

Around the Industry

Maverick Pipe joins Zekelman

Zekelman Industries, Chicago, announced a joint venture with Maverick Pipe. Through the joint venture, Zekelman will expand its offering of strut channel, PVC conduit and PVC fence products under its “Made in USA” banner.

Maverick Pipe, founded in 2021 by Scott Johnson, operates out of a facility in Rantoul, IL, that produces UL-listed PVC pipe and strut channel in the marketplace.

“We’re excited about this joint venture and new relationship,” said Barry Zekelman, executive chairman and CEO of Zekelman Industries, in the press release. “This partnership will allow our electrical division to better serve our key accounts in the central United States.”

In addition to the existing Maverick Pipe factory in Rantoul, IL, the joint venture has purchased and will operate a resin mixing and extrusion factory in Richmond, KY. The facility will manufacture Maverick Pipe branded products.

Eaton wins Miami rapid-transit job

Eaton is helping Miami-Dade Transportation & Public Works update the electrical system supporting its Metromover mass transit system that carried more than 6.5 million riders in 2023. The project is supported by Infrastructure Investment and Jobs Act (IIJA) funding and is part of Miami-Dade County’s broader \$153-million initiative to expand and upgrade the reliability of its automated train network. The project is expected to be completed by early 2025.

Eaton is supplying the transit authority
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An Estimated \$39 Billion in New Data Center & Hospital Projects Hits Market in Q3 2024

Although total construction spending is only showing a mild YOY increase through August of +4.1% to \$2,133.9 billion, some pockets of the construction market including semiconductor and EV plants, data centers and hospitals are growing at many times that rate and have been blessed with some glitzy, mega-billion-dollar projects.

Electrical Marketing’s editors found no less than 17 projects with a total contract value of \$1 billion or more that hit the drawing boards or broke ground in 3Q 2024. When you estimate that electrical work typically accounts for 10% of a project’s total contract value, that means there’s some serious new work underway or coming online soon.

According the latest construction spending data from the U.S. Census Bureau, its Computer/Electronic/Electrical (up +23.6% YOY to \$133,311 million) and

Data Center (up 56.9% YOY to \$28,565 million) project categories had some of the best YOY growth, and the Transportation Equipment (up 35.9% to \$14,711 million) and Hospital (up +13.3% to \$27,115 million categories) were also strong. Many of the mega-projects *EM’s* editors logged into *Electrical Marketing’s* database during 3Q 2024 were in these categories (see chart on page 2).

We found 14 data centers with a combined total contract value of roughly \$24.2 billion and 12 hospital jobs with a total contract value of approximately \$15 billion that either broke ground or hit the drawing boards during Q3 2024.

The two biggest data center projects in our Top 50 for Q3 2024 were Amazon Web Services’ \$11-billion data center campus that broke ground this month in New Carlisle, IN, and a \$4.8-billion

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Small Modular Reactors (SMRs) Presenting New Nuclear Option to Utility Market

With the thirst for electrical power that data centers, artificial intelligence and EV charging stations have, the need for new power sources is increasing and forcing an “all of the above” energy strategy that will blend conventional fossil fuels, renewables, load management and nuclear power.

Until fairly recently, you didn’t hear all that much about nuclear power figuring into the future U.S. energy portfolio. It had detractors because of concerns over storage of nuclear wastes and the nuclear accidents at Three Mile Island, Pennsylvania (1979); Chernobyl, Russia (1986) and Fukushima, Japan (2011).

However, there’s a lot of talk right now about SMRs (small modular reactors) a comparatively new way of producing nuclear power with much smaller reactors than conventional reactors. In the United States, 93 commercial nuclear reactors are operating at 54 nuclear power plants in 28 states,

according to the U.S. Energy Information Administration.

SMR advocates say their reactors will be easier to produce and commission than earlier generations of nuclear reactors because they will be built modularly and be standardized units that can be linked together to produce the desired amount of power.

Wall Street investors are all over the SMR play and have driven up the stock prices for a number of early players in this market including Oklo (OKLO), which was started up by OpenAI’s Sam Altman; NANO Nuclear Energy (NNE); and Nusale Power (SMR). Electric utilities that have been in nuclear power for years are also now active with SMRs, including Constellation Energy (CEG) and Vistra (VST), and GE Vernova (GEV) is also developing SMRs.

Google recently signed a deal to purchased power from SMR developer Kairos

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50 Construction Projects in the News During 3Q 2024

Contract Value (\$ Millions)	Project	City	State	Project Type	Status	Source
11000	Amazon Web Services campus	New Carlisle	IN	Data Center	Groundbreaking Oct. 2024	datacenterdynamics.com
5000	Children's Health and UT Southwestern Medical Center	Dallas	TX	Hospital	Oct. 2024 groundbreaking	www.utsouthwestern.edu
4800	16-building data center campus	Walla Walla	WA	Data center	Proposal reported Oct. 2024	datacenterdynamics.com
4000	Bill Gates' TerraPower nuclear power plant	Kemerer	WY	Nuclear Power	Broke ground June 2024	www.pbs.org
2900	Terminal 3 modernization	San Francisco	CA	Airport	Broke ground Aug. 2024	www.construction.com
2590	1.3-million sq-ft Children's Hospital of Philadelphia new patient tower	Philadelphia	PA	Hospital	Underway	Becker's Hospital Review
2100	Novo Nordisk plant	Clayton	MO	Pharmaceutical Manufacturing	Broke ground July 2024	www.construction.com
1800	Newark's University Hospital expansion	Newark	NJ	Hospital	Planning underway 3Q 2024	www.tapinto.net
1600	AWS Amazon data center	Canton	MS	Data Center	Broke ground July 2024	www.construction.com
1600	CSF Benioff Children's Hospital Oakland	Oakland	CA	Hospital	Updated plans announced June 2024	www.siliconvalley.com
1500	Revolution Wind offshore wind farm off Rhode Island	Offshore	RI	Renewables-Wind	Broke ground July 2024	www.construction.com
1500	QTS Albany 1 & 2 data centers	New Albany	OH	Data Centers	Broke ground in June 2024	www.construction.com
1300	Marshall County EV plant (partnership between Cummins' EV division, Daimler & PACCAR)	Byhalia	MS	EV plant	Broke ground Aug. 2024	www.construction.com
1000	San Antonio Airport new terminal	San Antonio	TX	Airport	Planning states	www.kens5.com
1000	Bentley Residences	Sunny Isles Beach	FL	Multi-family	Broke ground in June 2024	www.construction.com
1000	Microsoft data center in Radius Industrial Park	LaPorte	IN	Data Center	Plans announced June 2024	datacenterdynamics.com
1000	Norfolk International Airport concourse expansion, hotel and customs facility	Norfolk	VA	Airport	Broke ground June 2024	www.13newsnow.com
900	Geisinger Wyoming Valley Hospital	Wilkes-Barre	PA	Hospital	Broke ground Aug. 2024	www.construction.com
861	South Brooklyn Marine Terminal wind farm logistics hub for Equinor's 810MW Empire Wind offshore project	Brooklyn	NY	Renewables-wind	Broke ground June 2024	www.equinor.com
819	Potomac River Tunnel	Washington	DC	Municipal/ State	Broke ground July 2024	www.construction.com
800	Meta data center	Montgomery	AL	Data Center	Broke ground July 2024	www.construction.com
800	Ryan Field at Northwestern University	Evanston	IL	Educational - College & Universities	Broke ground July 2024	www.construction.com
600	Cipriani Residences	Miami	FL	Multi-family	Broke ground in June 2024	www.construction.com
573	Terrell psychiatric hospital	Terrell	TX	Hospital	Sept. 2024 groundbreaking	constructiondive.com
550	First Solar manufacturing plant	New Iberia	LA	Renewables-Solar	Broke ground in June 2024	www.construction.com
520	TGH Taneja Tower Surgical Building	Tampa	FL	Hospital	Broke ground in June 2024	www.construction.com
510	Airo Ivy City Yard rail improvements	Washington	DC	Mass Transit	Broke ground in June 2024	www.construction.com
500	Northeastern University's Rioux Institute	Portland	ME	Educational - College & Universities	Sept. 2024 groundbreaking	constructiondive.com
500	Tract Data Center	Yuma	AZ	Data Center	Entered planning stage Aug. 2024	www.construction.com
483	Microsoft SAT82 Data Center	Castroville	TX	Data Center	Entered planning stages in July 2024	www.construction.com
480	Yorkville Data Center Campus	Little Rock Township	IL	Data Center	Entered planning stages in July 2024	www.construction.com
480	17-story Morgan Center for Research and Innovation	Philadelphia	PA	Hospital	Underway	Becker's Hospital Review
462	AMTRAK maintenance facility	Philadelphia	PA	Mass Transit	Oct. 2024 groundbreaking	www.railway-news.com
462	KDC Data Center campus	Irving	TX	Data Center	Entered planning stage Aug. 2024	www.construction.com
450	General Dynamics Electric Boat contract with Austal USA to build subs	Mobile	AL	Port	Contract awarded Sept. 2024	www.usni.org
440	Geisinger Medical Center Tower	Danville	PA	Hospital	Entered planning stage Aug. 2024	www.construction.com
434	Marketplace apartments	Irvine	CA	Multi-family	Broke ground in June 2024	www.construction.com
421	IU Health Fort Wayne hospital	Fort Wayne	IN	Hospital	Announced plans for groundbreaking	www.21alivenews.com
420	Oaklawn Land Bay A Data Center	Leesburg	VA	Data Center	Entered planning stage in June 2024	www.construction.com
400	Belmont Park horse track upgrade	Elmont	NY	Stadium	Broke ground in June 2024	www.construction.com
400	Cadillac El Dorado Solar facility	Callahan County	TX	Renewables-Solar	Broke ground in June 2024	www.construction.com
400	477-unit condo tower, Alia at 888 Ala Moana	Honolulu	HI	Multi-family	Underway 3Q 2024	constructiondive.com
400	PowerHouse Irving Data Center	Irving	TX	Data Center	Entered planning stage in June 2024	www.construction.com
390	Project Cosmo Data Center	Eagan	MN	Data center	Plans announced Sept. 2024	www.construction.com
350	Mount Nittany Medical Center patient tower	State College	PA	Hospital	Underway 4Q 2024	www.wjactv.com
350	CyrusOne Data Center	Aurora	IL	Data Center	Oct. 2024 groundbreaking	chicagoconstructionnews.com
336	Redevelopment of the New Jersey Performing Arts Center's 12-acre campus	Newark	NJ	Entertainment	Sept. 2024 groundbreaking	www.tapinto.net
325	UCSF Children's Hospital renovation	Oakland	CA	Hospital	Entered planning stages in July 2024	www.construction.com
300	400 Central luxury condos	St. Petersburg	FL	Multi-family	Underway 3Q 2024	www.fox13news.com
300	Music Row Albion apartment towers	Nashville	TN	Multi-family	Broke ground July 2024	www.construction.com

Electrical Marketing subscribers can download our recently updated construction project database at www.electricalmarketing.com.

17 Projects Topping \$1 Billion in Total Contract Value added to Electrical Marketing's Project Database

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dollar, 16-building project that was recently proposed by a “cloud and e-commerce company” according to a post at www.datacenterdynamics.com.

Two humongous hospital projects are also now underway. In Dallas, TX, the \$5-billion Children's Health and UT Southwestern Medical Center will have 552 beds and include 4.5 million sq ft of construction in two 12-story towers and in an eight-story tower that will replace the existing Children's Medical Center. The Children's Hospital of Philadelphia has \$3-billion worth of construction underway, a 1.3-million-sq-ft patient tower and the 17-story Morgan Center for Research and Innovation.

There were plenty of other large projects of note. Although the offshore wind market has been recently bruised by dis-

putes over costs and some malfunctioning turbine blades, advocates are proud of the \$861-million South Brooklyn Marine Terminal wind farm logistics hub for Equinor's 810MW Empire Wind offshore project that broke ground in June.

In an interesting building retrofit, Northeastern University's \$500-million Rioux Institute that broke ground in Sept. 2024 in Portland, ME, will repurpose an old baked beans plant with killer views of Casco Bay.

We also thought the 425MW solar farm and data center that will be built at Naval Air Station Lemoore in Lemoore, CA, south of Fresno, CA, was an interesting project because it exemplifies the growing trend of data centers being built with or near their own independent sources of power.

— *Jim Lucy*

Power Source to Watch: Small Market Reactors

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Power, and Amazon recently announced it's investing in three companies developing SMRs: Energy Northwest, X-energy and Dominion Energy.

A privately held company grabbing headlines in the SMR world is TerraPower, which is building a 345MW Sodium SMR in Wyoming. TerraPower was founded by Microsoft's Bill Gates in 2008 and uses molten salt to cool the reactor.

The International Atomic Energy Agency (www.iaea.org) says SMRs have a power capacity of 300 MW per unit, about one-third of the generating capacity of traditional nuclear power reactors. A post on the IAEA website said, “Many of the benefits of SMRs are linked to the nature of their design — small and modular. Given their smaller footprint, SMRs can be sited on locations not suitable for larger nuclear power plants.

“Prefabricated units of SMRs can be manufactured and then shipped and installed on site, making them more affordable to build than large power reactors, which are often custom designed for a particular location, sometimes leading to construction delays. SMRs offer savings in cost and construction time, and they can be deployed incrementally to match increasing energy demand.”

SMR developers may be able to tap into development funding from the U.S. Department of Energy, which recently opened up

applications for up to \$900 million in funding to support the initial domestic deployment of Generation III+ (Gen III+) small modular reactor (SMR) technologies.

According to a DOE press release, it estimates the U.S. will need “approximately 700 to 900 GW of additional clean, firm power generation capacity to reach net-zero emissions by 2050.”

“Nuclear power is a proven option that could be deployed to meet this growing demand,” the release said. “In 2023, nuclear energy provided nearly half of America's carbon-free electricity. Utilities are looking to extend the lifespan of current nuclear reactors; planning to uprate reactor capacity; reversing plans to close reactors; and even restarting formerly closed reactors. At the same time, they are earnestly exploring building new reactors to meet the fast-growing demand for carbon-free energy.

“SMRs offer the potential for greater modularity, more factory-style construction, and the ability to be matched with loads and scaled to meet demand.”

While it may be a while before SMRs provide sales opportunities to manufacturers, distributors, reps, and their customers it's a good time to start familiarizing yourself with this technology, because SMRs may eventually be a viable power option with a dramatic impact on the utility industry.

— *Jim Lucy*

Around the Industry

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with low-voltage air replacement circuit breakers and new motor control components to modernize 21 aging electrical substations. The company's retrofit capabilities will help boost the electrical capacity, reliability and safety of the Metromover to support its planned expansion without significant cost or additional footprint required for complete substation replacement.

“The future of transportation is considerably more electric, and we're excited to enable the large-scale infrastructure projects needed to make it happen,” said Igor Stamenkovic, senior VP and general manager for Eaton's Electrical Engineering Services & Systems division, in the press release. “By modernizing the existing energy systems to work smarter, safer and more resiliently, we're helping Miami-Dade Transportation & Public Works prepare for the future in a timely and cost-effective manner by avoiding complete infrastructure overhaul.”

Elliott expands in Tennessee

Elliott Electric Supply, Nacogdoches, TX opened a new location in Cookeville, TN, (510 W. Jackson St.) according to a LinkedIn post. Chase Baker is the store manager. Cookeville is about 80 miles east of Nashville, TN.

Border States holds grand opening for new Charlotte branch

Border States Electric, Fargo, ND, said in a LinkedIn post that its new Charlotte location includes a 135,000-sq-ft warehouse and a two-acre lot. This location has more than triple wire capacity and expands the company's manufacturing services capabilities.

Ameresco to install film PV system to power London stadium

Ameresco Inc., Framingham, MA, a publically-held ESCO (energy service company), won a contract to implement a thin-film photovoltaic (PV) power system atop the London Stadium, home of the 2012 Olympics. The contract includes comprehensive operations and maintenance (O&M) services for 25 years.

Mark Apsey, senior VP for Ameresco UK, said in the press release that the thin-film PV solution will generate close to 1 million kWh of clean energy annually, the equivalent of powering over 250 homes.

Industry Events

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

May 4-8, 2025

Lightfair 2025 Conference
lightfair.us.messefrankfurt.com/us/en.html

June 2-4, 2025

Women in Industry Forum
Orlando, FL; NAED;
www.naed.org

June 19-22, 2025

Lake Michigan Club
Lake Geneva, WI; NAED;
www.naed.org

July 19-22, 2025

**EASA Convention
& Solutions Expo**
Nashville, TN;
www.easa.com/convention

September's Single-Family Housing Starts Increase +2.7% Over August to 1.027 Million

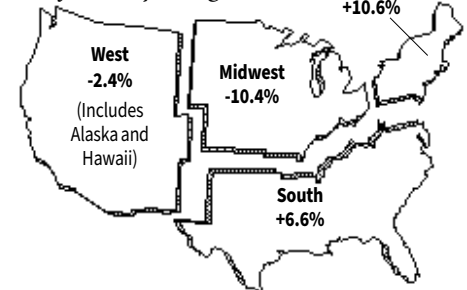
Privately-owned housing starts in September were at a seasonally adjusted annual rate of 1,354,000, -0.5% below the revised August estimate of 1,361,000 and -0.7% below the Sept. 2023 rate of 1,363,000. U.S. Census Dept. data showed single-family housing starts in September at a rate of 1,027,000; +2.7% above the revised August figure of 1,000,000.

"While single-family home building increased in September, higher mortgage interest rates in October are likely to place a damper on growth in next month's data," said Robert Dietz, chief economist for the National Association of Home Builders (NAHB). "NAHB is forecasting a gradual, if uneven,

decline for mortgage rates in the coming quarters, with corresponding increases for single-family construction."

SF 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
Sept. 2024 ₁	1,354	1,027	317	94	121	601	211
Aug. 2024 ₂	1,361	1,000	332	85	135	564	216
July 2024 ₂	1,262	861	376	57	128	465	211
June 2024	1,329	983	329	71	112	598	202
May 2024	1,315	992	305	70	108	576	238
April 2024	1,377	1,037	334	63	142	617	215
Sept. 2023	1,363	973	376	53	117	590	213

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

Source: U.S. Bureau of the Census

Switchgear Logs Large EPI Price Increases

EM's Electrical Price Index (EPI) continued along its current path of moderate price increases. Although the September month-to-month and year-over-data showed some mild increases over the August data, the Total Index's MTM and YOY data were both lower than its 12-month averages. The pricing trend for switchgear was notable higher than the other product categories with +1.4% MTM and +2.7% YOY increases.

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 — September 2024

2012=100	Sept. 2024	Aug. 2024	Sept. 2023	% Change 1 Mo.	% Change 1 Yr.
Building Wire & Cable	274.9	274.8	259.4	0.0	6.0
Power Wire & Cable	487.4	493.8	471.6	-1.3	3.3
Telephone	248.4	248.4	233.3	0.0	6.5
Hand & Power Tools	167.4	167.4	167.4	0.0	0.0
Elec. Heating Equip.	194.4	194.3	187.2	0.1	3.9
Residential Lighting	181.0	181.0	178.4	0.0	1.5
Industrial Fixtures	178.4	178.4	173.2	0.0	3.0
Fans & Blowers	211.1	211.1	208.3	0.0	1.3
Wiring Devices & Connectors	201.7	201.2	200.4	0.2	0.7
Pole Line Hardware	244.6	247.6	256.2	-1.2	-4.5
Boxes	257.0	260.1	270.2	-1.2	-4.9
Conduit Fittings	242.5	242.5	242.5	0.0	0.0
Metal Conduit	272.4	272.7	274.1	-0.1	-0.6
Nonmetallic Conduit	249.6	249.6	249.6	0.0	0.0
Motors	212.6	212.6	209.1	0.0	1.7
Generators	205.3	206.1	201.6	-0.4	1.8
Ballasts	231.7	231.7	222.5	0.0	4.1
Elec. Meas. & Integ. Inst.	147.6	147.6	142.9	0.1	3.3
Transformers	182.6	182.6	172.8	0.0	5.7
Panelboards & Switches	239.2	237.0	226.4	0.9	5.6
Circuit Breakers	248.7	248.8	236.1	0.0	5.3
Switchgear	267.9	264.2	246.2	1.4	8.8
Fuses	239.4	238.7	223.2	0.3	7.3
Industrial Controls	227.2	227.2	215.7	0.0	5.3
Lamps	203.2	203.2	203.1	0.0	0.0
Appliances	138.7	141.1	140.2	-1.7	-1.1
Air Conditioners	216.7	224.1	210.3	-3.3	3.1
Fasteners	218.2	218.6	218.3	-0.1	0.0
Total Index	210.1	210.7	204.7	-0.3	2.7

Electrical Marketing's Leading Economic Indicators

Building permits remain sluggish in September. Privately-owned housing units authorized by building permits in September were at a seasonally adjusted annual rate of 1,428,000, -2.9% below the revised August rate of 1,470,000 and -5.7% below the Sept. 2023 rate of 1,515,000. Single-family authorizations in September were at a rate of 970,000, +0.3% above the revised August figure of 967,000.

AIA architects report another month of soft activity. August marked the nineteenth consecutive month of declining billings for architecture firms, according to the latest data from the American Institute of Architects (AIA) in its AIA/Deltek Architecture Billings Index (ABI). The pace of decline during August accelerated, posting an ABI score of 45.7 points (well under the 50-point growth mark), a decrease from 48.2 points in July.

“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, PhD, AIA Chief Economist. “Hopefully, once the trajectory of further cuts gets clarified, delayed projects will restart, and new projects will gather momentum.”

Conference Board’s U.S. Leading Indicators remain bearish. The Conference Board Leading Economic Index (LEI) for the US declined by -0.5% in September 2024 to 99.7 (2016=100), following a -0.3% decline in August. Over the six-month period between March and Sept. 2024, the LEI fell by -2.6%, more than its -2.2% decline over the previous six-month period (Sept. 2023 to March 2024).

“Weakness in factory new orders continued to be a major drag on the US LEI in September as the global manufacturing slump persists,” said Justyna Zabinska-La Monica, senior manager, Business Cycle Indicators, at The Conference Board, in the press release. “Additionally, the yield curve remained inverted, building permits declined and consumers’

outlook for future business conditions was tepid. Gains among other LEI components were not significant enough to offset weakness among the four gauges mentioned above. Overall, the LEI

continued to signal uncertainty for economic activity ahead and is consistent with The Conference Board expectation for moderate growth at the close of 2024 and into early 2025.”

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	AUG	2131.94	2133.91	-0.1	2047.41	4.1	2021.70
Offices	AUG	84.39	84.24	0.2	83.48	1.1	84.30
Industrial	AUG	237.32	236.79	0.2	200.90	18.1	192.69
Housing Starts (Thousands of units, SAAR) ²							
Total	SEPT	1354	1361	-0.5	1363	-0.7	1421
Single-unit	SEPT	1027	1000	2.7	973	5.5	949
Mobile Home Shipments ³ (thousands of units, SAAR)	AUG	104	104	0.0	90	15.6	89
Employment, Construction Workers (thousands) ⁴	SEPT	8446	8496	-0.6	8216	2.8	8018
Employment, Electrical Contractors (thousands) ⁴	AUG	1112.9	1112.1	0.1	1073.5	3.7	1068.1
Hourly Wage, Electrical Contractors ⁴	AUG	38.04	37.67	1.0	36.70	3.7	36.35
PRODUCTION							
Industrial Production Index (1967=100) ⁵	SEPT	102.6	102.9	-0.3	103.3	-0.6	102.9
Construction Supplies Production Index ⁵ (1977=100-SA)	SEPT	100.8	100.9	-0.1	101.0	-0.2	101.1
Employment in Electrical Equipment & Supplies Mfg. Production workers (Thousands) ⁴							
Weekly hours	AUG	43.7	42.2	3.6	41.5	5.3	41.5
Hourly wage	AUG	26.26	26.96	-2.6	27.19	-3.4	26.78
Electric Power Output Index (1967=100) ⁵	SEPT	106.2	105.6	0.5	105.7	0.4	103.5
Machine Tool Orders* (millions of dollars) ⁶	AUG	354.44	287.02	23.5	401.42	-11.7	402.01
Industrial Capacity Utilization (percent, SA) ¹	SEPT	76.70	77.07	-0.5	78.09	-1.8	78.18
TRADE							
Electrical Mfrs' Shipments	AUG	4,557	4,592	-0.8	4,683	-2.7	4,639
Electrical Mfrs' Inventories (millions of dollars, SA) ²	AUG	9,839	9,815	0.2	9,915	-0.8	9,807
Electrical Mfrs' Inventory-to-Shipments Ratio	AUG	2.159	2.137	1.0	2.117	2.0	2.114
Electrical Mfrs' New Orders (millions of dollars, SA) ²	AUG	4,566	4,419	3.3	4,494	1.6	4,620
Electrical Mfrs' Unfilled Orders (millions of dollars, SA) ²	AUG	21,519	21,683	-0.8	22,217	-3.1	22,337
Exports, Electrical Machinery (f.a.s. value in millions of dollars) ²	AUG	8,940	9,143	-2.2	7,680	16.4	87,894
U.S. Dollar vs. Other Major Currencies (1973=100) ⁵	SEPT	115.47	116.10	-0.5	115.76	-0.3	114.48
PRICES & INTEREST RATES							
Industrial Commodities Wholesale Price Index (Bureau of Labor Statistics, 1967=100)							
Electrical Price Index (Electrical Marketing, 1997=100)	SEPT	210.1	210.7	-0.3	204.7	2.7	205.4
Construction Materials Wholesale Price Index (Bureau of Labor Statistics, 1982=100)							
Copper Prices (Metals Week, cents per pound)	SEPT	423.29	409.58	3.3	372.25	13.7	385.77
Prime Rate ⁵	SEPT	8.30	8.5	-2.4	8.5	-2.4	8.19
Federal Funds Rate ⁵	SEPT	5.13	5.33	-3.8	5.33	-3.8	5.02
Mortgage Rate ⁷	SEPT	6.18	6.50	-4.9	7.20	-14.2	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

People

Border States Electric (Fargo, ND): **Aaron Hughes**, former owner of Advance Electrical Supply and area director at Border States, has been promoted to Mergers and Acquisitions director.

Hughes started his career in the electrical industry with Power & Generation Testing, performing acceptance and maintenance testing at substations and large industrial end users in the Southeast. He graduated from Tennessee Tech with an electrical engineering degree and Northwestern with his MBA, as well as working in various roles with Square D and Siemens before purchasing Advance Electrical Supply in 2015 with Michael Mayworm.

In this new role, Hughes will act as a strategic partner in driving Border States' growth strategy by identifying, evaluating and executing mergers and acquisitions. Hughes brings a unique perspective to the position as the former owner of a company acquired by Border States. Since the acquisition of Advance Electrical, Hughes has worked as area director for Border States' Illinois/Indiana Area.

Graybar Electric Co. (St. Louis): The company announced the following leadership changes to take effect on Jan. 1, 2025.

Dennis DeSousa has been elected chief of staff. He is currently senior vice president and general manager.

David Bender has been promoted to senior VP - East Region. He is currently regional VP for the company's Western region.

Brian Delaney has been promoted to senior vice president— West Region and Subsidiaries. He is currently regional vice president - U.S. Subsidiaries.

Danna Stone has been promoted to senior VP - Marketing. She is currently vice president - Marketing.

Andy Ipson has been promoted to senior vice president - Supply Chain Management. He is currently district VP in St. Louis.

Verv (London, England): This provider of energy management technology announced that **Derek Wright** recently joined the company as chief growth officer. He brings more than two decades of experience in strategic growth and business development, most notably from his tenures at major global companies, including his recent position as senior director of Strategic Alliances at Signify, formerly Philips Lighting. At Signify, Derek was instrumental in forming transformative partnerships across market sectors,

leveraging emerging technologies like AI and IoT to develop smart building solutions. The Verge press release said his leadership in crafting go-to-market strategies and accelerating product innovation through strategic integrations — such as partnerships with Microsoft's GenAI, Honeywell in Smart Cities, and KontaktIO in Healthcare — helped to reshape the smart building ecosystem. Wright will focus on building alliances with key industry players and establishing technology partnerships that enhance the company's suite of solutions, including its advanced API integrations in Europe and the United States. These partnerships will enable integration with third-party platforms.

Verv's technology is designed for both retrofitting existing buildings and future-proofing new developments. Its product line includes the Smart Isolator, Smart Plug, Smart Fused Spur, and Climate Control Device.

Eaton (Cleveland, OH): **Andre Schulten** has been elected to the company's board of directors. Schulten is the chief financial officer (CFO) of Procter & Gamble (P&G). Since joining P&G in 1996, Schulten has served in several finance and accounting management roles in North America, Europe and Asia and has provided leadership for product portfolio strategy, installing new business models and supply chain redesign across global markets. Schulten also led the systems and IT integration for the global Gillette acquisition.

OmniCable (West Chester, PA): The company promoted **Kyle Christensen** to national account manager. In his new role, Christensen will work closely with OmniCable's commercial sales leadership to develop and implement innovative strategies to grow the company's AD Independent Electrical Supply Division (IESD)

With over a decade of industry experience, Christensen most recently served as OmniCable's St. Louis territory sales manager. Prior to joining the company, he held sales roles at both LEDVANCE and Border States Electric.

CBM (Lee's Summit, MO): **Chris Kitterman** joined the company's Communications team and will be covering Nebraska and Iowa, according to a CBM LinkedIn post.

Acclaim Lighting (Los Angeles, CA): This lighting manufacturer appointed **Ethan Aberg** as its Central regional sales manager. In this role, Aberg is responsible for planning, implementing, managing and overseeing the

company's sales strategy in the Central U.S.

Licensed as a Lighting Certified (LC) professional by the National Council on Qualifications for Lighting Professions, Aberg is a member of the Illuminating Engineering Society. He has experience in dynamic lighting and controls for architectural lighting installations, including working with a portfolio of solid-state lighting technologies for linear, floodlights, downlights, direct view and flexible solutions that use high-performance control solutions.

Rep Lines

LINX Lighting, a large lighting rep in Southern California with offices in Los Angeles, San Diego and Orange County now represents XtraLight, according to an XtraLight LinkedIn post.

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