



Solutions for PV Repair, Resale and Recycling

Ep. 1 – Secondary Solar Market: 5 Myths Debunked

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Presented by:
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"We are committed to accelerating a robust and sustainable secondary market."

About:



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We bring together PV professionals who provide solutions for repair, resale, and recycling.

- **Trade**
- **Networking**
- **Education**

Secondary Solar Market **defined:**

A market that brings together buyers and sellers to trade goods that have previously been introduced in the primary market.

Service providers add value via solutions designed to address secondary market needs.

Three key areas:

- Repair / Refurbishment
- Reuse / Resale
- Recycle

To create a **sustainable cycle** that leaves zero waste.



Solar Secondary Market Trade:

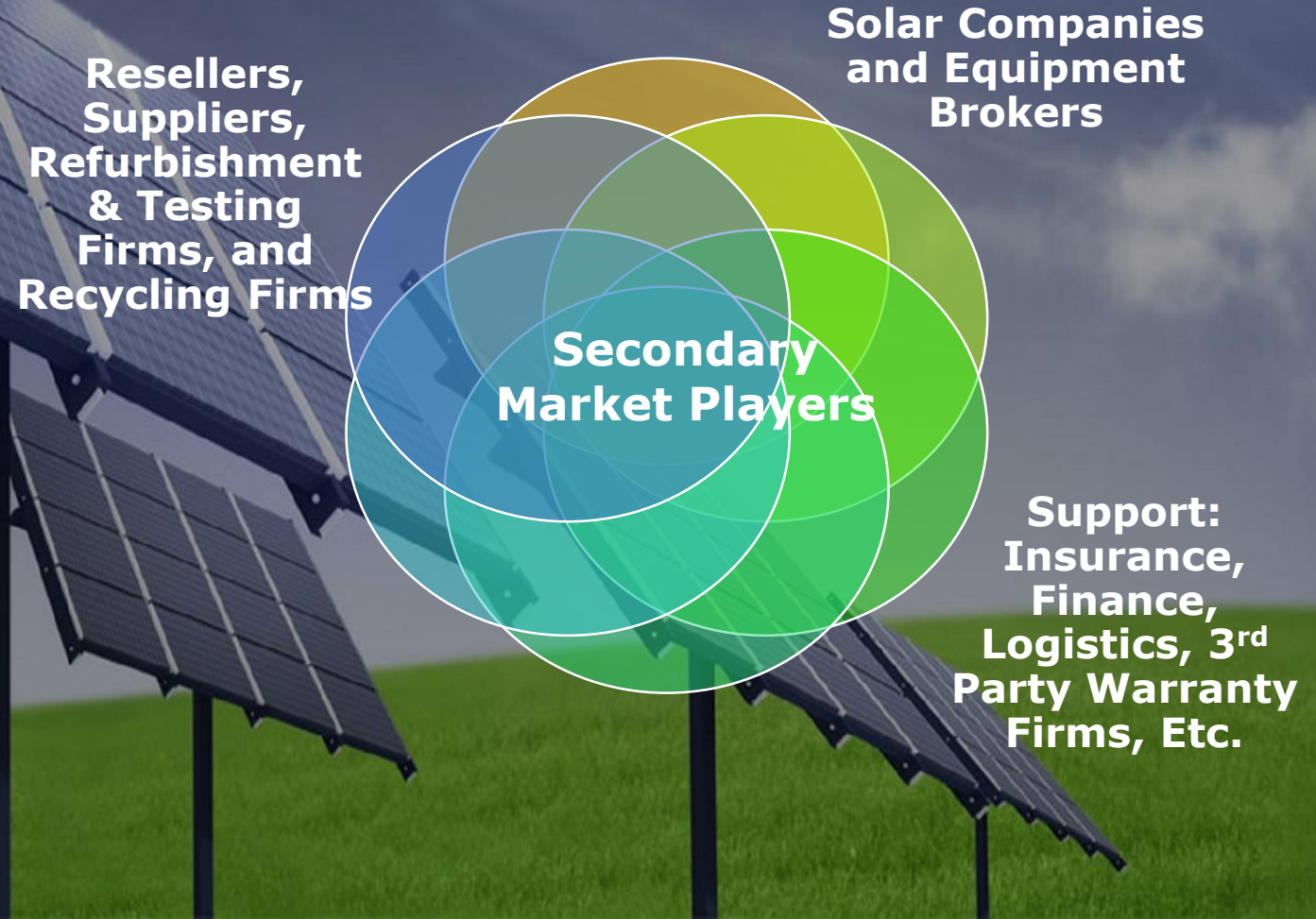
Any product that falls outside the traditional supply chain and complementary services

NEW and USED!

Examples:

- **Surplus, clearance, or B-grade**
- **Excess, left-over parts from projects**
- **Cancelled, delayed, or downsized projects**
- **Product liquidations, auctions**
- **Refurbished goods and recycled material**

A robust secondary market:



Solar Secondary Market Myths:

- 1. PV equipment for resale is junk.**
- 2. Used solar equipment is unsafe, and no one buys used.**
- 3. Insurance won't cover repaired/refurbished equipment.**
- 4. Recycling is too expensive.**
- 5. There's no money to be made.**



Myth #1:

"PV equipment for resale is junk."

Truth: *Quality equipment with resale value*

- New, Tier 1, high efficiency with warranty
- Mainstream Modules (275Wp-325Wp) in high demand
 - Lower efficiency costs less
 - More people can access solar energy



Myth #2:

"Used solar equipment is unsafe, and no one buys used when they can buy new."

Truth: *Credible resellers test used modules for safety and power output.*

- Used, functioning modules with resale value are in big demand.
 - Price is 50-75% less than new
- Money-back guarantees
- Ex. Rinovasol opens new factory in Spain
 - Buys used modules
 - Makes repairs
 - Adds certification and 5-year warranty
 - Puts modules back on the market



"If it's a working solar panel, there's always a buyer."

Myth #3:

"Insurance won't cover repair."

Truth: *When a claim is filed...*

- Assess damage
- Repair or replace
- Best financial option

Resale Goods: 20-70% less than primary market prices

Refurbishment Firms:

- Service warranties
- Money-back guarantees
- New innovations (e.g. DuPont repair tape for cracked backsheets)



Myth #4:

"Recycling is too expensive, so let's dump them!"

Truth: *Recycling is a critical element to achieve sustainability and a circular economy.*

- Save money on freight by consulting a freight broker.
- Salvageable material has resale value.
- Recycled material is repurposed for more than new solar modules.
 - Glass road beads on highways
 - Fiberglass
 - Smelted metals
 - Nano-structured silicon for lithium ion batteries
 - Other innovations on the horizon



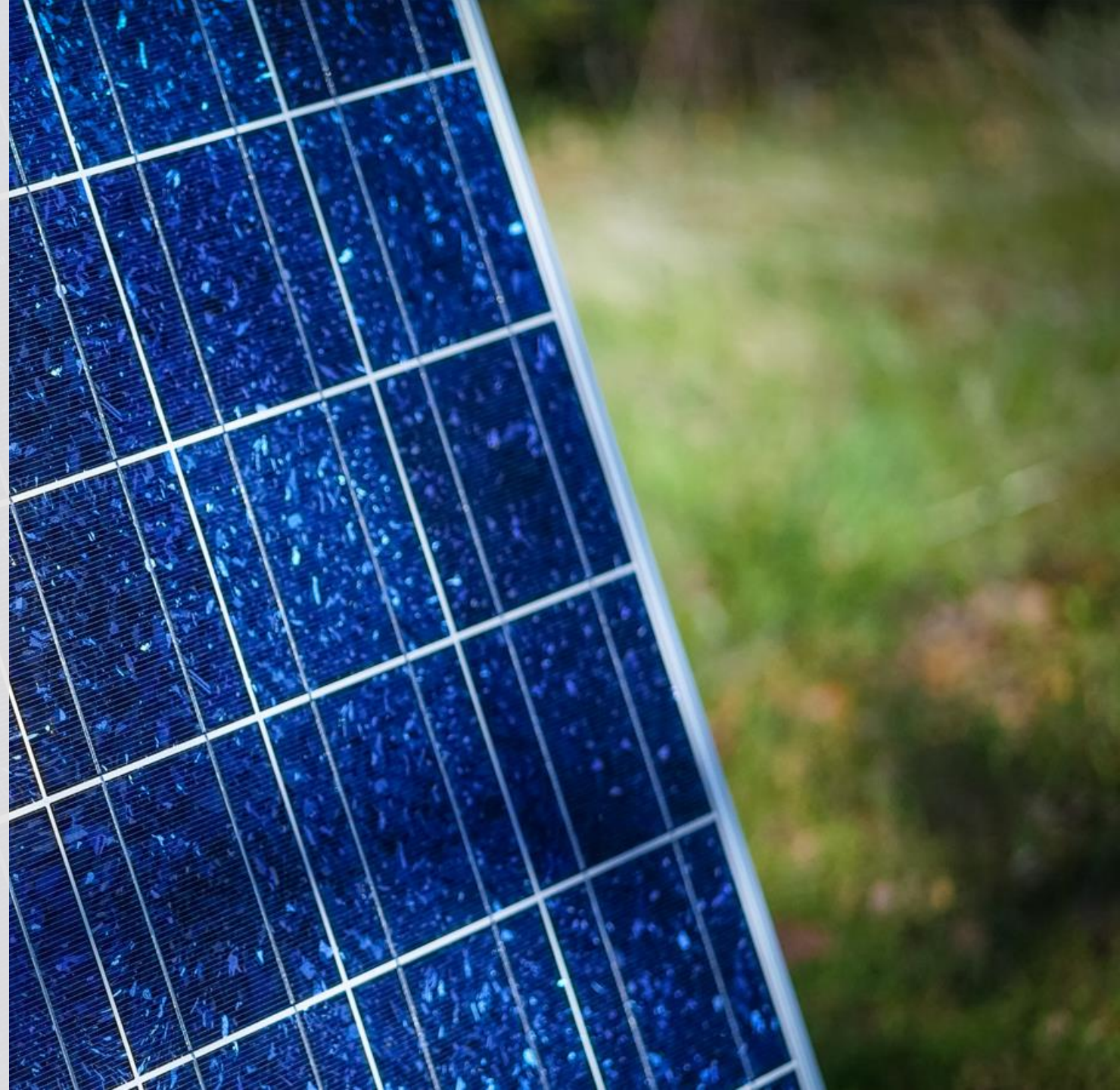
Myth #5:

"There's no money to be made in the secondary market."

Truth: *Solar companies are making and saving money today.*

- Examples:
 - Reseller - \$20,000 in one transaction
 - Distributor - \$65,000 in 3 months
 - Installer – Saved \$7,000 on one purchase
- Involvement leads to zero waste via repair, resale, and recycling.

Be a leader in sustainability *all the way through* a product's end-of-life!





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