

# CUSTOMER CASE EWALD BV

## 'The FlatFix system is not just practical, it looks good too'

Frisian installation company Ewald BV has been working with Esdec mounting systems for more than six years. "When it comes to mounting solar panels to roofs, our installation specialists only want these systems", says Elias Wendelaar Bonga, sustainable installations advisor at Ewald. Why? Because they are quick and easy to install. "With a team of four, it takes less than 4 hours to install the entire substructure, including ballast for 400 solar panels."

The Ewald Installation company has seen a century's worth of new installation technology pass by. Their head offices in Leeuwarden even boast a small museum full of antique voltmeters, bakelite fuse boxes and tools from the past, symbolizing more than 100 years of knowledge and experience, as well as development and innovation. Ewald is on the move. Still. "We are focused on the future", Wendelaar Bonga explains. "Sustainability has a major role to play, particularly when it comes to energy. We carry out a lot of installation work for new construction projects; installing solar panels and heat pumps. We are specialized in the installations of tomorrow."

The solar panel installation specialists at Ewald have become true experts. "They do it so often, that we can now say that we have expert teams at our disposal. They can work on all sorts of different roofs.

### 'OUR INSTALLATION SPECIALISTS ONLY WANT TO WORK WITH ESDEC SYSTEMS.'

With Esdec mounting systems. They have a clear preference for those systems", says Wendelaar Bonga. Ewald uses both ClickFit and FlatFix systems. The company recently completed a project that involved installing 400 solar panels on two flat roofs, using the FlatFix Fusion mounting system. "Our four-man team finished that job in no time at all. Within four hours, the entire ballasted substructure for the solar panels had been installed. That's really fast."

### MADE TO MEASURE

The time it takes to install the Esdec mounting systems is one of their key advantages. The ClickFit EVO components



*Accessories such as cable channels are perfectly integrated into the system of solar panels, which means they will not stand out.*



*A total of 400 solar panels have been mounted to two flat roofs, using the FlatFix mounting system.*

**'THE MOUNTING SYSTEMS BOAST A SLEEK DESIGN. CABLES, FOR INSTANCE, CAN BE CONCEALED BY MEANS OF CABLE CHANNELS.'**

are very easy to connect and install, thanks to a series of hooks and snap-on connectors. Besides, installation specialists do not need to adjust the rails when they are on the roof, or before they climb the roof, for that matter. The rails are all made to measure. You can use the calculator to determine the right dimensions. "That saves a lot of time and effort. Besides, it means that you don't get caught in a whirlwind of aluminum flakes, because there's no sawing needed," says Wendelaar.

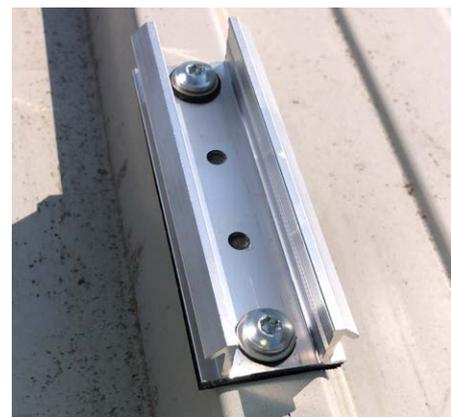
The clamps used to keep the panels in place are multifunctional, in the sense that they are compatible with panels of various thicknesses. To accommodate 'thicker' solar panels, all you do is open the clamps a little further. 'A very practical solution', according to Wendelaar Bonga. "If our mechanics have

to install systems for 3cm solar panels in the morning and 4cm solar panels in the afternoon, they only have to bring one type of clamp. You never run the risk of showing up at a job with the wrong parts."

**BEAUTIFUL DESIGN**

"The systems are not just easy to install, they are also aesthetically pleasing", Wendelaar Bonga adds. He likes the design of the system. Accessories, such as cable channels, do not stand out, because they are perfectly integrated into the system. "The cables don't snake messily over the roof, but are neatly concealed. The other components of the system also contribute to a clean, sleek roof covered in solar panels."

Just like the Ewald installation company, Esdec refuses to stand still. Wendelaar Bonga is kept informed of innovations to existing products and new developments. "I know from experience that Esdec listens carefully to the people who use their systems. In the past, we gave some feedback about a system, and we noticed that Esdec really acted on it. They're always improving their systems, based on our feedback and their own research."



*A profile of the easy-to-install ClickFit EVO steel roof system (top photo). The bottom photo shows the custom-made rails that the installation specialist uses to snap and fix the solar panels in place.*