580,670 | 1.3 | 5.5 | 239,265 |
| Nashville-Davidson–Murfreesboro–Franklin, TN | 66 | 1,903,045 | 1.8 | 10.2 | 176,347 |
| Washington-Arlington-Alexandria, DC-VA-MD-WV | 64 | 6,216,589 | 1.1 | 5.9 | 344,362 |
| Jacksonville, FL | 63 | 1,504,980 | 1.9 | 9.2 | 126,921 |
| Raleigh, NC | 60 | 1,335,079 | 2.3 | 12.3 | 146,159 |
| Minneapolis-St. Paul-Bloomington, MN-WI | 58 | 3,600,618 | 1.2 | 5.2 | 178,430 |
| Sacramento–Roseville–Arden-Arcade, CA | 56 | 2,324,884 | 1.3 | 6.0 | 132,160 |
| Columbus, OH | 55 | 2,078,725 | 1.6 | 6.8 | 132,081 |
| Portland-Vancouver-Hillsboro, OR-WA | 54 | 2,453,168 | 1.2 | 7.4 | 167,991 |
| North Port-Sarasota-Bradenton, FL | 54 | 804,690 | 2.1 | 11.7 | 84,031 |
| Denver-Aurora-Lakewood, CO | 52 | 2,888,227 | 1.3 | 9.1 | 242,076 |
| Lakeland-Winter Haven, FL | 50 | 686,483 | 2.9 | 11.5 | 70,844 |
| Cape Coral-Fort Myers, FL | 47 | 739,224 | 2.3 | 14.7 | 94,644 |
| Myrtle Beach-Conway-North Myrtle Beach, SC-NC | 46 | 464,165 | 3.7 | 17.9 | 70,517 |
| Boston-Cambridge-Newton, MA-NH | 46 | 4,836,531 | 0.6 | 3.9 | 183,508 |
| Boise City, ID | 41 | 709,845 | 2.8 | 11.4 | 72,491 |
| Deltona-Daytona Beach-Ormond Beach, FL | 40 | 649,202 | 1.9 | 9.1 | 53,956 |
| Palm Bay-Melbourne-Titusville, FL | 36 | 589,162 | 1.9 | 7.7 | 41,869 |
| Indianapolis-Carmel-Anderson, IN | 34 | 2,028,614 | 1.1 | 5.2 | 99,628 |
| Kansas City, MO-KS | 33 | 2,128,912 | 1.1 | 4.4 | 90,411 |
| Charleston-North Charleston, SC | 28 | 775,831 | 1.8 | 11.3 | 78,838 |
| Port St. Lucie, FL | 27 | 473,429 | 1.9 | 9.5 | 41,212 |
| Greenville-Anderson-Mauldin, SC | 25 | 895,923 | 1.3 | 6.5 | 54,611 |
| Knoxville, TN | 24 | 877,104 | 1.1 | 3.5 | 29,835 |
| Tucson, AZ | 24 | 1,022,769 | 1.0 | 3.2 | 31,241 |
| San Francisco-Oakland-Hayward, CA | 24 | 4,727,357 | 0.6 | 5.9 | 264,185 |
| Fayetteville-Springdale-Rogers, AR-MO | 23 | 537,463 | 2.3 | 11.0 | 53,370 |
| Spokane-Spokane Valley, WA | 22 | 564,236 | 1.7 | 6.1 | 32,399 |
| Colorado Springs, CO | 22 | 723,878 | 1.8 | 8.3 | 55,607 |
| Greeley, CO | 21 | 304,633 | 3.5 | 15.5 | 40,879 |
| Richmond, VA | 21 | 1,294,204 | 0.9 | 4.9 | 60,883 |
| Ocala, FL | 21 | 354,353 | 1.8 | 6.1 | 20,349 |
| Naples-Immokalee-Marco Island, FL | 19 | 372,880 | 1.9 | 12.1 | 40,324 |
| Des Moines-West Des Moines, IA | 18 | 645,911 | 1.8 | 9.5 | 56,153 |
| Stockton-Lodi, CA | 18 | 745,424 | 1.5 | 6.3 | 44,466 |
| Reno, NV | 18 | 464,593 | 1.8 | 7.5 | 32,381 |
| Eugene, OR | 17 | 374,748 | 1.8 | 5.7 | 20,262 |
| Salisbury, MD-DE | 17 | 405,853 | 1.5 | 6.4 | 24,329 |

*Notes & Source: Population data for all metros available as part of your annual subscription at www.electricalmarketing.com. U.S. Census Bureau 2017 Population data for County and CBSA (Consoliated Business Statistical Areas); New residents per day caluculated from 2017 net migration data.*


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# IMARK Group Expands in Merger with Omni Corporate Services and Equity Plumbing

In a joint statement the boards of directors for IMARK Group, Inc, Omni Corporate Services Ltd., Inc, and Equity Plumbing, LLC announced a merger of the three organizations into one group. The combined group will operate under the IMARK Group name, effective Jan. 1, 2019.

Omni Corporate Services Ltd., is a member-owned group of plumbing & HVAC wholesalers across the United States. Equity Plumbing, LLC, formerly privately held and the largest United States plumbing group in terms of membership, will be combining to form the new groups plumbing vertical, IMARK Plumbing.

IMARK Electrical is the largest distributor marketing group in the U.S. electrical industry by number of member firms and operates a growing organization in Canada.

IMARK Electrical is also a member-owner of IMELCO, an international group of electrical wholesale cooperatives across Europe, Russia, Australia, Canada and the United States.

Bob Smith of IMARK will lead the combined group as president and chief executive officer. John Aykroyd, president of Omni Corporate Services, will be president of the new IMARK Plumbing. Matt Roos, founder of Equity Plumbing, will be executive vice president of both IMARK Plumbing and IMARK Electrical.

# Buckles-Smith to Acquire Fresno's Allied Electric in California's Central Valley

Buckles-Smith of Santa Clara, CA, recently entered an agreement to acquire Allied Electric of Fresno, CA, according to a company press release.

Allied Electric has served California's Central Valley customers for over 50 years as a family-owned, independent distributor out of its single location in Fresno, CA. Allied has built a reputation for strong customer service and technical expertise with a leadership team that includes Mark Saldivar, Robin Wiggins, Sal Mandal and Craig Barnes. They will continue to run Allied as a business unit of Buckles-Smith.

Buckles-Smith has been serving the Bay Area electrical markets since 1939 and has seven locations encompassing the greater Bay Area and Sacramento. Allied Electric's served geography is directly adjacent to the territory served by Buckles-Smith. The combination of Allied and Buckles-Smith will form one of the largest independently owned distributors based in California and the West, and will remain part of the Affiliated Distributors buying/marketing group.

"Both companies have strong reputations among OEMs, end users and contractors for broad and deep inventory, technical expertise and service. The scale of our combined organizations will allow us to bring even more innovative resources to the markets of Northern California," said Art Cook, CEO of Buckles-Smith, in the press release.

Buckles-Smith was ranked #88 on *EW's* 2018 Top 200 Electrical Distributors list, with 150 employees and eight locations.

## Southeast Faces Long Recovery from Cat 4 Hurricane

*Continued from page 1*

Tri-State's main warehouse in the area, in Havana, FL, just north of Tallahassee, lost power and internet service. Tri-State's Havana crew staged orders and loaded trucks with no electricity, working by whatever sunlight was available, to get equipment out to customers. The power came back on Sunday but the branch still didn't have Internet and therefore a functioning business system as of Wednesday.

"Remarkably, we had pretty good cell coverage from day one," Batch said. So the branch has been entering orders by phone with locations in Georgia and Alabama.

One of Tri-State's co-op utility customers in the area said the system they had built over 81 years was completely gone.

Batch said Tri-State's suppliers have gone to extreme lengths to get equipment to the area, including thousands of poles and cross-arms, pole-line hardware, switches, connectors, transformers, lighting and basically everything in a grid that's above ground.

The crisis has reaffirmed Batch's appreciation of his people and his suppliers. "We love working with them all the time but when it's crisis time, we find out all over again how lucky we are to have them."

*—Doug Chandler*

# Around the Industry

### Gross Electric acquires Top of the Lamp lighting showroom

Top of the Lamp, a lighting showroom in Ann Arbor, MI, has closed its doors and Gross Electric, Toledo, OH, has purchased the company's remaining inventory. Laurie Gross, president of Gross Electric, says, "We are happy that we were able to provide jobs for some of their employees."

Gross Electric is a third-generation family owned and operated business with locations in Toledo and Northwood, OH, and Ann Arbor, MI. The company is ranked #182 in *Electrical Wholesaling's* 2018 Top 200 ranking. For over 100 years, Gross Electric has provided lighting and electrical products to the residential, commercial and industrial markets.

### City Electric Supply opens new branch in Charleston, SC

City Electric Supply has a new branch in West Ashley, SC, serving the Charleston area. In an interesting twist, branch manager Scott Lawson said this branch will be one of the first CES branches to list all prices at the counter. This stems from an effort to be more competitive with other retail locations and online stores who have their prices listed.

### USDA awards funding for light and plant health research

The U.S. Department of Agriculture (USDA) awarded funding to the Lighting Research Center (LRC) at Rensselaer Polytechnic Institute for new research with the potential to address the challenge of food security and the ability to sustainably feed a rapidly increasing world population.

The multidisciplinary team for this project — Mark Rea of the LRC, David Gadoury of Cornell University, and Natalia Peres of the University of Florida — has pioneered research on novel uses of light to suppress plant pathogens across a broad range of specialty crops, and in recent field trials, has found that light treatments are more effective than the best available fungicides.

The new study will test the use of a lighting-based integrated pest management (IPM) system because strawberries are widely grown and almost universally threatened by powdery mildew. The team will also educate growers and other stakeholders on how to apply the research in their operations.


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## Industry Events

*October 17–18*
**LightShow West**
Las Vegas; *www.lightshowwest.com*

*October 21–22*
**IMARK Group Annual Meeting**
Indian Wells, CA; *www.imarkgroup.com*

*October 24-25*
**Dodge 2019 Construction Outlook**
National Harbor, MD; Dodge Data & Analytics, *www.construction.com*

*October 29–31*
**AD Electrical North American Meeting**
Grapevine, TX; Affiliated Distributors, *www.adhq.com*

*November 5–7*
**NAED Eastern Region Conference**
Marco Island, FL; National Association of Electrical Distributors, *www.naed.org*

*November 14–15*
**NEMA Annual Meeting**
San Antonio, Texas; National Electrical Manufacturers Association, *www.nema.org*

*January 16–20*
**Lightovation: Dallas International Lighting Show**
Dallas; Dallas Market Center, *dallasmarketcenter.com/markets/lightovation*

*January 20–24*
**BICSI Winter Conference**
Orlando, FL; BICSI, *www.bicsi.org*

*January 21–23, 2019*
**NAED Western Region Conference**
Palm Desert, CA; NAED, *www.naed.org*

*January 29–31*
**NAW Executive Summit**
Washington, DC; National Association of Wholesaler-Distributors, *www.naw.org*

*February 5–7*
**DistribuTECH Conference & Exhibition**
New Orleans; *www.distributech.com*

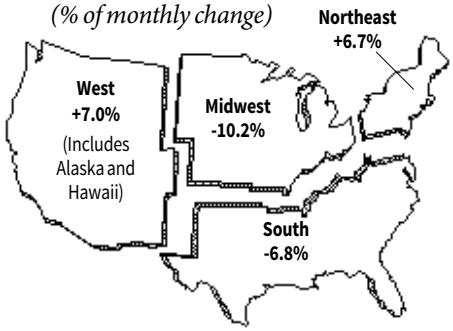
*February 6–9*
**NEMRA Annual Conference**
Dallas; National Electrical Manufacturers Representatives Association, *www.nemra.org*

# Housing Starts Sag -5.3% in September to 1.2 Million But Remain Ahead of 2017 Pace

Privately-owned housing starts in September were at a seasonally adjusted annual rate of 1,201,000, -5.3% below the revised August estimate of 1,268,000, but +3.7% above the Sept. 2017 rate of 1,158,000. Single-family housing starts in September were at a rate of 871,000, -0.9% below the revised August figure of 879,000.

"This report is consistent with our forecast for gradual strengthening in the single-family sector of the housing market following the summer soft patch," said Robert Dietz, chief economist for the National Association of Home Builders (NAHB). "A growing economy coupled with positive demographics for housing should keep the market moving forward at a modest pace in the months ahead."

**Housing Starts by Region**
*(% of 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 |
|---|---|---|---|---|---|---|---|
| Sept. 2018[1] | 1201 | 871 | 324 | 56 | 130 | 441 | 244 |
| Aug. 2018[2] | 1268 | 879 | 372 | 60 | 118 | 473 | 228 |
| July 2018[2] | 1184 | 861 | 317 | 67 | 135 | 456 | 203 |
| June 2018 | 1177 | 851 | 316 | 70 | 113 | 446 | 222 |
| May 2018 | 1329 | 938 | 379 | 65 | 157 | 496 | 220 |
| April 2018 | 1276 | 898 | 357 | 57 | 105 | 516 | 220 |
| Sept. 2017 | 1158 | 831 | 310 | 75 | 126 | 410 | 220 |

*1-Preliminary; 2-Revised; Note: Detail may not add to total because of rounding.*
*Source: U.S. Bureau of the Census*

# EPI Continues March Upward in September

While the total increase for the month was a rather pedestrian +0.6%, some of the individual product segments in September's Electrical Price Index (EPI) had some wild swings. Ballasts (+8.5%); Pole Line Hardware (+7.4%); Motors (+2.4%); and Nonmetallic Conduit (+2.2%) had the biggest increases, while Power Wire & Cable led the declines with a -4.1% monthly decrease. The total EPI was up +2.7% year-over-year.

*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 — September 2018**

| 1997=100 | Sept. 2018 | Aug. 2018 | Sept. 2017 | % Change 1 Mo. | % Change 1 Yr. |
|---|---|---|---|---|---|
| Building Wire & Cable | 189.0 | 189.0 | 184.7 | 0.0 | 2.3 |
| Power Wire & Cable | 207.3 | 216.2 | 186.0 | -4.1 | 11.5 |
| Telephone | 180.8 | 180.8 | 177.0 | 0.0 | 2.2 |
| Hand & Power Tools | 137.1 | 136.8 | 134.8 | 0.3 | 1.7 |
| Elec. Heating Equip. | 139.8 | 139.4 | 137.2 | 0.3 | 2.0 |
| Residential Lighting | 134.2 | 134.2 | 131.1 | 0.0 | 2.3 |
| Industrial Fixtures | 133.4 | 131.7 | 127.7 | 1.3 | 4.4 |
| Fans & Blowers | 159.7 | 159.5 | 153.5 | 0.1 | 4.1 |
| Wiring Devices & Connectors | 133.0 | 133.3 | 132.9 | -0.2 | 0.1 |
| Pole Line Hardware | 171.6 | 159.7 | 153.5 | 7.4 | 11.7 |
| Boxes | 166.7 | 167.4 | 162.0 | -0.4 | 2.9 |
| Conduit Fittings | 156.9 | 152.6 | 151.3 | 2.8 | 3.7 |
| Metal Conduit | 180.1 | 180.4 | 178.0 | -0.2 | 1.2 |
| Nonmetallic Conduit | 159.7 | 156.2 | 154.3 | 2.2 | 3.5 |
| Motors | 162.9 | 159.0 | 155.3 | 2.4 | 4.9 |
| Generators | 151.7 | 149.4 | 146.0 | 1.6 | 3.9 |
| Ballasts | 150.6 | 138.8 | 138.1 | 8.5 | 9.1 |
| Elect. Meas. & Integ. Inst. | 126.6 | 126.6 | 126.2 | 0.0 | 0.3 |
| Transformers | 135.8 | 135.3 | 133.5 | 0.4 | 1.8 |
| Panelboards & Switches | 170.3 | 169.0 | 165.4 | 0.8 | 3.0 |
| Circuit Breakers | 176.1 | 176.6 | 172.8 | -0.3 | 1.9 |
| Switchgear | 165.1 | 162.1 | 158.6 | 1.9 | 4.1 |
| Fuses | 156.0 | 155.3 | 152.1 | 0.4 | 2.6 |
| Industrial Controls | 161.0 | 161.2 | 157.8 | -0.1 | 2.0 |
| Lamps | 142.9 | 142.9 | 138.3 | 0.0 | 3.3 |
| Appliances | 109.6 | 108.0 | 106.1 | 1.5 | 3.2 |
| Air Conditioners | 142.0 | 142.0 | 134.4 | 0.0 | 5.7 |
| Fasteners | 149.7 | 149.4 | 144.8 | 0.2 | 3.4 |
| **Total Index** | **150.5** | **149.6** | **146.5** | **0.6** | **2.7** |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# *Electrical Marketing*'s Leading Economic Indicators

**Building permits soften in September.** Privately-owned housing units authorized by building permits in September were at a seasonally adjusted annual rate of 1,241,000, -0.6% below the revised August rate of 1,249,000 and -1% below the Sept. 2017 rate of 1,254,000. Single-family authorizations in September were at a rate of 851,000, +2.9% above the revised August figure of 827,000.

**Commercial building activity slows in September.** The Dodge Momentum Index dropped 2.6% in September to 159.5 (2000=100) from the revised August reading of 163.7. Published by Dodge Data & Analytics, 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 Momentum Index has now fallen for two consecutive months. However, due to a very strong reading in July, it increased 0.8% from the second quarter to the third quarter. The Momentum Index may seem to have lost some impetus, but this can be attributed to outsized gains in the late spring and summer. In fact, the Momentum Index is now returning to a more sustainable level of activity given the overall age of the current construction cycle.

In September, 12 projects each with a value of $100 million or more entered planning. The two leading institutional projects were a $175 million research lab in Waltham, MA, and the $150 million Creighton University Medical School building in Phoenix, AZ. The leading commercial projects were a $116 million warehouse in New Castle, DE, and a $100 million mixed-use commercial building in Los Angeles.

**Texas continues to account for much of the increase in U.S. drilling activity.** The U.S. Baker Hughes Rig Count added 11 drilling rigs last week and now stands at 1,063 as of Oct. 12. That's up 135 rigs over the same time last year. Texas' Permian Basin accounts for most of this increase, with 489 rigs now in operation. It's up 105 rigs from Oct. 2017 and accounts for 46% of all U.S. rigs. Texas has the lion's share of drilling activity right now with 532 total rigs. The state's Eagle Ford Basin with 77 rigs has seen a much smaller increase, up 14 rigs YOY.

## The Marketplace : Key Figures

| | Month | Latest month | Previous month | Month-over-month % change | Year ago | Year-over-year % change | 2017 annual |
|---|---|---|---|---|---|---|---|
| **CONSTRUCTION** | | | | | | | |
| New Construction Put in Place (billions of dollars, SAAR)[2] | | | | | | | |
| Total | AUG | 1318.49 | 1314.79 | 0.3 | 1237.49 | 6.5 | 1247.10 |
| Offices | AUG | 63.50 | 62.73 | 1.2 | 56.40 | 12.6 | 58.65 |
| Industrial | AUG | 63.28 | 64.17 | -1.4 | 64.06 | -1.2 | 65.89 |
| Housing Starts (Thousands of units, SAAR)[2] | | | | | | | |
| Total | SEPT | 1201 | 1177 | 2.0 | 1158 | 3.7 | 1208 |
| Single-unit | SEPT | 871 | 851 | 2.4 | 831 | 4.8 | 852 |
| Mobile Home Shipments[3] (thousands of units, SAAR) | AUG | 94 | 95 | -1.1 | 89 | 5.6 | 93 |
| Employment, Construction Workers (thousands)[4] | SEPT | 7477 | 7442 | 0.5 | 7177 | 4.2 | 6955 |
| Employment, Electrical Contractors (thousands)[4] | AUG | 946.2 | 932.8 | 1.4 | 913.2 | 3.6 | 895.7 |
| Hourly Wage, Electrical Contractors[4] | AUG | 29.74 | 29.73 | 0.0 | 29.46 | 1.0 | 29.12 |
| **PRODUCTION** | | | | | | | |
| Industrial Production Index (1967=100)[5] | SEPT | 108.5 | 107.5 | 1.0 | 103.2 | 5.1 | 103.7 |
| Construction Supplies Production Index[5] (1977=100-SA) | SEPT | 113.7 | 114.2 | -0.4 | 111.0 | 2.4 | 110.8 |
| Employment in Electrical Equipment & Supplies Mfg. Production workers (Thousands)[4] | AUG | 141.6 | 141.7 | -0.1 | 138.7 | 2.1 | 138.1 |
| Weekly hours | AUG | 44.8 | 44.3 | 1.1 | 43.2 | 3.7 | 43.3 |
| Hourly wage | AUG | 20.78 | 20.68 | 0.5 | 20.19 | 2.9 | 20.22 |
| Electric Power Output Index (1967=100)[5] | SEPT | 104.3 | 103.8 | 0.5 | 98.6 | 5.8 | 100.2 |
| Machine Tool Orders* (millions of dollars)[6] | AUG | 481.44 | 398.85 | 20.7 | 378.23 | 27.3 | 368.15 |
| Industrial Capacity Utilization (percent, SA)[1] | SEPT | 75.86 | 75.54 | 0.4 | 74.21 | 2.2 | 74.77 |
| **TRADE** | | | | | | | |
| Electrical Mfrs' Shipments | AUG | 3,141 | 3,088 | 1.7 | 2,944 | 6.7 | 2,962 |
| Electrical Mfrs' Inventories (millions of dollars, SA)[2] | AUG | 5,210 | 5,153 | 1.1 | 4,853 | 7.4 | 4,833 |
| Electrical Mfrs' Inventory-to-Shipments Ratio | AUG | 1.659 | 1.669 | -0.6 | 1.648 | 0.6 | 1.632 |
| Electrical Mfrs' New Orders (millions of dollars, SA)[2] | AUG | 3,140 | 3,111 | 0.9 | 2,922 | 7.5 | 2,961 |
| Electrical Mfrs' Unfilled Orders (millions of dollars, SA)[2] | AUG | 7,773 | 7,767 | 0.1 | 7,720 | 0.7 | 7,903 |
| Exports, Electrical Machinery (f.a.s. value in millions of dollars)[2] | AUG | 6,989 | 6,947 | 0.6 | 6,698 | 4.3 | 78,379 |
| U.S. Dollar vs. Other Major Currencies (1973=100)[5] | SEPT | 126.04 | 123.42 | 2.1 | 117.90 | 6.9 | 122.10 |
| **PRICES & INTEREST RATES** | | | | | | | |
| Industrial Commodities Wholesale Price Index (Bureau of Labor Statistics, 1967=100) | SEPT | 206.3 | 205.9 | 0.2 | 195.5 | 5.5 | 193.7 |
| Electrical Price Index (Electrical Marketing, 1997=100) | SEPT | 150.5 | 149.8 | 0.5 | 146.5 | 2.7 | 145.7 |
| Construction Materials Wholesale Price Index (Bureau of Labor Statistics, 1982=100) | SEPT | 249.8 | 250.0 | -0.1 | 236.0 | 5.8 | 235.0 |
| Copper Prices (Metals Week, cents per pound) | SEPT | 269.23 | 311.71 | -13.6 | 298.41 | -9.8 | 280.46 |
| Prime Rate[5] | SEPT | 5.03 | 4.89 | 2.9 | 4.25 | 18.4 | 4.096 |
| Federal Funds Rate[5] | SEPT | 1.95 | 1.82 | 7.1 | 1.15 | 69.6 | 1.0 |
| Mortgage Rate[7] | SEPT | 4.63 | 4.57 | 1.3 | 3.81 | 21.5 | 3.99 |

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


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# People

*Myers Emergency Power Systems (EPS) (Bethlehem, PA):* This manufacturer of backup power solutions, recently appointed **John Daly** as CEO. Daly has 26 years of industry management experience and a solid lighting background, including executive posts at GE Lighting, Philips, Lightech and Cree. He also opened and oversaw R&D Lighting and Controls lighting agency. Prior to joining Myers EPS, Daly served as the vice president of sales for NICOR Lighting. He received his BA from Michigan State University.

*Gross Electric (Toledo, OH):* **Laurie Gross,** the company's president, has been appointed to the American Lighting Association (ALA) Board of Governors. The appointment is a three-year term, beginning in Jan. 2019. The ALA is a national trade association representing the residential lighting industry. Its board of governors is made up of 12 members — four manufacturers, four sales representatives, and four showrooms.

Gross Electric is a lighting and electrical supply business that has been in the Gross family for three generations. The company is ranked #182 in *Electrical Wholesaling's* 2018 Top 200 ranking. Laurie Gross has worked in various positions in the company for most of her life and became president in 1993. She earned her BA and MBA at the University of Michigan, and is the only American Lighting Association Certified Lighting Consultant in Northwest Ohio. In addition to her new volunteer post with the American Lighting Association, she serves on the boards of the Sight Center of Northwest Ohio, Jewish Federation of Toledo, and University of Toledo Family Business Center.

*LSI Industries Inc. (Cincinnati):* **James Clark** will become president and chief executive officer effective Nov. 1. Clark most recently served as president and CEO of Alliance Tire Americas, a manufacturer and distributor of specialty off- road tires for use in agriculture, construction and specialty markets, from 2014 to 2018, leading it through four years of double-digit organic growth. Prior to that, Clark served as corporate vice president of strategy and business development for Rexel. Previous executive level roles included Verint Systems, United Technologies Corporation and GE.

**Ron Brown,** who has served since April as interim CEO, will step down but will be a nominee for election to the LSI board at its annual meeting in November. **Crawford Lipsey,** interim COO, will continue in his role during a transitional period.

*Caniff Electric Supply (CES) (Hamtramck, MI):* **Susan Ozimek** has been named president and **Mark Caldwell** has been named vice president of sales is responsible for leading the day-to-day operations for CES.

Ozimek will utilize her entrepreneurial skill sets to lead the CES business continuity and growth plans. She comes to Caniff from Central Data Systems, where she was responsible for setting and implementing the long-term strategic plan for the company, as well as leading the enterprise operations. Her additional executive leadership roles include president at Flotronics Inc./Modular Aluminum Technology; COO at Lighting Supply Co.; and director of strategic business development at J&L Industrial Supply.

Caldwell joins CES from AmeriSource Industrial Supply, most recently having served as vice president of sales. While at AmeriSource he expanded the company's sales and customer base, while establishing a robust platform for organic expansion. In addition, he has held management positions with Gaco Western, Grainger, Tremco Barrier Solutions and Sherwin Williams.

Caniff Electric Supply now has more than 90 employees and has served metropolitan Detroit since 1982. The company recently added locations in Mt. Clemens and Novi, MI. These locations in Wayne, Oakland and Macomb counties now service commercial and industrial customers across southeastern Michigan in procuring material for new construction, maintenance and renovation. Caniff Electric Supply is ranked #95 on *Electrical Wholesaling's* 2018 Top 200 ranking of electrical distributors.

*Nora Lighting (Commerce, CA):* **Michael Goldberg** was named the company's new regional commercial sales manager for the U.S. Northeast, mid-Atlantic and upper Midwest, along with eastern Canada.

Goldberg is a lighting industry professional with more than 21 years of experience working in sales and training throughout the U.S. He is based in New York, and will oversee more than 20 commercial rep agencies throughout his territory.

*Lumileds (San Jose, CA):* **Brian Wilcox** joined the company as regional vice president of sales and business development for Illumination in North and South America.

Wilcox joins Lumileds from Samsung LED, where he was senior director of LED sales. He is an industry veteran who honed his expertise in sales management and LED applications at firms including Seoul Semiconductor, Feit Electric and Philips Lumileds.

Wilcox is tasked with driving strategic sales and growth solutions among account leaders, channel partners and the development teams of LUXEON Matrix Platform configurable solutions. He is located in the Atlanta area and received his Bachelor of Science in electrical engineering from Texas A&M University and his Juris Doctor from Chapman School of Law.

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