



Creative solutions to supply chain issues for contractors and developers - by Alan Yung and Ruth Yung

July 26, 2022 - Front Section



IREON Insights

It's no secret that supply chain disruptions have impacted almost every industry these days—none more so than the construction sector. In the wake of a two-year-long pandemic, between reduced production, manpower shortages (especially in the trucking industry), and months-long backups at the ports, it has become increasingly difficult for contractors and developers to get kitchen cabinets, countertops, hardwood flooring, and other materials they need to complete their projects on time and on budget.

That said, if your own projects are being affected by supply chain woes, the good news is these challenges can often be overcome with a bit of ingenuity. Let's talk about some practical, creative solutions and workarounds that may help break the logjam and get you moving forward again.

Simply put, the shorter the distance your materials have to travel, the less likely it is that they will get held up somewhere along the supply chain. So, if at all possible, try to source at least some of your materials from local suppliers. In some cases, this may mean working with a different manufacturer than you usually do or changing your usual specifications slightly to accommodate what's available locally, but it can be well worth the effort to avoid lengthy delays.

Unfortunately, the day of “preferred vendors” may be over, at least for now. If you rely on only one or two vendors for a certain type of product, your chances of supply chain delays go up considerably simply because you don't have enough options. Begin building relationships with a wider range of vendors for the materials and products you need on a regular basis. It's not a foolproof solution if all vendors are struggling to stock a certain type of product (supply chain issues affect everyone, after all), but with a larger base of vendor relationships, you've got a better chance of finding one that can get it to you sooner.

If the prospect of building out and managing these options seems overwhelming to you, you're not

alone. These days, figuring out supply chain workarounds can be a full-time job in itself—and that’s probably not what you signed up for. So one of the best solutions is to “outsource” those challenges to a company who already has the relationships and resources in place to deal with supply chain challenges. When it comes to things like cabinetry, countertops, appliances, and other accessories for multi-faceted construction projects, EFY Sales already has a vast network in place to help developers and contractors source the items they need in a timely manner. And because we’re vendor-neutral, we have the freedom to source the supplies you need from whomever can get it to you the fastest and at the best price. That way, you’re free to focus on the project at hand and not bogged down with finding out how to get what you need.

EFY Sales can help you with sourcing Divisions 8, 10, 11 and 12 products, and we’re experts at finding solutions others overlook. Contact us today to learn more about how we can help.

Alan Yung is principal, and Ruth Yung is president at EFY Sales, Northvale, N.J.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540