



Rexel Atlantic Quarterly Market Newsletter

July 2021



*A message from Nathan Salmon,
General Manager*

As 2021 continues we look forward to second vaccinations, border restrictions lifting and strong growth across all provinces. Housing starts and renovations are fueling strong demand; while we see supply issues continue across all product families. Resin, logistics, commodity prices and significant economic activity are pushing out deliveries and are anticipated to put upward pressure on pricing and lead times for the foreseeable future. I wanted to personally thank our staff again for their dedication and care through trying times and appreciate the patience our customers are giving us as we do our best to ramp up inventory to maintain our services levels as best as possible. Take time this summer to get out and enjoy all that Atlantic Canada has to offer. The leadership team and myself can't wait to get out in Q3 to see branches/ customers again.

Shop online 24/7 at
atlantic.rexel.ca



Q1 SUMMARY

COPPER PRICING

Copper for the last month of Q2 2021 has decreased by ~4%, it is sitting at (\$1,180 / 100Kg) as of June 28 th
Copper peaked at (\$1,281 / 100Kg) in May

Since Jan 1st it is up 14% and vs March 2020 (\$712 / 100 kg) it is up 40%

Resin supply shortages for wire sheathing and freight cost increases continue to contribute to rising prices and extended lead times, this is expected to continue through Q3.

(Sources: The Northern Miner, Metal Bulletin)



Commodity UPDATE



ALUMINUM PRICING

Aluminum is up by 18% at (\$366 / 100Kg) vs Jan 1st at (\$298 / 100Kg), there has been a 28% increase since March 2020

Aluminum is at its highest price Since 2008, high freight costs and availability issues have pushed the price up as well as increased demand due to copper prices.

(Sources: The Northern Miner, Metal Bulletin)

Shop online 24/7 at
atlantic.rexel.ca

SUPPLIER INCREASE NOTIFICATIONS

SUPPLIER	INCREASE DATE	INCREASE %
3M	1-Jul-21	
3M Canada	1-Jul-21	
ABB (STRUT, STEEL CABLE)	1-Jul-21	
APC CAD	1-Jul-21	
AWID	1-Jul-21	
CEMENTEX	1-Jul-21	
CENDREX	1-Jul-21	
CODE ELECTRIC	1-Jul-21	
Delta Breeze	1-Jul-21	5.0%
EATON WIRING DEVICES	1-Jul-21	
EPO/Liteline Vapor Barriers	1-Jul-21	7.0%
ERICSON	1-Jul-21	
FLIR	1-Jul-21	
Fluke	1-Jul-21	
Greenlee	1-Jul-21	
GRIPPLE CANADA	1-Jul-21	
HMS NETWORKS	1-Jul-21	
HUBBELL (Raco, Taymac, Bell products) us only	1-Jul-21	
ILSCO (ECM IND)	1-Jul-21	
INFRALINK	1-Jul-21	
Intermatic	1-Jul-21	3.5%
ITC PRODUCTS	1-Jul-21	
LANDEL	1-Jul-21	
LEDVANCE	1-Jul-21	8.0%
Leviton	1-Jul-21	7.0%
LIND EQUIPMENT	1-Jul-21	
Louisville Ladder	1-Jul-21	
MARCUS TRANSFORMERS	1-Jul-21	
MASTERLOCK	1-Jul-21	
MTE POWER QUALITY	1-Jul-21	
Neptco	1-Jul-21	6.0%
NVENT RAYCHEM & NUHEAT	1-Jul-21	
PANDUIT PRICING AND MOQ	1-Jul-21	
PAYER IND	1-Jul-21	
PHOENIX CONTACT (LIST Price Only change)	1-Jul-21	
RAYCHEM NUHEAT	1-Jul-21	
REES INC	1-Jul-21	
Roxtec	1-Jul-21	
SCHNEIDER CANADA	1-Jul-21	7.5%
SCHNEIDER NR ITEMS	1-Jul-21	

SUPPLIER	INCREASE DATE	INCREASE %
SHAT-R-SHIELD	1-Jul-21	
STANPRO	1-Jul-21	5-15%
SUPERIOR ESSEX	1-Jul-21	
SYLVANIA	1-Jul-21	
TCP	1-Jul-21	
TE CONNECTIVITY	1-Jul-21	
TELUS SUPERIOR ESSEX	1-Jul-21	
TRANSFAB TMS	1-Jul-21	
WEIDMULLER Q3-2021 EFF JUL1-SEP30-2021	1-Jul-21	
ABB EMERGENCY LIGHTING	5-Jul-21	
CANARM HVAC	5-Jul-21	
Dahl Valve LTD	5-Jul-21	
Eaton - Distribuituon & Control Components	5-Jul-21	10.0%
EMERSON - WHITE RODGERS	5-Jul-21	
Fluke	5-Jul-21	
Imperial Manufacturing	5-Jul-21	18-25%
SASCO STRUT	5-Jul-21	
EPO EXM	12-Jul-21	
Hammond Power Solutions	12-Jul-21	
Nvent Hoffman	12-Jul-21	0-6.9%
Rectorseal	12-Jul-21	5.0%
Techspan	12-Jul-21	
DELTA TRANSFOR	15-Jul-21	
Eaton - Distribution & Control Assemblies	18-Jul-21	10.0%
EATON - Distribution and Control Assemblies	18-Jul-21	
ABB (BALDOR-RELIANCE NEMA MOTORS)	19-Jul-21	
ACUITY	19-Jul-21	8.0%
Kidde	19-Jul-21	5-25%
Legrand Canada	19-Jul-21	3-6%
MASTER LOCK	19-Jul-21	
Fasteners & Fittings	26-Jul-21	
BRK / First Alert - Dicon	1-Aug-21	
EPO ABB CABLE TIES	1-Aug-21	
Guelph Twines	1-Aug-21	
SCHNEIDER CANADA	1-Aug-21	7.5%
SUPERIOR ESSEX	1-Aug-21	
TELUS SUPERIOR ESSEX	1-Aug-21	
Hammond Manufacturing	9-Aug-21	
Rockwell	29-Aug-21	
SUPERIOR ESSEX	1-Sep-21	
TELUS SUPERIOR ESSEX	1-Sep-21	

Upcoming Projects



NSSC Announces New Campus in Sydney



Bedford School Under Construction



DAL Proposes a new NHL sized Arena

Industry UPDATE

LIGHTING



Ledvance Contest: How will you mark the "Brighter Days Ahead"?

From *Electrical Business*:

"The year 2020 was difficult for all of us. The good news? With vaccines rolling out and businesses opening up, we can all look forward to Brighter Days Ahead," says Ledvance.

To that end, is launching its "Brighter Days Ahead with Sylvania General Lighting" campaign today, May 20.

From now until July 31, 2021, be sure to visit www.sylvania.com/brighterdaysahead to share what you're looking forward to.

Five people in Canada and five in the U.S. will be picked in August to win \$1000 and a selection of the latest Sylvania General Lighting products "to help make their Brighter Days Ahead even brighter".

Source: Electrical Business

DATA COM

Leviton Introduces New VXC Assembly

The Leviton VXC Assembly is a cost-effective solution for installing WAPs or other IoT devices. It gives installers the ability to install and test a permanent link, while keeping the flexibility to fine tune the placement of the final device.

The integrated copper patch cord features a low-profile plug-and-boot platform ideal for applications requiring a tight bend radius.

Source: Leviton

INDUSTRIAL

Industrial Automation Distributor (IAD) Program

The team at Rexel Atlantic recently joined the Industrial Automation Alliance Partner team with Schneider Electric.

This means local expertise in all things Automation including PLC, HMI, Machine, VFDs, Safety, SCADA and Power/Energy Measurement.

To augment the pre and post sales assistance, we also offer assistance in project design, layout and will build-to-order any automation or VFD project and we have boosted our VFD and Automation stock locally to cover Atlantic Canada.

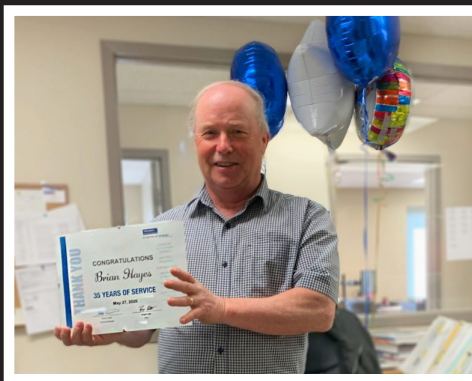
Randy Hayward, C.E.T.
randy.hayward@rexel.ca
902 456 4958

**Alliance
Certified**

Industrial Automation Distributor

**Schneider
Electric**

On the Bright Side



Rexel Atlantic celebrated a lot of Service Anniversaries in Q2! Congratulations to all, and thank you for all that you do!



Shop 24/7 online at:
atlantic.rexel.ca



@RexelAtlantic



@RexelAtlantic



rexel_atlantic



rexel-atlantic



Rexel Atlantic