

Reparator, a supplier of a range of unique water aeration, filtration and associated water products has reached agreement with Solari Energy where Solari will include the range of water products in their product range. Solari is not restricted in any geographical area but will concentrate mainly along the Eastern Seaboard in these early stages.

Peter Caswell, Chairman, Reparator, states that the close working relationship that has built between the two companies as Solari has worked with them on solar power systems for their products has been a factor in offering a distributorship. 'Solari are good to work with. They are innovative, willing to work in difficult and challenging situations, have a deep knowledge of the solar industry, good networks and we find them honest and fair in all their dealings,' says Caswell.

Geoff Hill, who championed the relationship from the Solari side, is very pleased with the decision. 'I knew all along this was to be a great opportunity. It fits with the new direction of Solari – moving into other verticals and looking for opportunities where we can incorporate solar power and energy storage into a bundle of products. I have been selling for over 40 years and have a nose for successful fits based on experience. My nose always told me this was good. This is such a good opportunity I wish I was really young again!!'

Doug Fletcher, CEO of Solari Energy, sees it this way. 'We set out back in 2014 to start developing into new areas to safeguard and secure the company. Already we have worked with Reparator and find their team excellent to work with and we see the uniqueness of their products. I had a good look around at competitive water industry products and as we wanted to move into the industry as part of our overall business plan, it is good sense to tighten the relationship and open our sales lines and abilities to Reparator.'

Both Solari and Reparator believe there is a period of six to eight months of further product development to complete before any real marketing can start. In the meantime Solari intends to prime the market for sales of both water and solar products and look for opportunities where both are needed.

By working together on this activity Solari believes it will be in an improved position when products are market ready.