

Techno-Solis Company Newsletter

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Company Newsletter

A Record Breaking Year!

2006 has been a record year for Techno-Solis. While sales of pool heating systems for commercial and residential use have steadily increased for about five years, the past 12 months have exceeded everyone's expectations. A major force behind Techno-Solis' growth is the outstanding performance of our long time dealers. Techno-Solis dealers consistently outpace industry sales trends because of the excellence of their service, the drive of their sales forces and the quality of the pool heating systems that they promote and install.



Another factor in our overwhelming success this year is the addition of nearly 20 new dealers and distributors to the Techno-Solis network. We are excited about the achievements of our dealers in 2006, and are looking forward to even greater accomplishments with both long term and new dealers in 2007.



Techno-Solis Upcoming Events

International Pool & Spa Expo, Las Vegas, NV:
Nov 28 - Dec 1 2006

Florida Pool & Spa Show, Orlando, FL
Feb 22 - 24 2007

Atlantic City Pool & Spa Expo, Atlantic city, NJ:
Jan 23 - 25 2007

Western Pool & Spa Show, Long Beach, California
March 1-3, 2007

...Other events to be announced

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Rebates and Incentives for Solar Pool Heating

Solar Thermal and Photovoltaic Collector Manufacturing Activities 2005

Solar Pool Heaters in Canada Save Thousands of Dollars Annually

Real Incentive is in the Performance

As most people know, the Energy Policy Act of 2005, which provides rebates and incentives for renewable energy use, does not extend to solar pool heating. Presumably the exclusion is due to the fact that swimming pools are considered a luxury, not a necessity. What everyone may not know is that, although solar pool heating is excluded by federal incentives, there are many programs on the state and county levels that can sweeten the deal for people wanting to warm their pools. States like California, Florida and Arizona, whose populations have a high percentage of swimming pool owners, all offer some form of rebate or tax incentive for solar pool heating.

A reliable source for people to find out what is included in their state or county’s renewable energy program is The Database of State Incentives for Renewable Energy, or DSIRE (<http://www.dsireusa.org/>). This website not only provides updated information on incentive programs but also has a wealth of useful links, articles and news for anyone interested in solar energy.

Regardless of whether solar pool heating is boosted by federal aid or not, it’s benefits are clear. With performance equal to that of other heating sources, and an average payback period of approximately 3 years, solar pool heating doesn’t need additional incentives to make sense.



US DOE Releases 2005 Solar Report

The U.S. Department of Energy reports annually on manufacturing, importing, exporting and domestic sales of renewable energy products. The most recent report, not surprisingly, shows a very strong growth rate in all categories for both Solar Thermal and Photovoltaic collectors. The following are excerpts from the report (which can be read in full at www.eia.doe.gov):

- Pool Heating accounted for 93.6 percent of all solar thermal collectors shipped in 2005.
- More than 70 percent of all solar thermal collectors were shipped to the top five domestic destinations: Florida, California, Arizona, New York, and Illinois
- Domestic shipments of solar thermal collectors rose 10.4 percent to 14.7 million square feet in 2005. Total shipments rose to 16 million square feet, a 13.7 percent increase over 2004.
- Low-temperature solar collectors represent 95 percent of total solar thermal shipments. Medium-temperature collectors were responsible for more than 4 percent of total shipments High-temperature collectors represented less than 1 percent (0.7%).
- The photovoltaic (PV) cell and module domestic shipments reached a record high of 134,465 peak kilowatts in 2005, a substantial 72 percent increase from the 2004 record of 78,346 peak kilowatts.
- The average price for modules (dollars per peak watt) increased more than 6 percent, from \$2.99 in 2004 to \$3.19 in 2005.

Solar Pool Heaters in Canada Save Thousands of Dollars Annually

One of the primary advantages that Techno-Solis collectors have over other solar pool heaters is that our panels have been specifically designed to survive extreme weather conditions. The durability of our panels is particularly useful in places like Canada where freezing temperatures are common. Techno-Solis distributor, SolarOntario.Com Ltd, was recently able to put these advantages to good use with the installation of two major solar pool heating systems for the City of Toronto.

SolarOntario.com Ltd. designed, supplied and installed the systems for the Centennial and Agincourt Recreation Centres in Scarborough through partnering consultant, Optimira Energy Limited. The Centennial Recreation Centre uses 56 – 4’ x 12’ (250 sq. metres – 2688 sq. feet) of Techno-Solis solar collectors to heat the indoor pool at the facility. This system will be capable of delivering the equivalent of \$4,900 worth of natural gas heat to the swimming pool a year. Over the projected lifetime of the solar system (20 years), it could displace more than \$283,000 worth of natural gas and prevent the production of over 460 tonnes of green house gases.



The Agincourt Recreational Centre uses 54 – 4’ x 12’ (241 sq. metres – 2592 sq. feet) of Techno-Solis solar collectors to heat the main pool at that facility. This system will be capable of delivering the equivalent of \$5,400 worth of natural gas heat to the main swimming pool a year. Over the projected lifetime of the solar system (20 years), it could displace the use of \$325,000 worth of natural gas and prevent the production of over 520 tonnes of green house gases.



The General Manager of SolarOntario.com Ltd., Andrew McKegney CET, has been designing and installing solar heating systems in Canada, full time, for over 20 years and is also Chairman of the Thermal Division of the Canadian Solar Industries Association (CanSIA), Chairman of the CSA Standards Committee on Solar Collectors (CSA-F378), and serves on 3 other CSA solar standards committees.