

# Trade News

August 2023



Harry Klassen  
Fastek, Inc.  
St. Catharines, ON  
Canada

## President's Message

Warm greetings and I trust you have had an amazing summer!

Having just returned from a camping (okay "Glamping") vacation, I realize more that time away is necessary to recharge the mind body and soul. It is great to be able to get into nature and put behind the hustle and bustle of the daily grind we are all so used to. Swimming in the lake, hiking, and camp fires are not generally part of my typical daily routine as a business owner. Being able to enjoy it with family is special as we keep making memories that will last a lifetime. I hope you have been able to take some time for activities other than work and build memories and a positive legacy for your loved ones.

It has been another year of firsts. Hearing stories across the country of record-breaking temperatures, drought in some locations and floods in others. Fires across Canada and the U.S. and now we also hear of the devastation in Hawaii; our thoughts and prayers are with those affected. Locally in our market, we have had a busy summer as most STAFDA distributors have.

Construction seems to be rolling along as infrastructure spending continues. Residential markets are steady, however with interest rate hikes there is more thought going into consumer spending on housing. The demand far exceeds the supply, however we have not found the "silver bullet" to get costs down for affordable housing.

Registration for STAFDA's San Antonio Convention, November 5-7, has been solid at both the manufacturer and distributor levels. It will be awesome to connect with everyone again.

*Continued on page 6*

## STAFDA Distributors See Pullback in Q2 2023

According to the **Dodge Construction Network (DCN)**, total construction starts dipped in June to a seasonally adjusted annual rate of \$1 trillion.

Year-to-date through June 2023, DCN reported total construction starts were 5% below that of 2022. While residential and nonresidential starts were down 24% and 2% respectively, nonbuilding starts gained 29%. For the 12 months ending June 2023, total construction starts were 9% higher than 2022.

"Construction starts are up one month and down the next," said **Richard Branch**, chief economist for DCN. "The presence, or absence, of mega-projects is a key influencer in this trend. Nevertheless, high interest rates and tightening lending standards are leading to uncertainty among owners and developers creating hesitation among stakeholders leading them to carefully assess whether projects will break ground. These conditions will persist through the remainder of the year meaning little forward motion in construction starts."

STAFDA distributors, averaging \$17.4 million in sales, who participated in the *Q2 2023 Trend Report*, posted these averages:

Region	Q2 '23 Sales to Q2 '22	A/R 6/30/23 to 6/30/22	Avg. Days O/S
1-Northeast	6.2%	-8.7%	35
2-Mid-Atlantic	48.1%	39.7%	39
3-Southeast	20.2%	7.1%	34
4-South Central	-1.8%	-11.2%	32
5-Midwest	0.4%	-13.8%	45
6-North Central	4.2%	3.3%	33
7-Rocky Mountain	-14.5%	-17.5%	49
8-Northwest	-8.1%	-3.6%	33
9-Pacific	-6.7%	-11.2%	31
10-Canada	-3.0%	0.0%	36
<b>Overall Average</b>	<b>4.5%</b>	<b>1.6%</b>	<b>37 days</b>

For the 12 months ending June 2023, **nonbuilding construction starts** were 34% higher than that of 2022. Utility/gas plant starts rose 62% and miscellaneous nonbuilding starts were 45% higher. Highway/bridge starts were up 25% and environmental public works rose 24% on a 12-month rolling sum basis.

*Continued on page 6*

## New Members

Please visit the members-only section of STAFDA's website, [www.stafda.org](http://www.stafda.org), to get detailed information on the following new members:

### Distributors

Eagle Metals LLC – Renton, WA  
Stephenson's Rental Services, Inc. – Mississauga, ON

### Associates

#### Threaded & Bent Specials: Anchor Bolts, U-Bolts, Studs

Birmingham Fastener – Birmingham, AL

#### Safety Hammers

Deliverance Safety Hammers – Scottsdale, AZ

#### Pressure Washers, Generators, Acc'ys.

FNA Group – Pleasant Prairie, WI

#### Collated Nails, Bulk Nails

Karam Industria Limitada – Angola, Africa

#### Slings, Rigging, Cargo Control Prods.

Liftex Corp. – Warminster, PA

#### Portable Power Tools, Hand Tools, Levels

Milwaukee Tool – Brookfield, WI

#### Common & Specialty Nails, Drywall Screws

Pan Chem Corp. – Mumbai, India

#### Adhesive Tapes & Solutions for Electrical Insulation

Plymouth Rubber Europa, SAU – Canton, MA

#### Ergonomic Attachment for Long Handled Tools

Reach Right USA – Fargo, ND

#### Portable Test Equipment

REED Instruments – Wilmington, NC

#### Modular Tox Box Modifications

Stacksmarter – Farmington, UT

#### Mobile & Onsite Tool Storage

Systainer Systems – Lebanon, IN

#### Framing Tool

Talon Tools – Tulsa, OK

#### Hand & Power Tool Acc'ys.

TurnX Tools, Inc. – Delta, BC

#### Roofing Tools & Acc'ys.

Zeluga, Inc. – Carrollton, TX

### Rep Agent

Paterson Products Ltd. – Langley, BC

## Member News

STAFDA is saddened to report the passing of **Dick Evans**, former president/owner of **R.V. Evans**, Decatur, IL. Dick's son, **Kelly**, ran the business after Dick's retirement and eventually sold the company to **Linc Systems**. Dick was 90 years old.

**Fasteners Inc. Southwest Supply** and **Professional Contractor Supply**, Las Vegas, welcomed **Craig Weber** as the new Vice President of Supply Chain. In this role, he'll be responsible for identifying efficiencies within the purchasing and logistics process as well as driving the company's global purchasing strategy.

**American Producers Supply (APS)**, Marietta, OH, was acquired in mid-July by company executive, **Joseph Wesel II**. He partnered with **Merit Capital Partners** in the recapitalization of APS. As part of the acquisition, Wesel was named President and CEO to the company's 13 locations in six states.

M&A news continues...**Fasteners Supply Co.**, Charlotte, NC, acquired **General Machinery**, Pittsburg, KS, a manufacturer of fastener and hardware items on August 1...**Bostwick-Braun** acquired **Mill Supplies, Inc.**, Ft. Wayne, IN, in late 2022 but with the departure of **Andy Beckstein**, **Jason Grothaus** is new Assistant General Manager...**Michael Wooten**, owner of **RENO Hardware and Supply**, a distributor in Southern California, recently announced he sold the company to **White Cap L.P.** RENO becomes part of White Cap's suite of brands in its Southwest region.

**B & L Bolt**, Portage, MI, joined the Orange, CT-based **Colony Hardware** family in November 2022...**Tool & Anchor Supply**, Denver, was acquired by **Total Tool**, St. Paul, MN, on May 1, 2023.

## Meet STAFDA's New Accounting Director



**Sue Dunn** was STAFDA's Sage 100 accounting consultant until she joined STAFDA as its Accounting Director in July. She's proficient in every aspect of accounting and association needs. Over the years, she has worked with and implemented many software systems with a focus on accounting, distribution, and manufacturing. In addition,

she's an active Board Member for 15+ years with the **ASCM Wisconsin Chapter** (pka – APICS Milwaukee Chapter). It's a non-profit organization offering education and certification courses for CPIM, CSCP, and CLTD. The focus of ASCM is supply chain, inventory management, and logistics.

# San Antonio Exhibitor List Through 8/15/23

Here is a roster of STAFDA exhibitors through Tuesday, **August 15**. Exhibitors who have indicated they will be featuring a new product in the STAFDA **Power Aisle** are listed in **red**. STAFDA's generous sponsors are **bold and larger**. Tech Pavilion vendors are listed in **purple**. *Don't see your company on the list?* Register from the members-only section of [stafda.org](http://stafda.org). Distributors and reps may use the same link to register too. Be sure to watch the **complete and expanded Exhibitor List** under the Convention tab. New exhibitors are added daily!

Abbott Rubber Co., Inc. - #1206  
Acme Staple Co., Inc. - #1405  
Advantage Sales & Supply - #1001-1003  
Aervoe Industries, Inc. - #1033-1035  
Ajax Tool Works - #833-835  
Albion Engineering Company - #1011  
Alfa Tools - #925-927  
ALIF - #839-841  
**ALOX4 ERP - TP 14**  
**AltiSuite - TP 10**  
Amano Pioneer Eclipse - #1437  
American General Tool Group - #632-636  
American Textile Mills/WipeCo Industries - #339  
The AMES Companies, Inc. - #1107  
**AML - TP 18**  
Ancra Cargo - #1110  
Ann-Chain Enterprise Co. - #442  
Apach Industrial Co., Ltd. - #322  
Apex Tool Group-USA - #819-823  
**Armorgard USA Inc. - #913**  
Atlantic Safety Products - #1109  
Atlas Lifting & Rigging - #433  
AutoKap LLC - #1105  
BN Products-USA, LLC - #1422  
BeA Fasteners USA, Inc. - #613-615  
Beck - #701-703  
Beck America Inc. - #705  
Beksan Nail and Wire - #210  
Birmingham Fastener - #232  
Blue Point Fasteners - #1032-1034  
**BlueVolt - TP 13**  
**Bosch Sortimo Systems - #932-934**  
The Brush Man, LLC - #1111-1113  
**Buffalo Industries - #1138**  
Bull Dog Power Products - #1338  
Bullard Abrasives, Inc. - #441  
CS Unitec, Inc. - #1106  
Cable Tie Express, LLC - #541  
**Caco America - #300-302**  
Cendrex, Inc. - #424  
**Centerprism - TP 19**  
Champion Cutting Tool Corp. - #445

**China Harvest Nails & Machineries Mfg. - #345**  
Chongqing Hybest Tools Group Co. - #1234-1238  
Cobra Anchors Co. Ltd. - #1141  
Cofra USA, Inc. - #1418  
Coilhose Pneumatics - #1013-1015  
Continental Abrasives - #338  
Cordova Safety Products - #1401-1403  
Cover Guard - #312-314  
Custom Strut and Roll Forming - #344  
DFP Safety - #1219-1221  
DAP Global - #1344  
DECKED - #543  
Deslauriers - #1104  
Diablo - #806-810  
**Diamond Products Limited - #711-715**  
**Dico Products-Divine Brothers Co. - #640**  
Disston Co. - #612-614  
DongGuan Kenatal Pneumatic Tool Co., Ltd. - #426  
Double Star Building Products - #1323  
Driltec LLC - #1339  
Duchesne et Fils ltee - #336  
Durabox - Jobsite Storage - #525-527  
Durham Manufacturing Co. - #200-202  
ET&F Fastening Systems Inc. - #707  
E-Z LOK - #1409  
**Eaton's Crouse-Hinds, B-Line, Oil & Gas Div. - #211**  
**Electro Tape, Inc. - #522-526**  
**Empowering Systems, Inc. - TP 20**  
Encore Packaging, LLC - #1240  
**Epicor - TP 24**  
Ericson Manufacturing Company - #225-227  
Erin Rope Corporation - #738  
Estwing Mfg. Co. - #423

EVCO Tools & Fasteners - #1407  
Everwin Pneumatic Corp. - #1112-1114  
48 Tools - #1005  
FNA Group - #212-214  
Falcon Fasteners Reg'd. - #1340  
FANACO Fasteners - #933-937  
FedPro - #304  
FLEX North America - #918-922  
Flexovit USA, Inc. - #1313  
Freud America, Inc. - #800-804  
Gateway Safety, Inc. - #709  
Geekay Wires Limited - #108  
Gemtex Abrasives - #1022  
**Generac Power Systems, Inc. - #100-104**  
Genstar Technologies Company, Inc. - #1140  
Glove Guard, LP - #443  
Gold Civi Tel San. Tic. Ltd. Sti. - #133-135  
Grabber Construction Products - #1432-1434  
Great Northern Equipment - #1223  
Grex Power Tools - #1132-1134  
Grove Shims - #1420  
**G-STRUT - #1201**  
Guangdong Meite Mechanical Co., Ltd. - #113-115  
Guang Dong Qiang Jin Jiu Machinery Co. - #638  
Guney Celik - #219-221  
Haydon Corporation - #1233  
Heatstar - #633-637  
**Helly Hansen (US), Inc. - #1411-1413**  
Herco Ltd. - #241  
HID Fast - #1345  
HIT Tools USA - #741  
Hultafors Tools - #1019  
Huttig-Grip Fasteners - #1136  
Huyett - #812  
IPL Global - #1024-1026  
ISM Enterprises - #305  
Intech Tools - #700-702  
Intercorp - #413-415  
International Fasteners, Inc. - #644  
International Tool Mfg. Corp. - #1041  
**Intuilize Inc. - TP 12**  
Inventory Sales Co. - #1139  
**INxSQL Software - TP 16**  
**Ivy Classic Industries, Inc. - #204**

Continued on page 4

## Exhibitors Con't. from p. 3

- JRS Drive - #1424-1426  
Jaaco Co. - #544  
J-Air - #206  
Jenny Products, Inc. - #907-909  
JITool USA Corp. - #1245  
Josef Kihlberg AB - #1312-1314  
JVCKENWOOD USA Corp. - #324-326  
Kanca Forging USA Inc. - #318-320  
**Keson LLC - #107**  
Kestrel Instruments - #337  
KEY-BAK - #341  
Klein Tools, Inc. - #1319-1321  
**KNIPEX Tools LP - #301-303**  
KYOCERA Senco Industrial Tools - #512-514  
G. F. Lasswell Co., Inc. - #438  
**Lentus LLC - #642**  
LIFT Safety - #939-941  
**Liftex Corporation - #208**  
Linzer Products Corp. - #307  
**Louisville Ladder, Inc. - #201-203**  
Low-Level Access, LLC - #1318-1320  
Lowell Corp. - #306  
Lug-All - #1036  
Madura Fasteners (M) Sdn Bhd - #1225  
Magnolia Brush Mfrs., Ltd. - #1040  
Magnum Tool Corp., Inc. - #1239-1241  
Malco Products SBC - #240  
Martin Tool & Forge - #545  
Martor - #419-421  
Max USA Corp./Rebar Div. - #733-737  
**MaxRecall Technologies - TP 23**  
**Mayhew Steel Products, Inc. - #440**  
**MC Services - TP 25**  
**Megapro - #1439**  
Metalmark Industrial, Inc. - #641  
METALTECH-OMEGA - #418-422  
Mi-T-M Corporation - #712-714  
Midwest Fastener Corp. - #825-827  
**MIFAB, Inc. - #639**  
**Milescraft - #1213-1215**  
Mingguang Ruifeng Hardware Prod. Co. - #236  
Miyanaga America Corp. - #1315  
Motorola Solutions (Astra Communications) - #1210-1212  
Mutual Industries, Inc. - #1325-1327  
Nanjing Toua Hardware & Tools Co., Ltd. - #224-226  
Nanjing Yuechang Hardware Co. - #1436  
NetPlus Alliance, Inc. - #1435  
Nitroset, LLC - #1243  
Norseman Drill & Tool, Inc. - #539  
Norton Clipper - #1135-1137  
OLFA USA Inc. - #1100-1102  
Omer USA, Inc. - #432-436  
OX Group USA - #938-940  
Phoenix Support Systems - #838  
The Pneu-Fast Co. - #601-603  
PREBENA North America Fastener Corp. - #624-626  
Premier Building Solutions - #837  
Prime Wire & Cable, Inc. - #834-836  
Pro Line Products, Inc. - #538-542  
**Profit2 - TP 17**  
**Prokeep - TP 11**  
Promet SA - #523  
Quest Brands, Inc. - #1322  
QuestSpecialty Corporation - #1204  
Radians, Inc. - #333-335  
Ram Board, Surface Shields, Trimaco - #905  
Reach Right USA - #213-215  
REED Instruments - #223  
Reliability Provin/Parts Krafters - #811  
RELTON Corporation - #1101-1103  
**Repfabric - TP 6**  
**RepMove - TP 22**  
**Richpower Industries - #1324-1326**  
Rocky Mountain Twist - #1006-1008  
ROLAIR Accessories Div. - #321  
ROLAIR Compressors - #323-327  
**ROYD USA LLC - #518-520**  
Sarge Knives, LLC - #910-914  
SawStop - #739  
**Seaco Industries, LLC - #519-521**  
Seal Spray Foam - #444  
Sertel Screw & Nail Corp. - #1441  
Seymour of Sycamore, Inc. - #1425-1427  
Shajeng Hardware Co. - #101-103  
Shanghai Recky International - #340  
Shanghai Yueda Nails Co. - #205  
Shanxi Pioneer Hardware Industrial Co. - #105  
Simpson Strong-Tie Anchor Systems - #732-736  
Sioux Tools, Inc. - #343  
SitePro - #533-535  
SKIL Power Tools - #919-923  
Soudal - #1037  
**Speartek, Inc. - TP 21**  
Specialty Fastening Systems, Inc. - #1208  
Spotnails - #813-815  
Starborn Industries - #222  
Sterling Tool Company - #209  
**SunFire - #238**  
Sycamore USA - #Big Wipes - #1108  
TEG Safety, Inc. - #513-515  
TW Products - #308  
Tag Fasteners Sdn. Bhd. - #1227  
Tajima Tool Corp. (U.S.A.) - #901-903  
Task Gloves Corp. - #840  
Tenekecioglu A.S. - #1412-1414  
TENRYU America, Inc. - #740  
Tolman Tool Mfg. - #1039  
Tomahawk Power LLC - #412-414  
ToolPartsPro - #936  
Trend Tool Technology - #1341  
Tru-Cut/Galaxy Industries - #313-315  
Tsurumi Pump - #1004  
U2 Fasteners - #1337  
**U.S. Tape Co. - #618-622**  
Unicorn (Tianjin) Fasteners Co. - #534  
**United Abrasives, Inc. - #1000-1002**  
Uniweld Products, Inc. - #309  
Urrea Professional Tools, Inc. - #332-334  
Valley Industries Corp. - #1333-1335  
**Vega Industries, Inc. - #207**  
Viable Products - #310  
Virginia Fasteners - #1009  
VizCon - #425-427  
Vulcan Hoist - #1438  
Weifang Wenhe Pneumatic Tools Co. - #1038  
Wheeler Mfg. - #1440  
**Wiha Tools - #607**  
Williams Industrial Tools - #1007  
Wood Industries Inc. - #237-239  
Wood Sales Company Inc. - #233-235  
The Wooster Brush Company - #1419-1421  
Wright Tool Co. - #1200-1202  
XYNYTH Manufacturing Corp. - #319  
Yong Song Hardware & Tool Co. - #1423  
Zephyr Tool Group - #439  
Zhejiang Dongya Facility Co., Ltd. - #1018-1020  
Zip-Up Products, LLC - #924-926

## NAM Newsworthy Notes

STAFDA belongs to the **National Association of Manufacturers (NAM)** and here are a few of their “Newsworthy Notes”:

- ◆ **Construction Spending:** Private manufacturing construction edged up 0.3% from \$194.87 billion in May to a record \$195.45 billion in June. Private Construction in the sector has trended significantly higher since bottoming out at \$72.46 billion in February 2021. Over the past 12 months, activity has risen 80.7%. The data speaks to very sizeable investments being made in the manufacturing sector.

At the same time, total private nonresidential construction spending was flat in June but with activity rising 20.9% over the past 12 months. In June, total private construction spending rose 0.5% with private residential construction up 0.9% for the month. Private single family and multi-family construction increased 2.1% and 1.5% in June, respectively. On a year-over-year basis, total construction has risen 1.0% since June 2022, but private residential activity is down 10.4%. Private single-family residential construction has declined 21.5% over the past 12 months. Meanwhile, public construction spending increased 0.3% in June with activity up 13.6% year-over-year.


- ◆ **NFIB Small Business Survey:** The Small Business Optimism Index increased from 91.0 in June to 91.9 in July, the highest reading since November. Despite the uptick, small business owners continue to express anxiety about the economy with the uncertainty index rising to a 25-month high. The top “single most important problem” was the difficulty in finding qualified labor (23%) followed by inflation (21%). Pricing pressures continue to moderate with the percentage of respondents planning to increase prices in the next three months, falling to the lowest rate since December 2020.
- ◆ **Interest Rates:** The Federal Reserve is likely to keep short-term interest rates elevated even as it sees progress on year-over-year inflation growth. After increasing the federal funds rate by 25 basis points at its July 25-26 meeting, the Federal Open Market Committee is unlikely to change rates at its September 19-20 meeting before deciding whether to hike again or pause at its October 31-November 1 meeting.

*Like this kind of info? Please read NAM's Monday Economic Report published each Monday morning in the members-only section of STAFDA's website.*

## Distributors' Customer Mix for '23

When the **2024 STAFDA Directory Update Forms** were sent out, we asked STAFDA distributors about their customer mix. Here's what they reported for 2023:

- General Contractors – 89%**
- Concrete Contractors – 76%**
- Electrical Contractors – 71%**
- Industrial/MRO – 66%**
- Plumbing/Mechanical – 66%**
- Government – 66%**
- Masonry Contractors – 65%**
- Heavy Construction – 62%**
- Resale Accounts – 58%**
- Service Trades – 57%**
- Utilities – 57%**
- Drywall Contractors – 56%**
- HVAC Contractors – 54%**
- Consumers/DIY – 52%**
- Roofing/Sheet Metal – 50%**
- Automotive – 43%**
- Educational/Nonprofit – 34%**
- Rental – 34%**
- Other – 12%**



**MARCH 12-14, 2024 | HILTON | NASHVILLE**

### EXCELLENCE IN DISTRIBUTION

is a **NEW** educational program for professionals in the construction/industrial channel! This intense management school will focus exclusively on wholesale distribution and the supply chain.

**TOPICS INCLUDE:**

- Branch Management
- Profitability
- Warehousing
- Inventory
- Leadership
- Sales
- Artificial Intelligence
- Other trending topics

**EXCELLENCE** is designed for construction, industrial, electrical, HVAC, plumbing, LBM, safety, concrete and related professionals. It's open to distributors, manufacturers, rep agents, CGs, industry buying groups – STAFDA members and nonmembers alike – and any professional looking for career growth!

**Visit [excelindist.org](https://excelindist.org) for details and to register!**

## Message Con't. from p. 1

As November fast approaches, we want to bring you up speed on some of the changes your Board has made to this year's Convention. To give our exhibitors added exposure throughout the Convention, we have made available **48 opportunities** to sponsor various events.

There are two kinds of sponsorship opportunities: **event specific** and **general**. All Sponsors will receive recognition during our General Session, in STAFDA Central, the Trade Show, in the onsite program, social media posts, and on the show app.



**Event sponsors** will also have their logo and booth information displayed during the specific program they're sponsoring. **General Sponsors** will also receive social media posts to STAFDA's pages corresponding to their sponsorship level.

As a special thanks, all sponsors will be able to have their photo taken with keynote speaker, **Mike Holmes**.

To get in on this amazing company recognition, please contact the STAFDA office at [convention@stafda.org](mailto:convention@stafda.org).

As always, our Convention is a place for learning from Industry professionals. Sunday breakout session topics include **"Human Centric Leadership"** presented by **Dirk Beveridge**, **"Master Your World"** by **Mary Kelly**, and others to look forward to. A new addition to our lineup will be our **Women in Distribution Luncheon**, **"Accelerate Your Impact,"** hosted by **JJ DiGeronimo**. JJ is an executive strategist award-winning author and speaker. We're also adding an **Emerging Leaders Forum** for those in executive management roles. It will be a chance to connect with peers on the same career path.

Another twist this year, we're introducing a **STAFDA Power Aisle** as a "New Product" showcase where **distributors only** can preview new products on Saturday afternoon, November 4, and Sunday morning, November 5. Distributors should also plan for this **buying show** as manufacturers will bring their best deals of the year, and we hope distributors are ready to spend some money!

Tuesday morning prior to the Trade Show, **Alan Beaulieu** brings his much anticipated annual Economic Update. This will surely be a packed room!

Monday's General Session will include member images and video highlights of the past year so be sure to submit yours.

**Looking forward to seeing everyone in San Antonio!**

## Trend Con't. from p. 1

**Nonresidential starts** shrank 14% in June to a seasonably adjusted annual rate of \$348 billion. For the 12 months ending June 2023, total nonresidential building starts were 25% higher than that ending June 2022. Manufacturing starts were 76% higher, institutional starts improved to 21%, and commercial starts gained 9%.

**Residential building starts** fell 4% in June to a seasonably adjusted annual rate of \$344 billion. Single family starts gained 8% while multifamily lost 23%. On a year-to-date basis through June 2023, total residential starts were down 24%; single family starts were 27% lower, and multifamily starts off 17%.

Regionally, total construction starts in June fell in all regions except the West and Northeast.

STAFDA *Trend* participants anticipate Q3 '23 shaping up like this:

Region	Q3 '23 to Q2 '23 Sales	Q3 '23 to Q3 '22
1-Northeast	-2.0%	2.0%
2-Mid-Atlantic	0.0%	24.4%
3-Southeast	3.5%	14.3%
4-South Central	-2.0%	-1.0%
5-Midwest	5.3%	-0.8%
6-North Central	1.5%	15.5%
7-Rocky Mountain	5.0%	3.0%
8-Northwest	-7.7%	3.8%
9-Pacific	0.4%	-6.3%
10-Canada	0.0%	0.0%
<b>Overall Average</b>	<b>0.4%</b>	<b>5.5%</b>