


Living up to the challenge

Among the reference installations realised with KACO inverters is this one in San Cassiano, Puglia. Photos: KACO

Few inverter manufacturers can back their business by an experience as rich as that of KACO new energy. The company's expertise pays out – in highest levels of reliability and efficiency. An offer that is hard to refuse.

 KACO – an acronym that reaches back to a time when nobody cared for the sound of a brand name. It was in 1914 that Gustav Bach founded his **Kupfer-Asbest-Company**. By the 1950s Bach's company KACO had established itself as the world's leading manufacturer of electro-mechanical choppers that are known as inverters today. When finally at the turn of the year 1998/99 Ralf Hofmann, Matthias Haag and about a dozen of employees leave KACO Group to form a company under the name KACO GERÄTECHNIK GmbH, the success story in the sector of PV inverters is only to begin.

One of the early goals is the production of transformerless PV inverters for grid feeding. Of course, a company that is based on such a wide experience understands its business. Before the end of the first year, the company floats one of the very first transformerless inverters available on the market – the beginning of a success story that is meanwhile reflected in about 400 employees around the globe.

With 480 MW in 2008, KACO is the second-largest manufacturer of inverters for grid feeding in the world. KACO inverters are among the market leaders when it comes to quality and degree of efficiency. Even in rainy Germany, solar systems with KACO inverters arrive at excellent yields of up to 1,200 kWh/kWp per year. The central inverters of the Powador XP series are virtually predestined for the implementation in large-scale systems with high energy yields in southern Italy. In Foggia, Apulia, KACO is currently realizing a 25 MW project with its new Powador Megawatt stations. Each station consists of three Powador XP350-HV TL joined with a medium voltage transformer in a concrete housing.

But also in the area of string inverters, KACO offers products particularly well-suited for the Italian market. Electricity that can be fed in without trans-

formers is subject to a connection limit of 20 kW in Italy. The ideal solution: a trio of the new Powador 6650xi inverters enables symmetrical feed-in precisely at the connection limit. This solution is only one demonstration of KACO's flexibility in reacting to different market and customer requirements.

KACO is committed to quality "Made in Germany" and produces exclusively at its German production locations. And it's paying off – KACO has gained the reputation of highest quality standards. The company was first to provide a seven-year warranty on its inverter products. Meanwhile, the warranty for inverters with a capacity up to 33 kW can be prolonged to 25 years. The quality is reflected in the reliability of the devices. In a survey addressed to the agricultural sector, KACO was able to confirm the lowest rate of complaints among all manufacturers.

Today, a share of 35 % of the company's production is directed at the export markets. In 2008, KACO had shipped about 10 MW of its total production of 480 MW to the Italian market – the tendency is sharply rising. The trend is no coincidence as Italy counts as an important strategic market for the company. With the sound political framework provided through Italy's incentive law, KACO decided on establishing a market presence of its own and on strengthening its investments. All KACO inverters are certified for the Italian market and distributed through renowned wholesalers, among them Electrosolar, Enerpoint, HAWI, Krannich Solar, Solog and Soleos Solar. Besides corresponding offices for sales partners and service branches in all other important markets, KACO in February 2009 established a new service branch in Prato, Florence. Early this year, KACO GERÄTECHNIK GmbH changed its name to KACO new energy GmbH underlining the rising internationalization of the company's business relations.

Especially developed for the connection limit of 20 kW – the Powador 6650xi

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