

NEWSLETTER

Spring 2013

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Canada's Leading Provider of Off Grid and Grid Tie Energy Solutions.



Serving all of Canada

Here at Sunfind Solar Products, we work hard to keep our clients and readers informed and up-to-date on today's very dynamic Solar PV Industry. Education is the most important factor in ensuring a successful Solar PV project and by working to inform and educate, we hope you will choose Sunfind Solar Products for your Solar PV Solution.



Welcome to 2013!

Wow, what a 6 months it has been. There have been so many changes in the last 6 months that we have not been able to publish our Newsletter. However, we're back and ready to keep you informed!

New Facility

Sunfind Solar Products is extremely excited to announce that we are now in our new facility. There are still several small things to do to make it home, but the much added office and warehouse space is fantastic and will allow us to continue our growth plans. Here is a little preview of the new space. Please note, these pictures were taken as we were moving in, so we have made several small changes since.



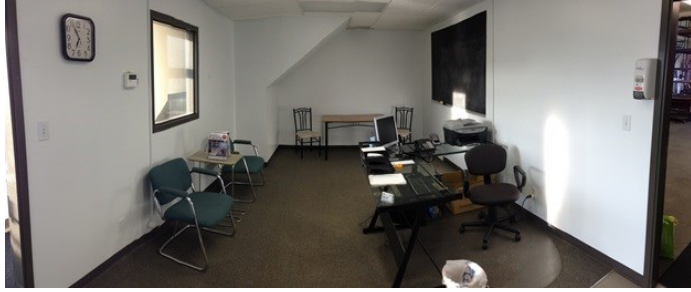
Building frontage. If you arrive here, you found us! Come on and see what we can do for you.



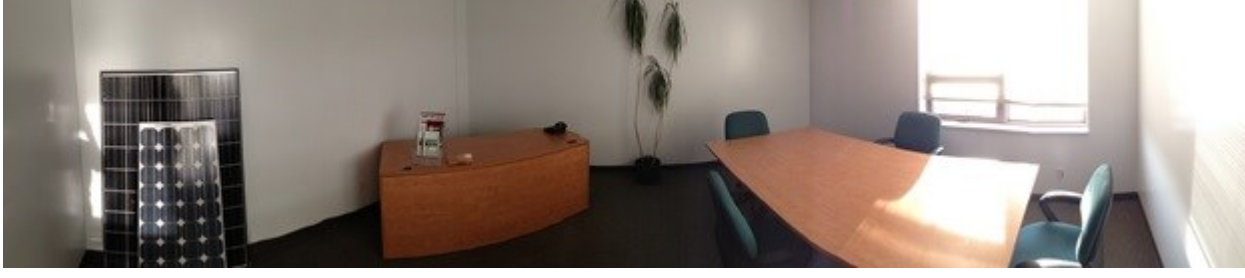
Open office space. The new facility includes both private and open office space. You can see two workstations in place, with room to add two more workstations



Staff lunch room. Full stomachs mean productive staff! It's amazing the ideas that can be thought up over lunch.



Reception area. The far side will feature a small coffee bar. Waiting for an appointment or picking something up? Relax and enjoy a coffee.



Sales Office / Conference Room. Nice, open and comfortable space to discuss your solar goals.



Our assembly, shipping / receiving and warehouse space. This is where your orders are assembled, tested and readied for shipment.

Off Grid Systems

Our selection off-grid systems continue to evolve and are capable of providing a cost effective energy solution for residential and small commercial applications. Our off grid systems have seen several improvements since last year:

- Now using 245W or 250W PV modules
- We have spent considerable time fine tuning the inverter system and have the system working extremely well.
- New battery options
- Systems are working extremely well for applications requiring up to 1,100 kWh per month

NOTABLE CHANGES

- Off grid system pricing ranges from \$4.56 - \$4.84 / W, which is remarkable, considering 5 years, these same systems were around \$11-\$12 / W
- Drastic price reduction in AGM battery pricing. Our most popular L-16 (390 AH) 6V AGM went from \$690 per battery to \$518 per battery...a 25% reduction! This price reduction reduced the average system equipped with AGM batteries by \$2,752!

For more information on our off grid systems, please see our complete [OFF GRID PRODUCT LINE](#)



Grid Tie Systems

Our grid tie systems have also continued to evolve over the last year. We work hard to remain an industry leader and put a significant amount of energy into R&D and ensuring our clients have access to the best systems on the market.

- All our grid tie systems are now using 250W PV modules
- Refined our mounting options - flush mount, tilted roof mount and tilted ground mount
- M215 Enphase micro-inverters provide excellent performance, monitoring and ease of installation
- Pre-designed systems all the way up to 30 kW!

NOTABLE CHANGES

- Grid Tie system pricing from \$2.52 - \$2.70 / W, which is remarkable, considering 5 years, these same system were around \$8-\$9 / W
- With the drastic price reduction over the last 5 years, a Solar Grid Tie system is now an economical method of supplying your own power, plus adding value to your property.
- 15 cent / kWh premium credit. In 2012, owning a grid tie system just got better! Now, you can receive 15 cents / kWh for the energy exported back to the utility. This incentive provides a huge incentive to own a grid tie system. To learn more about this credit, please follow the link >>> [Alberta Premium Credit](#)

For more information on our grid tie systems, please see our complete [GRID TIE PRODUCT LINE](#)



Solar System Financing

Sunfind Solar Products is excited to announce we can offer financing for both our grid tie and off grid systems. Through our financing partner, Crelogix, we can provide:

- \$0 Down, unsecured loans
- Up to \$25,000 in financing

Take for example our most popular grid tie system, the [SUNFIND GT 7.8 TTRGM](#), you can purchase this system for \$0 down and \$230.44 / month.

To learn more about our financing program, please see our brochure >>> [Financing Brochure](#)

Solar Module Quality

With the drastic fall in PV pricing over the last several years, we've had to walk a fine line between offering quality PV modules and the lowest price possible. Currently, our PV modules are priced from \$1.12 / W to \$1.52 / W depending on manufacturer. However, daily we receive solicitations from smaller and / or grade B manufacturers offer to sell use PV modules for as low as \$0.45 / W. While tempting, we believe this is a bad idea and a recipe for very unhappy clientele in the future.

Keeping in line with our philosophy, we've stuck to supporting industry leading manufacturers, as they will support us in the future by delivering quality product and support if it is needed. Keep in mind, in the next 5 years, there will only be a handful of manufacturers left, so it is important to align with those strong manufacturers now.

To provide you an idea what the solar industry has to deal with when it comes to low quality, cheap PV modules, please see the following article >>> [Solar Industry Anxious Over Defective Panels](#)

Special Request

We, as an organization, have a special request for someone in need. Recently, we had a staff member traveling through rural Alberta when we came across a vehicle stopped in the middle of the road. Our truck stopped in front of the truck, deployed our safety measures and went to see what was going on. Judging by the huge pile of oil on the road, we knew it wasn't good. Unfortunately, this lady's engine in her truck had failed, leaving her stranded. Our driver was able to move the truck off of the road and provide the occupant a ride to the nearest town. During the drive, our staff member found out that the lady lived on a local farmstead, but was living alone, had virtually no resources and this is her only mode of transport.

So, we are looking for a reliable 80's-90's truck that is road worthy and reliable. Something basic is important, as this person does not have the resources to keep a modern vehicle on the road (insurance, maintenance, etc). So, if have a truck that fits this description, or know of a truck that fits this description, please let us know so we can arrange the purchase of this vehicle.

You can contact Caleb Schmidt directly at caleb@sunfindsolarproducts.com or (403)-343-6434, Extension 205. We appreciate any assistance you can provide.

Contact Us

CORPORATE HEADQUARTERS
Telephone | +1(403) 343-6434
Fax | +1(403)343-6455

OFFICE HOURS
MONDAY—THURSDAY
7:30AM—4:00PM

FRIDAY
7:30AM—3:00PM

Mountain Standard Time

Would you like to learn more about what we do, our product and how we can meet your needs? Check out our site!
www.sunfindsolarproducts.com

Are you ready to purchase? If so, please contact us for a cost and performance analysis, plus a quote on the system required to meet your needs. info@sunfindsolarproducts.com

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