

# More support for contractors moving into solar

With technology advancing, prices falling and demand increasing, solar generation is poised to become a standard installation option for home and business owners. Offering investment paybacks of under 10 years and a panel service-life of well over 25 years, solar power systems generating enough electricity to knock power bills for a six are now providing electrical contractors with a new line of business and a considerable addition to their standard services, says Brian Crum of solar power supplier, YHI.

"All the numbers are trending in solar power's favour and that's a big opportunity for electricians wanting to help free their customers from ever-rising power prices. For years solar power has been seen as the future, but it is now taking off and is a very present opportunity.

"So much investment is now being made in solar we are seeing product and performance gains coming through all the time. Systems available today from our leading international supply partners are highly efficient, reliable and ever more affordable thanks to rising international demand."

Crum says a lot of recent focus has been on grid-tied systems, where any extra power needed is drawn from the grid rather than from an expensive battery bank. But that is now changing.

"Inverter manufacturers are trending towards battery supported grid-tie inverters



**With solutions to suit small domestic installations or large commercial buildings, YHI has installed a 52 kW system on its own roof in Auckland to help introduce electrical contractors to the business opportunity solar power now provides**

where the customer is able to store more power and export less. While this technology is still largely in the development phase, there are options available now and there will be more in the near future."

## Battery expertise

Crum says electrical contractors can be very confident in YHI's expertise in storage batteries and the quality of its primary battery suppliers. YHI has been supplying industrial batteries for industrial, utility, solar, commercial, and data centre markets throughout the country for the last 12 years, representing Vision, C&D Technologies and Crown brands.

"The electrical and electricity industries can confidently regard YHI New Zealand's Power Systems operation as the ideal partner for UPS, power quality, DC and battery sales and service. Solar solutions are a growing part of this and we represent some of the world's top brands in all the equipment needed for a successful solar installation, regardless of the type of roof it is installed on."



Brian Crum

## Inverter choice

This leading technology includes three ranges of solar inverters for converting the DC generated in the solar panels to usable AC. Primary supplier of string inverters to YHI is Delta – the world's largest manufacturer of power electronics, says Crum.

The Delta ranges are supplemented by Renesola micro-inverters and now the recently added Enphase Energy micro-inverter range. Enphase Energy claims the largest market share of residential inverter sales in America and recently launched its fourth-generation M250 micro-inverter into the Asia-Pacific region.

Crum says instrumental in Enphase Energy's decision to go with YHI Power Systems is their combined commitment to bringing to customers and the market the best quality, service and brands distributed from YHI's six regional warehouses.

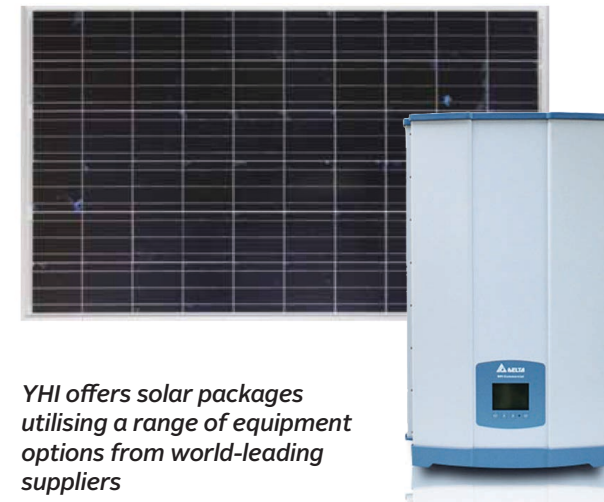
"Not only are we supporting the solar industry with the best product choices locally, we are also providing a lot of technical

advice and support so contractors can confidently step into the solar market. With full systems available including mounting hardware, PV modules and world-class inverter technology, we are able to take the guesswork out of choosing the right equipment and allow installers to focus on installing."

He says suppliers like Enphase Energy recognise the improvements YHI Power Systems is making to solar supply chains with its national network and presence.

"We operate in all solar markets including agricultural, commercial and residential, with standard packaged solutions ranging from 1.5 kW to 15 kW. Higher wattage systems and custom solutions are also available.

"For optimal installations, payback can be as quick as six years. Using YHI quality systems you can gain your share of this market and join the fastest growing sector in the electrical industry today. We provide all the information you need and our expanded 2015 Solar Product Catalogue is available now."



**YHI offers solar packages utilising a range of equipment options from world-leading suppliers**

Featured in the catalogue are Renesola modules – the solar panels that turn sunlight into power. Crum says Renesola is one of the largest producers of solar panels in the world and a tier 1 manufacturer.

"As Renesola's sole distributor in New Zealand we get excellent support for these quality modules. They are highly consistent in their power output and are backed with a 25-year performance warranty."

For all its capability YHI is not in the business of competing with electrical contractors. Crum says YHI is building its solar business as a supply partner to contractors and not as an installer of solar systems.

"We are here to help installers with training, product familiarisation and technical support. There is a lot of information on our website included SDOCs, we offer training seminars and there is a technical specialist available to you in each of our regional warehouses. Not only can we help you gain a new business opportunity, but also pick up maintenance work and replacement sales on battery installations."

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