

## PREFABRICATED DUCT BANK ASSEMBLIES PREPARING FOR SHIPMENT TO A JOBSITE

Gaston Prefabrication Shop & Warehouse  
Walpole, MA



THE  
**PULSE**



INDUSTRY TRENDS & FORECAST

## INDUSTRIAL OVERVIEW

Long lead times for large switchgear packages and generators continue to challenge the construction industry in the Greater Boston area and beyond. Extended lead times for critical electrical equipment have been ongoing since the pandemic.

The Northeast construction market has slowed in the past year. With some exceptions, new developer starts are virtually on hold as large tenant activity / movement is lacking. Other macro factors are impacting commercial construction starts as well – increased vacancy rates, interest rates, and rising construction costs to name a few. On a positive note, we’re seeing the Medical and University / Academic sectors continue to invest in their facilities and infrastructure.

## LEAD TIMES

As discussed in prior editions of The Pulse, lead times for commodities and system components for electrical equipment have returned to ‘normal’ levels. This includes branch (smaller) panelboards, building transformers, busway, low voltage connectivity, fire alarm equipment, and building wire.

Conversely, lead times for switchboards, substations, and generators are still extended. Hyperscale data center projects throughout the country are dominating the construction news. The rise of Ai and the computing power required to run the cloud services in support of Ai is incredibly large. These hyperscale data centers require tremendous amounts of electrical switchgear and back-up power (generators). This particular market sector is gobbling up much of the available resources of switchgear and generator factories. This is one of the main reasons why lead times for electrical equipment remain long for other market sectors.

Savvy contractors and owners must combat these long lead times with collaborative pre-planning efforts and buying strategies. Purchasing long lead items prior to the completion of Construction Drawings has been one avenue to help combat lead time problems. Also, design-build and design-assist projects are good procurement strategies to specify less complicated equipment, and release orders prior to final design documents being available. Constant communication with owners and project partners regarding lead times continues to alleviate stress within our projects, and allows us to preplan for a more efficient workflows on jobsites.

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 manufacturers, and this results in larger / wider ranges.

**LOW PRICE SHOULD NOT BE THE ONLY DECIDING FACTOR FOR PURCHASING PROJECT MATERIALS WHEN TIME IS OF THE ESSENCE.**

Generally, lead times have begun to decrease for most parts / pieces on an electrical build.

Some lead times will remain long for the foreseeable future.

Item / Material	Pre - Covid	Current
<b>Switchgear</b>		
15KV Switchgear with Breakers	24 - 34 weeks	55 - 75 weeks
15KW Fusible Switchgear	24 - 34 weeks	45 - 55 weeks
Substation Transformers	24 - 34 weeks	55 - 60 weeks
Switchboards over 1200 Amps	20 - 30 weeks	50 - 75 weeks
Draw Out Breaker Switchgear	30 - 40 weeks	70 - 80 weeks
Distribution Panelboards	2 - 10 weeks	18 - 40 weeks
Branch Panelboards	Stock - 4 weeks	8 - 18 weeks
Dry Type Transformers	2 - 8 weeks	4 - 10 weeks
Busway	8 - 16 weeks	12 - 30 weeks
Busplugs	8 - 16 weeks	12 - 30 weeks
Meter Sockets without Bypass	Stock	Stock - 30 weeks
Meter Socket with Bypass	Stock	Stock - 40 weeks
Large Disconnect Switches	4 - 8 weeks	16 - 30 weeks
Outdoor Padmount Transformers	40 weeks	100+ weeks
<b>Generators</b>		
1.5MW+	40 - 52 weeks	110 - 120 weeks
750KW, 1-1.25MW with Enclosure	24 - 32 weeks	55 - 70 weeks
500KW-600KW with Enclosure	24 - 32 weeks	45 - 60 weeks
<= 500KW with Enclosure	10 - 12 weeks	20 - 50 weeks
<b>Automatic Transfer Switches</b>		
Standard 800 Amps and below	8 - 12 weeks	18 - 30 weeks
Standard, above 800 Amps	10 - 16 weeks	36 - 44 weeks
Any ATS with Bypass	16 - 24 weeks	48 - 55 weeks
<b>Fire Alarm Equipment</b>		
Notification and Initiating Devices	1 - 3 weeks	2 - 8 weeks
Head End Equipment	8 - 12 weeks	10 - 18 weeks
Smoke Control Panels	8 - 10 weeks	10 - 18 weeks
Fire Alarm Master Box	8 - 10 weeks	24 weeks
NAC Booster Panels	2 - 4 weeks	4 - 6 weeks
BDA Equipment and Cable	2 - 4 weeks	6 - 8 weeks
<b>Lighting &amp; Lighting Controls</b>		
Lights	4 - 18 weeks	4 - 32 weeks
Controls	6 - 8 weeks	8 - 18 weeks
<b>Miscellaneous Items</b>		
MI Cable	3 - 6 weeks	Stock - 18 weeks
Medium Voltage Cable	8 - 12 weeks	8 - 52 weeks
VFD with Bypass	2 - 4 weeks	30 - 36 weeks
THHN / XHHW Copper / AL Building	1 - 3 weeks	1 - 3 weeks
<b>Low Voltage Materials</b>		
Cat6 Cable	4 weeks	2 - 4 weeks
Cat6A Cable	4 weeks	2 - 4 weeks
Jacks / Panels	4 weeks	4 weeks
Closet Metals	10 days	2 - 6 weeks
OSP Fiber	90 days	5 - 6 weeks
ISP Fiber (Riser-Rated / Plenum-Rated)	4 weeks	2 weeks / 4 - 6
High Pair Count Copper	4 weeks	8 - 12 weeks
Cameras	2 - 4 weeks	4 - 6 weeks *
Access Control Panels	4 weeks	4 - 8 weeks
Door Locking Hardware	4 weeks	2 - 12 weeks
Power Supplies	3 - 5 weeks	1 - 4 weeks

\* If not in Distributor stock.

## PRICING

Manufacturers of Switchgear and Generators increased pricing throughout 2022 and 2023.

**A ~3-5% INCREASE FOR GENERATORS OCCURRED IN Q4 OF 2023.**

**SWITCHGEAR MANUFACTURERS DID NOT PUBLISH PRICE INCREASES IN Q1 OR Q2 OF 2024.**

## CONTACT US

This update is a snapshot of today and we implore you to reach out with questions should you have any.

**Michael Weber / President**

(781) 255-8881

mweber@gastonelectrical.com

**Tim West / Sr. Director of Marketing**

(857) 389-2015

twest@gastonelectrical.com

IBEW 103 and NECA contractors agreed to a 5-year labor agreement in which the work force will receive an \$18.75 raise over 5 years, beginning September 1, 2023.

This increase is an average of \$3.75 a year for the next five years.

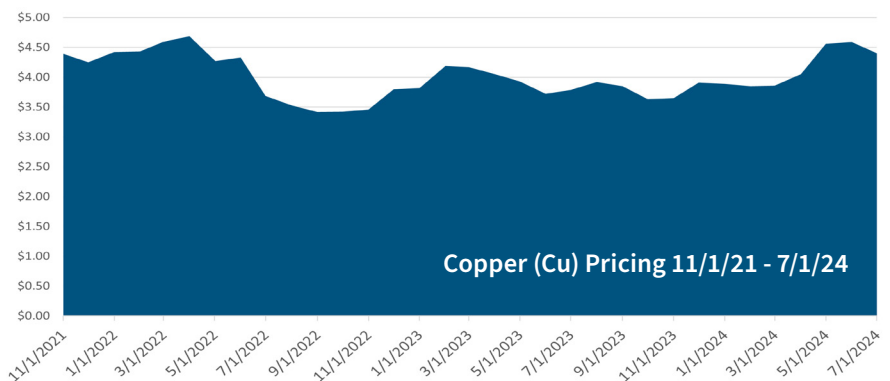
Based on current total compensation, this increase is less than 4% of the 'total package' for an hourly journeyman per year.

### Copper - COMEX Market Price as of 07.16.24 is \$4.50 / 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.

Since our last publication of the Pulse (Q1 2024), the COMEX price for Cu has increased \$.07/lb. It has been over \$4/lb since mid-March, rose to above \$5/lb in May, and gradually leveled off to around \$4.50 in June and July. Most economic indicators tell us that Copper pricing will remain well over \$4/lb throughout 2024. Many economists see this growing to \$5/lb by late 2024.

End user pricing (building wire and bussing) has increased for contractors since April, about 8-10%, and we expect this pricing to increase even more if the market price climbs above \$4.50/lb.

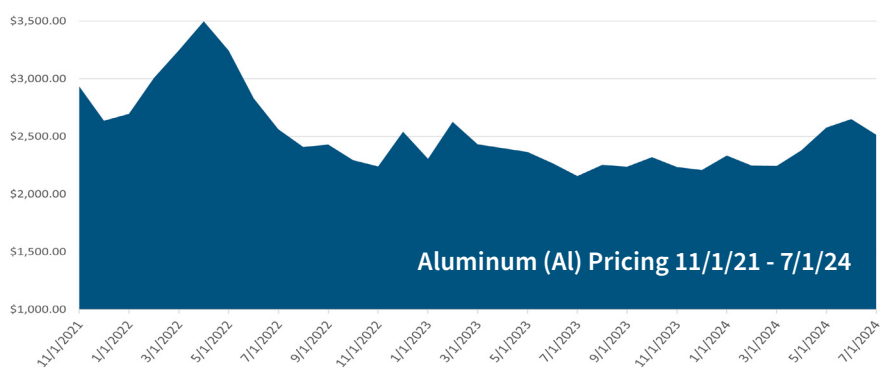


Source(s): Southwire (www.industrial.southwire.com), MacroTrends (www.macrotrends.net/1476/copper-prices-historical-chart-data)

### Aluminum - Market Price as of 07.16.24 is \$2,351 / mt

Aluminum wire and materials are used in the electrical industry in lieu of Copper as a cost savings measure. Aluminum is less expensive to purchase, and the delta between copper and aluminum costs allows the end user to realize savings on their projects when substituting one for the other is feasible.

Since a 2022 summertime high through the end of 2023, the market price for Al wire and materials had decreased. Since April 2024 (Q1 2024 publication of The Pulse), the market price for Aluminum has decreased 9%. Surprisingly, end user pricing for Al wire and materials continue to be low, as compared to pricing we saw throughout 2021-2023. The macro forecast for aluminum shows a moderate increase to end user pricing throughout the remainder of 2024 due to many factors, primarily - limited inventory and high demand.



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