

## SOLAR 2013 – SOLAR INSTALLER PROFESSIONAL DEVELOPMENT SESSION THURSDAY 23RD MAY

08:45	WELCOME Introduction to participants and thanks to sponsors	John Grimes, CEO, ASC Brian England, Steve Ingrouille SEIA
09:00	INDUSTRY SNAPSHOT A picture of the industry now and projections for the future. Will there be a place for small to medium solar businesses in the future? 5 min Q&A	Nigel Morris, Solar Business Services
09:30	STC & RET ISSUES and PROJECTIONS What will be the likely impacts for small to medium businesses? GST Tax Office audits on STC invoices. 5min Q&A	Ric Brazzale, Green Energy Trading
10:00	WARRANTY LIABILITY and RESPONSIBILITY In the absence of the original importer (changed name or out of business), what is the liability of the retailer and if they are also gone does the liability shift to the installer? 10 min Q&A	Lucas Sadler, Director, ASC
MORNING BREAK 10:30 - 11:00AM		
11:00	QUOTING JOBS WITHOUT ON-SITE ASSESSMENT Problems associate with relying on desktop site analysis to quote and install. Issues such as roof structure, shading, roofing materials and suitability of inverter location. What is your liability for incorrect site assessment?	Dave Smith, Energy Matters
11:20	PERFORMANCE STATEMENTS What should be included in a quote? When are performance guarantees required? What is your liability for the statements you make in a quote or to a customer?	Consumer Affairs Victoria
11:40	WALKING AWAY FROM A JOB! WHEN DO YOU? The design was done by someone else and isn't appropriate? You are asked to fix a system that is non-compliant or even unsafe? If you proceed, what is your liability?	Geoff Bragg, Chairman, NSW SEIA, Director, ASC
12:00	QUESTIONS and DISCUSSION	Presenter's panel
LUNCH BREAK 12:30 - 1:30PM		
1:30	OPEN SESSION (Open Forum) This is an opportunity to raise matters of concern either for your business or for the solar industry in general. You can receive feedback from colleagues and if the concerns are widespread they can be taken up by your industry bodies as issues to be dealt with.	Brian England, Steve Ingrouille, SEIA
2:00	SURVIVAL STRATEGIES FOR YOUR BUSINESS Effect of falling purchase prices on your breakeven point and profit. What increase in turnover do you need to counter a discount strategy? The impact of bulk purchases on stockturn and your bottom line. The importance of your selling margin.	Katherine Teh-White, Futureye
2:30	WHEN ARE THERE ENOUGH HOURS IN THE DAY? Crucial time management for the small operator with only a few employees to share the burden. Balancing a job and a life.	Katherine Teh-White, Futureye
2:50	QUESTIONS and DISCUSSION	Presenter's panel
AFTERNOON BREAK 3:00 - 3:30PM		
3:30	MARKETING YOUR BUSINESS How to differentiate yourself in the market place with a limited budget to counter the big players.	Doug Meldrum, Solar 360
4:00	QUOTING ON TENDERS How big do you need to be to access the tendering market? Is it appropriate for your business model? What do you do when tender specifications are fanciful or unworkable? How do you avoid providing in effect a quasi-tender in your quote format only to have them use it to obtain quotes from others?	Andrea Webster, TenderSearch
4:30	SYSTEM FINANCING OPTIONS (Short term) A big system is stretching your financial resources and cash flow. How do you manage it without having to mortgage home or business?	Luke Konynenburg, GET
4:45	QUESTIONS and DISCUSSION	Presenter's panel
5:00	CLOSE. Thanks to sponsors	John Grimes, CEO, ASC

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### FRIDAY 24TH MAY

08:55	WELCOME Introduction to participants and thanks to sponsors	Glen Morris, Vice President, ASC
09:00	BEST PRACTICE PROGRAM An introduction to a program that can increase your skill base and show your customers they have picked the best. Also helps to increase your marketing edge.	Glen Morris, Vice President, ASC
09:15	SOLAR PLUS An introduction to an on-line GC system design tool incorporating Google search and expanded solar data from across Australia.	Glen Morris, Vice President, ASC
09:30	DESIGN CASE STUDIES A case study using load profiles provided by the organising committee.	Glen Morris, Vice President, ASC
10:00	AS/NZS5033 An overview of the recent changes to AS/NZS 5033 with photos of compliant installations to show details.	Glen Morris, Vice President, ASC
10:15	QUESTIONS and DISCUSSION	Presenter's Panel
MORNING BREAK 10:30 - 11:00AM		
11:00	AS4509 Job photos to show issues of compliance and the requirements of AS4509 in battery backup systems for grid connected installations, touching on AS3011 for batteries in buildings.	Warren Christiansen, Powersafe
11:30	DESIGN OPTIONS FOR GRID CONNECT WITH BATTERY BACKUP A panel of 3 equipment suppliers will provide their solutions to a load profile and power cost provided by the organising committee. The focus will be on system optimisation for power bill reduction under the increasing trend towards little or no Feed-in-Tariff.	John Inglis, Robert Campbell, Richard Turner
12:15	QUESTIONS and DISCUSSION	Presenter's Panel
LUNCH BREAK 12:30 - 1:30PM		
1:30	SPECIFIC PRODUCT PROBLEMS? An opportunity for retailers and installers to flag makes and models of equipment with which they are experiencing high or abnormal problems or failures. If the concerns are widespread feedback will be provided to the manufacturers or distributors where possible for their response.	Brian England, Steve Ingrouille, SEIA
2:10	AC OR DC COUPLED? For SPS or for GC/BU, what load or design parameters determine whether AC or DC coupled is the most appropriate design option. Is the choice limited by the equipment available?	Dave Petrie, Glen Morris, Debate
2:40	DATA LOGGING PRIOR TO DESIGN? When is data logging appropriate? When isn't kWh/day a suitable guide? What tools are available for data logging and should this be a chargeable service?	Geoff Bragg, Chairman, NSW SEIA, Director, ASC
AFTERNOON BREAK 3:00 - 3:30PM		
3:30	NETWORK PENETRATION ISSUES Under high penetration and large system install some of the conditions placed on approvals have been: export limits, system size, power factor correction, battery for export levelling, refusing connection. Are networks preparing for ongoing export into the future and what strategies are they developing, short term and long term. 10 mins Q&A	Max Rankin, SP-AusNET
4:00	THE RISE AND RISE OF SOLAR PV With more than one million solar panels installed on Australian rooftops, solar energy is more popular and affordable now, then ever before, largely due to Australia's Renewable Energy Target. With the uptake of solar across Australia, system validation and installation audits are more important than ever. So do you understand your obligations under the scheme? Do you know how do you address and resolve an issue as it emerges? And are you aware of the implications and penalties when systems or installations don't comply? Includes question time.	Peter Bache, Matthew Power, The Clean Energy Regulator
4:30	AC SOLAR SYSTEM DESIGN An overview of the issues to consider when designing and selecting components for AC Solar	Grant Behrendorff, Managing Director, AC Solar Warehouse
4:50	QUESTIONS and DISCUSSION	
5:05	CLOSING REMARKS. Thanks to the sponsors	John Grimes, CEO, ASC