

“Grid Parity Now”

Sol President and CEO, Rick Schuett, presented his message of grid parity to the Alternative Energy and Building Efficiency Conference in Boston, MA. on May 19. Mr. Schuett’s message to attendees promoted the idea that solar powered outdoor lighting has achieved grid parity in many applications.

Grid parity exists when renewable energy systems are deployed at or below the cost of conventionally powered ones. The message of Grid Parity is surprising to many in the solar industry since most PV installations have 10 to 20 year payback periods and solar powered electricity generation is not forecast to achieve grid parity with fossil fuel systems until well after 2015.

Sol’s solutions, however, are unique and have achieved grid parity now. Several technological breakthroughs allow Sol’s solar powered light systems to be installed at a cost less than grid-tied lights, which are burdened by costly trenching, wiring, and permitting. These include efficiency improvements with LEDs, dimming and proprietary powerings.

“I was pleased to receive a positive response from the audience and several attendees commented that were impressed to learn about the economic advantages of solar lighting.” said Mr. Schuett. “Many of them conveyed that they would be looking for opportunities to use Sol’s products in future projects.”

Mr. Schuett presentation also highlighted that solar powered lighting is one of, if not THE best, investments available for renewable infrastructure projects across public and private enterprises.

Experience Sol’s New Website!

Sol recently redesigned its web experience to better meet the needs of its growing customer base and to attract new clients to solar lighting. Sol’s website is an important part of the company’s business with many orders resulting from inquiries that started with a visit to our website.

Although the web address stays the same: www.solarlighting.com, the entire experience is much improved. The site includes a new global portal to allow users to tailor their visit to better understand Sol’s SOLutions™ for international or US and Canadian customers. The entire site includes a new, cleaner look with easy-to-navigate tabs.

Both the International and US and Canadian sites feature a wealth of new information on Sol’s products as well as a collection of new case studies and success stories. Keep up to date with Sol’s news releases direct from the site and learn about new products from a quick-access information bar on the right hand side of every product page.

Sol’s excited to soon be releasing an online blog hosted on our site where you customers and installers share successes, inspire new products or just interact with Sol directly online. Additionally, an access restricted area is being developed for Sol’s Solar Lighting Solutions Professionals (SLSP) to be able to log on and access technical and marketing information.

In the meantime, make sure you keep up with Sol via Twitter: www.twitter.com/sol_inc. Use our short-cut link from our website to follow us!



Sol delights with new Oasys™ (page 2)



Sol’s new website (page 1)



Spotlight on Sol Dual UniLight (page 4)

Product News and Information

New Shelter Lighting Solutions

Solar powered lighting for shelters enhances safety and discourages vandalism without connection to the electrical grid. For remote, and even in-town locations, solar powered shelter lighting is often the most cost effective way to light the space because trenching and wiring costs are eliminated.

Whether the shelter is located on a college campus, city street, national park or nature trail, Sol manufactures a high performance lighting system for the application. Several new products have recently been added to Sol's shelter lighting line.

Oasys™

Oasys™ is Sol's new modular LED shelter lighting system for larger outdoor shelters like gazebos, picnic pavilions, boat houses, and transit shelters. Available with an integrated or remotely locatable LED lighting fixture, Oasys™ flexibly covers most applications.



Sol Oasys™ Shelter Lighting System

Oasys's bright LED rectangular light provides over 65,000 hours of bright light while maintaining at least 70% of its initial light output, better than any other available light source. Oasys™ is powered by several different PV options to support both geographic variation and shelter shapes. Oasys™ is Sol's first system to feature an amorphous (thin-film) solar panel option to fit curved roof shelters!

"Oasys™ was designed based on



Sol Oasys™ using thin-film solar panels customer requests for a solar lighting solution for larger shelters and remote buildings." said Matt Hollister, Sol's Account Manager who specializes in transit and shelter applications.

An exciting benefit of Oasys™ is how simply it installs. Designed around many popular shelter support systems, Oasys™ hangs on virtually any horizontal structure support and requires a simple wiring connection to the PV array.

Sol recently installed Oasys™ with Orlando's Lynx mass transit system. The project has been reviewed positively and Sol looks forward to continuing to introduce the exiting benefits of Oasys™ to many other shelter applications.

Seasonal Shelter Lighting

The solar seasonal shelter system is a complete lighting kit that is ideal for smaller shelters, sheds, restrooms and other seasonal buildings in remote or environmentally sensitive locations.



Sol Seasonal Shelter Lighting System complete with a 50 W solar panel

The seasonal shelter kit comes complete with 50 Watt solar panel, two LED lightbars, and a portable housing unit, which holds the battery and light controller.

Sol donates to local Boys & Girls Club

Sol recently donated two Greenway™ solar LED pathway lighting systems to the Boys & Girls Club of Martin County as part of an ongoing local solar light donation program.

Mat Churchey, Director of the Boys and Girls Club said, "We are very fortunate to have been chosen by SOL to receive our new solar lighting. The new lights will not only enhance the beauty and safety of our Palm City Club but also gives us a great tool in teaching our members the importance of thinking green and energy conservation. We are fortunate to have a company such as Sol that is willing to unselfishly give of itself in making our community a better place to live."



Sol volunteers with local Boys and Girls Club members

Sol's employee-driven solar lighting program allows employees to coordinate the specification, design and installation of solar lights at a charity's site. Often Sol employees get to lend a hand in starting up the lights side-by-side with the not for profit organization. Currently three other volunteer teams are coordinating future donations.

SLSP Update

Solar Lighting Solutions Professionals are helping spread the benefits of solar lighting around the world. One such SLSP: Sol Technologies has been very successful in South Texas. Their story:

SOL Technologies LLC was formed in January 2007 in Westlaco, Texas. Initially the company intended to provide turnkey photovoltaic power generation systems but began successfully bidding solar powered lighting. With several early successes, SOL Technologies has reorganized a large portion of their business around promoting, selling, installing and supporting solar powered lighting from Sol, Inc.



SOL Technologies has successfully cultivated wide-reaching relationships within local and state government, delivering several sizable projects with the Texas Parks and Wildlife Refuge, Hidalgo County, the City of Mercedes, and the USDA.

A recent project in Alamo, Texas involved the installation of 39 solar powered lighting systems: a combination of Greenway™ and TPM Cobrahead area lights. For more information about SOL Technologies please visit their website at www.soltechnologiesllc.com



Greenway™ and TPM systems installed at South Tower Park in Alamo, Texas

New to the Sol Team

V.P. Worldwide Sales



Sol is pleased to introduce Susan Schierwagen as the new Vice President Worldwide Sales. Ms. Schierwagen brings to Sol many years of lighting control

sales experience, having been associated with Lutron Electronics Co., where she was responsible for leading the commercial team to more than doubling sales (113% growth). Ms. Schierwagen has a Bachelors of Science in Civil Engineering degree from the Tufts University. During her career, she has served on the Board of Directors for Syracuse University Sales and Marketing Program, on the Industry Board for National Systems Contracting Association, as well as on the McGraw-Hill Building Product Manufacturers Board.

Susan's primary focus is to continue Sol's rapid sales growth by building a US-based sales team.

Southwestern US Business Development Manager



Mr. John Castner brings to Sol 24 years of lighting and LED sales experience, having been previously associated with Dialight, Sylvania, Hubbell

and Amtech. John has held District, Regional and National Sales Positions

and has worked with distributors, contractors, municipalities, corporate end-users, electrical engineers and national account customers. Mr. Castner holds a Bachelor's degree from Occidental College in Los Angeles and an MBA from UC Irvine. Mr. Castner will be based in California to better serve the needs of Sol's west coast clients.

John is responsible for identifying new accounts, managing Sol's SLSP network, and growing the manufacturer's representative network in the southwest US and HI.

Applications Designer



Gregory Perez comes to Sol with over 10 years experience in electrical design and specification sales. Originally from Southern California, he

obtained and Associates degree in Electromechanical Drafting from OCC. He has worked with top ranking companies as FBA Engineering, TLC Engineering for Architecture, and Lightolier (a Philips Brand Co.) He is proud to be a USGBC LEED (Leadership in Energy and Environmental Design) accredited professional since 2003.

Gregory will be responsible for increasing the use of solar lighting systems in traditional grid tie applications and assist architects and designers with layouts that comply with LEED V3 sustainable sight lighting credits.

Project Portfolio: L.A. Air Force Base, CA

Client: US Federal Government

Location: Los Angeles Air Force Base in San Pedro, CA

Solar Solution: Sol Security Fence Lighting

In the second quarter of 2009, Los Angeles Air Force Base required security lighting at one of its three family housing locations in San Pedro, California. As part of a mandate to increase security and force protection, the LA Air Force Base asked Sol if they could provide a solution for their security needs.

The project required a grid-independent security-fence mounted lighting system that would allow security personnel to visibly see along their base perimeter any time of day. Sol cooperated with the Air Force and associated design teams to develop a new solar powered perimeter security lighting system.

The solar perimeter security system features Sol Dual UniLights mounted every 28 feet along the fence, providing bright white light during the night for additional safety and security for families living on the base.



Ask SOLarman™

Dear SOLarman,
Mono-crystalline PV and a Poly-crystalline PV -
which one is more efficient?

T. Amachree - Nigeria

Answer:

There are several different types of photovoltaic panels available on the market. Historically Sol has used rigid (framed) solar panels that are either monocrystalline or polycrystalline. In either case, the solar light system is designed around the capability of the PV module being used.

Monocrystalline refers to a photovoltaic cell that consists of a single crystal material in which the entire solar cell is made of one continuous structure. Polycrystalline photovoltaic cells are composed of crystals of various sizes that form grain boundaries. Mono-crystalline based solar panels are a few percent more efficient than their polycrystalline counterparts however they both have equal levels or reliability. Keep in mind, when Sol provides a 50W solar panel, it is 50W whether it is monocrystalline or polycrystalline.

To submit a question for the next issue of Sol's SOLutions, email: solarman@solarlighting.com

Photo Corner

Submit a high resolution photo of a recent Sol installation and if your photo is selected for the next issue we will send you a \$50.00 AMEX Gift Card. Featured photos must include location of installation.

Send your photos to: michelem@solarlighting.com



Sol's new TSL Series installed along roadway in Nigeria, Africa



Sol's Greenway™ installed in New Haven, UT

Sol®

Reliable. Renewable. Remarkable.

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