

Highland Solar & Trina Solar (Canada) Finalise Distribution Agreement

/EINPresswire.com/ Newmarket, Ontario, Canada; 14 September 2012 -- [Highland Solar](#), a division of Highland Logic Inc. and a leading wholesaler of photovoltaic (PV) solar products based in Ontario, is pleased to announce the finalisation of its distribution agreement with [Trina Solar \(Canada\) Inc.](#), which recently announced its entry into the Ontario market.

"Trina Solar is the type of manufacturer that fits well with our existing products and philosophy. We have always strived to provide our customer base with top quality brands: Westinghouse Solar, Eclipsall Energy, Kaco and our other recent addition Kinetic Solar," remarked Sean McCrae, President of Highland Solar. "With Trina Solar's position as one of the world's largest integrated manufacturers, I feel this is an exceptionally good fit for both organisations. With the recent partial re-launch of the Feed-in Tariff (FIT) Program in Ontario, we are expecting a strong response from companies looking to provide homeowners with high performance, top quality components from secure, long-haul manufacturers. Trina Solar will help us meet their needs."

"Trina Solar is careful and thorough in selecting its partners. We chose to work with Highland Solar because of their efficiency and professionalism," said Mark Paddison, Trina Solar company representative. "Canada's evolving solar market necessitates solidifying the solar supply chain so that customers receive panels quickly and efficiently. Our partnership with Highland Solar will help grow the Canadian solar sector."

As one of the world's leading PV companies, Trina Solar has a track record of offering high quality modules and solar solutions. Recently, the Company earned recognition by three organizations for its sustainable practices, corporate viability and field performance. The Silicon Valley Toxics Coalition, in its annual global review of sustainable manufacturing practices, ranked Trina Solar first among solar panel manufacturers. The Company also placed first in PRTM's Sustainable Growth Index Field Performance, indicating the Company's strong financial outlook. Finally, Trina Solar's panels placed first on the California Energy Commission's PTC/STC ratio that estimates real-world panel performance.

With their "One Call – One Order – One Shipment" service, and a special financing arrangement with a major Canadian bank their dealer network receive, Highland Solar is one of the premier distributors of solar products; primarily catering to the Micro-FIT and FIT market in Ontario. Their growing dealer network not only covers the Ontario; but stretches to British Columbia, Alberta and New Brunswick.

"We are excited to welcome the Trina Solar product to our stable of brands," stated Andrew Hill, Sales and Marketing Manager for Highland Solar. "Trina Solar was recently picked as the most environmentally friendly PV manufacturer in the world by the Silicon Valley Toxics Coalition. So I am pleased to say that not only are they green and clean, but now they are on the scene in Canada."

Trina Solar's commitment to protecting the environment goes beyond their award-winning, sustainable manufacturing processes. Earlier this spring, Trina Solar announced a partnership with the Plant-for-the-Planet Children's Initiative to plant 9,000 trees annually for the next three years, or a total of 27,000 trees. Inspired by Trina Solar's initiative to offset carbon emissions, Highland Solar is looking to reduce carbon through its distribution partnership with Trina Solar in Canada.

"We are looking into a programme where our dealers and their customers, in concert with us, can work to provide a similar service for community-based planting programmes in Ontario," commented Mr. Hill.

Mr. McCrae summed things up by saying, "It has been a difficult time for many in the industry lately, yet going forward it is clear that the emphasis within the market is now not just on sustainable energy, but on sustainable manufacturers and sustainable suppliers. We at Highland Solar are not just committed to providing products for 'the now', but to providing products and services for the benefit of the future."

Highland Solar is a leading wholesale and distribution house servicing the Ontario Feed-in Tariff and National solar markets. In addition to Trina Solar, they also represent such leading brands as Eclipsall, Kaco, Kinetic Solar and many more. While they not install systems, or sell directly to the public, those interested in becoming a dealer partner or being put in touch with a member of their dealer network can do so at www.highlandsolar.ca.

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