

## Frequently Asked Questions

### Why SolaMist?

SolaMist is a backyard misting system with 90 feet of tubing and 20 nozzles (each spray 6-10 feet). It is much less expensive than the pro-installed backyard mosquito misting systems commonly sold.

### What area will it cover?

Roughly 2500 sq/ft. It will easily protect a grill area with a pergola or a pool area.

### How long will the concentrate last?

One great benefit of SolaMist is that the customer can control concentrate usage. If used on a regular basis, the customer can expect to refill their SolaMist every 7-14 days. One gallon of SolaMist Pro Concentrate 2 retails for \$99 and will make 5 fills.

### What's in the concentrate? Is it safe?

Both SolaMist Pro Concentrate 1 and 2 only use 25(b) FDA exempt ingredients such as geraniol, peppermint, lemon grass, and garlic. Other inert ingredients include sodium lauryl sulfate, found in toothpaste and shampoos. These ingredients have been combined to make an effective deterrent for mosquitoes and other flying insects. (Remington Solar has test results to prove it.)

### How does the customer order concentrate?

Customers will need to reorder concentrate throughout the mosquito season. If you, the contractor, would like to purchase gallons directly from Remington Solar, you may. However, you should know that it is quite easy for the customer to purchase concentrate directly from the app. Once you become a dealer for SolaMist, you will be assigned a coupon code that you will give to all your customers. Your customers, using that unique coupon code, will reorder concentrate at a 20% discount. Our order processing center will fill that order and credit you 10% for that concentrate purchase on an ongoing basis.

### How do I install SolaMist?

SolaMist installation is quite simple. 1. Find a sunny place for the solar panel. (Extension cords are available to purchase if needed.) 2. Install the controller and download the app. (video instructions available on RemingtonSolar.com.) 3. Install the tubing and nozzle (use sharp scissors and press-fit the nozzles.)



### **What are the technical specs?**

SolaMist uses a 100 psi pump and a 12 gallon tank. The pressure is low compared to the 55 gallon systems. SolaMist is effective up to 20 nozzles, and will not create the small particle size needed to kill mosquitoes with more than 20 nozzles. Therefore, SolaMist is effective for a backyard area rather than an entire large backyard.

### **How do I maintain it?**

Either the customer or the contractor can install this. While most people with minimal DIY skills could install SolaMist, it would be quite acceptable to charge \$300+ for installation. Ongoing concentrate will need to be added to SolaMist. The larger 55 gal. systems typically use a service agreement with the contractor. While a contractor could do the same for SolaMist, it would be more reasonable to expect the customer to refill the unit. However, before the first freeze of the year, it's best to run Windex through the system and make sure there is no water in the lines or nozzles. It is also expected that the tubing will fail from year to year. This is to be expected. The nozzles can be removed easily from the tubing and the tubing replaced. The replacement tubing is inexpensive. This can be replaced by either the contractor or homeowner.

### **Why the solar charging option?**

Because SolaMist has a solar component, it qualifies for the federal solar tax rebate. Any homeowner using solar power attached to a home qualifies for a 30% tax rebate on their taxes. The homeowner can claim the rebate by downloading the IRS Form 5695 and submitting solar related expenses. Super easy.

### **More information on SolaMist?**

*Lots of videos and information on SolaMist at <https://remingtonsolar.com/product-manuals/>*

### **Dealer Vs. Distributor**

Dealer qualifications is an approved individual who is in the pest control business. Pricing is \$375 per unit plus shipping. Dealer must purchase at least one unit.

Distributors must be in the pest control business and purchase 12 units. Distributor pricing is \$320 per unit plus shipping.

All dealers and distributors must be approved by Remington Solar, Inc.

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