

# solXenergy NEWS

REDEFINING | ENERGY | EFFICIENCY

## USANEWS

In our last news release we mentioned that SolX Energy LLC was about to launch into the residential market with the new Emperor Series Inverter system. In April 2018 the 'soft' launch took place and already the business has partnered with several HVAC contracted dealers based out of California, Florida, South Carolina and Washington state. In addition to this, we have advanced negotiations underway with a number of further HVAC groups based out of Florida, Bermuda, the Caribbean and Texas.

In the commercial sector, the US technical team have recently surveyed several sites for AutoZone, with an agreement already in place to install our first evaluation facility. The site in Cape Coral, Florida, the home of SolX Energy LLC, has already been identified and agreed. We are now collecting the pre-data on the kWh consumption of the combined systems. AutoZone is the largest retailer of aftermarket automotive parts and accessories in the United States. Founded in 1979, the corporation trades in excess of 6,000 stores across the United States, Mexico and Brazil, all based out of the HQ in Memphis, Tennessee.

## Super Mauritius

Peter Lapczynsky and his team in Mauritius are currently working on two installations of 48 and 56 ThermX systems for Super U Grand Bay & Super U Central Flacq, the islands largest grocery chain. The estimated time for completion on both sites is mid-June 18 with commissioning of the systems diarized to take place towards the end of June 18. As expected, these projects have generated a significant amount of interest across the Island of Mauritius, with many prospective customers eagerly awaiting the unveiling of the systems at Super U. The Mauritius team envisages many more installations of comparable size over the next twenty-four months.



## Just Warming Up In Brazil

Brazil is one of the sunniest countries in the world and is known for its clean energy matrix as nearly 50% of all energy consumption is produced by renewable energy. Within the electricity sector, close to 75% is produced by a combination of hydro, biomass, wind and solar power. SolX Energy Brazil is now contributing to maintaining the country's energy mix by installing the 1<sup>st</sup> ThermX system in Sao Paulo, a city in the South East region of Brazil.



SolX Brazil have also partnered with REFRISAT and the two are due to sign an exclusive contract to manufacture their chillers for MRI equipment with the ThermX Panel already integrated. Collectively they are projecting big things to come, as they are in advanced discussions with many large retail stores, supermarkets and TV stations among others.

## Greece Is The Word!

Since the last news update, we have also grown the SolX Energy Master Dealers network and as such, now is a good time to introduce the new partners and welcome them to the Team:



John Zolotas and his team at Hellagro SA are our new partners for the Islands of Greece. In 2011, Hellagro SA were awarded (by the ICAP) as one of the fastest growing companies in Greece and this is still very much the case today. They are currently awaiting delivery of their first container of ThermX Panels to kick off their pilot scheme around June/July 18.

Additionally, we are in advanced talks with partners for MD ownership of territories covering Spain, Fiji, Italy & Mexico. More to follow...



## First Daikin VRF installation in Thailand

Our new MD for the Thailand region - Get Solutions have recently moved into their new offices, at the same time taking the opportunity to

install on a new Daikin VRF system in partnership with the local Daikin distributor. So far, delivering a 34% efficiency increase on a system Daikin boast to be one of the most efficient on the planet, has generated some serious excitement in the region. Already, Chris Micallef and the Get Solutions team are in advanced talks to install on a local 100+ room hotel.

## Fiji On The Horizon

Carl and his team in Fiji recently hosted Chris for their first technical training, which in the main involved facilitating the commissioning of a ThermX VRF Retrofit installation at the Grand Pacific Hotel in Suva, along with helping Carl develop potential consultant relationships in the territory. Looking forward to seeing the results Carl.

## Further Success In Africa

The Ghanaian team, Mr Nana Oheneadu & Mr Nii Tetteh under the guidance of Antony and his team in South Africa are presently in the latter stages of a project with Vita Milk. The Vita Milk project will inevitably lead to a further 6/7 projects upon successful evaluation.



## The Road To India



One of our latest members to the Master Dealer network is SS Bamrah and his team at SESCO India. Recently organizing a number of conferences & exhibitions to promote the ThermX brand in this vast potential territory. As part of this program, SS and his team have included the presence and involvement of ISHRAE, (Indian Society for Heating, Refrigeration & Air Conditioning Engineers) India's equivalent to ASHRAE, during the Technical Seminar held in Delhi earlier this year. The Seminar was attended by over 150 professionals including approximately 100 senior ISHRAE members and independent consultants. Our International Technical Director Mr Chris Micallef was on hand during this event to conduct a technical presentation and to answer all technical questions. The first order of exceeding 100 ThermX panels is in the latter stages of production and due to be dispatched later this month.

## Viva España!

### ThermX Launch, Barcelona – Apr. 18

Client list attendees: Coca-Cola/CBRE/Jones Lang LaSalle/Mace Veolia /Mitsubishi/Carrier/Panasonic

The launch of SolX Energy Ltd in Barcelona was hugely successful, we were represented by our own Dr. Kurt Orthmann who was on hand to answer all technical questions. SolX Energy Iberica have been invited by the Evaluation Manager of GENERA International Energy & Environment Trade Fair. This is the largest Energy Efficiency Fair, held in Madrid in June 18, to exhibit ThermX as the most innovative product in HVAC in 2018, and have also been invited to exhibit at IENER 18, the first congress of energy engineering, hosted by Fenercom at the end of June in Madrid as one of only six companies present at the fair. As a direct result of the launch, a meeting has already been held in Madrid between SolX Energy Iberica, CBRE and BBVA (the second largest banking corporation in Spain) for an evaluation of ThermX at one of their corporate offices. Buena Suerte to our Spanish colleagues....



#### Want more info...have some news?

If you would like data, pictures or case studies, in regard to any of the stories featured, or you have some news you would like to share, please do not hesitate to let us know.

Please contact: [sharon@solxenergy.com](mailto:sharon@solxenergy.com) or [mike@solxenergy.com](mailto:mike@solxenergy.com)

*Always happy to provide all we can.*

#### Next time...

- \* First ammonia plant results
- \* Spar South Africa update
- \* Middle East affiliation
- \* Latin America update
- \* Exciting news from Australia
- \* Big news from the USA...