

POWERUP

The Solar Integration of Tomorrow.

INOVATEUS
SOLAR

Volume 2 • Issue 4



PV POWERUP
EVENT 2011

March 29-31, 2011
Marriot Hotel | South Bend, Indiana

Gain practical information and answers in solar technology. Connect with industry experts.

REGISTER NOW

Keynote Speaker:
JOSEPH JANCAUSKAS
Worldwide Power Technical Expert

FEATURED SESSIONS

- Changes in the Solar Landscape
- Engineering & Construction
- Considerations for your Next Project
- Banks are Open for Renewable Business

TRAINING SEMINARS

- 10 different seminars by PV's leading manufacturers
- Earn Continuing Education NABCEP Credits through SMA and Solectria Inverter training

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**REGISTER TODAY FOR THE
THIRD ANNUAL PV POWER-UP
SOLAR SUMMIT EVENT MARCH 29-31**

Inovateus Solar Assembles Industry Experts for Expanded Three-day Educational Seminars on Solar Power

- Register Online Today! www.inovateussolar.com
- Leading manufacturers in the solar power industry present the latest technology
- PV Power Up Roundtable debates the hottest topics in the solar industry
- PV Power Up Keynote Speaker, Joseph Jancauskas, Worldwide Power Technical Director for the Louis Beeger Group

Continued inside...



PV POWER- UP SOLAR SUMMIT EVENT MARCH 29-31

Inovateus Solar Assembles Industry Experts for Expanded Three-day Educational Seminars on Solar Power



Continued from cover...

Register Online Today! www.inovateussolar.com

Register today for the PV Power UP solar summit to get in-depth information on new and existing technologies in the solar energy industry. Leading manufacturers in the PV industry will be presenting at this event. The three-day event begins on Tuesday, March 29 at 10:00 a.m. followed by a jam-packed training and education schedule ending Thursday evening, March 31st.

Join Inovateus Solar for technology seminars held by Schott Solar, Uni-Solar, SMA America, Schletter, Solectria, Schneider Electric, Shoals, Sanyo, S-5I, Solopower, Midwest Renewables and Also Energy.

Schott Solar, Schletter, Uni-Solar and Solectria are sponsors for the event and will be providing extensive training and marketing seminars for attendees. SMA Solar Academy and Solectria Renewables inverter training classes are also conveniently built into the second and third day of the seminar schedule and can help NABCEP certified attendees earn continuing education credits.

Accommodations and Event Schedule

How Much: pay \$250 per person at www.inovateussolar.com. Registration fee includes all sessions, materials, samples, reception on March 29th and breakfast and lunch on March 30th and 31st.

Where: Downtown South Bend Marriot Hotel, 123 North St. Joseph Street, South Bend, Indiana, 46601, 574-234-2000.

When: March 29, 30, 31, 2011

- March 29 – 10:00 a.m. to 5:00 p.m. EST
(Followed by reception)
- March 30 – 8:00 a.m. to 5:00 p.m.
(Includes breakfast and lunch)
- March 31 – 8:00 a.m. to 5:00 p.m.
(Includes breakfast and lunch)

How: Plan on arriving into the South Bend Airport (SBN) on the evening of Monday, March 28 before the event, or early morning on Tuesday, March 29 the day of the event. Sessions begin at 10:00 a.m. on Tuesday, March 29.

Plan to leave town no earlier than 7:00 p.m. EST, March 31 or the morning of Friday, April 1.

Register Online Today! www.inovateussolar.com

Additional Information and Recommended Travel

Special hotel pricing of \$89.00 per night for first 80 rooms to register. Please contact the Downtown South Bend Marriott at 574-234-2000 or Hilary Yordy, Inovateus Solar, 574-485-1402, Hilary@inovateus.com for additional information.

2011 Inovateus Solar PV Power UP Agenda

Tuesday, March 29, 10:00 a.m. to 7:00 p.m.

- 10:00-10:30 a.m.- Welcoming and Opening Comments - T.J. Kancuzewski
- 10:30-11:00 a.m.- PV Power Up Keynote Speech- Joseph Jancauskas, Worldwide Power Technical Director for the Louis Beeger Group
- 11:00-12:00 noon- PV Power Up Roundtable (Guests TBA)- Hosted by Tim Polega
- 12:00-1:00 p.m.- Lunch
- 1:00-1:30 p.m.- Solar Energy Financing Landscape- Andy Karetsky
- 1:30-2:00 p.m.- Solar Energy Market Forecast- SEIA
- 2:00-2:30 p.m.- 2011 Update in System Design- Vince Barletto
- 2:30-3:00 p.m.- Break
- 3:00-4:00 p.m.- Watts Up? Mark Moran- Schneider Electric
- 4:00-5:00 p.m.- PV Power Up 2010 Review- Peter Rienks, Nathan Vogel and Tom Brown
- 5:00-7:00 p.m.- (Inovateus Solar Welcome Reception in the Marriott Atrium)

Wednesday, March 30, 7:00 a.m. to 5:00 p.m.

Solar Partner Training Seminars

- 7:00-8:00 a.m.- Breakfast sponsored by Schott Solar
- 8:00-9:45a.m.- Schott Solar- Training and Marketing- Isabelle Christianson and Brian Lynch
- 9:45-10:00 a.m.- Break
- 10:00-12:00 noon - Uni-Solar Training- John Jackson and Chris Bala
- 12:00-1:00 p.m. - (Lunch provided and sponsored by Uni-Solar)
- 1:00-5:00 p.m.- SMA America Inverter Training- Greg Smith and Antonio Gomez

Thursday, March 31, 7:00 a.m. to 5:00 p.m.

Solar Partner Training Seminars

- 7:00-8:00 a.m. - Breakfast sponsored by Schletter
- 8:00-9:45 a.m.- Schletter Racking System Training- Sven Kuenzel
- 9:45-10:00 a.m. - Break
- 10:00-10:30 a.m.- Sanyo- Asa Such
- 10:30-11:00 a.m.- Shoals Technologies- Dean Solon
- 11:00-11:30 a.m.- Solopower- Arthur Rudin
- 11:30-12:00 noon - Also Energy Monitoring Solutions- Robert Schaefer
- 12:00-1:00 p.m.- Lunch
- 1:00-2:00 p.m.- S5! Attachment Solutions- Dustin Haddock
- 2:00-5:00 p.m.- Solectria Inverter Training- Brad Sherman and Scott Bowden

Contact Inovateus Solar

Toll Free at: 877-876-SOLAR (76527)

Phone: 574-485-1400

Fax: 574-485-1419

Email: info@inovateussolar.com

Web: www.inovateussolar.com

Installation Insight

Shoals Technologies Group is a reliable source of balance of systems components for Inovateus Solar projects

Prefabrication expertise puts Shoals in the "driver's seat" for efficiency. Who would have dreamed that a small company building electro-mechanical assembly components for Tier I and II auto industry suppliers would—in less than 10 years—turn its robotic fabrication expertise to solar power products? "Sometimes it's better to be lucky than smart," says Scott Clark, chief technology officer for the fast-growing Portland, TN company. "After touring

Founded in 1996, the young, nimble company has already positioned itself as a supplier to some of the world's largest private and government solar projects. Shoals maintains a diverse portfolio of PV balance of systems products. These include PV wire, in-line fuses, custom harnessing solutions, junction boxes, combiner-recombiner



our Muscle Shoals (Alabama) factory and seeing our automation equipment, First Solar wondered if we could build cable assemblies for them." Clark says Shoals took up the offer as a side job to its regular work. What began

boxes, and disconnecting combiner boxes, along with racking and PV monitoring solutions. Shoals' prefab harnesses of strings, sections and arrays preclude the need for hand assembly by skilled laborers,



as a few hundred solar cable sets a week in 2003 grew to thousands when First Solar landed a huge installation project in France. Now Shoals Technologies assembles 1.5 million units per week. As a result, the company moved some operations to Tennessee three years ago, increased its work force to nearly 800 employees, and recently bought its third manufacturing plant. "We are now one-hundred percent solar and zero percent automotive," Clark adds.

thus resulting in cost savings. The company has been a steady supplier for projects designed by Inovateus Solar. "We have a strong partnership with Inovateus," Clark says. "They have great personnel and their core values are similar to ours."

John Maros, chief operating officer, says Shoals Technologies Group is looking forward to an exciting new project with Inovateus. "In early March, we expect to announce a grant from the Tennessee

Solar Institute to build a 59 kW system at our Portland plant," Maros says, "to showcase our balance of system solutions."

As the integrator, Inovateus will design the solar project, hire the local trades needed, and manage the installation.



THE SOLAR CORPS

Inovateus Solar



Solar Corps:
Hilary Yordy
Logistics Manager – Inovateus Solar

In another life, Hilary Yordy, logistics manager for Inovateus Solar, could have been a newspaper editor. That's because deadlines not only are in Yordy's blood; she also knows how to coordinate myriad puzzle parts to get jobs done on time and even ahead of schedule.

"I grew up in construction," Hilary explains. "My father was a general contractor, always on the go. I've moved 15 times in my life, and I'm not yet 30 years old." Before coming to Inovateus two and one-half years ago, Yordy worked for General Growth Properties. Before that, she juggled commercial construction projects, including Marriott Hotel new-builds, for K.P. Meiring.

In the world of solar construction, there is no shortage of deadlines. Grants promised to clients are often time-sensitive, and just-in-time product delivery is SOP. "When we're on a short time schedule and the owner says 'It must be done by this date,' we know what that means," Yordy says. Her responsibilities include stocking and maintaining product inventory from Inovateus' many partners as well as scheduling and shipping everything needed to fulfill projects from single-family homes to megawatt industrial initiatives.

Meeting timelines is a high-energy, often stressful job that is also exciting with new daily challenges. Hilary says she has found her niche with Inovateus: "I enjoy my job immensely. It's a great company and I could stay here for the rest of my working life."

Contact Hilary directly at
574-485-1402 or email her at
hilary.yordy@inovateus.com

HORIZONS

The Changing World of Energy

For Sterman Masser Potato Farms in Pennsylvania, going solar is a natural evolution. Known for growing potatoes since 1754, the eight-generation family business sees the light

For more than 250 years, the sun has helped eight generations of the Masser family grow potatoes near Sacramento in the heart of Pennsylvania Dutch country. Now the sun will help pay the energy bill to operate one of the nation's largest potato processing facilities. Inovateus Solar is the integrator for the 3.5 acre ground-mounted solar array that will soon produce 1 megawatt of electricity to power a modern processing plant a mile away.



The decision to go solar was a natural evolution for Keith Masser, owner and president of Keystone Potato Products, LLC with 200 employees. The company earned an EPA award in 1998 for implementing Integrated Pest Management practices on the 4,600 acres of farmland where it limits chemical use and employs erosion control and crop rotation. Masser also compacts and recycles discarded packaging material. Workers store, wash, size and package 300 million pounds of potatoes each year at the Sacramento plant and at a sister facility in White Pigeon Michigan. The Michigan plant uses methane from an adjacent landfill to power an 800 hp steam-fired boiler.

"In 2009, when Pennsylvania Power & Light was deregulated, we knew we were looking at paying more for electricity," Masser says. "Solar could hedge against the expected higher rates. We decided the solar project was feasible when economic development funding became available last year."

Thanks to the state's renewable-energy credit policy, Masser hopes to sell back excess power in Pennsylvania and possibly in Ohio. He expects his first-ever solar project, which broke ground in October and is slated for completion in March, to pay for itself within five to 10 years.

Inovateus Solar is the integrator for the 3.5 acre ground-mounted solar array that will soon produce 1 megawatt of electricity to power a modern processing plant a mile away.



Inovateus supplied the engineering, procurement and construction for the project on land not suitable for farming. A key partner was Secco, Inc., a local general contractor, chosen for its expertise and knowledge of permitting and local resources.

"We've worked with Secco before," says Nathan Vogel, project manager for Inovateus Solar, "and knew of their abilities." Vogel says one challenging issue was getting the utility to drop a line out there, at the solar array. "Another issue was the bedrock," he adds. "Typically we use a machine to pound support posts into the ground, but this installation required lots of trenching. Some posts had to be dug out and cemented. Secco was the right partner for this job."

Inovateus chose Schletter racking, two Xantrax GT500 inverters, and Schott Solar 230 watt polycrystalline modules for the solar panels. Shoals Technology also supplied some of the electrical components. Xantrax encased the inverters, including all electrical components, in concrete. "This 'megawatt in a box' was a first time use of concrete," Vogel says. "Xantrax has always used metal in the past."

"Inovateus Solar was the contractor of choice," says Keith Masser. "We selected them because they were cooperative, and we were able to negotiate a mutual contract with ease. We liked their connections with Schneider Electric and Secco. Their relationships and knowledge of this type of project have made it go smoothly."

When Keith's great, great, great, great grandfather Mathias Masser came to America from Germany in 1754, he brought along his special knowledge of growing potatoes. Little did he know that more than 250 years later German ingenuity from companies like Schott Solar and Schletter would help his descendants carry on the tradition.



Contact Inovateus Solar

Toll Free: 877-876-SOLAR • Phone: 574-485-1400 • Fax: 574-485-1419

19890 State Line Road, South Bend, IN 46637

Inovateussolar.com

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