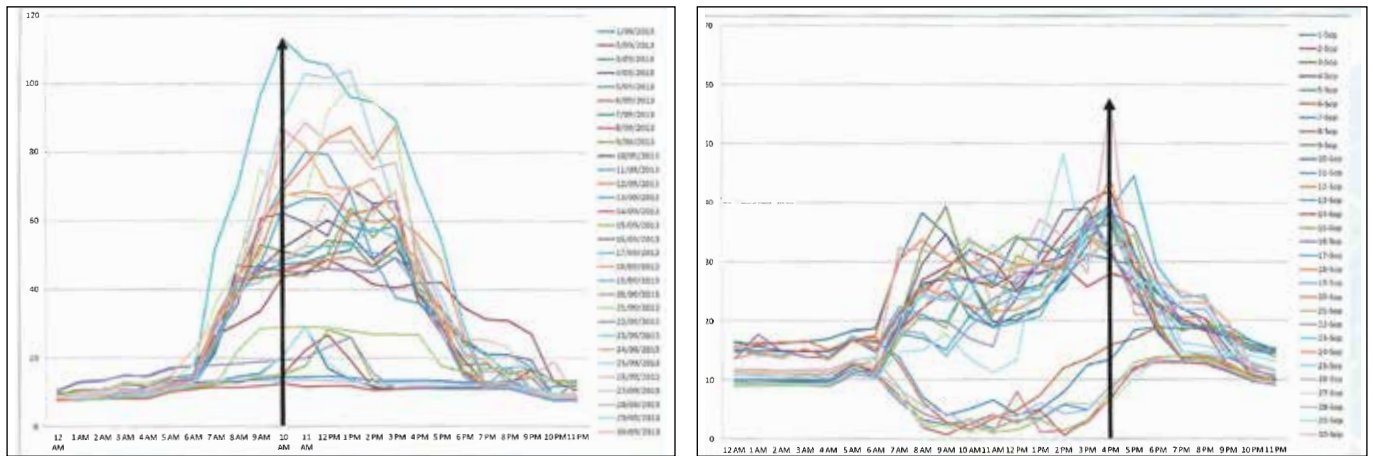


# SUN SHINES ON MTAQ'S SOLAR POWER PARTNERSHIP



MTAQ's power usage fell dramatically from September 2013 (left) to September 2014 (right) after installation of a 30kW solar power system by Australian All Energy Solutions

**T**HE PRICE OF energy is an issue for every business, and with the cost of electricity continuing to rise installing solar power has never been a more sound proposition. But to whom can you turn for expert advice on the benefits of solar power?

MTAQ has formed a partnership with Australian All Energy Solutions (AAES), the highly experienced team of solar energy experts who installed the system at MTAQ's headquarters - The Sir Jack Brabham Automotive Centre of Excellence.

AAES installed a 30kW system for MTAQ and that system has reaped extraordinary benefits in just 12 months. Figures indicate MTAQ will save more than \$8000 on its energy bill in the first year thanks to a dramatic fall in electricity demand - MTAQ's peak daily demand in September 2013, for example, was 117kW while in September 2014 it hit just 67kW.

"The results are in and far better than expected," said AAES founder Paul Reynolds. "Our original estimate was a saving of approximately \$4000 per year but we're actually up around \$8000."

And as the weather heats up during the coming years - and as businesses' energy bills inevitably rise as a result - a solar system application is the perfect solution.

And those solutions do not have to be massive, or massively expensive. In fact, AAES focuses on 'optimum efficiency', emphasising that a large and expensive system that produces



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more power than required is both a waste of power as well as money.

"Bigger is not necessarily better," said Paul. "The biggest system doesn't necessarily mean the optimum return. We're interested in the customers getting a long-term benefit and a quick return on investment."

AAES can, of course, accommodate systems up to any size, but always with an eye on the returns to the client.

"If a big system is needed we recommend it be done in stages. That way a client can see some benefit before moving on to the next stage."

AAES is also at the forefront of providing new and exciting

developments to customers and are constantly analysing innovations in technologies. These include new and more efficient battery systems that can add energy protection and value to a business's bottom line.

The company also has a range of finance plans that can allow customers to install a range of energy-saving solutions without a large up-front payment and which include a number of benefits, including no deposit and flexible repayment terms.

AAES will soon be conducting presentations for MTAQ Members on energy-saving solutions and these will include case studies unique to the Association's divisions, offering specific analysis of potential benefits to the members of the service station division, new car dealers, mechanical workshops and other industry sectors.

One of the AAES team's strengths is their follow-up service - a service that helps to educate clients on exactly how solar systems work. It's a service that builds a close relationship with their clients, much like the one developed with MTAQ.

"We're proud of the partnerships we have with our clients," said Paul. "They can have confidence knowing they're dealing with people who know what they're doing and that the relationship goes way beyond just selling a system."

**Members can contact AAES on 1300 137 227 and visit their website at [www.aaes.com.au](http://www.aaes.com.au) MTAQ will also contact members with details of upcoming AAES presentations. **