

BOSTON UNIVERSITY  
Center for Computing and Data Sciences

THE  
**PULSE**



INDUSTRY TRENDS & FORECAST

# INDUSTRIAL OVERVIEW

During the second half of 2020, the pandemic exposed the vulnerabilities of the global supply chain. Labor shortages and decreased availability of materials needed in all phases of construction (coupled with strong demand) has impacted pricing and supply. Thus, the commercial construction industry is facing extraordinary supply chain and pricing unpredictability.

## LEAD TIMES

Lead times and pricing are constantly changing - and they're effecting Gaston and our customers. Our goal with The Pulse is to share current market conditions with our customers and partners. This update is a snapshot of today and we implore you to reach out with questions should you have any.

Lead times listed in the table to the right are after release of material (after receipt of approved / stamped shop drawings).

Lead times vary between manufacturer, and this results in larger / wider ranges.

Lead times change more often than price. Something that may take 16 weeks today could be 24 weeks tomorrow. It's very fluid.

**LEAD TIMES ARE NOT EXPECTED TO INCREASE SIGNIFICANTLY IN 2023 - BUT WILL REMAIN LONG.**

Item / Material	Pre - Covid	Current
<b>Switchgear</b>		
15KV Switchgear	24 - 34 weeks	52 - 62 weeks
Substation Transformers	24 - 34 weeks	50 - 60 weeks
Switchboards over 1200 Amps	20 - 30 weeks	65 - 80 weeks
Distribution Panelboards	2 - 10 weeks	24 - 35 weeks
Branch Panelboards	Stock - 4 weeks	24 - 30 weeks
Dry Type Transformers	2 - 8 weeks	10 - 16 weeks
Busway	8 - 16 weeks	16 - 24 weeks
Meter Sockets without bypass	Stock	12 - 14 weeks
Meter Socket with bypass	Stock	50 - 70 weeks
Outdoor Padmount Transformers	40 weeks	70 - 100 weeks
<b>Generators</b>		
> 1MW with enclosure	24 - 32 weeks	70 - 95 weeks
500KW/750KW/1MW with enclosure	24 - 32 weeks	48 - 70 weeks
<= 500KW with enclosure	10 - 12 weeks	40 - 50 weeks
<b>Automatic Transfer Switches</b>		
Standard 800 Amps and below	8 - 12 weeks	24 - 30 weeks
Standard, above 800 Amps	10 - 16 weeks	36 - 44 weeks
Any ATS with a bypass	16 - 24 weeks	40 - 48 weeks
<b>Fire Alarm Equipment</b>		
Notification and Initiating Devices	1 - 3 weeks	4 - 16 weeks
Head End Equipment	8 - 12 weeks	16 - 40 weeks
Smoke Controls Panels	8 - 10 weeks	24 - 32 weeks
Fire Alarm Master box	8 - 10 weeks	40 weeks
NAC Booster panels	2 - 4 weeks	12 - 18 weeks
BDA Equipment and Cable	2 - 4 weeks	6 - 8 weeks
<b>Lighting &amp; Lighting Controls</b>		
Lights	4 - 18 weeks	6 - 32 weeks
Controls	6 - 8 weeks	16 - 24 weeks
<b>Miscellaneous Items</b>		
MI Cable	3 - 6 weeks	12 - 18 weeks ***
Medium Voltage Cable	8 - 12 weeks	30 - 52 weeks
THHN / XHHW Copper / AL Building Cable	1 - 3 weeks	2 - 4 weeks
<b>Low Voltage Materials</b>		
Cat6 Cable	4 weeks	8 - 12 weeks *
Cat6A Cable	4 weeks	4 - 10 weeks *
Jacks / Panels	4 weeks	4 - 8 weeks *
Closet Metals	10 days	10 weeks
OSP Fiber	90 days	52 weeks
ISP Fiber	4 weeks	10 weeks
High Pair Count Copper	4 weeks	52 weeks
Cameras	2 - 4 weeks	6 - 52 weeks **
Access Control Panels	4 weeks	30 - 40 weeks
Locksets	4 weeks	13 - 17 weeks
Power Supplies	3 - 5 weeks	16 + weeks, depending on manufacturer

\* Some manufacturers are 40 weeks to get Cat6 and Cat6A cable and connectivity. Non standard / special colors also add lead time.

\*\* Multi-sensor 360 degree cameras have very long lead times. Most basic fixed cameras are running 6 weeks currently.

\*\*\* Was 6 - 9 Months.

# PRICING

Switchgear manufacturers are anticipating a price increase from 4 - 10% in Q1 of 2023.

Most manufacturer pricing has already been elevated ~30% throughout 2022.

Generator pricing will remain constant until January of 2023 at which time a 5% increase is anticipated.

**FURTHER, ANOTHER PRICE INCREASE IN THE 3-7% RANGE IS FORTHCOMING IN Q3 OF 2023.**

Lighting manufacturers are anticipating a price increase of 5 - 10% in Q1 of 2023.

## CONTACT US

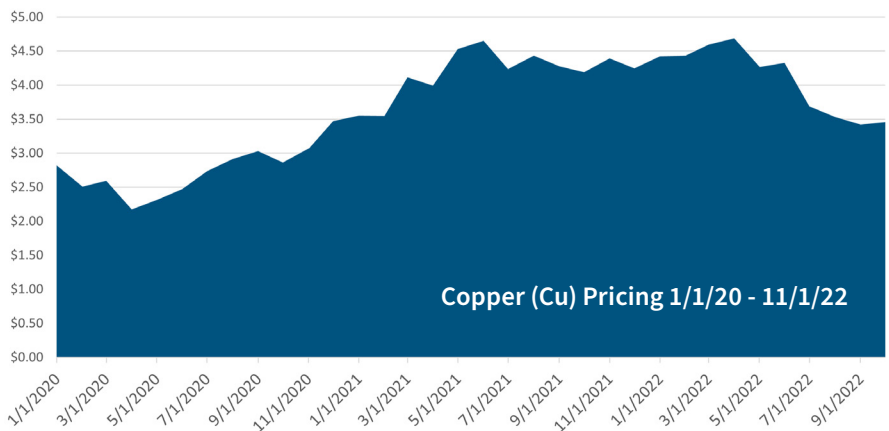
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### Copper - COMEX Market Price as of 11.04.22 is \$3.67 / lb

Pricing for Copper (Cu) wire and materials is sticky-down. Sticky-down refers to the tendency of a price to move up easily but prove resistant to moving down. Thus, when the COMEX market price of Cu increases (see chart below), prices for finished Cu wire and materials typically increase accordingly. When the COMEX market price decreases, prices for finished Cu wire and materials will not decrease at the same rate. In 2020 and 2021, the COMEX market price of Cu increased about 25% each year. Overall in 2022, the COMEX market price of Cu has decreased about 20% (currently at ≈ \$3.67) but Cu wire and materials have only decreased 12-15%. **The current macro outlook is that Cu pricing will remain somewhat even into the first quarter of 2023.**

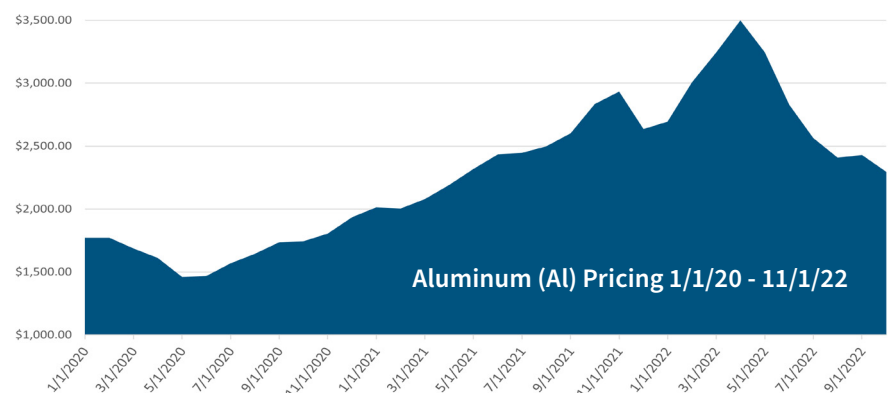


Source(s): Southwire (www.industrial.southwire.com), MacroTrends (www.macrotrends.net/1476/copper-prices-historical-chart-data)

### Aluminum - Market Price as of 11.04.22 is \$2,248 / mt

In contrast to Copper (Cu), pricing for Aluminum (Al) wire and materials has risen sharply in 2022. For years, the industry has been using Al wire and materials in lieu of Cu as a cost savings measure. Today, Al is still less expensive to utilize, only the delta between Cu and Al wire and materials isn't as large as it was in 2021.

Similar to Cu, the cost of Al wire and materials is sticky-down. The large increase in Al pricing the market saw in Q1 of 2022 drove the cost of Al wire and materials up about 100%. Since a summertime high, the price for Al wire and materials has decreased. That said, we're still seeing the price for Al wire and materials priced at a 50% premium compared to their cost at the end of 2021. **The current macro forecast for Al pricing for the next quarter is pricing will remain flat.**



Source(s): Southwire (www.industrial.southwire.com), Trading Economics (www.tradingeconomics.com), YCharts (www.ycharts.com/indicators/aluminum\_price)