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# China's Sany Electric completes first US wind project

[Ros Davidson](#), Windpower Monthly, 02 August 2011, 9:24am

UNITED STATES: The first US wind project to be built by Chinese turbine manufacturer Sany Electric is now fully operating.



The Ralls project uses Sany Electric wind turbines

The 10MW pilot project, consisting of five 2MW turbines in the windy Texas Panhandle. It is located near Ralls, a village near Lubbock.

The power is being sold to the utility Xcel.

The project uses the companies SE8720IIIIE turbines, with Chinese partner AVIC International. The development was bought from American Seawind, a local developer.

News of the [self-funded project first emerged](#) in December 2010.

Sany has a development pipeline in the Texas Panhandle—in the north of the state--and in Central America. But it has no firm plans as yet to build a second US wind project, according to project development advisor Stacy Rowles.

Fellow Chinese manufacturers [Goldwind and Guodian](#) have recently built or are developing US projects in an to forge a track record in the country's market.

In March, Guodian United Power signed a deal to supply six 1.5MW turbines to a small 'distributed power' project in Corpus Christi in south Texas.

Last year, Goldwind completed a 4.5MW pilot project in Pipestone, Minnesota - its first US project.

## Wind



Sany founder Liang Wengen at the announcement of the company's first manufacturing plant in the US.

## Sany to commission five-turbine Texas pilot project in June

**Sany Electric expects to commission its 10MW Ralls wind farm in Texas on 15 June, marking the debut of the Chinese vendor's turbines in the US, Stacy Rowles, project development manager, tells *Recharge*.**

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- [Sany eyes wind farm for US push](#)

“We’re in the pre-commissioning stage now,” she says, with five turbines erected on private property leased from two landowners. Ralls is west of the city of Lubbock in the Texas Panhandle, a region with strong wind resource.

The project, which [Sany](#) is funding, will demonstrate performance of the SE8720IIIIE model 2MW turbine for potential US buyers, who are largely unfamiliar with the Chinese vendor and its turbine offerings. Rowles did not give a project cost.

Electricity generated will be sold into the merchant market on a spot or short-term contract basis, where prices can experience large swings. Private lenders in the US will generally not finance utility-scale wind projects without a long-term off-take arrangement.

The SE8720IIIIE turbine’s rotor has an 86.8 meter diameter with three blades. The nacelle is attached to an 85 meter high tower. Sany says its turbines can achieve 100% power production in winds as low as 0.7 mile a hour.

Chinese turbine makers are following Goldwind’s lead in setting up demonstration projects to showcase their technology in a bid to gain a foothold in the US. An executive at Sinovel says that China’s market leader and largest turbine vendor is looking at US sites for this purpose.

In Goldwind’s case, it followed up a three turbine pilot project in Minnesota by purchasing a 106.5MW wind farm project in Illinois that had a 20-year power purchase agreement. The vendor is supplying equity with the China Development Bank contributing debt.

Turbine makers see the prospect of Chinese state banks providing cheap equipment and project financing as a potentially strong selling point. Developers say it could be if political and technology issues did not play such an important role in their purchasing decisions.

For starters, no Chinese vendor has a US plant. Given the large trade imbalance in China’s favor, Congress and the White House are pressuring Chinese firms to set up manufacturing operations here. Goldwind has sought to counter anti-Chinese commercial sentiment by using blades and towers made in the US for the 71 to 75 turbines it will site in Illinois.

Technology risk is also an impediment for Chinese entrants. Developers here tend to work with one or two established European or US vendors, while many utilities historically are conservative in their purchasing decisions.

Unlike its Chinese rivals, Sany has a manufacturing presence in the US, a plant that assembles heavy construction equipment in Georgia. The \$60m investment has won Sany political goodwill at the state and local levels, while providing it experience with doing business in the US.

[Richard A. Kessler](#)

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# Wind



Chairman Liang Wengen, centre, founder of Sany Heavy Industry Photograph: AP/PA

## **Sany erects test turbines in Texas to prove its product**

**Chinese heavy equipment maker Sany has begun construction of a pilot-scale wind project in the Texas Panhandle, *Recharge* has learned.**

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Jason Yang, a company director, tells *Recharge* that work began about a month ago on the project, which will comprise five 2MW turbines.

“Until we finish it, I don’t want to make too big a deal out of it,” he says, declining to disclose the specific location. “It’s to prove our product.”

Yang expects the turbines to be operational by the end of May next year.

The company, which has established heavy-equipment operations in the US, intends to sell electricity from the project to Xcel Energy, Yang says.

[Sany](#) is one of a small group of Chinese manufacturers moving aggressively into the US market. To gain acceptance from Western financiers, they need to establish an operating record for their turbines on US soil.

Other entrants include [Goldwind](#), which has had three direct-drive turbines spinning in Pipestone, Minnesota, since January. It says that the 1.5MW machines initially achieved availability of 96.5% and more recently have hit 97.5%.

Goldwind USA chief executive Tim Rosenzweig says the company intends to do another pilot project for the launch of its 2.5MW direct-drive turbine next year.

[Benjamin Romano, San Francisco](#)

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Sany Electric Erects Its First U.S. Wind Turbines in Texas  
in [News Departments](#) > [Projects & Contracts](#)  
by [NAW Staff](#) on Wednesday 04 May 2011



[Sany Electric](#) has erected its first wind turbines in the U.S. at a project that broke ground in December 2010 in Ralls, Texas. There are currently five SE8720IIIIE 2 MW wind turbine generators erected on the site, with more planned in the coming years, according to the company.

Each tower is 279 feet tall, and the project is expected to be operational later this month.

The SE8720IIIIE wind turbines are specially designed for the 60 Hz power grid and meet all International Organization for Standardization, American National Standards Institute, and Occupational Safety and Health Administration related standards, according to Sany Electric.



# **Sany to commission five-turbine Texas pilot project in June**

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Sany Electric expects to commission its 10MW Ralls wind farm in Texas on 15 June, marking the debut of the Chinese vendor's turbines in the US, Stacy Rowles, project development manager, tells Recharge.

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