



ZOMEWORKS CORPORATION  
Passive Energy Products  
Established 1969

## Fixed-Rack Product Update

July 2018

Zomeworks is introducing a new, simplified part-number system and price list for our FX series of fixed-position, pole-top racks. The engineering design remains the same reliable rack it has always been, but the model number system and the method of pricing and ordering is updated & simplified.

This change applies only to the FX2, FX3, FX4 and FX6 products. The FXL products will continue to use the same model numbers and ordering method as always, however, be aware that prices of all fixed racks have increased by approximately 22%. This is due to the sharp increases in cost of steel and aluminum, which is in turn due to the recent tariffs. It is possible that the political situation may change and the tariffs may be repealed. In that event Zomeworks will re-evaluate price levels.

**Why are we changing the model numbers?** The old model numbering system was a “legacy” system which had evolved over many years. It used several different formats & suffixes to specify a gimbal, crossbar and rail combination, including every possible permutation of rail lengths. This resulted in over 300 possible model numbers. The old system also included a massive model-selection chart attempting to size a rack by PV modules on the market, but many of those on the list are obsolete and no longer available, forcing the customer to look for an approximately same-sized module. Due to the frequency that PV modules come and go from the market, it has become far too difficult for Zomeworks to update and maintain that type of sizing and ordering system. We are replacing both the model numbering scheme and the sizing chart, with a system that is—hopefully—easier for both the customers and for Zomeworks.

The new system for fixed racks reduces the number of models to only 22 components, from which any configuration can be achieved. These components can be ordered *a-la-carte*, based on a simple calculation of total array area. (Length x Width of module, times no. of modules.) An Array Sizing Guide is included in all manuals.

Customers may configure their own systems, or as always, Zomeworks will configure the system for you, given the model and number of PV modules to be mounted.

The rail provided by Zomeworks is the Alex rail, our own custom-designed aluminum extrusion. But due to difficulties on the supply-chain side, Zomeworks sometimes is unable to get sufficient supply of our extruded rail to keep up with production needs. In the event that we are unable to fill an order using our own rails, we will substitute an equivalent rail for the same price.

Note that due to inconsistencies in the old legacy system, not all prices have increased by the same rate. Some configurations increase as little as 6%, while a few increase as much as 40%. The new simplified *a-la-carte* system will provide a consistent pricing structure that is directly proportional to the size and material contained in any rack.

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