

SUPPORTING SOLAR

an **AET** publication

Fall Solar Season “Heating Up”



While summer is winding to a close and temperatures are beginning to cool, AET's Maumee Ohio plant is heating up with fall production. Several long and short-term projects have been contracted and are slated to ship starting in early October.



“We have been planning for a busy fourth quarter based on customer and industry forecast. This planning is beginning to pay off as we are able to support the large volume of product that is currently on release,” said Aaron Faust, VP of Business Development.

Running inventory to help level the variable production cycle has allowed AET to be in a strong position to support the typical sales spike near the end of the year.

AET plans to continue running inventory between project builds to further support strong fall demand. “Looking at the October and November numbers, we have decided to double our production by adding shifts at the plant. We still maintain the capability to add more shifts when actual demand calls for it,” said Faust. “Our facility in Ontario is also preparing to ship when volumes dictate the need.”



By leveraging its total available capacity, AET plans to support 20-25 additional MW of racking in Q4. “This is not something that surprised us based on data from the past few years in the Solar Industry. We are glad to be prepared and are looking forward to the ride ahead,” stated Faust.

Success Stories

- a closer look at our innovative solutions for diverse projects and unique challenges.



2MW System on Pearl Harbor Navy Base Installed by DRI

DRI installed a 2MW PV array utilizing the Rayport™ Stainless Series 0-Degree Flat Roof Ballast Rack for the U.S. Navel Base on Pearl Harbor. DRI selected the Rayport™ racking system in part to meet the stainless steel requirements by the U.S. Government. The Rayport™ is currently the only stainless steel roof ballast system available on the market. DRI completed the military base installation in July 2011.



1.3 MW Rooftop Installation for Goya Foods Installed by Ray Angelini, Inc.

Comprised of 5,252 Solarworld 240 Watt solar panels mounted with the Rayport™ stainless steel roof ballast rack, the new solar array covers approximately 200,000 square feet and is capable of supplying 100% percent of the energy for Goya Foods distribution center. Ray Angelini, Inc. completed the project in June 2011.



200kw Installation on the Blue Cross/Blue Shield Building in Downtown Detroit

Covering 28,000 square feet with 936 Schott 235 Watt solar panels, this array is the largest rooftop system in the city of Detroit. NOVA Consultants, Inc., the contractor for DTE, performed the design engineering and layout and selected Inovateus Solar to supply the solar panels, inverters and the AET Rayport™ mounting system. The solar system generates power equivalent to what is typically consumed by 40 homes in a year.



1.2MW PV System Installed by Ostrow Electric

Ostrow Electric Company selected the 10-Degree Flat Roof Ballast Rayport™ Racking System to support solar mounting solutions for ten different installation projects throughout the state of Massachusetts. Installation of the 1.2MW of PV Systems will be completed later this year.

Rayport™ – The Perfect Racking Solution for Pearl Harbor

In February of 2010, we received an inquiry, not unlike hundreds of others, about our stainless steel mounting system. The Rayport™ was identified by PV integrator and installer, DRI, as the best solution for a large, 2MW system to be installed at the Naval base in Pearl Harbor, Hawaii.

We began to discuss the common variables needed in order to bring a project to life: panel type, panel angle, and weight limitations on the building, given wind speed and height factors.

There were three major requirements of the mounting system. It needed to be stainless steel, be able to hold the panels at a 0-degree (horizontal) tilt, and meet the aggressive weight restrictions established for the buildings that would house the PV arrays. A proposal was required within weeks. “This call turned into a bit more of a challenge than the normal project,” said Aaron Faust, VP of Business Development at AET.

In less than three weeks, a joint site visit by DRI and our team of engineers at AET was completed. Full layout drawings were assembled, and the loading analysis was complete.

Within one month the project was ready to move forward with The Rayport™ racking solution.



Our new 43,100 square feet manufacturing and warehousing space located in Maumee, Ohio triples our U.S. production capacity.



Our state of the art location offers a clean, well-lighted production facility with 41,600 square feet of manufacturing/warehousing space, 1,500 square feet of office space, two dock doors, and 1-12 x 14 grade-level door.

Located off of I-475/US-23 and Ohio Turnpike (I-80/90), the facility supports three shifts of manufacturing (bending, cutting, drilling, riveting, basic fabrication, assembly, kitting, and shipping) and employs more than 45 people when operating at full capacity.

With this increase in our manufacturing capacity we are able to offer our customers the shortest lead-time in the industry.

Supporting Solar, AET's quarterly newsletter, provides timely news and articles related to the solar racking industry. For subscription information visit AETenergy.com.

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