



HOW HYNES INDUSTRIES HELPED A SOLAR RACKING MANUFACTURER SAVE \$500K IN COSTS AND IMPROVE EFFICIENCIES

Through a Universal Component Design





HOW IT STARTED

In recent years, the solar industry has experienced remarkable growth, fueled by a global shift towards sustainable energy sources. In fact, according to recent research, the global solar energy systems market size is expected to register a compound annual growth rate of 15.7% from 2022 to 2030. Data also shows that the solar industry has grown an average of 24% annually since 2000. This proliferation of solar solutions has given rise to unprecedented demand, presenting companies with the dual challenge of meeting market dynamics *and* providing exemplary customer service. For many racking manufacturers, rapid growth can also lead to inefficient racking designs.

A leading solar racking manufacturer was facing these exact challenges when it turned to Hynes Industries. The manufacturer was challenged with SKU proliferation, which complicated its design and led to extended lead times. It also was experiencing hyper-growth and needed to streamline operations and improve customer response time. This case study delves into how this strategic partnership not only addressed the challenges posed by the manufacturer's rapid expansion but also explores the vital role of roll form parts in shaping a more efficient and customer-centric process for the manufacturer.

15.7%
CAGR

24%
ANNUAL
GROWTH





THE CHALLENGE

When the solar racking manufacturer initially approached Hynes, its primary challenge stemmed from the need to enhance customer service in the face of rapid business growth. Its initial business model focused on sourcing parts from various suppliers—including non-roll forming suppliers—which resulted in a disjointed sourcing process, slower lead times, and higher costs. The manufacturer also had a number of varying components that provided similar functionality, making the design more complicated for specifying, fabrication, and installation. Because of this, the manufacturer recognized the need for a more streamlined design and sourcing approach.

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As a whole, the evolving demands of the racking manufacturer's expanding business necessitated improved lead times and cost effectiveness. **Despite its massive growth, the manufacturer aspired to provide its customers with superior service—and Hynes emerged as the obvious solution to replace its fragmented network of smaller suppliers.** Seeking a one-stop-shop solution, the manufacturer envisioned Hynes as the key partner it needed to facilitate its growth trajectory and ensure quicker access to parts, ultimately contributing to heightened customer satisfaction. This challenge set the stage for a strategic collaboration aimed at revolutionizing the manufacturer's operational landscape and elevating its commitment to unparalleled customer service.



A CUSTOM SOLUTION

Hynes responded to the solar racking manufacturer's challenges by identifying a solution that not only met its immediate needs but also revolutionized its operational structure. Leveraging Hynes' existing tooling and utilizing prints of the manufacturer's existing parts, Hynes introduced the manufacturer to its C Channel, or C Purlin, which most closely resembled the manufacturer's current tooling. Additionally, the Hynes engineering team worked closely with the manufacturer to consider a new design that would replace a number of other SKUs to further support a streamlined design.

The manufacturer adapted its design to align seamlessly with Hynes' tooling, a decision that would prove transformative. **This universal profile became the cornerstone for three facets of the manufacturer's business, leading to substantial cost savings.** Not only did the manufacturer have to place fewer orders, but this all-in-one solution could be incorporated across several of its carports and mounts, resulting in quicker lead times, as well. Hynes also developed a specialized die that would support numerous hole patterns and lengths, resulting in additional cost savings in tooling.



A UNIQUE APPROACH



1. Identify a solution



2. Collaborate



3. Choose design



4. Adapt design



— ” —

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THE RESULTS

The revised design resulted in an immediate \$500,000 in cost savings.

Additionally, this universal component reaped several other benefits, including:



SIMPLIFIED MANUFACTURING PROCESS

This strategic approach not only saved hundreds of thousands of dollars but also simplified the manufacturing process, with the same shape being produced in various lengths.



ADVANCED BUYING POWER

This standardized solution gave the solar racking manufacturer **the ability to buy parts in bulk, thus saving time and money.**



ACCELERATED GROWTH

The decision to source products from one reliable roll form manufacturer resulted in **quicker parts sourcing and the ability to meet growth demands.**



IMPROVED CUSTOMER SERVICE

The ability to source parts more quickly resulted in quicker lead times for customers.



Incorporating Hynes' C Channels into its existing design not only reduced costs for the solar racking manufacturer but also paved the way for a more agile and cost-effective operational model, showcasing the power of innovative solutions to meet the dynamic needs of a growing industry.



REVOLUTIONIZE YOUR SOLAR RACKING WITH ROLL FORM PARTS

Since 2012, Hynes has been working with numerous solar racking OEMs and EPCs to design, optimize, and develop solar energy racking solutions—using precision-engineered roll form fabrication techniques—to optimize strength and minimize component cost.

As the largest solar solutions roll forming company in North America, Hynes has designed, produced, and delivered racking components that power over 13 gigawatts of energy for some of the largest solar energy and racking companies in the world. These key components include solar tracker profiles, solar carport profiles, utility rooftop profiles, and fixed-tilt ground mount system profiles.

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