

SOLAR POWER A BOOST TO BUSINESS



WITH ENERGY PRICES on the rise, considering an investment in solar power is a sound business proposition.

And with systems available that can supply almost all of a business's power requirements and which have a financial payback within just a few years, the savings, as well as the environmental benefits, are substantial.

The team at Australian All Energy Solutions (AAES) have installed systems across Qld, providing just such solutions for customers ranging from the rural farming sector to commercial and industrial projects - including the 30kW system at MTAQ's headquarters.

AAES also recently installed a similar system at the Toowoomba Showgrounds, home of the Royal Agricultural Society of Queensland (RASQ), which plays host to a number of major events during the year, including the Toowoomba Royal Show and the Heritage Bank Ag Show.

Damon Philips, RASQ CEO, has been impressed both with the system installed at the Showgrounds' Founders' Pavilion, and with the service supplied by AAES.

"AAES were very proactive," he said. "They came to see us with some proposals and, though we did go to the marketplace and ask a number of organisations for submissions, we found AAES could answer all our questions, had the experience in

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these bigger systems, and were really proactive in supplying us the data.

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With new, common standards developed between Energen, Ergon Energy and the Solar Power industry, now is an even better time to be considering a move to solar power.

The new standards, proposed to apply across Qld from July 1, include the removal of technical assessments for systems up to 30kVA with a power-limiting device, and the support of battery energy storage systems.

The changes mean there will be less bureaucratic red tape to install large solar systems, and battery power systems will ensure that businesses have power on hand should there be any outages or blackouts.

AAES takes a broader view of energy solutions, complementing the solar panel business with other energy saving plans.

"It's not a matter of saying 'put solar panels on every building'," said AAES founder, Paul Reynolds. "It's a matter

of identifying what's the best course of action. We do an energy audit, look at the power bill - we look at everything to determine how best we can help.

Depending on what the customer wants to achieve, we can put a plan together."

And this approach should be attractive to automotive businesses.

AAES has also teamed up with finance companies to provide plans that let customers install a range of energy-saving solutions without a large upfront payment and which have a number of benefits, including no deposit and flexible terms up to seven years.

One example of AAES' broader energy saving approach is a voltage optimisation system that works in conjunction with solar power.

A high performance unit, the voltage optimisation system reduces and manages the voltage of electricity supplied to equipment, saving energy across lighting, general power and motor loads. Energy savings with the system are in the range of 8-14 per cent, with a payback of two-three years.

Whatever the client's needs, AAES can help, and once the system is installed, AAES performs regular checks to make sure everything is working well, something that Mr Philips of the RASQ can appreciate.

"Their after-sales service is very good," he said. "They really want to make sure the system is working, and working for us." 