

First in the Know

Hear it First Here | Sunsynk Monthly | Updates / News

Power the Park



Leisure Power

Interview with Andrew McIvor

Head of Sunsynk Leisure, page 2

EV Travels 1000 Miles in 1 Day

Tesla & PepsiCo, page 4

Renewable Energy Funding Scheme

The Co-Operative Bank, page 8

Indonesia's Climate Change

Page 10

Renewable Energy Act 2023 Explained

Implications & Opportunities for PV Installers, page 12

Saint Helena

Remote Leisure with Remote Power, page 14

Interview with Andrew McIvor

Powering Leisure with Sunsynk

In an insightful discussion, Andrew McIvor of Sunsynk Leisure sheds light on the company's role in the leisure industry's shift towards sustainable energy solutions.

Interviewer: Andy, could you begin by telling us a bit about Sunsynk Leisure and its origins within the broader Sunsynk company?

Andrew McIvor: Certainly. The origins of Sunsynk Leisure are deeply intertwined with Sunsynk's own beginnings. The conversation about focusing on the leisure sector started many years ago with Keith and John. So, the idea of us venturing into leisure isn't a recent development; it's been part of our core thinking from the early days.

Interviewer: The leisure industry is transitioning towards electrification. What challenges does this transition present?

Andrew McIvor: The industry's main challenge is aligning with the green agenda, particularly the pressure to move away from bottled gas. If we electrify, current infrastructure—like the 16 amp or 32 amp feeds to pitches— isn't enough. Mobile home and lodge manufacturers are finding it tough to design models that are fully electric and can run off a 32 amp supply. Our solution is a battery buffer that acts as an intermediary between the microgrid and the unit, alleviating the demand on the holiday parks microgrid.



Interviewer: How do Sunsynk's products cater to the unique needs of holiday parks, and mobile home manufacturers?

Andrew McIvor: Our Livelynk product is designed for installation by manufacturers and retrofitting by parks. It alleviates demand on individual units, which means parks can transition to full electrification without significant infrastructure upgrades. Moreover, we offer other products that compound these benefits.

Interviewer: What are some of the challenges you've faced in promoting the adoption of electric solutions in an industry traditionally reliant on gas?

Andrew McIvor: We see two camps in the industry. Some welcome the technology, recognising the need for a solution. Others, who have been in the industry for years, are reluctant to move away from gas. Additionally, those who are open to change often get fixated on a caravan-by-caravan approach, so we need to help them see the park-wide benefits.

Interviewer: Sustainability is a growing consumer concern. How does Sunsynk help its customers achieve their green objectives?

Andrew McIvor: By the very nature of our products, we're assisting parks and manufacturers in significantly reducing emissions, allowing them to achieve their green agenda goals much faster than many anticipated.

Interviewer: Can you discuss any innovative technologies or features that Sunsynk inverters and battery storage systems offer to the leisure sector?

Andrew McIvor: The primary benefit for parks and operators is the ability to share generated power across the park, including central facilities. This communal energy approach dramatically reduces costs, revolutionising how parks interact with energy.

Interviewer: The leisure industry is known for its seasonal peaks. How do Sunsynk's solutions help manage the fluctuating energy demands of your clients?

Andrew McIvor: During summer, energy demand is at its highest, but so is solar generation. In winter, usage and generation are lower, yet the system continues to reduce costs year-round.

Interviewer: What role do you see for renewable energy sources, such as solar power, in the future of the leisure industry?

Andrew McIvor: Renewable energy will become an embedded part of the leisure business. There's significant interest and uptake as the industry recognises the benefits of transitioning to a new energy source, not just an upgrade.

Interviewer: How do you balance the need for high-performing energy systems with aesthetic and space considerations important to leisure settings?

Andrew McIvor: Space is paramount. We're working with manufacturers to minimise impact and developing external options for parks to retrofit units outside, maintaining the setting's aesthetics.

Interviewer: What are the cost implications for leisure businesses transitioning to electric solutions, and how does Sunsynk help mitigate these costs?

Andrew McIvor: Despite the initial installation costs, there's a net saving. Our equipment offers a return on investment within four years, after which it generates income for the parks, leading to significant savings.

Interviewer: How does Sunsynk Leisure stay ahead of the competition in terms of innovation?

Andrew McIvor: We've developed the Lifelynk specifically for this market and provide support to manufacturers and park operators in designing their electrical infrastructure, maximising benefits with the help of our CTO.

Interviewer: In closing, what do you see on the horizon for Sunsynk Leisure and the leisure industry's energy future?

Andrew McIvor: The future is bright. We're at the forefront of providing innovative energy solutions for the leisure industry. As we continue to address the challenges and needs of our customers, I believe Sunsynk Leisure will be pivotal in ensuring a sustainable and electrified future for the leisure sector.

Interviewer: Thank you so much for your time Andy.

Andrew McIvor: It's been a pleasure, thank you.



Commercial Electric Vehicle Travels 1000 Miles in 1 Day!

Has the diesel lorry had its day? They criss-cross our nation and are essential for bringing us everything we depend on for modern life. They keep the nation running. Many thought that it would be years, if not decades, before Commercial Electric Vehicles (CEVs) would become commonplace, and that breakthroughs in practicality were still far away. One of the largest challenges with CEVs is the range. The current logistics network is one where a lorry requiring a lot of power needs to travel a significant distance. Whilst ideas for smaller CEVs for city-wide delivery have been floated, no one in the UK has engaged in such an ambitious project to transform larger HGVs into an electrified fleet.

Companies such as Sunsynk have produced solutions for managing the logistics of charging and have been in talks with various bodies around the world. One example is in Australia. Trucks travel thousands of miles across the country, and they have been looking at how they can convert these into CEVs. With specific solar charging stations at strategic points along the desert road, it would enable these trucks to travel vast distances at a much-reduced cost and with fewer pollutants expelled. The Sunsynk Innagator, a 1 MWh containerised battery, would be an ideal solution to store power at these charging stations.

Having Innagators also mounted on HGVs in the event of emergencies for roadside charging would mitigate against any accidents. The power to charge these would be generated from the very powerful and consistent Australian desert sun. A similar mobile charging solution was also suggested by Sunsynk for logistics companies, whereby a support vehicle could be sent out for remote charging on the go and remove the need for larger charging station infrastructure to be installed before starting to use CEVs.

So far, all of this has been hypothetical until just recently. Our American cousins, who have much greater distances to travel for distribution, have just run a test. PepsiCo has been working with Tesla and their new CEV. Tesla and PepsiCo just completed over 1,000 miles in one day. Many didn't think that CEVs would be able to compete with their diesel counterparts. Even Bill Gates said that an all-electric semi-truck "probably never" would work. The minimum distance a truck must achieve to be considered for long haul in the USA is 500 miles. Michael Lohscheller, Nikola Motor's new CEO, said, "I defy anyone to find another zero-emission vehicle truck anywhere that can run up to 900 miles in a day." He said this after their hydrogen fuel cell truck achieved this. Well, Tesla just did it!



The 1,076 miles to be exact, included three stops to offload and load goods all whilst charging at the same time. This study has demonstrated an unprecedented breakthrough for the logistics industry, and it is a great win for our air quality as well. It is still an early breakthrough, and there will be even further improvements in efficiency over the coming two years. We are reaching a watershed moment for the logistics industry, and we should expect to see CEVs on our roads before too long.

This breakthrough by Tesla will undoubtedly now be followed by many of the other large HGV and lorry manufacturers, as we saw with the personal car. This also spells a great opportunity for those in Energy Storage and Management. As these CEVs become more commonplace, we'll see an increase in demand from the energy companies currently selling fuel to be installing large battery storage on-site and increasing their capacity to charge CEVs.

More than this, for some larger logistics companies, we'll be seeing them take control of their own energy in a way that has never been seen before. They all have huge distribution warehouses situated on large plots of land. This energy revolution will allow these companies to cover their vast warehouse roofs with

solar to generate free electricity, store it in large containerised BESS units, like the Sunsynk Innagator, to charge the CEVs in the depot and run the power inside the facility itself.

They will dramatically reduce their energy costs and could even turn it into an additional revenue stream through selling back to the grid and more. If these logistics companies also employed the system of mobile charging containers on support lorries, then they wouldn't even need to purchase power on the go.

All of these new markets that are opening up present fantastic opportunities for savvy solar installer companies that are capable of managing these larger infrastructure projects. Even without CEVs, the logistics industry has a lot of energy costs to be saved from Solar and BESS Installation, and it will prepare them perfectly for the season to come, where CEVs are silently criss-crossing our nation.

Installer Spotlight

Name: Darren Firth

Company: Lakes Solar Limited

Location: Cumbria & Lancashire

Number of Sunsyrk Systems Installed: 1211

Favourite Sunsyrk Product: "The ECCO Inverter range has fast become our most popular product among both installers and end users alike. The reliability, installation and simple commissioning process makes it a clear favourite for our install teams, and the usability and range of the ECCO, coupled with the new 24/7 Live Chat support line, gives our customers a feature-rich unit at a great value price."



As Registered Master Installers, boasting an outstanding 5-star rating and with thousands of existing solar installations, Lakes Solar Ltd is firmly established as the leading solar panel installer in Cumbria and the North.

Based near Kendal, Cumbria, and with over 24 years of combined experience in the Residential & Commercial solar industry, we believe that customer satisfaction is paramount.

We cover all aspects of solar installations, including Residential and Commercial, Battery Storage upgrades, on-roof systems, in-roof systems, ground systems, Power Purchase Agreements (PPA), Servicing, and System Management.

Constantly seeking the latest renewable energy products, Lakes Solar Ltd strives to deliver the very best in technology to their customers.

Sunsyrk has been a valued partner for over 3 years, and Lakes Solar is extremely proud of their Master Installer status. We continue to work closely with Sunsyrk and their support team to stay ahead of the ever-changing world of Solar PV and renewable technology, ensuring our customers have constant unrivaled access to market-leading products from market-leading installers.

It is important to remember the reason why Lakes Solar Ltd stands out in the industry, because we are a professional solar installation company, not a sales firm.

With experience comes product knowledge, and the Lakes Solar team has an abundance of both. Reliability, communication, quality workmanship, value for money, and first-class customer support are everything you would expect from a Sunsyrk Master Installer, and everything you are guaranteed with Lakes Solar Ltd.

www.lakesolar.co.uk



Renewable Energy Funding Scheme

The Co-Operative Bank

Opportunities for installers are increasing exponentially. As the green economy progresses by leaps and bounds, more and more businesses are looking to take part in the movement and the potential profits it is creating, thus presenting an ideal environment for installers.

Ultimately, whichever way you cut it, at some point in the transition to going green, solar panels and other eco-tech need to be installed. It isn't an app or a YouTube show. At some point, you, the installer, will be needed.

One business sector that tends to move slower due to heavy regulation is the finance industry. But as the finance industry catches up with the trend in green tech, you as an installer will not only experience a surge in business but also have a useful tool to signpost people to. The adoption of the green agenda by financial institutions is breaking down one of the main barriers to investing in green technology.

One great example is the Co-operative Bank's Renewable Energy Funding Scheme. It is specifically for business customers and amazingly, the bank is willing to lend up to 100% of the project costs. Through this article, we'll take some time to explain the scheme and unpack it so that you better understand it and can share it with potential business clients.

The Co-operative Bank wants to help businesses improve their green credentials and lower their carbon footprints. With their Renewable Energy Funding Scheme, businesses can borrow money to invest in renewable energy technologies to help improve the sustainability and energy efficiency of businesses.

What are they offering?

- Up to 100% loan funding.
- Competitive interest rates.
- Bank of England Base Rate (5.2%).

What can the funding be used for?

- Relocating to energy-efficient premises.
- Changing to an energy-efficient boiler.
- Improving your insulation.
- Introducing recycling schemes.
- Investing in electric vehicles.
- Installing solar power.
- Changing to LED lighting.
- Other renewable energy projects.

Who is eligible to borrow?

- Must be 18 or over.
- A UK resident with a business or charity address in the UK.
- Authorised to borrow on behalf of the business or charity.
- The company will need to hold or open a Co-operative Bank business current account. (If you do not yet have a Co-operative Bank business current account, we will help you open one if your lending application is successful).
- Loan repayments must be made from your Co-operative Bank business current account.
- The Renewable Energy Funding Scheme is available for business use only.





How much can be borrowed? £25,020 minimum up to £10 million

This scheme is truly outstanding and is a great support for businesses struggling with rising energy costs and that are looking to reduce their carbon footprint. The Co-operative Bank has a long history of being a credible lender and creating products that bring great benefits to their customers.

The renewable energy funding scheme by the Co-operative Bank is already positively impacting people. Nigel Holt, the Director of Regency Estates, said of the scheme, "The Renewable Energy Funding Scheme helped us take our first step towards carbon neutrality." All over the UK, businesses are looking for ways to affordably transition to being carbon neutral, and the pathway is through this kind of financing model. Furthermore, once the loan is paid off, businesses will be in control of their own power and energy, especially if they have inverters and battery systems fitted.

Now is the time to educate businesses not just on how they can reduce their carbon footprint but on how they can also take significant autonomy in this area of their spending. All businesses are about reducing costs, and energy is a major cost. As an installer, this is a perfect upsell to business owners who have only heard of solar panels and haven't considered taking control of how they generate, store, and use energy.

There is much more involved in the Renewable Energy Funding Scheme concerning the application process, and the various details involved in any loan. This article isn't to explain the scheme in detail, nor is it to promote the loan itself, as there are other financing options out there. However, we want to highlight to you, the installer, that there are now financing options available that can support even the most conservative spending businesses.

Disclaimer: This is not financial advice. For taking business loans speak to a professional advisor. Sunsynk News is not affiliated with and does not profit in any way from the Co-Ops Renewable Energy Funding Scheme.



Indonesia's Climate Dilemma

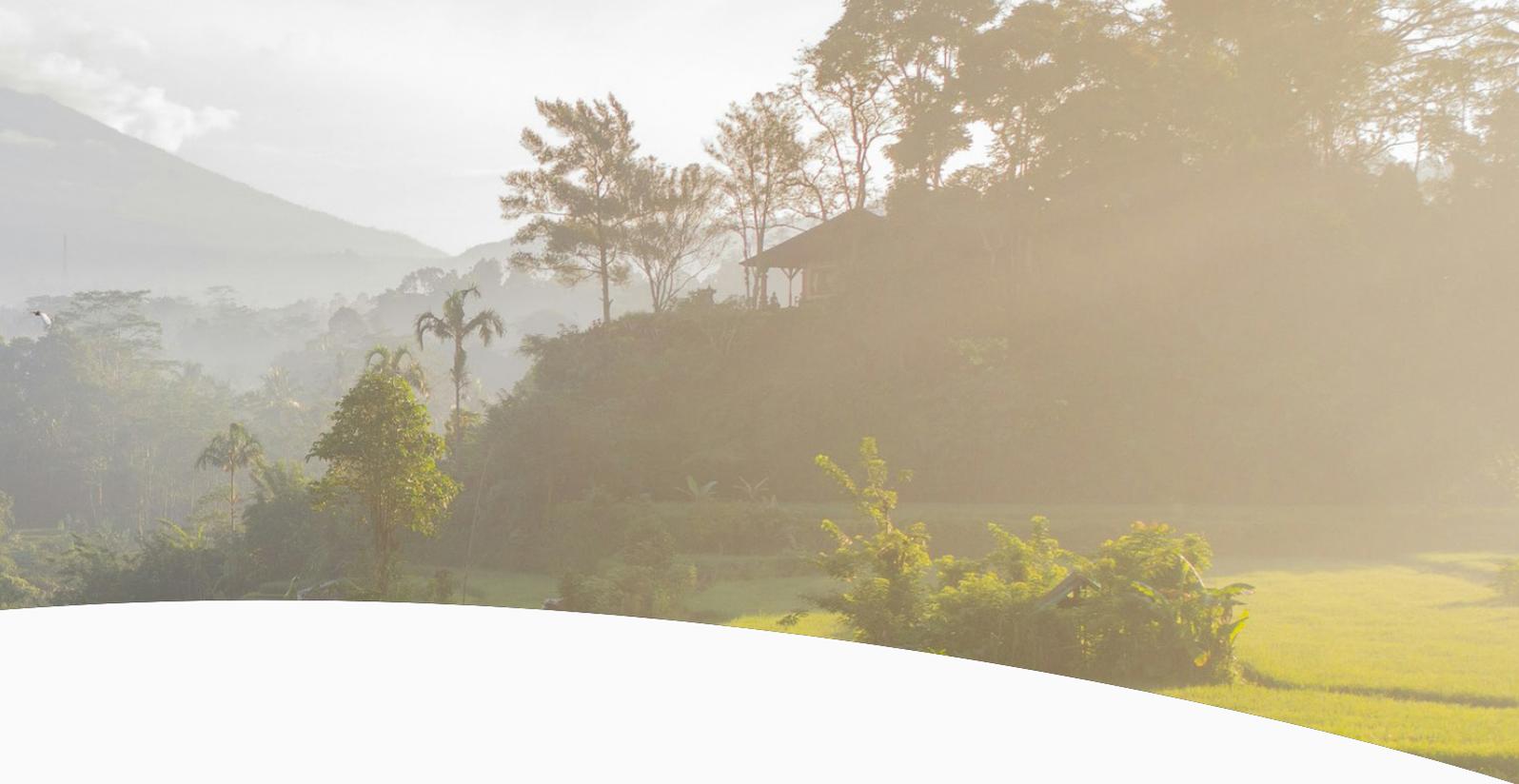
One of the unspoken challenges of reducing greenhouse gases in the atmosphere is the impact these climate policies have on populations and how effective they are considering China, the USA, and India together account for nearly 50% of all emissions. There are logical challenges for national populations like the UK that only account for 0.7% of all emissions if the policies themselves are challenging and not evidently beneficial to the populations.

Many in the UK have borne the brunt of climate change policies with our world-famous stiff upper lip; however, this acceptance for many is driven by crisis rather than by a warm embrace of better, environmentally friendly options. Whilst many families struggle to afford heating their homes as energy prices soar, there are those who see the huge financial benefits and energy autonomy that new eco-technologies provide.

But in developing nations with more than 200% more emissions than the UK, such as Indonesia, the 4th most populous nation on earth but still only accounting for 2.3% of global emissions, there is very little concern or incentive for transitioning to renewables. Like China, Indonesia is building new coal-fired power stations, and whilst efforts are being made to make these as clean as possible, there is still a disconnect between the attitudes of various populations.

For many in Indonesia, they have not heard of global warming, the climate crisis, or their government's desire to reduce emissions. The government of Indonesia has set goals to reduce emissions, but these are far from being reached. The nation is full of natural resources and has already begun works on hydropower generation, and floating solar farms. With the correct investment, the nation could take advantage of additional opportunities in geothermal as the nation is part of the ring of fire and a very volcanic country. There are dissenting voices to these strategies, claiming it as unfair, as richer developed nations would profit from investing in this new infrastructure and therefore not allowing these nations to use their fossil fuels to develop in the same manner as today's developed nations once did. However, this is not the major issue for Indonesia and the transition away from fossil fuels.

The major issue is that the population feels very little energy "pain". Whilst achieving these targets is the job of the government and for such a large population spread over 17,000 islands it is to be commended, it certainly is a challenge to achieve the net-zero goals. A majority of the nation runs on electricity, 99.63% of the population has access to it, and it is cheap power. Also, the power is stable, there are no brownouts or load shedding like is experienced in South Africa. Petrol is the cheapest in Southeast Asia, meaning



that it is a significant challenge to convince people to switch to EVs or electric bikes. These all make life easier for the average Indonesian, and so they have no incentive to change. Added to that is the fact very few know what renewable energy actually is, the government subsidises coal-fired power stations, and there is limited land for solar farms and other renewables.

Indonesia is a very beautiful nation full of mountains covered in jungle. It has some of the most pristine rainforests in the world and so there are concerns from conservationists that large-scale renewables will be detrimental to the environment and ecology rather than beneficial.

One innovation being deployed is floatovoltaics, floating solar farms. This saves on land space but the environmental impact of these is uncertain. Conservationists have expressed concerns that preventing light from penetrating the water will kill plant life and phytoplankton, which is the basis of most aquatic food chains. The death of these organisms also means the water will deoxygenate and it could destroy the whole ecology of the area. Added to these concerns are the questions surrounding what happens to broken and old hardware that contains chemicals and metals dangerous if leached into waterways.

It is, though, apparent in cities such as Jakarta that there is a pollution problem, with smog hanging in the air, much of which is from power stations and cars. These emissions and pollutants are already causing ecological challenges, in urban rivers and local areas, not to mention respiratory health problems in the population.

Indonesia stands as a challenging paradox for us all. To instigate strict climate policy to reduce their 2.3% emissions, what is the human and ecological toll going to be? Especially when this, the fourth most populous nation, has a negligible global impact when compared with the top 3. Would they say, “we’ll reduce by half when you reduce by half?” It is hard to say.

But the facts are that new coal-fired power stations are being built, fuel is cheap, and for the time being, average Indonesians probably won't be seeing much change. So when it comes to installing solar arrays, battery systems, and inverters besides certain government projects, it is unlikely that Indonesia will see the same kind of uptake in the near future as has been experienced in the UK.

The Energy Act 2023 Explained: Implications and Opportunities for PV Installers

The Energy Act 2023, which received Royal Assent on 26 October 2023, represents a significant advancement in the United Kingdom's commitment to sustainable energy. It sets a framework for achieving net-zero carbon emissions by 2050 and making energy more affordable for households. This comprehensive legislation is a cornerstone of the UK's energy policy, underpinned by the British Energy Security Strategy and the Ten Point Plan for a Green Industrial Revolution. This revolution is already sweeping through every sector of society, and installers stand to gain significantly.

Central to this new legislation is the "Powering up Britain: Net Zero Growth Plan", otherwise known as the NZG Plan. The plan prioritises enhancing the UK's energy security, seizing the opportunities

that arise from transitioning to low-carbon energy sources, and meeting the net-zero commitment by the middle of the century.

The Energy Act 2023 addresses a vital government priority: maintaining the security of the UK's energy supply as the nation transitions to a net-zero future. To this end, the Act endows the Secretary of State with several new powers, including the ability to intervene in critical energy supply situations, to collect detailed information about the energy sector for better decision-making, and to provide financial assistance to drive improvements within the industry.

What the PV and battery storage industry needs to do is take every opportunity to explain to those in



authority the huge opportunities that distributed solar and power storage will make to the energy security of the nation. We are in a transitional era where we still rely on utility companies to provide the power; however, year by year, as we increase the number of solar panels and battery storage, we are creating a distributed system that, in time, will dramatically reduce or remove the requirement for energy sourced from utility companies. Imagine every roof in Britain generating power, not to mention the new technologies being developed that can be deployed to generate renewable energy and stored in batteries.

Alongside these powers mentioned above, the Act establishes the role of the Independent System Operator and Planner (ISOP), which is tasked with designing and coordinating the energy system, ensuring the security and reliability of the energy supply. The Secretary of State is expected to utilise these new powers to guarantee that the ISOP operates effectively.

In recognition of the role that private investment plays alongside government funding in carbon capture, utilisation, and storage (CCUS) projects,

the Act lays out provisions to encourage the development of low-carbon (i.e. solar) and hydrogen business models. These present a significant opportunity for installers to capitalise on with their commercial clients. The Secretary of State now has the authority to provide long-term financial support for these projects. These measures also include the designation of responsible parties to manage contracts and act as routes for funding, as well as the establishment of a separate body to oversee the allocation of resources through a set regulatory process.

Furthermore, the Act includes the introduction of a low-carbon heat scheme, which will gradually compel manufacturers of fossil fuel heating appliances to increase sales of low-carbon heat pumps. Manufacturers can meet their obligations through direct sales or by purchasing credits from other manufacturers, offering flexibility in compliance. These low-carbon heat pumps run off electricity and present a great opportunity for installers to aid customers in managing their energy better through the installation of inverters and battery storage.



Saint Helena

Remote Leisure with Remote Power



It is hard to get much more remote than St Helena. Its neighbour to the south, Tristan da Cunha, is classified as the most remote inhabited island on Earth. St Helena is not that far behind when it comes to remoteness. So, it may come as a surprise to hear of a campsite that is going green in one of the most remote destinations on Earth. St Helena is a British Overseas Territory, with a majority of the population being made up of British citizens. You can take the people out of Britain, but you can't take Britain out of the people. We British love camping. It is in our blood. For some reason, there is nothing we like more than spending our well-earned rest sleeping on the ground outside. And for those residents of St Helena, it's no different.

Andy Hook, the owner of Camping Bella Saint Helena, has a vision, which he has begun to put into motion, of making the campsite completely carbon-neutral. Through his research into how to make this a reality, he discovered Sunsynk.

Mr Hook has chosen Sunsynk as the preferred brand for the renewable power development of their campsite. Currently, eight 370W bifacial solar panels have been installed, with plans to add twenty additional panels for the full system. These panels, along with a 10kW 47Amp diesel backup generator, have been connected to two 8kW Sunsynk Hybrid inverters in parallel, plus two additional 8kW Sunsynk Hybrid inverters have been installed in anticipation of the expansion of the solar array.

Six lithium iron phosphate (LiFePO₄) batteries have been rack-mounted and connected via DC isolators to the Hybrid inverters. Being recharged by the solar array, these batteries provide the site with a huge amount of carbon-neutral power, enabling the leisure site to be energy autonomous.

Andy Hook, the owner of the campsite, aims to have the location carbon-neutral, with the existing diesel generator acting as a backup (UPS) to feed the batteries in times of grid outages. The advantage of the tandem generator and battery UPS is that the battery can switch over immediately with a much lower fail rate, and the generator can run at a lower power level, drip-feeding the batteries. This means that in an emergency, fuel is used up at a slower rate, and there is a lower risk to the campsite from the generator failing to start. The remote location of St Helena means that reliable and robust energy management solutions are essential.

Sunsynk's inverters, with their hybrid and bidirectional functions, have made them ideal for a system feeding off both generator and solar panels, which Camping Bella Saint Helena has installed.

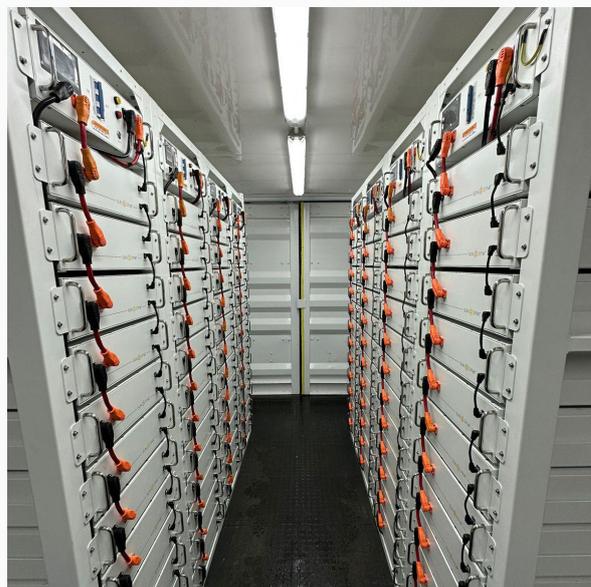
Sunsynk has positioned itself as a truly global brand serving customers the world over. Moreover, Sunsynk is fast becoming the go-to brand for the leisure industry. No other manufacturer has the knowledge, experience, or skill that Sunsynk has in working with

the unique power situations faced by all leisure park operators, whether it is in mainland UK or thousands of miles away in St Helena. Sunsynk Leisure's team has a division that specifically focuses on working with leisure parks, campsites, and other leisure sites to help site owners design the power solution that best fits their needs. This service, among others, is why Sunsynk is so sought after within the leisure industry.

Found in the middle of the central Atlantic between Brazil and Angola, St Helena truly has a varied and illustrious history. It's been the headquarters for the Admiralty in the Atlantic. It's stood as a symbol of safety and freedom for generations. For many freed from the slave trade, it was the first solid ground they walked on as free men and women. St Helena was home to numerous prisoners of war during the Boer War, and before that, it was the final "home" of Napoleon who was exiled here after the Battle of Waterloo. Even the origins of the environmental movement are said to find their roots in St Helena.

Perhaps this small British Island Territory has other surprises in store in the years to come. What is clear today in the story of Sunsynk and Camping Bella Saint Helena is that for PV installers, the market is broad, and the opportunities are vast.

Everyone at Sunsynk wishes Andy Hook and the whole team at Camping Bella Saint Helena all the best with their renewable energy project and their leisure business.





Fun Fact:

In 700BC, 2700 years ago glass lenses were used as a way to magnify the sun's rays to make fire. Buildings were also designed at this time to take advantage of the sun's energy to heat and light homes. We have come a long way since then!



Industry Events During Q2 2024

Why not make a plan this year to visit some of the industry events going on around the UK. They can help you network, meet potential partners, grow your brand, discover the latest innovations, and connect directly with manufacturers and potential customers.

 <p>SOLAR & STORAGE LIVE London 2024</p>	<p>Solar & Storage Live 2024 - London Dates: 29-30 April 2024 Location: ExCel London www.terrapiinn.com/exhibition/solar-storage-live-london/index.stm</p>	
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 <p>UK SOLAR SUMMIT</p>	<p>UK Solar Summit - London Dates: 4-5 June 2024 Location: Novotel London West https://uss.solarenergyevents.com/</p>	
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 <p>installer SHOW NEC Birmingham 25-27 June 2024</p>	<p>Installer Show - Birmingham Dates: 25-27 June 2024 Location: NEC Birmingham www.installershow.com</p>	
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