

WELCOME TO THE SEMINAR ABSOLICON SOLAR



Sundsvall, Sweden 12th -14th of September 2012

This seminar is for professional solar system installers and project managers intending to involve in the field of CSP systems.



Contact seminar:

Cesar Ibarra

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ABOUT THE SEMINAR

TOMORROWS SOLAR ENERGY - TODAY!

This seminar is for professional solar energy companies, installers, engineers and project managers in the field of solar concentrators. The seminar will be held in English.

The story of Absolicon starts in 2002, in keeping with the long Swedish tradition of focus on concentrating systems.

In **2007 Absolicon Solar Concentrator was established** and the first demonstration installations were built in Sweden and in Germany.

Today the Absolicon product X10 is one of the best solar energy systems producing large amounts of heat at high temperatures, while at the same time producing electricity.

Absolicon X10 is also the first solar concentrator in the world to have received the coveted **Solar Keymark certification** and we are also the **winners of the Intersolar award 2011** for the best solar thermal technology.

After the seminar the participants will obtain a greater knowledge about our products, their functionality, it's quality, life span and also be able to plan and undertake turnkey installations. The business models that Absolicon offers will also have an important part of the seminar, for possible future co-operations. There will also be time for individual project meetings. Please advice us to book your personal meeting.

Seminar Content:

- Project planning and early estimation of potential projects
- Installation/technical details
- Solar central – what it contains & how it functions
- Tracking and online monitoring
- Specs for piping, pumps etc
- How to interface to clients existing systems
- Commercial agreements

www.absolicon.com

THIS IS US: THE **ABSOLICON** TEAM

YOU ARE GONNA MEET US AT THE SEMINAR!



Mr. Johan Sandberg

CEO

Welcome to the seminar. Attending this exclusive seminar is a great opportunity for you and your company. I'm relative new at Absolicon but have a life time of experience as CEO. I believe that we will find our future partners in this kind of events. I'm specially interested in your future plans and agreements.



Mr. Joakin Byström

BUSINESS DEVELOPER/FOUNDER

Solar Energy is my passion. At Absolicon, I am part of the global movement for renewable energy that is transforming the world. I have technical background, but spend most of my time with management issues.



Mr. Cesar Ibarra

EXPORT SALES COORDINATOR

Hola, looking forward to meet you at the seminar. It's a great opportunity to exchange our thoughts and future plans and the best of all to meet in person. I believe that together with you we can make a real success. For commercial and market questions I will be your expert. I speak Spanish and English.

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Mr. Johan Nilsson

PRODUCTION MANAGER/FOUNDER

I'm the production manager and engineer. I know the X10 inside and out, from every nut and bolt through to how it functions in all aspects.



Mr. Stefan Jonsson

ENGINEER/PROJECT MANAGER

I specialize in the solar central, heat exchange and all matters related to the performance of the installations. Also I advised on the technical aspect of the installation.



Mr. Olle Olsson

R&D MANAGER/ENGINEER

My responsibilities at Absolicon is the development and installation of the tracking system and monitoring of installations. For everything involving function, performance, manuals, customer specific solutions and adaptations etc. I will be your contact.

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Mr. Edvin Schubert

ENGINEER/ PROJECT LEADER

Energy calculations and dimensioning X10 fields for various applications is my daily routine. I assist the Sales department with technical expertise and I am known as 'Mr.Spock' within this enterprise.



Mr. Christer Torres Olsson

CHIEF OF ADMINISTRATION

I work with economy, planning, administration and personnel matters among many other things. Also I assist Sales with incoming inquiries from all over the World. I speak English and Spanish.

THE SEMINAR CONTENT

WHAT YOU GET

After the seminar the participants will be able to plan and supervise installation of solar concentrator installations on large buildings and industries. Also have the knowledge to select the right applications along with the right product.



COMMERCIAL AGREEMENTS

We offer different kind of commercial agreements depending on the project or the level of co-operation.



PRODUCT KNOWLEDGE

Detailed products presentation. Product construction and physical installation methods. Components and how it functions. How to interface with existing system. Maintenance and dimensioning.



TRACKING & MONITORING

Advantages of tracking and monitoring. How we track and monitor.



DIMENSIONING MODELS

How we align. How we simulate. How we dimension for different applications. Accurate applications.



STUDY VISITS

We will visit installation sites

THE SEMINAR PROGRAM

DAY 1 – WEDNESDAY, SEPTEMBER 12th 2012

○ 9:00 – 9:30

CEO Johan Sandberg: Introduction, background and what we wish to achieve over the seminar. Future plans and prospects. Quick presentation of the attendants.

○ 9:30 – 11:00

Business Developer/founder Joakim Byström: commercial agreements, what we are looking for, criteria's, pricing, applications, potential markets and partnership.

○ Coffee break

○ 11:15 – 12:15

Product manager Johan Nilsson: detailed product presentation and specification.

○ Lunch

○ 13:15 -14:00

Product manager Johan Nilsson: physical installation methods

○ 14:00 – 14:45

R&D manager Olle Olsson: Tracking and monitoring of the system.

○ Coffee break

○ 15:00 – 16:30

Project manager Stefan Jonsson: The solar central, schematics and important facts and Q&A about an Absolicon installation.

End of session 1

○ 18:30 Assemble Hotel Lobby

○ 19:00 - Dinner



THE SEMINAR PROGRAM

DAY 2 – THURSDAY, SEPTEMBER 13th 2012

○ [9:00 – 10:15](#)

Project leader Edvin Schubert: Performance and simulations
Alignment of the collectors. How we dimensioning and examples.

○ [10:15 – 11:00](#)

The turn key solution. Absolicons responsibility and knowledge and what we expect of our potential partner and what the partner will gain from us.

○ **Coffee break**

○ [11:15 – 12:00](#)

Continue of he turn key solution

○ **Lunch**

○ [13:00 -16:00](#)

Study visits Installations

- Visit to the Härnösand Hospital installation that provides heat, electricity and cooling.

- Visit to HEMAB, Sweden's first solar power plant for combined electricity and heat production that has been connected to the local district heating system

[Back at the hotel by 16:40](#)

End of session 2

- [18:30 Assemble Hotel Lobby](#)
- [19:00 - Dinner](#)



THE SEMINAR PROGRAM

DAY 3 – FRIDAY, SEPTEMBER 14th 2012

○ 9:30 – 14:00

Open discussions and private sessions (pre booked): Time for discussions, networking, your thoughts about the seminar. Private meetings about your ongoing projects with our engineers and commercial department (that you book in advance in order to arrange the schedule)

End of seminar



○ 15:00 –

Mingle and fun and dinner. Absolicon will arrange a relaxed and fun evening to sum up the seminar.



ACCOMMODATION DETAILS & CONTACT

CITY: SUNDSVALL

Sundsvall is filled with life and activities. Proof enough is all of the prizes that the city and municipality have been awarded. Today, Sundsvall is a city with a range of alternatives comparable to a big city plus that it is close to the sea, magnificent rural vistas, exciting, beautiful countryside and genuine wilderness. The city has a special history with events that to this day have an impact on it and the surrounding area.

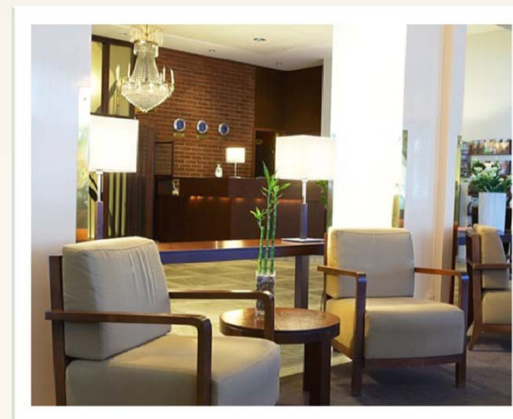
<http://visitsundsvall.se/en>



ACCOMODATION:

ABSOLICON will advise a hotel with [special price for the seminar](#). You will pay your room at checkout with your favorite credit card or cash.

The hotel is in close to the conference facilities we are using for the seminar.



TRAVEL INFO

GET TO THE SEMINAR

Flights to Absolicon:

From Stockholm Arlanda you can have a connecting flight with SAS. www.flysas.com
The destination is Sundsvall/Härnösand Airport. Your travel agency can also book to Sundsvall as final destination.

The flight-time from Arlanda - Sundsvall is 50 minutes. Prices from 1000 SEK round-trip depending on availability. Suggested flights:

Trains to Absolicon

From Stockholm Arlanda you can directly go with train from the airport train station ARLANDA C.

The destination is Sundsvall C. You will travel with SJ www.sj.se The travel time is 3h 30min.
Suggested trains:

For more information

<http://visitsundsvall.se/en/travel>



ADDITIONAL INFORMATION

Dietary requirements

Please inform us a.s.a.p. if you have a special dietary requirements or allergies.

Local transportation

Don't worry about the local transfer to and from the airport or train station. It's Absolicon's pleasure to meet and assist you! Let us know your arrival times a.s.a.p.

Weather

Make sure to bring some warm clothes with you as it can be quite cold this time in Sweden.

Any question or help you need, before or during your visit, don't hesitate to contact Cesar Ibarra responsible for the seminar. We gladly assist you with any question!
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Short facts about Sweden

Area: 174,000 sq mi (450,000 km²), the third largest country in Western Europe

Forests: 53%

Mountains: 11%

Cultivated land: 8%

Lakes and rivers: 9%

Longest north-south distance: 978 mi (1,574 km)

Longest east-west distance: 310 mi (499 km)

Capital: Stockholm

Population: 9.4 million inhabitants

Currency: Swedish krona (SEK)

Languages: Swedish; recognized minority languages: Sami (Lapp), Finnish, Meänkieli (Tornedalen Finnish), Yiddish, Romani Chib

Form of government: Constitutional monarchy, parliamentary democracy

Parliament: The Riksdag, with 349 members in one chamber

Religion: In practice, Sweden is very secularized. The Church of Sweden is Evangelical Lutheran; co-exists with many other beliefs

THANK YOU AND WELCOME



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