



Building Contractor License# BLD221857

Phone: 08 8377 4455

Fax: 08 8377 4477

Web: www.solarman.net.au

Postal: PO Box 17 O'Halloran Hill SA 5158



'No Hype – Just Good Advice'

USEFUL TIPS FOR CHOOSING A SOLAR SYSTEM

APPLES WITH APPLES:

There's always a reason when things are cheaply priced. With solar systems there is a considerable difference in quality of materials and installation, in longevity and long term pay back. It pays to be informed and not just buy on price. Usually, if you pay less, you get less. It is wise to compare systems VERY carefully.

PANEL SIZES AND QUANTITY:

More panels does not mean a bigger system or more power. In fact, higher efficiency systems require less panels or less roof area than a lower efficiency system.

ENERGY YIELD:

A performance warranty is not the same as projected energy yield. This can make a difference to your bottom line. Get the expected energy yields in writing, these should include annual daily average, summer peak and winter minimums.

All panels sold in Australia have been rated by a Standard Test Condition (STC), but this does not reflect real world conditions. Thus, energy yield can vary by location. Only an experienced designer can determine and analyze the actual conditions at your site and give you the **choice** of suitable **options**.

ACCREDITED DESIGNER AND INSTALLER:

There's a reason why the government requires a formal accreditation to design a solar system. Solar systems are more than just panels and inverters. Energy yield, reliability, and longevity are a few key differences our Accredited Designer can make to your system.

Note: only individuals can be accredited, companies or businesses cannot.

It is in your best interest to have an accredited professional **visit your site and design a system for you**. Visit www.cleanenergycouncil.org.au for more information about accreditation.

Additionally, all companies are required to have a South Australia Building Work Contractor's License to install solar systems. Don't assume every business is properly licensed. If you're not sure, contact the **Office of Consumer and Business Affairs** and ask the question before you sign or pay money.

(Please turn over)

WARRANTIES:

Have you seen the 25 year 'system' warranty on all the ads? This is an industry wide standard and only relates to panel performance, not the panel manufacturing quality, inverter, framing or anything else. More importantly you should be concerned about **inverter** reliability, **cable** integrity, and **framing** endurance. Make sure you are informed about all warranties and **expected performance of the entire system**. What about **installation** - most companies only offer a 1 year warranty on workmanship. SOLAR-MAN offers a **5 year warranty on our workmanship**.

SALES AND SERVICE:

Personal service begins with accurate on-site inspection, discussion of **your** needs and various system **options**. A single contact person for your entire project is a benefit which can provide peace of mind. A thorough explanation of the recommended system, with an itemized quotation detailing components and warranties should be provided. Upon completion of the installation, you should expect an explanation of your system operation and safety procedures. All documentation including warranties, serial numbers, and a wiring diagram should be provided shortly after installation.

If you select SOLAR-MAN as your installer we will follow up the above services with an accurate time line to complete your project. This includes liaising with ETSA for connection approval, your energy retailer for your meter upgrade, and any government regulatory authorities that may be applicable. If you have a question about your system or related aspect, our personal service will be there for you.

FINALLY...

Alarm bells should start ringing if you are being pressured to 'sign today'; especially if no one has seen the installation site, explained the system fully, or given you options.

Companies who sell over-the-phone or internet, request photos or use Google Earth to 'design your system' are not likely to sell you a system that will meet your expectations.

Our mission is to ethically promote sustainable energy to consumers through designing and installing superior solar systems. We are committed to educating consumers by providing expert advice and delivering quality customer service.

Whether you're aiming to lower your electric bill, eliminate it, or make money for your investment over the life of the solar system you need the **facts**. It costs nothing except about an hour of your time at your home to get the **facts**. *'No Hype – Just Good Advice'* is not just a slogan; it's how we do business. If you want all the **facts** before you buy call **SOLAR-MAN**.