

From InterSolar to 630kW: Solar Gain Finds Success with Roof Tech

FOR IMMEDIATE RELEASE

Chula Vista, CA – (August 2, 2017) – Solar Gain’s Vice President of Commercial Operations Tim Graunke first learned about Roof Tech at the InterSolar Conference in San Francisco in mid-July 2016. “We were about two months away from starting a major project,” said Tim. “Although we had already completed initial system designs specifying another rail-less racking system, we changed our minds once we saw Roof Tech’s products. I have to say that the Roof Tech team made a great impression on us at that show. They have so many years of industry knowledge, and they really know their products.”

Roof Tech wins a contract for a major PV installation.

In the weeks following InterSolar, Graunke worked with Roof Tech Sales Director Tim Vaughn to finalize a contract. By early September 2016, Solar Gain began using RT E Mount AIR® to install an extensive 630kW system at WorldMark® Windsor Resort, a 10-acre vacation ownership property operated by Wyndham Worldwide Corporation in Sonoma County, California. The project has nine three-story buildings housing its timeshare units, all with asphalt shingle roofing at varying angles, a fact that made it all the more obvious to choose a rail-less mounting solution.

Hands-on customer service makes a great impression.

Between September and late December, when the project was completed, Vaughn continued to be the main point person for Solar Gain, but Roof Tech’s Business Development Manager, Milton Nogueira, also played a vital role. “Milton visited the Windsor project numerous times over those four months to provide us with on-site tech support and guidance,” said Graunke. “All our questions were answered quickly, and overall we had a totally positive experience working with Roof Tech.”

In a surprise season of record rainfall, RT E Mount AIR® saves the day.

Graunke and his team quickly realized what a smart choice they had made in choosing RT E Mount AIR. “When we began the project last September, California had been in a five-year drought,” he explained, “but over the following months, Sonoma County was hit with record amounts of rainfall.” Graunke noted that previously, Solar Gain had always used flashing that slides between roof shingles. “That can sometimes compromise the integrity of the roof,” he explained, “but we did our due diligence and felt confident that Roof Tech’s butyl rubber flashing was the right way to go.”

Solar Gain Project Manager Max Chellemi concurred. “Once you install RT E Mount AIR, it’s completely watertight,” he said. “There were times when those rooftops had to be left with only the mounting hardware and no PV panels, but we didn’t have a single leak. Roof Tech saved us a lot of roof damage during those rainstorms!”

Competitive pricing and ease of use win another new customer for Roof Tech.

Graunke emphasized that Solar Gain plans to turn to Roof Tech for future projects. “It’s a unique product with a very competitive price point,” he said. “We are definitely big fans of Roof Tech now and plan to integrate them into our business.” When asked why, Graunke quickly summed up the three main reasons: “Quality of their sales and support team, a great price point, and ease of installation.”

About Solar Gain, Inc.

Founded in 2008, Solar Gain designs solar solutions for commercial and residential customers throughout California and Arizona. Their main headquarters and warehouse are located in Tucson, Arizona and they have two additional offices in San Diego and Palm Desert, California. Solar Gain has 30 employees offering expertise in everything from project estimating and financing analysis to PV system design, installation/construction, and project management.

About Roof Tech

Roof Tech, Inc., is the first U.S. subsidiary of Yanegiken, a Japanese company renowned for more than four decades of innovative roofing technologies. In June 2012, Roof Tech established its U.S. operations and is headquartered in Chula Vista, California. Roof Tech has a national network of distributors in place to provide its unique PV solar mounting solutions for residential and commercial projects. Roof Tech’s products include RT-[E] Mount®, E Mount AIR®, and U set Solar®. Roof Tech recently introduced GEN II, a new generation of its signature products. All are fully code-compliant and offer compact, watertight performance for rooftop solar installations.

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