Electrical Marketing®

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Schneider Electric Buys ASCO Power

Global energy equipment manufacturer Schneider Electric, Rueil-Malmaison, France, signed an agreement to acquire American automatic transfer switch manufacturer Asco Power Technologies, part of Vertiv, the recently spun-off and renamed Emerson Network Power. For its all-cash deal worth $1.25 billion, Schneider gains a leading position in the automatic transfer switch (ATS) global market.

Schneider Electric said the acquisition enhances its EcoStruxure Power Platform in key markets and segments. ASCO has about 2,000 people in seven manufacturing locations, mainly in North America. Its revenues in the 2016 calendar year were $468 million, with an adjusted EBITDA margin of about 23%.

ASCO was founded in Baltimore and has a long history in power management. It introduced its first automatic transfer switch in 1925 and later expanded into surge protection, loadbanks and fire pump and control applications. ASCO's products are sold under the ASCO, Firetrol, Avtron and Froment brands. Since Dec. 2016, ASCO has been operating as an autonomous part of Vertiv.

Vertiv said in a release that selling ASCO to Schneider Electric allows Vertiv to apply additional resources toward business and technological advancements in its core data center, telecommunications and commercial and industrial markets.

Schneider's release said it is already the ATS market leader in China and the addition of ASCO makes it the global market leader.

Inside

A Penton publication.
Publishers of *Electrical Wholesaling* and *EC&M* magazines.

Border States Acquiring Kriz-Davis to Bolster Business in Midwest Region

In a merger of two major Top 200 regional distribution companies, Border States Electric (BSE), Fargo, ND, said it has reached an agreement to acquire Kriz-Davis Co., Grand Island, NE. Both companies are 100% employee-owned through Employee Stock Ownership Plans (ESOPs). Kriz-Davis Co. and its wholly owned subsidiary, Chapman Metering, will join the Border States family on Aug. 28, 2017 (pending regulatory approval).

"Kriz-Davis Co. is a company we have admired for decades. They are a great cultural, geographic and market fit," said Tammy Miller, CEO at Border States. "We are both 100% employee-owned American companies serving the construction, industrial and utility markets."

"Over the years, we have come to know and respect Border States and their leadership. Our two companies share the same values based on doing what's right for our customers, employee-owners, vendors and communities. Border States also maintains a strong belief in the power of employee-ownership," said Tim Berry, CEO at Kriz-Davis Co. "By joining with Border States, it only adds to the opportunities for customers, vendors and our employee-owners."

Kriz-Davis Co. has been in business for more than 70 years. With nearly 250 employee-owners, they generate $200 million in annual sales through 19 locations (including Chapman Metering) in Nebraska, Iowa, Kansas, Oklahoma, Texas and Missouri.

BSE is #7 on *EW's* 2017 Top 200 listing and Kriz-Davis is ranked #52. Along with both being employee-owned companies, Border States and Kriz-Davis also have a major focus on the utility market and are members of Affiliated Distributors. Kriz-Davis extended its reach into the utility

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Surges in Population and Construction Driving Growth in 50 Fast-Growing Metros

Looking for the fastest-growing metros in the United States? Head to the beaches of South Carolina and Florida, most of the largest metros in the Sunbelt, and mountain markets in Colorado, Utah and Oregon. That's what *EM's* editors discovered when they took a look at which Metropolitan Statistical Areas (MSAs) are attracting the most new residents; pulling the most building permits; and have the highest expected growth in their 2017 Gross Metropolitan Product (GMP).

To create the chart on page 2, we pulled data for 50 MSAs expected to enjoy a GMP growth rate of at least 3.5% this year, according to Global Insight data in a report published by the United States Conference of Mayors. We then compared that data to metros with highest percent population growth rate from 2010-2016, and scored high in their year-to-date building permits.

You will see some familiar names in the chart and in the more in-depth list at *www.electricalmarketing.com,* along with some surprises. Many if not most of the MSAs in Florida and Texas are firmly in growth territory. Texas metros like Austin, College Station, Corpus Christi, Houston, Killeen-Temple and Tyler made the list, but you could easily add in Dallas, San Antonio and Midland or Odessa, too. Same story in Florida, where The Villages retirement haven topped all MSAs with an astronomical 32.7% population growth rate between 2010-2016, and metros including Naples, Cape Coral, Tampa-St. Petersburg, Panama City and Daytona Beach made the list. You could easily add in Orlando, Jacksonville and Ft. Lauderdale and Miami, too.

The biggest surprises? Utah, where the St. George, Provo-Orem, Ogden-Clearfield, Salt Lake City and Logan, UT-ID, MSAs all ranked high by these growth metrics.

— Jim Lucy

50 Fast-Growing Metros							
Metropolitan Statistical Area (MSA)	**2016 Population Estimate**	**% Change in Population: 2010-2016**	**Actual Population Change: 2010-2016**	**Single-Family Permits YTD: May 17**	**% change YOY**	**Multi-Family Permit YTD: May 17**	**% change YOY**
The Villages, FL	123996	32.7	30,576	603	29%	NA	NA
Austin-Round Rock, TX	2,056,405	19.8	340,085	6,813	17%	4,322	44%
Myrtle Beach-Conway-North Myrtle Beach, SC-NC	449,295	19.3	72,573	2,604	16%	122	-33%
St. George, UT	160,245	16	22,130	532	10%	54	46%
Raleigh, NC	1,302,946	15.3	172,467	4,712	20%	1,473	49%
Bend-Redmond, OR	181,307	14.9	23,574	729	5%	154	-14%
Charleston-North Charleston, SC	761,155	14.5	96,511	2,126	3%	1,001	30%
Provo-Orem, UT	603,309	14.5	76,423	2,056	21%	757	323%
Orlando-Kissimmee-Sanford, FL	2,441,257	14.4	306,858	6,287	12%	1,634	-46%
Houston-The Woodlands-Sugar Land, TX	6,772,470	14.4	851,971	17,085	13%	2,814	-31%
Naples-Immokalee-Marco Island, FL	365,136	13.6	43,616	1,195	0%	610	23%
Fort Collins, CO	339,993	13.5	40,364	1,035	63%	131	12%
Fayetteville-Springdale-Rogers, AR-MO	525,032	13.3	61,822	1,594	12%	138	-74%
Crestview-Fort Walton Beach-Destin, FL	267,059	13.2	31,194	889	-4%	383	751%
North Port-Sarasota-Bradenton, FL	788,457	12.3	86,189	2,478	-2%	798	-16%
Denver-Aurora-Lakewood, CO	2,853,077	12.2	309,477	4,400	3%	5,186	25%
Sioux Falls, SD	255,729	12	27,465	592	12%	480	-59%
Punta Gorda, FL	178,465	11.6	18,497	405	20%	18	-22%
Charlotte-Concord-Gastonia, NC-SC	2,474,314	11.6	257,340	5,994	15%	1,709	10%
College Station-Bryan, TX	254,928	11.5	26,260	577	0%	983	-18%
Coeur d'Alene, ID	154,311	11.4	15,847	424	3%	39	-57%
Phoenix-Mesa-Scottsdale, AZ	4,661,537	11.2	468,410	8,669	11%	3,443	16%
Wilmington, NC	282,573	10.9	27,690	622	29%	105	-82%
Las Vegas-Henderson-Paradise, NV	2,155,664	10.5	204,395	4,260	13%	1,654	-46%
Durham-Chapel Hill, NC	559,535	10.4	52,889	1,394	10%	459	-49%
Port St. Lucie, FL	465,208	9.7	41,101	758	38%	66	-34%
Ogden-Clearfield, UT	654,417	9.6	57,258	905	-6%	563	10%
Salt Lake City, UT	1,186,187	9	98,388	1,844	1%	1,102	-13%
Tampa-St. Petersburg-Clearwater, FL	3,032,171	8.9	248,657	5,603	28%	3,087	-12%
Portland-Vancouver-Hillsboro, OR-WA	2,424,955	8.9	198,943	2,936	-11%	3,306	19%
Logan, UT-ID	136,159	8.5	10,717	117	39%	82	NA
Panama City, FL	199,964	8.3	15,249	219	2%	288	NA
Deltona-Daytona Beach-Ormond Beach, FL	637,674	8	47,380	723	20%	44	-28%
San Francisco-Oakland-Hayward, CA	4,679,166	7.9	343,605	1,947	-8%	3,789	-4%
San Jose-Sunnyvale-Santa Clara, CA	1,978,816	7.7	141,875	951	14%	1,423	14%
Reno, NV	457,667	7.6	32,230	679	-10%	862	124%
Killeen-Temple, TX	435,857	7.5	30,547	846	1%	81	-47%
Tyler, TX	225,290	7.4	15,569	118	-16%	12	-84%
Prescott, AZ	225,562	6.9	14,547	478	10%	208	NA
Palm Bay-Melbourne-Titusville, FL	579,130	6.6	35,752	756	25%	-	-100%
Medford, OR	216,527	6.6	13,321	234	21%	35	-63%
Corpus Christi, TX	454,726	6.2	26,538	385	-26%	2	-91%
Bakersfield, CA	884,788	5.4	45,161	775	0%	18	-84%
Ocala, FL	349,020	5.3	17,717	671	52%	120	NA
Albany, OR	122,849	5.3	6,177	166	55%	5	NA
Waco, TX	265,207	4.9	12,438	237	63%	58	-90%
Brownsville-Harlingen, TX	422,135	3.9	15,916	353	13%	22	-61%
Pueblo, CO	165,123	3.8	6,060	141	41%	9	NA
Cape Coral-Fort Myers, FL	722,336	3.1	22,051	1,886	16%	1,042	142%
Lake Havasu City-Kingman, AZ	205,249	2.5	5,064	386	45%	4	-60%
Beaumont-Port Arthur, TX	409,968	1.7	6,774	179	-11%	NA	NA

Source: MSAs in this chart are expected have 3.5% growth in their 2017 Gross Metropolitan Product (GMP) according to Global Insight data published in a report published by The United States Conference of Mayors,the Council on Metro Economies and the New American City. Population and building permit data - U.S. Census Bureau. YTD - Year-to-Date; YOY - Year-Over-Year

General Cable Board Considers a Sale

One of the largest wire and cable companies in the U.S. is taking a hard look at strategic alternatives in the face of further consolidation in the wire market. The board of General Cable, Highland Heights, KY, said in a statement this week that the alternatives to be considered include a potential sale of the company.

General Cable said it has engaged J.P. Morgan Securities LLC as financial advisor and Sullivan & Cromwell LLP as legal advisor to assist in the process.

"While the management team has made excellent progress in the execution of our strategic roadmap to transform the company into a more focused, efficient and innovative organization, we expect the industry to consolidate over time and believe the review at this time is in the best interests of shareholders," John Welsh, III, non-executive chairman of the board, said in the release.

The statement came as the company announced preliminary financial results for the second quarter ended June 30. General Cable said it expects to report revenues of approximately $923 million for North America, Europe and Latin America. The company also expects to report reported an operating loss for the second quarter of approximately $23 million and adjusted operating income of $32 million.

Forecasters Temper Optimism in AIA's Updated Consensus Construction Forecast

The updated AIA Consensus Construction Forecast projects annual growth in the 3.5% to 4% range for the remainder of 2017 as well as for 2018, with a slower growing commercial/industrial market, and an institutional sector facing several challenges. While a press release issued by the American Institute of Architects (AIA), Washington, D.C., said some slowdown in the commercial sector was anticipated for 2017 and 2018, it was expected to be offset by acceleration in the institutional sector. However, year-to-date growth in spending for institutional buildings is at only 3%, well below expectations when the year began.

Published annually by AIA, the Consensus Construction Forecast incorporates the forecasts of the nation's leading construction forecasters: Dodge Data & Analytics, IHS Economics, Moody's Economy.com, FMI, ConstructConnect, Associated Builders and Contractors and Wells Fargo Securities. You can access the individual forecasts and analysis by Kermit Baker, AIA's chief economist at *http://bit.ly/2uTYKWx.*

Baker said in the press release that despite billings at architecture firms performing quite well this year, the larger construction industry is facing a range of issues. "The somewhat weaker outlook is driven by several factors, some dealing with the broader U.S. economy, some dealing with general construction industry fundamentals, and some dealing with weakness in specific construction sectors." he said.

In his analysis of the forecast at *www.aia.org,* Baker said some key factors in the less optimistic forecast was the lack of progress in Washington, D.C., on several pieces of legislation that construction industry executives and economists thought would help pump up construction spending.

AIA Updated Consensus Construction Forecast

Overall Non-Residential Building	2017	2018
Commercial/Industrial	8.8	4
Retail	10	4.6
Office space	8.9	4
Hotels	6.1	2.4
Industrial facilities	-6.6	11
Institutional	3.5	4.1
Amusement/Recreation	7.1	3
Education	4.9	4.8
Public Safety	1.4	3.7
Healthcare Facilities	0.9	3.5
Religious	-9.2	-1

Around the Industry

CALiPER study reports on LED downlights as a maturing category

DOE's Commercially Available LED Product Evaluation and Reporting (CALiPER) program has released a new Snapshot report on LED downlights. The last such Snapshot was released in April 2016. In the 15 months since then, LED technology has continued to progress, which is reflected in the data available through LED Lighting Facts, which showcases LED products for general illumination and is the source upon which all Snapshots are based.

The number of available LED downlight products is increasing, along with the mean efficacy, DOE reported. "Today, based on photometric performance alone, there appears to be an LED downlight to fulfill just about every need. It's reasonable to suggest that the LED downlight category has reached maturity, after being one of the first market segments to see viable products that clearly beat the competition from other source types," the study said. A large percentage of LED downlights also offer high color fidelity and good lighting quality in general — which CFL downlights don't usually deliver.

Bluetooth organization approves mesh standard

The Bluetooth Special Interest Group (SIG), which sets standards for the Bluetooth networking protocol, approved a new mesh networking standard that could solidify use of Bluetooth as an option for lighting control systems and broader IoT networks. The new mesh capability enables many-to-many (m:m) device communications and is optimized for creating large-scale device networks, said the Kirkland, WA-based SIG. It's designed for building automation, sensor networks and other IoT solutions where tens, huge numbers of devices may need to communicate with one another.

"By adding support for mesh networking, the Bluetooth member community is continuing a long history of focused innovation to help new, up-and-coming markets flourish," said Mark Powell, executive director for Bluetooth SIG, Inc. "In the same way the connected device market experienced rapid growth after the introduction of Bluetooth Low Energy, we believe Bluetooth mesh networking can play a vital role in helping early stage markets, such as building automation and wireless sensor networks, experience more rapid growth."

Industry Events

August 2–4
NAED AdVenture Marketing Conf.
Chicago; National Association of Electrical Distributors (NAED), *www.naed.org*

August 2–4
IDEA eBiz Forum & NAED Technology Conference
Chicago; In conjunction with NAED AdVenture, *www.naed.org*

August 10–12
IES Annual Meeting
Portland, OR; Illuminating Engineering Society of North America, *www.ies.org*

September 8
Lake Michigan Club Wrigley Field Rooftop Event
Chicago; NAED, *www.naed.org*

September 10–13
SolarPower 2017 International
Las Vegas; Solar Energy Industries Association (SEIA) and the Smart Electric Power Alliance (SEPA), *www.solarpowerinternational.com*

September 25–27
AD Electrical North American Meeting
Grapevine, TX; Affiliated Distributors, *www.adhq.com*

October 4–7
HR & Training Conference
Scottsdale, AZ; NAED, *www.naed.org*

October 7–10
NECA Annual Conference & Trade Show
Seattle; National Electrical Contractors Association, *www.necashow.org*

October 15–17
IMARK Group Annual Meeting
Carlsbad, CA; IMARK Group *www.imarkgroup.com*

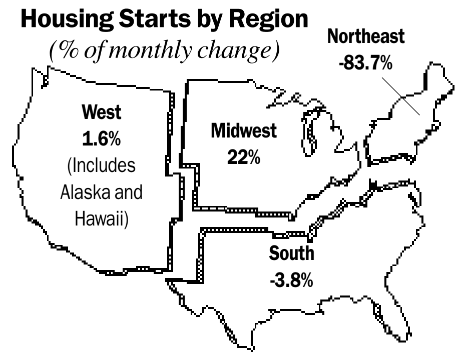
November 8–9
NEMA Annual Membership Meeting
Bonita Springs, FL; National Electrical Manufacturers Association, *www.nema.org*

November 13–15
NAED Eastern Conference
Tampa; NAED, *www.naed.org*

Single-Family Housing Starts Rise 6.3% in June to 849,000 Pace, Up 2.1% YOY

The U.S. Census Bureau said privately-owned housing starts in June were at a seasonally adjusted annual rate of 1,215,000, 8.3% above the revised May estimate of 1,122,000, and 2.1% above the June 2016 rate of 1,190,000. Single-family housing starts in June were at a rate of 849,000, 6.3% above the revised May figure of 799,000. The June rate for units in buildings with five units or more was 359,000.

The Eye On Housing blog published by National Association of Home Builders (NAHB), Washington, D.C., said builder confidence in the market for newly-built single-family homes slipped two points to 64 in July from a downwardly revised June reading on the Housing Market Index (HMI) it publishes each month with Wells Fargo.



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
June 2017[1]	1,215	849	359	158	205	533	319
May 2017[2]	1,122	799	311	86	168	554	314
April 2017[2]	1,154	823	314	85	200	562	307
March 2017	1,189	824	355	116	139	633	301
Feb. 2017	1,288	877	392	111	182	658	337
Jan. 2017	1,236	815	418	125	202	678	231
June 2016	1,190	770	402	114	188	587	301

1-Preliminary; 2-Revised; Note: Detail may not add to total because of rounding.
Source: U.S. Bureau of the Census

June EPI Shows Some Movement

June's Electrical Price Index was up +0.2% increase over May and +0.4% over May 2016. The monthly increase was due in large part to a +1.1% increase in the Building Wire category and a +1.2% increase in Air Conditioners, the only categories registering an increase over 1%. The year-over-year data was more volatile in this report, with 13 product categories registering changes of one percent or more (plus or minus).

Note: All EPI series represent Global Insight 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 1997 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; Global Insight

Electrical Price Index — June 2017

1997=100	Mo. 2016	Mo. 2016	Mo. 2015	% Change 1 Mo.	% Change 1 Yr.
Building Wire & Cable	180.9	178.9	178.9	1.1	1.1
Power Wire & Cable	174.9	173.6	182.4	0.8	-4.1
Telephone	172.2	171.9	168.9	0.1	2.0
Hand & Power Tools	134.3	134.3	133.4	0.0	0.7
Elec. Heating Equip.	137.0	137.0	136.3	0.0	0.5
Residential Lighting	131.2	132.4	131.9	-0.9	-0.5
Industrial Fixtures	126.2	126.4	124.9	-0.2	1.0
Fans & Blowers	153.4	152.5	151.3	0.6	1.4
Wiring Devices & Connectors	132.0	132.3	131.5	-0.3	0.3
Pole Line Hardware	153.7	153.9	152.8	-0.1	0.6
Boxes	162.2	162.4	161.2	-0.1	0.6
Conduit Fittings	149.6	149.7	147.3	-0.1	1.5
Metal Conduit	177.3	177.6	177.6	-0.2	-0.2
Nonmetallic Conduit	152.9	153.0	150.9	-0.1	1.4
Motors	152.9	153.5	153.0	-0.4	0.0
Generators	145.6	145.8	144.9	-0.2	0.4
Ballasts	135.7	135.3	135.5	0.3	0.1
Elect. Meas. & Integ. Inst.	126.2	126.2	130.1	0.0	-3.0
Transformers	132.5	132.6	131.3	-0.1	1.0
Panelboards & Switches	164.8	164.8	162.9	0.0	1.2
Circuit Breakers	172.2	172.2	170.2	0.0	1.2
Switchgear	157.8	157.9	157.8	-0.1	0.0
Fuses	151.5	151.5	150.6	0.0	0.6
Industrial Controls	157.3	157.3	155.5	0.0	1.2
Lamps	138.0	137.8	137.2	0.1	0.6
Appliances	106.1	106.1	106.1	0.0	0.0
Air Conditioners	133.5	131.9	128.1	1.2	4.2
Fasteners	144.8	144.8	143.9	0.0	0.6
Total Index	**145.2**	**144.9**	**144.7**	**0.2**	**0.4**

Electrical Marketing's Leading Economic Indicators

June building permits surge 7.4%. Privately-owned housing units authorized by building permits in June were at a seasonally adjusted annual rate of 1,254,000, according to the U.S. Census Bureau. This is +7.4% above the revised May rate of 1,168,000 and +5.1% above the June 2016 rate of 1,193,000. Single-family authorizations in June were at a rate of 811,000, +4.1% above the revised May figure of 779,000. Authorizations of units in buildings with five units or more were at a rate of 409,000 in June.

ABI Index maintains growth pace in June. For the fifth consecutive month, architecture firms recorded increasing demand for design services as reflected in the June Architecture Billings Index (ABI) published monthly by the American Institute of Architects (AIA), Washington, D.C.

As a leading economic indicator of construction activity, the ABI reflects the approximate nine- to twelve-month lead time between architecture billings and construction spending. AIA reported the June ABI score was 54.2 points, up from a score of 53 points in the previous month. This score reflects an increase in design services (any score above 50 indicates an increase in billings). The new projects inquiry index was 58.6 points, down from a reading of 62.4 points the previous month, while the new design contracts index decreased from 54.8 points to 53.7 points.

"So far this year, new activity coming into architecture firms has generally exceeded their ability to complete ongoing projects," said AIA Chief Economist Kermit Baker. "Now, firms seem to be ramping up enough to manage these growing workloads."

Purchasing managers remain bullish in June. The Institute for Supply Management, Tempe, AZ, said its monthly Purchasing Managers Index (PMI) registered 57.8% in June, an increase of 2.9 percentage points from the May reading of 54.9%. Any reading over 50 points means purchasing managers are a bullish industrial purchasing environment. The New Orders Index registered 63.5%, an increase of 4 percentage points from the May reading of 59.5%.

The Marketplace : Key Figures

	Month	Latest month	Previous month	Month-over-month % change	Year ago	Year-over-year % change	2016 annual
CONSTRUCTION							
New Construction Put in Place (billions of dollars, SAAR)[2]							
Total	May	1230.09	1230.38	0.0	1177.01	4.5	1163.74
Offices	May	63.73	63.26	0.8	54.98	15.9	60.84
Industrial	May	69.41	70.59	-1.7	77.73	-10.7	74.35
Housing Starts (Thousands of units, SAAR)[2]							
Total	Jun	1215	1122	8.3	1190	2.1	1177
Single-unit	Jun	849	799	6.3	770	10.3	784
Mobile Home Shipments[3] (thousands of units, SAAR)	May	87	90	-3.3	79	10.1	81
Employment, Construction Workers (thousands)[4]	Jun	7103	6937	2.4	6899	3.0	6711
Employment, Electrical Contractors (thousands)[4]	May	875.3	872.9	0.3	854.2	2.5	860.8
Hourly Wage, Electrical Contractors[4]	May	29.09	28.75	1.2	28.67	1.5	28.70
PRODUCTION							
Industrial Production Index (1967=100)[5]	Jun	105.2	104.8	0.4	103.1	2.0	103.1
Construction Supplies Production Index[5] (1977=100-SA)	Jun	111.7	111.8	-0.1	107.5	3.9	108.4
Employment in Electrical Equipment & Supplies Mfg.							
Production workers (Thousands)[4]	May	136.8	136.9	-0.1	138.9	-1.5	139.3
Weekly hours	May	43.3	42.0	3.1	43.7	-0.9	43.6
Hourly wage	May	19.88	20.06	-0.9	19.75	0.7	19.72
Electric Power Output Index (1967=100)[5]	Jun	102.4	102.0	0.3	104.0	-1.5	102.2
Machine Tool Orders* (millions of dollars)[6]	May	340.40	333.79	2.0	283.49	20.1	330.40
Industrial Capacity Utilization (percent, SA)[1]	Jun	75.42	75.32	0.1	75.06	0.5	75.11
TRADE							
Electrical Mfrs' Shipments	May	2,682	2,730	-1.8	2,856	-6.1	2,850
Electrical Mfrs' Inventories (millions of dollars, SA)[2]	May	4,848	4,838	0.2	4,967	-2.4	4,929
Electrical Mfrs' Inventory-to-Shipments Ratio	May	1,808	1,772	2.0	1,739	3.9	1.730
Electrical Mfrs' New Orders (millions of dollars, SA)[2]	May	2,707	2,755	-1.7	2,842	-4.8	2,877
Electrical Mfrs' Unfilled Orders (millions of dollars, SA)[2]	May	8,585	8,535	0.6	8,019	7.1	8,091
Exports, Electrical Machinery (f.a.s. value in millions of dollars)[2]	May	6,510	6,354	2.5	6,468	0.6	78,311
U.S. Dollar vs. Other Major Currencies (1973=100)[5]	Jun	122.27	123.83	-1.3	121.13	0.9	122.70
PRICES & INTEREST RATES							
Industrial Commodities Wholesale Price Index (Bureau of Labor Statistics, 1967=100)	Jun	193.2	192.5	0.4	186.3	3.7	184.6
Electrical Price Index (Electrical Marketing, 1997=100)	Jun	145.2	144.9	0.2	144.7	0.4	144.7
Construction Materials Wholesale Price Index (Bureau of Labor Statistics, 1982=100)	Jun	234.8	234.5	0.1	229.1	2.5	229.0
Copper Prices (Metals Week, cents per pound)	Jun	260.19	254.90	2.1	209.77	24.0	219.75
Prime Rate[5]	Jun	4.13	4	3.3	3.5	18.0	3.51
Federal Funds Rate[5]	Jun	1.04	0.91	14.3	0.38	173.7	0.40
Mortgage Rate[7]	Jun	3.90	4.01	-2.6	3.57	9.4	3.65

*Several series related to employment are now being reported on a NAICS basis. Because of this change, some numbers are not directly comparable to previously reported data, but are consistent in year-over-year comparisons and comparisons shown in the table.

Sources: [1]McGraw-Hill Construction/Dodge; [2]Dept. of Commerce; [3]Manufactured Housing Institute; [4]Dept. of Labor; [5]Federal Reserve Board; [6]The Association for Manufacturing Technology; [7]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 1-800-591-4462

People

Elemental LED (Emeryville CA): **Thomas Howe,** a seasoned lighting industry executive, was named V.P. of sales. Howe has been with Elemental LED for almost two years managing its Business Solutions division sales. Now he will be responsible for both Diode LED and Business Solutions sales divisions.

Diode LED is the manufacturing and wholesale division that provides linear, task and accent LED lighting solutions for both commercial and residential applications, while Business Solutions offers consulting, design, and engineering of large-scale LED lighting solutions for clients in retail and hospitality as well as display fabricators.

Kaman Distribution Group (Bloomfield, CT): **Jeff Ames** is the company's new vice president and general manager of its Automation platform. Ames joins the company from Eaton Corp.'s Notification business and will report to **Steve Smidler,** Kaman Distribution Group's president. His more than 25 years of experience in engineered products and systems businesses, with roles spanning commercial, technical, and operational responsibilities, includes 17 years at Eaton including roles as business unit manager for Eaton's Wright Line business. Prior to Eaton, Jeff held positions at Schneider Electric's industrial controls business in various commercial and technical roles and at International Business Machines. Ames earned a Bachelor of Science in electrical engineering from Syracuse University and an MBA from Marist College. He resides near Worcester, MA and will be based in the Kaman Automation facility in Franklin, MA.

Halco Lighting Technologies (Norcross, GA): The manufacturer of LED lamp, ballast and luminaire solutions appointed **Bart Mei** as senior vice president, Supply Chain Operations. Mei will assume global leadership of the Halco Lighting supply chain, supplier management, and distribution operations.

Mei comes to Halco from Feit Electric where he was the vice president, global supply chain, for the past two years overseeing their global supply operations in both the U.S. and Asia. Before that, he worked for Acuity Brands as their director, global sourcing for over four years. Before joining Acuity, he held various leadership roles in China in the sourcing and manufacturing field.

Mei will report to **Fawaz Khalil,** president and chief executive officer of Halco Lighting. Mei has a Bachelor of Engineering in Textile Engineering from Zhongyuan University of Technology.

NSi Industries (Huntersville, NC): **Bill Mueller** recently joined NSi as digital content manager. He comes to NSi Industries with experience providing visual and digital content in finance and cable television industries. He has technical experience with graphic design, content management and video editing. Mueller will report to Pam Erickson, NSi's executive vice president of marketing and business development.

Novinium (Kent, WA): This supplier of underground electrical cable rejuvenation products to electric utilities hired **Branko Horvat** as director of new product development. Horvat will have direct P&L responsibility for the PreVent manhole event prevention product acting as technical program manager including developing partnerships, licensing opportunities and developing future product improvements and solutions both domestically and internationally for the company.

Horvat has a BS in Mechanical Engineering as well as an MBA and has spent the last 25 years in the mobile hydraulics industry in sales, marketing and engineering positions.

Lighting Research Center at Rensselaer Polytechnic Institute (Troy, NY): Professor **Mariana G. Figueiro, Ph.D.,** was named director of the Lighting Research Center (LRC). Figueiro has served as the center's acting director over the past year. Figueiro succeeds **Mark Rea,** LRC director since 1988. Rea will continue as professor of architecture and cognitive sciences in the School of Architecture.

Figueiro has been with the LRC for 21 years, where she started as a graduate student in the LRC's M.S. in Lighting program. She continued as a staff scientist at the Lighting Research Institute and in 2004 obtained her Ph.D. from Rensselaer. In 2006, she was offered a tenure-track position as an assistant professor and in 2014, was promoted to full professor. She has served as LRC Light and Health Program Director since 1999.

Obituary

Rusty Duncan, former publisher of *Modern Distribution Management (MDM),* passed away July 20 after a battle with Parkinson's disease. He was a Navy veteran and helped run his family business, Duncan Company, before leaving to build a data company, Industrial Market Information, which he later merged with *MDM.*

Border States Electric Acquires Kriz-Davis

Continued from page 1

market with its 2015 acquisition of Chapman Metering, which provides services in the public power market to over 500 clients in 17 different states. One area of Chapman's expertise is the deployment of Advanced Metering Infrastructure (AMI) equipment.

BSE is certainly no stranger to the acquisition game, with its most recent purchases including Shealy Electrical Wholesalers, West Columbia, SC; Kansas City's Western Extralite; and Utah's Electrical Wholesale Supply.

One difference between the companies is their ERP systems, as Border States runs on SAP and Kriz-Davis uses Eclipse.

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Thomas Preston, 1927-1991