



The KB Bulletin

December
Issue

We have had an exciting ending to 2018! Our Management team welcomed its newest members and as an organization, we have expanded globally.

We are very proud to bring you our fourth edition of the KB Bulletin Newsletter! As always, there have been numerous and exciting updates and we want you to be the first to hear about them!

KB Racking Partnership with World Technology Supply



SPI Anaheim Tradeshow 2018

KB Racking is pleased to announce its new partnership with World Technology Supply, a Latin American distributor that specializes in renewable energy, security and technology.

World Technology Supply is a family-owned business with a strong reputation among installers and developers. The growth of renewable energies has inspired WTS to continue growing their distribution and collaboration model across the Latin American solar photovoltaic industry.

The partnership between KB Racking and World Technology Supply opens up the availability of KB Racking's products to all

residential and commercial projects in Mexico and Latin American countries that weren't available previously. KB Racking is now able to support installers and developers of all sizes, across Mexico and Latin America. World Technology Supply will be housing our AnchorRack system in Guadalajara, Mexico.

For Mexico, we have customized our AnchorRack design with two options, a ballasted and anchored system. AnchorRack's installation is made simple with pre-punched screw holes, click-in module clamps, and lightweight aluminum components. The durable components are built-to-last with flexibility in tilt angle, row spacing and panel orientation, making it the most modular anchored systems on the market. www.worldtechnologysupply.com/en/

A proud sponsor of KNOX Toronto in 2019

KB Racking is always looking for ways to give back and contribute to the community. We are excited to become a sponsor for Knox Toronto in 2019! The KB Racking team looks forward to the opportunity of volunteering and engaging with the youth community.



Knox Toronto is a Presbyterian church that offers a volunteer-run program that provides a hot meal, activities, conversation, and some extra groceries to marginalized youth. <https://knoxtoronto.org/>

KB Racking expands in Netherlands

As a part of KB Racking's long-term global expansion, we are pleased to announce our launch into Netherland's solar industry!

KB Racking's expansion in the European market started in July 2018, with main focus in Netherlands as well as France. KB Racking has hired a Business Development Consultant & Representative, Marco Paauwen to oversee the expansion. Marco has over 30 years of solar and business development experience. Marco is currently in the process of setting up a sister company in the Netherlands as part of our expansion. We have also started working on the engineering designs for a few initial projects. Our midterm goal is to fully set up our quality engineering and manufacturing process to service clients in Europe.



New additions to the KB Racking team

KB Racking welcomes two new additions to the team! We're very excited to welcome our new Marketing Coordinator Maria Miljkovic and Project Management Assistant Alexandra Orasanu.

We're looking forward to their contributions and being part of the KB Racking Family!

KB BLOG

Why is Going Solar Good for Your Business?

Modern everyday business operations hinge on a range of critical elements to succeed and grow. Everything from employee satisfaction to cost control plays a role. Today, many companies are choosing to go solar for various financial and logistical advantages, but how is doing so going to help your specific business? Let's look at some key benefits.

A Sustainable Business Image

Eco-friendliness is an ever-growing trend, and your customers know this as much as you do. Therefore, many businesses who switch to environmentally beneficial energy sources such as solar tend to attract more customers with a greener brand image. It is entirely possible to accumulate more large-scale contracts and special deals. Additionally, going solar enables for plenty of marketing and promotional opportunities based around it.

Reduced Operating Costs

From energy bills to maintenance-related expenses, the modern business has a lot of operating costs to consider. By going solar, it's relatively easy to mitigate higher overall costs in the long run. You may also receive environmental incentives such as tax breaks for making the switch. In addition to this, products such as KB Racking's solar mounting solutions require very little maintenance and are highly reliable.

A Dependable, Renewable Energy Resource

With solar energy, your business can operate a little more off-grid for considerable cost savings. However, making the switch also means that your property benefits from a renewable energy resource that can be regularly depended on, all while lowering operating costs. For example, KB Racking's solar mounting solutions can be utilized in custom projects based on the design and needs of your operating environment. This highly optimized solution can boost efficiency as well as your operational resilience.



Increased Property Value

Any business that invests in solar energy is future-proofing their operations. As eco-friendliness is an ever-growing trend and a highly sought-after feature, you can expect the value of your property to climb over time. Combined with greater savings through energy efficiency and reduced operating costs, the outcome is a healthier budget and more peace of mind.

Solar energy is renewable, resilient, and quickly becoming the new standard in many areas. Take advantage of making a great leap forward by working with the team at KB Racking. We will work closely with you to determine which of our solar mounting solutions will deliver the best long-term results for your use case. Contact us today to get started.



We wish you Happy Holidays and a Happy New Year!