



Solar for manufacturing Townsville Engineering goes solar



When using everything from high-powered welders and milling machines, to air conditioners and fans, it's not surprising Townsville Engineering's electricity usage is high. With this in mind, General Manager Richard Parker decided solar was the way to go.

Who is Townsville Engineering?

They're a locally owned and operated company in Bohle, Queensland. With over 40 years' experience, they service local government, mining companies, bulk-handling facilities and also have an export line in mining equipment. With a workshop and a series of small offices for 44 employees, their premises spans over 5,000 square metres.

Why did they decide to go solar?

To save on electricity bill costs, Richard had been considering switching to solar since 2014. But after talking to a number of solar companies, he held back due to the cost of installing a solar system large enough to service Townsville Engineering's needs.

As Richard had approached us about solar previously, it was timely to contact Richard to discuss our **Solar Flex**, where there is **no upfront cost for the solar system***. We looked into their electricity usage over an entire year, and showed Richard how much they could save by switching to Solar Flex. We also discussed that Origin would own and manage the system and Townsville Engineering could **lock in a low daytime solar electricity rate** for the power the system generated.

*Other upfront non-system costs may apply with Solar Flex but these will be quoted or listed as exclusions prior to sale.

Actual savings will depend on a range of factors particular to your circumstances, including daily consumption levels and patterns, distributor or network restrictions (currently or in the future) and grid electricity rates and feed in tariffs. Origin cannot forecast future grid electricity rates and you must factor this in to your decision to take up this service.

The outcome

We estimated Townsville Engineering could generate approximately a third of the businesses' energy needs at a rate much lower than what they were paying for electricity from the grid. So after inspections and discussions around the best solar installation options, they gave us the go ahead to install a custom 80kW system on a 10-year agreement. For Richard, he says the option seemed too good to be true.

"The whole process has been really easy since Origin came back to us with this new option. We're excited to see the new electricity savings, but are also glad that we can find a way to be environmentally conscious. As a business that operates for almost 10 hours a day, this is a great service. I feel very positive about the change and can't see any negatives."

Townsville Engineering is expected to generate a third of its energy needs at a much lower rate than the electricity grid rate.

Solar Flex – The new way to save with solar

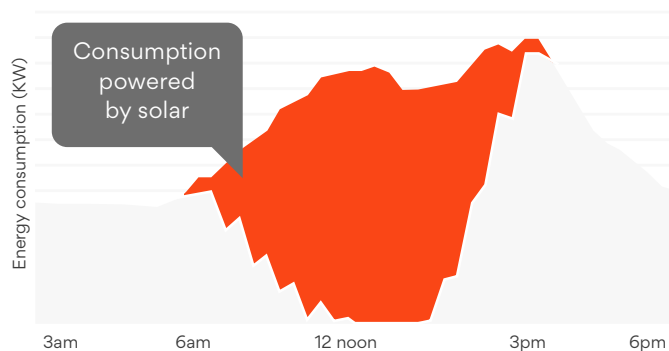
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|  <p>Greater certainty on energy costs Lock in a low solar energy rate</p> |  <p>\$0 Capital investment No capital investment for the solar system* means you can save from day one</p> |  <p>Maintenance included We will maintain, manage and monitor the system</p> |  <p>Sustainability included Demonstrate to staff and customers your commitment to the environment</p> |
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Switching to solar doesn't require a large upfront capital investment*. With our Solar Flex, you'll be able to leave the ownership and upkeep of your solar system to us — which means you can start saving from day one, without any capital investment* to buy the system or ongoing maintenance costs.

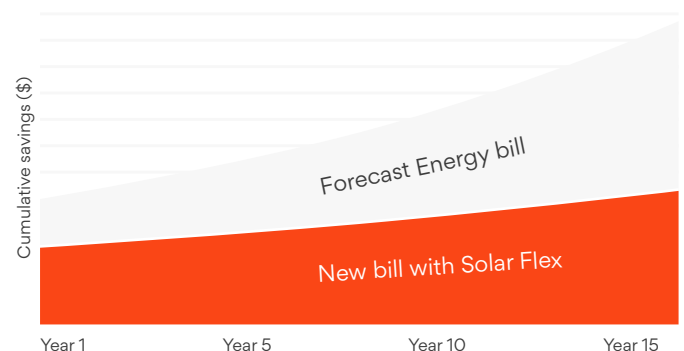
With Solar Flex, we'll install a solar system that's tailored to your roof and electricity consumption habits, and your business will have access to a new low solar electricity rate for any electricity the system produces during the day.

You'll sign an agreement from as short as 5 years up to 15 years where you purchase the energy generated by the system, with certainty around the solar energy rate over that period. This means, you'll be able to purchase the electricity at the low solar energy rate for the full term of the agreement (with the option of CPI escalation or not). And at the end of the term, you can offer to buy the system outright or continue on with the agreement.

Energy consumption



Cumulative savings with Solar Flex



*You may incur other non-system costs but these will be quoted or listed as exclusions prior to sale

Go solar upfront with our outright purchase solution

If you're looking to purchase a solar system outright, we can design and construct one for you – and we'll hand over the ownership to you. You'll still have the support of our experts throughout the entire process, from installation and grid connection application, to meter exchange and rebate facilitation.

And, if you're concerned about paying for the system upfront, we offer payment options to help pay for the system.

Contact us

If you're interested in finding a solar solution that's right for your business, chat to one of our experts today on **1300 134 138**.

 originenergy.com.au/business/solar