

# Electrical Marketing<sup>®</sup>

THE ELECTRICAL INDUSTRY NEWSLETTER

JANUARY 10, 2020 • Volume 45, Number 1

## Rexel Sells Piece of Gexpro Business Unit

Rexel and U.S.-based private investment firm LKCM Headwater Investments, Fort Worth, TX, have signed an agreement for LKCM Headwater to acquire the Gexpro Services business from Rexel.

The transaction is expected to close in the first quarter of 2020, subject to the satisfaction of certain conditions precedent.

According to a Rexel press release, “The transaction will provide enhanced development opportunities for Gexpro Services, which has been a non-core activity run independently from Rexel’s core Electrical Distribution business. The Gexpro banner remains a core element of Rexel USA’s electrical distribution business. This divestment will enable Rexel to focus its resources on its core strategy, including the U.S. electrical distribution business and digital transformation across the Rexel Group, and also to accelerate its deleveraging, in line with its capital allocation policy.”

Gexpro Services, which was acquired by Rexel as part of the GE Supply acquisition completed in Aug. 2006, provides integrated customized supply chain solutions centered around C-Part products (fasteners, fabrication, mechanical and electrical) primarily to high specification OEM industries (power and renewables, technology, transportation, aerospace, etc.), according to a *Yahoo Finance* post. With approximately 400 employees, Gexpro Services generated sales over the last twelve months through Sept. 2019 of an estimated \$260 million, mostly in the U.S. The Gexpro

*Continued on page 5*

## Anixter Board of Directors Likes WESCO’s Revised Acquisition Offer of \$100 Per Share

WESCO’s courtship of Anixter International, Glenview, IL, took another interesting turn this week when the wire and cable giant’s board of directors gave the thumbs up to WESCO’s revised acquisition offer.

Sam Zell, Anixter’s chairman, said in a Jan. 9 Anixter press release that, “After careful review and consideration and consultation with our financial and legal advisers, the board of Anixter has determined that the current WESCO offer is superior to the existing CD&R agreement.”

Private-equity firm Clayton, Dubilier & Rice (CD&R), acquired Anixter in Oct. 2019 in an all-cash transaction valued at approximately \$3.8 billion and \$81 per share. Since that time, CD&R has entertained acquisition offers for Anixter, including a series of proposals from WESCO International.

The most recent press release said in part, “The Anixter board of directors determined

that an offer from WESCO constitutes a ‘superior company proposal’ as defined in Anixter’s previously announced definitive agreement and plan of merger with an affiliate of CD&R.

“Under the terms of WESCO’s revised offer, WESCO would acquire Anixter for nominal consideration of \$100 per share, reflecting an enterprise value of approximately \$4.5 billion including net debt. The proposed consideration consists of \$70 per share in cash, 0.2397 shares of WESCO common stock, and \$15.89 per share in face amount of WESCO perpetual preferred stock.

“WESCO has told Anixter that the perpetual preferred stock is expected to be listed on the New York Stock Exchange, will be non-callable for five years and will pay dividends at a fixed rate subject to reset every five years. WESCO has also informed

*Continued on page 3*

## Electrical Stocks Have Memorable Year as More than 20 Companies Beat Market Indices

Electrical stocks turned in an impressive performance in 2019, with more than two dozen companies beating the 2019 gains of the S&P 500 and Dow Jones Index for the year and logging annual stock price gains of better than +30%. It was the best showing for publicly held electrical manufacturers, distributors and contractors in many years.

The 2019 performance of electrical stocks is even more impressive when you consider just how big of a gain the S&P 500 and Dow Jones Industrial Index enjoyed in 2019 (see table on page 2 for the returns of the electrical stocks that *Electrical Marketing* tracks). The S&P 500 Index was up roughly +29.79% for 2019, well above the +8% annual growth it has averaged since 1957, when the former S&P Composite Index of 90 stocks was increased to 500 stocks. The Dow Jones Index has produced a +7.75% average annual return since its

inception in 1921.

Leading all publicly held electrical companies was Orion Energy Systems, a Manitowoc, WI-based provider of integrated LED lighting systems, controls and IoT solutions for major national accounts that saw its share skyrocket +395.52% from, 67 cents a share to \$3.32 per share (Jan. 2 adjusted close). Generac, Waukesha, WI, also showed a big-time increase, with its shares doubling from \$50.99 per share on the first day of trading in 2019 to \$102.01 on Jan. 2 — a +100% increase. Other electrical manufacturers with huge 2019 gains in their stock prices were Atkore International (+96.16%) and Nexans SA (+84.45%).

On the distribution front, Anixter International, has seen its stock price increase dramatically over the past two months, in part due to a potential acquisition by

*Continued on page 3*

### Inside

2019’s hottest electrical stocks..... p. 2

EBCI slides in December..... p. 4

Value of New Construction..... p. 5

Rand joins Omni in Canada ..... p. 6

An Informa Business Media Inc. publication. Publishers of *Electrical Wholesaling* and *EC&M* magazines.

## 2019 Electrical Stock Performance

Company Name	Symbol	Jan. 2, 2020	Jan. 2, 2019	YOY % change
<b>MANUFACTURERS</b>				
ABB Ltd	ABB	24.37	18.27	33.39
Ametek	AME	100.80	67.26	49.87
Atkore International Group Inc.	ATKR	40.31	20.55	96.16
Acuity Brands Inc.	AYI	139.61	115.00	21.40
Belden Inc.	BDC	55.24	41.94	31.71
Energy Focus Inc.	EFOI	0.52	0.65	-20.00
Emerson Electric Co.	EMR	77.48	58.88	31.59
Encore Wire Corp.	WIRE	57.83	50.48	14.56
EnerSys	ENS	75.83	77.17	-1.74
Eaton Corp.	ETN	95.87	67.42	42.20
FLIR Systems Inc.	FLIR	52.75	42.81	23.22
Federal Signal Corp.	FSS	32.67	19.81	64.92
General Electric Co.	GE	11.93	7.73	54.33
Generac Holdings Inc.	GNRC	102.01	50.99	100.06
Hubbell Inc.	HUBB	148.50	97.62	52.12
Littelfuse Inc.	LFUS	193.48	169.34	14.26
Signify NV*	LIGHT.AS	28.54	19.90	43.42
Legrand SA*	LR.PA	73.54	47.85	53.69
LSI Industries Inc.	LYTS	6.09	3.56	70.97
3M Co.	MMM	180.00	188.03	-4.27
Mersen SA*	MRN.PA	34.65	23.50	47.45
Nexans SA*	NEX.PA	44.01	23.86	84.45
nVent Electric plc	NVT	25.92	22.51	15.15
Orion Energy Systems Inc.	OESX	3.32	0.67	395.52
OSRAM Licht AG*	OSR.DE	44.32	36.92	20.04
Pentair plc	PNR	46.42	37.77	22.90
Regal Beloit Corp.	RBC	86.59	70.51	22.81
Rockwell Automation Inc.	ROK	205.64	149.18	37.85
Revolution Lighting Technologies	RVLT	0.07	0.45	-84.44
Siemens AG*	SIE.HA	118.70	93.91	26.40
Schneider Electric SE*	SU.PA	93.06	57.41	62.10
Zumtobel Group AG*	T9Z.F	9.39	7.15	31.33
<b>DISTRIBUTORS</b>				
Avnet Inc.	AVT	42.72	36.22	17.95
Anixter International Inc.	AXE	95.65	54.92	74.16
Fastenal Co.	FAST	37.23	25.36	46.81
Genuine Parts Co.	GPC	105.81	93.41	13.27
W.W. Grainger Inc.	GWV	344.71	273.89	25.86
HD Supply Holdings	HDS	40.31	36.93	9.15
Houston Wire & Cable Co.	HWCC	4.27	5.05	-15.45
Kaman Corporation	KAMN	65.64	55.40	18.48
MSC Industrial Direct Co.	MSM	78.77	74.68	5.48
Rexel SA*	RXL.PA	11.97	9.10	31.54
WESCO International	WCC	58.88	48.04	22.56
<b>CONTRACTORS</b>				
EMCOR Group Inc.	EME	86.55	59.22	46.15
IES Holdings Inc.	IESC	25.13	15.96	57.46
MasTec Inc.	MTZ	63.69	40.88	55.80
Quanta Services Inc.	PWR	41.09	29.89	37.47
<b>HOME CENTERS</b>				
The Home Depot	HD	219.66	167.84	30.87
Lowe's	LOW	120.46	90.48	33.13
<b>ONLINE RETAILERS</b>				
Amazon	AMZN	1,898.01	1,539.13	23.32
Alibaba Group Holding Limited	BABA	219.77	136.70	60.77
<b>MAJOR STOCK MARKET INDICES</b>				
Dow Jones Industrial Average	^DJI	28,868.80	23,346.24	23.66
S&P 500	^GSPC	3,257.85	2,510.03	29.79
NASDAQ Composite	^IXIC	9,092.19	6,665.94	36.40

Notes: \* - Euros; Recent price from Jan. 2, 2020 is the Adjusted Close posted at Yahoo Finance

# Around the Industry

## CES opens 500th branch in U.S.

Dallas-based City Electric Supply (CES) recently announced the opening of its 500th U.S. branch location in La Porte, IN. CES says it invested in the La Porte

branch because of the town's high volume of industrial work and dense commercial market, including a carnival factory and many local businesses.

Brian Vergin is the branch manager. He

and his team have 22 years of combined experience.

Thomas Hartland-Mackie, the company's president and CEO, said in the press release that the company plans to open 25 to 40 new branch locations each year.

"My grandfather, Tom Mackie, opened the first CES branch in the United States in 1983," he said. "And being the hard-working, enterprising man that he was, he opened the 10th U.S. branch just one year later. So it's both thrilling and humbling to have reached this significant milestone of 500 branch locations. I know my grandfather would have been so proud to see this day come, and I am grateful to the whole City Electric Supply team for helping us to continue his legacy."

## WESCO Bulks Up Offer for Anixter Acquisition

*Continued from page 1*

the company that the proposed acquisition of Anixter will not require the approval of WESCO's stockholders.

"Anixter has notified CD&R of the Anixter board's determination and, pursuant to the CD&R merger agreement, CD&R has the option for the next five business days to negotiate an amendment of that agreement so that WESCO's offer will no longer be a superior company proposal.

"Under the CD&R merger agreement, Anixter is required to pay a \$100 million termination fee to CD&R if the Anixter board terminates the CD&R merger agreement in order to enter into an agreement with WESCO. WESCO has agreed to pay the termination fee on Anixter's behalf in such event.

"At this time, Anixter remains subject to the CD&R merger agreement and the Anixter board has not changed its recommendation in support of the CD&R transaction or the existing CD&R merger agreement, or its recommendation that Anixter's stockholders adopt the CD&R merger agreement.

"There can be no assurances that a transaction with WESCO will result from WESCO's offer, or that any other transaction will be consummated. There can be no assurance that CD&R will seek to negotiate with Anixter or will make a revised offer."

A Jan. 9 WESCO press release said, "Based on the number of shares of WESCO and Anixter common stock currently outstanding, it's anticipated that WESCO

stockholders would own 84%, and Anixter stockholders 16%, of the combined company. The value opportunity for Anixter's stockholders is at least \$115 per share when taking into account \$100 in nominal consideration proposed by WESCO, the Anixter stockholders' share of greater than \$200 million of capitalized synergies, potential multiple re-rating of WESCO's common stock and the value of the downside protection mechanism."

In his comments on WESCO's revised offer, John Engel, WESCO's chairman, president and CEO, said in the press release, "WESCO's proposal to acquire Anixter provides significant immediate value to Anixter's stockholders along with the opportunity for both companies' stockholders to benefit in the upside of this transformative combination. We are pleased the Anixter board has determined our latest proposal represents a superior company proposal and look forward to executing a merger agreement."

A previous WESCO press release said the combined company would have pro forma 2019 estimated revenues of approximately \$17 billion. WESCO would also have increased international exposure, with approximately 9% of revenues generated outside of the U.S. If the two companies get together, their combined revenues would vault them into the top position in *Electrical Wholesaling's* Top 200 listing, which is currently occupied by Sonepar and its \$10 billion-plus in 2018 North American revenues.

## Codale to supply products for all-electric development in Utah

Codale Electric, a Sonepar company, recently partnered with Sonnen, Auric Electric and Wasatch Group on the construction of Soleil Lofts. Located outside of Salt Lake City, the all-electric community is the first of its kind in the country.

Construction on the project began in spring 2019 and is expected to be finished by November 2020. It consists of 5.2 megawatts (MW) of solar power and 12.6 MW of energy storage, helping the community fulfill its mission to reduce its carbon footprint with an overall clean air solution. Codale provided solar racking, PV, general electrical materials, inverters and batteries to help complete the project.

"This community is the first of its kind in the United States and is constructed to respond to the needs of the grid and not the other way around, as has been the traditional relationship between solar energy and the utility," said Jess Green, renewable energy branch manager for Codale. "This is the way of the future and we're excited to be a part of it."

## NAHB/Wells Fargo report says home builders remain confident

The NAHB/Wells Fargo Housing Market Index (HMI) ended 2019 on a high note after a weak finish in 2018. The Dec. 2019 reading for the HMI was 76 — the highest score in 20 years. Builder sentiment is being fueled by persistently low levels of resale

*Continued on page 5*

## Electrical Stocks Enjoy a Stellar 2019

*Continued from page 1*

WESCO International. The stock was up +74.16% in 2019.

As a group, publicly held contractors had the best year, as all of the companies *EM* tracks beat the S&P 500 and Down Jones Industrial. IES Holdings (+57.46%), Mastec (+55.8%) and EMCOR (+46.15%) saw the biggest annual gains in share prices.

While the 2019 stock price gains by electrical stocks are impressive, some of

the growth in share prices was part of the dramatic recovery in the overall stock market from the big drop it experienced in Dec. 2018. On Christmas Eve, the S&P 500 Index was down approximately -16% from the beginning of that month due to concerns over a potential trade war with China. The S&P recovered this loss by Feb. 22, and from there marched upward to record highs.

— Jim Lucy

## Industry Events

*January 20-22, 2020*

**NAED Western Region Conference**  
Phoenix; National Association of Electrical Distributors, [www.naed.org](http://www.naed.org)

*January 28-29, 2020*

**EC&M 2020 Code Change Conference**  
Boston; *Electrical Construction & Maintenance (EC&M)* magazine, [www.ecmweb.com/code-change-conferences/boston-2020-code-change-conference](http://www.ecmweb.com/code-change-conferences/boston-2020-code-change-conference)

*January 28-30, 2020*

**NAW Executive Summit**  
Washington, D.C.; National Association of Wholesaler-Distributors (NAW), [www.naw.org](http://www.naw.org)

*January 29-February 1, 2020*

**NEMRA Annual Conference**  
Orlando, FL; National Electrical Manufacturers Representatives Association, [www.nemra.org](http://www.nemra.org)

*February 9-13, 2020*

**BICSI Winter Conference**  
Tampa, FL; [www.bicsi.org](http://www.bicsi.org)

*February 24-26, 2020*

**NAED South Central Region Conference**  
Austin, TX; [www.naed.org](http://www.naed.org)

*March 11-12, 2020*

**Electrical Expo - St. Louis**  
St. Charles, MO; Electrical Board of Missouri and Illinois, [www.electricalboard.org](http://www.electricalboard.org)

*March 24-26, 2020*

**IMARK Showcase**  
Rosemont, IL; IMARK, [www.imarkgroup.org](http://www.imarkgroup.org)

*April 15-16, 2020*

**Upper Midwest Electrical Expo**  
Minneapolis, MN; North Central Electrical League, [www.ncel.org](http://www.ncel.org)

*April 19-23, 2020*

**NAILD Convention**  
Biloxi, MS; National Association of Independent Lighting Distributors, [www.naild.org](http://www.naild.org)

*April 21-24, 2020*

**AHTD Spring Meeting**  
Scottsdale, AZ; Association for High Technology Distribution, [www.ahtd.org](http://www.ahtd.org)

## Dodge Momentum Index Ends 2019 on a High Note, Moving Higher in December

The Dodge Momentum Index increased +1.5% in December to 156.2 (2000=100) from the revised November reading of 153.9. The Momentum Index, published monthly by Dodge Data & Analytics, is a 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.

For the full year, the Momentum Index averaged 141.9, a decline of -3.7% from 2018's average. In 2019, the commercial component was -2.3% lower than the previous year, while the institutional component dropped -5.9%. Last year's slip in the dollar value of projects entering planning suggests

that construction spending for nonresidential buildings could see a setback in the year to come. However, the Momentum Index did end the year on a high note indicating that a decline in 2020 construction is likely to be modest in nature.

In December, 13 projects each with a value of \$100 million or more entered planning. The leading commercial projects were the \$300-million Churchill Downs Hotel in Louisville, KY, and a \$200-million Walmart distribution center in Topeka, KS. The leading institutional projects were the \$250-million Memorial Hermann Medical Center in Shenandoah, TX, and the \$240-million Advent Health Hospital in Lenexa, KS.

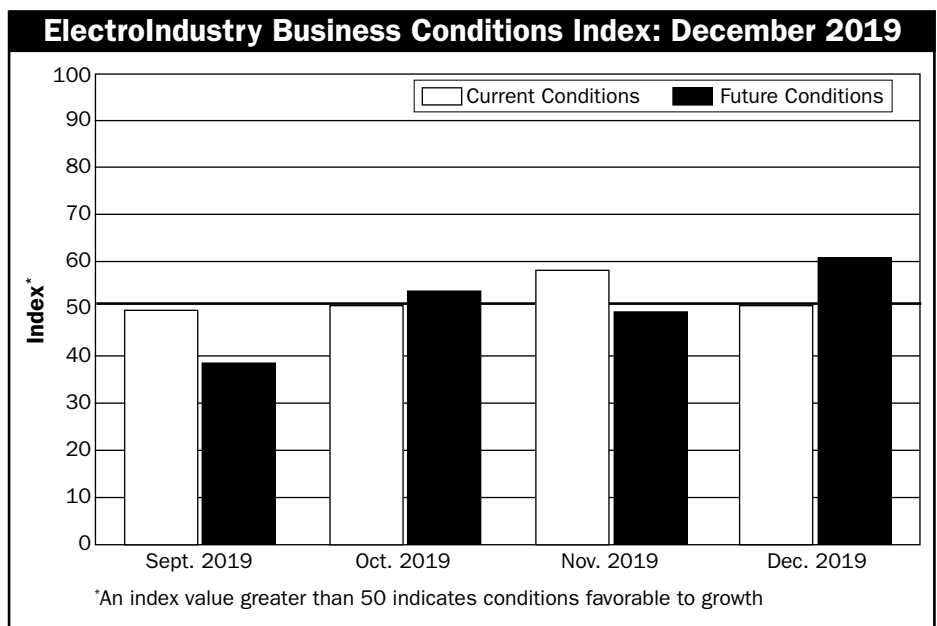
## NEMA's EBCI Index Slides in December but Respondents Remain Bullish on the Future

In the wake of the vast majority of EBCI panel members' reporting unchanged conditions, the December current conditions component narrowed to 50 points after hitting 58.8 last month. An undercurrent of unease and uncertainty rippled through many comments, touching on trade concerns, weakness in the industrial sector and the impeachment drama. However, similar to last month's EBCI report, the quantitative results were probably best reflected in the remark noting, "Business conditions are steady but at a high level."

The ElectroIndustry Business Conditions Index (EBCI) is a monthly survey of senior executives at electrical manufacturers

published by the National Electrical Manufacturers Association (NEMA), Rosslyn, VA. Any score over the 50-point level indicates a greater number of panelists see conditions improving than see them deteriorating.

A sharp upswing in the share of respondents expecting better conditions in six months pushed the future conditions component to its highest reading since June 2018. The forward-looking indicator benefitted from a pullback in the share of "unchanged" responses. One survey respondent noted improved expectations for a strong year, and others offered conditional optimism largely centered around the satisfactory resolution of trade and tariff battles.



# November Value of New Construction Shows Little Change over October at \$1,324.1 Billion

Total construction spending during Nov. 2019 was estimated at a seasonally adjusted annual rate of \$1,324.1 billion, +0.6% above the revised October estimate of \$1,316.8 billion. The U.S. Census Bureau said the November figure is +4.1% above the Nov. 2018 estimate of \$1,271.4 billion. During the first eleven months of this year, construction spending amounted to \$1,201.6 billion, -0.8% below the \$1,211.8 billion for the same period in 2018.

**Private construction.** Spending on private construction was at a seasonally adjusted annual rate of \$985.5 billion, +0.4% above the revised October estimate of \$981.1 billion. Residential construction was at a seasonally adjusted annual rate of \$536.1 billion in November, +1.9% above the revised October estimate of \$526.3 billion. Nonresidential construction was at a

seasonally adjusted annual rate of \$449.4 billion in November, -1.2% below the revised October estimate of \$454.7 billion.

Private office construction did not show any change from October at \$68.73 billion, but is enjoying a +6.5% increase year-over-year in November.

**Public construction.** In November, the U.S. Census Dept.'s estimated seasonally adjusted annual rate of public construction spending was \$338.6 billion, +0.9% above the revised October estimate of \$335.7 billion and +12.4% above Nov. 2018. Educational construction was at a seasonally adjusted annual rate of \$83.9 billion, virtually unchanged from the revised October estimate of \$84 billion and +12.6% above Nov. 2018. Public health care construction was up +1.2% to \$8.88 billion in November, but down -4.4% from Nov. 2018.

## Rexel Sells Gexpro Services Business to LKCM Headwater

*Continued from page 1*

Services division has 15 U.S. locations, as well as branches in China and Hungary. Rexel lists 116 other Gexpro branches in the United States, on [www.gexpro.com](http://www.gexpro.com).

Patrick Berard, Rexel's CEO, said in the release, "Under LKCM Headwater, Gexpro Services will become core and will benefit from a new owner with extensive specialty, value-added distribution experience to add investment and focus, driving continued growth and high levels of customer service. This divestment, which follows a disposal program of €650 million euros in 2017 and 2018 (approximately \$722 million), is in line with our strategy aiming at optimizing our portfolio with targeted divestments or acquisitions, to continue refocusing on our core business, and create further value."

Jefferies LLC served as financial advisor and Sidley Austin LLP served as legal counsel to Rexel.

## Around the Industry

*Continued from page 3*

inventory and solid economic conditions, including low interest rates, historically low unemployment and accelerating wage growth. By comparison, the HMI was at a level of 56 in Dec. 2018 because of higher mortgage interest rates and a more hawkish Federal Reserve.

Robert Dietz, chief economist for the National Association of Home Builders, said in the association's *Eye On the Economy* blog that, "Although most housing indicators, including the most recent pending home sales report from National Association of Realtors, are showing year-over-year gains and signaling additional expansion, it's important to keep in mind the degree of underbuilding that has taken place during the last decade.

"Indeed, a recent NAHB report examining the last 10 years of home building found that on a population-adjusted basis, single-family construction in the 2010s operated at about half the pace of the uniform rate that prevailed during the 1980s, 1990s and 2000s. This degree of underbuilding and signs of a Federal Reserve on hold with respect to future interest rate hikes indicate that home construction will expand in 2020."

### Value Of New Construction Put In Place — November 2019

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

	Nov. '19 <sub>1</sub>	Oct. '19 <sub>2</sub>	Mo. % Change	Nov. '18	YTY % Change
<b>Total Construction</b>	<b>1,324.1</b>	<b>1,316.8</b>	<b>0.6</b>	<b>1,271.4</b>	<b>4.1</b>
Total Private Construction:	985.5	981.1	0.4	970.2	1.6
Residential	536.1	526.3	1.9	521.9	2.7
New single family	280.7	277.5	1.2	281.4	-0.3
New multi-family	59.1	59.1	0	61.5	-3.9
Nonresidential	449.4	454.7	-1.2	448.3	0.2
Lodging	30.7	31.9	-3.8	30.5	0.7
Office	68.7	68.8	-0.1	64.6	6.5
Commercial	79.1	79.5	-0.6	83.1	-4.8
Health care	34.8	34.9	-0.4	32.3	7.8
Educational	18.1	18.5	-2	20.6	-12.2
Religious	2.9	2.9	-1.1	3.1	-8.6
Amusement and recreation	13.3	13.3	0.3	15.5	-14.1
Transportation	16.2	16.3	-0.9	17.9	-9.4
Communication	23.3	23.0	1.3	23.8	-1.9
Power	89.7	91.1	-1.6	86.0	4.3
Electric	68.7	69.8	-1.5	67.3	2.1
Manufacturing	71.2	72.9	-2.4	69.7	2.1
-	-	-	-	-	-
<b>Total Public Construction:</b>	<b>338.6</b>	<b>335.7</b>	<b>0.9</b>	<b>301.2</b>	<b>12.4</b>
Residential	7.0	7.1	-1.3	6.1	14.7
Nonresidential	331.7	328.6	0.9	295.1	12.4
Office	11.3	11.2	0.7	9.4	19.9
Commercial	4.2	4.6	-8.4	3.9	6
Health care	8.9	8.8	1.2	9.3	-4.4
Educational	83.9	84.0	0	74.6	12.6
Public safety	10.5	11.0	-4.4	9.4	11.1
Amusement and recreation	13.9	13.7	0.9	12.6	10.1
Transportation	39.3	38.6	1.8	35.0	12.3
Power	7.6	7.2	5.3	5.5	37.9
Highway and street	96.4	94.3	2.2	89.6	7.6
Sewage and waste disposal	26.5	26.6	-0.2	22.4	18.4
Water supply	17.8	17.3	2.8	13.7	30.1
Conservation and development	9.6	9.7	-0.7	7.9	21.3

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>.

# People

*Acuity Brands (Atlanta):* **Neil Ashe** will be president, CEO and a member of the board effective Jan. 31. Ashe will take over the CEO position from **Vernon Nagel**, who will remain with the company in the newly created role of executive chairman. Ashe will also become the president of Acuity Brands, replacing **Richard Reece**, who will become executive VP of the company and president of Acuity Brands Lighting, the primary operating subsidiary of the company. Ashe's appointment is part of a succession plan for certain senior leadership positions that began almost a year ago.

Nagel said in the press release that Ashe's experience leading technology-oriented organizations is an "ideal fit" for Acuity Brands, as the company continues its journey to be an industrial technology leader. Ashe was previously president & CEO of Global eCommerce & Technology at Walmart, president of CBS Interactive and CEO of CNET Networks.

"It has been a privilege and an honor for me to lead the great associates of Acuity Brands for the last 15 years," Nagel said in the press release. "We successfully navigated one of the greatest technology transformations faced by any industry with the advent of digital lighting, and over that time period more than doubled our sales, tripled our operating margins, and saw an eight-fold increase in shareholder value. Today our platform is strong, and we see exciting new opportunities in the years to come. With Neil's leadership skills and background, Acuity Brands is uniquely positioned to exploit these opportunities."

*OmniCable (West Chester, PA):* As the company's new Canadian regional manager, **Ian Rand** will manage the day-to-day operations of OmniCable's Toronto branch. He brings to OmniCable more than 30 years of experience in all levels of the Canadian wire and cable industry. Prior to OmniCable, Rand was with Prysmian/General Cable, Anixter and Shawcor.

*Platinum Tools (Newbury Park, CA):* **Scott Lipsett** joined the company as marketing manager. Lipsett takes over for **Jason Chesla**, who recently moved into Platinum Tools' sales department in the role of national accounts manager. Lipsett has a bachelor's degree in advertising and public relations from the University of

Southern California. He was most recently brand manager at Reactor Watch.

*Plastics Pipe Institute (PPI) (Irving, TX):* **David Fink** will be PPI's new president and executive director, effective at the end of Jan. 2020. Fink, a veteran of the plastics pipe industry, previously served as the chairman of the PPI board of directors from 2017 to 2019 and has held a number of other leadership positions within the organization. PPI is a North American trade association representing all segments of the plastic pipe industry.

Fink most recently served as the senior VP at WL Plastics, a PPI member company, and previously at Dow Chemical in the company's polyolefin resin business, with the majority of the years being part of growing its plastics pipe resin business. Fink earned a bachelor's of science in chemical engineering from the University of Pittsburgh, and a bachelor's of science in chemistry from Gannon University.

## Obituary

**Clarence Martin**, the CEO and CFO of State Electric Supply Co., Huntington, WV, passed away on Jan. 8. He was born on Feb. 19, 1939 and was an active and widely respected member of the National Association of Electrical Distributors (NAED) and the Affiliated Distributors (A-D) buying/marketing group.

## Rep News

**SMTM** and **McCreary Sales**, two Texas-based representative agencies have merged, according to an Encore Wire press release. Effective Jan. 1, McCreary Sales will expand its geographic footprint to include east and central Texas in addition to north and west Texas, New Mexico and Oklahoma. The employees of SMTM will transition to McCreary Sales as part of this merger. Bill Hyle, principal owner of SMTM, will remain on to support the transition until his retirement at the end of 2020.

Daniel Jones, Encore Wire's chairman, president and CEO, said, "As we look at the needs of our partners and the opportunities to add value in a changing marketplace, we regularly review areas for growth and expansion. To that end, we believe the merger of SMTM and McCreary Sales will accelerate Encore Wire's growth across our

home state of Texas."

Hubbell Commercial Construction has selected **McDonald Associates Inc.**, Elk Grove Village, IL, to represent all five of the business' brands in northern Illinois and northwest Indiana. This includes RACO, TayMac, Bell, Wiegmann and Acme Electric. The Hubbell Commercial Construction brands provide electrical products to commercial, OEM, institutional and residential markets. Formed in 1986, McDonald Associates serves a market with industrial plants, power utilities, food processors, specifying engineers, electrical distributors and contractors.

Independent rep **DVL Group**, Bristol, PA, will be Russelectric's manufacturers' representative for Colorado, New Mexico, Utah and Idaho. The 30-year-old, employee-owned DVL is headquartered in the Philadelphia metro area and has a national platform backed by offices across the country in Albuquerque, NM; Denver; Harrisburg, PA; and Salt Lake City.

## Electrical Marketing

**Telephone: (913) 967-1951**

**Fax: (913) 514-6800**

**Subscriptions: (866) 505-7173**

Subscription rates:

*Electrical Marketing* now offers a special \$99 introductory rate for the 1st year only. Renewals come at the \$199/year standard rate for all digital access and print subscription. Group subscription discount rates are also available. For subscription information, please contact our Customer Service Manager Diane Mason directly at 913-967-1877 or [diane.mason@informa.com](mailto:diane.mason@informa.com).

*Electrical Marketing* is published twice a month by Informa Business 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).

**PRIVACY POLICY:** Your privacy is a priority to us. For a detailed policy statement about privacy and information dissemination practices related to Informa products, please visit our Web site at [www.informa.com](http://www.informa.com).

Jim Lucy, Content Director (913) 967-1743  
Ellie Coggins, Associate Content Specialist (913) 967-1951  
David Eckhart, Art Director  
Sonja Trent, Audience Marketing Manager  
Mike Hellmann, Vice President

In Memoriam:

George Ganzenmuller, 1924-1986  
Thomas Preston, 1927-1991

© Copyright 2018, Informa Business Media Inc. All rights reserved. Reproduction in any form whatsoever is forbidden without the express permission of the copyright owner.