

Product Sales Estimates for NEMRA Members:

- Electrical Product Sales Estimates for 300+ market areas and all 50 states
 - 17 Electrical Product Categories
- **NEMRA Exclusive** - Updated each quarter with Q-t-Q and YOY comparisons
- **NEMRA Exclusive** - Analysis of notable changes in total market sales
- Product mix percentages developed from Electrical Wholesaling magazine proprietary surveys with more than 100 EW Top 200 Electrical Distributors
- Total sales estimates calculated with Electrical Wholesaling sales-per-employee multipliers from 2022 Market Planning Guide

Examples of *Electrical Marketing's* Product Sales Estimates

Area	Postal	4Q 2021 Estimated Total Electrical Potential	Wire & Cable	Lamps - Total	Lighting Fixtures	Lighting Controls	Wiring Devices - Receptacles	Distribution Equipment	Switchgear	Circuit Breakers	Fuses	Conduit & Raceways	Conduit Fittings and Accessories	Connectors & Accessories	Enclosures	Outlet Boxes & Accessories	Industrial Controls	Utility Products & Pole-Line Hardware	Voice Data Video (VDV) Products	Other
ARIZONA	AZ	2,998.1	339.17	137.71	439.87	56.19	79.95	135.16	204.01	86.39	33.15	132.81	96.79	42.25	61.29	51.69	189.48	73.95	98.91	341.72
Phoenix-Mesa-Scottsdale	AZ	1,974.2	262.56	105.69	333.63	43.43	61.29	104.63	157.99	67.12	25.96	102.98	67.12	32.95	47.39	39.48	124.37	57.25	75.92	264.54
Tucson	AZ	294.4	39.16	15.99	49.75	6.46	9.13	15.99	23.95	10.91	3.91	15.31	10.91	5.99	7.98	5.99	18.54	6.94	11.19	39.44
Prescott	AZ	99.2	12.66	5.14	16.09	2.99	2.99	5.99	7.99	3.94	1.94	4.99	3.94	1.93	2.99	1.93	5.99	2.99	3.99	12.38
Lake Havasu City-Kingman	AZ	99.4	7.99	3.21	10.03	1.93	1.94	3.15	4.25	2.03	0.77	3.99	2.03	1.91	1.43	1.19	3.25	1.73	2.99	7.99
Yuma	AZ	11.7	6.97	2.79	8.73	1.14	1.69	2.74	4.13	1.99	0.67	2.99	1.78	0.99	1.34	1.03	3.25	1.99	1.99	6.99
Santa Mesa Douglas	AZ	47.8	6.36	2.68	8.98	1.09	1.69	2.93	3.93	1.63	0.63	2.49	1.63	0.91	1.19	0.99	3.01	1.99	1.99	6.49
Payson	AZ	43.8	5.92	2.36	7.49	0.99	1.39	2.32	3.99	1.49	0.57	2.29	1.49	0.74	1.05	0.99	2.76	1.27	1.69	6.99
INDIANA	IN	3,145.8	419.38	169.86	531.69	69.29	97.51	166.71	251.64	106.95	49.89	163.57	106.95	53.47	75.49	62.91	198.17	91.22	119.53	421.51
Indianapolis-Carmel-Anderson	IN	975.1	129.69	52.65	164.79	21.45	30.23	51.68	78.01	33.15	12.69	50.79	33.15	16.59	23.49	19.59	61.43	28.28	37.05	130.66
Gary	IN	296.0	34.04	13.82	43.26	5.63	7.94	13.67	20.48	8.79	3.33	13.31	8.79	4.35	6.14	5.12	16.13	7.42	9.73	34.39
Elkhart-Goshen	IN	240.3	31.96	12.98	40.61	5.29	7.45	12.74	19.22	8.17	3.12	12.59	8.17	4.09	5.77	4.81	15.14	6.97	9.13	32.29
Fort Wayne	IN	233.9	31.11	12.63	39.53	5.15	7.25	12.49	18.71	7.95	3.04	12.16	7.95	3.99	5.61	4.69	14.74	6.78	8.89	31.34
South Bend-Mishawaka	IN	199.2	14.13	5.74	17.95	2.34	3.29	5.63	8.59	3.61	1.38	5.52	3.61	1.81	2.65	2.12	6.69	3.08	4.64	14.23
Lafayette-West Lafayette	IN	99.9	12.78	5.18	16.21	2.11	2.97	5.08	7.67	3.26	1.25	4.99	3.26	1.63	2.39	1.92	6.04	2.78	3.64	12.85
Columbus	IN	79.0	9.31	3.78	11.83	1.54	2.17	3.71	5.99	2.38	0.91	3.64	2.38	1.19	1.69	1.49	4.41	2.03	2.69	9.38
Bloomington	IN	67.8	9.02	3.66	11.46	1.49	2.19	3.69	5.43	2.31	0.89	3.53	2.31	1.15	1.63	1.36	4.27	1.97	2.69	9.09
Terre Haute	IN	64.0	8.51	3.46	10.82	1.41	1.98	3.39	5.12	2.18	0.83	3.33	2.18	1.09	1.54	1.29	4.03	1.86	2.43	8.58
Michigan City-La Porte	IN	44.7	5.94	2.41	7.55	0.98	1.39	2.37	3.57	1.52	0.59	2.39	1.52	0.89	2.82	1.39	3.79	1.79	2.59	8.99
Kokomo	IN	43.6	5.66	2.39	7.29	0.94	1.32	2.26	3.41	1.45	0.55	2.21	1.45	0.72	1.02	0.85	2.69	1.23	1.62	5.71
Muncie	IN	28.8	3.83	1.55	4.86	0.63	0.89	1.52	2.39	0.99	0.37	1.59	0.99	0.49	0.69	0.59	1.81	0.83	1.09	3.85
Evansville	IN	154.9	20.59	8.36	26.16	3.41	4.89	8.29	12.38	5.26	2.01	8.65	5.26	2.63	3.71	3.19	9.76	4.49	5.89	20.74



Electrical Price Index Historical Data for NEMRA Members:

- 28 electrical product categories published monthly in Electrical Marketing’s Electrical Price Index (EPI)
- **NEMRA Exclusive** - Members would get monthly feed of EPI updates with all historical data each month. Regular subscribers just get monthly EPI pricing data
- **NEMRA Exclusive** - Members get analysis and alert of product categories with unusual activity
- EPI historical data compiled back to 1990 by S&P Global

Examples of Electrical Product Pricing Data

DATE	TOTAL INDEX	MTM % Change	YOY % Change	BUILDING WIRE & CABLE	MTM % Change	YOY % Change	POWER WIRE & CABLE	MTM % Change	YOY % Change	CONDUIT FITTINGS	MTM % Change	YOY % Change	METAL CONDUIT	MTM % Change	YOY % Change	NONMETALLIC CONDUIT	MTM % Change	YOY % Change	SWITCHGEAR	MTM % Change	YOY % Change
Jan-21	1.60	0.7	4.4	2.01	1.5	9.7	2.31	3.1	10.1	1.75	1.8	10.5	1.90	0.4	3.3	1.77	1.4	8.5	1.74	-0.1	-0.1
Feb-21	1.60	0.6	5.2	2.04	1.3	12.1	2.36	1.8	11.0	1.77	0.8	11.9	1.91	0.3	3.7	1.78	0.7	9.6	1.76	1.4	2.3
Mar-21	1.64	2.0	7.5	2.13	4.6	18.9	2.39	1.5	14.7	1.86	5.2	16.1	1.95	2.2	5.9	1.85	4.0	12.7	1.75	-0.6	3.1
Apr-21	1.67	2.3	10.2	2.23	4.4	25.3	2.56	7.2	23.3	2.02	8.6	27.7	1.97	1.0	6.8	1.98	7.0	21.8	1.79	2.2	4.7
May-21	1.69	1.2	11.7	2.31	3.7	29.9	2.59	1.0	25.9	2.05	1.8	32.5	2.00	1.6	8.7	2.01	1.6	25.5	1.79	0.2	4.9
Jun-21	1.73	2.0	13.5	2.38	3.3	33.6	2.89	11.8	41.8	2.09	1.8	33.0	2.03	1.3	9.9	2.06	2.3	27.0	1.79	0.2	4.5
Jul-21	1.76	1.7	14.6	2.42	1.4	33.0	2.91	0.4	38.5	2.23	6.8	37.8	2.10	3.2	12.9	2.18	5.9	31.5	1.86	3.8	7.0
Aug-21	1.77	1.0	14.8	2.46	1.7	32.7	2.98	2.6	39.2	2.27	1.6	38.6	2.12	1.1	13.7	2.23	2.3	33.4	1.85	-0.5	9.8
Sep-21	1.81	1.9	16.2	2.47	0.3	31.2	3.01	1.1	38.5	2.42	6.6	43.0	2.15	1.5	14.9	2.36	5.9	37.7	1.95	5.2	13.7
Oct-21	1.81	0.2	16.1	2.55	3.2	34.7	3.37	11.8	52.7	2.28	-5.8	33.7	2.18	1.1	15.3	2.26	-4.4	30.9	1.90	-2.7	10.4
Nov-21	1.84	1.6	17.1	2.58	1.5	33.6	3.44	2.2	52.5	2.40	5.3	40.8	2.20	1.0	16.0	2.36	4.5	36.6	1.91	0.8	10.4
Dec-21	1.84	-0.3	15.9	2.54	-1.6	28.0	3.43	-0.3	52.8	2.34	-2.7	35.6	2.23	1.4	17.5	2.32	-1.7	33.1	1.94	1.5	11.8
Jan-22	1.90	3.5	19.2	2.55	0.2	26.4	3.36	-2.0	45.4	2.61	11.7	48.8	2.26	1.6	18.9	2.55	9.9	44.3	1.96	0.8	12.8
Feb-22	1.92	1.1	19.8	2.58	1.4	26.4	3.37	0.3	43.2	2.63	0.8	48.8	2.28	0.7	19.3	2.58	1.1	44.8	2.16	10.3	22.7
Mar-22	1.96	1.9	19.7	2.70	4.4	26.3	3.50	3.7	46.3	2.59	-1.4	39.5	2.28	0.1	16.9	2.56	-0.7	38.3	2.07	-4.0	18.6

NEMRA Exclusive – Member only \$99 Bundled Rate

