

Market Segment: Automated Hybrid Power

POWER PROFILE

Aussie Solar

POWER NEEDED

Most of us take power for granted, but if you're in a remote off-grid location it can be a frustrating and expensive proposition.

West Australian company Aussie Solar has pioneered the use of cost effective fully automated hybrid power systems that combine the efficiency of solar energy with a state-of-the art power generator to deliver cost effective and reliable year-round power.

According to Aussie Solar's Managing Director, Gary Cooper, the interest in hybrid renewable energy power systems has grown dramatically in the last few years, due mainly to the rising cost of fuel and the government's 50% rebate on solar installations.

"Up until relatively recently property owners in remote locations were limited to running diesel generators around the clock to provide power to the homestead and ancillary farming equipment.

"With the rising cost of fuel hybrid systems such as the solar + diesel gen-set we've developed have become more appealing, as the solar component enables us to spread the gen-set run time out over the day.

"And depending on the size of the system the solar component can produce enough power to run the property, especially in the cooler months when air conditioning is not required, which delivers substantial savings through reduced diesel fuel usage.

"We've installed over 50 fully automated hybrid solar / diesel systems over the past three years, with invertors ranging from 6 kW through to 30 kW, which are tailor designed to meet the customer's needs.

SOLUTION

"The key to our success would have to be reliability, as with our system the owner gets peace of mind knowing that the solar power will come on-line every day and that it will be supported by the gen-set, if required, depending on the depth of discharge programmed into the system.

"This means they can leave their property knowing that the fridge will continue to operate and that the water will pump when required, something that can't be guaranteed with traditional diesel only gen-set installations.

"So to guarantee our systems performance we only use the best when it comes to components.

"Take for example the gen-sets. We've used Olympian gen-sets since we started and they've never let us down.

"Built in the UK, they are tried and tested products and feature true 50hz alternators.

"Sure there are cheaper alternatives on the market, some of which are pretty good, but they don't come with the product support that Olympian gen-sets offer.

"With Olympian we know that if something does go wrong we can get parts when we need them and quality technical support on the spot, unlike some makes that I've heard can take weeks to get parts for.

"The gen-sets don't do a lot of hours, but when they do run they run under load and with Olympian I know that the gen-sets are going to last a long time, which is important to the customer as it's a big investment – so it's got to work when it's needed.



West Australian company Aussie Solar has pioneered the use of cost effective fully automated hybrid power systems that combine the efficiency of solar energy with a state-of-the art power generator to deliver cost effective and reliable year-round power.

CUSTOMER

Aussie Solar

LOCATION

Western Australia

CUSTOMER ISSUE

Reliability. Being remote locations the customer needs to know that the solar power will come on-line every day and that it will be supported by the gen-set, if required, depending on the depth of discharge programmed into the system.

SOLUTION

UK built, tried and tested Olympian gen-sets that feature true 50hz alternators.

PRODUCT

Single Phase Olympian Generators ranging from 11 kVA to 105 kVA

FURTHER INFORMATION

Call: 1800 800 441

www.olympiangenerators.com.au

OLYMPIAN™
GENERATOR SETS

RESULT

"We've used over 30 Olympian gen-sets now, having originally seen first hand how they stand up in the field, and as our business is all about trust the Olympian product helps us to live up to that reputation.

"Their latest models are very fuel efficient, which is attractive to our customers, as is the fact that they are backed by Energy Power Systems Australia and the Caterpillar network – so they know they'll get support if needed.

"In their power range they meet all my criteria in terms of price, efficiency, reliability and support", Gary said.

According to Energy Power Systems Australia's Olympian National Business Manager, Kim Howlett, the Olympian's industry leading exhaust and noise emission levels make them the perfect fit for renewable energy hybrid power applications.

"Olympian generator sets are manufactured at Caterpillar's ISO 9001 certified facility in the UK and represent a lower entry level product range that boasts CAT performance with exceptional fuel efficiency and proven performance for standby and prime power applications up to 550 kVA.

"Available for use with diesel fuel, propane, or natural gas, Olympian generator sets deliver dependable, clean economical power even in the most demanding conditions and can be configured to meet the needs of any application, all backed by Caterpillar's extensive nationwide support network", Kim said.

For more information on the extensive range of Olympian generator sets contact the National Business Manager, Kim Howlett, on 02 8796 9200 or visit www.olympiangenerators.com.au

ABOUT ENERGY POWER SYSTEMS AUSTRALIA

Energy Power Systems Australia is Australia's specialised Caterpillar engine dealer, supplying Australia and Papua New Guinea with the world's finest power systems.

We provide Caterpillar engines and systems for virtually any application, from road and marine to power generators and compressors, if it's Caterpillar, then Energy Power Systems Australia is right behind it.

Through our network of offices across Australia and Papua New Guinea, our people give comprehensive engineering support and technical advice to the Caterpillar Engine community.

When it comes to powering your business, only Energy Power Systems Australia can deliver this combination of technically superior Caterpillar engines and unmatched technical and after-sales support.

ABOUT CATERPILLAR

For more than 80 years, Caterpillar Inc. has been making progress possible and driving positive and sustainable change on every continent. With 2007 sales and revenues of \$44.958 billion, Caterpillar is a technology leader and the world's leading manufacturer of construction and mining equipment, clean diesel and natural gas engines and industrial gas turbines.

POWER PROFILE

Aussie Solar - Automated Hybrid Power Systems



Interest in hybrid renewable energy power systems has grown dramatically in the last few years, due mainly to the rising cost of fuel and the government's 50% rebate on solar installations.