



Gary Schuster, CEO of OMCO Solar, announces new manufacturing facility in Alabama to increase production of the company's premier mounting solutions and produce steel backrails for First Solar's Series 7 PV module

PHOENIX, AZ and LAS VEGAS, NV – September 12, 2023 – OMCO Solar, a leading factory-direct manufacturer of solar trackers and fixed-tilt solutions, announced today at RE+ 2023 the opening of its sixth U.S. manufacturing facility. The new facility will feature four new manufacturing systems for OMCO Solar's Fixed Tilt "Choice" and "Origin" Tracker solutions.

Additionally, OMCO Solar has also been selected by First Solar, Inc. (Nasdaq: FSLR) to manufacture and supply the module backrails for its Series 7 modules. The backrails will be produced by the new Alabama facility.

OMCO Solar's investment in the company's second Alabama plant exceeds \$10 million. When completed, it will encompass a footprint of approximately 170,000 square feet and will provide employment opportunities for 100 workers. This significant expansion will bolster OMCO Solar's overall manufacturing capacity to over 10 GW across its six facilities, encompassing more than 700,000 square feet of manufacturing space throughout the U.S.

Gary Schuster, CEO of OMCO Solar, stated, "The First Solar agreement, and our newest facility in Alabama, demonstrate our commitment to bolster domestic manufacturing, create U.S. jobs, and provide factory-direct solutions that solve for the complexity of utility-scale solar projects. Our legacy of using only domestically produced steel further underscores our dedication to driving growth at home, as well as our commitment to build domestic supply chains that support our nation's energy security."

To scale quickly and support the expected Series 7 volumes, OMCO's newly established plant will be in close proximity to First Solar's manufacturing facility in Lawrence County, Alabama, which is scheduled for completion by the end of 2024. OMCO's factory will house multiple high-speed manufacturing systems designed specifically to produce the First Solar Series 7 PV module backrail.

"Ever since we made the strategic decision to build a domestic value chain in 2019, we have built a supply ecosystem that demonstrates that it is possible to manufacture a solar module in America, for America, with domestically sourced materials including glass and steel," said Mike Koralewski, chief supply chain officer, First Solar. "It's clear that the value of our manufacturing investments extends beyond the factory floor, as a result of our investments in domestic supply chains. Working with suppliers like OMCO helps us to maximize the value created for the U.S. in terms of jobs and economic growth."

While OMCO Solar has been dedicated to U.S. manufacturing from its early beginnings, its new investments exemplify the significance and historic impact of the IRA. In fact, Wood McKenzie is forecasting that solar installations will increase 3-fold by 2028. OMCO and its employees are ready for that challenge, as the company continues to build its U.S. manufacturing capacity.

"We've been American-made from day one, and our 68-year legacy of advanced manufacturing is unique in this industry. We were the ideal fit for First Solar, given our proximity to their Alabama facility and our ability to deliver cost-effective and efficient solutions," explained Bill Michaels, National Sales & Marketing Manager for OMCO.

With OMCO Solar's factory-direct model and domestically sourced supply chain, the company consistently delivers quality solar mounting solutions with the shortest lead times in the industry.

"As the nation's only solar mounting company that produces all our own structural components in our factories, everything we make is meticulously engineered to meet strict quality standards and ensure the shortest lead times. We offer First Solar and our developer partners certainty in product supply with our





model of OMCO Solar is 'Made in America'. Our supply chain is reliable and flexible to adjust to ever changing project schedules," concluded Eric Goodwin, Director of Business Development for OMCO Solar.

"I am personally proud that we have been dedicated to US manufacturing from day one, and that commitment has continued for our 65-year history. In addition to domestic manufacturing, our OMCO Connect campaign is designed to promote solar – the most economical source of new energy production – and stable employment. Today, thanks to the IRA, domestically-sourced material is in high demand and OMCO Solar is well-positioned to capitalize on that while accelerating clean energy adoption," Schuster remarked.

About OMCO Solar

OMCO Solar is America's premier factory-direct manufacturer of solar trackers and fixed-tilt solutions for distributed generation and utility-scale projects. The company's expertise in fixed-tilt and single-axis tracker systems stems from decades of steel manufacturing, beginning in 1955 when OMCO Holdings, its parent company, was founded. To date, OMCO Solar has delivered over 10.5 GW of factory-direct, high-quality solar mounting structures worldwide. With a manufacturing footprint spanning coast-to-coast, the company delivers their American-made solar structures built from 100% US steel to developers nationwide. For more information, please visit OMCO Solar at www.omcosolar.com.

Media Contact

Michael Boykins
Director of Marketing
mboykins@omcoform.com
480-309-9092

