

A low-angle photograph of two hands reaching up towards the sun. The hands are positioned in the center of the frame, with fingers slightly spread. The sun is directly between the hands, creating a bright starburst effect. The background is a clear blue sky with scattered white clouds. At the bottom of the image, a green field and a line of trees are visible under a bright sky.

# SOLAR INSTALLATION GUIDE

HANDY SOLAR TIPS FOR EVERYTHING YOU  
NEED TO KNOW AND EVERYTHING TO AVOID

## IF YOU ARE ABOUT TO MAKE A 25 YEAR INVESTMENT, THEN THIS IS ESSENTIAL READING

Switching to solar energy is one of the most positive steps you can ever make in life. However, it's effectively a 25 year investment so choosing the right solar company is equally important which makes this guide essential reading before you proceed.

Braemac Energy is in this business for the long term which is why we are committed to educating consumers as much as possible. We have many years of experience providing solar energy systems and we want to share this knowledge with you so you have all the critical information about:

- ★ WHAT YOU ARE ENTITLED TO
- ★ WHAT TO LOOK OUT FOR
- ★ WHAT TO BEWARE OF



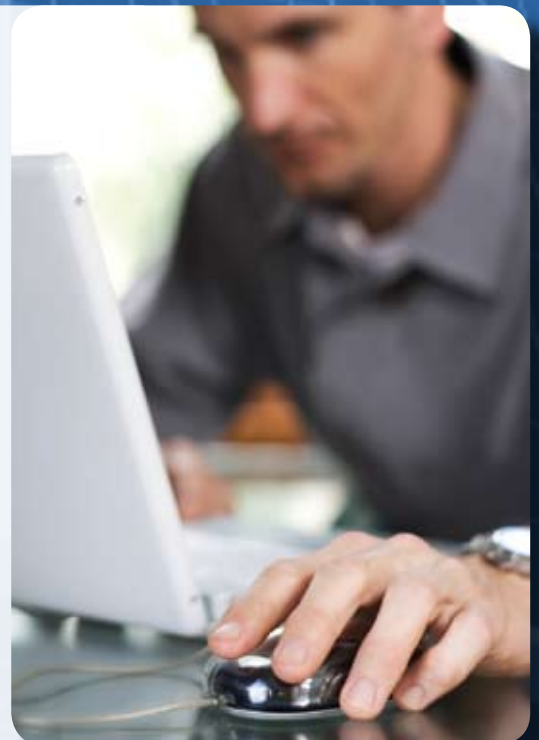
## SOLAR CREDITS: FIND OUT WHAT YOU'RE FINANCIALLY ENTITLED TO

The great news is that the government is still putting solar installation within your financial reach. Credit towards your expense is now provided in the form of Renewable Energy Certificates. The level of support provided by Solar Credits will depend on the price of RECs (which may vary over time) and the location and size of the system. For full details, talk to a Braemac Energy representative or visit [www.climatechange.gov.au](http://www.climatechange.gov.au)

## CHECK LIST BEFORE YOU BUY

Before you purchase a solar electricity system in Australia there are 4 areas that you need to understand before you buy:

- 1 It is important that you understand what government rebates are available to you as in many circumstances, these can pay a substantial part of the up front cost of the system that you have installed.
- 2 You need to know how much you will get paid for your solar electricity through your solar electricity provider, as this can make a huge difference to how long it will take for the system to pay for itself. This will depend on whether your state has what's called a Feed In Tariff.
- 3 When you are ready to buy, you should always get multiple quotes from installers. You should be comfortable analysing these quotes and deciding which one will be the best solution for your unique circumstances.
- 4 How will you be financing your solar system? 100% up front or putting it on the mortgage perhaps? Maybe you want a personal loan.



## DON'T WASTE ENERGY WITH A SUB-STANDARD PROVIDER

There is a bewildering amount of information in the market and it can be difficult to compare one installer to another. So how do you choose the best solar installation company?

*You should compare quotes, technology, quality and credibility.*

### When buying a solar product, it's critical to consider the following:

- How long has the company been in business? Will they be around in 25 years to fulfill the warranties if they arise?
- How much do they want up front? This speaks volumes, if they want more than 20% up front then they are either a small company (not necessarily a bad thing) or looking to make a fast buck with little to none of their own capital involved (this is a bad thing).
- Do they have their own installation crews?



- What brand are the panels? Many companies use generic or re-badged products. Go with brand names you can trust, ones you can research. Brands like Suntech, Sharp and Kyocera have a proven track record for longevity and quality.
- What inverter are you being offered? Inverters are crucial to the continued health of your solar or wind installation. SMA and Fronius are German made and widely considered the best available. Latronics is an Australian made inverter with a good reputation. The manufacturer warranty should be a minimum of 5 years.

### REASONABLE EXTRAS ON A QUOTE INCURRING CHARGES

- ★ Tilt racking for flat roof.
- ★ Travel costs for remote locations.
- ★ Two storey house installation.
- ★ Split systems (panels located on two or more parts of the roof).

### UNREASONABLE EXTRAS ON A QUOTE INCURRING CHARGES

- ★ Site inspection fees. If they want your business, they should come see you.
- ★ Tile roof charge. There is no labour or material cost difference that warrants any additional charge for a tiled roof.
- ★ Upgrade to brand name panel/inverter. Reputable companies like Braemac Energy offer quality product up front!

WORLD'S BEST...

Braemac Energy's supplier, **Suntech Power**, is the world's leading manufacturer of crystalline silicon photovoltaic (PV) modules. They have just set a new world record for multi-crystalline silicon module conversion efficiency. The new world record conversion efficiency (aperture area only) was measured at 16.53% by the Fraunhofer Institute for Solar Energy Systems ISE.

The latest record is well above previous records and is a reaffirmation that Suntech's Pluto powered multi-crystalline modules have the highest conversion efficiency in the world.

 **SUNTECH**

# BRAEMAC ENERGY IS LOOKING AFTER THE ENVIRONMENT

Braemac Energy's environmental commitment, backed by an extensive technology base, powers our drive into the latest renewable energy alternatives. Ultimately, it's all designed to help combat the effects of global warming with clean, green power.

At Braemac Energy, we feel a deep responsibility for raising awareness of climate change issues and helping others understand the role that solar energy can play in reducing carbon dioxide emissions. We are also passionate about working with people, nature and technology to provide for a more sustainable future.

*"You're investing in a system designed to last over 25 years, so choose a company that will be there for you."*



BRAEMAC ENERGY IS PROUD TO ASSOCIATE WITH THE WORLD'S BEST SUPPLIERS OF PANELS AND INVERTERS.

**SUNTECH**

**SHARP**



FREE CALL: 1800 759 769  
[www.braemacenergy.com.au](http://www.braemacenergy.com.au)

