

# Electrical Marketing®

The Electrical Industry Newsletter

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## June Single-Family Home Starts Decline

Responding to worsening conditions in the nation's housing and financial markets, single-family home builders continued to slow the pace of new construction in June, according to the latest data released by the U.S. Commerce Department.

Starts of new single-family homes declined 5.3 percent to a seasonally adjusted annual rate of 647,000 units in June. This was the slowest pace in 17 years, and marked a decline of 64.5 percent from the peak of the building boom in January of 2006. Meanwhile, issuance of building permits for single-family homes declined 3.5 percent to a rate of 613,000 units.

"Builders continue to do their part to reduce inventories of unsold homes on the market by reining in new construction," noted Sandy Dunn, president of the National Association of Home Builders (NAHB) and a home builder from Point Pleasant, W.Va. "Now more than ever, it's up to Congress, which must finish its work on a badly needed housing stimulus package that will help stabilize the housing market and stem the negative effects of the housing downswing on our economy."

"The single-family data from today's report is exactly in keeping with what our builder members have been telling us in recent surveys," added NAHB Chief Economist David Seiders. "Traffic of prospective buyers is down substantially, and consumer confidence is very low. Job-market losses, deepening problems in the finance arena and sinking home values aggravated by the wave of foreclosures are all contribut-

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Publishers of *Electrical Wholesaling and EC&M Magazines.*

## IDEA and Trade Service Corp. End 10-Year Data-Sharing Agreement

Ending a 10-year relationship to share electronic data for the Industry Data Warehouse (IDW), IDEA, Arlington, Va., and Trade Service Corp., San Diego, mutually agreed to not renew their 10-year data-sharing agreement, which came to term on July 20.

Representatives from the two companies said they will now be friendly competitors that will provide different product data options for electrical distributors and electrical manufacturers. According to Tony Dubreville, president and CEO of Trade Service, IDEA must purge all of the data in the IDW that it got from Trade Service, and IDEA subscribers must do the same from their systems by Aug. 31, if they are not Trade Service customers.

IDEA said that all Trade Service-provided data was removed or blocked on July 20. IDEA said its subscribers will have to make their own internal assessment on what

to do with data that Trade Service claims is proprietary. IDEA said it has already sourced nearly 50 percent of the stock-keeping units (SKUs) previously provided by Trade Service as a part of its ongoing data enhancement program and is adding data from other smaller manufacturers as well. It says it remains committed to enhancing the transactional and catalog data within its data synchronization platform. The IDW has 2 million SKUs of active data.

IDEA's President Robert Gaylord said IDEA has always received the vast majority of its data direct from the largest manufacturers in the electrical supply chain. "Our position has always been that manufacturers control their data," he said. "The limited amount of data we accepted from the Trade Service feed represented small manufacturers that rounded out our offering (18 percent of total SKUs)."

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## CED Expands in Houston with Purchases of Owen Electric Supply, Project Lighting

Consolidated Electrical Distributors (CED), Westlake Village, Calif., one of the nation's largest electrical distributors, has expanded its holdings in Houston with the acquisitions of Owen Electric Supply Co. and Project Lighting Co. Inc.

Project Lighting Co. is a distributor of lighting and fan products to the residential multi-family builders in Texas and the Southwest. Owen Electric Supply is a full-line electrical wholesaler based in Houston.

CED, with an estimated 6,400 electrical employees and 500 locations, ranks as the nation's fifth largest electrical distributor, according to *Electrical Wholesaling* magazine's Top 200 listing for 2008.

Burk Burkhardt of HT Capital Advisors LLC, New York City, handled the sale of both companies.

HT Capital has been an advisor to several other business owners who sold their

electrical distributorships, including Braid Electric Co., Nashville, Tenn.; Crawford Electric Supply, Dallas; Friedman Electric Supply Co., Exeter, Pa.; Ralph Pill Electric Supply Co., Boston; Stuart C. Irby Co., Jackson, Miss; and Wiedenbach-Brown, Hawthorne, N.Y.

As part of a company policy, CED does not comment on acquisitions.

CED has been comparatively quiet on the acquisition front in recent years, but the company made a large acquisition in 2007 when it purchased USESI Electrical Services, Exton, Pa. Other acquisitions that CED has made in the past five years include Cain Electrical Supply, Big Spring, Texas; and Peterson Electric Supply Co. Inc., Louisville, Ky.

One manufacturers' rep in Houston said CED's purchase of Owen Electric Supply gives CED, which had two locations in

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## IDEA and Trade Service Corp. End 10-Year Data-Sharing Agreement

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The decision to part ways is the latest chapter in the story of an interesting partnership of two competitors that includes different philosophies on populating and updating massive databases that contain millions of electrical product SKUs and a proposed joint venture of the two businesses. After the joint venture was turned down by the IDEA board of directors last year, IDEA and Trade Service continued negotiations to extend the data-sharing agreement, according to sources close to the negotiations. Trade Service's Dubreville said that while he and Bob Gaylord, IDEA's president, have a good working relationship and negotiated for many months trying to strike a deal, they were unable to find a mutually acceptable solution.

"I have a lot of respect for Bob," said Dubreville. "He and I have been talking for many, many months about how to put a deal back together. We (Trade Service) remained very open-minded, and I believe he was as well. But at the end of the day, we couldn't come up with a fair and equitable deal that both sides felt good about. It was that simple. The joint venture was not acceptable, and anything short of that didn't work for us. We just couldn't afford to give them all of our data again. We agreed not to renew the agreement and let it expire, and to become friendly competitors."

Dubreville said that over the past 10 years Trade Service and IDEA had many

discussions about their relationship and product offerings. He said that in the recent attempt to form a joint venture, IDEA and Trade Service mutually hired independent consultants, "to come in and see if there was a deal, and if there was a deal, help us put it together in a fair and equitable way. We both invested a lot of time and a lot of money in that venture."

"We came up with a scenario that both sides felt very good about and felt that it was fair and equitable," he said. "It was supported by Trade Service and it was supported by IDEA's executive committee. To be honest, for reasons we still don't quite understand today, when it got to the larger IDEA board, it was not supported. As a result, all discussion ended."

While IDEA and Trade Service will now compete to provide the electrical market with product databases, they have distinctly different operating approaches. Trade Service is a privately owned company that has been providing product data for almost 80 years. IDEA was formed in 1998 by electrical distributors and electrical manufacturers in the National Association of Electrical Distributors (NAED), St. Louis, and the National Electrical Manufacturers Association (NEMA), Rosslyn, Va., who believed manufacturers should have complete control of their own product data in a centralized data repository for the electrical market, and that a third-party like Trade Service should not be responsible for handling their data.

The IDW contains 700 manufacturers' brands. It feeds data to nearly 400 of the industry's largest electrical distributors. These distributors include 67 percent of the companies listed in *EW's* Top 200 distributor ranking. Trade Service provides more than 1,000 electrical distributors with access to 2.6 million SKUs of product data from 618 manufacturers. The company has 135 employees working on its electrical database.

Despite the change with Trade Service, Gaylord is confident that IDEA will continue to drive costs out of the channel. "Our mission, as set by the industry, is to drive costs out of the channel. As the channel's data synchronization service provider, we intend to keep IDW updated with accurate and comprehensive manufacturer data (transactional through catalog) acquired from across the electrical supply chain — which we believe will increase IDW revenue," he said.

Gaylord did not rule out the possibility that IDEA and Trade Service could work together again down the road.

"Both IDEA and Trade Service have decided to not renew the data share agreement, which does not rule out the possibility of working together in the future. It is always unwise to predict the future, but if there is a service or solution that is useful to accomplish what the channel has asked of us — and a relationship with Trade Service fits that — we are willing to look at that."

—Jim Lucy

## G-Biz

### Colleges training workers for wind farms

With the new popularity of wind power in the United States comes a need for skilled personnel to install and maintain wind turbines. According to a recent Associated Press report, community colleges are among the first to provide this training. A spokesperson for the American Wind Energy Association says that a two-person operations and maintenance team is needed for every 10 turbines. The program at Iowa Lakes Community College, Estherville, Iowa, was detailed in the article, but community colleges in Oregon, Minnesota, New Mexico, Wyoming and Kansas either have or are interested in similar programs, according to Al Zeitz, who started up the Iowa Lakes

wind tech training program.

### First Solar to build PV plant for SCE

First Solar Inc., Tempe, Ariz., will build a 2 megawatt photovoltaic power plant on the roof of a commercial building in Fontana, Calif., for Southern California Edison (SCE). This is the first installation in SCE's plan to install 250 megawatts of solar generating capacity on large commercial rooftops throughout Southern California over the next five years. SCE began installation of this initial project on July 14, and expects to connect the PV power plant to the grid in September 2008. In March, SCE and California Governor Arnold Schwarzenegger announced the five-year solar PV installation project, which is the largest rooftop solar

program ever proposed by a U.S. utility.

In addition, on July 10, the California Public Utilities Commission approved project terms of a 20-year power purchase agreement between First Solar and SCE for the sale of electricity generated by a PV power plant. First Solar plans to build the new plant in Blythe, Calif. The PV power plant will be a minimum of 7.5 megawatts, with an option by First Solar to increase the size to 21 megawatts, and when completed will be the largest ground-based PV power plant in California. First Solar will serve as the engineering, procurement and construction (EPC) contractor for the PV power plant, and maintain the PV power plant over its lifetime. First Solar expects to begin construction of the PV power plant in 2009.

## Several Electrical Companies See Increase in Quarterly Earnings

Several electrical companies reported second- and third-quarter financial results. Following are financial snapshots of the earnings reports of some industry players.

**Anixter posts strong quarter.** Anixter International, Glenview, Ill., reported a 4 percent increase in net income for the second quarter compared to the same quarter last year, earning \$66.9 million on sales of \$1.62 billion. The company reported a slightly lower gross margin due to lower supplier volume growth incentives and continuing pressure from

rising prices for steel and specialty metals in the OEM supply side of the business. "In the North American electrical wire and cable market, we saw strong levels of project activity that produced sales of \$395.6 million in the current quarter," said Eck in the company's quarterly report. "This reflects an increase of 8 percent versus the year ago quarter despite a difficult comparison against exceptionally strong second-quarter sales in 2007."

**Thomas & Betts Corp. sees rise**

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## Single-Family Housing Starts and Permits Decline in June

*Continued from page 1*

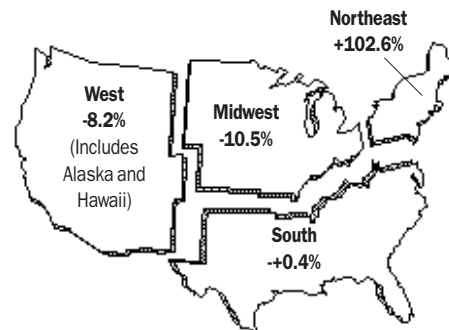
ing factors that are keeping potential home buyers on the sidelines. Clearly there is a need for immediate action by Congress and the Administration to help put an end to this downward economic spiral and restore the homeownership dreams of many Americans."

Overall housing starts and building permits posted misleading gains of 9.1 percent and 11.6 percent, to 1.07 million units and 1.09 million units, respectively, for the month, largely due to a one-time bump in multifamily activity that was related to newly instituted building code changes in New York City. Excluding the Northeast multifamily data, there was a 4 percent decrease in overall housing starts and a 0.7 percent gain in building permits for the month.

Multifamily housing starts, fueled by a big jump in the Northeast, posted a 42.5 percent gain to a rate of 419,000 units in June. Multifamily permits, also skewed by the Northeast/New York City data, posted a 39.4 percent gain to 478,000 units.

The latest regional data showed that Northeast housing starts more than doubled in June (as a result of the New York City data), while Midwest starts posted a 10.5 percent decline, starts in the South posted a 0.4 percent gain and starts in the West registered an 8.2 percent decline in June. Building permits (again affected by the New York City data) showed a 73 percent gain in the Northeast for June, along with more typical numbers such as a 2 percent decline in the Midwest, a 3 percent gain in the South and a 0.9 percent gain in the West.

**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
June '08 <sub>1</sub>	1,066	647	400	237	128	499	202
May '08 <sub>1</sub>	977	683	278	117	143	497	220
April '08 <sub>2</sub>	1,004	681	308	93	164	504	243
March '08 <sub>2</sub>	988	711	261	115	135	515	223
February '08 <sub>2</sub>	1,107	722	356	129	154	577	247
January '08 <sub>1</sub>	1,064	750	287	137	156	531	240
June '07 <sub>1</sub>	1,458	1,136	284	155	234	719	350

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

Source: U.S. Bureau of the Census

## Around the Industry

### ESSCO acquires Mountain Vista Supply in Arizona

Essco Wholesale Electric, Chandler, Ariz., a subsidiary of Sonepar USA, has acquired Mountain Vista Supply of Sierra Vista, Ariz.

Mountain Vista Supply sells commercial and residential contractor supplies.

The deal marks Essco's buy-back of Mountain Vista Supply. Mountain Vista's founders, Ron and Joanne Wagner, purchased the business from Essco in 1991.

"It's kind of ironic that we bought the Essco business back in 1991 to form Mountain Vista Supply and now Essco is buying it back from us," Ron Wagner said in a press release. "Being an established business, and with Essco's new presence in the Tucson, Ariz. Market, the Essco team made sense for us and our employees."

Essco Wholesale Electric has 15 locations in Arizona and California. The firm was purchased by Sonepar USA earlier this year. Ron Wagner will remain with the company.

### Indoor lighting fixtures recalled by Lithonia Lighting

In cooperation with the U.S. Consumer Product Safety Commission, Lithonia Lighting is voluntarily recalling LV3R light fixtures sold between April 1, 2007, through May 31, 2008. For additional information, contact Lithonia Lighting at (800) 315-4935 between 8 a.m. and 5 p.m. ET Monday through Friday, or visit the firm's Web site at [www.lithonia.com](http://www.lithonia.com).

### Ferraz Shawmut's parent company acquires stake in Chinese firm

Ferraz Shawmut, Newburyport, Mass., said it will acquire a majority shareholding in the Chinese company Zhejiang Mingrong Electrical Protection (MEP). This joint venture continues Carbone Lorraine's rapid expansion in Asia, and it positions Ferraz Shawmut to become a platform for new product development for Asian markets, the company said.

MEP is a leading company in the fuse and fusegear market. The company is based in Zhejiang province, the cradle of the Chinese electrical industry's development, and it posted sales of around 10 million in 2007.

"MEP is the leading, and most

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## Industry Events

*Aug. 10-13*

### **2008 Adventure Electrical Sales & Marketing Conference:**

Chicago; National Association of Electrical Distributors (NAED), (314) 991-9000, [www.naed.org](http://www.naed.org)

*Sept. 14-16*

### **IDEA E-Biz Forum 2008:**

Washington, D.C.; IDEA, (866) 479-0484, [www.idea-ebizforum.com](http://www.idea-ebizforum.com)

*Sept. 14-16*

### **ALA Annual Conference:**

Prince George's County, Md.; American Lighting Association, (800) 605-4448, [www.americanlightingassoc.com](http://www.americanlightingassoc.com)

*Sept. 14-16*

### **Growth, Innovation and Leadership 2008:**

San Francisco; Frost & Sullivan, [www.frost.com/gil](http://www.frost.com/gil)

*Sept. 15-17*

### **2008 HR & Training Conference:**

St. Louis; National Association of Electrical Distributors (NAED), (314) 991-9000, [www.naed.org](http://www.naed.org)

*Sept. 22-24*

### **A-D Electrical Supply Division North American Meeting:**

Dallas; Affiliated Distributors, (610) 977-3100, [www.adhq.com](http://www.adhq.com)

*Sept. 28-Oct. 2*

### **BICSI Fall Conference:**

Las Vegas; BICSI, (800) 242-7405, [www.bicsi.org](http://www.bicsi.org)

*Oct. 4-7*

### **NECA Convention:**

Chicago; National Electrical Contractors Association (NECA), (301) 215-4552, [www.necaconvention.org](http://www.necaconvention.org)

*Nov. 12-15*

### **NAED Eastern Region Conference:**

Marco Island, Fla.; National Association of Electrical Distributors (NAED), (314) 991-9000, [www.naed.org](http://www.naed.org)

## Electrical Companies Report Quarterly Earnings

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**in second-quarter earnings.** Thomas & Betts Corp. (T&B), Memphis, Tenn., reported second-quarter earnings of \$147.8 million, up from \$46.6 million, a year ago. The most recent quarter includes a gain of \$1.74 a share from the sale of the company's stake in privately held Leviton Manufacturing (See *Electrical Marketing*, June 27 issue). Total sales rose 26 percent to \$641.3 million.

Second quarter electrical segment sales increased \$132.8 million, or 31.8 percent, to \$550.8 million compared to the second quarter 2007. Acquisitions contributed \$114.1 million or 27.3 percent to sales. Commodity- and energy-related price increases offset lower underlying sales volumes in markets affected by the slowdown in residential construction such as retail, utility distribution and light commercial construction.

Second quarter 2008 electrical segment earnings were \$110.8 million or 20.1 percent of sales. This compares to \$84.9 million or 20.3 percent of sales last year. Acquisitions contributed \$21.8 million of the \$25.9 million earnings increase and had a dampening impact on electrical seg-

ment earnings as a percent of sales, the company said.

Dominic Pileggi, T&B's chairman and chief executive officer, believes that current market conditions will continue in the second half and that demand in industrial markets will help offset weakness in residential construction-related markets. He said commodity and energy-related price increases will be more significant in the second half.

**Rockwell Automation Inc.'s third-quarter sales up.** Rockwell Automation, Milwaukee, reported a 7 percent drop in fiscal third-quarter earnings. Third-quarter sales for the company rose 15 percent to \$1.48 billion from 1.28 billion in 2007.

Keith D. Nosbusch, chairman and chief executive officer, said, "We delivered solid top-line results despite slower than expected growth in Europe and the U.S. Revenue growth was particularly strong in Asia-Pacific, Latin America and our solutions businesses, demonstrating strength in the on-going diversification of our revenue base."

Sales for the company's Control Products & Solutions group in the third quarter

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## EPI Falls 0.7 Percent from May

*Electrical Marketing's* Electrical Price Index fell 0.7 percent for June.

The index posted price gains in 15 categories and decreases in six; seven product categories held steady. Switchgear was up 2.6 percent, followed by wiring devices and connectors and pole line hardware (both +1.5 percent).

Building wire and cable and pole line hardware both fell 3.0 percent.

*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 2008

1997=100	June 2008	May 2008	June 2007	% Change 1 Mo.	% Change 1 Yr.
Building wire & cable	231.3	238.5	207.4	-3.0	11.5
Power wire & cable	198.5	204.8	180.9	-3.0	9.8
Telephone wire	157.7	161.8	151.4	-2.5	4.1
Hand & power tools	115.4	115.3	113.9	0.0	1.3
EM/bank heating	122.3	122.5	117.5	-0.1	4.1
Residential lighting fixtures	116.4	115.2	114.6	1.1	1.6
Industrial fixtures	116.6	116.2	111.5	0.4	4.6
Fans & blowers	133.4	131.9	125.8	1.2	6.0
Wiring dev. & connectors	115.8	115.8	113.5	0.1	2.0
Pole line hardware	144.2	142.1	130.7	1.5	10.4
Boxes	152.1	149.9	137.8	1.5	10.4
Conduit fittings	125.3	125.1	124.2	0.2	0.9
Metal conduit & EMT	162.3	161.9	159.6	0.3	1.7
Nonmetallic conduit	131.5	130.9	127.8	0.4	2.9
Motors	127.3	125.8	122.7	1.2	3.7
Generators, generator sets	124.7	124.0	119.5	0.6	4.3
Ballasts	137.0	137.0	127.4	0.0	7.5
Elect. meas. & integ. inst.	111.0	111.0	111.0	0.0	0.1
Transformers	116.3	116.2	114.8	0.1	1.3
Panelboards & switches	135.3	135.3	130.4	0.0	3.7
Circuit breakers	141.4	141.4	136.3	0.0	3.7
Switchgear	151.3	147.4	144.4	2.6	4.8
Fuses	134.3	132.7	128.9	1.2	4.2
Industrial controls	129.1	129.1	124.5	0.0	3.7
Lamps	115.5	116.3	113.5	-0.7	1.7
Appliances	98.4	98.4	97.7	0.0	0.7
Air conditioners	120.1	120.3	114.0	-0.1	5.4
Fasteners	134.6	134.5	132.7	0.1	1.4
<b>Total Index</b>	<b>137.3</b>	<b>138.2</b>	<b>131.4</b>	<b>-0.7</b>	<b>4.5</b>

## Electrical Companies Report Earnings

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were \$849.3 million, an increase of 22 percent compared to sales of \$698.1 million in the third quarter of 2007. Nosbusch said Rockwell Automation expects to see continued strength in Asia-Pacific and Latin America as well as in resource-based industries. However, macro-economic conditions in Europe and the U.S. are weakening, he said.

### Philips Electronics sees jump in quarterly earnings.

Philips Electronics, Amsterdam, said its second-quarter earnings rose 7 percent, mainly driven by its lighting business. The company reported second quarter sales had increased to \$10.3 billion globally, up 7 percent compared to the same period in 2007. Sales for North America were \$3.24 billion, an increase of 23 percent compared to the second quarter of 2007, and representing more than 30 percent of Philips' global sales.

Lighting sales increased by approximately \$436 million compared to second quarter 2007, driven by the solid performance of Genlyte, the company said.

## CED Buys Houston Distributors

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Houston proper (one commercial and one residential), a primarily residentially oriented distributor.

Several years ago Owen Electric Supply acquired a distributor called Tidal Electric, which had an operation in Galveston and one midway between Galveston and Houston. This also gives CED a presence in those areas, he said.

The Houston rep said he and others in the Houston electrical industry were a bit surprised that CED bought a residentially oriented distributor at a time when the residential market is down. He is seeing a trend by electrical distributors in the Houston market to add branches in downtown Houston and the surrounding suburbs.

## Around the Industry

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profitable, power fuse and fusegear company in China, offering a comprehensive range of fuses from a sophisticated and vertically integrated

manufacturing facility," said Ken Hooper, senior vice president of sales and marketing at Ferraz Shawmut. "This strategic alliance offers us an exciting new global growth dimension."

### The Marketplace : Key Figures

	Month	Latest month	Previous month	Month-over-month % change	Year ago	Year-over-year % change	2007 annual
<b>CONSTRUCTION</b>							
New Construction Put in Place (Billions of dollars, SAAR) <sup>2</sup>							
Offices	MAY	59.12	58.92	0.3	50.64	16.7	53.39
Industrial	MAY	53.63	53.13	1.0	39.95	34.3	42.15
Total	MAY	1,085.23	1,089.29	-0.4	1,154.60	-6.0	1,138.24
Housing Starts (Thousands of units, SAAR) <sup>2</sup>							
Single-unit	JUN	647	683	-5.3	1,136	-43.0	1,034
Total	JUN	1,066	977	9.1	1,458	-26.9	1,341
Mobile Home Shipments <sup>3</sup> (Thousands of units, SAAR)							
	APR	92	91	1.1	97	-5.2	96
Employment, Construction Workers (Thousands) <sup>4</sup>							
	JUN	7,433	7,305	1.8	7,913	-6.1	7,614
Employment, Electrical Contractors (Thousands) <sup>4</sup>							
	MAY	909.3	902.2	0.8	919.9	-1.2	925.2
Hourly Wage, Electrical Contractors <sup>4</sup>							
	MAY	23.77	23.70	0.3	22.87	3.9	23.06
<b>PRODUCTION</b>							
Industrial Production Index (1967=100) <sup>5</sup>							
	JUN	111.7	111.2	0.5	111.4	0.3	111.4
Construction Supplies Production Index <sup>5</sup> (1977=100-SA)							
	JUN	100.6	101.4	-0.9	107.3	-6.3	106.0
Employment in Electrical Equipment & Supplies Mfg.							
Production workers (Thousands) <sup>4</sup>							
	MAY	153.2	153.3	-0.1	156.0	-1.8	155.0
Weekly hours							
	MAY	42.1	42.3	-0.5	41.9	0.5	42.2
Hourly wage							
	MAY	15.74	15.71	0.2	16.24	-3.1	16.10
Electric Power Output Index (1967=100) <sup>5</sup>							
	JUN	112.5	109.3	2.9	109.0	3.1	110.4
Machine Tool Orders* (Millions of dollars) <sup>6</sup>							
	MAY	312.82	393.21	-20.4	316.36	-1.1	NA
Industrial Capacity Utilization (Percent, SA) <sup>1</sup>							
	JUN	77.63	77.61	0.0	79.59	-2.0	79.33
<b>TRADE</b>							
Electrical Mfrs' Shipments							
	MAY	3,523	3,501	0.6	3,398	3.7	NA
Electrical Mfrs' Inventories (Millions of dollars, SA) <sup>2</sup>							
	MAY	5,251	5,240	0.2	4,815	9.1	4,839
Electrical Mfrs' Inventory-to-Shipments Ratio							
	MAY	1.490	1.497	-0.4	1.417	5.2	1.414
Electrical Mfrs' New Orders (Millions of dollars, SA) <sup>2</sup>							
	MAY	3,700	3,572	3.6	3,664	1.0	NA
Electrical Mfrs' Unfilled Orders (Millions of dollars, SA) <sup>2</sup>							
	MAY	15,654	15,477	1.1	14,474	8.2	14,647
Exports, Electrical Machinery (f.a.s. value in millions of dollars) <sup>2</sup>							
	MAY	6,946.0	6,974.0	-0.4	7,122.0	-2.5	81,415.0
U.S. Dollar vs. Other Major Currencies (1973=100) <sup>5</sup>							
	JUN	96.1	95.8	0.3	104.1	-7.7	103.4
<b>PRICES &amp; INTEREST RATES</b>							
Industrial Commodities Wholesale Price Index (Bureau of Labor Statistics, 1967=100)							
	JUN	204.2	199.9	2.2	176.4	15.8	175.1
Electrical Price Index (Electrical Marketing, 1997=100)							
	JUN	137.3	138.2	-0.7	131.4	4.5	131.2
Construction Materials Wholesale Price Index (Bureau of Labor Statistics, 1982=100)							
	JUN	206.3	203.4	1.4	193.1	6.8	192.5
Copper Prices (Metals Week, cents per pound)							
	JUL	385.39	372.88	3.4	365.51	5.4	325.97
Prime Rate <sup>5</sup>							
	JUN	5.0%	5.0%	0.0	8.3%	-3.3	**8.1%
Federal Funds Rate <sup>5</sup>							
	JUN	2.0%	2.0%	0.0	5.3%	-3.3	**5.0%
Mortgage Rate <sup>7</sup>							
	JUN	6.3%	6.0%	0.3	6.7%	-0.3	6.3%

\*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: <sup>1</sup>McGraw-Hill Construction/Dodge; <sup>2</sup>Dept. of Commerce; <sup>3</sup>Manufactured Housing Institute; <sup>4</sup>Dept. of Labor; <sup>5</sup>Federal Reserve Board; <sup>6</sup>The Association for Manufacturing Technology; <sup>7</sup>Federal Home Loan Bank Board. Note: Some figures shown—prime rate, for example—are averaged for month. NYA—not yet available SA—seasonally adjusted. SAAR—seasonally adjusted annual rate. Source for chart: Global Insight. For further information about construction starts, please contact Dodge Analytics at 1-800-591-4462

## People

*Legrand North America* (West Hartford, Conn.): **Steve Mann** has joined the company as a regional vice president. He will be responsible for the Southwest region, which includes Nevada, New Mexico, Texas, Oklahoma and Arizona. He will be based in Arizona. Mann joins Legrand North America from Crouse-Hinds where he served in various management positions. He was most recently Great Lakes manager for Crouse-Hinds. Prior to Crouse-Hinds, he held sales management positions with Thomas & Betts, Acme Transformer and Woodhead Industries.

*National Lighting Bureau* (Silver Spring, Md.): **Douglass M. Baillie**, Acuity Brands Lighting, has been elected chair of the National Lighting Bureau. The Bureau is an independent, not-for-profit lighting education organization sponsored by professional societies, trade associations, manufacturers, utilities, and agencies of the U.S. government. **Susan Bloom**, Philips Lighting and Advance, was elected vice chair. **Robert W. "Rob" Colgan Jr.**, National Electrical Contractors Association, was elected secretary/treasurer. Baillie is Acuity Brands Lighting vice president for corporate communications. He has 42 years' experience in lighting, electrical, and utility marketing management, principally with Acuity Brands (Lithonia Lighting) and Siemens. Actively involved with the National Lighting Bureau since 1996, Baillie is the recipient of numerous awards recognizing his role in the creation and implementation of communications programs that have contributed to business performance. Others elected or re-elected to serve on the National Lighting Bureau's 2008 Executive Committee are: **John Coventry**, International Association of Lighting Designers; **Jon A. DiGesù**, Osram Sylvania Inc.; **Mary Beth Gotti**, GE Lighting; **Howard Lewis**, Illuminating

Engineering Society of North America; **Terry McGowan**, International Dark-sky Association; **Cary S. Mendelsohn**, International Association of Lighting Management Companies; **Steven Myers**, Philips Lighting Co.; **Tom Naber**, National Association of Electrical Distributors; **Ron Runkles**, National Electrical Manufacturers Association; **Kristine Winner**, National Council on Qualifications for the Lighting Professions; and **James M. Yorgey**, Lutron Electronics Co. Inc.

*Capital Lighting & Supply, a subsidiary of Sonepar USA* (Upper Marlboro, Md.): **Joe Kauten** has been named corporate controller. Kauten brings over 30 years of experience working in the distribution and manufacturing fields. He began his career at Unisys Corp., then served as plant controller for different companies in the US and Canada. He also held the positions of VP of Finance for IJE Gametek, a distributor of computer software, Director of accounting and business planning for Federal Mogul, controller for Andrews Office Products, a distributor of office furniture and supplies and most recently controller for National Fruit Product Co. Kauten will take over full responsibility for CLS accounts payable, accounting and payroll departments.

*Omni Cable* (West Chester, Pa.): **Vicki Allin** has been appointed district manager of the Chicago region. Allin will be responsible for sales and warehouse operations in the Chicago region. Allin was previously assistant branch manager of the Chicago region. Before joining Omni Cable, she worked for French Gerleman Electric for 18 years. **Josh Key** has been appointed general manager — Tampa, Fla. Key, a six-year veteran of Omni Cable, started in inside sales with Omni, transitioned into outside sales, and became account manager before being promoted to the sales manager

for Atlanta.

*Nora Lighting* (Commerce, Calif.): **Alex Brahm** has been hired to manage the company's Quotations and Technical Support departments. Brahm brings more than 21 years of experience in the lighting and electrical supply industry. Although Brahm may be new to Nora Lighting's employee roster, he has been working with the company's product line for more than 10 years. Most recently in charge of commercial-lighting quotes for United Electric Supply Co. in Chino, Calif. He previously handled quotations and customer service at Stellar Sales Inc., Nora's representative in Southern California.

*Liberty Wire & Cable, a division of Communications Supply Corp./WESCO* (Colorado Springs, Colo.): **David C. Traeger** has been appointed territory manager for commercial products covering the southeastern United States and Puerto Rico. Traeger brings to Liberty more than 20 years of experience in the professional and commercial A/V industries in areas that include A/V system sales, design and

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In Memoriam:  
George Ganzenmuller, 1924-1986;  
Thomas Preston, 1927-1991.

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