

Around the Industry

Lumenpulse Group acquires Sternberg Lighting

Spec-grade lighting manufacturer Lumenpulse Group, Longueuil, Quebec, has acquired 80% of the equity interest of Sternberg Lighting, Roselle, IL, an employee-owned manufacturer of architectural outdoor and area LED lighting.

Terms of the deal were not disclosed. Sternberg's remaining 20% equity will remain in employee hands and it will operate as an independent company, but with the benefits of new technology and the supply chain partnership provided by the acquisition, according to a Lumenpulse release.

Sternberg Lighting was founded in 1923 and has grown by combining the vintage look of decorative styled luminaires with today's demands for sustainability and energy conservation. The company has been most active in the U.S. market, with more than 450,000 installations including many municipal landmark projects and university campuses such as MIT and Notre-Dame.

Joe Waldau, president and CEO of Sternberg Lighting, will continue in his current position while Mark Dean, vice president of marketing and business development, will become chief operating officer, overseeing all day-to-day activities of the company.

Global tubular LEDs to grow above 7% annually through 2027

A new report from Navigant Research examines the commercial market for TLEDs, providing global market forecasts for shipments and revenue, segmented by offering type, building type, and region,

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GE Shares Drop 10% After Slashing Dividend and Revealing a DOJ Investigation

General Electric's investors knocked the company's share price below \$10 this week after the company announced its quarterly results, a cut in its dividend and news of an investigation by the U.S. Department of Justice in the first earnings report by the company's new chairman and CEO, Larry Culp, Jr.

The DOJ is joining an investigation underway by the U.S. Securities and Exchange Commission (SEC) regarding a non-cash goodwill impairment charge of \$22 billion in its GE Power business, which has seen a decline in demand for GE gas turbines. Analysts have pointed out that the SEC can file civil charges but the DOJ can file criminal charges, a sign of the seriousness of the situation for GE.

Culp is moving to accelerate a turnaround at the company. GE said in its earnings release that it plans to take "immediate actions to strengthen its balance sheet and

position its businesses for success." GE Power will be restructured into two units – one for its Gas product and services groups and the other for the rest of the business's assets, including its Steam, Grid Solutions, Nuclear and Power Conversion units.

GE Power's revenues in the third quarter fell 33% from the same quarter in 2017 and it reported a quarterly loss of \$631 million. The company said the quarter was impacted by continued market and execution challenges in the Power business.

GE reduced its dividend for the quarter ended Sept. 30, 2018, from \$0.12 to a nominal \$0.01 per share, which the company said will allow it to retain \$3.9 billion in cash per year.

Investors bid-down the value of the company's shares to levels last seen shortly after the recession in 2009. GE shares had already fallen 36% since the beginning of the year.

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Dodge Data & Analytics Forecasts Flat Year for 2019 Total Construction

At the 2019 Dodge Construction Outlook in National Harbor, MD, Robert Murray, chief economist, Dodge Data and Analytics, was not at all pessimistic about the fortunes of the construction market, even though he is forecasting a no-growth scenario for total construction next year.

His take is that the market is "rounding the peak" of the current construction cycle, and he said. "When the downturn ultimately comes, it won't be a replay of 2008. Market fundamentals are supportive of further growth."

Murray added that overbuilding in the housing and offices markets were the root causes for the two most recent downturns in the construction market, and none of today's market drivers have enough negative weight to pull down the construction industry to anything near the 2008 recession or the downturn caused by the implosion of the dot-coms around 2000.

He outlined his reasoning behind his 2019 outlook in a press release issued shortly after the Outlook meeting last week. "Over the past three years, the expansion for the U.S. construction industry has shown deceleration in its rate of growth, a pattern that typically takes place as an expansion matures," he said in a Dodge press release. "After advancing 11% to 14% each year from 2012 through 2015, total construction starts climbed 7% in both 2016 and 2017, and a +3% increase is estimated for 2018.

"There are, of course, mounting headwinds affecting construction, namely rising interest rates and higher material costs, but for now these have been balanced by the stronger growth for the U.S. economy, some easing of bank lending standards, still healthy market fundamentals for commercial real estate, and greater state financing for school construction and enhanced federal

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Largest Projects Underway in the Hottest Construction Segments

Contract Value (\$ Millions)	Project	Location	Project Type	Source
6,800	Vancouver International Airport expansion	Vancouver, BC	Airport	www.constructiondive.com
5,600	Long Island Railroad - multiple renovation projects	Long Island, NY	Rail	The Construction Index
4,000	Delta terminal at \$4 billion LaGuardia Airport renovation	New York, NY	Airport	www.ny.curbed.com
3,000	FAA Airport Improvement program, multiple airports	Nationwide, US	Airport	insideindianabusiness.com
3,000	Salt Lake City Airport renovation	Salt Lake City, UT	Airport	Salt Lake City Tribune
2,500	Destination CLT airport redevelopment program	Charlotte, NC	Airport	Charlotte Observer
2,100	Orlando International Airport South Terminal expansion	Orlando, FL	Airport	Orlando Sentinel
1,800	Denver International Airport renovation	Denver, CO	Airport	www.9news.com
1,500	Amtrak/NJ Transit Portal North Bridge project	New Jersey, NJ	Rail	www.northjersey.com
1,400	Westside Purple Line extension	Los Angeles, CA	Rail	www.construction.com
1,100	Green Line extension	Somerville, MA	Rail	www.construction.com
1,000	Facebook Los Lunas data center expansion	Los Lunas, NM	Data center	www.abqjournal.com
1,000	Facebook data center expansion	Papillion, NE	Data Center	www.construction.com
750	Facebook data center (Project Cricket)	Huntsville AL	Warehouse/Logistics	Dodge Data & Analytics
600	Google data center (Clarksville TN)	Clarksville TN	Warehouse/Logistics	Dodge Data & Analytics
600	Data center	McClellan, CA	Data center	Dodge Data & Analytics
600	Google data center	Pryor, OK	Data center	www.construction.com
600	Google data center - Bridgeport (Project Mustang)	Stevenson AL	Warehouse/Logistics	Dodge Data & Analytics
477	San Francisco International Airport	San Francisco, CA	Airport	Dodge Data & Analytics
420	Seattle-Tacoma International Airport expansion	Seattle, WA	Airport	Dodge Data & Analytics
374	North Concourse terminal at Reagan National Airport	Arlington, VA	Airport	www.construction.com
350	Facebook data center Phase 1	New Albany, OH	Warehouse/Logistics	Dodge Data & Analytics
288	Sentinel data center (Phase 1)	Sterling VA	Warehouse/Logistics	Dodge Data & Analytics
280	Rail project at Phoenix Sky Harbor International Airport	Phoenix, AZ	Airport	www.construction.com
200	Data center	Ashburn, VA	Data center	www.construction.com
200	Warehouse complex	Edgerton, KS	Warehouse/Logistics	www.construction.com
181	Project Rose fulfillment center (Amazon Warehouse)	Spokane, WA	Warehouse/Logistics	Dodge Data & Analytics
175	Amazon fulfillment center	Euclid, OH	Warehouse/Logistics	Dodge Data & Analytics
163	Atlanta's Hartsfield-Jackson International Airport modernization	Atlanta, GA	Airport	Dodge Data & Analytics
154	Station improvement project on the Long Island Railroad	New York, NY	Rail	www.construction.com
150	Amazon fulfillment distribution center	Bessemer, AL	Warehouse/Logistics	Dodge Data & Analytics
150	Amazon distribution center	Birmingham, AL	Warehouse/Logistics	www.construction.com
150	Amazon Matrix warehouse fulfillment center	Burlington, NJ	Warehouse/Logistics	Dodge Data & Analytics
150	Project Hall office/warehouse facility	Tracy, CA	Warehouse/Logistics	Dodge Data & Analytics
150	Amazon fulfillment center Project Dylan	Tulsa, OK	Warehouse/Logistics	Dodge Data & Analytics
145	Data center	Mesa, AZ	Data center	www.construction.com
130	Amazon fulfillment center	Rialto, CA	Warehouse/Logistics	www.construction.com
125	United Parcel Service distribution centers	Salt Lake City, UT	Warehouse/Logistics	Dodge Data & Analytics
120	United Parcel Service distribution centers	Atlanta, GA	Warehouse/Logistics	Dodge Data & Analytics
111	Walmart distribution center	Bentonville, AR	Warehouse/Logistics	Dodge Data & Analytics
107	Warehouse complex	Fremont, CA	Warehouse/Logistics	www.construction.com
100	Port of Centralia Grocery Distribution Center	Centralia, WA	Warehouse/Logistics	Dodge Data & Analytics
100	Fontana Logistics Center	Fontana, CA	Warehouse/Logistics	Dodge Data & Analytics
100	FBI data center	Pocatello, ID	Data center	datacenterknowledge.com
NA	Green Line extension	Boston, MA	Rail	www.patch.com
NA	Charlotte Gateway Station	Charlotte, NC	Rail	Charlotte Business Journal
NA	Purple Line mass transit extension	Los Angeles, CA	Rail	www.la.curbed.com

Affiliated Distributors' Electrical Member Sales Up +9% YTD Through September

Affiliated Distributors (AD), Wayne, PA, reported a +10% increase in total member sales across all of its divisions, totaling \$30.8 billion through the first nine months of the year. Purchases from AD suppliers also grew by 13% YTD. Projections put AD member sales surpassing the \$40 billion milestone in 2018.

On a same-store basis, by industry, Q3 YTD electrical sales were up +9%; PHCP (plumbing, heating, cooling and piping) sales were up 13%; Industrial/Power Transmission (PT) sales were up +11%; and Building Materials were up +5%. By country, same store sales in the U.S. grew +10%; Canada was up +8% and Mexico

grew +14%.

Bill Weisberg, AD's chairman and CEO said in the press release, "Q3 was a busy one for us at AD. We completed our eighth merger, doubling the size of the AD Bearings & Power Transmission division; broke attendance records at all our Fall meetings; introduced new HR and Procurement Service Providers; and AD eCommerce Solutions built close to one million more SKUs, now closing in on 4 million normalized and attributed SKUs for AD members to use in their digital branches. Perhaps the biggest highlight of Q3 was the organization successfully transitioned to being member owned."

Construction Still Healthy But Starting to Slow Down

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funding for public works."

While the market may be in the early innings of a gradual slow-down, there's still plenty of major project work underway and on the drawing boards. Murray said the most active project types include data centers, Amazon warehouses, airports and sports facilities. He was particularly impressed with the amount of data center activity, and Dodge project data presented at the meeting showed at least \$4.8 billion in data center

work now underway. See the chart on page 2 for a list of some of the biggest projects now underway in these areas

Another economist at the meeting said the overall U.S. economy market may be gradually be slowing down. Cris deRitis, senior director, Economics, & head of Consumer Research for Moody's Analytics, said he sees a soft landing followed by a "garden variety" relatively short recession of about a year, possibly and starting in 2Q 2020.

— Jim Lucy in National Harbor, MD

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through 2027. According its research, Navigant forecasts a 7.6% compound annual growth rate for global TLED shipments from 2018 to 2027.

Navigant found that the TLED market is experiencing substantial growth thanks to declining prices, a desire to decrease energy consumption, and building codes and standards that require more efficient lighting solutions.

"Price declines and utility incentives have made the initial cost of TLEDs more comparable to that of fluorescent tubes while the above-mentioned benefits have helped justify the higher price point," says Krystal Maxwell, senior research analyst at Navigant Research, in a release. "They provide a more attractive upfront cost than LED luminaires, as well as increased flexibility and ease of installation, which is helping to drive the TLED market."

DLC study highlights growth potential of C&I LED lighting market

Opportunities for continuing the transformation of energy-saving technologies in commercial and industrial lighting extend well into the future and the time is right to capture those savings, according to a report

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Dodge Forecast for U.S. Total Construction Starts (\$ Billions)

	2013	2014	2015	2016	2017	2018	2019
Total Construction	547.3	607.2	689.8	736.1	785.3	806.8	808.3
	+11%	+11%	+14%	+7%	+7%	+3%	-0-
Single-Family Housing	159.2	163.8	186.2	201.1	218.6	232.4	232.2
	+27%	+3%	+14%	+8%	+9%	+6%	-0-
Multi-Family Housing	51.8	70.8	87.5	96.1	89.0	93.0	87.1
	+27%	+37%	+24%	+10%	-7%	+5%	-6%
Commercial Buildings	67.5	84.0	93.4	114.5	116.6	119.3	115.8
	+22%	+24%	+11%	+23%	+2%	+2%	-3%
Institutional Buildings	92.1	105.3	110.2	122.0	143.5	145.5	149.7
	-0-	+14%	+5%	+11%	+18%	+1%	+3%
Manufacturing Buildings	19.4	35.8	25.3	20.3	25.8	30.4	30.9
	+48%	+85%	-29%	-19%	27%	+18%	+2%
Public Works	127.4	122.4	129.3	135.2	159.9	162.5	169.6
	+13%	-4%	+6%	+5%	+18%	+2%	+4%
Electric Utility & Gas Plants	29.9	25.1	58.0	46.8	31.8	23.7	23.0
	-44%	-16%	+131%	-19%	-32%	-25%	-3%
Total Construction	498.0	546.2	606.5	668.9	727.7	752.7	754.4
Minus Mfg., Elec. & Gas	+17%	+10%	+11%	+10%	+9%	+3%	-0-

Source: 2019 Dodge Construction Outlook / Dodge Data & Analytics. For subscriptions to more detailed market data visit www.construction.com.

Industry Events

November 5-7

NAED Eastern Region Conference

Marco Island, FL; National Association of Electrical Distributors, www.naed.org

November 12-13

Automation Fair

Philadelphia; Rockwell Automation, www.rockwellautomation.com

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, dallasmarket-center.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.distributtech.com

February 6-9

NEMRA Annual Conference

Dallas; National Electrical Manufacturers Representatives Association, www.nemra.org

February 25-27

AD eCommerce Summit

Fort Worth, TX; Affiliated Distributors, www.adhq.com

February 25-27

NAED South Central Region Conference

Tampa, FL; NAED, www.naed.org

February 27-March 1

Strategies in Light

Las Vegas; Strategies Unlimited, www.strategiesinlight.com

Legrand and Lumileds Form Unique Partnership on Tunable White Lighting

Legrand, North & Central America and Lumileds announced a partnership agreement that the companies said will bring to market a simple to integrate and easy-to-install plug and play solution that delivers high quality tunable-white light.

Under this agreement, Lumileds will provide intelligent light sources from its Luxeon line and Matrix Platform that are programmed to work with Legrand's Wattstopper Blanco line of tunable white logic modules within the Wattstopper Digital Lighting Management (DLM) lighting controls solution. Lumileds joins existing Legrand partnerships in tunable-white light engine as the exclusive LED array provider.

"The lighting industry is beginning the transition from providing only static white light to enabling dynamic end user selectable color temperature solutions as a subset of what is becoming possible with intelligent

and human centric lighting fixtures and controls," said Steve Barlow, SVP/general manager of Lumileds Illumination Business, in a release. "We are excited about the partnership with Legrand and their capability to advance the adoption of tunable lighting. Our joint commitment is to optimize the customer experience by offering perfect fixture-to-fixture color matching over a wide CCT range through simple, seamless integration of light sources into fixtures that interface with Wattstopper tunable white modules and their lighting controls."

The partnership, combining expertise in LED light sources, drivers and controls with the Blanco intellectual property from Lumenetix Inc., ensures the development of market-ready solutions for a range of tunable white applications across the commercial, healthcare, hospitality and education market segments.

Storm Flags Are Up in Copper and Metals

The single red triangular flag that was indicating "Small Craft Warning," is now two triangular flags, advising us of "Gale Force Warning." Where to begin?

Most nonferrous markets lost more ground last week, despite more metal moving out of warehouses. But the exception, however, is found in Shanghai, where inventories have risen over the past four consecutive weeks, with some 37,900 mt of excess metal moving into storage.

What is this telling us?

Elsewhere in the copper market, while prices have fallen appreciably over the past few months, the market is advising us of tightening conditions, with the appearance of a backwardation on the LME in the Cash to 3s, and on Comex in the nearby months.

On a more macro basis, the weekly bar chart still shows copper contained within the \$2.70 to \$2.85 range, but copper, aluminum, lead, tin and nickel are all hanging on by a thread to their respective support lines, while zinc is correcting from its precipitous decline.

Of equal, if not greater importance, equity markets fell further last week, accompanied by heightened volatility. The S&P 500 is now in negative territory on a year-to-date basis, and is currently trad-

ing below its 52-week moving average. Also, with just a few exceptions, equity markets around the world are all in the red this year.

Over the past 30 years or so, the price of copper does not track very closely with the S&P 500, except during periods when equities fell sharply as in 2000-2001, and 2008, and copper was dragged lower as well. If in the event global stock markets fall further, it will come as no surprise to see copper prices also retreat, regardless of fundamental expectations.

John Gross, publisher of The Copper Journal, is one of the metals industry's best resources on copper pricing trends. If you would like to learn more about how to manage your wire and cable inventory in this volatile market environment, e-mail him at john.gross@copperjournal.com or call him at 631-824-6486.

Investors Punish GE

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GE Lighting, meanwhile, posted a 2% decline in revenues from the same quarter in 2017, showing \$26 million in profit on \$385 million in sales.

Overall, GE reported revenues of just under \$29.6 billion on a GAAP basis for the third quarter, a 4% decline from Q3 2017.

Value of New Construction Holds Steady in September but Shows Nice YOY Increase

Construction spending during Sept. 2018 was estimated at a seasonally adjusted annual rate of \$1,329.5 billion, nearly the same as the revised August estimate of \$1,328.8 billion. The September figure is 7.2% above the Sept. 2017 estimate of \$1,240.4 billion. During the first nine months of this year, construction spending amounted to \$982.9 billion, 5.5% above the \$931.3 billion for the same period in 2017.

Private construction. Spending on private construction was at a seasonally adjusted annual rate of \$1,020.4 billion, 0.3% above the revised August estimate of \$1,016.9 billion. Residential construction was at a seasonally adjusted annual rate of \$556.4 billion in September, 0.6% above the revised August estimate of \$553.4 billion. Nonresidential construction was at a

seasonally adjusted annual rate of \$463.9 billion in September, 0.1% above the revised August estimate of \$463.5 billion.

Multi-family construction saw the biggest month-to-month increase with a +8.7% increase to \$64.2 billion. At \$17.9 billion, transportation was up +18.9% over Aug. 2017, due in part, no doubt, to the dramatic increase in airport terminal construction.

Public construction. In September, the estimated seasonally adjusted annual rate of public construction spending was \$309.1 billion, 0.9% below the revised August estimate of \$312.0 billion, but +11% ahead of Aug. 2017. Educational construction was at a seasonally adjusted annual rate of \$74.6 billion, 1.2% above the revised August estimate of \$73.7 billion and +9.9% above the Aug. 2017 pace.

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published in July by the DesignLights Consortium (DLC), Medford, MA, a keeper of a list of qualified lighting equipment used by utility rebate programs and specifiers throughout the industry.

In the report, titled “Energy Savings Potential of DLC Commercial Lighting and Networked Lighting Controls,” authored by Dan Mellinger, senior consultant at Energy Futures Group, Hinesburg, VT, the author said the findings illustrate, “We have a massive opportunity in front of us in terms of energy savings, carbon, and climate...an opportunity we can’t ignore.”

DLC Executive Director Christina Halfpenny said in a release that DLC considers the study “a bellwether for how and where we are allocating our resources so we can make the biggest impact on market adoption and energy efficiency.”

The study debunked speculation that C&I lighting efficiency programs will fall off a cliff when Energy Independence and Security Act (EISA) standards take effect in 2020. Those standards address screw-base fixtures, a type of lighting used by only 10% of C&I facilities. Over 70% of the nation’s C&I lighting inventory, on the other hand, comprises indoor linear fixtures — a category that currently enjoys just 6.5% market adoption of hyper-efficient LEDs and is a great candidate for controls, further enhancing the savings opportunities, DLC said in the release.

WESCO sees solid growth for 2019

WESCO International, Pittsburgh, had a strong quarter and is forecasting steady growth for 2019. Said John Engel, the company’s chairman, president and CEO, “We had another strong quarter and are pleased with our return to profitable growth in 2018. This is the third consecutive quarter that we delivered double-digit growth in operating profit and EPS.

“We expect all of our end markets to remain healthy and to continue to provide excellent profitable growth opportunities for WESCO. Our outlook includes above-market sales results, execution of our profitable growth initiatives, investments in our people and processes, and maintaining our cost and cash management discipline. As a result, we expect sales growth in the range of 3% to 6% for next year.”

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Value Of New Construction Put In Place — September, 2018

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

	Sept. '18 ₁	Aug. '18 ₂	Mo. % Change	Sept. '17	YTY % Change
Total Construction	1,329.5	1,328.8	0	1,240.4	7.2
Total Private Construction	1,020.4	1,016.9	0.3	962.0	6.1
Residential	556.4	553.4	0.6	529.4	5.1
New single family	283.2	285.5	-0.8	274.7	3.1
New multifamily	64.2	59.1	8.7	59.4	7.5
Nonresidential	463.9	463.5	0.1	432.6	7.2
Lodging	32.0	30.9	3.7	27.8	15
Office	64.3	63.7	0.8	56.7	13.4
Commercial	88.1	89.7	-1.8	84.0	4.9
Health care	33.3	32.8	1.6	33.4	-0.2
Educational	21.9	21.2	3.2	20.6	6.2
Religious	2.9	3.0	-2.1	3.4	-13.7
Amusement and recreation	15.3	15.4	-0.3	14.1	8.8
Transportation	17.9	17.7	1.4	15.1	18.9
Communication	23.8	24.0	-0.6	24.6	-3.1
Power	95.5	97.0	-1.6	87.5	9.2
Electric	72.0	0.1	-1.7	67.6	6.4
Manufacturing	67.8	67.1	1.1	64.9	4.4
Total Public Construction	309.1	312.0	-0.9	278.4	11
Residential	5.9	6.3	-7	6.6	-10.9
Nonresidential	303.2	305.6	-0.8	271.8	11.5
Office	9.1	10.1	-10.7	8.3	8.8
Commercial	3.5	3.3	6.2	2.9	21.7
Health care	9.2	9.5	-2.3	8.5	8.9
Educational	74.6	73.7	1.2	67.9	9.9
Public safety	9.4	9.6	-1.8	8.2	13.9
Amusement and recreation	12.7	12.6	0.2	10.6	19.4
Transportation	35.7	36.1	-0.9	31.0	15.2
Power	6.0	6.4	-6.1	6.1	-1.2
Highway and street	95.2	96.2	-1.1	87.6	8.6
Sewage and waste disposal	21.7	21.5	1	20.2	7.5
Water supply	14.6	14.6	-0.2	11.1	31.1
Conservation and development	9.5	9.6	-1.5	7.6	24.7

1—Preliminary; 2—Revised

Note: The U.S. Census department changed its construction categories beginning with its May 2003 statistics.

With the changes in the project classifications, data now presented are not directly comparable with those data previously published in the regular-format press releases and tables. Direct comparisons can only be made at the total, total private, total state and local, total federal, and total public levels for annual and not seasonally adjusted monthly data. For more information, check out <http://www.census.gov/const/www/c30index.html>.

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Rexel's North American sales growth tops +7% in Q3 2018

Rexel SA, Paris, is happy with its Q3 2018 sales increases in both the U.S. and Canada, and the company's CEO said it is now ready to start taking market share. CEO Patrick Berard said in a press release on the company's most recent financial results, "Rexel's performance in Q3 shows that the company is now in a position to capture growth opportunities in the US and gain market share in key regions. This represents a major advance after several years of underperformance and confirms that the strategy we have been implementing consistently for the past 18 months is starting to bear fruit. I am also pleased to see Canada progressing well."

The company's sales in the United States (which account for 79% of its North American revenues) were up +8% on a same-day basis, driven by commercial and industrial (up in mid- to high-single-digits). "Initiatives are paying off with 6,970 new customers and a 1.8% sales growth contribution from branch openings," the financial report said.

"Good commercial impact from our new regional organization, with strong growth in Florida (+20%), Gulf Central (+19%) and Northwest (+10%), offsetting slower growth in Northeast." Rexel also reported a +1.4% contribution from demand in the Oil & Gas market (up 24% in the quarter), but said its project business continues to be affected by lower wind and power projects (-1.0% contribution).

Graybar reports record 3Q 2018 results with +10% YOY gain

Graybar Electric Co., St. Louis, said its 3Q 2018 results included a net sales record of \$1.9 billion, a +10% increase compared to the same period last year. Net income for the quarter was a record \$54 million, up +82% percent from the same period in 2017. For the first nine months of the year, the company reported net sales of \$5.3 billion, an +8% increase compared to the same period last year.

Net income for the first nine months of the year increased +48.1% to \$119.1 million. The increase in net income was partially due to a lower corporate income tax rate as a result of the Tax Cuts and Jobs Act and ongoing company tax planning initiatives.

People

IAC Supply Solutions (Memphis, TN): **Keith Jones** joined IAC as its vice president of Services and Solutions. Jones will develop business strategies and capabilities as well as tactical plans for consistent execution. Before joining IAC Supply Solutions, Inc., Jones was global solutions manager for Rockwell Automation, with his primary responsibility being FedEx. During his twenty-plus years there, he also held the roles of solution architect, channel sales engineer and District Services and Solutions leader. Earlier in his career, Jones operated his own systems integration company.

"Automation and electrical distribution is in the midst of a transformation," said Darrell Smith, President of IAC Supply Solutions, Inc. "We're building on our industry expertise and our comprehensive selection of products to expand our solutions and services capabilities, and Keith is going to lead the way."

IAC Supply Solutions Inc., is one of the Mid-South's largest independent distributors of automation, electrical and industrial products and services.

Dakota Supply Group (DSG) (Fargo, ND): **Mike Meiresonne** is now COO and will lead DSG's corporate team and oversee all of the company's ongoing business operations. He will be based out of DSG's Plymouth, MN, office and will be a part of DSG's executive team. Before joining DSG, Meiresonne served as COO of First Supply, where he also held the roles of general manager and director of sales and marketing. Prior to that, he spent 11 years at Ferguson Enterprises, progressing from outside sales to regional sales management.

Service Wire (Culloden, WV): **Dan Trotta** has been promoted to regional sales manager in the Culloden sales office, and **David Garansuay** is now regional sales manager in the Houston sales office. Trotta now serves customers in Virginia, North Carolina, South Carolina, Georgia, Alabama and Florida. He has 29 years of experience in the wire and cable industry and has been with Service for two years.

Garansua's territory focuses on the company's commercial and industrial business in south Texas, Arkansas, western Tennessee, Mississippi and Louisiana. He has 13 years of electrical and industrial

sales, and has been with Service Wire for more than three years.

Omni Cable Corp. (West Chester, PA): **Jimmy Moreno** was promoted to director of distribution and will manage the day-to-day operations and leadership of Omni Cable's 12 US distribution centers. Moreno joined Omni Cable in 2011 as the company's distribution center manager of the Philadelphia branch. Over the years, Moreno led Omni Cable's Philadelphia distribution center team and collaborated with the company's operations and sales departments to deliver improvements to its operations.

Robroy Industries (Gilmer, TX): **Alison Pepper** was recently promoted to scheduler/buyer/expeditor. She started with Robroy Industries in March 2017 as a temporary employee and because of her 25 years of experience in accounting and book keeping, she was offered a full-time position in June 2017 as an accounting associate.

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Thomas Preston, 1927-1991

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