

SunWize Makes It Easy for You to Offer Financing Options to Your Customers

In September we unveiled a new residential finance program in cooperation with Meridith Capital Group, a mortgage brokerage in San Clemente, CA, to help homeowners purchase a solar energy system.

The SunWize® Residential Finance Program offers low cost and flexible financing tailored to meet a homeowner's unique needs. Mortgage specialists, knowledgeable in solar applications, help homeowners access the lowest rates available to finance the cost of a solar system.

Just a simple four step program:

Step 1 – Perform your standard sales pitch for a solar system

Step 2 – Show your customer the information and form regarding the SunWize® Residential Finance Program

Step 3 – Your customer sends the completed form to Meridith Capital Group (online, email, fax or mail)

Step 4 – Meridith Capital Group follows up with your customer within 24 hours of receipt of form.

SunWize provides a dealer program guide to installers with information about how to use the finance package, the advantages of the program, steps for the dealer, and a homeowner timeline and checklist. Call any one of our sales managers for your finance package today! ☐

Kindest regards,

Joanne

Joanne Rogers, Director, Distributed Power Sales

Inventus Develops a Custom Solar Lighting Design Solution for the Clinton Foundation

Submitted by Daniel Natura, Partner Inventus
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Inventus was hand selected to work with Tremco and Living Habitats to develop a custom sustainable lighting design solution for the William J. Clinton Presidential Library's roof top gardens. The Tremco-Living Habitats team was awarded the work following a competitive design submittal process that included all the top players in the vegetated roof industry. This project evolved as a significant part of the Library's Platinum LEED certification awarded this fall by the U.S. Green Building Council, with credits given in part for the vegetated roof itself, re-use of materials, and solar lighting applications.

The new vegetated roof areas serve as the President's private penthouse yard where he and his guests are greeted with over 90 species of plants and several custom hardscape features, all arranged in a design that reflects the Arkansas River that flows right next to the Library. The lighting offers illumination along the wooden boardwalk that meanders through the garden and uplights several architectural trellis structures as focal points. Additionally, a putting green area in the south garden is lit for night-time use.

The entire project from existing roof tear-off to finish punch list was accomplished in 28 short days. The lighting and renewable power system design, materials selection, delivery and installation were all completed in two week's time.

SunWize offered top notch engineering support, superior product specifications and rapid response-turn around that ensured project success. Products specified and installed include 31 pieces 27 LED light fixtures, 5 pieces of 58AH batteries, 5 charge controllers and 10 pieces of 32W solar panels. Five systems powered a total of 31 light fixtures, offering 6+ hours per night illumination, with 5 day reserve.

These products were selected for very specific design reasons. The lighting needed to be black in color, offer professional-grade



quality in construction and warranty, be directional to limit waste lighting and highlight desired features only. The PV panels needed to be surface mounted to an existing parapet wall; battery boxes needed to be weather tight, also out of sight yet accessible for maintenance. This led to long wire runs. SunWize was very helpful with forwarding component samples and specs as well as finished drawings to facilitate proper installation.

With my design direction, SunWize offered the perfect mix of quality and special service needed to exceed the demands of the client for this exciting and forward-looking project. ☐

Xantrex XW Winter Promotion

For every Xantrex XW Hybrid Inverter/Charger purchased receive your choice of an XW System Control Panel or an XW Auto Generator Start FREE. Promotion is effective with orders received before March 31, 2008. Only dealers and installers are eligible.

Call any one of our sales managers for more information.

Sanyo To Launch New HIT[®] Power Module in June 2008

Sanyo Energy (USA) Corporation is proud to announce the all new HIT Power series of high efficiency PV modules to our SunWize dealer customers. HIT Power modules will be available from SunWize in June 2008.

Building on Sanyo's 33 years in the solar industry and 11 years of success with HIT modules, the new HIT Power modules feature improved performance and easier installation than HIT BA3 modules.

Improved Performance

The efficiency of the new modules has improved from 17.0% to 17.2% for the HIT Power 200 watt module, and from 16.5% to 16.8% for the HIT Power 195 watt module.

In addition, HIT Power modules have enhanced materials for high heat performance in high temperatures, increasing the range of areas where HIT modules can be used. These new modules can be

installed in areas with monthly average high temperatures up to 45 degrees Celsius (113 degrees Fahrenheit).

Easier Installation

Sanyo has designed the HIT Power Module with the needs of installers in mind. To help reduce installation costs and labor, Sanyo has reengineered

its modules to work more closely with industry-standard mounting hardware and clips to reducing the number of unique parts SunWize Dealers need to keep in their inventory.

opposite corners and four symmetrical mounting holes, providing easier grounding and installation options. HIT Power modules are mountable in landscape or portrait formats, to reduce racking costs and enable use of shared-rail systems.

Finally, to address new industry standards, HIT Power modules use new cables with increased insulation and MC4 locking connectors rather than MC3 connectors.




PRODUCT FEATURES

- **Improved performance**
 - Higher efficiency
 - Better performance in high temperatures
- **Easier Installation**
 - Stronger 46mm frame
 - Inner mounting ledge
 - Pre-drilled mounting holes
 - MC4 locking connector

HIT Double[®] = Even More Power!

In 2007, Sanyo successfully began mass-production of HIT Double bifacial modules, and will expand production and sales through SunWize in 2008.

The HIT Double captures both direct sunlight and reflected light from surrounding surfaces, generating electricity from both sides of the panel simultaneously. HIT Double can increase the amount of electricity produced by up to 30% compared to single-sided HIT panels, depending on your system design, location, and albedo. With HIT Double[®] models achieving up to 19.9 Watts per square foot, you obtain maximum power within a fixed space.

HIT Double modules open up new solar system design possibilities, including carports, awnings, trellises, walkways, canopies, porch and deck coverings, etc. All HIT panels come with a Limited Warranty tolerance of -0% to +10% at the time of purchase, guaranteeing that you always get the rated power you paid for (or more). 

Got Free Watts?

SunWize will give you free watts when you purchase SunWize Grid-Tie Systems with Sanyo 200 Watt modules! As you buy watts, you bank them, too. Our customers have had great success with this program that began with deliveries of SunWize Grid-Tie Systems

on March 16, 2007 . Ask your sales manager how you can earn free watts to use as a discount on the purchase of another SunWize Grid-Tie System with Sanyo 200 Watt modules.