



Techno-Solis Company Newsletter

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Techno-Solis

Solar Pool Heaters Since 1976 www.techno-solis.com

Company Newsletter



Techno-Solis President, Sebastien Bourgeois, with Jorge Cheves.

Welcome New Dealers!

Techno-Solis is proud to welcome the following companies into our growing dealer network:

Aumada Energy & Technologies Headquartered in Kuala Lumpur, Malaysia, Aumada recently installed one of the country's largest solar pool heating projects, which included 17 individual Techno-Solis systems, for a high rise condo in Malaysia's capital. Aumada will distribute and install Techno-Solis products throughout Malaysia and Philippines.

Clean Water Pools Located in Zapopan, Mexico, Clean Water Pools is one of Mexico's largest swimming pool equipment dealers. They have already installed several Techno-Solis systems and we are looking forward to

developing the local solar pool heating market with them.

Sussex General Trading LLC Partner Glywn Rowlands has led an exciting life as a British fighter pilot, commercial airline pilot and sailboat racing captain. He is now embarking on a new adventure as a Techno-Solis dealer. Glywn and his company will cover Dubai and the surrounding Middle Eastern region.

Hydrosistemas Hailing from Guatemala City, Hydrosistemas is the country's largest pool builder. Founder Jorge Cheves is a licensed Architect who has designed some of Guatemala's most astounding and high profile swimming pools.

Techno-Solis Upcoming Events

Salon International de la Piscina
October 17 - 20, 2007
Barcelona, Spain

International Pool & Spa Expo/Backyard Living Expo
November 28 - 30, 2007
Orlando, Florida

Aqua Show
November 14 - 16, 2007
Las Vegas, Nevada

...Other events to be announced

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Pool Builders Turn to Solar



Countless people with existing pools needing to be heated. The affordable price and zero increase in monthly utility bills make solar heating an appealing choice for pool owners and an easy sale for pool builders.

Another favorable aspect of solar pool heating is that it works just as effectively as other heating methods and in most states can literally double the swimming season. In addition, with no moving parts or metal pieces to corrode or rust, solar heating systems have a life expectancy of at least 10 years. In fact, some systems, like the one manufactured by Techno-Solis, are backed by a lifetime warranty. This is a great selling point and gives owners a sense of security in knowing that they will be able to enjoy their heated pool for many years without the hassle of costly repairs.

With tough economic times ahead for the foreseeable future, pool builders are being forced to compete in a shrinking market. For many, survival will depend on finding new ways to reach customers. Solar heating is an affordable and effective way to keep swimming pools warm all year, and is in high demand. This combined with high profits and small labor costs make solar a great new offering for pool builders.



Swimming pool builders have been hit with a double whammy recently. The housing market slump has had a direct effect on the number of new pools being installed, and the rising energy costs have drastically slowed gas heater and heat pump sales. With demand for their two major products on a sharp decline, many pool builders, in search of new sources of revenue, have discovered that solar pool heating is a great tool for reaching their increasingly elusive customers.

Some pool builders have shied away offering solar heating as an option because they are wary of long installation times and the liability of making penetrations on their customers' roofs. Most builders who have taken the leap into solar, however, are happy to find that installation for an average solar pool heater only takes about 30 minutes per panel, and the possibility of roof leakage is virtually non-existent if the system is properly installed. Also, depending on the location of the pool builder, there is probably a certified solar contractor nearby that can perform the installations at a reasonable price.

There are several other logical motives for pool builders to get into the solar business. One obvious reason is that demand is overwhelmingly high for energy efficient products with a quick return on investment. The number of people in the market for a new pool may be on the decline, but there are still

Solar Plus Expands into Las Vegas



The Solar Plus Team

San Diego's largest renewable energy dealer, Solar Plus, has just celebrated its expansion into Las Vegas, where founders Ross and Grace Fockler expect to duplicate the tremendous success that they have had in Southern California. Offering a complete line of renewable energy products, Solar Plus provides custom solutions for solar hot water, electricity and pool heating.

The move to Las Vegas is a logical step for a company that has already risen to the top of Southern California's enormous and highly competitive solar industry and is eager to conquer another growth area.

Despite recent reports of a housing market decline, there is strong demand in Las Vegas for alternative energy products like solar pool heating. This is

primarily due to the large number of pools in the metro area and the huge savings that pool owners can gain by going solar.

As the exclusive distributor and installer for Techno-Solis, the most trusted name in pool heating, Solar Plus will have a gigantic advantage over the local competition. Another advantage is their highly knowledgeable and experienced staff of solar consultants and installers who consistently earn high praise from customers for their informative approach to every new project.

By sticking to their formula of offering high quality products with customized energy solutions, Solar Plus is a sure bet to be number one in Vegas.