

Rexel Atlantic Quarterly Market Newsletter

July 2022

*A message from **Nathan Salmon, General Manager***

It's hard to believe that 2022 is halfway done. We are on a path to business as usual in spite of remaining supply chain issues as a result of the last two years of disruption. We are seeing some product lines catch-up but are being forced to evolve and improve our collaboration in the industry to ensure we manage lead times, availability and logistical concerns around the world.

We are back on planes, traveling around our great Atlantic provinces – but likely won't have a stable supply chain for another 18-24 months in all product families. Now more than ever suppliers, customers and distributors need to share information, timelines and expectations vs. realities to make sure we can maintain the growth/momentum in our region. Summer is in full force and we've got a lot of amazing things here in our region; do your best to take the next few months to refresh and refocus. We are not out of the woods yet but residential/commercial activity remain strong and we are optimistic on Atlantic Canada. On behalf of the Rexel Atlantic family – thank you for your support as part of our industry and we look forward to more and more face to face interactions in 2022 and beyond.

Shop Online 24/7 At: atlantic.rexel.ca





Commodity UPDATE

COPPER AND ALUMINUM PRICING

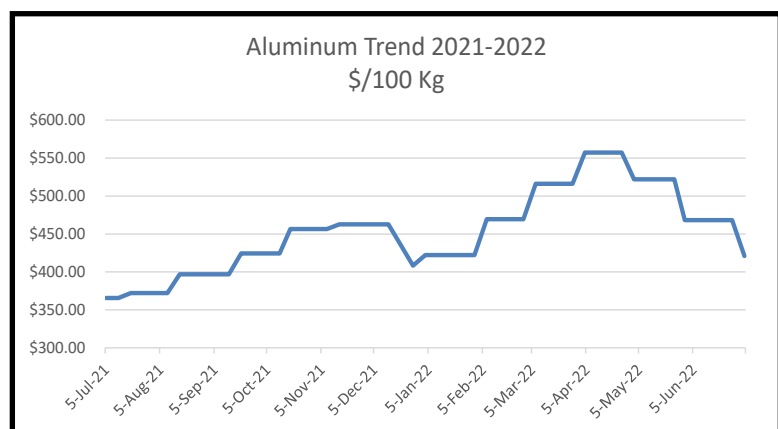
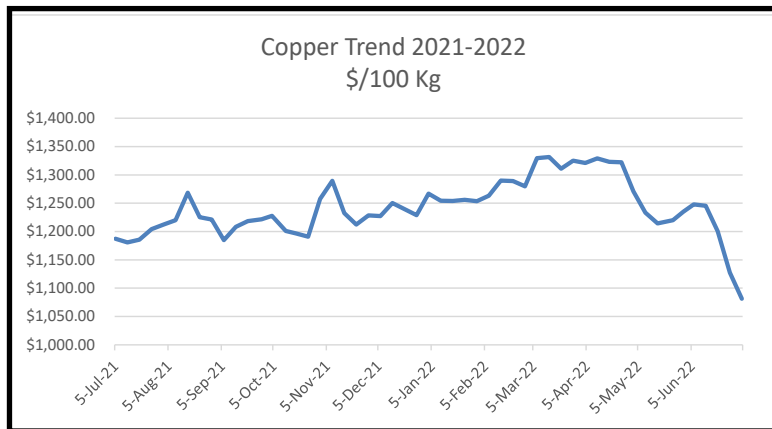
Copper for the last month of Q2 2022 has reached its lowest level in 16 months and is sitting at (\$1,081 / 100Kg) as of July 4th 2022. Copper peaked at \$1,329 / 100Kg in Q2 in April. Since July 1st 2021 it is down ~10 %.

Aluminum is up by 15% at (\$420 / 100Kg) vs July 1st 2021 at (\$365 / 100Kg). Aluminum is trending down since April 2022.

As investors have been considering the possibility of interest rate hikes hurting economic growth and demand for metals, we have seen a decline in copper. Other metals have been affected as well.

Steel continues to hold its price and increased slightly ~4% April 2022 to May 2022. This will affect a variety of electrical product families.

(Sources: Nexans, Prysmian Group, Financial Post, Metal Miner)



Industry UPDATE

LIGHTING



YOU
DESERVE
BETTER

LEDVANCE Launches “You Deserve Better” Contest

WILMINGTON, Mass. — “After all you’ve been through these past two years of crisis and chaos, you deserve better!” That’s why LEDVANCE LLC, the maker of LEDVANCE and SYLVANIA General Lighting in the U.S. and Canada, is launching its “You Deserve Better” campaign — to help you feel comfort and enjoy better living.

As part of its campaign, the global lighting leader is launching a contest designed to help make your life better. Five people in the U.S. and five people in Canada will win \$1,000 and a selection of LEDVANCE and SYLVANIA General Lighting products designed to help make their lives better. People can go to this link to enter until December 12, 2022. Also, to help those who feel they may not deserve better, LEDVANCE is working with leading mental health organizations to share resources via social media. These include:

NAMI (National Alliance of Mental Illness) – the largest grassroots mental health organization in the US dedicated to building better lives for the millions of Americans affected by mental illness
CAMH (Centre for Addiction and Mental Health) – Canada’s largest mental health teaching hospital and one of the world’s leading research centers in its field.

“Everyone can benefit from things getting better in our lives, especially after all we have been through recently,” said Charlie Harte, VP of Marketing and Customer Experience for U.S. & Canada and President & CEO for Canada, LEDVANCE LLC. “That is why we are partnering with organizations who work so hard every day to help people enjoy better living.”

Source: LightED Magazine

Price Increase

Ledvance – July 4th: Roughly 8%

Lutron – July 10th: Roughly 8%

Signify – July 18th: Roughly 8%



INDUSTRIAL

Non-Metallic NEMA 4X Starters

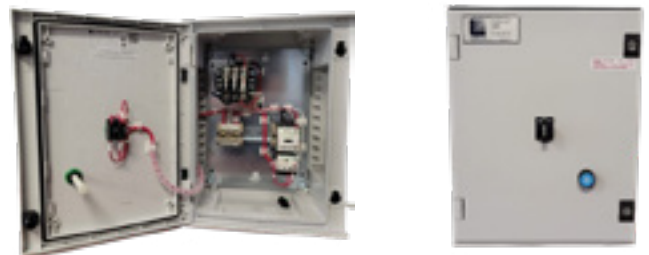
Rexel Atlantic now stocks Non-Metallic NEMA 4X starters up to 30 HP. Perfect for Marine Applications, Food & Beverage, Car Washes, Mining, Water treatment plants or any harsh outdoor environment. Our Quick-Ship program means we can get these out the door to you within 48 hours.

They are available in both Combo and Non-Combo designs with a variety of standard options like control transformers, H-O-A, Start/Stop, Ext. Reset, etc.

We also stock up to 60 HP in NEMA 1 standard kits and these are available either at your local branch or through our Quick-Ship program, shipping in 48 hours, for customization.

Contact **Dave Myers (506 862 8072)** or **Randy Hayward (902 456 4958)** for more information.

NEMA 4X NON-COMBO



NEMA 1 COMBO AND NON-COMBO



INTRODUCING **RECORD-BREAKING** SMALL DIAMETER CAT 6A CABLES

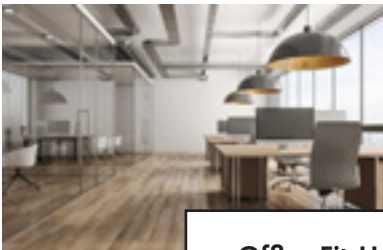
GenSPEED®



- Innovative 5th Generation design provides guaranteed performance using the world's smallest fully compliant Cat 6A cable.
- Smaller cable diameter allows for greater cable density, reducing cable management costs.
- Simplified design and improved bend radius make it easier to strip, terminate and route, reducing installation time and expense.
- Utilizes innovative Mosaic™ Variable Laser Cut Tape to provide superior protection against alien crosstalk. Random laser cut pattern delivers maximum protection against EMI noise interference.
- UL Listed CMP-LP 0.7A with certified performance for high power PoE applications up to 140 W. UL verified with certified performance for 100W power over HDBaseT.

Learn More About the GenSPEED® 10 MTP™ Gen 5 Category 6A Cable [Here](#)

UPCOMING PROJECTS



**Office Fit-Ups
For Office Returns**



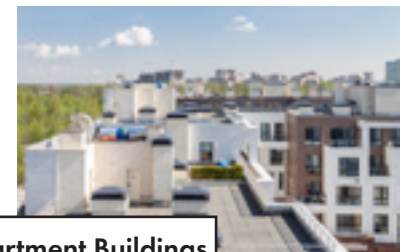
**Government
Projects**



**Agropur
Expansions**



**Institutional
Upgrades**



**Apartment Buildings
(Multi
Dwelling Units)**

VENDOR INCREASE NOTIFICATIONS

VENDOR NAME	EFFECTIVE DATE
WIREMOLD CANADA LEGRAND	Friday, July 1, 2022
GREENLEE	Friday, July 1, 2022
ARLINGTON	Friday, July 1, 2022
SATCO	Friday, July 1, 2022
CABLOFIL	Friday, July 1, 2022
GFX POWER	Friday, July 1, 2022
SIGNIFY	Friday, July 1, 2022
GRIPPLE CANADA	Friday, July 1, 2022
WALTER SURFACE TECHNOLOGIES	Friday, July 1, 2022
QUICK CABLE	Friday, July 1, 2022
U TECHNOLOGY CORPORATION	Friday, July 1, 2022
CEMENTEX	Friday, July 1, 2022
GRACE TECHNOLOGIES	Friday, July 1, 2022
NVENT CADDY ERICO & ERIFLEX	Friday, July 1, 2022
PHOENIX CONTRACTS	Friday, July 1, 2022
WEIDMULLER	Friday, July 1, 2022
GRAY TOOLS CANADA	Friday, July 1, 2022
TRANSFAB TMS	Friday, July 1, 2022
HUBBELL PREMISE COPPER CABLE PRICING	Friday, July 1, 2022
HAMMOND HOT SHEET	Friday, July 1, 2022
LEDVANCE	Monday, July 4, 2022
EPO FIT	Monday, July 4, 2022
SUPERIOR ESSEX	Monday, July 4, 2022
SCHNEIDER APC	Monday, July 4, 2022
TYCO ENTRELEC	Monday, July 4, 2022
DELTA TRANSFORMERS INC	Friday, July 8, 2022
KLEIN	Saturday, July 9, 2022
LUTRON	Sunday, July 10, 2022
SPAENAUR	Monday, July 11, 2022
HUDSON VALLEY LIGHTING GROUP	Monday, July 11, 2022
HAMMOND POWER SOLUTIONS	Monday, July 11, 2022
VENMAR BROAN NUTONE	Monday, July 11, 2022
LEVITON	Monday, July 11, 2022
EMERSON	Monday, July 18, 2022
SIGNIFY	Monday, July 18, 2022
ZEBRA	Monday, August 1, 2022
STI FIRESTOP	Monday, August 1, 2022
EATON BUSSMAN	Monday, August 1, 2022
GRAY TOOLS CANADA	Monday, August 1, 2022
SUPERIOR ESSEX	Tuesday, August 2, 2022
MASTER LOCK	Thursday, September 1, 2022
BRADY	Thursday, September 1, 2022
Milwaukee	Thursday, September 1, 2022
SUPERIOR ESSEX	Thursday, September 1, 2022
VENMAR BROAN NUTONE	Thursday, September 1, 2022
GRAY TOOLS CANADA	Thursday, September 1, 2022
LUTRON	Thursday, September 8, 2022

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ON THE GO AT REXEL ATLANTIC



Request a free on-site lighting audit!

There is no better time to switch to LED Lighting – save energy, improve your lighting conditions and take advantage of rebate opportunities.

Contact us today!



WE WANT YOUR FEEDBACK.
TAKE OUR SURVEY

[CLICK HERE](#)

**CONNECT
WITH US**

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