

Top 10 Mistakes People Make When Buying Solar.

and how to avoid them!



Why this eBook?

We're on a mission to help every Australian household to enjoy energy independence through installing their own rooftop solar system. Not only will a solar system slash your ever-increasing coal-fired power bills, it is also better for the planet.

Scientists say that the Sun will continue to burn brightly for more than another billion years - this is a whole lot of solar power being generated for you, your children, even your great-great-great grandchildren!

But what if you're like the majority of consumers? Baffled by all the different solar offers? Bewildered by the industry jargon? Suspicious of "independent, unpaid" reviewers that can afford to hire a team of people? We get it. Other than us, who has the time to study like a rocket scientist to learn all about solar?

If this sounds like you, our eBook is exactly what you need. In it, we've identified the top 10 mistakes that in our experience consumers make when purchasing solar systems.

So, sit back, relax. Here's a jam-packed, fast lesson in smarter solar shopping. By the end of it, we're confident you'll know what you need to know without having to read a thesis on the subject.

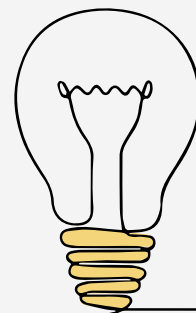


Contents.



Click on the title to access the content directly.

- Mistake 1** Not believing that offers end.
- Mistake 2** Assuming that Tier 1 panels are the best quality.
- Mistake 3** Believing Solar only works on a North facing roof.
- Mistake 4** Buying the wrong inverter.
- Mistake 5** Buying poor quality components.
- Mistake 6** Buying from just anyone
- Mistake 7** Believing zero-interest marketing spin.
- Mistake 8** Thinking finance is a bad thing.
- Mistake 9** Don't be worried about oversizing your solar system
- Mistake 10** Thinking short term.





Mistake 1: **Not believing that offers end.**

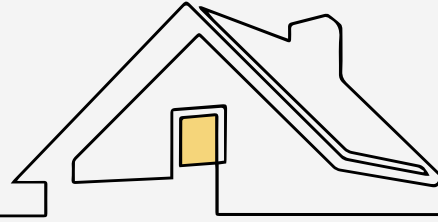
Some competitors advise consumers that solar companies that push “buy now or miss out” are being too pushy. We think this is bad advice that should be debunked.

While it’s true that you need time to consider your options, and you need to know enough about solar to be a smart shopper, it’s simply not true that hot prices don’t end.

Here’s why.

99.99% of solar components are imported. The global currency is US dollars. When the currency conversion fluctuates, as it has recently to the detriment to the Australian dollar, the prices of solar systems change. The impact of the currency fluctuations has driven prices up across the industry recently, and these are costs which will be passed to consumers.

If you see a great solar deal, especially from us, you should buy while the offer is available. Don’t assume you have all the time in the world. You don’t.



Mistake 2: **Assuming that Tier 1 panels are the best quality.**

There are countless ads out there that promote “Tier 1” panels. We even run ads ourselves that include this statement from time to time.

Just so we’re very clear, though. Tier 1 is a banking standard, not a quality standard. It means that the manufacturer of your solar panels is, according to Bloomberg, “those which have provided products to five different projects which have been financed nonrecourse by five different (non-development) banks in the past two years”.

Tier 1 manufacturers typically make high end, premium solar panels - and budget panels too. Know that Tier 1 means that the manufacturer has a good banking history, but this has nothing to do with panel quality.

**Families affirm to
save the most by
transitioning to solar
power.**





Mistake 3: **Believing Solar only works on a North facing roof.**

When solar took off some 10 years ago we did the best with the information we had. One common conclusion that we were all told was that north-facing was the only way, but there are more than one way to skin a cat...

The sun rises from the east and sets in the west, so by having a system that has panels evenly split between east-west we can achieve the same amount of daily production with that of a north facing roof. But not every roof is the same, sometimes when they aren't any options having panels on a south facing roof can still yield results!

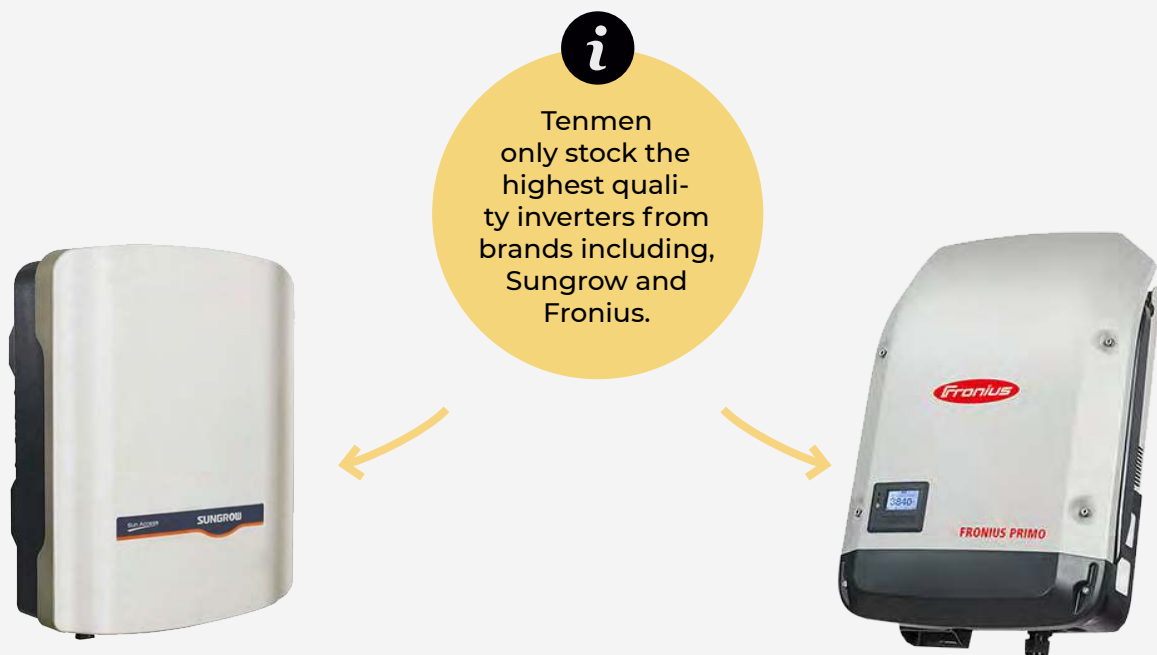
Mistake 4: Buying the wrong inverter.

In Australia, there are two kinds of inverters sold - string and hybrid.

String inverters are cheaper inverters, which are not automatically compatible with most major solar batteries. This is perfectly fine if you don't foresee the need for a battery.

Hybrid inverters are more expensive, but they are designed to be plug-and-play with major solar batteries. If you end up buying a solar battery, buying hybrid upfront is likely to save you money downstream.

If you buy string, then buy a battery, chances are you will have to buy additional components and, even then, you might be limited in the batteries that are compatible Tenmen.



Mistake 5: Buying poor quality components.

There is an old saying, you get what you pay for. To an extent, this is absolutely true, although solar is very competitive, so you'll see sharp pricing on high quality solar systems too.

Many consumers rely on brand names for the main system components - for example, we sell well-known Canadian solar panels and branded inverters, such as Sungrow and others. This makes it easy for consumers because these brand names convey trust in your purchase decision. After all, what brand wants to apply its name to shonky quality?

But the truth is that there are many components that make up your solar system, such as the cabling, isolators, racking and more, so it's hard for consumers.

In addition to brand names, we recommend that you look for test results, certifications and awards that components have attained.

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Tenmen
only stock the
highest quality
components from
brands such as
Canadian, Jinko
and REC.



 CanadianSolar

 JinKO Solar

 REC

Mistake 6: Buying from just anyone.

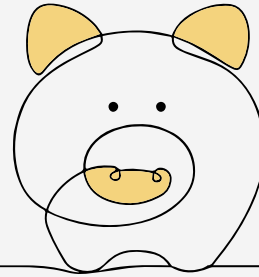
The days of “cowboy” installers in the solar industry are still prevalent and aren’t going away.

Across Australia, to get your solar installed it must be performed by a **Clean Energy Council (CEC)** approved installer, and to be fair The CEC have done a great job at not just raising the standards in the solar industry but across the entire electrical industry.

In some states in Australia to be a solar sales company you don’t require any sort of electrical licence! This is where the issues lie. A solar sales company is there to sell you a system that maximises their return and not necessarily what is best for you. They outsource their work to CEC approved installers, but due to time and cost restraints the installer is usually forced to cut-corners. This leaves you with a sub-standard installation that is only going to cause you headaches.

You can be confident when you deal with an Electrical Contractor that can find the right system for you, and who employs their own CEC approved installers so that it is installed correctly and will be there if there are any warranty related issues.





Mistake 7: Believing zero-interest marketing spin.

Unless you've secured an interest-free state government loan, such as the Victorian solar rebate, you're paying interest. Banks and financiers make money by charging interest. In many cases, interest is hidden as part of the purchase price.

A cash price is always going to be less in total than a solar system that is privately financed over a term period. This, though, is not a bad thing. In fact, we're finance fans because it makes solar very affordable for everyone and this offers us the perfect segway into our next mistake...



Mistake 8:

Thinking finance is a bad thing.

Despite that some finance options means that you pay a higher total system price than if you were to pay cash, we think financing is great.

We use a loan called a Green Loan, which has different payback periods, but as there can be no early exit fees generally look at 7 year loan.

Why? Because by using a Green Loan the cost of:

- Your new electricity bill with solar, and;
- The cost of financing solar,

Can be less than what your electricity costs are without solar. Which makes it cashflow positive.

It is a very popular option for a lot of people as we take care of all the paperwork and the approvals happen usually within 48 hours.

Of course we are electricians not financial advisors, so we can't offer financial advice, but see if it is the right fit for you.

The cost of electricity is rising, so the more you can generate your own power, the more you'll be saving.



Mistake 9:

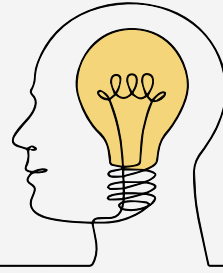
Don't be worried about oversizing your system.

To explain this section, we'll briefly explain two of the main solar system components - the solar panels and the inverter.

Rooftop solar panels (also known as photovoltaic (PV) panels) are the most visible part of a solar system. Each panel is a collection of solar cells (usually 6x10) that takes light (not heat) from the Sun, absorbs it as a source of energy to generate direct current (DC) electricity. The **inverter** take the DC electricity created by the solar panels and converts it to alternating current (AC) electricity, which is what is needed to power your home and appliances. It works hard for you, generating thousands of watts of power for up to 10 hours a day.

Most solar companies will quote for a solar system that has more solar panels than the inverter size. For example, we might quote you for a system with 6.6kW panels, and an inverter that has an output of 5kW. Why do we do this? Simply put, a 5kW inverter will always output 5kW of AC electricity. Your solar panels, though, naturally fluctuate greatly throughout the day, depending on light, so solar companies add more panels to compensate for this and to ensure you can get close as possible to a reliable 5kW output.

Australian government rebates are based on solar panels, not inverters. To curb everyone's enthusiasm for adding more and more panels, though, oversizing is restricted to 30% more than the inverter output, which in turn is limited to 5kW by electricity distributors.



Mistake 10: Thinking short term.

Not everyone will need a solar battery. For some households the investment in solar battery storage simply doesn't make financial sense. Many others should plan for a solar battery, but don't because they're thinking short term and storage isn't a requirement right now.

The truth is, the solar industry is constantly evolving and battery storage will one day allow you to participate in opportunities that you might not have yet imagined.

Already, solar system take-up is driving investments in virtual power plant technology, where consumers trade their solar electricity with other consumers who prefer choosing renewable solar electricity over coal-fired alternatives.

Maybe in future you'll buy an electric vehicle that needs overnight charging.

The average solar system will keep generating power on your roof for up to 20 years. In the meantime, solar, just like other forms of technology, is constantly adapting and improving. Against this backdrop, how do you best future-proof your investment?

Our advice is to keep an open mind to the future. Abandon short-term thinking as accelerated investment in solar leads to new opportunities - and this might happen faster than you think.



Conclusion.

What to do next.

When it comes to solar, there is no need to be bamboozled, confused or overwhelmed anymore. Find out what rebates and financial incentives you can access and let us help you design and package the right solar system to meet your needs for today and tomorrow.

Here is what you need to do next:



Visit us online to request one of our solar experts to get in touch with you.

tenmenelectrical.com/solar/



Call Tenmen and you'll be immediately connect to our friendly expert team.

1300 836 636



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