



RDS Electric



CASE STUDY
RDS ELECTRIC



Solar Installer Joins Centrosolar Community in Arizona

RDS Electric (RDS), in business for 29 years, has been actively designing and installing residential and commercial solar systems since 2007 and has developed a solid relationship with Centrosolar America, Inc. over the last 3 years. RDS entered the solar energy segment as a growth strategy.

“We saw our regular business dropping off because of the economy. To offset that part of our business we looked at solar. Now solar is nearly 50% of our business and we dedicate an entire team to just solar residential projects,” says Jenny Dewey, VP of RDS Operations.

Robert Swier, RDS Electric’s President added, “When we realized the potential of this business we invested heavily in training our staff. Almost every week we have someone taking some training classes provided by suppliers and solar industry organizations.”





While working with Brilliant Green Energy, a solar system integrator and installer in Arizona, RDS has found working with Centrosolar has helped them win projects by providing easy to install CentroPack® roof-mounted systems. In addition, Robert Swier, RDS President says that Centrosolar gets high points for having a warehouse locally, excellent technical staff, and very accessible sales support. Robert noted, “We like that Centrosolar has inventory right in the area. And your engineering support has been excellent. Whenever we have a technical question, your engineers are always available and respond quickly.”

About Centrosolar America, Inc.

Centrosolar America, Inc. is a wholly owned subsidiary of CENTROSOLAR Group AG, headquartered in Munich, Germany. CENTROSOLAR Group AG is a publicly traded market leader in photovoltaic module manufacturing, mounting systems, and solar glass production with over 1,000 employees in offices in North America (Phoenix, AZ, San Francisco, CA, and Edison, NJ), and throughout Europe. Centrosolar America, Inc. offers modules, inverters and racking components, and markets a line of installation-ready packaged photovoltaic systems for residential and commercial grid-tied roof installations.

About RDS Electric

RDS Electric is a privately-held electrical contractor based in Phoenix, serving Arizona and California. The company has more than three years of experience with grid-tied residential, commercial and industrial solar PV installations. The company is dedicated to solar technology and won the 2006 Small Business Innovation Award by the Greater Phoenix Chamber of Commerce and in 2007 was recognized as a 50 Companies to Watch by ASBA.