

Electrical Marketing®

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Around the Industry

Cerrowire to build \$100-million metal-clad cable plant

Cerrowire, Hartselle, AL, is investing more than \$100 million to build a new 270,000-sq-ft facility to produce metal-clad cable at the Morgan Center Business Park in Hartselle. The manufacturer of copper building wire is celebrating its 100th anniversary.

The facility will incorporate advanced systems and equipment, allowing the company to further its commitment to high quality and cost control. "Adding metal-clad cable to our product portfolio allows us to leverage our core business — manufacturing building wire — and to provide a strong building wire solution that fulfills a growing need for our customers," Cerrowire President Stewart Smallwood said in the press release. "We've been asked to get into this segment."

Summit Electric Supply opens location in Phoenix metro

Summit Electric Supply recently opened a service center in Glendale, AZ, to service the fast-growing Phoenix market. The 7,700-sq-ft facility features a full counter, refreshment area and a will-call desk for phone and online orders.

It's located just off US-101, less than one mile from State Farm Stadium. For each of the first 10 weeks after opening, Summit will feature one of its key manufacturers along with drawings, giveaways and special offers.

"Our customers have another 10 great reasons to visit our new location," said Jesse Forman, service center manager. "As a member of the Glendale Chamber of Commerce, we look forward to being a part of the local community."

Continued on page 3

Inside

Top 50 MSAs for permits..... p. 2

Construction prices rise p. 3

EPI declines in October p. 4

Wire industry news p. 6

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

Electrical Distributors Looking at +9.7% Increase in 2022 Sales in EW Survey

Electrical distributors are bullish about 2022. The 200-plus respondents to *Electrical Wholesaling's* survey for the 2022 Market Planning Guide are on average looking for a +10% increase in their 2021 sales and a +9.7% increase in sales for 2022. That upbeat outlook is enough to drive total industry sales through electrical distributors to \$143.2 billion.

Two well-known construction forecasters were optimistic about next year's growth prospects for this key market segment. Richard Branch, the chief economist for Dodge Data & Analytics, said in the recent 2022 Dodge Construction Outlook that he expects total construction to increase +6% in 2022 to \$946 billion, after a +12% increase in 2021.

Branch said although the construction market should enjoy steady growth next year, prices, materials shortages and worker shortages will still be big issues. He sees the largest increases in spending on construction starts in the following areas:

- Commercial: +12% to \$143 billion
- Warehouses: +13% to \$52.8 billion
- Offices: +10% to \$49.7 billion
- Retail: +14% to \$15.5 billion
- Hotels: +24% to 8.8 billion

Branch said in a recent press statement that although U.S. economic growth has resumed after a slowdown in 3Q 2021 because of the resurgence of the Delta variant, the construction sector's grip on growth remains tenuous.

"Long term, construction starts should improve, fed by an increase of nonresidential building projects in the planning pipeline and the recent passage of the infrastructure bill," he said in the release. "Both will provide meaningful support and growth to construction in the year to come. This expectation, however, must be tempered by the significant challenges facing the industry — high prices, shortages of key materials, and the continued scarcity of skilled labor. While healing from

Continued on page 3

Sunbelt States Still Kings & Queens of the Housing Market According to Latest Data

When the story is written about the 2021 construction market, the single-family construction market will be lauded as the strongest niche of them all. When measured on a value of new construction basis, year-over-year growth rate of new single-family construction was up +30.4% through September to \$412.7 billion. The fact that single-family construction accounted for 26.2% of all construction dollars spent during this period gives you a pretty good idea of why the housing market is such a critical element of the entire U.S. economy.

With demographic trends pointing to a healthy parade of Millennials and other new homebuyers in the market for their first home and low mortgage rates, the National Association of Home Builders (NAHB) expects the single-family housing market to have another year of double-digit growth in 2022. It's forecasting 1.1 million housing starts in 2022, a +15.8% increase.

You can expect homebuilding activity to continue on its historical trend of being ultra-concentrated in the states with the highest population growth, which are in the Sunbelt. Through Sept. 2021, 10 states accounted for an estimated 62% of all single-family building permits — Texas, Florida, North Carolina, California, Georgia, Arizona, South Carolina, Tennessee, Colorado and Utah.

Drill down into the data, and you will also find that a relative handful of Metropolitan Statistical Areas (MSAs) account for a giant share of all housing activity. For example, the 50 MSAs in the chart on page 2 currently account for 31% of all building permits year-to-date. Some perennial housing all-stars made the Top 10 on the list — Houston, Dallas, Phoenix, Atlanta, Austin, TX, Tampa, FL, Charlotte, NC, Orlando and Jacksonville, FL, and Nashville, TN.

— Jim Lucy

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Top 50 Metropolitan Statistical Areas (MSAs) for Single-Family Building Permits Year-to-Date

Rank	MSA	1-Unit Building Permits - Sept. 21	# Change YOY	% Change YOY	5-Units+ Building Permits - Sept. 21	# Change YOY	% Change YOY
1	Houston-The Woodlands-Sugar Land, TX	40,255	4,946	14	11,368	(4,443)	-28
2	Dallas-Fort Worth-Arlington, TX	39,161	7,530	24	20,489	9,084	80
3	Phoenix-Mesa-Chandler, AZ	27,534	4,968	22	10,315	204	2
4	Atlanta-Sandy Springs-Alpharetta, GA	24,928	4,915	25	3,958	1,205	44
5	Austin-Round Rock-Georgetown, TX	19,250	3,923	26	19,515	4,570	31
6	Tampa-St. Petersburg-Clearwater, FL	15,444	3,761	32	4,317	1,215	39
7	Charlotte-Concord-Gastonia, NC-SC	14,767	1,509	11	6,929	2,797	68
8	Orlando-Kissimmee-Sanford, FL	13,466	2,099	18	10,211	3,027	42
9	Jacksonville, FL	12,725	3,383	36	4,836	3,103	179
10	Nashville-Davidson-Murfreesboro-Franklin, TN	12,625	2,196	21	10,113	1,989	24
11	Raleigh-Cary, NC	11,196	1,831	20	5,273	2,355	81
12	San Antonio-New Braunfels, TX	11,161	3,639	48	6,490	1,979	44
13	Washington-Arlington-Alexandria, DC-VA-MD-WV	10,642	709	7	10,249	2,991	41
14	Denver-Aurora-Lakewood, CO	9,911	1,971	25	10,613	5,653	114
15	New York-Newark-Jersey City, NY-NJ-PA	9,794	1,873	24	28,673	(664)	-2
16	North Port-Sarasota-Bradenton, FL	9,481	3,414	56	2,407	1,717	249
17	Las Vegas-Henderson-Paradise, NV	9,083	1,814	25	2,494	552	28
18	Riverside-San Bernardino-Ontario, CA	8,941	(89)	-1	1,465	637	77
19	Minneapolis-St. Paul-Bloomington, MN-WI	8,724	1,772	25	9,989	2,331	30
20	Cape Coral-Fort Myers, FL	8,317	3,556	75	1,353	(1,890)	-58
21	Los Angeles-Long Beach-Anaheim, CA	8,272	1,539	23	14,204	3,354	31
22	Chicago-Naperville-Elgin, IL-IN-WI	7,711	1,970	34	5,248	751	17
23	Indianapolis-Carmel-Anderson, IN	7,508	1,703	29	1,480	(738)	-33
24	Myrtle Beach-Conway-North Myrtle Beach, SC-NC	7,429	2,337	46	474	338	249
25	Lakeland-Winter Haven, FL	7,194	2,290	47	1,640	400	32
26	Sacramento-Roseville-Folsom, CA	7,072	1,925	37	1,934	(901)	-32
27	Greenville-Anderson, SC	6,994	2,375	51	680	(350)	-34
28	Seattle-Tacoma-Bellevue, WA	6,978	360	5	13,709	4,135	43
29	Portland-Vancouver-Hillsboro, OR-WA	6,678	964	17	5,201	821	19
30	Miami-Fort Lauderdale-Pompano Beach, FL	6,664	1,204	22	11,940	548	5
31	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	6,574	953	17	10,442	7,022	205
32	Boise City, ID	6,482	614	10	2,348	1,416	152
33	Oklahoma City, OK	6,038	979	19	171	(80)	-32
34	Provo-Orem, UT	5,981	953	19	2,964	2,525	575
35	Columbus, OH	5,250	1,462	39	3,304	(829)	-20
36	Kansas City, MO-KS	5,230	870	20	2,792	(776)	-22
37	Charleston-North Charleston, SC	4,681	396	9	1,783	(407)	-19
38	Richmond, VA	4,650	984	27	1,748	(8)	0
39	Columbia, SC	4,609	1,149	33	432	389	905
40	Detroit-Warren-Dearborn, MI	4,463	804	22	1,947	1,097	129
41	Fayetteville-Springdale-Rogers, AR-MO	4,441	1,011	29	988	(12)	-1
42	St. Louis, MO-IL	4,375	110	3	1,817	471	35
43	Ocala, FL	4,320	1,654	62	72	45	167
44	Salt Lake City, UT	4,317	513	13	4,144	303	8
45	Cincinnati, OH-KY-IN	4,275	295	7	1,832	562	44
46	Port St. Lucie, FL	4,255	1,343	46	1,074	955	803
47	Colorado Springs, CO	4,062	395	11	2,380	1,581	198
48	Tucson, AZ	4,028	905	29	630	157	33
49	Deltona-Daytona Beach-Ormond Beach, FL	3,914	1,546	65	83	(392)	-83
50	Boston-Cambridge-Newton, MA-NH	3,822	466	14	8,029	1,822	29

Distributors Sound Cautiously Optimistic for 2022

Continued from page 1

the pandemic continues, there's still a long road back to full recovery."

Kermit Baker, chief economist for the American Institute of Architects (AIA), said in a post at www.aia.org that architects are seeing more demand for retrofit work. "Even prior to the pandemic, architects were reporting that almost half of their billings resulted from renovations, rehabilitations, retrofits, additions and historic preservation projects on the existing building stock.

"After declining about -2% last year, the AIA Consensus Construction Forecast Panel in its mid-year update is projecting that spending on nonresidential buildings will decline an additional -3.9% in 2021 — an upgrade from the -5.7% decline forecast at

the beginning of the year — and that 2022 will see a +4.6% increase in spending.

"The strongest performers this year are expected to be health care facilities (+1.4%), and a few others that should see only modest declines: retail (-1.3%); religious (-0.9%); and education (-2.1%). However, in 2022 virtually all the nonresidential building sectors are expected to see healthy growth, paced by lodging, as well as amusement and recreation, both of which saw steep declines during the pandemic."

The construction of large hospitals valued at \$1 billion or more and data centers in the \$400-million to \$500 million range look most likely to lead all project types in 2022, according to *EM* research.

— *Jim Lucy*

Construction Products See Large Monthly Increase in PPI Data

Construction input prices increased 1.5% in October, according to an Associated Builders and Contractors analysis of the U.S. Bureau of Labor Statistics' Producer Price Index data. Nonresidential construction input prices increased +1.4% for the month.

Construction input prices are +21.1% higher than in Oct. 2020, while nonresidential construction in-put prices increased +22.3% over that span. Steel mill product prices have increased +141.6% since Oct. 2020, while iron and steel prices are up +101.5%. Softwood lumber prices, which surged during the pandemic, are now down -19.5% from the same time last year.

"Any notion that the bout of pandemic-induced inflation was simply transitory has gone by the wayside," said ABC Chief Econo-

mist Anirban Basu in the press release. "Inflation continues to endure, particularly in multiple commodity categories that directly impact the cost of delivering construction services in America. These materials price increases are simply mind-boggling, with iron and steel prices up more than +100% over the past year.

"Despite increased vaccination levels, global supply chain disruptions persist. Contractors should expect elevated prices well into 2022. According to ABC's most recent Construction Confidence Index, the average contractor expects profits to decline over the next six months as the combination of high materials prices and an ongoing shortage of workers conspires to put pressure on margins."

Around the Industry

Continued from page 1

AAR freight rail traffic data shows solid YTD increase over 2020.

For the first 44 weeks of 2021, U.S. railroads reported cumulative volume of 10,192,237 carloads, up +7.4% from the same point last year, according to the American Association of Railroads (AAR).

Sonepar unveils new brand identity

Sonepar has launched a new brand identity. Two decades after the launch of the existing logo, the rebrand occurs when Sonepar is engaged in a transformation to serve customers with digitalized omnichannel processes. The new brand has been designed to be easily deployed across all digital channels. The new logo is an evolution of the previous brand, which was rolled out in 2001, and builds on the past. The brand mark has two interlocking orbits to represent Sonepar's balance of global scale and local empowerment.

Philippe Delpech, Sonepar CEO, said in the press release, "To support our transformation, it is the right time to renew our brand identity. This is in response to our customers' needs and market developments. We serve our audience in every possible channel, from on-screen to in-person."

AGC says material costs driving up prices of construction projects

Rising construction materials prices appear to be starting to drive up the price of construction projects, according to an analysis by the Associated General Contractors of America of government data. AGC officials noted in a press release that despite a big jump in what contractors charge for projects, the rise in materials prices is still much higher.

"After being battered by unprecedented price increases for many materials, contractors are finally passing along more of their costs," said Ken Simonson, the association's chief economist, in the release. "Meanwhile, supply-chain bottlenecks and labor shortages continue to impede contractors' ability to finish projects."

The producer price index for new nonresidential construction — a measure of what contractors say they would charge to erect five types of nonresidential buildings — jumped +7.1% from September to October and +12.6% over the past 12 months. But an

Continued on page 6

PRODUCER PRICE INDEX — OCTOBER, 2021

	1-Mo. % Change	12-Month % Change
Inputs to Construction	1.5	21.1
Inputs to Nonresidential Construction	1.4	22.3
Plumbing Fixtures & Fittings	0.4	3.3
Fabricated Structural Metal Products	1.8	38.8
Iron & Steel	3.7	101.5
Steel Mill Products	4.8	141.6
Nonferrous Wire & Cable	1.0	31.3
Softwood Lumber	7.3	-19.5
Concrete Products	1.0	6.4
Prepared Asphalt, Tar Roofing & Siding Products	0.3	17.7
Crude Petroleum	16.6	116.9
Natural Gas	33.7	231.3
Unprocessed Energy Materials	23.3	135.5

Source: U.S. Bureau of Labor Statistics

Industry Events

Dec. 8-9, 2021

Upper Midwest Electrical Expo

Minneapolis; North Central Electrical League (NCEL)
www.ncel.org

December 14-16, 2021

NAED Women in Industry Forum

San Antonio; www.naed.org

December 15-17, 2021

LEAD Conference

NAED, San Antonio;
www.naed.org

Jan. 17-19, 2022

NAED Western Conference

Palm Desert, CA;
www.naed.org

Feb. 2-4, 2022

NEMRA Annual Conference

National Electrical Manufacturers Representatives Association (NEMRA)
Dallas; www.nemra.org

Feb. 21-23, 2022

NAED South Central Conference

Phoenix; www.naed.org

Mar. 7-9, 2022

IDEA E-Biz

Dulles, VA;
www.idea4industry.org

Mar. 30-31, 2022

Electro Expo

Cleveland; Electrical League of Ohio
www.electricalleague.com

April 21-23, 2022

AHTD Spring Meeting

Ponte Vedra, FL; Association of High Technology Distribution
www.ahtd.org

May 17-22 2022

NAED Annual Conference

Scottsdale, AZ; www.naed.org

June. 19-23, 2022

LightFair 2022 Trade Show & Conference

Las Vegas; www.lightfair.com

October Single-Family Housing Starts Drop -0.7% to 1.5 Million

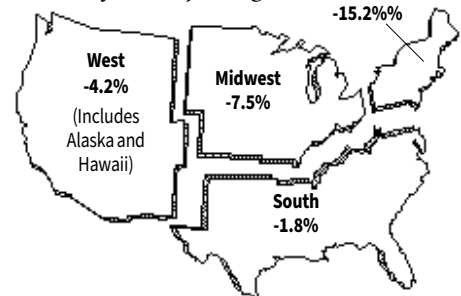
Privately-owned housing starts in October were at a seasonally adjusted annual rate of 1,520,000, -0.7% below the revised September estimate of 1,530,000, but +0.4% the Oct. 2020 rate of 1,514,000. The U.S. Census Dept. press release said single-family housing starts in October were at a rate of 1,039,000, -3.9% below the revised September figure of 1,081,000. Single-family building permits in October were at a rate of 1,069,000, +2.7% above the revised September figure of 1,041,000.

Robert Dietz, chief economist for the National Association of Home Builders (NAHB), said in a NAHB press release,

“Demand remains solid, but housing affordability is likely to decline in 2022 with rising interest rates.”

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
October 2021 ¹	1,520	1,039	470	56	124	610	249
September 2021 ²	1,530	1,081	440	66	134	621	260
August 2021 ²	1,573	1,088	478	67	129	674	218
July 2021	1,562	1,112	439	42	145	668	257
June 2021	1,657	1,161	485	79	131	667	284
May 2021	1,594	1,098	486	63	164	596	275
October 2020	1,514	1,162	337	56	153	668	285

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

Source: U.S. Bureau of the Census

October's EPI Sees -0.7% Drop

Electrical Marketing's Electrical Price Index (EPI) for October saw some notable declines for the first time in many months. Along with the -0.7% decline in the total index, there were some large drops in Conduit Fittings (-8.6%); Nonmetallic Conduit (-6.4%); Switchgear (-4.3%); and Panelboards & Switches (-4.1%). The overall EPI is still running quite hot on a year-over-year basis, with an +15% increase over Oct. 2020.

Note: All EPI series represent IHS Markit 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 2012 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; IHS Markit

Electrical Price Index — October 2021

2012=100	Oct. 2021	Sept. 2021	Sept. 2020	% Change 1 Mo.	% Change 1 Yr.
Building Wire & Cable	248.1	245.7	189.0	1.0	31.3
Power Wire & Cable	302.3	302.3	220.6	0.0	37.1
Telephone	225.3	223.6	180.0	0.8	25.2
Hand & Power Tools	152.7	149.7	144.1	2.0	6.0
Elec. Heating Equip.	159.5	158.3	147.0	0.8	8.5
Residential Lighting	166.3	161.7	149.8	2.8	11.0
Industrial Fixtures	156.4	155.1	144.5	0.8	8.3
Fans & Blowers	183.2	183.1	168.2	0.0	8.9
Wiring Devices & Connectors	148.2	148.0	136.9	0.1	8.2
Pole Line Hardware	247.6	244.4	173.1	1.3	43.1
Boxes	251.1	251.8	183.3	-0.3	37.0
Conduit Fittings	220.7	241.4	170.5	-8.6	29.4
Metal Conduit	217.5	216.2	188.6	0.6	15.3
Nonmetallic Conduit	220.8	235.9	172.7	-6.4	27.9
Motors	177.2	176.8	164.9	0.2	7.4
Generators	166.1	162.6	154.2	2.2	7.7
Ballasts	208.2	199.6	153.0	4.3	36.1
Elect. Meas. & Integ. Inst.	128.4	128.4	128.0	0.0	0.3
Transformers	151.4	149.9	139.3	1.0	8.7
Panelboards & Switches	181.3	189.1	173.7	-4.1	4.4
Circuit Breakers	189.8	195.4	181.1	-2.9	4.8
Switchgear	189.0	197.5	171.9	-4.3	9.9
Fuses	175.3	175.9	162.2	-0.3	8.1
Industrial Controls	173.7	174.1	165.4	-0.2	5.0
Lamps	175.4	173.0	161.7	1.4	8.4
Appliances	123.7	123.7	115.1	0.1	7.5
Air Conditioners	167.4	166.4	156.8	0.6	6.8
Fasteners	180.3	176.7	164.1	2.0	9.9
Total Index	179.6	180.9	156.2	-0.7	15.0

Electrical Marketing's Leading Economic Indicators

Construction starts spike in October. Total construction starts pushed +16% higher in October to a seasonally adjusted annual rate of \$1.01 trillion, according to Dodge Construction Network. Nonresidential building starts gained +29% and nonbuilding moved +52% higher in October, while residential starts lost -8%. The month's large gains resulted from the start of three large projects: two massive manufacturing plants and an LNG export facility. Without these projects, total construction starts would have fallen -6% in October.

AIA's billings index remains strong in October. Architecture firms reported increasing demand for design services in October, according to the American Institute of Architects (AIA). The AIA's Architecture Billings Index score for October was 54.3 points. While this score is down slightly from September's score of 56.6 points, it still indicates very strong business conditions overall (any score above 50 points indicates an increase in billings from the prior month).

"Unlike the economy-wide payroll figures, architecture services employment has surpassed its pre-pandemic high," said AIA Chief Economist Kermit Baker in the press release. "Staffing continues to be a growing concern at architecture firms and may serve to limit their ability to take on new projects."

Leading indicators continue on upward track. The Conference Board Leading Economic Index (LEI) for the U.S. increased by +0.2% in September to 117.5 (2016 = 100), following a +0.8% increase in August and a +0.9% increase in July.

"The U.S. LEI rose again in September, though at a slower rate, suggesting the economy remains on a more moderate growth trajectory compared to the first half of the year," said Ataman Ozyildirim, senior director of economic research at The Conference

Board. "The Delta variant, rising inflation fears, and supply chain disruptions are all creating headwinds for the US economy. Despite the LEI's slower growth in recent months, the

strengths among the components remain widespread. Indeed, we continue to forecast strong growth ahead: +5.7% year-over-year for 2021 and +3.8% for 2022."

The Marketplace : Key Figures

	Month	Latest month	Previous month	Month-over-month % change	Year ago	Year-over-year % change	2020 annual
CONSTRUCTION							
New Construction Put in Place (billions of dollars, SAAR) ²							
Total	SEPT	1573.61	1579.27	-0.4	1459.26	7.8	1429.61
Offices	SEPT	70.38	69.87	0.7	72.51	-2.9	70.06
Industrial	SEPT	72.42	74.57	-2.9	69.15	4.7	71.72
Housing Starts (Thousands of units, SAAR) ²							
Total	OCT	1520	1657	-8.3	1514	0.4	1397
Single-unit	OCT	1039	1161	-10.5	1162	-10.6	1004
Mobile Home Shipments ³ (thousands of units, SAAR)							
	SEPT	104	106	-1.9	96	8.3	94
Employment, Construction Workers (thousands) ⁴	OCT	7669	7598	0.9	7506	2.2	7269
Employment, Electrical Contractors (thousands) ⁴	SEPT	996.1	989	0.7	969.5	2.7	952.2
Hourly Wage, Electrical Contractors ⁴	SEPT	32.29	32.09	0.6	30.97	4.3	31.23
PRODUCTION							
Industrial Production Index (1967=100) ⁵	OCT	101.6	100.4	1.2	96.6	5.1	95.0
Construction Supplies Production Index ⁵ (1977=100-SA)	OCT	101.4	98.1	3.4	98.2	3.3	96.2
Employment in Electrical Equipment & Supplies Mfg.							
Production workers (Thousands) ⁴	SEPT	132.1	132.8	-0.5	131	0.8	134.3
Weekly hours	SEPT	41.3	41.7	-1.0	41.3	0.0	42.1
Hourly wage	SEPT	24.34	22.68	7.3	21.32	14.2	21.16
Electric Power Output Index (1967=100) ⁵	OCT	104.0	106.1	-1.9	99.3	4.7	99.5
Machine Tool Orders* (millions of dollars) ⁶	SEPT	583.09	481.55	21.1	358.23	62.8	312.34
Industrial Capacity Utilization (percent, SA) ¹	OCT	76.74	75.50	1.6	73.49	4.4	71.15
TRADE							
Electrical Mfrs' Shipments	SEPT	3,296	3,295	0.0	3,022	9.1	3,205
Electrical Mfrs' Inventories (millions of dollars, SA) ²	SEPT	6,366	6,293	1.2	6,241	2.0	6,258
Electrical Mfrs' Inventory-to-Shipments Ratio	SEPT	1.931	1.910	1.1	2.065	-6.5	1.962
Electrical Mfrs' New Orders (millions of dollars, SA) ²	SEPT	3,288	3,239	1.5	3,036	8.3	3,212
Electrical Mfrs' Unfilled Orders (millions of dollars, SA) ²	SEPT	12,271	12,209	0.5	12,296	-0.2	12,262
Exports, Electrical Machinery (f.a.s. value in millions of dollars) ²	SEPT	6,860	7,234	-5.2	6,068	13.1	74,173
U.S. Dollar vs. Other Major Currencies (1973=100) ⁵	OCT	108.06	105.31	2.6	107.53	0.5	108.93
PRICES & INTEREST RATES							
Industrial Commodities Wholesale Price Index (Bureau of Labor Statistics, 1967=100)	OCT	243.2	228.9	6.2	195.7	24.3	193.9
Electrical Price Index (Electrical Marketing, 1997=100)	OCT	179.6	172.9	3.9	156.2	15.0	154.1
Construction Materials Wholesale Price Index (Bureau of Labor Statistics, 1982=100)	OCT	310.8	306.0	1.6	262.5	18.4	256.9
Copper Prices (Metals Week, cents per pound)	OCT	445.12	439.80	1.2	305.70	45.6	279.91
Prime Rate ⁵	OCT	3.25	3.25	0.0	3.25	0.0	3.54
Federal Funds Rate ⁵	OCT	0.08	0.08	0.0	0.09	-11.1	0.38
Mortgage Rate ⁷	OCT	3.06	2.98	2.7	2.83	7.8	3.12
*Several series related to employment are now being reported on a NAICS basis. Because of this change, some numbers are not directly comparable to previously reported data, but are consistent in year-over-year comparisons and comparisons shown in the table.							

Sources: ¹McGraw-Hill Construction/Dodge; ²Dept. of Commerce; ³Manufactured Housing Institute; ⁴Dept. of Labor;

⁵Federal Reserve Board; ⁶The Association for Manufacturing Technology; ⁷Federal Home Loan Bank Board.

Note: Some figures shown—prime rate, for example—are averaged for month. NYA—not yet available

SA—seasonally adjusted. SAAR—seasonally adjusted annual rate. Source for chart: Global Insight.

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

Around the Industry

Continued from page 3

index of input prices — the prices that goods producers and service providers such as distributors and transportation firms charged for inputs for nonresidential construction — climbed by an even steeper +21.1% compared to Oct. 2020, including a +1.3% increase since September, Simonson noted.

Many products, as well as trucking services, contributed to the extreme increase in construction costs, Simonson observed. The price index for steel mill products more than doubled, soaring nearly +142% since Oct. 2020. The indexes for both aluminum mill shapes and copper and brass mill shapes jumped more than +37% over 12 months, while the index for plastic construction products rose more than +30%. The index for gypsum products such as wallboard climbed +25% and insulation costs increased +17%. Trucking costs climbed +16.3%. The index for diesel fuel, which contractors buy directly for their own vehicles and off-road equipment and also indirectly through surcharges on deliveries of materials and equipment, doubled over the year.

Dodge Momentum Index sees big bump in October to 181.2 points

The Dodge Momentum Index increased 10% in October to 181.2 (2000=100), from the revised September reading of 164.6. The Momentum Index, issued by Dodge Construction Network, is a monthly measure of the initial report for nonresidential building projects in planning, which have been shown to lead construction spending for nonresidential buildings by a full year. In October, commercial planning rose +14% and institutional gained +3%.

The value of nonresidential building projects entering planning has staged a solid recovery this fall. It has lifted the Momentum Index to its highest level in nearly 14 years, following a near-moribund summer of activity. The commercial sector has shown strength, having reached its highest level since the inception of the Index. The October gain in the Momentum Index was driven by increased planning in warehouses, offices, and healthcare structures. Compared to a year earlier, the Momentum Index was 47% higher in October 2021. The commercial planning component was +59% higher, and institutional was +26% higher.

People

Service Wire Co. (Culloden, WV): **Bruce Kesler, Corey Jarvis, and Aaron Patten** were promoted to better serve the commercial and industrial markets.

Bruce Kesler has been elevated to director – Commercial & Industrial Sales. In this newly created role, he will be taking on full responsibility for Service Wire's commercial and industrial effort in North America. This includes development and execution of sales strategy and sales business plans in those verticals, along with the coordination of sales business processes. Kesler has more than 40 years of sales and management experience, 35 of those years being in the electrical industry and 15 being with Service Wire.

Jarvis has been promoted to sales manager of Service Wire's Culloden sales office. He will take full responsibility for Culloden's day-to-day sales activities. He has been with Service Wire for over 11 years.

Patten has been promoted to assistant sales manager at the Culloden sales office. He has more than 11 years of sales and management experience, four of those being with Service Wire.

Rep News

Mulcrone & Associates, Wood Dale, IL, now represents Classic Wire & Cable in northern Illinois and eastern Wisconsin. Mulcrone has been representing manufacturers of electrical products, lighting, and controls manufacturers since 1972, and today employs 25 people.

Obituary

James (JR) Ross Walton, Bob Jones & Associates, passed away on Nov. 6. JR is survived by his wife Charla of 41 years; their son Micah; and their daughter Christi; as well as Christi's husband Cole, and their children Logan, Mason and Addison.

Before joining the ElectriGroup Inc. independent manufacturers' rep firm in 2006 as an outside salesperson, Walton worked for Central Telephone Co. (Centel), and as an electrician. He joined Bob Jones & Associates in 2010 and was responsible for the Las Vegas market, as well as the Colorado River Run; Yuma, AZ; and El Centro, CA. For nearly 11 years, JR cultivated many long-term friendships with

distributors, contractors, and suppliers on the Bob Jones & Associates' line card.

Friends, family and colleagues regarded JR as a true patriot, with a deep love for God and his country. He was a big sports fan, particularly professional ice hockey, and supported the Las Vegas Golden Knights NHL club and the Las Vegas Raiders NFL football team. In his off-time, he enjoyed golf and traveling with his wife, children and friends.

Those planning an expression of sympathy may wish to consider pledging a donation to Christi Cazin's family (JR's daughter) to support the care of her family's children, who have Duchenne Muscular Dystrophy (DMD). It's a rare degenerative muscle disease affects every muscle in the body, including the heart and lungs. Donations may be made by Venmo (@Christi-Cazin), Paypal (@LoganandMason), or you can contact Christi Cazin at 702-339-0451 or Christi.cazin@gmail.com for further information.

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