

# From Dust to Dollars: Reclaiming Solar Output in Stanislaus County

For one commercial customer in Stanislaus County, cleanings were an afterthought. The system had been running for years with minimal upkeep, and for a while, things seemed fine. But as months passed and bills climbed, it became clear: the panels weren't producing like they used to.

## The Challenge: Dirt, Damage, and Declining Output

Like many businesses in Modesto, Turlock, and Ceres, our customer didn't realize how much performance they were losing until a full system cleaning revealed several issues:

- 1 in 31 patients will pick up a healthcare-associated infection (HAIs) during their stay.
- Each year, 1.7 million infections in U.S. hospitals contribute to tens of thousands of preventable deaths.
- HAIs drain billions of dollars from healthcare each year in longer hospital stays, penalties, and lost productivity.
- Labor shortages in cleaning teams are fueling high turnover and slipping quality across the industry.

## The Misconceptions That Got in the Way

Like many others, this business thought they were doing enough. But here's what they didn't realize:

- **Rain doesn't help**— it mixes with dust and ash, creating grime that bakes on in the summer sun.
- **Hose water makes it worse**— hard water from standard rinsing left behind a cloudy film that blocked sunlight.
- **Annual cleanings weren't enough**— in high-debris areas like Riverbank and Turlock, production was tanking months before the next scheduled visit.

## The Turning Point: What a Single Cleaning Revealed:

After years of running the system with minimal upkeep, the customer finally scheduled a professional cleaning. The results were immediate.

- ✓ **Output jumped 30–40% overnight, proving that the buildup wasn't just cosmetic; it was costing them thousands in lost production.**
- ✓ **Surface issues became visible, including early signs of coating degradation and grime-related wear.**
- ✓ **Loose wiring and microcracks were finally caught, preventing bigger issues down the road.**

# Clean Panels Aren't a Bonus; They're the Baseline

If your system hasn't been cleaned in months, you're likely bleeding value without knowing it. With SolarTek's commercial service, clients are seeing major gains without the high costs or risks of manual methods.

## The Math: Why Regular Cleanings Pay for Themselves

When a 700+ panel system is losing 30% of its output, the financial impact adds up fast. For this customer:

- ✓ Each missed cleaning meant thousands in lost revenue.
- ✓ SolarTek's cleanings recovered production well beyond the service cost.
- ✓ Quarterly service would've kept the system at peak without guesswork or surprise dips.

If it costs a few thousand to clean, but you're getting tens of thousands back in recovered output, that's not maintenance; it's an investment.

## The Outcome: A Clean System That Finally Performed

Since switching to SolarTek, this Stanislaus County customer hasn't looked back:

- Production has remained stable, even through dusty seasons.
- Maintenance costs dropped, thanks to fewer surprises and more proactive care.
- Confidence in the system is higher than ever because clean panels mean measurable performance.

# Ready to see what your system's really capable of?

Contact SolarTek for a free estimate and performance review.

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