

## Around the Industry

### Data centers continue to flood construction market

Dodge Construction Network reported that in April, a total of 25 projects valued at \$100 million or more entered planning. Many of these jobs were data centers. The largest commercial projects included the \$1 billion Convergent Technology Park in Remington, VA; the \$630 million Dulles Digital Data Center (Buildings 8 and 6) in Dulles, VA; and the \$330 million Google Red Hawk Data Center (Phase 2) in Mesa, AZ.

The largest institutional construction projects to enter planning were the \$275 million Win-River Resort and Casino in Redding, CA, and the \$254-million AdventHealth Hospital in Weaverville, NC.

### ABB invests in developer of energy management platform

ABB recently announced a minority investment in Ndustrial, a U.S.-based clean technology startup that has developed an AI-powered energy management platform. The platform enables smarter, production-aware energy decisions in real time, helping customers reduce operating costs, optimize energy consumption and accelerate decarbonization. Ndustrial has approximately 40 employees.

The transaction follows ABB taking a minority stake in GridBeyond in April 2024, a start-up providing energy management solutions based on AI and data science that will enable customers to optimize distributed energy resources and industrial loads.

*Continued on page 3*

## Inside

- Top 50 metros in population gains... p. 2
- Rexel acquires VDV distributor..... p. 3
- EPI rises in April..... p. 4
- David H. Crum retires..... p. 6

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

## Texas & Florida Attract More than 2 Million New Residents from 2020-2023

You can learn quite a bit about the local markets with the most potential growth in electrical sales potential by looking at population data available from the U.S. Census Bureau at the county, Metropolitan Statistical Area (MSA) or state level. Updated annually, this data digs into the areas of the country gaining or losing the most residents.

Population growth is an important leading economic indicator because each person or family represents a certain amount of economic potential for a local market. New residents buy or rent new homes, buy goods and services at local businesses, spend tax dollars and may attend local schools or universities. If enough new residents move into a city or town more homes and apartments, shopping centers, schools and other places of businesses will need to be built — and wired with electrical products.

It's not a big secret that the population shift in the United States is bringing hundreds of thousands of new residents to the Sunbelt and Intermountain states. According to *EM's* analysis of the latest 2023 population data from 2020 to 2023, 3,994,876 moved to 10 states attracting the most new resident: Texas (+1,268,940); Florida (+1,019,427); North Carolina (+381,679); Georgia (+296,837); Arizona (+244,661); South Carolina (+241,404); Tennessee (+200,398); Utah (+133,752); Idaho (+115,387); and Colorado (+92,381).

It follows that 36 out of the 50 MSAs came from these states, with Florida alone accounting for 13 of the metros and Texas accounting for six local markets. Leading the list in population growth from 2020-2023 were Dallas-Fort Worth-Arlington, TX MSA (+433,619); Houston-Pasadena-The Woodlands, TX (+341,530); Phoenix-

*Continued on page 3*

## Motion Industries' Automation Intelligence Unit to Acquire Automation Distributor

Motion Industries Inc., Birmingham, AL, a distributor of maintenance, repair and operation replacement parts and a provider of industrial technology solutions, signed a definitive purchase agreement to acquire Allied Circuits, an electrical and automation firm. The transaction is expected to close later this month, subject to customary closing conditions.

Located in Buffalo, NY, Allied Circuits designs, manufactures and services industrial control panels, electromechanical assemblies, robotic automation and integrated solutions. Founded in 1987, the company serves customers in the western and upstate New York markets and into Ontario, Canada, due to its proximity to the border. End markets include aerospace, automotive, filtration, fluid systems & plumbing, food & beverage, oil & gas, pharmaceutical, process industries, semi-

conductor and water & wastewater treatment facilities.

The company will join Motion's business unit, Motion Automation Intelligence (Motion Ai). The addition of Allied Circuits will provide technical talent, ATEX certification capabilities and over 20,000-sq-ft of additional production space to bolster Motion Ai's existing presence in the area. Motion Ai's total region size will expand to over 100,000-sq-ft of production space and 150 people dedicated to serving existing and new customers.

Motion Automation Intelligence (Motion Ai), Motion Conveyance Solutions and Motion Repair & Services were formed to offer a wide range of specialized, related products and solutions for many applications.

The parent company, Motion North America, has more than 550 branches and service centers and 17 distribution centers.

## Top 50 Metros in 2020-2023 Population Growth

Rank	Metropolitan Statistical Area (MSA)	2023 Population Estimate	2020-2023 # Change	2020-2023 % Change	YOY # Change	YOY % Change	2023 Net Migration	New Residents per Day
1	Dallas-Fort Worth-Arlington, TX	8,100,037	433,619	5.7	152,598	1.9	101,419	277.9
2	Houston-Pasadena-The Woodlands, TX	7,510,253	341,530	4.8	139,789	1.9	92,198	252.6
3	Phoenix-Mesa-Chandler, AZ	5,070,110	194,864	4.0	49,240	1.0	35,892	98.3
4	Atlanta-Sandy Springs-Roswell, GA	6,307,261	186,412	3.0	68,585	1.1	42,512	116.5
5	Austin-Round Rock-San Marcos, TX	2,473,275	173,140	7.5	50,105	2.1	33,412	91.5
6	Tampa-St. Petersburg-Clearwater, FL	3,342,963	155,135	4.9	51,622	1.6	54,660	149.8
7	Orlando-Kissimmee-Sanford, FL	2,817,933	137,442	5.1	54,916	2.0	46,794	128.2
8	San Antonio-New Braunfels, TX	2,703,999	135,473	5.3	48,071	1.8	36,313	99.5
9	Charlotte-Concord-Gastonia, NC-SC	2,805,115	135,464	5.1	50,458	1.8	40,670	111.4
10	Jacksonville, FL	1,713,240	100,259	6.2	36,911	2.2	34,143	93.5
11	Raleigh-Cary, NC	1,509,231	91,776	6.5	29,151	2.0	21,364	58.5
12	Lakeland-Winter Haven, FL	818,330	88,172	12.1	29,948	3.8	29,364	80.4
13	Riverside-San Bernardino-Ontario, CA	4,688,053	81,669	1.8	18,904	0.4	3,012	8.3
14	Nashville-Davidson-Murfreesboro-Franklin, TN	2,102,573	80,829	4.0	31,554	1.5	24,246	66.4
15	North Port-Bradenton-Sarasota, FL	910,108	72,252	8.6	18,387	2.1	22,777	62.4
16	Cape Coral-Fort Myers, FL	834,573	69,026	9.0	12,182	1.5	13,280	36.4
17	Las Vegas-Henderson-North Las Vegas, NV	2,336,573	61,686	2.7	14,038	0.6	9,097	24.9
18	Provo-Orem-Lehi, UT	732,197	56,783	8.4	16,919	2.4	7,840	21.5
19	Boise City, ID	824,657	54,434	7.1	13,302	1.6	10,659	29.2
20	Deltona-Daytona Beach-Ormond Beach, FL	721,796	49,992	7.4	15,373	2.2	19,187	52.6
21	Miami-Fort Lauderdale-West Palm Beach, FL	6,183,199	49,834	0.8	43,387	0.7	32,663	89.5
22	Oklahoma City, OK	1,477,926	47,986	3.4	17,969	1.2	13,544	37.1
23	Port St. Lucie, FL	536,901	46,789	9.5	16,028	3.1	17,415	47.7
24	Charleston-North Charleston, SC	849,417	45,942	5.7	19,065	2.3	16,127	44.2
25	Indianapolis-Carmel-Greenwood, IN	2,138,468	45,723	2.2	17,807	0.8	10,861	29.8
26	Greenville-Anderson-Greer, SC	975,480	44,718	4.8	16,562	1.7	16,216	44.4
27	Washington-Arlington-Alexandria, DC-VA-MD-WV	6,304,975	44,664	0.7	39,084	0.6	6,508	17.8
28	Myrtle Beach-Conway-North Myrtle Beach, SC	397,478	43,713	12.4	14,331	3.7	15,724	43.1
29	Wilmington, NC	467,337	42,204	9.9	12,947	2.8	13,801	37.8
30	Fayetteville-Springdale-Rogers, AR	590,337	40,400	7.3	13,370	2.3	10,237	28.0
31	Knoxville, TN	946,264	40,368	4.5	13,343	1.4	14,858	40.7
32	Columbus, OH	2,180,271	38,376	1.8	18,205	0.8	10,598	29.0
33	Palm Bay-Melbourne-Titusville, FL	643,979	35,204	5.8	13,272	2.1	16,326	44.7
34	Denver-Aurora-Centennial, CO	3,005,131	35,012	1.2	18,941	0.6	6,913	18.9
35	Richmond, VA	1,349,732	33,086	2.5	11,494	0.9	9,742	26.7
36	Huntsville, AL	527,254	32,548	6.6	12,781	2.5	11,756	32.2
37	Ocala, FL	409,959	32,487	8.6	13,522	3.4	16,015	43.9
38	Columbia, SC	858,302	28,165	3.4	10,190	1.2	9,179	25.1
39	Greeley, CO	359,442	27,984	8.4	9,176	2.6	6,781	18.6
40	Tulsa, OK	1,044,757	27,407	2.7	10,709	1.0	9,173	25.1
41	Naples-Marco Island, FL	404,310	27,000	7.2	6,794	1.7	7,579	20.8
42	Spartanburg, SC	383,327	26,767	7.5	10,640	2.9	10,855	29.7
43	Kansas City, MO-KS	2,221,343	26,125	1.2	12,561	0.6	6,799	18.6
44	Des Moines-West Des Moines, IA	737,164	25,964	3.7	7,861	1.1	4,567	12.5
45	McAllen-Edinburg-Mission, TX	898,471	25,615	2.9	10,185	1.1	1,834	5.0
46	Killeen-Temple, TX	501,333	24,240	5.1	6,884	1.4	2,885	7.9
47	Durham-Chapel Hill, NC	608,879	23,859	4.1	6,052	1.0	4,131	11.3
48	Wildwood-The Villages, FL	151,565	21,275	16.3	6,798	4.7	8,788	24.1
49	Sacramento-Roseville-Folsom, CA	2,420,608	20,579	0.9	3,349	0.1	(1,101)	-3.0
50	St. George, UT	202,452	20,437	11.2	4,722	2.4	4,196	11.5

*Notes:* Data from U.S. Census Bureau & Bureau of Labor Statistics. The World Bank defines net migration as the number of immigrants minus the number of emigrants, including citizens and noncitizens. New residents calculated with net migration data. 2020-2023 population data for all Metropolitan Statistical Areas (MSAs), counties and states available for download at [www.electricalmarketing.com](http://www.electricalmarketing.com). as part of a \$99 annual subscription to Electrical Marketing

## Around the Industry

*Continued from page 1*

Industrial helps companies measure and reduce their energy intensity — the energy required for a predefined unit of output or activity. By integrating multiple and often disparate, data sources such as weather, market rates, equipment performance, industrial process outputs and more, companies can analyze, optimize and predict their energy usage and costs per unit of production.

### Schaedler Yesco celebrates 100th anniversary

This year marks the 100th continuous year of operation for family- and employee-owned Schaedler Yesco Distribution, Har-

risburg, PA. The company is celebrating its past while embracing its future.

Schaedler Yesco started the year by celebrating the acquisition of two new locations in Grove City and Clarion, PA, bringing its total roster to 29 locations throughout Pennsylvania, Ohio and New York. The contiguous acquisition further solidified the company's commitment to the western Pennsylvania and eastern Ohio markets and continued its growth plan.

Festivities continued in March with the company's 2024 Expo East at the Hershey Convention Center in Hershey, PA. The event, held biannually, drew more than 1,100 people and offered over 75 learning opportunities and more than 100 exhibits

and hands-on demonstrations, including a live EV Charger demonstration. A similar event, the 2024 Expo West, will be held in September at River's Casino in Pittsburgh, the inaugural Expo event in the company's western territory.

"It's an exciting year for us," said President Farrah Mittel in the press release. "We're growing, we're planning an event unlike any other the western Pennsylvania market has ever seen and it's our anniversary year. There's a lot to celebrate."

The company will gather all employees and their guests in Harrisburg this October for a night of festivities and fun to help culminate the centennial year.

### Dallas, Houston and Tampa lead MSAs in Population Growth

*Continued from page 1*

Mesa-Chandler, AZ (+194,864); Atlanta-Sandy Springs-Roswell, GA (+186,412); and Austin-Round Rock-San Marcos, TX (+173,140). Seven out of the top 10 markets were in Florida or Texas.

On the other side of the population ledger were the regions of the country losing the most residents. market losing the most residents from 2020-2023. Four MSAs combined to lose more than 1.2 million during this time period: New York-

Newark-Jersey City, NY-NJ (-492,298); Los Angeles-Long Beach-Anaheim, CA (- 379,447); Chicago-Naperville-Elgin, IL-IN (-172,392); and San Francisco-Oakland-Fremont, CA -(173,877). California lost -538,007 residents from 2020 through 2023, followed by New York at -533,494. *Electrical Marketing* subscribers can download population data for more than 300 MSAs and all 50 states at [www.electricalmarketing.com](http://www.electricalmarketing.com).

— Jim Lucy

### Rexel USA to Acquire Talley Inc., a Major Player in the Voice/Data/Video Market

Rexel USA, Dallas, has entered into an agreement to acquire Talley Inc., a distributor of wireless infrastructure products, services and solutions in the United States. This strategic acquisition marks Rexel USA's entry into the growing telecommunications market and sets the stage for the development of a national data communications segment. Quite a few of the manufacturers on Talley's line card are also major players in the electrical market.

Founded in 1983 and headquartered in Los Angeles, Talley provides network infrastructure products to a diverse client base that includes mobile network operators, network installers, infrastructure operators and end users throughout the U.S. With an expected revenue of approximately \$360 million in 2024, Talley operates 11 warehouses and employs over 300 professionals.

Roger Little, CEO of Rexel USA, said in the press release, "The acquisition of Talley

marks a significant milestone for Rexel as we solidify our position in the U.S. communications industry by acquiring a clear leader. This strategic move aligns with our mission to accelerate electrification and deliver innovative, sustainable energy solutions. We recognize the pivotal role of communications infrastructure as a natural complement to our electrifying solutions and a crucial enabler for a connected, smart and sustainable future. We are truly impressed by the quality and reputation of Talley's team, and we are excited about our partnership as we work together to take both businesses to new heights."

Mark Talley, Talley's CEO, said in the release, "We are excited to join Rexel. Maintaining the Talley brand and culture, alongside and as a part of the Rexel brand and culture, will create strategic value for our customers, suppliers, communities and stakeholders."

### Canada's Franklin Empire honored with Best-Managed Company award

Franklin Empire, Montreal, Quebec, recently received the prestigious 2024 Canada's Best Managed Companies award.

Celebrating over 30 years, Canada's Best Managed Companies program awards excellence in private Canadian-owned companies with revenues of \$50 million or greater. To attain the designation, companies are evaluated on their leadership in the areas of strategy, culture and commitment, capabilities, and innovation, governance and financial performance.

Canada's Best Managed Companies is one of the country's leading business awards programs recognizing innovative and world-class businesses. Every year, hundreds of entrepreneurial companies compete for this designation in a rigorous and independent evaluation process. Applicants are evaluated by an independent panel of judges with representation from program sponsors and special guests.

"We are so thrilled to have received this recognition. What sets Franklin Empire apart is our longevity, relationships, and expertise in the market," said Clifford Backman, co-president, in the press release. "The fact that we are a fourth-generation company is quite unique. Of the more than 50 distributor companies in all of Canada, only a handful have reached the 80-year milestone. It is only possible to achieve this in a family business if there continues to be a passionate next generation to keep it going, and a solid team of people who continue to contribute to the growth and to provide the necessary coaching to our future teams."

## Industry Events

*May 21-23, 2024*

### NAED Annual Conference

Austin, TX; [www.naed.org](http://www.naed.org)

*June 3-5, 2024*

### NAED Women in Industry

Arlington, TX; [www.naed.org](http://www.naed.org)

*June 23-26, 2024*

### EASA 2024 Convention

Las Vegas, NV; EASA; [www.easa.com](http://www.easa.com)

*Aug. 6-8, 2024*

### NAED Marketing Summit

Charlotte, NC; [www.naed.org](http://www.naed.org)

*Aug. 15-17, 2024*

### IES Annual Conference

New York; Illuminating Engineering Society; [www.ies.org](http://www.ies.org)

*Aug. 19-21, 2024*

### NAILD Annual Conference

St. Paul, MN; National Association of Independent Lighting Distributors; [www.naild.org](http://www.naild.org)

*September 28-October 1 2024*

### NECA Convention & Trade Show

San Diego; NECA; [www.necanet.org](http://www.necanet.org)

*October 7-9, 2024*

### NAED LEAD Conference

Kansas City, MO; [www.naed.org](http://www.naed.org)

*October 16-19, 2024*

### NALMCO 2024 Annual Convention & Trade Show

Orlando; National Association of Lighting Management Companies (NALMCO) [www.nalmco.org](http://www.nalmco.org)

*October 28-30, 2024*

### AD 2024 North American Meeting

Chicago; Affiliated Distributors (AD) [www.adhq.com](http://www.adhq.com)

*November 12-14, 2024*

### 2024 NEMA Annual Meeting

Kiawah Island, SC; National Electrical Manufacturers Association (NEMA) [www.nema.org](http://www.nema.org)

*February 2-5, 2025*

### 2025 NEMRA Conference

Orlando; NEMRA; [www.nemra.org](http://www.nemra.org)

## Total April Housing Starts Up +5.7% Over March, But Running Slightly Below March 2023

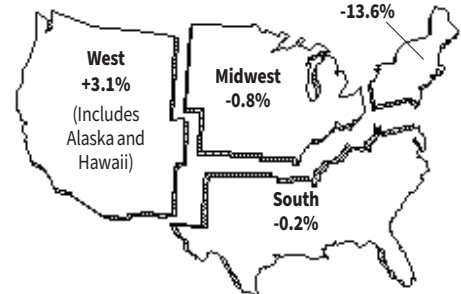
April housing starts were at a seasonally adjusted annual rate of 1,360,000, +5.7% above the revised March estimate of 1,287,000, but -0.6% below the April 2023 rate of 1,368,000. Single-family housing starts in April were at a rate of 1,031,000, -0.4% below the revised March figure of 1,035,000.

“Moving forward, the multi-family market will see additional declines for construction volume, while the pace of completions remains elevated,” said Robert Dietz, chief economist, National Association of Homebuilders. “April marked the fifth consecutive month for which the seasonally adjusted rate of multi-family completions was above

500,000. This additional rental supply will help lower shelter inflation, which is the last leg of the inflation policy challenge.”

### 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
April 2024 <sub>1</sub>	1,360	1,031	322	57	131	611	232
March 2024 <sub>2</sub>	1,287	1,035	245	66	132	612	225
February 2024 <sub>2</sub>	1,546	1,134	396	82	152	669	231
January 2024 <sub>2</sub>	1,376	1,011	347	69	112	579	251
December 2023	1,568	1,078	471	59	126	628	265
November 2023	1,510	1,126	371	72	168	631	255
April 2023	1,368	876	480	63	93	524	196

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

Source: U.S. Bureau of the Census

## EPI Increases +0.8% in April

Electrical prices were up in April with the Total Index gaining +0.8% last month to 208.3 points in *Electrical Marketing's* Electrical Price Index (EPI). That's up +1.3% over April 2023. Increases were mild across most categories, with building wire (+3%) the only product group up more than +1% for the month. Fasteners (-1.3%) and Pole-Line Hardware (-2.2%) had the biggest declines over March.

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; S&P Global

### Electrical Price Index — April 2024

2012=100	Apr. 2024	Mar. 2024	Apr. 2023	% Change 1 Mo.	% Change 1 Yr.
Building Wire & Cable	268.7	260.9	268.9	3.0	-0.1
Power Wire & Cable	470.8	467.8	422.5	0.6	11.4
Telephone	238.4	234.8	241.4	1.5	-1.3
Hand & Power Tools	167.4	167.4	167.4	0.0	0.0
Elec. Heating Equip.	190.2	188.6	182.9	0.9	4.0
Residential Lighting	177.7	177.7	178.4	0.0	-0.4
Industrial Fixtures	176.5	176.8	170.8	-0.2	3.3
Fans & Blowers	211.2	209.8	206.7	0.7	2.2
Wiring Devices & Connectors	201.1	201.2	194.5	0.0	3.4
Pole Line Hardware	253.4	259.1	288.4	-2.2	-12.1
Boxes	267.7	266.5	303.0	0.5	-11.7
Conduit Fittings	242.5	242.5	249.4	0.0	-2.8
Metal Conduit	274.1	273.9	276.4	0.1	-0.8
Nonmetallic Conduit	249.6	249.6	255.3	0.0	-2.2
Motors	212.6	212.6	208.3	0.0	2.1
Generators	204.3	204.3	196.7	0.0	3.9
Ballasts	230.3	230.3	213.7	0.0	7.8
Elect. Meas. & Integ. Inst.	147.2	144.8	140.6	1.7	4.6
Transformers	180.6	180.6	172.3	0.0	4.8
Panelboards & Switches	233.5	235.3	224.2	-0.8	4.1
Circuit Breakers	244.1	243.9	232.3	0.1	5.1
Switchgear	257.5	259.6	240.8	-0.8	6.9
Fuses	232.4	232.1	217.9	0.1	6.6
Industrial Controls	222.6	222.3	212.2	0.1	4.9
Lamps	203.2	203.2	202.3	0.0	0.4
Appliances	140.0	140.3	138.9	-0.2	0.8
Air Conditioners	215.6	209.9	206.0	2.7	4.6
Fasteners	217.2	220.1	215.1	-1.3	1.0
<b>Total Index</b>	<b>208.3</b>	<b>206.6</b>	<b>205.6</b>	<b>0.8</b>	<b>1.3</b>



# Electrical Marketing's Leading Economic Indicators

## April building permits slide.

Building permits in April were at a seasonally adjusted annual rate of 1,440,000, -3% below the revised March rate of 1,485,000 and -2% below the April 2023 rate of 1,470,000. The U.S. Census Bureau said single-family authorizations in April were at a rate of 976,000, -0.8% below the revised March figure of 984,000. Authorizations of units in buildings with five units or more were at a rate of 408,000 in April.

**Architects report soft conditions in AIA' billings index survey.** The AIA/Deltek Architecture Billings Index (ABI) reported a score of 43.6 points for the March.

Any reading below 50 points indicates softening business conditions. Published monthly by the American Institute of Architects (AIA), the ABI score is a leading economic indicator of construction activity, providing an approximately nine-to-twelve-month glimpse into the future of nonresidential construction spending activity.

“Elevated construction costs coupled with prolonged high interest rates continue to discourage new project activity,” said Kermit Baker, AIA chief economist, in the press release. “However, institutional design work seems to have stabilized, providing a solid base for the profession as it awaits a more positive economic environment for construction.”

**Dodge Momentum Index sees solid increase in April.** The Dodge Momentum Index (DMI), issued by Dodge Construction Network, increased +6.1% in April to 173.9 (2000=100) from the revised March reading of 164.0. The DMI is a monthly measure of the value of nonresidential building projects going into planning, shown to lead construction spending for nonresidential buildings by a full year.

“The Dodge Momentum Index (DMI) saw positive progress in April, alongside a deluge of data center projects that entered the planning stage,” said Sarah Martin, associate director of forecasting at Dodge Construction Network, in

the press release. “Outsized demand to build cloud and AI infrastructure is supporting above-average activity. Most other categories, however, faced slower growth over the month. Across these in-

dustries, it's likely that owners and developers are grappling with uncertainty around interest rates and lending standards, thus delaying their decisions to push projects into the planning queue.”

## The Marketplace : Key Figures

	Month	Latest month	Previous month	Month-over-month % change	Year ago	Year-over-year % change	2023 annual
<b>CONSTRUCTION</b>							
New Construction Put in Place (billions of dollars, SAAR) <sup>2</sup>							
Total	MAR	2083.93	2087.79	-0.2	1639.78	27.1	1976.96
Offices	MAR	85.75	85.61	0.2	77.48	10.7	83.95
Industrial	MAR	222.59	222.42	0.1	78.40	183.9	195.28
Housing Starts (Thousands of units, SAAR) <sup>2</sup>							
Total	APR	1360	1287	5.7	1638	-17.0	1421
Single-unit	APR	1031	1035	-0.4	1161	-11.2	949
Mobile Home Shipments <sup>3</sup> (thousands of units, SAAR)	MAR	103	102	1.0	103	0.0	89
Employment, Construction Workers (thousands) <sup>4</sup>	APR	8132	7972	2.0	7576	7.3	8018
Employment, Electrical Contractors (thousands) <sup>4</sup>	MAR	1103.0	1098.8	0.4	960.5	14.8	1068.1
Hourly Wage, Electrical Contractors <sup>4</sup>	MAR	37.52	37.61	-0.2	31.96	17.4	36.35
<b>PRODUCTION</b>							
Industrial Production Index (1967=100) <sup>5</sup>	APR	102.8	102.8	0.0	99.5	3.3	102.8
Construction Supplies Production Index <sup>5</sup> (1977=100-SA)	APR	101.1	102.0	-1.0	99.3	1.7	101.5
Employment in Electrical Equipment & Supplies Mfg.							
Production workers (Thousands) <sup>4</sup>	MAR	148.9	149	-0.1	139.1	7.0	147.0
Weekly hours	MAR	42.5	41.6	2.2	41.7	1.9	41.5
Hourly wage	MAR	27.09	27.51	-1.5	22.68	19.4	26.78
Electric Power Output Index (1967=100) <sup>5</sup>	APR	106.7	103.5	3.1	104.1	2.5	103.5
Machine Tool Orders* (millions of dollars) <sup>6</sup>	MAR	430.89	345.78	24.6	476.95	-9.7	405.34
Industrial Capacity Utilization (percent, SA) <sup>1</sup>	AP	76.88	77.19	-0.4	77.10	-0.3	77.79
<b>TRADE</b>							
Electrical Mfrs' Shipments	MAR	4,641	4,672	-0.7	3,647	27.3	4,639
Electrical Mfrs' Inventories (millions of dollars, SA) <sup>2</sup>	MAR	9,831	9,823	0.1	7,112	38.2	9,807
Electrical Mfrs' Inventory-to-Shipments Ratio	MAR	2.118	2.103	0.7	1.950	8.6	2.114
Electrical Mfrs' New Orders (millions of dollars, SA) <sup>2</sup>	MAR	4,559	4,561	0.0	3,995	14.1	4,620
Electrical Mfrs' Unfilled Orders (millions of dollars, SA) <sup>2</sup>	MAR	21,848	22,041	-0.9	16,941	29.0	22,337
Exports, Electrical Machinery (f.a.s. value in millions of dollars) <sup>2</sup>	MAR	7,903	7,350	7.5	7,031	12.4	87,754
U.S. Dollar vs. Other Major Currencies (1973=100) <sup>5</sup>	APR	116.46	115.07	1.2	105.16	10.8	114.47
<b>PRICES &amp; INTEREST RATES</b>							
Industrial Commodities Wholesale Price Index (Bureau of Labor Statistics, 1967=100)	APR	258.2	255.7	1.0	228.9	12.8	256.4
Electrical Price Index (Electrical Marketing, 1997=100)	APR	208.3	206.6	0.8	172.9	20.5	205.4
Construction Materials Wholesale Price Index (Bureau of Labor Statistics, 1982=100)	APR	357.4	356.7	0.2	306.0	16.8	351.0
Copper Prices (Metals Week, cents per pound)	APR	436.07	397.72	9.6	439.80	-0.8	385.77
Prime Rate <sup>5</sup>	APR	8.50	8.5	0.0	3.25	161.5	8.19
Federal Funds Rate <sup>5</sup>	APR	5.33	5.33	0.0	0.08	6562.5	5.02
Mortgage Rate <sup>7</sup>	APR	6.99	6.82	2.5	3.04	129.8	6.80

Sources: <sup>1</sup>Dodge Construction Network; <sup>2</sup>Dept. of Commerce; <sup>3</sup>Manufactured Housing Institute; <sup>4</sup>Dept. of Labor;

<sup>5</sup>Federal Reserve Board; <sup>6</sup>The Association for Manufacturing Technology; <sup>7</sup>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 1-877-784-9556

# People

*Flex Wind USA (Denmark):* Industry veteran **Desiree Grace** joined the company as general manager. Flex Wind installs and maintains wind turbines all over the world. The company offers solutions for installation, maintenance, blade inspections and repairs, up-tower repairs, supervision, health and safety tasks and gearbox solutions within the wind industry.

Along with her most recent role at Cembree, Grace also held executive posts at Panduit and Eaton. “I am excited to join Flex Wind,” said Grace in the press release. “I appreciate their customer-centric approach in an industry of vital importance to the world. Renewable energy is our future and Flex Wind is an important part of the wind industry.”

*ABB (Atlanta):* With more than 25 years of sales and leadership experience in the electrification industry, **Safford Hazen** joins ABB Installation Products Division, formerly Thomas & Betts, as senior VP of Sales for the United States and Latin America region.

Hazen joins ABB from Eaton, where he spent his career in sales roles with progressive responsibility. Most recently, he served as VP of Sales for the Global Energy Infrastructure Solutions (GEIS) North America business line. He earned a bachelor’s degree in mathematics and engineering from The State University of New York Potsdam. He is based in New York.

*OmniCable (West Chester):* **Drew Jackson** was promoted to St. Louis sales manager. He has more than six years of industry experience, most recently as an account manager for the St. Louis region.

*Sterling Lighting (Charlotte, NC):* This outdoor lighting fixture manufacturer appointed **Tom Fenig** as its new head of sales development. Fenig’s career in outdoor lighting began with his founding of the first and largest outdoor lighting franchise system in the United States, which he grew to 79 locations before its successful sale in 2008. He later established Imagine Outdoor Lighting with his family, quickly turning it into a regional benchmark for quality and innovative sales approaches.

This new role at Sterling Lighting marks another significant chapter in Fenig’s professional journey and reunites him with long-time collaborator Patrick Harders.

*Crum Electric Supply (Casper, WY):* After almost 50 years, **David H. Crum** is retiring as chairman. He established Crum Electric Supply in 1976, and the company grew both

organically and through acquisition. Oil, natural gas, coal and other mineral extraction drove early growth for the company. Fueled by his hunger for growth and diversification, the company grew across the states of Wyoming and Colorado, into Rapid City, SD and the metropolitan markets of Denver, CO and Salt Lake City, UT.

Crum quickly discovered that NAED was a place to learn, gaining a deeper understanding of how to be an electrical distributor and developing partnerships with manufacturers. He built many life-long friendships within the industry. Along the way, he was VP of the Western Region followed by NAED Chairman in 1996. He was also director of the NAED Education Foundation from 1995 – 1997.

Affiliated Distributors was another critical piece of Crum’s growth. Joining in 1987, AD became an avenue for Crum Electric Supply to join other independents to gain best practices and give the company financial strength to compete with the national chains. He engaged with the leadership of Affiliated Distributors, serving on the Electrical Division board.

Crum recognized that consistent product information and pricing between distributors and manufacturers was a significant need within the industry. With the rapid growth in computer and database technology at the time, this was an excellent opportunity for him to give back to the industry that had given him so much.

He joined together with other distributor and manufacturer leaders to found the Industry Data Exchange Association (IDEA) and create the Industry Data Warehouse (IDW). The Industry Data Warehouse is actively used today for manufacturer distributor transactions and e-commerce needs. For this, he earned the National Electrical Manufacturers Association (NEMA) Kite & Key Award in 1998. He served as IDEA’s Director from 2005 – 2007. He also served on the supplyFORCE board of directors.

Crum was also awarded the NAED Arthur Hooper Award in 2005 for lifetime achievement within the electrical distribution industry.

Outside of electrical wholesaling, Crum was co-chair of the Wyoming Business Council, served on the University of Wyoming Foundation Board and was named University of Wyoming Distinguished Alumnus in 1999.

He also served 30 years on the First Interstate Bank advisory and legal board of directors from 1987–2017.

Crum is leaving Crum Electric Supply in his son Dave’s hands to continue to service the electrical industry throughout the Rocky Mountains and beyond.

As he moves on to new challenges, his golf game is respectable and there are a lot of rainbow trout to catch.

## Rep News

**ElecTech**, Covington, LA, will represent OmniCable’s complete product line Mississippi.

**JD Martin Co.**, Dallas, recognized Albin James for his 17 years of service to the company, according to a LinkedIn post. James will be retiring.

## Electrical Marketing

**Subscriptions: 877-382-9187**

**(8 a.m. - 4 p.m. Central Time)**

**or ElectricalMarketing@omeda.com**

**Subscription rates:** \$99 per year. Group subscription discount rates are also available.

*Electrical Marketing* is published semi-monthly by Endeavor Business Media, LLC, 201 N. Main St. 5th Floor, Fort Atkinson, WI 53538. POSTMASTER: Send address changes to Electrical Marketing, PO Box 3257, Northbrook, IL 60065-3257. Subscription prices: U.S. (\$99.00); Canada/Mexico (\$99.00/year); All other countries (\$99.00). All subscriptions are payable in U.S. funds. Send subscription inquiries to Electrical Marketing, PO Box 3257, Northbrook, IL 60065-3257. Customer service can be reached toll-free at 877-382-9187 or at ElectricalMarketing@omeda.com for newsletter subscription assistance or questions.

Printed in the USA. Copyright 2023 Endeavor Business Media, LLC. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopies, recordings, or any information storage or retrieval system without permission from the publisher. Endeavor Business Media, LLC does not assume and hereby disclaims any liability to any person or company for any loss or damage caused by errors or omissions in the material herein, regardless of whether such errors result from negligence, accident, or any other cause whatsoever. The views and opinions in the articles herein are not to be taken as official expressions of the publishers, unless so stated. The publishers do not warrant either expressly or by implication, the factual accuracy of the articles herein, nor do they so warrant any views or opinions by the authors of said articles.

**Editorial questions:** Jim Lucy, Editor-in-Chief — (913) 461-7679; or Michael Morris - mmorris@endeavorb2b.com; **Questions on online access to Electrical Marketing:** James Marinaccio, Audience Marketing Manager — jmarinaccio@endeavorb2b.com; **Inquiries about advertising in Electrical Wholesaling, EC&M or Electrical Marketing:** Mike Hellmann, VP - mhellmann@endeavorb2b.com