

Around the Industry

OneSource hits a \$1 billion in sales

Sonepar USA, Charleston, SC, announced that its OneSource Distributors business unit surpassed \$1 billion in sales in 2022.

Founded in 1983, OneSource has grown to more than 530 associates and 15 locations across California, Hawaii, Arizona and Baja Mexico. The company primarily distributes electrical products and services across the contractor, industrial, renewables and utility markets. In 2022, each business segment saw significant growth. New customers, growth with existing customers and into new markets, and expanded value-add services were key factors in the company's success.

"OneSource has aggressive plans to continue enhancing its customer offerings and supply chain network," said Rob Taylor, president of Sonepar North America, in the press release. "In 2020, OneSource opened a new CDC in Fullerton, CA, and has plans to open a new distribution center in Honolulu, Hawaii this year. OneSource is also expanding its Oceanside, CA, RDC creating an improved San Diego customer experience."

Kansas to be home of another multi-billion-dollar chip plant

MP Shield, manufacturer of commercial and residential devices that protect against high-altitude electromagnetic pulses (EMP's), will build a \$1.9 billion-chip manufacturing facility in Burlington, KS, Governor Laura Kelly announced earlier this week.

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Electrical Product Prices Match Volatility in Other Construction Materials

This month's Electrical Price Index (page 4) showed that January prices for electrical products aren't growing as fast as they had been over the past year and in some cases are showing some notable declines. You can spot the same mixed pricing picture for other key construction materials. For example, the price for a pound of copper on the COMEX exchange is down -7.5% year-over-year, according to www.macrotrends.net, and the monthly drop in January came in at -2.2%.

Prices for several other key construction materials were also mixed, according to the January data in the Producer Price Index (PPI) available from the U.S. Bureau of Labor Statistics. Plastic construction products were up +7% YOY, but lumber and plywood prices dropped -30.8% in January. Pricing for steel products used in the construction industry were all over the place. Steel mill products saw a -30.1% drop YOY, but steel pipe and tube were down -10% YOY. Fabricated

structural metal was up +3.2% YOY, but sheet metal prices were up +6.1%.

The Associated General Contractors (AGC) publishes a monthly analysis of construction material prices, and the most recent report commented on the broad mix of price changes. According to the press release, "Contractors encountered a wide range of price changes for key construction inputs in January, with steep increases for fuel, concrete and gypsum products offsetting sharp declines in lumber and steel prices, according to an analysis by the Associated General Contractors of America of government data. Association officials said a lack of clarity from officials in Washington as to what materials may be used on federally assisted projects is adding to price disparities.

Ken Simonson, AGC's chief economist said in the press release that contractors and suppliers can expect a volatile pricing climate

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Commercial and Multi-Family Construction Markets Make Solid Gains in 2022

In 2022, the value of commercial and multi-family construction starts in the top 10 metropolitan areas of the U.S. increased +37% from 2021, according to Dodge Construction Network. Nationally, commercial and multi-family construction starts increased +25%.

Commercial and multi-family construction have made impressive gains in 2022 largely driven by rising demand for apartments and condos. Not to be outdone, commercial starts also posted strong gains fueled by increased demand for hotel, data center and retail projects.

The New York metropolitan area was the top market for commercial and multi-family starts in 2022 at \$37.1 billion, an increase of +37% from 2021. The Dallas, TX, metropolitan area was in second place, totaling \$16.7 billion in 2022, a +51% gain. The Washington, D.C., metro area ranked third during 2022 with \$11.4 billion in

starts — a +38% gain over 2021.

The remaining top 10 metropolitan areas through the first half of 2022 were:

- Miami, FL, up +35% (\$11.0 billion)
- Atlanta, GA, up +43% (\$9.6 billion)
- Houston, TX, up +41% (\$8.7 billion)
- Phoenix, AZ, up +33% (\$8.4 billion)
- Austin, TX, up +48% (\$8.1 billion)
- Chicago, IL, up +42% (\$7.2 billion)
- Seattle, WA, up +1% (\$6.8 billion).

In 2022, the top 10 metropolitan areas accounted for 40% of all commercial and multi-family starts in the United States, up from 37% in 2021.

Commercial and multi-family starts are comprised of office buildings, stores, hotels, warehouses, commercial garages and multi-family housing. Not included in this ranking are institutional projects (educational facilities, hospitals, convention centers, casinos, transportation terminals), manufacturing

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Dodge Construction Reports on Stellar Growth in Top 10 Markets

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buildings, single family housing, public works and electric utilities/gas plants.

In total, U.S. commercial and multi-family building starts rose +25% from 2021 to \$308.4 billion. Commercial starts climbed +25% to \$159 billion, and multi-family starts gained +25% to \$149.4 billion. In 2022, across the top 10 metro areas, commercial building starts rose +34% to \$60.4 billion, and multi-family starts gained +40% to \$64.6 billion.

“The year 2022 will go down as a banner year for construction starts,” said Richard Branch, chief economist for Dodge Construction Network, in the press release. “Even when adjusted for inflation, commercial and multi-family starts were impressive as construction activity began to move back towards downturn urban cores. This pace of activity, however, is unlikely to be sustained in 2023 as the economy is slated to slow and approach stall speed. Commercial and multi-family construction starts are likely to take this on the chin and post declines for the year.”

New York. In the New York, NY, metropolitan area, commercial and multi-family construction starts rose +37% in 2022 to \$37.1 billion. Multi-family starts were up a stellar +76%. The largest multi-family projects to break ground during 2022 were the \$800-million Two Bridges mixed-use building and the \$680-million first phase of the One Journal Square building. In 2022, commercial starts were down -15% as office and warehouse starts posted sizable declines offsetting gains in retail and hotel starts. The largest commercial projects to get started in

2022 were the \$540-million 520 Fifth Avenue mixed-use building and a \$400-million hotel on Eighth Avenue.

Dallas. Commercial and multi-family starts in the Dallas, TX, metro area rose +51% in 2022 to \$16.7 billion. Commercial starts increased +52% with only the hotel sector to fall during the year. The largest commercial projects to get underway during the year were the \$314-million Hall Park D1 mixed-use building and a \$206-million Walmart distribution center. Multi-family starts rose +48% over the year. The largest multi-family projects to start were the \$119-million Hanover Preston Hollow residential building and the \$177-million third phase of the Trinity Green apartments.

Washington, DC. In the Washington, D.C., metropolitan area, commercial and multi-family construction starts rose +38% to \$11.4 billion. Multi-family starts moved +3% higher in 2022. The largest multi-family projects to break ground were the \$329-million Reston Next Block D tower and the \$163-million 113 Potomac Ave SW building. In 2022, commercial starts rose +78% thanks to a large increase in office and hotel starts, while retail construction fell. The largest commercial projects to get underway during the year were the \$940-million Digital Dulles Data Center Buildings 7 and 9 and the \$675-million Dulles Berry Data Center LC8.

Miami. Miami, FL, commercial and multi-family starts were +35% higher in 2022 than the year prior at \$11 billion. Commercial starts in Miami gained +38% as office starts more than doubled during the year. The largest commercial projects to get started during 2022 were the \$300-mil-

lion Royal Caribbean headquarters and the \$91-million One Flagler office building. In 2022, multi-family construction rose +33% from 2021. The largest multi-family buildings to get started were the \$700-million Aria Reserve building and the \$450-million Waldorf Astoria hotel and residences.

Atlanta. The Atlanta, GA, commercial and multi-family building starts rose +43% in 2022 to \$9.6 billion. Commercial starts in Atlanta gained +55% with hotel starts the only sector to decline. The largest commercial projects to start during the year were the \$224-million 1020 Spring Street office building and the \$160-million “The Bailey” mixed-use building. Multi-family starts meanwhile rose +29%. The largest multi-family buildings to break ground in 2022 were the \$143-million Society mixed-use building and the \$135-million Rhapsody apartments.

Houston. Commercial and multi-family starts in the Houston, TX, metropolitan area climbed +41% in 2022 to \$8.7 billion. For the year, multi-family construction rose +29%. The largest multi-family structures to break ground during the year were the \$101-million X Houston apartments and the \$90-million Resia Ten Oaks apartments. In 2022, commercial starts in Houston moved +48% higher, fueled by more gains in warehouse and retail starts. The largest commercial project to get started during the year was the \$168-million Project Channel fulfillment center.

Phoenix. Commercial and multi-family starts were up +33% in 2022 to \$8.4 billion. Multi-family starts were up +16%

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Commercial Buildings & Multi-Family Housing Construction Starts (Millions of Dollars)

	2020	2021	2022	2020-2021	2021-2022
Total United States	205,180	246,945	308,421	20%	25%
New York-Northern New Jersey-Long Island, NY-NJ-PA	23,081	27,146	37,073	18%	37%
Dallas-Fort Worth Arlington, TX	7,474	11,064	16,665	48%	51%
Washington-Arlington-Alexandria, DC-VA-MD-WV	9,026	8,277	11,432	-8%	38%
Miami-Fort Lauderdale-Miami Beach, FL	5,025	8,162	10,988	62%	35%
Atlanta-Sandy Springs-Marietta, GA	4,453	6,731	9,607	51%	43%
Houston-Baytown-Sugar Land, TX	5,304	6,140	8,671	16%	41%
Phoenix-Mesa-Scottsdale, AZ	5,338	6,315	8,399	18%	33%
Austin-Round-Rock, TX	4,921	5,457	8,055	11%	48%
Chicago-Naperville-Joliet, IL-IN-WI	7,143	5,044	7,193	-29%	43%
Seattle-Tacoma-Bellevue, WA	4,790	6,739	6,834	41%	1%
Top 10 Total	76,554	91,075	124,907	19%	37%

Source: Dodge Construction Network

Associated General Contractors Says Mixed Pricing Picture for Construction Products Will Continue in 2023

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throughout 2023. “Producer price indexes for construction inputs moderated over the past year but many items increased again in January,” he said. “With demand shifting among project types, prices for many inputs are likely to diverge further in 2023.”

The Producer Price Index for inputs to new nonresidential construction — the prices charged by goods producers and service providers such as distributors and transportation firms — jumped +0.9% last month but rose by a relatively modest +4.3% from Jan. 2022. Falling demand for new homes drove the index for new single-family construction down to a year-over-year increase of just +0.2%.

The increase in January was driven by

several inputs. The Producer Price Index for diesel fuel soared +7.1% for the month and +22.8% over 12 months. The PPI for cement leaped +7.7% in January and +17.8% compared to a year earlier. That, in turn, fueled an increase in the index for concrete products of +1.8% for the month and +14.8% year-over-year. The indexes for architectural coatings, such as paint, and gypsum building materials such as wallboard, were flat for the month but climbed +15.8% and +11.1%, respectively over the year. These increases more than offset several declining prices, including the previously mentioned declines in the Producer Price Index for steel mill products and lumber and plywood.

— *Jim Lucy*

Total Construction Starts Slip in January

Total construction starts fell -27% in January to a seasonally adjusted annual rate of \$865.6 billion, according to Dodge Construction Network. During the month, nonresidential building starts fell -38%, residential starts lost -20%, and nonbuilding starts declined by -16%.

Comparatively, total construction was -14% lower in Jan. 2023 than in Jan. 2022. Nonresidential building starts were down -2%, nonbuilding starts rose +10%, and residential starts lost -34%. For the 12 months ending Jan. 2023, total construction starts were +13% higher than the 12 months ending Jan. 2022. Nonresidential starts were +36% higher, residential starts lost -6%, and nonbuilding starts were up +19%.

“January’s decline in construction starts should not be taken as the beginning of a cyclical downturn in the industry,” said Richard Branch, chief economist for Dodge Construction Network, in the press release. “Numerous mega-projects have begun over the last few months, obscuring the underlying trend in construction activity. While some construction sectors will face stress as the year progresses, current fundamentals point to an industry that is fairly well positioned to weather the storm.”

Nonresidential building starts lost -38% in January to a seasonally adjusted annual rate of \$340 billion. Manufacturing starts led the pullback in January, falling -91% following the start of several large projects in December. In January, commercial starts dropped -11% with

office being the only category to post a gain; while institutional starts increased by +3% thanks to a large gain in education starts.

For the 12 months ending January 2023, total nonresidential building starts were +36% higher than the 12 months ending January 2022. Manufacturing starts were +190% higher; commercial starts gained +22%, and institutional starts moved +17% higher on a 12-month rolling sum basis.

The largest nonresidential building projects to break ground in January were the \$1-billion Prime Data Center campus in Elk Grove Village, IL; the \$515-million Amazon data center in Hilliard, OH; and the \$460-million CoStar Group corporate campus in Richmond, VA.

Residential building starts fell -20% in January to a seasonally adjusted annual rate of \$289.2 billion. Single-family starts lost -5%, and multi-family starts fell -37%. For the 12 months ending in January 2023, residential starts were -5% lower than the 12 months ending in January 2022. Single-family starts were -16% lower, while multi-family starts were up +21% on a rolling 12-month basis.

The largest multi-family structures to break ground in January were a \$200-million mixed-use building in Gowanus, NY; a \$172-million, mixed-use building in Greenpoint, NY; and the \$150-million The Cove residential community in Sacramento, CA.

The full version of this report is available at www.electricalmarketing.com

Around the Industry

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Kelly’s office said that the four-production-line plant would eventually be able to produce thousands of chips a week and create 1,200 jobs with an average annual wage of \$66,000. EMP Shield will build the 235,000-sq-ft factory complex on 300 acres in the new Silicon Prairie Industrial Park and said six of its out-of-state suppliers will also set up shop there, producing additional components and getting the chips ready for final delivery.

Chicago Switchboard acquires IER Electrical Equipment & Controls

FourBridges Capital Advisors announced that IER Electrical Equipment and Controls (IER), Houston, has been acquired by Chicago Switchboard, Elmhurst, IL, a portfolio company of private-equity fund Promise Holdings. FourBridges acted as the exclusive investment banker to IER and negotiated and structured the transaction on behalf of founder Mike Wolf.

IER is a manufacturer of custom products used for power distribution and motor controls in a wide variety of end markets. Founded in 2000, IER enjoys partnerships with the world’s largest electrical component manufacturers as well as large electrical distributors.

The company specializes in the ability to create non-standard and/or custom packaged solutions to fit customers’ specifications including switchboards, motor control centers, enclosed breakers and disconnects and medium-voltage switches.

CES opens 10th Maryland branch

The new CES branch near the Chesapeake Bay area in Prince Frederick, MD, supports three counties. Branch Manager Erik Stokely came on board with CES three years ago and has worked in the electrical industry for over half of his life. He got his start working with his dad, who has been a master electrician for nearly four decades. Stokely worked at several other CES locations before coming to Prince Frederick to help open and manage the new location.

“I got my start as a lineman in the field,” he said in the press release. “I used to help my dad out with inspections on the weekends, doing various work with generators and other things he might need. We’re an electrical family through and through. We all have fun at the dinner table talking about the industry.”

Industry Events

February 27 - March 1, 2023

NAED South Central Conference
Orlando, FL; www.naed.org

March 7-8, 2023

LEducation
New York, Designers Lighting Forum of New York; www.leducation.org

April 19-20, 2023

Upper Midwest Electrical Expo
Minneapolis; North Central Electrical League
www.ncel.org

May 21-23, 2023

LightFair Trade Show & Conference
New York; www.lightfair.com

May 23-25, 2023

NAED Annual Conference
Marco Island, FL; www.naed.org

June 12-14, 2023

NAED Women in Industry Forum
Salt Lake City, UT
www.naed.org

June 14-16, 2023

NAED Adventure
Salt Lake City, UT
www.naed.org

September 18-20, 2023

IDEA eBiz
Nashville, TN; IDEA
www.idea4industry.com

September 30-October 2, 2023

NECA Show
Philadelphia; National Electrical Contractor Association (NECA)
www.necashow.org

October 18-20, 2023

AD Electrical North American Meeting
Dallas; Affiliated Distributors
www.adhq.org

November 6-8, 2023

NAED Eastern Conference
Marco Island, FL; www.naed.org

November 8-9, 2023

NEMA Annual Meeting
Manalapan, FL; www.nema.org

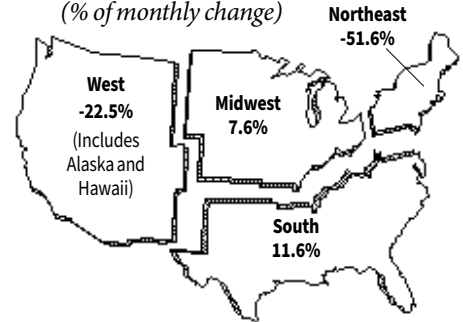
Single-Family Starts Sag Again in January

Housing starts in January were at a seasonally adjusted annual rate of 1,309,000. This is -4.5% below the revised December estimate of 1,371,000 and -21.4% below the January 2022 rate of 1,666,000. The U.S. Census Bureau said single-family housing starts in January were at a rate of 841,000, -4.3% percent below the revised December figure of 879,000.

“As completions continue to outpace construction starts, this marks the eighth straight monthly decline for single-family homes under construction,” said Danushka Nanayakkara-Skillington, assistant VP for forecasting and analysis for the National Association of Home Builders (NAHB).

“Meanwhile, apartments construction stands at the highest level since November 1973, which means a slowdown for apartment starts is approaching.”

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
Jan. 2023 ₁	1,309	841	457	59	99	549	134
Dec. 2022 ₂	1,371	879	483	122	92	492	173
Nov. 2022 ₂	1,419	807	598	64	96	474	173
Oct. 2022	1,426	859	553	52	130	515	162
Sept. 2022	1,465	893	555	61	123	515	194
Aug. 2022	1,508	923	565	60	127	517	219
Jan. 2022	1,666	1,157	499	48	142	661	306

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

Source: U.S. Bureau of the Census

January EPI Books Another +1.2% Increase

Electrical Marketing's Electrical Price Index (EPI) is sending signals that the era of historic month-to-month and year-over-year price increases for electrical products may be winding down. The +1.2% monthly increase in the total index to 205.6 in January is the same as in Dec. 2022 and just a fraction of a percent more than Nov. 2022. The YOY increase +7.9% for the month is the lowest increase since March 2021.

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 — January, 2023

2012=100	Jan. 2023	Dec. 2022	Jan. 2022	% Change 1 Mo.	% Change 1 Yr.
Building Wire & Cable	275.0	270.6	255.3	1.6	7.7
Power Wire & Cable	410.7	413.8	336.5	-0.8	22.1
Telephone	240.4	235.5	226	2.1	6.4
Hand & Power Tools	168.8	168.8	158.3	0	6.6
Elec. Heating Equip.	178.5	177.7	164.1	0.5	8.8
Residential Lighting	177.8	177.8	167.8	0	5.9
Industrial Fixtures	171.8	169.3	158.5	1.5	8.4
Fans & Blowers	205.6	204	189.3	0.8	8.6
Wiring Devices & Connectors	162	161.5	152.9	0.3	6
Pole Line Hardware	287.2	287.2	267.5	0	7.4
Boxes	303.1	303.1	277	0	9.4
Conduit Fittings	277.3	262.7	260.2	5.5	6.5
Metal Conduit	242.1	241.6	227.2	0.2	6.5
Nonmetallic Conduit	276.5	265.1	254.7	4.3	8.6
Motors	206.9	206.2	190.9	0.3	8.4
Generators	192.8	191.6	174.5	0.6	10.5
Ballasts	224.8	224.8	213.4	0	5.4
Elect. Meas. & Integ. Inst.	134.8	134.8	134.8	0	0
Transformers	163.4	163.3	153.2	0.1	6.7
Panelboards & Switches	222.7	224	195.4	-0.6	14
Circuit Breakers	232.3	244.4	212.5	-4.9	9.4
Switchgear	235.7	236.6	195.8	-0.4	20.4
Fuses	215.9	215.6	182.6	0.2	18.3
Industrial Controls	212.1	211.9	184.9	0.1	14.7
Lamps	197.8	197.1	177.7	0.4	11.3
Appliances	138.3	138	126.5	0.2	9.3
Air Conditioners	198.8	198.6	176.7	0.1	12.5
Fasteners	209.5	206.7	193.3	1.3	8.4
Total Index	205.6	203.2	190.6	1.2	7.9

Electrical Marketing's Leading Economic Indicators

Single-family building permits slide in January. Privately-owned housing units authorized by building permits in January were at a seasonally adjusted annual rate of 1,339,000, +0.1% above the revised December rate of 1,337,000, but -27.3% below the January 2022 rate of 1,841,000. The U.S. Census Bureau said single-family authorizations in January were at a rate of 718,000, -1.8% below the revised December figure of 731,000.

Rail shipments off to a slow start in 2023. For this week, total U.S. weekly rail traffic was 473,972 carloads and intermodal units, down -6.2% compared with the same week last year, according to the American Association of Railroads (AAR). Freight rail traffic is a leading indicator of economic activity. For the first six weeks of 2023, U.S. railroads reported cumulative volume of 1,373,778 carloads, up +1% from the same point last year. Total combined U.S. traffic for the first six weeks of 2023 was 2,767,182 carloads and intermodal units, a decrease of -3.6% compared to last year.

Conference Board's leading indicators remain bearish. The Conference Board Leading Economic Index (LEI) for the U.S. fell by -0.3% in January 2023 to 110.3 (2016=100), following a decline of -0.8% in December. The LEI is now down -3.6% over the six-month period between July 2022 and January 2023 — a steeper rate of decline than its -2.4% contraction over the previous six-month period (Jan. 2022–July 2022).

“The US LEI remained on a downward trajectory, but its rate of decline moderated slightly in January,” said Ataman Ozyildirim, senior director - Economics, at the Conference Board, in the press release. “Among the leading indicators, deteriorating manufacturing new orders, consumers' expectations of business conditions, and credit conditions more than offset strengths in labor markets and stock prices to drive the index

lower in the month. The contribution of the yield spread component of the LEI also turned negative in the last two months, which is often a signal of recession to come. While the LEI

continues to signal recession in the near term, indicators related to the labor market— including employment and personal income — remain robust so far.”

The Marketplace : Key Figures

	Month	Latest month	Previous month	Month-over-month % change	Year ago	Year-over-year % change	2021 annual
CONSTRUCTION							
New Construction Put in Place (billions of dollars, SAAR) ²							
Total	DEC	1809.79	1817.29	-0.4	1627.99	11.2	1626.21
Offices	DEC	79.46	79.43	0.0	74.98	6.0	74.89
Industrial	DEC	122.17	124.98	-2.2	76.78	59.1	78.32
Housing Starts (Thousands of units, SAAR) ²							
Total	JAN	1309	1371	-4.5	1664	-21.3	1605
Single-unit	JAN	841	879	-4.3	1165	-27.8	1131
Mobile Home Shipments ³ (thousands of units, SAAR)	DEC	95	98	-3.1	105	-9.5	106
Employment, Construction Workers (thousands) ⁴	JAN	7546	7766	-2.8	7576	-0.4	7413
Employment, Electrical Contractors (thousands) ⁴	DEC	1028.1	1023.5	0.4	965.4	6.5	961.1
Hourly Wage, Electrical Contractors ⁴	DEC	34.92	34.58	1.0	32.03	9.0	31.91
PRODUCTION							
Industrial Production Index (1967=100) ⁵	JAN	103.0	102.9	0.0	100.2	2.8	100.0
Construction Supplies Production Index ⁵ (1977=100-SA)	JAN	103.3	102.5	0.8	99.1	4.3	101.0
Employment in Electrical Equipment & Supplies Mfg. Production workers (Thousands) ⁴							
Weekly hours	DEC	41.1	41.7	-1.4	41.7	-1.4	42.0
Hourly wage	DEC	25.90	26.42	-2.0	22.68	14.2	23.21
Electric Power Output Index (1967=100) ⁵	JAN	98.0	107.6	-8.9	104.9	-6.5	102.1
Machine Tool Orders* (millions of dollars) ⁶	DEC	419.15	430.30	-2.6	476.95	-12.1	480.78
Industrial Capacity Utilization (percent, SA) ¹	JAN	77.74	77.08	0.9	76.98	1.0	77.13
TRADE							
Electrical Mfrs' Shipments	DEC	4,019	4,094	-1.8	3,452	16.4	3,505
Electrical Mfrs' Inventories (millions of dollars, SA) ²	DEC	8,346	8,232	1.4	6,646	25.6	6,724
Electrical Mfrs' Inventory-to-Shipments Ratio	DEC	2.077	2.011	3.3	1.925	7.9	1.919
Electrical Mfrs' New Orders (millions of dollars, SA) ²	DEC	3,867	3,869	-0.1	3,405	13.6	3,526
Electrical Mfrs' Unfilled Orders (millions of dollars, SA) ²	DEC	16,484	16,861	-2.2	14,144	16.5	14,296
Exports, Electrical Machinery (f.a.s. value in millions of dollars) ²	DEC	7,146	7,305	-2.2	7,026	1.7	83,120
U.S. Dollar vs. Other Major Currencies (1973=100) ⁵	JAN	113.92	116.17	-1.9	105.24	8.3	106.31
PRICES & INTEREST RATES							
Industrial Commodities Wholesale Price Index (Bureau of Labor Statistics, 1967=100)	JAN	259.8	256.8	1.2	228.9	13.5	228.4
Electrical Price Index (Electrical Marketing, 1997=100)	JAN	205.6	203.2	1.2	172.9	18.9	173.1
Construction Materials Wholesale Price Index (Bureau of Labor Statistics, 1982=100)	JAN	348.9	347.7	0.4	306.0	14.0	299.0
Copper Prices (Metals Week, cents per pound)	JAN	412.22	381.68	8.0	439.80	-6.3	424.28
Prime Rate ⁵	JAN	7.50	7.27	3.2	3.25	130.8	3.25
Federal Funds Rate ⁵	JAN	4.33	4.10	5.6	0.08	5312.5	0.08
Mortgage Rate ⁷	JAN	6.27	6.36	-1.4	3.04	106.2	2.95

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

2022's Solid Year in Construction

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for the year. The largest multi-family projects to break ground during the year were the \$345-million 601 N Central mixed-use building and the \$184-million Saiya/McKinley Green residential tower. In 2022, total commercial starts rose +44% compared to 2021. This growth was mostly led by the warehouse sector, although retail and parking structures also posted solid growth while office and hotel starts fell. The largest commercial project to get underway was the \$460-million Park 303 warehouse building.

Austin. Commercial and multi-family starts were +48% higher at \$8.1 billion in 2022. Commercial starts in Austin more than doubled over the year, mainly due to office construction, supplemented by all other commercial sectors. The largest commercial projects to get started during 2022 were the \$520-million Waller Creek mixed-use building and the \$375-million The Republic office building. In 2022, multi-family construction rose +17% from 2021. The largest multi-family building to get started was the \$300-million Modern Austin residences.

Chicago. The city's commercial and multi-family construction starts were up +43% to \$7.2 billion during in 2022. Commercial starts moved +86% higher during the year led by sharp gains in office and hotel construction. The largest commercial projects to break ground were the \$840-million CloudHQ Data Center and \$230-million Microsoft data center. Multi-family starts fell -3% in 2022. The largest multi-family structures to break ground during the year were the \$140-million Fulton River District apartment tower and a \$140-million apartment building at 210 N Aberdeen St.

Seattle. The city's commercial and multi-family starts were up +1% to \$6.8 billion in 2022. Multi-family starts were up +8% from 2021. The largest multi-family projects to get underway during the year were the \$400-million Civic Square condominium building and the \$371-million Seattle House mixed-use building. Commercial starts were down -4% for the year due to pullbacks in office and warehouse construction, while retail and hotel starts improved. The largest commercial project to break ground was the \$350-million Omni South Lake Union office building.

People

McNaughton-McKay Electric Co. (Madison Heights, MI): **Donald Slominski Jr.**, chairman and CEO, will retire from the CEO role on March 31. The board of directors has appointed **Mark Borin** to succeed Slominski as CEO on April 1. Following this transition, Slominski will continue to serve on the organization's board of directors in the role of executive chairman.

Slominski joined McNaughton-McKay in 1996 as the director of finance and was elected president and CEO in 2005. A steadfast and strategic leader, Slominski guided McNaughton-McKay through the successful transition from a family-owned to an employee-owned organization, delivering a number of strategic acquisitions and transforming the company from 800 employees and \$450 million revenues to 1,750 employees and \$2.2 billion in revenues. As executive chairman of the board, Slominski will continue to provide leadership and direction, working collectively with Borin and the board to develop strategy for the company's future growth and ESOP management.

Borin joined the McNaughton-McKay leadership team as president in June 2020. Prior to joining the company, Borin spent 12 years at Pentair, most recently as executive vice president and chief financial officer.

McNaughton-McKay is ranked #8 on *Electrical Wholesaling's* 2022 Top 150 Distributors ranking.

Sonepar USA (Charleston, SC): **Mike Smith**, senior VP Business Relationship Management and Data Insights, and **Scott Schuenke**, VP of Strategic Development, and Integration Management, will be retiring this June.

Schuenke started at Viking Electric in marketing before moving to Sonepar USA as VP of Marketing and Communications, and most recently held the position of VP of Strategic Development for North America. Scott also led the Innovation Incubator, a program that brought together teams from across Sonepar USA to research and present solutions to business challenges.

Smith began his career at Roden Electric before moving to Eclipse, where he helped create and promote ERP and digital solutions. In 2006 he joined OneSource Distributors, becoming president by the time Sonepar acquired OneSource. In 2016

Smith became chief information officer and VP of Operations and Logistics for Sonepar USA.

Agilix Solutions (St. Louis): **Roy Davis** was promoted to director of Construction Sales for the company's South Region. Davis will be based in the Agilix Bartlett, TN, branch and will lead the region's outside construction sales team and project solutions group.

Davis, a former field electrician, spent 22 years with the company holding positions at all levels including, account manager, counter manager, project solutions group manager and most recently, power distribution specialist. Davis will report to Dave Armstrong, VP for Agilix Solutions' South Region. The company was ranked #42 on *Electrical Wholesaling's* 2022 Top 150 ranking.

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