

SOLutions

SOL Inc Online Store

New Webstore

SOL Inc is pleased to offer its clients innovative, specification-grade products for sale at: www.solincstore.com.

The SOL Store provides the newest introduction of systems and tools SOL is developing to make purchasing its solar lights and supporting its systems easier and less costly.

Offering an online store is a strategic move for SOL to expand the market for solar lights. There are myriad of sites offering residential products, but few, if any, offer specification-grade solar lights online. What makes the SOL Store unique is that it allows clients to select the light they want by application, and then CONFIGURE the light for their location. "We believe that offering a real, configured, high quality solar light for sale online will make the selection and purchase process simple

and easy for clients wishing to try a few lights or have a small project to quote, sell and install," said Audwin Cash, V.P. of Marketing at SOL Inc. "Of course our customer care team are happy to take orders and answer any questions as well at 772.286.9461 or our toll free number at 1.800.959.1329."

In addition to providing support, the website offers a select number of replacement parts are available on the site including batteries and lamps.

Systems Offered

SOL is initially offering the following systems for sale on the site:

- **GreenWay™** - configured with

"Pathway Programming" provides full light for 6 hours after dusk and 2 hours before dawn with dimming during the middle of the night – ideal for most paths and trails.

- **Oasys™** - configured for all night long operation at full intensity, this shelter lighting product has a simple and innovative design to support fast and quick deployment.
- **OmniLight®** - requiring no configuration besides selecting color, this "bus stop" or "way point" light system has an integrated battery and PV module that is activated by push button for light.
- **Perimeter Security Light** – configured for dusk to dawn operation with two aimable lighting systems; the Perimeter Security Lighting system mounts on nearly any wall or fence with minimal wiring and reliable off-grid performance.

Configuration

SOL provides the ability for custom configuration of lighting systems and the SOL Store is the first step for configuring a specific system. Customers simply select their preferred light color and enter the zip code of the site where the lights will be installed. Through its proprietary LightSize™ algorithm the solar lights are configured and priced online instantly. Customers can be certain the light they purchase will be manufactured specifically for their needs.

What's Next

Visit the SOL Store regularly to keep up to date as new products, advanced configurations, and specials become available in the coming weeks!

SOL upgrades ISO certification

SOL Inc recently renewed and upgraded its ISO Certification to ISO 9001:2008. SOL Inc invested in the upgrading of its quality standards and procedures at the start of 2010 and is now in compliance with the new requirements under ISO 9001:2008.

"Thanks to the hard work of our entire team and quality organization we have again set the standard for professionalism in solar lighting" said SOL Inc President and CEO Rick Schuett. "Our commitment to ISO reinforces our commitment to our customers that we are dedicated to constantly improving our products and services."

SOL Inc has been compliant with ISO since 2005 indicating the company's commitment to excellence in manufacturing, designing and supporting solar lighting systems.



Reliable. Renewable. Remarkable.

SLSP in the Spotlight

ARC Aviation Renewables and SOL

ARC Aviation Renewables Corp. and SOL Inc have reached a global agreement to bring solar lighting to the aviation marketplace.

Aviation Renewables is a leading consultative and design organization that assists airport authorities, engineers, manufacturers, and aviation facility operators for both civilian and military aviation by improving operations through environmentally responsible solutions.

“We are excited to be partnering with industry’s most proven, technological leader of solar-powered LED area and roadway lighting. SOL is a natural fit for Aviation Renewables. With the greatest number of solar-powered area lighting units installed and operating worldwide, SOL brings exceptional capability to our customers



across the globe,” said Allister Wilmott, Founder & Director of Aviation Renewables.

aviationrenewables SOL Chairman of the Board, Michael Sonnenfeldt is pleased that Aviation Renewables engaged with SOL saying, “It is encouraging that a leader like ARC sought out SOL to satisfy and expand the global demand for solar lighting products and services. SOL’s history of successes with over 40,000 installations worldwide will only be further enhanced in this exciting and growing aviation market.”

Aviation Renewables exhaustively searched the marketplace for leading solar light solution manufacturers and selected SOL due to the company’s unique blend of experience and technology. “Aviation Renewables required an industry leader with a proven installation base, leading technology, superior customer service, and competitive pricing. SOL brings all of this and more, including the largest defense and civil based market share for solar area and roadway lighting in the world,” said Aviation Renewables Director, Christopher Zegger-Murphy.

Under the agreement, ARC Aviation Renewables Corporation will offer an exclusive line of solar LED light systems from SOL specifically configured for aviation facility illumination.

“We are excited to be partnering with industry’s most proven, technological leader of solar-powered LED lighting - SOL Inc.”

New at SOL Inc

Applications Manager



Todd Burger brings to SOL Inc over 25 years of experience in electrical contracting. Having previously worked with Vernon Electrical Corp., Darco Electric and Lighting Electronics Inc., Todd has developed an extensive

experience set to help SOL Inc better deliver contractor-friendly solutions.

Todd is a master electrician and is a certified electrical estimator (NECA). He specializes in electrical design and will play an integral role in the applications department. Over the years he has held positions from Senior Project Manager to General Manager as well as owner of his own electrical service firm.

Todd’s role includes managing the application department in providing lighting layouts and photometry to support the sales department. Todd is also providing facility management expertise during SOL’s expansion phase.

New at SOL Inc

New Business Manager, Federal Government



Robert Millard recently joined SOL to assist with its expanding federal government opportunities. Robert joined SOL after spending 16 years with Turtle & Hughes, Inc., a well known electrical and industrial equipment distributor, where he was Director of Federal Government Sales.








Robert is a graduate of Rutgers University, in New Jersey and holds Bachelors in Labor Studies. He is stationed in Washington, DC to better serve the needs of SOL’s federal clients.

Robert’s role will be to focus on the Department of Interior, Veteran’s Administration and the National Parks Service to provide solar lighting solutions for roadway, security, and meeting government mandates for energy efficiency.

Become a Certified Solar Lighting Solutions Professional (SLSP)

Limited space available for the next SLSP training session schedule for July 15-16 in Stuart, Fl. Call today and ask J.R. Finkle to sign you up at 800.959.1329 ext.2008 or email at: jrfinkle@solarlighting.com

Specifying a SOL Solar Light System

-  SOL systems are backed by a FivePlus™ warranty that covers critical components including the PV module, hardware, light engine, luminaire, wire harness, electronics and battery well beyond the typical two year warranty.
-  SOL is a U.S. manufacturer based in Palm City Florida.
-  SOL is a manufacturer who has been in business longer than our warranty, which allows us to support warranty claims.
-  SOL backs their light systems with a 24/7 technical support to answer you or your customer's call.
-  SOL configures solar lights for your location and desired operations unlike other companies who offer a one-size-fits-all light system.
-  Complete technical specifications like CSI (Color Rendering Index), technical cut sheets, installation and service manuals, MSDS (Material Safety Data Sheet), and engineering approval are always available to you or your customers.
-  SOL provides independent IESNA LM-79 photometric test report that validates our luminaire's performance.

Sales Tool

Demo Case

LED Lighting and Control Demo Case for SLSPs

SOL Inc's LED Lighting & Control Demo case features a selection of SOL's area lighting luminaires and aiSUN™ solar light CPU (Central Processing Unit). The hard sided and wheeled case provides a fast, easy and professional demonstration of SOL's products for sales calls and trade shows.



Specifications

- Heavy duty wheeled case with retractable handle
- Laser cut foam for precise fit and product protection
- Rotate and lock latches to secure contents
- Retractable handle for easy wheeling
- Interconnects and plugs are SOL Inc CliK™ wiring for reliable connections
- Hinged lid with stops to prevent damage and allow easy closure
- Weight: 45 lbs.
- Size: 18½" L x 13½" W x 26¼" H

For sale to all authorized SLSPs and SOL Reps.



3210 SW 42nd Avenue, Palm City, Florida 34990

P: 772-286-9461 • Toll Free: 800-959-1329 • F: 772-286-9616

info@solarlighting.com • www.solarlighting.com