

## Silverford Renewables Sets Precedent with First E-3120 50kW Install in Northern Ireland

- ☛ Barry wanted to distribute the Endurance 50kW wind turbine to fill out his existing product line between his 11kW and 225kW wind turbine
- ☛ Barry's first E-3120 purchase and installation was his own, now installed at the Millennium Center in Northern Ireland
- ☛ Barry Meeke "I chose the Endurance E-3120 because it produces power at low wind speeds, has an impressive power curve and, upon my full evaluation of the level of quality in the E-3120 components and the company itself, was satisfied it was the right product for my customers. The E-3120 is ideal for the type of wind speeds that you will find at our customers' sites and fits nicely into what a farmer can afford."



Silverford Renewables is a company specializing in the sale, installation and servicing of wind turbines in Northern Ireland. Barry Meeke, owner of Silverford Renewables and a Mechanical Engineer by trade, has always taken a keen interest in wind turbine technology. His company installed the first Endurance E-3120 50kW wind turbine in Northern Ireland. Recently, Silverford became an official distributor of the Endurance 50kW E-3120 wind turbine, filling the gap in the company's product line between the 11kW and 225kW wind turbines it previously carried.

A simple, yet determining factor to Silverford Renewables' success is its commitment to offering complete customer satisfaction. The foundation for this company's success lies in Silverford's ability to build relationships and instill confidence in their customers by means of the quality products they sell and service. Selecting products of high quality is the first step to ensuring that customer needs are met. This enables their business to complement an excellent turbine with exceptional service. As a measure of its confidence in the E-3120, Silverford purchased its first Endurance E-3120 for itself when it became an official distributor, then installed the E-3120 to power the Millennium Center in Loughguille.

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Northern Ireland boasts a government incentive program for wind turbine energy production through its Renewable Obligation Certificates (ROC) scheme. For every 1000kWh's (1MW) the wind turbine produces, one REC is provided in addition to customers receiving payment for any electrical energy (over and above normal usage), that is sent to the utility grid. One fundamental difference between the Feed-In-Tariff and the ROC's is that the FIT pays above-market rates for power production for twenty years from the commissioning date of the turbine, while the ROC's are paid until the year 2033, regardless of installation and commissioning dates. In essence, the earlier a turbine is installed, the longer its owner is able to benefit from sustained energy savings and an incoming revenue stream. Due to the lengthy time line between the planning process and the receipt of interconnection permission (on average six to twelve months), many customers anxiously seek to procure their wind turbines as quickly as possible.

**"Customers are realizing that these delays to turbine installation are lost opportunities with respect to energy savings and revenue stream from the ROC's. They are looking to get their planning applications and orders for their wind turbines in as soon as possible,"** states Meeke

The Millennium Center wind turbine installation was completed with commissioning of the turbine taking place on June 30, 2011. Groups gathered for the commissioning of the turbine were astonished at how quietly it operated. **"They were pleasantly surprised when the turbine was commissioned - they couldn't believe how quiet the E-3120 wind turbine was!"**

The average wind speed on site is 6.4 m/s, allowing the E-3120 to produce an estimated 190,000 kWh's per year. In just the first few months of production, it produced a record 7,107kWh's in the month of July, and its highest daily production is 766kWh. These figures are considered nominal in comparison to expected winter figures, predicted to be much higher due to elevated winter wind speeds. When projected wind speeds and ROCs are taken into account, Meeke expects a six year return on his investment.

When asked if he was happy with his Endurance wind turbine, Meeke's immediate response was, **"Absolutely – I am more than happy. Endurance builds quality wind turbines and towers with quality components! Even from an installer's perspective, the way that the parts are organized for installation makes our job much easier!"** The Millennium Center is ideal for educational forums where people can gather to learn more about the Endurance



E-3120 on site. Meeke will host a series of open houses where people can see the E-3120 firsthand, hear how quietly it operates, witness its power production on the wind turbine's remote interface, and learn why the E-3120 would fit their renewable energy projects.

Silverford Renewables has shown that the Endurance E-3120 is not only suitable for its customers, but is also a turbine suitable for its own needs and revenue generation. Silverford stands behind its product to demonstrate that the E-3120 is the right solution and is, in fact, **"green energy that works."**®