

Solco Newsletter

bringing us closer together

JANUARY 2011



Industry News

Installation of rooftop solar panels surges

Australians have installed more than 100,000 rooftop solar panels this year, this total is more than the entire previous decade, new data shows.

This has now confirmed Australians are keen to do their bit in the battle against climate change.

A report by Clean Energy Australia, released by the peak industry body, provides a snapshot into just how Australia uses renewable energy.

The data showed there were 105,520 solar power systems installed in Australia in the 10 months from January to October 2010, more than the 81,232 installed from 2001 to 2009.

The Clean Energy Council's chief executive Matthew Warren said "Over the past year, more than 100,000 households have made a significant personal investment to take individual action on climate change"

Electricity costs are slated to rise by up to two-thirds in NSW and Queensland by 2015 to meet increasing energy demands, with at least \$100 billion needed to upgrade aging infrastructure.

Mr Warren said investments in clean energy would be much cheaper.

[read full article](#)

AGL lifts prices due to renewable energy target

The energy retailer AGL is the first company to charge extra to cover the costs of the Federal Government's renewable energy target.

From January 1, AGL customers will face a 3.8 per cent increase in charges.

The Acting New South Wales Energy Minister Phil Costa says AGL will not be the last company to raise its prices.

"That's going to happen across all states eventually," he said.

Mr Costa says the price rise is separate to the independent regulator IPART's increases due next year.

[read full article](#)

Corporate News

Solco secures landmark exclusivity agreement with global solar pumping manufacturer Lorentz

The deal which is expected to significantly increase Solco's share of Australia's growing solar pumping market. Solco has now successfully positioning itself as a one stop shop for sustainable water and power solutions.

[read more](#)

Latest Promotions

SMA Inverter Grid Kits



Special Offer
SMA Grid Kits
10yr Inverter Warranty

Kits Include:
Solar Panels, SMA 1700 Inverter with 10yr Warranty, L1/R1/R2 Mounting Systems, Rooftop String Fusing, Leads and Circuit Breakers, Enclosures, Glants & Inserts, Label Kit & Grid Manual CD, Free Delivery to Mainland Capital Cities.
10yr Warranty on SMA 1700 Inverter, Standard in House

Kit Number	Kit Name	Kit Description	Price per Kit
D1801-2100-1000-1000-1000	1000W	Advantage 2100W Solar Panels & SMA 1700 Inverter (10)	\$1,995.00
D1802-2100-1000-1000-1000	1500W	Advantage 2100W Solar Panels & SMA 1700 Inverter (15)	\$2,995.00
D1803-2100-1000-1000-1000	2000W	Advantage 2100W Solar Panels & SMA 1700 Inverter (20)	\$3,995.00
D1804-2100-1000-1000-1000	2500W	Advantage 2100W Solar Panels & SMA 1700 Inverter (25)	\$4,995.00
D1805-2100-1000-1000-1000	3000W	Advantage 2100W Solar Panels & SMA 1700 Inverter (30)	\$5,995.00
D1806-2100-1000-1000-1000	3500W	Advantage 2100W Solar Panels & SMA 1700 Inverter (35)	\$6,995.00
D1807-2100-1000-1000-1000	4000W	Advantage 2100W Solar Panels & SMA 1700 Inverter (40)	\$7,995.00
D1808-2100-1000-1000-1000	4500W	Advantage 2100W Solar Panels & SMA 1700 Inverter (45)	\$8,995.00
D1809-2100-1000-1000-1000	5000W	Advantage 2100W Solar Panels & SMA 1700 Inverter (50)	\$9,995.00

For more information on grid connect kits > **1800 074 007**

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Events

CEC & ATRAA Melbourne

2nd to 7th May 2011
Booth 22,23 & 24
See you there!

[find out more](#)

Products News

Photon study confirms: SolarEdge Power Optimizer “well engineered, ramps up solar array output”

The Photon Photovoltaics Lab has dedicated several months of testing and simulations during 2010 to the independent comparative performance analysis of SolarEdge PowerBoxes vs. six different power optimizer models offered by 4 vendors. The following case study presents the highlights of that analysis, which has been published by the German edition of Photon Magazine on November 2010.



solaredge
architects of energy™

In a broader perspective of the comprehensive advantages of some power optimizers, Photon asserts that power optimizers with active communication systems like SolarEdge’s, “have the ability to discover defective modules very quickly”. Moreover, according to Photon: “power optimizers have a bright future ahead of them for a completely different reason, namely that they allow for monitoring and control of solar arrays at the module level – which means that in case of a fire the photovoltaic system can shut down almost immediately without the need for electric current.”

The SolarEdge PowerBoxes have increased the energy across a wide range of real-life shaded and unshaded cases, by up to 32%.

Photon concludes: “The system seems to be well engineered, ramps up solar array output, and is one of the least expensive power optimizers currently on the market”. SolarEdge PowerBoxes were among the only two power optimizers that “could be configured without difficulty and worked properly from the beginning”.

In a broader perspective of the comprehensive advantages of some power optimizers, Photon asserts that power optimizers with active communication systems like SolarEdge’s, “have the ability to discover defective modules very quickly”. Moreover, according to Photon: “power optimizers have a bright

[read more](#)

Pumping News

Solco secures landmark exclusivity agreement with global solar pumping manufacturer

Lorentz has appointed Solco Ltd as its exclusive Australian distributor for its pumping product family. This is a significant development for the Australian solar pumping market. Solco now has direct access to a world-leading solar submersible pump family which, coupled with their extensive range of solar panels and ancillary equipment, this is a definite benefit for all customers who can now access greater product range and via a well established national distribution network.

The ability for Solco to distribute and service Lorentz product from its East and West coast operations and the sales support network it has established across the country were key factors in Lorentz deciding to partner with Solco. “We are excited by the co-operation with Solco and the generated benefits for our customers. This partnership will merge the leading product offering from Lorentz with the outstanding distribution and support capabilities of Solco,” commented CEO Bernt Lorentz. Known as a solar pump systems specialist, Lorentz is one of three major solar pumping manufacturers in the world.

Solco is looking forward to increasing sales of Lorentz pump systems throughout Australia, providing improved distribution, service and customer support, and growing the Lorentz brand nationally.

“Currently, the major users of solar pumping equipment are farmers, pastoralists, mining companies and remote communities with no access to mains water and electricity supplies – and with greater awareness of the importance of water conservation due to the effects of climate change, we expect the market to grow and diversify further in the coming years.” Solco’s Chief Executive Officer Mark Norman.

As of 1st December 2010 Solco will be accepting orders for all Lorentz products at its offices throughout Australia. For all your immediate Lorentz product requirements please free call 1800 454 161.

[read more](#)



Projects News

Solco project division continues to kick goals

Solco has a demonstrated capability to manage a diverse range of solar power and water infrastructure projects in Australia and overseas. Often in collaboration with international aid organisations and financiers, Solco provides project management covering the complete range of project activities – from requirements analysis through to system design, supply, construction, commissioning and on-going maintenance for all types and sizes of projects including grid, remote, hybrid, mini-grid and specialist applications.

Shire of Mundaring, WA

This 16kWp Solar PV system was installed in September 2010 as part of the Solar Cities program. It incorporates a unique visual display system with an LCD monitor in the lobby of the Shire Offices.

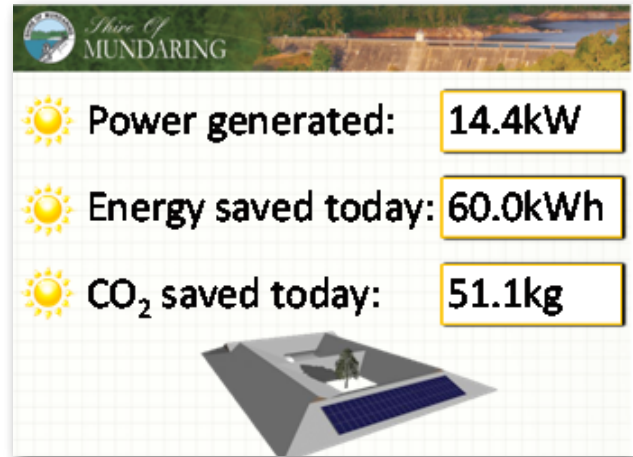
The display software ("SolcoShare®") was designed by Solco and allows Shire personnel to insert and update general topical information as well as providing instantaneous and cumulative performance data for the solar array.

[continued](#)



Solar array on administration building

SolcoShare® can be customised for any project, this data can be displayed to promote your contribution to the environment. The display which was designed for the Shire of Mundaring can be seen below.



Staff Profile

Chris Middleton

National Solar Pumping Manager



Chris's first day at Solco was 13 years ago, since then Chris has worked hard, lead by example and rolled up his sleeves to get the job done. Chris does not like to be told that something is not possible without the irrefutable proof that it is not possible.

Before Solco, Chris achieved a Bachelor of Business from Edith Cowan University with a major in accounting and sub-major in public accounting and was running his own small business in landscaping and paving.

Chris is now all the more passionate about solar today than when he first started with solar, and is really excited about being involved with Solco's continued growth into the future. Chris will be relocating from Perth to Melbourne on the back of the exclusive Lorentz deal to establish distribution of Lorentz and Sun Mill product on the East coast from our BNE and Melbourne warehouses, provide and enhance the technical support to Lorentz and Sun Mill resellers across Australia with emphasis on the Eastern seaboard and further develop Solco's solar pumping distribution network.

At home Chris is married and has two kids, frogs, dog, bird, fish and numerous insects and creatures as collected by the children! With his spare time, Chris enjoys surfing, fishing, diving, AFL ("no I do not barrack for Collingwood, West Coast or Freo – I support Richmond, a member for 10+ yrs")



Other slides or initiatives can be included in the display

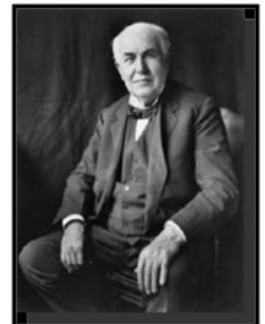
[read more](#)

To enquire about assistance for your sustainable power or water project, please contact Solco on 1800 454 161

Quote of the Century

"I'd put my money on the sun and solar energy. What a source of power! I hope we don't have to wait 'til oil and coal run out before we tackle that."

- Thomas Alva Edison, 1847-1931



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