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Electrical Products & Solutions™

The Purchasing Guide for Electrical Contractors

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Testing Copper for Voice, Video & Data Transmission



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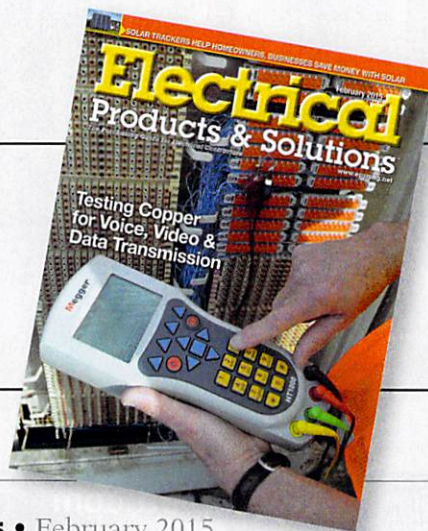
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Solar Trackers Help Homeowners, Businesses Save Money with Solar

By Andrew Savage



When the North Bay's largest recycler of rubble materials saw their electric bills double overnight due to a rate redesign, they looked to solar to help.

Through local solar installer North Coast Solar, the Soiland Company recently commissioned a 202 kW installation of 33 AllEarth Solar Trackers in Cotati, California.

The 52 year old company provides innovative approaches to construction and material supply needs, producing rock, soil, and compost products at their three locations in Sonoma County, California. They are a leading recycler of rubble materials in the area.

"The decision to go solar not only made economic sense, but really aligned with Soiland's environmental values. Since the Soiland Company's inception, we have always strived to be as sustainable and environmentally responsible as possible," said Mark Soiland, the second generation owner of Soiland. The company first went solar in 2007 and has pursued other environmental measures, such as equipment upgrades to reduce smog even before it was required by state regulations.

Working with their local utility, the newly installed system will help Soiland cut their energy bills by more than half and is projected to pay for itself in just seven years.

Local installer North Coast Solar recently partnered with the Vermont-based AllEarth Solar Tracker manufacturer

A 202kW solar farm of AllEarth Trackers provides energy and savings to the Soiland Company in Cotati, CA.

AllEarth Renewables to bring their innovative solar tracker to northern California.

AllEarth Renewables is growing a national network of solar *Continued on page 8*



Tracker installation underway at the job site.



installers to sell and install their turn-key product to homeowners and businesses.

The solar trackers use GPS technology to accurately follow the sun from dawn to dusk, producing up to 45 percent more energy than fixed rooftop or ground mounted systems.

The dual axis tracker has been named a top product of the year by *Electrical Products and Solutions*, *Solar Power World*, and garnered a “Top-10 Green Product of the Year” by *Building Green* magazine.

The trackers arrive to the installer or directly on the job site on pallets fully pre-engineered, cutting out both project design time and product procurement. They are also designed to be installed in a day utilizing standard equipment, giving opportunity for existing businesses to expand into the quickly growing solar market.

More than 2,800 of the tracking units are operating throughout the United States today.

“When the Soilands approached me about helping them reduce their sharply escalated electric bill I turned to AllEarth Renewables in Vermont. Their AllEarth Solar Tracker gives the best return on their investment with significantly higher electrical output during the day. It will help with stabilizing their energy budget over the long term and reduce inflation risk. It will

provide decades of energy cost security for this local green business leader,” said Brian Hines of North Coast Solar.

“By producing more energy from the sun we can boost the return on investment for solar customers,” President and CEO of AllEarth Renewables, David Blitters-

Solar trackers are being used to power the energy needs of homes and businesses.

dorf added. “We’ve designed our product to be easily installed by trades professionals looking to get into the growing solar market.” □

The AllEarth Solar Tracker System Streamlines Shipping & Installation

Now anyone in the trades can get into the growing solar industry with a full pre-engineered solar tracking system. The AllEarth Solar Tracker’s complete pallet system allows for simplified shipping of the dual-axis solar tracker directly to the installer or job site. Utilizing the rails of the tracker’s frame, the pallet and AllEarth Solar Tracker system vastly simplifies supply chain management and installation by including the entire tracker and materials necessary for a complete installation, reducing procurement time and the cost of sourcing materials.

The fully pre-engineered system can accommodate either 20 or 24 modules for 5kW-10+kW systems, includes free lifetime monitoring, and can be shipped free the same day it is ordered. The modules and base can be purchased separately, eliminating the need for costly project procurement. Each tracker includes GPS and wireless technology to precisely follow the sun and maximize production.

Designed and manufactured in America for projects large and small, the AllEarth Solar Tracker has been used for residential and small commercial installations throughout the United States.



The AllEarth Solar Tracker system streamlines shipping, system design, procurement, and installation.