

# Ask the **Energy** Experts

As part of the effort to support the industry in helping to move renewable energy forward, enerG is running a regular feature, **Ask the Energy Experts**, that poses a topical question involving renewable energy to three industry representatives.

In this issue, we asked our experts this question:

**Q:** **With the U.S. economy on the rebound this year, what is your company doing to build up the supply chain for the solar-related materials you need to supply for your products/services, to avoid shortages or hiccups in supply?**



## **Steven Dworkin, President, MPINarada:**

"At MPINarada, preparation in a few key areas is imperative when facing a rebounding economy. Significant warehouse improvements including the addition of a new large facility in Dallas, and expanding our existing warehouse capabilities, allows greater flexibility for more efficient operations. Additionally, our logistics team continually strives to improve our reach by exploring different carriers and shipping methods.

These actions provide elasticity to our supply chain that permits us to take a proactive approach to forecasting and more risks through aggressive lead times. This edge enables us to move better and faster while keeping consistent communication with customers."



## **Greg Wiener, CEO, QuickBOLT:**

"Starting in June 2020, we slowly increased our purchasing on all products, ignoring prior sales as an indicator of future purchases. We switched container sizes to alleviate the bottlenecks. We removed packaging limits so as to not be caught by cardboard shortages. We increased the lead times to allow manufacturers to produce the extra quantities we predicted we would need. Lastly, we increased our ability to purchase 25 percent more inventory than needed, to allow for both growth and shortages. If you're looking to deal with this problem now, it may already be too late."



## **Robert Hayworth, Chairman and CEO of Baja Construction:**

"Steel pricing is going up monthly, sometimes weekly. Production schedules are all over the board depending upon on what kind of model you want and where it's going. Steel manufacturers are running out of steel, and demand continues to outpace available inventory. Steel shortages are a reality, and into the immediate future, projected through the fourth quarter of 2021.

The certified manufacturers we have access to are running from eight to 12 weeks, so we encourage our customers to place the material order once we complete plans and calcs. (engineering package), as it can take 8 to 12 weeks to get the material to the job-site, once it is ordered, to get the material from the time you place it to get it on the job site, and if there's a shortage, it's indeterminable.

If you want a carport in four or five months, you better give us an order right now for two reasons: One is you want to have the steel on the site so it doesn't hold up your project. The second reason is some suppliers are raising their prices 6 to 10 percent every month." **e**