

Electrical Marketing®

THE ELECTRICAL INDUSTRY NEWSLETTER

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Around the Industry

AD-IMARK finalize merger

AD's merger with IMARK Electrical has officially been consummated along with IMARK Electrical's formal separation from IMARK Group.

IMARK Electrical Board Chairman John Thompson said in the press release, "IMARK Electrical was instrumental in creating IMARK Group, and the best practice sharing that we experienced there was positive. However, the benefits from merging with AD are enormous. With AD we have best practice implementation plus increased purchasing volume in our core industry; additional growth opportunities for our members who operate in other industries; member ownership; effective governance; and economies of scale. These economies of scale come from being a single group in multiple industries and countries to operate efficiently, and develop and staff innovative programs."

AD's 900-plus independent owner/members span 14 divisions in the U.S., Mexico and Canada with annual sales (pre-merger) exceeding \$75 billion of electrical, industrial, safety, bearings and power transmission, plumbing, PVE, HVAC, decorative brands and building materials products.

Paul Kennedy, CEO of DSG said in the press release, "This marks a historic moment in the independent electrical channel in North America. This merger of equals will operate as the newly created AD Independent Electrical Supply Division (IESD) representing over 700 independently owned electrical distributors with annual sales over \$43 billion. The strategic importance of coming together as one combined entity will

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Rexel Rebuffs Acquisition Bid, But QXO Still Plans to be a Major Force in Distribution

While Rexel's corporate board of directors rejected QXO's acquisition proposal earlier this month, from a variety of published business reports *EM* learned that Brad Jacobs, the CEO and chairman of QXO, plans to build a huge building products distributor.

Jacobs, who made a name for himself as the founder of United Rentals and United Waste Systems and in the M&A arena through several hundred acquisitions, plans to build QXO into a multi-billion distributor with interests in a variety of construction distribution verticals, including the electrical market. A report in *Hardware Building Supply Dealer* said Jacobs envisions QXO eventually growing to \$50 billion in sales, and achieving that scale with M&As as a primary driver.

In his LinkedIn profile, Jacobs says, "I'm a career CEO with a unique track record as a Wall Street moneymaker. I've founded

eight billion-dollar or multibillion-dollar companies, creating tens of billions of dollars of value for shareholders across multiple industries. This includes six publicly traded corporations: United Waste Systems, Inc.; United Rentals Inc.; XPO Inc.; GXO Logistics Inc.; RXO Inc.; and my new company, QXO Inc.

"QXO will consolidate the building products distribution industry, which is large, growing and rich with acquisition opportunities. Building products distribution has approximately \$800 billion in annual revenue between North American and Europe. Our strategy is to create a tech-forward industry leader through accretive M&A and organic growth.

"My goal with QXO, as with all my ventures, is to generate outsized value for shareholders. My edge is that I hire exceptionally talented people who think big and

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New York, Illinois and Minnesota See Biggest Gains in Electrical Sales Potential

Business in the electrical market appears to be chugging along at a steady if not spectacular rate, according to one industry indicator. *Electrical Marketing's* estimated electrical sales potential through July, which is based on *Electrical Wholesaling's* sales-per-employee calculations (see details at the bottom of the chart on page 2), is pointing to decent growth in the middle of the electrical market's historical annual growth range of +4% to +8%.

Electrical Marketing's U.S. estimated total electrical sales potential for electrical distributors gained +5% to \$150.3 billion and added \$2.3 billion in sales potential, but several states easily topped that growth rate and added hundreds of millions of dollars in sales potential, according to *EM's* estimates.

Ohio added \$400.1 million in estimated sales potential, while New York (+\$377.6 million); Illinois (+\$374 million); Minnesota (+\$337.1 million); Michigan (+\$314.8

million) and California (+\$303.6 million) all topped \$300 million in sales. Only two states saw declines in estimated sales potential through July and they were comparatively minor. Georgia saw a -0.6% decline (-\$23.8 million), but its \$4.3 billion in total estimated sales potential ranked it in the top 10 amongst all states. Mississippi's estimated sales potential dropped -0.4% (\$4.2 million), according to our estimates.

Whenever *Electrical Marketing's* editors update their sales data, the consolidated nature of the electrical market always sticks out. On the state level, the 10 largest states account for 51% of all sales and the five largest states account for 35%.

Additional state-level data, as well as updated sales estimates for more than 350 Metropolitan Statistical Areas (MSAs), is available at www.electricalmarketing.com as part of your \$99 annual *EM* subscription.

— Jim Lucy

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State-Level Electrical Sales Potential Estimates

Area	May-July 2024 Total Estimate	State % of U.S.	Total Sales YOY # Change	Total Sales YOY % Change	QTQ Total Sales # Change	QTQ Total Sales % Change	Electrical Contractor Employment Change – YOY	Industrial Employment Change – YOY
UNITED STATES	150,303.3		2,328.1	2.8	4,089.5	5.0	29,553	14,333
ALABAMA	2,325.9	1.5%	105.4	4.7	41.3	1.8	806	7,867
ALASKA	342.2	0.2%	46.7	15.8	71.4	26.4	451	700
ARIZONA	3,425.2	2.3%	58.9	1.8	21.0	0.6	620	(633)
ARKANSAS	1,403.4	0.9%	46.1	3.4	16.8	1.2	503	(1,033)
CALIFORNIA	16,311.7	10.9%	95.6	0.6	303.6	1.9	1,803	(24,733)
COLORADO	2,880.3	1.9%	(38.5)	-1.3	105.5	3.8	(407)	500
CONNECTICUT	1,359.4	0.9%	6.1	0.5	71.2	5.5	87	(733)
DELAWARE	402.2	0.3%	1.2	0.3	11.4	2.9	(4)	500
DISTRICT OF COLUMBIA	190.0	0.1%	(6.8)	-3.5	2.4	1.3	(69)	-
FLORIDA	9,868.7	6.6%	428.1	4.5	218.5	2.3	4,160	5,567
GEORGIA	4,280.7	2.8%	20.5	0.5	(23.8)	-0.6	22	5,533
HAWAII	583.0	0.4%	52.0	9.8	19.9	3.5	524	100
IDAHO	1,203.1	0.8%	59.0	5.2	53.1	4.6	468	3,900
ILLINOIS	5,069.3	3.4%	21.7	0.4	374.0	8.0	65	4,633
INDIANA	3,983.6	2.7%	94.4	2.4	141.6	3.7	1,109	(4,467)
IOWA	1,906.7	1.3%	28.5	1.5	134.1	7.6	295	(167)
KANSAS	1,503.9	1.0%	37.8	2.6	55.2	3.8	364	600
KENTUCKY	2,060.0	1.4%	43.8	2.2	79.7	4.0	503	(1,733)
LOUISIANA	2,239.4	1.5%	108.5	5.1	36.6	1.7	1,131	(867)
MAINE	617.7	0.4%	(9.0)	-1.4	38.4	6.6	(78)	(400)
MARYLAND	2,399.7	1.6%	(69.1)	-2.8	65.8	2.8	(654)	(1,400)
MASSACHUSETTS	3,102.0	2.1%	41.9	1.4	184.9	6.3	633	(6,167)
MICHIGAN	4,740.3	3.2%	141.6	3.1	314.8	7.1	1,764	(9,667)
MINNESOTA	2,928.1	1.9%	(45.7)	-1.5	337.1	13.0	(247)	(6,467)
MISSISSIPPI	1,108.0	0.7%	11.2	1.0	(4.2)	-0.4	87	800
MISSOURI	2,954.0	2.0%	123.4	4.4	115.7	4.1	1,200	1,567
MONTANA	598.5	0.4%	32.6	5.8	58.9	10.9	334	(67)
NEBRASKA	1,189.4	0.8%	16.2	1.4	65.0	5.8	22	4,233
NEVADA	1,833.8	1.2%	165.7	9.9	74.3	4.2	1,577	3,133
NEW HAMPSHIRE	649.9	0.4%	3.5	0.5	29.9	4.8	82	(1,400)
NEW JERSEY	3,033.7	2.0%	25.5	0.8	104.9	3.6	329	(2,100)
NEW MEXICO	785.8	0.5%	10.5	1.4	17.5	2.3	61	1,367
NEW YORK	6,480.9	4.3%	(86.2)	-1.3	377.6	6.2	(884)	267
NORTH CAROLINA	4,975.7	3.3%	71.7	1.5	50.6	1.0	923	(5,800)
NORTH DAKOTA	488.4	0.3%	9.7	2.0	88.7	22.2	82	467
OHIO	5,516.8	3.7%	92.2	1.7	400.1	7.8	906	900
OKLAHOMA	1,598.0	1.1%	74.7	4.9	18.7	1.2	724	1,033
OREGON	2,116.1	1.4%	(33.2)	-1.5	63.9	3.1	(234)	(3,067)
PENNSYLVANIA	5,296.2	3.5%	(27.6)	-0.5	271.7	5.4	(325)	1,333
RHODE ISLAND	422.3	0.3%	3.0	0.7	27.4	7.0	4	767
SOUTH CAROLINA	2,401.1	1.6%	92.0	4.0	49.9	2.1	685	7,433
SOUTH DAKOTA	575.0	0.4%	20.8	3.8	57.7	11.1	243	(933)
TENNESSEE	3,283.9	2.2%	7.9	0.2	62.7	1.9	208	(3,800)
TEXAS	14,203.8	9.5%	481.1	3.5	280.9	2.0	4,221	19,767
UTAH	2,349.6	1.6%	96.4	4.3	104.1	4.6	880	2,967
VERMONT	305.5	0.2%	(2.4)	-0.8	30.1	10.9	(9)	(467)
VIRGINIA	3,745.7	2.5%	167.4	4.7	125.4	3.5	1,569	3,900
WASHINGTON	3,958.0	2.6%	13.9	0.4	166.0	4.4	(22)	4,833
WEST VIRGINIA	583.7	0.4%	6.3	1.1	16.5	2.9	91	(800)
WISCONSIN	3,484.6	2.3%	64.7	1.9	205.6	6.3	516	4,200
WYOMING	332.7	0.2%	0.3	0.1	24.2	7.9	(4)	233

Notes: State sales estimates developed with multipliers of \$78,775 per electrical contractor employee and \$2,650 per industrial employee; Electrical Wholesaling's sales-per-employee multipliers. Employment data sourced from U.S. Bureau of Labor Statistics: 3-month average for May 2024-July 2024 with preliminary July data, and 3-month average for May 2023-July 2023.

Around the Industry

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forever shape the future of the independent electrical channel. IESD is now one group, supported by one team of individuals committed to accelerating the growth of the electrical channel.”

A special committee with representatives from the AD and IMARK boards of directors provided strategic direction for the transaction. The committee members were **John Thompson**, CEO of First Electric Supply; **Scott Teerlinck**, president and CEO of Crescent Electric Supply; **Paul Kennedy**, CEO of DSG; **Don Slominski**, executive chairman of McNaughton-McKay Electric

Co.; and **David White**, former chairman and CEO of Border States.

IESD will be part of AD's Electrical & Industrial Business Unit, led by **Marisol Fernandez**, who has been deeply involved in the strategic process with both organizations.

AD welcomes 16 associates from the IMARK Electrical team to AD. **Karen Baker**, president of the Independent Electrical Supply Division, will lead a team of associates dedicated to the growth and expansion of the channel. Joining Baker from IMARK will be **Jerry Knight** who will join AD as a senior VP, Supplier Relations and work closely with **Steven Guidry**, AD's senior VP, Supplier Re-

lations on all matters and programs supplier facing. **Tim Babcock**, VP, Member Engagement, will lead a team comprised of **Shaker Brock**, director, Member Engagement; and **Melissa Sealy**, a second director, Member Engagement; focused supporting members. **Kelly Koch**, senior director, Marketing, will join the division and focus on electrical programs. Other key former IMARK associates will also be added to Baker's team in addition to others throughout Finance and IT.

Bob Smith, former president and CEO of IMARK Electrical, will also join AD as a senior advisor to AD's executive team as they work through the integration process and bring together two strong organizations.

The newly reconstituted IESD board of directors is comprised of 14 industry leaders represented in equal parts from both groups to provide guidance on strategic matters that impact the division.

These leaders are: **John Hanna**, president and COO, Fromm Electric and IESD co-board Chair; **George Vorwick**, president and CEO, United Electric Supply and IESD co-board Chair; **John Cady**, president, Revere Electric; **Michael Doris**, president, Mars Electric; **Danny Gray**, president and CEO, Independent Electric Supply; **Steve Helle**, president, Granite City Electric Supply; **Paul Kennedy**, president and CEO, DSG; **Craig LaRue**, president, Alameda Electrical Distributors; **Lura McBride**, president and CEO, Van Meter; **John Marshall**, president and owner, Atlantic Coast Electric Supply; **Jason Seger**, president and CEO Border States; **Jeff Metzler**, CEO, Lonestar Electric Supply; **Luis Valls**, president and Co-CEO, Turtle & Hughes; and **Bruce Summerville**, president, Inline Electric Supply

Hanna and Vorwick will serve as co-chairs for the this board and help guide staff on integration and governance matters at the Divisional level. The IESD board will provide the necessary and strategic direction as AD reimagines the possibilities, and IESD seeks to accelerate growth that outpaces industry performance.

Siemens to carve out EV business

Siemens plans to carve out its eMobility business. The company bundled its eMobility charging activities in 2018 and subsequently organized it into a separate business unit in 2022.

QXO CEO Brad Jacobs Plans to Use M&As to Build Company Into a \$50-Billion Distributor

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are committed to achieving remarkable results. My teams and I have completed about 500 M&A transactions across multiple industries, and we've raised approximately \$40 billion of debt and equity capital, including three IPOs.”

On QXO's website (www.qxo.com), the company says it provides technology solutions to clients in the manufacturing, distribution and service sectors. QXO's strategy, it says on the website, is to provide consulting and professional services, specialized programming, training and technical support.

“As a value-added reseller of business application software, QXO offers solutions for accounting, financial reporting, enterprise resource planning, warehouse management systems, customer relationship management, business intelligence and other applications,” QXO stated on its website. “Additionally, QXO develops and publishes its own proprietary software.”

QXO also said on its website that because the \$800-billion building products distribution industry is just beginning to harness the power of AI and B2B e-commerce and other technologies, it represents “a compelling opportunity for QXO as a tech-focused entrant.”

“QXO's combination of scale and innovation should elevate the customer experience, increase sales force effectiveness and enable margin expansion,” the company said on its website. “According to industry data, e-commerce represents only a single- to mid-single-digit percentage of total revenue

in the building products industry. This share is expected to triple by 2030.

“Technology can further transform distributors' businesses via price optimization, demand forecasting, warehouse automation and robotics, automated inventory management, route optimization for delivery fleets, supply chain visibility and end-to-end digital customer connectivity. QXO's strategy anticipates that these drivers, among others, will be central to the company's goal of out-sized shareholder value creation.”

Earlier this month, Rexel, Paris, France, received an unsolicited, non-binding preliminary proposal from QXO regarding a potential acquisition at an indicative price of €28.00 to €28.40 per share.

According to a post on www.rexel.com, “Rexel's board of directors has reviewed the proposal in detail and has unanimously decided not to pursue it, considering that it significantly undervalues the company and does not reflect its value creation potential through its Power Up 25 strategic plan. The board of directors remains highly confident in Rexel's management to deliver the mid-term objectives presented in during the June 2024 Capital Markets Day.

“Indeed, Rexel's management team has successfully demonstrated over the last few years its ability to increase the company's underlying profitability and enhance its growth profile in an accelerating electrification world. Rexel does not intend to make any additional comments on this proposal.”

— Jim Lucy

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Industry Events

September 28-October 1, 2024

NECA Convention & Trade Show

San Diego; NECA; www.necanet.org

October 7-9, 2024

NAED LEAD Conference

Kansas City, MO;
www.naed.org

October 16-19, 2024

NALMCO 2024 Annual Convention & Trade Show

Orlando; National Association of Lighting Management Companies (NALMCO)
www.nalmco.org

October 23-24, 2024

Electric Expo 2024

King of Prussia, PA; Electrical Association of Philadelphia
www.electricepo.org

October 28-30, 2024

AD 2024 North American Meeting

Chicago; Affiliated Distributors (AD)
www.adhq.com

November 12-14, 2024

2024 NEMA Annual Meeting

Kiawah Island, SC; National Electrical Manufacturers Association (NEMA)
www.nema.org

January 13-15, 2025

NAED Western Conference

Palm Desert, CA; National Association of Electrical Distributors (NAED);
www.naed.org

January 27-29, 2025

2025 NAW Annual Conference

Washington, DC; National Association of Wholesaler-Distributors (NAW);
www.nemra.org

February 2-5, 2025

2025 NEMRA Conference

Orlando; NEMRA; www.nemra.org

February 17-19, 2025

NAED Eastern Conference

Tampa, FL; NAED;
www.naed.org

March 18-19, 2025

LEducation 2025

New York; www.leducation.org

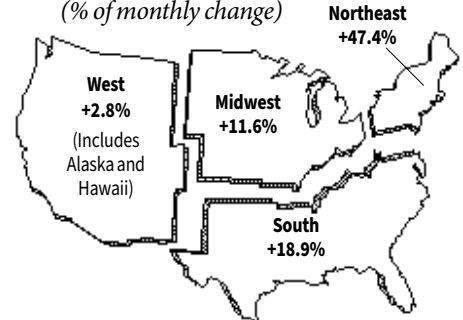
August Single-Family Housing Starts Surge +15.8% to 1.3-Million Pace

August's housing starts hit a seasonally adjusted annual rate of 1,356,000, +9.6% above the revised July estimate of 1,237,000 and +3.9% above the August 2023 rate of 1,305,000. According to the U.S. Census Bureau, single-family housing starts in August were at a rate of 992,000, +15.8% above the revised July figure of 857,000.

"Single-family starts were up in August as demand remains strong despite supply-side challenges," said Carl Harris, chairman of the National Association of Home Builders (NAHB) and home builder from Wichita, KS, in a press release. "The rise in single-family construction mirrors an uptick in NAHB's

latest builder survey. However, builders continue to face a challenging environment due to rising construction costs."

Housing Starts by Region (% of monthly change)



New Privately Owned Single-Family Housing Units Started

(Thousands of units, seasonally adjusted annual rate)

Period	Total	1 Unit	5 Units or more	Northeast	Midwest	South	West
Aug. 2024 ¹	1,356	992	333	84	144	547	217
July 2024 ²	1,237	857	357	57	129	460	211
June 2024 ²	1,329	983	329	71	112	598	202
May-24	1,315	992	305	70	108	576	238
Apr-24	1,377	1,037	334	63	142	617	215
Mar-24	1,299	1,041	251	67	135	615	224
Aug. 2023	1,305	943	355	55	108	584	196

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

Source: U.S. Bureau of the Census

Price Increases Slow Again in August EPI

Electrical Marketing's Electrical Price Index (EPI) enjoyed a rather large -0.4% decline to 210.9 points in its total index in August. The Building Wire & Cable category led the way with a -3% monthly decline followed by Telephone equipment's -2.7% move.

Year-over-year, the total index was up +2.5% over Aug. 2023. Pole-Line Hardware (-4.6%) and Power Wire & Cable (-3.2%) logged the largest YOY declines.

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 — August 2024

2012=100	Aug. 2024	July 2024	Aug. 2023	% Change 1 Mo.	% Change 1 Yr.
Building Wire & Cable	274.0	282.6	263.3	-3.0	4.1
Power Wire & Cable	495.3	491.1	511.4	0.9	-3.2
Telephone	248.1	255.1	234.8	-2.7	5.7
Hand & Power Tools	167.4	167.4	167.4	0.0	0.0
Elec. Heating Equip.	194.6	193.5	187.2	0.5	3.9
Residential Lighting	182.2	180.3	178.4	1.0	2.1
Industrial Fixtures	178.4	178.2	172.6	0.1	3.4
Fans & Blowers	210.9	210.9	208.2	0.0	1.3
Wiring Devices & Connectors	201.3	202.2	200.0	-0.4	0.6
Pole-Line Hardware	250.9	252.3	263.0	-0.6	-4.6
Boxes	264.8	264.4	270.8	0.1	-2.2
Conduit Fittings	242.5	242.5	242.5	0.0	0.0
Metal Conduit	273.6	274.5	273.8	-0.3	-0.1
Nonmetallic Conduit	249.6	249.6	249.6	0.0	0.0
Motors	212.6	212.6	209.1	0.0	1.7
Generators	204.7	204.7	201.5	0.0	1.6
Ballasts	231.7	231.7	222.5	0.0	4.1
Elect. Meas. & Integ. Inst.	147.7	147.5	142.8	0.2	3.4
Transformers	182.6	182.6	172.8	0.0	5.7
Panelboards & Switches	238.1	239.4	227.4	-0.5	4.7
Circuit Breakers	248.8	249.1	236.1	-0.1	5.3
Switchgear	266.5	267.9	246.9	-0.5	7.9
Fuses	239.3	239.3	223.0	0.0	7.3
Industrial Controls	227.2	227.1	215.7	0.0	5.3
Lamps	203.2	203.2	203.1	0.0	0.0
Appliances	141.1	139.5	140.2	1.2	0.7
Air Conditioners	224.1	215.4	210.0	4.0	6.7
Fasteners	218.5	218.0	216.8	0.2	0.8
Total Index	210.8	211.6	205.6	-0.4	2.5

Electrical Marketing's Leading Economic Indicators

Single-family building permits increase. August building permits were at a seasonally adjusted annual rate of 1,475,000, +4.9% above the revised July rate of 1,406,000, but -6.5% below the August 2023 rate of 1,578,000. Single-family authorizations in August hit 967,000, +2.8% above the revised July figure of 941,000.

AIA architects still seeing slow demand. August marked the nineteenth consecutive month of declining billings for architecture firms, according to the latest data from the AIA/Deltek Architecture Billings Index (ABI). The pace of decline during August accelerated, posting an ABI score of 45.7 points, a decrease from 48.2 points in July. Any reading below 50 points or indicates slow business conditions.

“Unfortunately, even the impending interest rate cuts didn’t move the needle on project inquiries or new design contracts at architecture firms,” said Kermit Baker, AIA’s chief economist, in the press release. “Hopefully, once the trajectory of further cuts gets clarified, delayed projects will restart, and new projects will gather momentum.”

Slide in new orders tamp down Conference Board optimism. The Conference Board Leading Economic Index (LEI) for the U.S. declined by -0.2% in August 2024 to 100.2 (2016=100), following an unrevised -0.6% decline in July. Between Feb. 2024 and Aug. 2024, the LEI fell by -2.3%, a smaller rate of decline than the -2.7% drop over the six-month period between August 2023 and Feb. 2024.

“In August, the U.S. LEI remained on a downward trajectory and posted its sixth consecutive monthly decline,” said Justyna Zabinska-La Monica, senior manager, Business Cycle Indicators, at The Conference Board. “The erosion continued to be driven by new orders, which recorded its lowest value since May 2023. A negative interest rate spread, persistently gloomy consumer expectations of future business conditions, and

lower stock prices after the early-August financial market tumult also weighed on the Index.

“Overall, the LEI continued to signal headwinds to economic growth ahead. The Confer-

ence Board expects U.S. real GDP growth to lose momentum in the second half of this as higher prices, elevated interest rates, and mounting debt erode domestic demand.”

The Marketplace : Key Figures

	Month	Latest month	Previous month	Month-over-month % change	Year ago	Year-over-year % change	2023 annual
CONSTRUCTION							
New Construction Put in Place (billions of dollars, SAAR) ²							
Total	JUL	2162.68	2168.99	-0.3	2027.41	6.7	2021.70
Offices	JUL	83.55	83.52	0.0	81.99	1.9	84.30
Industrial	JUL	236.07	236.11	0.0	196.36	20.2	192.69
Housing Starts (Thousands of units, SAAR) ²							
Total	AUG	1356	1237	9.6	1305	3.9	1421
Single-unit	AUG	992	857	15.8	943	5.2	949
Mobile Home Shipments ³ (thousands of units, SAAR)							
	JUL	104	101	3.0	88	18.2	89
Employment, Construction Workers (thousands) ⁴							
	AUG	8497	8463	0.4	8263	2.8	8018
Employment, Electrical Contractors (thousands) ⁴							
	JUL	1113.1	1106.9	0.6	1070.6	4.0	1068.1
Hourly Wage, Electrical Contractors ⁴							
	JUL	37.61	37.61	0.0	36.46	3.2	36.35
PRODUCTION							
Industrial Production Index (1967=100) ⁵							
	AUG	103.1	102.3	0.8	103.1	0.0	102.9
Construction Supplies Production Index ⁵ (1977=100-SA)							
	AUG	101.2	99.8	1.4	100.3	0.9	101.1
Employment in Electrical Equipment & Supplies Mfg. Production workers (Thousands) ⁴							
	JUL	149	148.8	0.1	145.5	2.4	147.0
Weekly hours							
	JUL	42.2	42.8	-1.4	41.2	2.4	41.5
Hourly wage							
	JUL	26.96	26.60	1.4	27.04	-0.3	26.78
Electric Power Output Index (1967=100) ⁵							
	AUG	105.0	105.1	-0.1	105.5	-0.5	103.5
Machine Tool Orders* (millions of dollars) ⁶							
	JUL	314.53	390.12	-19.4	338.34	-7.0	402.01
Industrial Capacity Utilization (percent, SA) ¹							
	AUG	77.20	76.57	0.8	78.06	-1.1	78.18
TRADE							
Electrical Mfrs' Shipments							
	JUL	4,570	4,432	3.1	4,678	-2.3	4,639
Electrical Mfrs' Inventories (millions of dollars, SA) ²							
	JUL	9,825	9,783	0.4	9,864	-0.4	9,807
Electrical Mfrs' Inventory-to-Shipments Ratio							
	JUL	2.150	2.207	-2.6	2.109	2.0	2.114
Electrical Mfrs' New Orders (millions of dollars, SA) ²							
	JUL	4,464	4,451	0.3	4,604	-3.0	4,620
Electrical Mfrs' Unfilled Orders (millions of dollars, SA) ²							
	JUL	21,577	21,664	-0.4	22,406	-3.7	22,337
Exports, Electrical Machinery (f.a.s. value in millions of dollars) ²							
	JUL	9,143	7,801	17.2	7,000	30.6	87,894
U.S. Dollar vs. Other Major Currencies (1973=100) ⁵							
	AUG	116.09	116.80	-0.6	114.06	1.8	114.48
PRICES & INTEREST RATES							
Industrial Commodities Wholesale Price Index (Bureau of Labor Statistics, 1967=100)							
	AUG	256.4	258.1	-0.7	259.4	-1.1	256.4
Electrical Price Index (Electrical Marketing, 1997=100)							
	AUG	210.8	211.6	-0.4	205.6	2.5	205.4
Construction Materials Wholesale Price Index (Bureau of Labor Statistics, 1982=100)							
	AUG	355.0	354.1	0.3	351.7	0.9	351.0
Copper Prices (<i>Metals Week</i> , cents per pound)							
	AUG	409.58	435.25	-5.9	376.34	8.8	385.77
Prime Rates							
	AUG	8.50	8.5	0.0	8.5	0.0	8.19
Federal Funds Rates							
	AUG	5.33	5.33	0.0	5.33	0.0	5.02
Mortgage Rate ⁷							
	AUG	6.50	6.85	-5.1	7.07	-8.1	6.80

Sources: ¹Dodge Construction Network; 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 1-877-784-9556

Around the Industry

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According to the Siemens press release, the carve out of Siemens eMobility will give the business entrepreneurial freedom to transform into a more agile, focused and efficient market player. Siemens eMobility offers IoT-enabled hardware, software and services for AC and DC charging from 11 kW to 1 MW for a broad range of applications. The business has production and R&D sites in Germany, Portugal, the United States, India and the Netherlands.

Kohler Energy rebrands as Rehlko

Kohler Energy, Kohler, WI, officially rebranded under its new corporate name Rehlko. Rehlko will continue operating as an independent enterprise. The company became a stand-alone entity in May 2024 when Platinum Equity completed a transaction with Kohler Co. to establish then-Kohler Energy as a stand-alone business. Platinum Equity is the majority owner of Rehlko with Kohler Co. remaining an investment partner.

“We are embracing our future as an independent company with the new Rehlko brand and celebrating our legacy and our commitment for tackling the most complex energy challenges, and the values that guide everything we do and stand for,” said Brian Melka, Rehlko CEO, in the press release. “Our company’s new name is derived from the six letters of Kohler and reflects the reliability, resolve, reinvention and resilience that have been and will remain the hallmarks of this organization in addressing the ever-evolving distributed energy needs of the marketplace.”

Rehlko will continue to offer a broad portfolio of energy solutions, including power generation, energy storage and renewable energy technologies.

The press release said the company will support this rebranding with a multi-faceted marketing effort to introduce Rehlko across business and trade publications, with the theme “Resilience is Reinvention.”

The company will continue its partnership with two of the Interpublic Group’s (IPG) global communications and branding agencies: the Weber Shandwick Collective and FutureBrand, which have been supporting brand launch and brand design efforts, respectively.

Headquartered in Wisconsin, Rehlko will maintain operations in 100-plus locations around the world.

People

ILUX (Denver, CO): **Brian Stern** is now CEO, according to a LinkedIn post. A lighting industry veteran, he previously was the chief executive officer and co-founder of LED Supply Co. and has had executive posts at PURO Lighting and SteriLumen.

CED Twin State Electrical Supply (Wilmington, VT): **Ravi Parikh** of CED Twin State Electrical Supply was recognized as a Partner of the Year by Efficiency Vermont for providing custom lighting solutions for customers and working with Efficiency Vermont to create lighting programs and rebates. According to the CED LinkedIn post announcing the award, Parikh’s experience has helped save customers approximately 89,000 MWh over the last decade.

Rep News

Jim Williams, who recently founded JAW Lighting and was the former CEO of KSA Lighting & Controls, the Chicago-based mega-rep, will now represent Cooper Lighting in the Nashville, TN, area, according to an *InsideLighting.com* LinkedIn post.

Omni Cable, (OmniCable), West Chester, PA, announced that Kunz Powell & Associates will now serve as an authorized agent representing the company’s full product portfolio across western Pennsylvania and West Virginia. Kunz-Powell was founded in 1983.

Forward Solutions, Alpharetta GA, made several leadership changes designed to strengthen its Electrical Division locally and nationally. **Bill Devereaux** with **RB Sales** steps into the role of president. RB Sales, Hiawatha, IA, became part of Forward Solutions in 2023.

Mike Hall, Scott Holtgrieve and **Paul Staten** have been appointed regional VPs, now responsible for leading the overall business and strategy in their focused regions. Their leadership will drive growth and meet customer needs locally in their territories.

Kelly Boyd, executive VP, will focus on market share development in Northern California, home to several of the nation’s largest electrical contractors. Forward Solutions anticipates that his long-standing relationships with leading electrical contractors in the area that he built with ElectroRep,

Sausalito and Irvine, CA, (also now part of Forward Solutions), will allow the Electrical Division to scale customer support and growth in that market. Additionally, he will lead the company’s relationships with regional and national electrical contractors nationwide in key vertical markets related to electrical infrastructure growth.

Skip Watson is now executive VP, concentrating on building strong partnerships with manufacturers. Watson joined Forward Solutions this year through its acquisition of Fields Electrical Sales, Lebanon, OH.

Dan Riedell was appointed VP of Operations, overseeing the operations critical to the Electrical Division’s success with customers and manufacturer partners. Riedell joined Forward Solutions through its RB Sales acquisition.

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