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DISTRIBUTION



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# THE BUZZ

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New law bans employers in several states from asking for salary history. New laws are starting to take effect in several states that will now ban employers from asking "orally or in writing, personally or through an agent" about a potential employees compensation history. The goal is to narrow the gender wage gap and equal the playing field for women in the work place. Currently this law is in effect or on the books to take effect in the following states; MA, WA, CA, DE, OR and New York City. There are some do's and don'ts to keep in mind moving forward...

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## Prudence Thompson

*Senior Partner, Electrical  
Distribution Recruiter*



Prudence Thompson is an executive recruiter who works exclusively in electrical distribution and has been helping great candidates and companies grow since 1999.

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## 9,000,000 Businesses for Sale

by Ted Konnerth

The estimates vary widely, but there are around 15,000,000 businesses in the US. Of that number, at least 9,000,000 are currently owned by Baby Boomers; i.e. anyone who was born between 1946-1964. There are 75,000,000 boomers. This generation has had an enormous impact on the economy and culture of the US since they were born...

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## Industry News **Anixter Gives Back**

I often think of distributors from the perspective of supply and demand after a natural disaster and, of course, the influx of sales for things like generators and portable power and lighting. I've never thought of the incredible impact they could have at the ground level with basic human necessities. With an advanced logistics empire, Anixter has rallied their teams to aid those hit hardest by the hurricanes in three markets. Read tED magazine's recent piece outlining the good being done.

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## Upcoming Industry Events

**Electric Expo**  
King of Prussia, PA  
October 25 - 26

**IEC Con 2017**  
Phoenix, AZ  
October 25 - 28

**Dreamforce 2017**  
San Francisco, CA  
November 6 - 9

**GreenBuild Expo**  
Boston, MA  
November 8 - 9

**NAED - Eastern Region**  
Tampa, FL  
November 13 - 15

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- General Manager
- Lighting Specialist
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