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People on the Move

Dakota Supply Group (DSG) (Plymouth, MN): DSG recently promoted **Mark Johnson** to branch manager of its branch in Missoula, MT. Johnson has worked with DSG in the Missoula market for more than 30 years.

Additionally, **Denny Demontigny** joined the company as branch manager of its Plymouth, MN-based business. Demontigny has spent more than 25 in the distribution industry, with progressive roles in inside sales with Pipline Supply; general manager for SPS Companies; and most recently as branch manager at First Supply in the Minneapolis-St. Paul metropolitan market.

In other news at Dakota Supply Group, **Mark Wentz** recently joined the company as branch manager of the Fargo electrical branch in Fargo, ND. Wentz's leadership experience during his 27-year business career includes positions as an operations manager in the construction industry; general manager of an electric utility; and most recently as a manager with an electrical distributor.

Turtle & Hughes (Linden, NJ): Supply chain management veteran **Caldwell Hart** recently joined the company as senior vice president - Supply Chain, chief procurement officer, and as a member of the executive team. In this role, he will be responsible for strategic procurement, operational purchasing and related services. He will report directly to Jayne Millard, chairman and co-CEO, and Kathleen Shanahan, co-CEO.

Most recently, Hart worked at MKS

Continued on page 6

Inside

50 big construction jobs ..... p. 2
EW Top 200 sneak preview ..... p. 3
EPI sags in April ..... p. 4
Major rep appointments ..... p. 6

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Billions in Health Care Construction Offers Reason to Cheer in an Otherwise Soft Market

While the construction industry faces challenges from the COVID-19 coronavirus that would have seemed unthinkable just six months ago, there's enough new project activity underway or on the drawing boards to offer even them most down-in the-dumps pessimists some reason to cheer.

Electrical Marketing's editors found dozens of big-dollar projects either underway or in the planning stages right now, and we picked 50 of them for the chart on page 2 so you can get a taste of the different project work that offers electrical sales potential. A more in-depth list of 100-plus projects that made news so far this year is available to subscribers at *www.electricalmarketing.com.*

Our research revealed more than $3.2 billion in the construction of hospitals, medical buildings and medical education facilities. One of the larger medical projects that recently broke ground is the $800 million New Valley Hospital project in Paramus, NJ. Other big health care construction projects include the $221-million upgrade to hospital facilities on the University of Cincinnati campus in the planning states; the $500-million Good Samaritan Hospital renovation on the drawing boards in West Islip, NY; the $420-million Asante Rogue Medical Center being considered in Medford, OR; and the $250-million Anschutz Medical Campus planned for Aurora, CO.

Airport construction continues to be an active category of infrastructure work. Along with the on-going construction of a billion-dollar rental car facility at LAX Airport in Los Angeles and the $340-million addition planned for Sea-Tac Airport's C1 Building, work on the $950-million Portland International Airport renovation started in April, and a smaller $80-million project at Long Beach International Airport is also underway. And when it starts,

Continued on page 3

IHS Markit Expects Commodity Prices to Bottom Out in 2Q 2020 & Recover Slowly

After falling -32% from a year earlier, commodity prices will reach bottom in second quarter, according to the IHS Markit May Commodity Price Watch published by John Mothersole, IHS Markit's pricing and purchasing research director, and one of the leading experts on commodity pricing in the nation. Following is his report.

Commodity prices are not expected to regain their late-2019 levels until well into 2022. The COVID-19 pandemic has reshaped the outlook by triggering the largest peacetime contraction in the global economy since the Great Depression. Uniquely in the postwar period, the pandemic is a shock to both demand and supply. This said, the reaction in commodity markets indicates that the loss in aggregate demand is more significant and offsets any disruptions to supply.

As measured by our IHS Markit Materials Price Index (MPI), commodity prices are now projected to fall by more than -32% year-over-year (YOY) in the second quarter. The Materials Price Index measures a weighted average of weekly spot prices for a key collection of globally traded manufacturing inputs. The components are crude oil, chemicals, nonferrous metals, ferrous metals, paper pulp, lumber, rubber, fibers, tech components and ocean-going freight rates. It seeks to capture the commodity input costs for a diversified global manufacturer.

We see a bottom in commodity prices in the second quarter. Daily volatility in markets is still high but has been moving lower since mid-March, and since April we have seen signs that markets are stabilizing. Spreads in financial markets between high and lower quality debt have narrowed slightly, as have discounts in scrap metal markets. Long-term bond yields have also been inching higher. Most importantly, production cuts are

Continued on page 3

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50 CONSTRUCTION PROJECTS UNDERWAY OR ON THE DRAWING BOARDS THIS YEAR

Contract Value ($ Millions)	Project	City/State	Project Type	Status	Source
125	Adeline Residences	Phoenix, AZ	Multi-family	Broke ground March 2020	construction.com
80	Long Beach Airport renovation	Long Beach, CA	Airport	Underway	lbpost.com
160	Palomino Business Park	Norco, CA	Office	Planning stages	construction.com
3000	San Diego International Airport expansion	San Diego, CA	Airport	Planning process	airport-technology.com
NA	CityView Plaza redevelopment with three 19-story glass towers	San Jose, CA	Office	Planning process	mercurynews.com
NA	One Santana West - 375,000-sq-ft office building	San Jose, CA	Office	Planning process	mercurynews.com
250	Anschutz Medical Campus	Aurora, CO	Medical building	Planning stages	construction.com
300	Amazon distribution center	Colorado Springs, CO	Warehouse/distribution center	Planning stages	construction.com
140	Armature Works mixed-use	Washington, DC	Mixed-use	Broke ground February 2020	construction.com
415	Amazon distribution center	Wilmington, DE	Warehouse/distribution center	Broke ground March 2020	construction.com
11000	Office, warehouse & maintenance center for 3.6GW Dogger Bank offshore wind farm	Port of Tyne, England	Renewables - Wind	Planning stages	cnbc.com
115	Miami Urban Village Apartments	Homestead, FL	Multi-family	Broke ground April 2020	construction.com
1670	SK Innovation's two electric vehicle battery plants	Jackson County, GA	Industrial - EV factories	One underway, one planned	Energy-Storage News
85	East Forsyth High School	North Forsyth, GA	Schools & universities	Underway	Forsyth County News
400	Facebook data center	Altoona, IA	Data center	Underway	desmoinesregister.com
200	The Fifth - luxury apartments and hotel	Des Moines, IA	Mixed-use	Approval process	businessrecord.com
700	Tribune Tower East, would be Chicago's second tallest apartment tower	Chicago, IL	Multi-family	Approval process	therealdeal.com
800	Ventus Tech data center	DeKalb, IL	Data center	Planning process	daily-chronicle.com
600	Jordan Creek Wind Farm	Williamsport, IN	Renewables - Wind	Broke ground March 2020	construction.com
870	South Station Air Rights construction project	Boston, MA	Mixed-use	Underway	boston.com
150	Cambridge Crossing	Cambridge, MA	Multi-family	Broke ground February 2020	construction.com
78	University of Maine's Ferland Engineering Education & Design Center	Orono, ME	Schools & universities	May 2020 groundbreaking	Bangor Daily News
1000	1085MW Indeck Niles Energy Center power plant	Niles, MI	Utility	Broke ground March 2020	construction.com
140	Waddell & Reed headquarters	Kansas City, MO	Office	Broke ground April 2020	construction.com
616	Duncan Neuroscience Research Facility	St. Louis. MO	Education - Medical	Broke ground March 2020	construction.com
406	Pryor Mountain Wind Farm	Bridger, MT	Renewables - Wind	Broke ground February 2020	construction.com
800	New Valley Hospital	Paramus, NJ	Hospital	Broke ground February 2020	construction.com
100	Dream Hotel	Las Vegas, NV	Hotel	Planning stages	construction.com
420	Hunter's Point South mixed-use project	Long Island City, NY	Mixed-use	Broke ground March 2020	construction.com
140	Modera New Rochelle mixed-use project	New Rochelle, NY	Mixed-use	Broke ground April 2020	construction.com
1300	Two Manhattan West office building	New York, NY	Office	Broke ground February 2020	construction.com
760	Disney/ABC Headquarters	New York, NY	Office	Broke ground February 2020	construction.com
500	Good Samaritan Hospital expansion	West Islip, NY	Medical building	Planning stages	construction.com
100	WPX Energy headquarters	Tulsa, OK	Office	Underway	tulsaworld.com
420	Asante Rogue Regional Medical Center	Medford, OR	Medical building	Planning stages	construction.com
950	Portland International Airport	Portland, OR	Airport	Broke ground April 2020	construction.com
100	Harrisburg University Health Science Education Center	Harrisburg, PA	Education -Medical	Planning stages	construction.com
200	Piazza Terminal mixed-use building	Philadelphia, PA	Mixed-use	Broke ground March 2020	construction.com
750	Facebook Data center	Gallatin, TN	Data center	Planning process	datacenterdynamics.com
150	44 East Condo Tower	Austin, TX	Multi-family	Broke ground February 2020	construction.com
531	Juno Solar Project	Borden County, TX	Renewables - Solar	Broke ground February 2020	construction.com
469	Titan Solar Project	Culberson County, TX	Renewables - Solar	Broke ground March 2020	construction.com
450	Renovation of the 52-story First National Bank building	Dallas, TX	Office	Underway	dallasnews.com
2500	The Central - 5 million sq ft of mixed-use space	Dallas, TX	Mixed-use	Underway	dallasnews.com
500	Big Raymond Wind Farm	Hidalgo, Willacy & Cameron Counties, TX	Renewables - Wind	Broke ground February 2020	construction.com
217	Hanover Square & Bayou Apartments	Houston, TX	Multi-family	Broke ground April 2020	construction.com
120	New headquarters for Malouf bedding and furniture manufacturer	Nibley, UT	Office	Planning process	cachevalleydaily.com
350	Navy Hill 545,000-sq-ft office project	Richmond, VA	Office	Planning process	richmondbizsense.com
340	Addition to Sea-Tac Airport's C1 Building	Seattle, WA	Airport	Planning process	Daily Journal of Commerce
122	The Couture, a 44-story residential tower	Milwaukee, WI	Multi-family	Planning stages	biztimes.com

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Top 200 Distributors Expect Remote Offices & Less Business Travel to Be the "New Normal"

Electrical Wholesaling's editors are starting to crunch the data from the 2020 Top 200 survey, and a few things are already becoming immediately apparent: Distributors will need to master the art of the online sales call and rethink their customers' delivery and product pickup options.

Brian Beggs, the VP of investor relations for WESCO Distribution, Pittsburgh, said, "Digital solutions will continue to differentiate distributors and influence how we serve our customers."

Clarice Collins, the CFO for Electric Supply & Equipment, Greensboro, NC, echoed the comments of many Top 200 distributors with his belief that online training videos, virtual meetings and webinars will be the norm in the future. "I see this as being a big push to become more of a virtual world where we can help customers face-to-face instead of traveling to the customer location," he said.

Several other respondents saw big changes in store for the format of and attendance at many of the industry's biggest conferences because of the travel concerns.

EM will offer subscribers a sneak preview of the *EW* Top 200 in the next issue.

Airport Construction Continue to Climb

Continued from page 1

it looks like the expansion of San Diego International Airport will be huge. A post on *www.Airport-Technology.com* said the project will be worth $3 billion. Another large potential project is the construction of a new Terminal C at Norman Y. Mineta San Jose International Airport in California.

Even with this construction activity, metrics measuring the health of the construction market were very bearish in April. According to a recent report from Dodge Data & Analytics, on a year-to-date basis through four months of 2020, total construction starts were -8% lower than the same period in 2019.

"The April starts data is definitely sobering, but also very much expected," said Richard Branch, the company's chief economist, in the press release. "The near shuttering of the economy during April had a significant negative effect on the construction industry, leading to delays in both ongoing projects as well as those about to break ground.

"Even though parts of the country are beginning to reopen, and some areas that had paused construction are now restarting, it will be a very long road back to normalcy for the construction industry. Continued fear of a resurgence in the virus will lead to a continued reduction in economic activity over the coming months, affecting construction projects across the country. The economic and construction recoveries will remain sluggish until a vaccine or viable treatment becomes available."

— Jim Lucy

IHS Markit Pricing Guru Sees Decline in Commodity Pricing Through 2021

Continued from page 1

increasing, with these supply-side cuts pulling markets back toward balance.

For category managers, supply-side cuts create an added twist. While pricing looks weaker in 2020 and even in 2021, availability and supply assurance are likely to be as important as price during the next six quarters.

Looking to the near-term, the scale of the downturn and the likely start-stop nature of the recovery means a rebound will be "U", not "V" shaped. Globally, real GDP moves back to its 2019 level only in 2022.

This prolonged recovery has implications for commodities. Slower growth and the lower trajectories for physical consumption mean prices in 2022 will still be lower than in late 2019 — for commodity prices as measured by the IHS Markit Materials Price Index , some -10% lower.

One commodity to watch carefully is iron ore. Iron ore prices remain strong and have pushed back above $90 per metric ton on concern over Brazilian supply and data showing Chinese steel production increased in April. Notwithstanding their recent strength, IHS Markit now projects iron ore prices will fall below $70 per metric ton in 2021. Iron mine capacity remains ample, and on the demand side, we expect global steel production to be cut in response to COVID-19-related softness in both global construction and light vehicle production.

– John Mothersole, pricing and purchasing research director, IHS Markit

Around the Industry

Lonestar Electric Supply moves to new headquarters in Houston

Lonestar Electric Supply, Houston, recently announced it has moved to a new 110,000-sq-ft location, located at 6903 W. Sam Houston Parkway North in Houston. The company was ranked #57 on last year's Top 200 ranking with $168 million in sales and 75 employees and was the cover story for *Electrical Wholesaling's* Oct. 2019 issue.

Keystone Technologies opens new warehouse in Kansas City

Keystone Technologies, a Philadelphia-based 75-year-old manufacturer of lighting components and fixtures, opened a 3-million-cubic-foot fulfillment center in Kansas City, MO. The company expects the facility to dramatically improve delivery times and lower shipping costs for customers throughout the Midwest.

This facility will serve as a primary logistics center for order fulfillment as well as a distribution hub to service Keystone's regional stocking locations. Jake Alpert, the company's COO, said in the press release, "This operation will bring a dramatic shift in how we service customers. We strategically selected Kansas City because of its prime ability to improve delivery times to over 40% of our customers."

Solar industry gets slammed by COVID-19 according to SEIA data

The Solar Energy Industries Association (SEIA) recently released a new analysis showing how the coronavirus pandemic has erased five years of job growth in the solar industry. The analysis shows that the U.S. solar industry will employ 114,000 fewer workers by June 2020, versus the 302,000 workers expected to be employed in that time period.

With a workforce of 188,000 people, this job loss takes the industry back to 2014 levels. While the U.S. government reported another 3 million unemployment claims, the solar industry is losing jobs at a faster rate than the overall U.S. economy, says the report.

This analysis shows a -38% drop in solar jobs compared to previous estimates for June, which coincides with a -37% decrease in expected Q2 solar installations from pre-COVID forecasts. The U.S. is only on track to install 3 gigawatts (GW) of new capacity in Q2 2020.

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Industry Events

June 25 2020

NAED Women in Industry
www.naed.org
Status: Virtual meeting.

July 14-16, 2020

NAED Lead Conference
Minneapolis; *www.naed.org*
Status: Still scheduled as of May 15.

July 28-30, 2020

NAED Adventure
Baltimore; *www.naed.org*
Status: Still scheduled as of May 15.

Sept. 14-16, 2020

IDEA E-Biz
Dulles, VA. *www.idea4industry.org*
Status: Cancelled. 2021 meeting scheduled for Sept. 13-15

Oct. 4-6, 2020

NECA Trade Show & Conference
Chicago; National Electrical Contractors Association, *www.necashow.org*
Status: Still scheduled as of April 29.

Nov. 2-4, 2020

NAED Eastern Conference
Marco Island, FL; *www.naed.org*
Status: Still scheduled

Dec. 9-10, 2020

Upper Midwest Electrical Expo
Minneapolis; *www.ncel.org*
Status: Rescheduled from April

Jan. 18-20, 2021

NAED Western Conference
Palm Desert, CA; *www.naed.org*
Status: Still scheduled

Jan. 26-28, 2021

NAW Annual Conference
Washington, DC; National Association of Wholesaler-Distributors (NAW)
www.naw.org
Status: Still scheduled

Feb. 3-Feb. 5, 2021

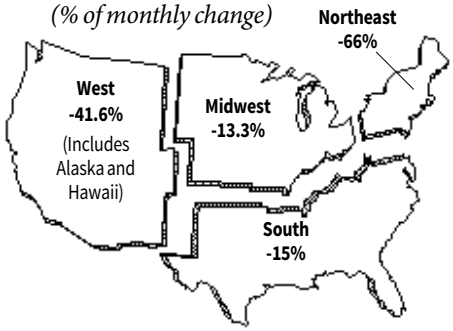
NEMRA Annual Conference
Orlando, FL; National Electrical Manufacturers Representatives Association (NEMRA)
www.nemra.org
Status: Still scheduled

Single-Family Starts Plunge -25.4% in March

Privately-owned housing starts in April were at a seasonally adjusted annual rate of 891,000, -30.2% below the revised March estimate of 1,276,000 and -29.7% below the April 2019 rate of 1,267,000. The U.S. Census Bureau said single-family housing starts in April were at a rate of 650,000, -25.4% below the revised March figure of 871,000.

"While the April numbers were down, they were somewhat better than forecast and are expected to improve as more of the economy reopens," said Robert Dietz, chief economist for the National Association of Homebuilders (NAHB). "Single-family weakness was particularly seen in the West and Northeast as larger metro areas were under more economic pressure due to the lock-down phase. But as a sign of the strength housing had going into this downturn, single-family starts are still +1% higher YTD."

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
Apr. 2020[1]	891	650	234	18	98	391	143
March 2020[2]	1,276	871	392	53	113	460	245
Feb. 2020[2]	1,567	1,034	514	62	142	601	229
Jan. 2020	1,617	989	619	65	139	517	268
Dec. 2019	1,587	1,047	520	66	164	580	237
Nov. 2019	1,371	933	419	65	110	511	247
April .2019	1,267	864	381	66	119	451	228

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

April's EPI Slides -0.5% Year-over-Year

Several electrical product categories saw monthly declines of more than -2%, including Telephone (-2.3%); Conduit Fittings (-2.7%); and Nonmetallic Conduit (-2.1%). These price decreases reflected the overall softness in pricing across a wide variety of commercial and industrial product groups. Panelboards & Switchboards did hang onto a +1% gain for the month. The overall EPI was down -0.2% in April to 151.8 points.

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 — April 2020

1997=100	Apr. 2020	Mar. 2020	Apr. 2019	% Change 1 Mo.	% Change 1 Yr.
Building Wire & Cable	178.6	180.2	188.6	-0.9	-5.3
Power Wire & Cable	209.6	208.3	214.5	0.6	-2.3
Telephone	167.6	171.6	180.6	-2.3	-7.2
Hand & Power Tools	141.8	141.6	139.6	0.2	1.6
Elec. Heating Equip.	146.8	146.6	141.9	0.2	3.5
Residential Lighting	152.8	151.6	142.2	0.8	7.4
Industrial Fixtures	142.6	142.5	138.4	0.0	3.0
Fans & Blowers	166.3	166.6	165.4	-0.2	0.6
Wiring Devices & Connectors	135.6	134.6	134.6	0.7	0.7
Pole Line Hardware	166.3	166.0	160.7	0.2	3.5
Boxes	175.6	175.3	171.2	0.2	2.6
Conduit Fittings	156.8	161.1	159.0	-2.7	-1.4
Metal Conduit	185.4	184.6	183.5	0.5	1.1
Nonmetallic Conduit	161.9	165.3	162.4	-2.1	-0.3
Motors	163.7	163.7	163.5	0.0	0.1
Generators	153.6	153.6	152.9	0.0	0.5
Ballasts	152.1	152.1	151.7	0.0	0.3
Elect. Meas. & Integ. Inst.	127.9	127.9	127.9	0.0	0.0
Transformers	138.9	138.9	136.7	0.0	1.6
Panelboards & Switches	172.5	170.9	169.6	1.0	1.7
Circuit Breakers	180.4	180.0	177.2	0.2	1.8
Switchgear	171.0	169.5	166.2	0.9	2.9
Fuses	161.4	161.1	157.9	0.2	2.2
Industrial Controls	164.4	164.1	161.8	0.2	1.6
Lamps	155.2	154.6	144.1	0.4	7.6
Appliances	113.8	113.1	112.7	0.6	1.0
Air Conditioners	154.8	148.5	153.0	4.3	1.2
Fasteners	158.4	158.0	154.6	0.2	2.5
Total Index	**151.8**	**152.2**	**152.7**	**-0.2**	**-0.5**

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Building permits hammered in April. Privately-owned housing units authorized by building permits in April were at a seasonally adjusted annual rate of 1,074,000, -20.8% below the revised March rate of 1,356,000 and -19.2% below the April 2019 rate of 1,330,000. According to the U.S. Census Bureau, single-family authorizations in April were at a rate of 669,000, -24.3% below the revised March figure of 884,000.

Architecture Billing Index bottoms out in April. Demand for design services in April saw its steepest decline ever, according to the April report from the American Institute of Architects (AIA). AIA's Architecture Billings Index (ABI) score of 29.5 points for April reflects a decrease in design services from architects. During April, both the new project inquiries and design contracts scores also declined significantly, posting scores of 28.4 points and 27.6 points respectively. Any number below 50 points indicates a decrease in billings. The ABI is a closely watch leading economic indicator in the construction industry because architects see interest in new projects several months earlier than contractors, distributors, reps and others in the supply chain.

"With the dramatic deceleration that we have seen in the economy since mid-March, it's not surprising that businesses and households are waiting for signs of stability before proceeding with new facilities," said AIA Chief Economist Kermit Baker, in the press release. "Once business activity resumes, demand for design services should pick up fairly quickly. Unfortunately, the precipitous drop in demand for design services will have lasting consequences for some firms."

ISM's Purchasing Managers Index sees big dip in April. The April Purchasing Managers Index registered 41.5%, down -7.6 percentage points from the March reading of 49.1%. Any reading below 50% in the monthly survey of industrial purchasing managers by the Institute for Supply Management points to a contracting industrial economic climate.

Freight rail traffic remains soft in early May. The Association of American Railroads (AAR) reported that total carloads for the week ending May 9 were 185,144 carloads, down -28.4% compared with the same week in 2019.

The Marketplace : Key Figures

	Month	Latest month	Previous month	Month-over-month % change	Year ago	Year-over-year % change	2019 annual
CONSTRUCTION							
New Construction Put in Place (billions of dollars, SAAR)[2]							
Total	MAR	1360.51	1348.39	0.9	1299.12	4.7	1306.96
Offices	MAR	67.98	68.28	-0.4	68.60	-0.9	68.52
Industrial	MAR	73.56	74.06	-0.7	75.36	-2.4	73.93
Housing Starts (Thousands of units, SAAR)[2]							
Total	APR	891	1276	-30.2	1267	-29.7	1295
Single-unit	APR	650	871	-25.4	864	-24.8	893
Mobile Home Shipments[3] (thousands of units, SAAR)	MAR	101	105	-3.8	94	7.4	95
Employment, Construction Workers (thousands)[4]	APR	6544	7328	-10.7	7377	-11.3	7492
Employment, Electrical Contractors (thousands)[4]	MAR	970.6	974.4	-0.4	946.3	2.6	970.2
Hourly Wage, Electrical Contractors4	MAR	30.84	30.85	0.0	30.50	1.1	30.66
PRODUCTION							
Industrial Production Index (1967=100)[5]	APR	92.6	104.3	-11.2	109.0	-15.0	109.5
Construction Supplies Production Index[5] (1977=100-SA)	APR	99.8	114.1	-12.6	115.2	-13.4	116.5
Employment in Electrical Equipment & Supplies Mfg. Production workers (Thousands)[4]	MAR	144.9	145.8	-0.6	145.4	-0.3	146.9
Weekly hours	MAR	41.7	42.8	-2.6	43.0	-3.0	42.8
Hourly wage	MAR	20.95	20.61	1.6	20.15	4.0	20.10
Electric Power Output Index (1967=100)[5]	APR	94.7	97.9	-3.3	101.5	-6.7	102.7
Machine Tool Orders* (millions of dollars)[6]	MAR	298.58	270.05	10.6	418.14	-28.6	366.21
Industrial Capacity Utilization (percent, SA)[1]	APR	61.09	70.83	-13.8	75.41	-19.0	75.57
TRADE							
Electrical Mfrs' Shipments	MAR	3,491	3,384	3.2	3,330	4.8	3,380
Electrical Mfrs' Inventories (millions of dollars, SA)[2]	MAR	6,288	6,318	-0.5	6,365	-1.2	6,332
Electrical Mfrs' Inventory-to-Shipments Ratio	MAR	1,801	1,867	-3.5	1,911	-5.8	1.874
Electrical Mfrs' New Orders (millions of dollars, SA)[2]	MAR	3,517	3,391	3.7	3,420	2.8	3,385
Electrical Mfrs' Unfilled Orders (millions of dollars, SA)[2]	MAR	8,648	8,615	0.4	8,709	-0.7	8,649
Exports, Electrical Machinery (f.a.s. value in millions of dollars)[2]	MAR	6,799	6,624	2.6	7,190	-5.4	79,350
U.S. Dollar vs. Other Major Currencies (1973=100)[5]	APR	113.84	111.71	1.9	106.39	7.0	107.06
PRICES & INTEREST RATES							
Industrial Commodities Wholesale Price Index (Bureau of Labor Statistics, 1967=100)	APR	185.0	193.7	-4.5	203.3	-9.0	200.7
Electrical Price Index (Electrical Marketing, 1997=100)	APR	151.8	152.2	-0.2	152.7	-0.5	152.2
Construction Materials Wholesale Price Index (Bureau of Labor Statistics, 1982=100)	APR	253.1	253.9	-0.3	251.9	0.5	251.3
Copper Prices (Metals Week, cents per pound)	APR	230.47	236.61	-2.6	292.01	-21.1	272.25
Prime Rate[5]	APR	3.25	3.78	-14.0	5.5	-40.9	5.3
Federal Funds Rate[5]	APR	0.05	0.65	-92.3	2.42	-97.9	2.16
Mortgage Rate[7]	APR	3.33	3.45	-3.6	4.14	-19.7	3.94

*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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Continued from page 1

Instruments, a technology solutions company. Previously, he had spent 12 years as Dresser-Rand, a Siemens business; Bristol Myers-Squibb; United Technologies Corporation; and the Vanguard Group.

Hart earned his MBA from the University of Virginia and his bachelor's degree from Washington and Lee University.

Classic Wire & Cable (Miami): **Michael Schulte** has joined the company as regional sales manager, Western U.S., and will be responsible for growing the company's business as it expands westward.

Border States Electric (Fargo, ND): In a special shareholder meeting on April 23, two new members were elected to Border States' board of directors — **Jason Seger,** president of Border States Electric (BSE), and **Lisa Anderson-Helbling,** CFO at ImmunoPrecise Antibodies (USA), Ltd. ImmunoPrecise is a therapeutic antibody discovery company.

Seger was elected as an executive director and serves on the company's ESOP Committee. Anderson-Helbling was elected as an independent director and will serve on the company's Audit Committee and the Governance and Nominating Committee.

Seger joined Border States Electric in 1999. He has served in a variety of roles with the company and has extensive experience with acquisition integration, large and complex customer implementation and emergency storm restoration with key alliance customers.

Anderson-Helbling brings more than 30 years of broad experience in accounting, finance, enterprise risk management and audit and employee stock ownership plans (ESOPs). Industry experience includes hospitality, electric utility, manufacturing, construction, transportation, life insurance and public accounting.

MaxLite (West Caldwell, NJ): **Umesh Baheti** was appointed as senior vice president of product management, engineering and supplier relations. He will lead a cross-functional team to develop and bring to market product enhancements and new product ideas and technologies that will grow MaxLite's market share in the commercial, industrial, residential, OEM and horticulture channels.

Baheti brings 15 years of experience in product and business improvement to MaxLite. Most recently, he was principal product manager at Amazon, where he developed and managed the product and software innovation roadmaps for Amazon Go retail stores.

As senior director of product management at Philips Lighting, he led a team of product managers in overseeing the growth of the company's multi-million-dollar downlight and track portfolio for the Americas. Baheti holds an MBA from Yale University.

Myers Emergency Power Systems (Myers EPS) (Bethlehem, PA): This designer and manufacturer of backup power solutions appointed **Scott Brandonisio** as the manager of national accounts and OEM sales and **Patrick Ronan** as the regional sales manager servicing the Western region.

Brandonisio brings more than 20 years of industry experience to the position and will be responsible for building on the relationships with OEM partners as well as developing opportunities with national accounts. Prior to joining the Myers EPS team, Brandonisio most recently held the position of national energy sales manager at Eaton, where he was responsible for developing new business and maintaining relationships in the commercial and industrial lighting market.

He also held sales and product management positions at Cree and General Electric (GE) Lighting. Brandonisio received his bachelor's degree from Illinois State University.

Ronan will be responsible for driving Myers EPS sales strategies and accelerating market growth in 13 states. He was recently the regional sales manager at NICOR Lighting before joining Myers EPS. His 17-year career in the commercial and industrial field includes positions as the national accounts manager for Schneider with additional sales and manager experiences at T&B, ETI Solid State Lighting, Inc. and GE.

He also spent six years on active duty as an Army Officer and earned his bachelor's degree from Northern Arizona University and his master's degree in global management from the University of Phoenix.

Rep News

On May 1, **Synergy Electrical Sales**, Fairless Hills, PA, began representing Panduit in their traditional footprint of eastern Pennsylvania, southern New Jersey and Delaware. The company said in the press release that its team of product experts operates on a service-based model across its three sales divisions — Architectural Design Solutions, Energy Engineering Solutions & Electrical Wholesale Solutions.

Slater Lighting Solutions, Delray Beach, FL, is Nora Lighting's new commercial sales agency for southern Florida. Headed by Brian Slater, the rep agency has been overseeing Nora showroom sales since 2014 and will now expand its activities to cover the commercial market.

Madison Electric Products added four new rep agencies in 1Q 2020. **Vincent-Angel Inc.,** Greensboro, NC, will cover North Carolina, South Carolina and Virginia; **Biben Sales,** Folcroft, PA, will cover Washington DC, Maryland and northern Virginia; **AGI Sales,** Green Bay, WI, will cover Wisconsin; and **Desert States Electrical Sales,** Phoenix, will cover Las Vegas and Arizona.

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