



Q Solar Pty Ltd                      ABN 74 096 856 307  
5/27 Sankey Street, Carina, Qld. 4152 Australia  
Ph: 61-7-3843 5239                      Fax: 61-7-3843 5259  
Web Site: [www.q-solar.com](http://www.q-solar.com)

## **DETAILS OF THE MANUFACTURE LICENSE CONTRACT**

### **General Conditions**

We offer to teach businesses how to produce, sell and install solar air heaters for industry, agriculture and the heating of buildings. As these solar heaters are fairly large structures, which are installed on the ground or on the walls or roofs of buildings, this offer is suitable for businesses that are, or want to become, manufacturers of light-weight outdoor metallic structures.

Q Solar assures continuous strong technical support to the licensed manufacturers, who do not need to employ engineers or technicians that are specialized in solar energy. All the relevant design work for the licensed manufacturers is done by Q Solar engineers.

The licensed manufacturers will market, manufacture, sell and install their products.

The minimum requirements for a manufacturer of these solar air heaters are:

- Registered business with at least 3 workers, of which at least one is skilled at steel welding
- Workshop for light metal fabrication
- Light truck
- Small start-up capital for fees, instruments and materials (about AUD 25,000)

## **The co-operation of Q Solar with its manufacturers**

This technology consists of many different versions of solar collectors because they have to be adapted to each application, method of functioning and location.

All these solar air heaters are simple to manufacture, therefore, their producers will have a very high rate of success, even for their first devices.

The manufacturing process is well-defined financially, and allows good rates of return for the manufacturer.

The manufacturers can produce and sell solar air heaters smaller than 10m<sup>2</sup> according to the initial manufacturing and installation instructions received from Q Solar.

However, the solar air heaters larger than 10m<sup>2</sup> require a customized design in order to make sure that they work properly for that application and that they produce economical heat. Due to its complexity, only Q Solar engineers can provide the correct design for these large solar air heaters.

After the manufacturer sends us data detailing the requirements of a prospective client, we generate an obligation-free Preliminary Design and provide the manufacturer with the main financial figures of that project. If the client agrees with the project and orders the solar air heater, we shall create the Optimized Design and instruct the manufacturer in the proper manufacture and installation of that solar air heater.

The cost of manufacturing (that accounts for all materials, labor and also for the Optimized Design) is at least two times smaller than the recommended selling price. Clients also will benefit, because the price is still much smaller than the cost of the energy which would otherwise be produced from fossil fuels.

Q Solar provides a written warranty to its licensed manufacturers that the price of heat produced by the manufactured devices (according to our Optimized Design) will be:

- less than  $\frac{1}{4}$  of the price of heat from liquefied petroleum gas, electricity, petrol and diesel fuel;
- less than  $\frac{1}{3}$  of the price of heat from natural gas;
- less than  $\frac{1}{2}$  of the price of heat from coal.

(This warrants that this can be a profitable business for the manufacturer)

### **Services and materials provided by Q Solar**

1) The Initial Instruction consists of:

- General Documentation about solar energy systems and the Q Solar technology
- Marketing Manual that presents strategies for market research, for selecting, contacting and negotiating with prospective clients
- Marketing Software that helps estimate the cost of a new project while dealing with a potential client even for those who are not acquainted with solar energy
- Instructions for Data Collection
- Details of Materials, Tools and Accessories for the solar air heaters
- Manufacturing, Installation, and Operation Instructions for solar air heaters of less than  $10 \text{ m}^2$
- Special measuring instruments that we shall provide

2) The Annual Licence Fee of AUD 2,000 (not payable for the first year) assures:

- access to our patents of invention
- all the Preliminary Designs done during that year by Q Solar
- instruction in the newest technology improvements
- directing the customers towards the manufacturers through our website
- access to our manufacturers' exclusive chat-room on the internet

3) For a small fee, Q Solar shall assure the quality of the solar air heaters larger than 10m<sup>2</sup> by creating an Optimized Design and by providing the needed manufacturing and installation instructions.

### **More details on the manufacturing contract**

- Each project will add to the manufacturer's understanding of this technology and to the skills of its workers. Manufacturing is quite easy, so that the first devices will be functional and could be sold for a profit.
- Large solar air heaters are very difficult to copy because each application requires a certain type of solar air heater and precise sizing for optimal functioning. Also, the would-be copiers will not have our advanced solar radiation absorber; therefore, they will not be able to produce economical, efficient and long-lasting air heaters.
- Air heaters smaller than about 10 m<sup>2</sup> can be produced, sold and installed without the need for our Optimized Design.
- No one before Q Solar has succeeded in creating economical solar air heaters for all size applications because air does not easily accept heat. For most applications, we have developed the most advanced but least expensive solar radiation absorber and we sell it only to licenced manufacturers. One square meter of solar radiation absorber is necessary to manufacture one square meter of solar collector. Our material has been specially treated so that it can withstand solar radiation for many years (despite being a plastic) and has other beneficial properties.
- The rest of the necessary materials for the manufacture of the solar air heater can be bought from your local hardware suppliers.
- In most cases, the users of the solar air heaters will have the possibility to pay about half the price for solar heat than they now pay for fossil fuel heat, making this an excellent marketing advantage for the manufacturer.
- This is an emerging market which has remarkable growth potential in light of current international efforts towards environmentally sustainable technologies.

For the Licence Contract, please contact Mr. Dorin Preda: [dpreda@q-solar.com](mailto:dpreda@q-solar.com)