Volume 1 Winter 2009

Sol
Reliable. Renewable. Remarkable.

Solutions

Sol Inc. Newsletter

Kansas State University interior architecture and product design student Derek Case in front of the Chapman entrance sign lit by Sol's floodlights.

In this issue:

Sol illuminates entrance featured on ABC's *Extreme Makeover: Home Edition*

Sol donated a solar powered floodlight system to the town of Chapman, Kansas. Sol's contribution supported a Kansas State University project to rebuild the town following a devastating tornado in 2008. The efforts to rebuild Chapman were featured on ABC's *Extreme Makeover: Home Edition* on January 25, 2009.

"After receiving a request from a group of volunteers from the University of Kansas, we felt compelled to assist the team's efforts in rebuilding the community. The lights were initially requested for a landscaping element but the students felt the lights were more useful illuminating the entrance to the Town of Chapman." said Michael Sonnenfeldt, chairman of Sol Inc. " We are providing an environmentally friendly lighting system to a community devastated by a recent tornado which will assist in their rebuilding efforts."

"The *Extreme Makeover: Home Edition* in Chapman gave us the opportunity to help this community in need. We felt the best way to give back to the community was to not only design and build a useful and interesting element for the community but also to use the opportunity to demonstrate the importance of sustainable design," said Tim Sherman, a Kansas State University Graduate student who initiated the project." We used recycled materials and renewable energy in our project in order to minimize the amount of embodied energy. Sol is a company that made an important aspect of this project possible through their lighting system that runs completely on solar power".

Sol's most recent donation to Chapman, Kansas follows other recent donations of solar powered lighting systems to: communities devastated by Hurricane Katrina, 2007 earthquake victims in Peru, and the City of Port St. Lucie, Florida, for a bus shelter for schoolchildren. Sol is continuing its relationship with ABC's *Extreme Makeover: Home Edition* in an upcoming project, in March 2009.

For information please visit: www.solarlighting.com

Product News and Announcements

Products for Pathways and Trails

The power of solar energy allows Sol systems to illuminate pathways and trails without incurring electrical costs and increasing your carbon footprint. Sol systems provide increased safety, security, and reduced vandalism on paths and trails on campuses, parks, and outdoor activity areas.

Whether the trail is open to the sky or shaded by trees, Sol has systems for either application. Sol Greenway™ is ideal for paths and trails with direct sunlight exposure while Sol's Round Bollard works well on shaded or sunny paths. Sol's Greenway™ and Bollard ensure solar powered lighting works for most outdoor projects.

Greenway™

The Greenway™ is an integrated solar powered LED lighting system available in two brightness levels.

Greenway™ is ideally suited for pathway lighting since it provides a bright rectangular light pattern, allowing for wide system spacing.

Systems are programmable to run from dusk to dawn or operate for a programmable time after sunset and before sunrise. Most impressive is Greenway's LED technology designed to operate maintenance-free for 100,000 hours (over 20 years).

Sol's Greenway™ installs in less than an hour and works in virtually any location that is not shaded.

Sol Greenway™ System

Bollard

The solar LED round bollard is ideal for pathways, walkways, building entrances, or any other lighting applications that require a low profile fixture.

Sol Round Bollard

The Sol Round Bollard is an ideal choice for lighting shaded applications because of its remote solar collection array.

Sol's Round Bollard system includes a mounting kit with base, bracket and three 4" anchor bolts, which allows the fixture to be installed in almost any location.

The Bollard delivers bright LED light directly up and down a pathway without glare and distraction.

New Account Manager

Sol is pleased to introduce Mario Gonzalez.

Mario hails from Argentina and is fluent in English, Spanish, and Portuguese. With a background in industrial sales, Mario is the ideal representative to expand Sol's presence South America. Mario recently signed on several SLSP accounts in Brazil, Argentina, Chile and Columbia.

New V.P. of Marketing and Engineering

Audwin Cash brings to Sol many years of lighting industry experience, having previously been associated with Lutron Electronics Co., where he was responsible for developing and promoting energy control systems.

Mr. Cash has a Bachelors of Science in Computer Engineering from the Georgia Institute of Technology in Atlanta, Georgia, and an MBA from Lehigh University in Bethlehem, Pennsylvania.

Audwin will be responsible for developing customer focused solutions while improving Sol's current product lines to better serve customers' needs. He will be a key player of Sol's growing executive team as the company continues to expand globally.

SLSPs in the Spotlight

Solar Lighting Solution Professionals - Value Added Resellers and Representatives

Hunter Knepshield

Hunter Knepshield has been manufacturing modular park buildings, sports lighting, parks/sports equipment and playground systems since 1967. Solar lighting was added to their product line in 2006 in response to their customer demand for commercial-grade solar lighting solutions. For more info, visit their website at *www. hunterknepshield.com*




Tolar Manufacturing

Tolar Manufacturing and Sol have been providing solar lighting solutions to transit authorities since 2000. Sol manufactures two product lines exclusively for Tolar including the TSSL: Transit Shelter Solar Light and the TSAL: Transit Shelter Advertising Light. These smartly engineered systems provide cost-effective dusk-to-dawn illumination for outdoor shelters and advertising displays. For more info, visit Tolar at *www. tolarmfg.com*




Sol hosts first SLSP training in Palm City, Florida

Sol Inc. hosted the first Solar Lighting Solutions Professional (SLSP) training session in mid-December and a second session in mid-January to meet the demands of Sol's domestic and international expansion. Both sessions were sold out.

The 2-day training sessions provided participants with an understanding of the fundamentals of Sol's lighting systems: solar power, LED lighting, and battery technology. SLSPs were energized to learn how to sell and market one of the fastest and most profitable segments in the green/ sustainablility marketplace - solar powered outdoor lighting.

The training certified individuals as Solar Lighting Solution Professionals and gave participants a chance to network, share ideas and experiences in the marketplace, as well as an opportunity to receive training products to assist their business in marketing solar outdoor lighting solutions.

The next training session is scheduled for March 5 and 6. For more information on becoming a Solar Lighting Solutions Professional and attend a training session call 772.286.9461 or email jrfinkle@solarlighting.com.

Project Portfolio: Victorville, CA

Client: City of Victorville, CA

Location: Hook Park Life Trail

Solar Solution: Sol Greenway™ Solar LED Pathlight

In late 2007, Sol was awarded a contract from the City of Victorville, California to supply a solar lighting solution for an exercise track in Hook Park. The city originally considered Sol's flat mount SL Series. Sol evaluated their lighting requirements and concluded that installing a Greenway™ unit at each exercise station would not only fulfill their illumination requirements, but would also be a more economic approach.

The Greenway™ systems shipped in late March 2008 and installation was completed by early April 2008. The 11-unit system runs for 6/2 split time (6 hours after dusk and 2 hours before dawn), allowing visitors to use the exercise track in the evening after dusk and early in the morning.

Ask SOLarman™

Dear SOLarman,
Where is the photocell on your light fixtures?

Answer:
The solar panel is the sunlight detector, which eliminates the need for a photocell on the light fixture.

Dear SOLarman,
Are your systems hard to install?

Answer:
All of Sol's systems are manufactured with plug-and-play interconnects making them one of the easiest systems in the marketplace to install. The most complicated system takes approximately 1.5 hours to install and is entirely low voltage.

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

What's wrong with this picture?

What is wrong with this solar lighting system and what could be the potential results?

Answer:
A palm tree branch is growing in front of the solar panel which could result in reduced charging capacity for the battery. This could lead to reduced system light output. Always ensure tree limbs and branches are trimmed and avoid planting new trees close to a solar lighting

Sol
Reliable. Renewable. Remarkable.

Published by:
Sol Inc. 3210 SW 42nd Avenue
Palm City, FL 34990
www.solarlighting.com