Trinasolar

CASE STUDY

CAMILLA UTILITY PROJECT
GEORGIA, USA

OVERVIEW:

Origis and Trina Solar partnered together and was able to build a solar project in Camilla, Georgia, for Georgia Power under tight deadlines and limited supplies.

LOCATION
Camilla, GA

TYPE
Ground Mount

SIZE
16MW AC (20MW DC)

PRODUCT
TALLMAX

 # OF MODULES
78,160 TALLMAX
295-305W

COMPLETION DATE
December 2013

SITUATION

Origis chose Trina to meet an accelerated deadline, when the previously selected module supplier could not accelerate delivery. The Camilla, GA site was developed by Origis Energy to deliver power to Georgia Power under a Power Purchase Agreement (PPA). Origis Energy had targeted to completing the plant by a certain date. Many module manufacturers could have supplied the project and Origis contracted the best offer from a pricing an product perspective. As the project prepared for construction in March, Origis learned there would be timing and supply issues with their chosen module supplier. At this point, Trina Solar was contacted to see if they could supply the project on short notice. With the accelerated timeline, increasing costs threatened the project ability to meet financial targets.

DELIVERY

Origis scheduled module delivery from May through July 2013. With a challenging timing before deliveries were to begin, Trina shuffled their inventory and production shcedules to With a challenging timing before deliveries were to begin, logistics to a third party provider to get product to the site and Origis only took ownership at the project site. Several logistical complications arose on the way to the site. First, the third party logistics provider imported the modules into the port of Newark, NJ, rather than the specified port os Savannah, GA, lengthening the ground transportation distance and increasing the ground transportation time. After being unloaded from the ship, the third party logistics provider switched the number of truckloads from the closed trailers that had been specified, to open flatbed trailers, which were not standard and not specified. Once aware of this, Origis and Trina objected number of truckloads from the closed trailers that had been soaked the module packaging of the majority of the truckloads, creating significant delay and extra cost to unload.

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EXECUTION

These logistical problems could easily have derailed the project, but Origis and Trina took quick action to get the project back on track. A Trina technical service representative was dispatched to the site to determine the number of affected modules. Trina delivered extra modules to replace the damaged panels so the project could be completed on time. Dave Rowland, Manager of Technical Service at Trina Solar observed, "These were some of the most challenging circumstances I've seen operationally at a solar project site." Quantifying the impact, Trina immediately stood behind their brand and reached an amicable solution with Origis and the third party logistics provider.

CONCLUSION

Ultimately, Trina stood behind their product and brand to get the Camilla project built on time under difficult circumstances. "With supply tight, we were glad Trina could quickly shift capacity to meet our immediate needs as well as honor their supply agreement even through the unique logistical hurdles," said Johan Vanhee, COO and partner at Origis Energy. "We were really lucky to have such a strong partner on board." Logistical and operational challenges like this are not uncommon on projects large and small, and it is critical to have a strong supply partner who can be relied upon to make the effort to get projects done right. Mark Mendenhall, president of Trina Solar Americas added, "Trina Solar has shipped nearly 8GW worldwide through 2013 and has the personnel, product, experience, and bankability to minimize the impact of unforeseen obstacles like those on the Camilla project and make projects of any size successful."

