

VAILLANT SOLAR: YOUR TRUSTED PARTNER

Vaillant can help your business fully benefit from a solar thermal system with commercial resources, decades of experience, and an unrivaled business model. The Vaillant team boasts the strength of engineers, solar specialists, financing resources, and a network of trained solar installers. Vaillant helps you navigate the complexities of solar business decisions and simplifies the process for you. Working with you each step of the way, Vaillant will design a custom solar thermal system to meet your specific business requirements.

Vaillant Solar Systems Inc. is a subsidiary of the Vaillant Group. Headquartered in Germany, Vaillant Group has been family-owned since its founding in 1874. In 2008, the company achieved more than \$3 billion in sales with more than 12,000 employees. Vaillant Solar Systems is able to leverage the financial stability, research and development, and advanced German engineering of Vaillant Group to maintain a competitive edge in the US solar industry.

**Partner with Vaillant Solar Systems,
and feel the difference.**

GET STARTED!

Complete the Vaillant Project Sheet to receive your custom solar simulation and proposal.

► www.vaillantsolarsystems.com/getstarted



CONTACT US

Contact Vaillant's business development team to schedule a free site evaluation and receive a no-obligation proposal tailored to your specific business requirements.

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SOLAR THERMAL SYSTEMS FOR YOUR BUSINESS



A solar thermal system is a smart investment for businesses, large and small. Whether you manage a large hotel chain or own a local winery, a commercial solar thermal installation will provide:

- **Significant utility savings**
- **Financial incentives**
- **Increased property value**
- **Greener corporate image**



THE BOTTOM LINE

Business owners and facility managers throughout the U.S. are taking advantage of renewable energy – not just because it is beneficial to the environment, but because it is also good for the bottom line.

With the rising cost of energy, companies are turning to solar thermal as a cost-effective way to reduce operating costs and hedge against future hikes in energy rates.

More than 20% of business energy costs go to heating water. Companies can now **reduce those costs by 80%** by investing in solar thermal technology. The energy savings potential is even greater for organizations that use an abundance of hot water such as: restaurants, hotels, universities, wineries, breweries, casinos, amusement parks, and more.

AWARD-WINNING SYSTEMS



Vaillant's industry-leading solar thermal systems generate hot water, heat pools and spas, and provide radiant heat using the energy from clean and renewable sunshine. By combining German-engineering with American design and installation, Vaillant is able to provide world-class systems to help organizations large and small achieve their financial and environmental goals.



Vaillant solar thermal array in Southern California.



Piping and controls in Southern California.

PREMIUM QUALITY COLLECTORS

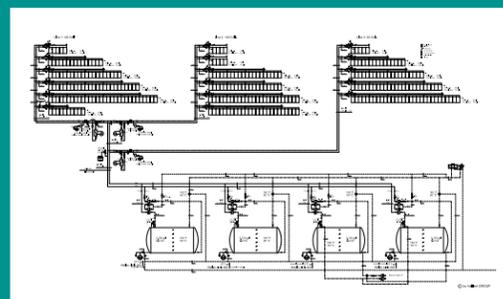
Vaillant's flat plate collectors provide maximum efficiency and durability that companies can depend on for decades to come.

- ▶ Anti-reflective glass ensures 96% solar transmission.
- ▶ Double harp design provides superior heat transfer.
- ▶ Weighing only 94 pounds, the collector array is easily scalable to meet large solar thermal demands.
- ▶ Ten-year warranty on Vaillant solar thermal collectors.

ADVANCED CONTROL DESIGN

Vaillant's control system manages the solar hot water tank and solar collectors for commercial water heating. A user-friendly interface enables pump output to be easily modulated to the preferred target temperature.

- ▶ Temperature settings can be easily adjusted to meet the business requirements.
- ▶ Vaillant controls provide instant feedback on system performance for simple monitoring.
- ▶ Two-year warranty provided on the balance of the system.



Hydraulic plans are created for every commercial installation.

PLANNING & DESIGN

Vaillant's advanced planning and design services build the foundation for a successful installation, whether it's a new build or a retrofit of an existing property.

Step 1: Project Analysis

Vaillant collects site-specific data such as a company's average hot water consumption, the site location, and existing system components to optimize a system for the company's unique requirements.

Step 2: Simulation & Planning

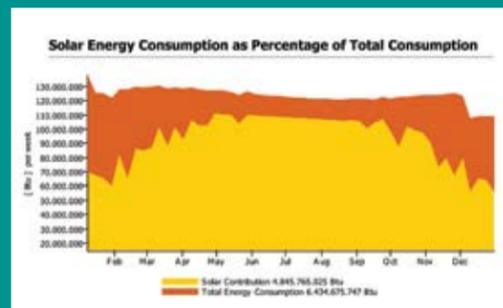
Using advanced software, Vaillant conducts a solar simulation to ensure superior performance and develop a detailed hydraulic plan.

Step 3: Installation

Based on the hydraulic plan, Vaillant performs an installation pre-run with the installer's team to troubleshoot the installation before the first component is installed.

Step 4: Inspection & Service

Once the installation is complete, Vaillant engineers conduct a thorough inspection. A customized maintenance schedule is established to ensure efficient operation for the life of the system.



A monthly solar consumption estimate is generated with each solar simulation.

EXAMPLE: Estimated Solar Thermal Savings for a Small Hotel

Annual Hot Water Usage Per Room	19,000 gallons
Number of Rooms	100
Average Occupancy Rate	70%
Annual Hot Water Usage Total	1.36 million gallons
Natural Gas Cost per Therm	\$1.12
Annual Cost to Heat Water with Natural Gas	\$13,000
Annual Solar Thermal Savings	\$10,400

On average, a small hotel can save more than \$10,000 annually on water heating costs. Individual results may vary.

FINANCIAL CONSIDERATIONS

Businesses investing in solar technologies can receive a 30% federal tax credit on installed solar thermal systems through the Business Energy Investment Tax Credit (ITC). Alternatively, tax-paying entities can take advantage of the 30% Renewable Energy Grant which provides a cash refund rather than a tax credit. The Database of State Incentives for Renewables & Efficiency (www.dsireusa.org) lists all of the federal, state, and local incentives available to companies that invest in solar thermal systems.

Under the federal Modified Accelerated Cost-Recovery System (MACRS), businesses may recover investments in solar thermal systems through depreciation deductions over a five year period.

When a company installs solar thermal technology on its property, the value of the property will increase without affecting the property tax assessment.

Check with your CPA to determine the incentives and tax credits for which your business qualifies.