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In the Wind

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V100 Energy Ball supports off-grid lifestyle near Corinth, Vermont


Anemometer readings over the past year on the mountain knoll averaged 17.8 mph. Excellent!

John Hassell of Be Green Solar installed the V100 and followed up with a two day seminar program for interested local residents. His results follow:
Attendees: 33 (over the 2-day event)
Parties seriously interested: 14
Site surveys scheduled: 4
Wind data loggers requested: 8
Given the very rural nature of the area, attendance was good. John received some 20 additional calls after his event. A good installation + initiative = opportunities ahead. Good job John.

Targeting Sales within your Market(s)

Our corporate moniker is 'Home Energy', so some may think we only sell to residential customers. And, there is certainly a large interest flowing from this sector; especially in urban communities. But as efforts go forth, realities do surface. Zoning, ordinances and codes often interfere with the wishes and wants of urban dwellers. Local policies are often antiquated, misdirected or nonexistent. For those of us bringing quality renewable resources into a community it creates additional issues. So, while we're educating councils and boards to improve their policies; we still need to grow our businesses and feed our families.

Consider a few sales strategies that are working for some of our dealers. Think rural; very few (if any) restrictions even exist and the need for and interest in alternatives are just as strong as in the urban settings. Look into the USDA's 'REAP' program to see if your prospect qualifies for a grant, low cost loan or guaranteed loan.

Consider industrial and commercial applications; again, fewer restrictions, greater incentives than for residential properties, and the opportunity for larger and combined systems are better than with residential projects. Building a business case for commercial and industrial customers is also easier from an ROI perspective.

Consider focusing your marketing efforts with specific targets like schools and universities, or on municipal projects. Learn the grant process, budgeting cycles and most importantly the customer's needs and plans. Try to be the one vendor who actually presents a proposal to help your customer. One successful municipal project will bring other communities seeking your help.

Take the time to build relationships; help with the planning, design, configuration, and even the financing end of your customer's projects. You'll become the sought after expert, the business that everyone wants to do business with.

Some of these sales cycles may take longer, and some may require that you learn a lot you hadn't planned on. But if you're thorough, and you follow up, and you serve your customers needs….you'll make sales. You'll also learn enough along the way that you'll be better prepared for the next opportunity.

Robert S. Thompson
CEO

Energy Balls in Damascus, Syria

Due to the irregular behavior (regular blackouts) of the local utility grid, alternative energy sources are needed in Damascus, Syria. The Energy Ball urban wind-turbine proves to be a great alternative and sustainable energy source. Ton Minke was responsible for the installation of three Energy Ball V100 turbines and one Energy Ball V200. Also a Home Energy Solar Heat system is in use to generate hot water from sun light.


HEA's September Training will be held the 13th, 14th, & 15th. These improved classes are free to existing certified dealer/installers. Call to reserve space for one day or all three.

Paramount Charter School in Indianapolis, Indiana has acquired Five V200 Energy Balls, installed by Eric Hesher's Renewable Energy Systems. Construction of the school started mid June – classes will began in August. A turnkey project (from system order to completed installation) in under two weeks. Special thanks to Brian Trice, Dave Gillespie, Michael Lanham, Joe Huff, and all involved in turning this short time requirement into a successful installation. Good products + exceptional pricing + attention to detail + a quality installation effort made for a very fast turnkey project resulting in a satisfied customer.

Extra efforts were required to prepare the V200's and Powercoat the Monopoles in school colors, crate, block, & deliver to Indiana

Careful planning assured that all the appropriate equipment and BOS components were on hand to build the foundations.

Once unloaded at the project site, the Energy Ball and Monopole components are inspected for quality, damage and completeness.

Schools, Universities, and Municipalities present some of the best opportunities for HEA dealer/ installers and distributors. Take some time to get familiar with their plans and the grant programs that support their funding of renewables projects.

Each V200 Energy Ball was fully assembled and attached to its monopole on the ground. A Skytrac lift was fitted with a choker strap to accommodate the erection. All five Energy Balls were installed without issue over the course of a solid work day. Another product of good planning and careful execution.

The nose cones and monopoles were painted to match the school colors. The customer is happy, so we're happy. A lot of extra effort goes into a project like this one. A quality end result is a large part of the reward for a job well done.

Eric's planning and communications efforts along with his solid management skills turned a crash construction project into a great looking installation in a minimal amount of time. Eric is currently configuring a complete alternatives energy laboratory for a University in the mid-west, including development of curriculum programs, and of course he'll be recommending and installing HEA products.

Events August +

JAPAN VACUUM SHOW 2010
Tokyo, Japan September 1-3

SOLAR POWER INTERNATIONAL 2010
Los Angeles, USA October 12-14

Conference on Industrial Energy: Efficiency as the Competitive Advantage
Technologies: Energy Efficiency Event Type: Conference
Company: German American Chamber of Commerce of the Southern US, Inc. Sep 14, 2010

Photovoltaics: Overview of UL 1703 and IEC 61730
Technologies: Solar Energy Event Type: Workshop Company: UL University - Underwriters Laboratories Inc. Sep 28, 2010

Wind Power Turkey
Technologies: Wind Power Event Type: Conference
Company: Green Power Conferences Sep 30, 2010

Solar Turkey
Technologies: Solar Energy Event Type: Conference
Company: Green Power Conferences Sep 30, 2010

The Ontario Feed-in Tariff Supply Chain Forum
Technologies: Solar , Wind, Event Type: Conference
Host:: Canadian Clean Energy Conferences Oct 05, 2010

SmartGrids and E-Mobility
Technologies: Energy Efficiency , Event Type: Conference
Company: OTTI - Ostbayerisches Technologie Transfer Institute Oct 20, 2010

Large Scale Solar Thermal Systems
Technologies: Solar Energy Event Type: Seminar
Company: Renewables Academy AG (RENAC) Oct 25, 2010

RD103 Renewable Energy and Nature Tour of Costa Rica
Technologies: Bioenergy, Other Event Type: Workshop
Company: Solar Energy International (SEI) Nov 09, 2010

Renewable Energy World Conference & Expo North America
Technologies: Bioenergy , Geothermal Energy , Green Power , Hydropower , Hydrogen - Fuel Cells , Ocean Energy , Other , Solar Energy , Wind Power , Energy Efficiency
Event Type: Conference and Expo Mar 08, 2011

Interconnection News

Alaska enacts renewable energy goal
Arizona's Salt River Project plans to sell PV power to schools
Connecticut DPUC continuing meter aggregation work
Delaware enacts community net metering policy
Idaho PUC approves system size cap change for Avista utilities
Indiana utility proposes an expansion of net metering and a FIT
Kansas KCC adopts net metering rules
Michigan PSC approves pilot electric vehicle rate for Detroit Edison
Missouri PSC seeks comments on geographic sourcing of renewables
New Jersey removes 2MW cap for net metering; township asks the BPU for virtual net metering ability
New York PSC approves peak load provision for net metering, considers DG proposal for Massena
Texas universities launch innovative clean energy programs

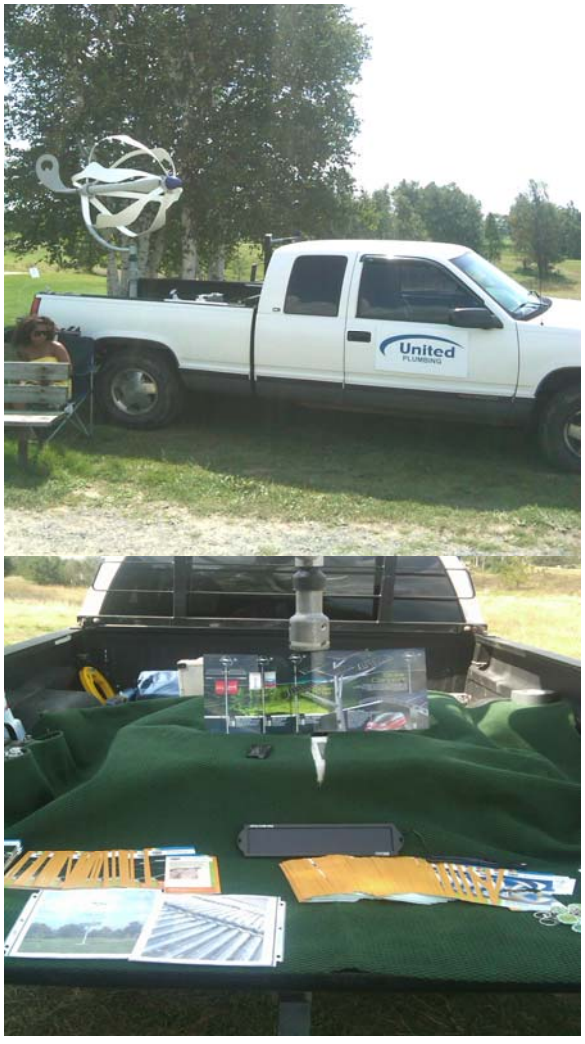
Frost

Leasing options can be optimal for commercial and industrial proposals.

HEA has made arrangements with Frost Bank to facilitate leasing options for HEA Dealers nationwide. Let us walk you through the necessary steps to secure financing for yourcustomers.
-For commercial customers anywhere in the US
-Minimum $20K, no maximum, with approved credit
-36 or 48 months for HEA products
-Very competitive rates
-Commercial customers signing a lease must have good credit and have been in business for at least two years
-Quick, simple application and quick approval decision
Contact Dave Gillespie for lease option support- 682-233-0160 or dgillespie@heamericas.com.

Canada's Traveling Energy Ball Exhibit

United Plumbing of Sudbury, Ontario adds a mobile exhibit to their sales arsenal. Like having a 70 mph wind tunnel you can carry on your key chain. Brady Brehens of Casa Verde Homes in Round Rock, TX and Smith Electric of Kapaa, Hawaii have also exercised this promotional technique.






"Energy is the single largest expense for the retailer after payroll. . . . Even a one-percent reduction can have a significant impact on a corporation's bottom line. Every dollar saved on energy is pure profit."
-Bill Lyon, Vice President for Energy, Federated Department Stores –
E News March/April 1999

Dispelling Myths about Wind Turbines and Birds

Although birds do infrequently collide with turbines, wind energy poses less of a threat to birds than many other commonplace structures. In fact, the National Audubon Society has stated that it supports the development and use of wind power.

Based on numerous studies that have taken place in New York, Oregon, Vermont, Colorado, Wyoming, Minnesota, and California, collision with turbines result in 1-2 bird deaths or less per turbine per year. For comparison, each year at least 60 million birds die in collisions with vehicles; at least 98 million in collisions with buildings and windows; and at least 4 million in collisions with communication towers.

Important consideration should be given to placement of wind turbines to ensure that turbines are not located along migratory bird flight paths or the flight paths of threatened or rare species.

Ref: North Carolina Wind Energy Working Group, February 2003

Agencies expand efforts to tap renewable energy

By TIM KAUFFMAN in the Federal Times (parapharased)

Federal agencies are building on successful efforts to generate electricity from the sun, wind and other renewable energy sources.
Photovoltaic panels and wind turbines have proven to be reliable sources of clean energy that pay for themselves in a matter of years, managers say.

Bernie Lindsey, utilities and energy program manager for the Navy's Southwest region in San Diego said "Every kilowatt hour we produce from wind is a kilowatt hour we don't have to burn diesel fuel to achieve the same power, we want to significantly increase our renewable energy production at our facilities,"

Under the Energy Policy Act of 2005, agencies must increase the amount of renewable energy they consume gradually through 2013. Agencies had to generate at least 3 percent of their energy from renewable sources in 2007 through 2009, increase to 5 percent in 2010 through 2012 and reach 7.5 percent in 2013.

Agencies generated 3.4 percent of their energy from renewable sources in 2008, the last year for which statistics have been released by the Energy Department.

Federal Money Helping Offset Higher Ed Budget Cuts

All across the country, federal money used for researching renewable energy is helping to offset other budget cuts that fund laboratories at public and private universities. While the overall money trend may be heading downward, more than 50 colleges and universities do have renewable energy research centers, and there's been an upswing in the creation of green majors, officials at the Association of Advancement of Sustainability in Higher Education have said.


Maestro Lara leads a class discussion on wind inverters.


Attentive certification candidates in August 2010 class


Disassembly & assembly practice builds technical skills.

"I'd put my money on the sun and solar energy. What a source of power! I hope we don't have to wait until oil and coal run out before we tackle that".
- Thomas Edison, in conversation with Henry Ford and Harvey Firestone, 1931




Testing….Testing…..

A V200 Energy Ball sits atop a 9 story building in downtown Dallas, TX to begin a multiple month test for a customer interested in a cluster array of V200's to offset their current grid power consumption. The V200 is perched upon a modified 14 foot Flat Roof Mount. Thanks to Jay Howe (Sunrise Solar), Joe Huff, Brad Thompson and Manny Lara of HEA for their field expediency & hard work on a very hot day.

Jon Trice and Michael Lanham add a new V100 Energy Ball to the skyline above VAWT Mfg. in McKinney, TX; looks great next to the V200. VAWT is the N. American manufacturer of the Energy Ball product line, manufactured exclusively for HEA and you.

New Law Requires Illinois Utilities To Buy More Solar Power

Solar power will be coming to Illinois more quickly as a result of two new bills signed into law yesterday. Published: August 18, 2010

Chicago – In a move that will help spur the rapid adoption of solar energy in the state, Illinois Governor Pat Quinn yesterday signed a bill into law that will require utilities to procure .5% of the energy they sell from solar power sources by June 1, 2012. The date is 3 years sooner than the previous law, which gave utilities until 2015 to procure the same amount of solar energy. Now utilities will have to procure 1.5 percent by June 1, 2013; 3 percent by June 1, 2014; and 6 percent by June 1, 2015, and each year thereafter.

House Bill 6202, sponsored by Rep. William Burns (D-Chicago) and Sen. Don Harmon (D-Oak Park), amends both the Illinois Power Agency Act and the Public Utilities Act to change the date by which Commonwealth Edison and Ameren must begin purchasing solar energy as part of the renewable energy portfolio requirement.

A second bill that ensures the right of individual homeowners to add solar energy panels to their homes, provided they follow certain guidelines, was also signed into law. Citing the job creation aspects of increasing renewable energy in the state, Governor Quinn signed both bills at the University of Illinois at Chicago.

HEA Welcomes Brazil Home Energy

Juan Carlos and Carlos David Hernandez represent Brazil Home Energy, HEA's distribution channel in Santana de Parnaiba (Sao Paulo), Brazil.

New videos from HEI? – check the HEI YouTube Channel frequently to review the latest additions, and to visit the archived videos.
- http://www.youtube.com/user/HomeEnergyInt#p/u

New sales and instructional tool for GPRM DC A/C

Please visit our link in the .net site to download and review the new video production from Green Power Resource Management. It includes a complete overview of the DC A/C unit supported by our Energy ball V100 and Solar PV combination system. This excellent depiction should be included in your sales presentation when selling the DC A/C.

View the video: http://www.youtube.com/watch?v=qJt_jXqnEak

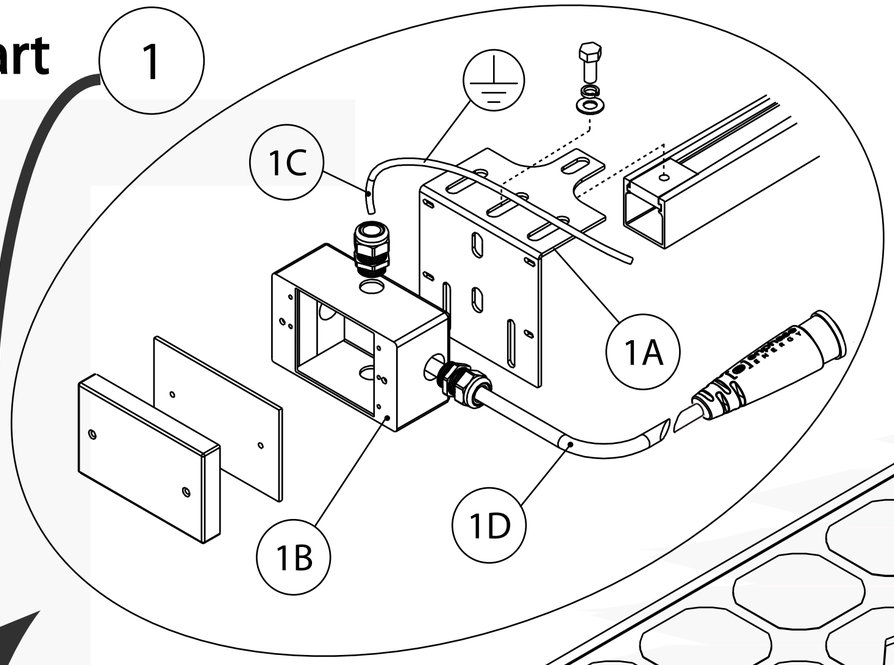
EV Is

Infrastructure!

Mark Fangio of Dalnor Systems, Inc (Carlsbad, N.M. Distributor) installs a DF-6 Heat Tube system at HEA

Start

1



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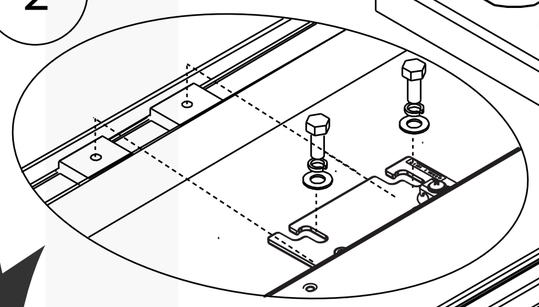

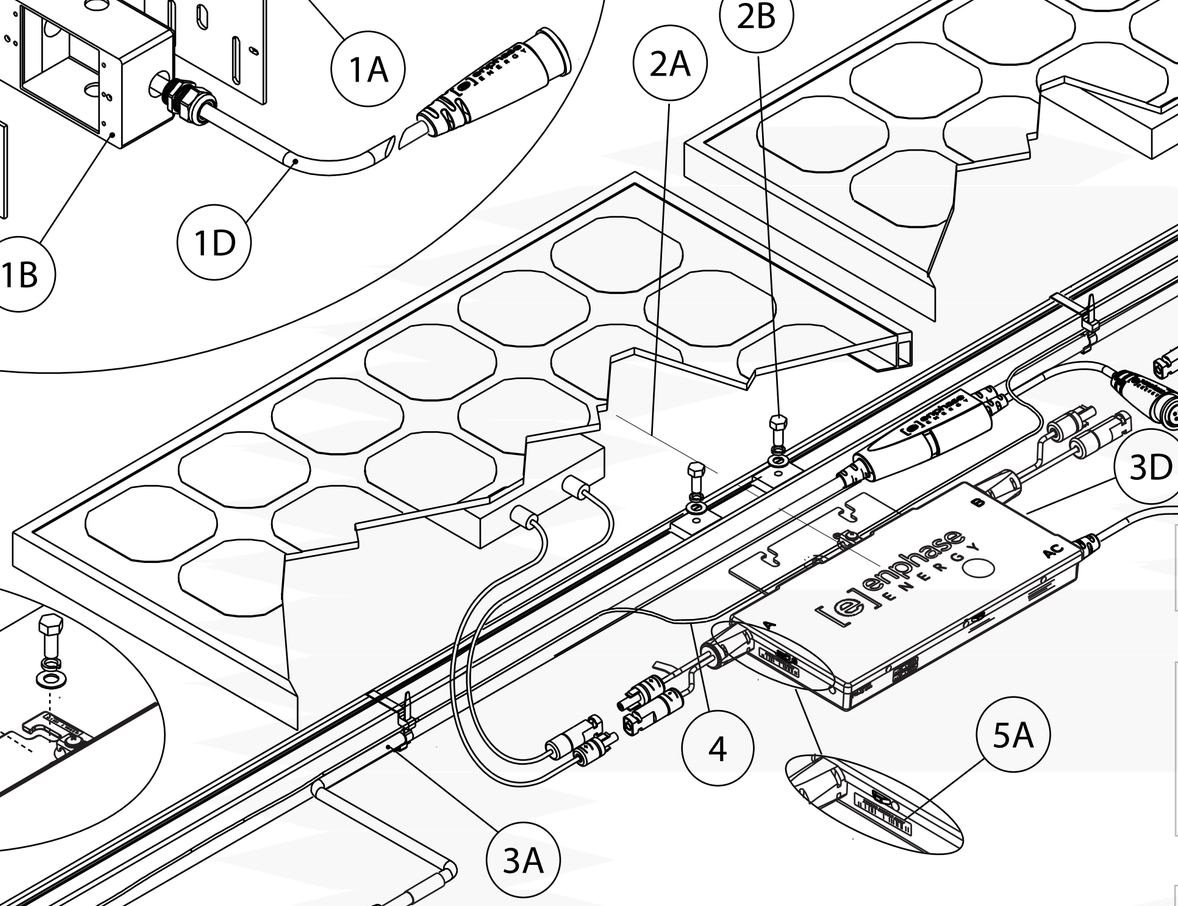

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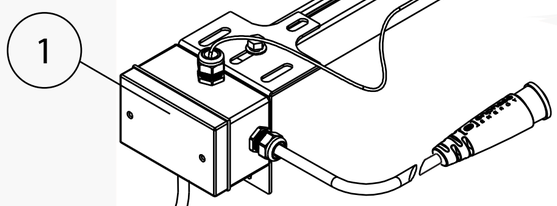
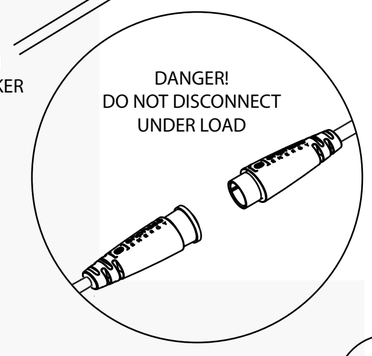
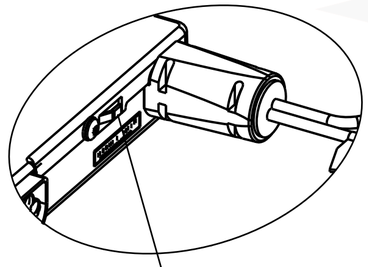


TO BRANCH CIRCUIT BREAKER





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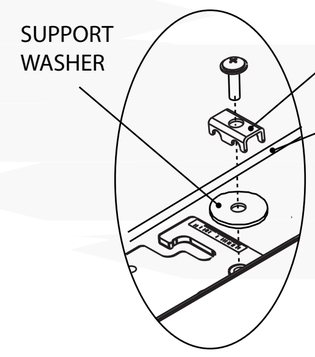

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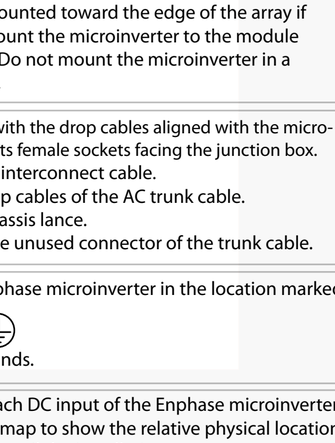

5 Finish

WARNING: All electrical installations must be done in accordance with local electrical codes and the National Electrical Code (NEC), ANSI/NFPA 70. See product manual for detailed installation instructions

OTHER PARTS AND TOOLS REQUIRED

Junction box
Continuous grounding conductor, grounding washers
#2 phillips screw driver
Torque wrench, sockets, wrenches for mounting hardware
Adjustable wrench or open ended wrench (for cord grips)
Tool for PV module locking connectors
1/4" flat blade screw driver for trunk cable connector latches

INSTALLATION PROCEDURE

1
1A Install the Enphase adapter plate.
1B Mount an outdoor rated junction box to the adapter plate.
1C Pull a continuous ground conductor through the junction box
1D Connect the Enphase AC interconnect cable to the junction box.

2
2A Mark a location under every other PV module on the racking system.
2B Attach the Enphase microinverter using the racking manufacturer's hardware. Torque the microinverter mounting hardware to the value listed in the D380 installation manual. It is recommended that the microinverter be mounted toward the edge of the array if possible for easy access to cable connectors. Mount the microinverter to the module racking so that the ground clamp is accessible. Do not mount the microinverter in a location that allows exposure to direct sunlight.

3
3A Attach the AC trunk cable to the racking system with the drop cables aligned with the micro-inverter locations. Orient the AC trunk cable with its female sockets facing the junction box.
3B Connect the AC trunk cable to the Enphase AC interconnect cable.
3C Connect the Enphase microinverters to the drop cables of the AC trunk cable.
3D Secure the drop cables to the microinverter chassis lance.
3E Attach the included protective end cap onto the unused connector of the trunk cable.

4
4A Connect the grounding conductor to each Enphase microinverter in the location marked with the grounding electrode symbol.
4B Torque the ground clamp screw to 20 inch-pounds.

5
5A Peel the removable serial number label from each DC input of the Enphase microinverter and place the label on the Enphase installation map to show the relative physical location of the PV modules. After completion, scan and email the installation map to support@enphaseenergy.com or fax the map to 707-763-0784
5B Connect both PV modules to the Enphase microinverter.

ENPHASEENERGY.COM

D380 TWINPACK
QUICK INSTALL GUIDE

DOCUMENT NUMBER:
140-00021
REVISION:
04