



## Solar Simplified Manual

### Government Rebate (STC):

Easily one of the most lied and mislead topics in the solar industry to date so let's expose the truth, what are STC's (small technology certificates). For every solar system installed by a licensed CEC installer you will receive a rebate based on the size of the system install e.g 6.6kw \$3500 , the bigger the system so is the rebate. Now although at the end of every calendar year it decreases by roughly \$300 until the incentive completely finishes in 2030. There is no end of financial year reduction, no increased limited time only larger rebate, no special rebates outside the above mentioned specifically related to the install of solar PV systems. All of the previously mentioned have been designed by slippery sales staff trying to create urgency or fear to force a consumer into a sale!

### Salesman VS Professionals

The biggest challenge facing our industry is that you do not have to be licensed to sell solar in Australia. This creates a lot of distrust in the public and previous purchasers who have been burnt by the mismanagement and carelessness of unqualified and ignorant company's only in it for financial gains.

I myself am a qualified technical tradesman in the designing and installing of PV systems and energy storage. My intellectual property has been gained over countless years installing and learning about solar and its ever-changing products and standards. I endorse products that are trailed and testing providing customers with the best value for money whilst meeting their financial expectations.

A salesman has no real technical knowledge or genuine interest in solar as they just see it as a job to make as much money as they can. They are trained to read from a script and will endorse products in which their company can get the greatest mark up with the lowest cost of purchase.

When making such a large financial purchase make sure you're doing business with a CEC accredited installer and Australian recognized electrical contractor.

### Shading:

It is important to understand on conventional string systems the shading of a single panel will restrict the output of the string in which it is attached to this will result in decreased power output which will affect the systems performance and ROI of your system. It is important to have them installed well clear off shade and if shading is unavoidable ask about the SolarEdge solution.

### Products

Once referred a system or even well before purchasing do your research. If I knew nothing about solar before purchasing, I would research brands of panels and inverters to see what public feedback



has been offered. Are they reputable manufacturers with a long presence in Australia's harsh climate? What are there pros and cons over the competition?

### Module Warranty

The greatest misinforming and misleading the public our industry is responsible for. Don't be fooled there are two types of warranty's when it comes to solar panels,

**Product Performance:** In a nut shell it means a solar module will not be any less efficient than 80% meaning over its 25-year life cycle it is allowed to degrade by 20%. This is an Australian standard to be allowed on the Clean Energy councils accepted manufacturers list. An easy warranty for the manufacturers to negate and a hard one for a customer to prove if all or any modules are less than 80% efficient before there 25<sup>th</sup> birthday.

### **Product replacement:**

This is the only solar module warranty to be interested in. If my panel is faulty or completely dies how long am I covered for? The product warranty will determine this. The industry standard is 10 years however there are manufacturers offering up to 30 years product replacement on their modules.

There are many company's marketing "25 year warranty". Ask the question on what as more often than not you will find they are endorsing the performance warranty its not a lie but they are certainly not telling the truth!

It's also important to keep in mind the higher the product warranty the increased cost to purchase such a module for peace of mind does not come cheap and some people will not see value in such warranty's as they will have a certain period of time living at that particular property.

### Inverter warranty

Most inverters have an industry standard of 5 years with a lot of manufacturers offering additional warranties for a fee. Others like the well-known inverters Solaredge 12-year warranty or Fronius have a standard 5-year warranty with an additional 5 years offered once registered online. When choosing an inverter make sure its reliable and has the option for a 10-year warranty.