

# Maui Makeover

## Haleakala's History of Innovation

Haleakala Solar Inc. is one of the oldest solar companies in Hawaii, installing hot water and PV systems since 1977. But no one is more innovative when it comes to the latest solar technology.

In fact, Haleakala Solar has recently helped two Maui homeowners become the first to completely disconnect from the utility company by installing a state-of-the-art solar photovoltaic and battery storage system for their Wailuku home. After being denied solar by the utility company, homeowner JD Dutch turned to Haleakala to develop a battery system that would allow them to be totally off grid.

“It was initially frustrating with the utility company,” explains JD Dutch. “But what Haleakala Solar has created for us is a blessing in disguise, because we are completely independent of any utility company policy changes. We’ve become our own utility company. We control our energy consumption and energy production. We couldn’t be happier.”

Haleakala’s customers expect out-of-the-box innovation and technological sophistication. Which is why when it came to panel protection, Haleakala turned to the SolaTrim® Solar System Protection.



**Hawaiian homeowners go off grid.**

## Clean Rooflines

When Hawaiian HOAs announced new policies for solar protective panels, bulky, unattractive skirting would have to be a thing of the past. Now cleaner aesthetics were required. With multiple installations scheduled, Haleakala quickly needed an attractive and cost-effective solution.

They began looking for a partner that would work within Hawaiian HOA requirements. After much searching, the Haleakala Solar team could not find anyone who met their standards and opted to develop their own solution. While their new skirting met the guidelines, it was expensive, time-consuming to install, and interrupted operational capacity.

### The SolaTrim Solution

Then they discovered SolaTrim.

The Wailea Community Association, a key Haleakala customer, was introduced to SolaTrim Solar System Protection Solution by Tony Racanelli, SolaTrim's Hawaiian product representative. Wailea asked Haleakala to vet the product. They did and quickly recognized the innovation behind these attractive, easy-to-install, and cost-effective skirts.

Initially, there was some skepticism that raging tropic winds would damage the SolaTrim panels, but the sturdy design and military-grade adhesive system last for the lifetime of the rooftop system—no matter what the weather.

Today, Haleakala Solar customers demanding the latest solar technology now enjoy the addition of SolaTrim protection. This means installation times cut from days to hours. It means less service calls for damage repairs from pests or weather. And most importantly, it means lower installation costs.

Find a SolaTrim Distributor to enhance your company's solar panel installation business today.

“SolaTrim is extremely easy to install and has significantly reduced out labor and materials cost when skirting PV systems.”



The SolaTrim panel

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