

Presented by



SOLAR SUCCESS! 2009 TRAINING EVENT

BUFFALO, NY • MAY 11-14, 2009



ASES NATIONAL
SOLAR
CONFERENCE

Buffalo, NY • May 11 - 16

SOLAR 2009

You've Got the Power!

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For Life and the Earth

SANYO

CONFIDENCE IS A BEAUTIFUL THING.

Introducing the HIT® Double bifacial solar panel. With up to 30% more power than its STC rating, it is the most powerful panel in the world, from a trusted name in the business – SANYO. Innovative in its design and versatile in its application potential, the HIT Double delivers maximum efficiency by producing power from both sides of the panel. At SANYO we are pioneers in power, and we are committed to developing technology you can trust. As powerful as they are beautiful, HIT Double bifacial solar panels by SANYO bring energy independence into your life.

HIT Double
Photovoltaic Module



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“What sets this training apart is the holistic approach we take to training solar business professionals. Not only do we have extensive technical and product training, we combine that with a full suite of business-focused content to arm them with the tools to build, grow and promote their businesses.”

Donald Chung – Sales Director, Conergy Americas



Power your business with a global leader

Photo by Darcy Varney for Bella Energy;
Kent School, Denver, CO, 100 kW;
Financed by Conergy SHA

Conergy is a full-service wholesale distributor dedicated to your success. One in ten solar energy systems has been deployed by Conergy in the past decade—more than one gigawatt worldwide. Whether you are an experienced veteran or new to the industry, our local expertise powered by our global strength makes Conergy your ideal solar energy partner.

Build a strong relationship with a partner you can count on:

- | Best service and support in the industry
- | Field and business skills training
- | A portfolio of top products from the industry's leading manufacturers

Easily conduct business on your schedule:

- | Secure online ordering 24/7
- | Inventory look-up and account management
- | Real-time order tracking

Experience unbeatable supply chain and logistics support:

- | Multiple warehouses
- | Low shipping costs
- | Scheduled delivery available

Access tools and services to streamline your solar business

- | A full-suite of industry-leading customized project financing options
- | Project management and lead generation services
- | Dedicated, market-focused Account Managers and Technical Support

Discover Solar Energy:

www.conergy.us | info@conergy.us | (888) 396-6611



CONERGY

OUR WORLD IS FULL OF ENERGY

Conergy Distribution Sales Group - Dedicated to our renewable energy partners.

Everyday we strive to be a valued business partner to more than 500 renewable energy companies in the Americas region. We accomplish this by continually investing in IT, operations, and logistics tools to enhance our customers' experience. By developing innovative sales, marketing, and financial support programs we assist our partners at every stage of their business. We provide in-depth product and business training, system design and technical support to ensure systems supplied by Conergy and our partners exceed expectations and result in enthusiastic renewable energy consumers. **Visit us at Booth 1204.**

CONERGY'S SOLAR 2009 & SOLAR SUCCESS! STAFF:



KIM MCLAWHORN - CEO, CONERGY AMERICAS - As CEO for the Conergy Group in the Americas region, Kim is responsible for leading the company's business units, Conergy Projects, Conergy Distribution Sales and region operations in the US and Canadian markets. Kim has more than three years experience in progressively responsible roles in the renewable energy industry and previously more than 12 years experience in both start-up and Fortune 500 High Tech companies. She received her MBA from Duke and has a BA in Finance.



DONALD CHUNG - MANAGING DIRECTOR, DISTRIBUTION - Donald is responsible for the distribution sales functions supporting all Conergy business units in the Americas. Donald started with Conergy in 2006 in a product management role, and has assumed positions of increasing responsibility culminating in his current role managing sales, product, logistics, purchasing and strategic sourcing related activities. Donald has over 12 years of diverse operational and management experience spanning the environmental consulting, engineering, software, and renewable energy industries. Donald holds an M.B.A. from the University of Michigan, an M.S. from the University of California at Berkeley, and a B.S. from Duke University.



JOHN MARCARELLI - DISTRIBUTION SALES DIRECTOR - John is Conergy's Distribution Sales Director. He possesses many years of renewable energy sales experience and achieving rapid growth in emerging markets. John has cultivated many long-term relationships with renewable energy practitioners of all scale in a variety of markets and helped to facilitate their strategic goals through close collaboration. He draws on this experience in developing new paths to market for Conergy products and services and creating innovative approaches on behalf of Conergy's vast dealer network.



PHIL UNDERCUFFLER - BATTERY-BASED & OFF-GRID DIRECTOR - Phil oversees the Battery Based and Off-Grid sales and initiatives for Conergy. He spent several years as Conergy's Technical Services Manager, providing training, design guidance and problem solving assistance for dealer partners throughout the US and Canada. With many years of experience working as an Electrical Contractor and Journeyman in renewable energy, Phil brings his practical knowledge of the conditions and realities of the field to bear in teaching the critical information needed to maximize success in this industry.



DAN RICE - APPLICATIONS ENGINEER, KEY ACCOUNTS - Dan provides Applications Engineering support to our commercial Key Accounts, and training to new dealers. He began working with renewable energy systems in the early 1980's, and has been actively employed in the solar industry since 2001. He is a licensed Solar Energy Systems contractor in Utah, and is a registered Journeyman Electrician in New Mexico. Dan is a NABCEP certified "Solar PV Installer" and serves as a member of the NABCEP Test Committee. He is a Solar Energy International alumnus and a graduate of the Renewable Energy Program at San Juan College in Farmington, New Mexico.

About Conergy



MATT KYRIAKOS - KEY ACCOUNTS DIRECTOR - After time in the Navy and earning an MBA at the Anderson Schools of Management, Matt moved to WyldFyre Technologies during the dotcom heyday, Matt was instrumental in creating one of the largest private, web-based, real estate databases in the country - MLSAlliance of Southern California. This database encompassed 65,000 subscribers and millions of tax and property listing records. Today, Matt has direct responsibility for the coordination of commercial grid-tie photovoltaic projects; including design, equipment sourcing and financing for all of the United States for Conergy Distribution Sales Group.



SCOTT STEVENS - ACCOUNT MANAGER, EAST REGION - Scott is responsible for managing new and current dealers for Conergy's Eastern US territory. He loves working in the RE industry and is happy to share his years of sales and marketing experience with his customers, first starting out at AT&T sales school out of college and eventually working at various internet and technology start-up companies in sales and business development roles - including a stint running his own small business. Scott grew up in the Midwest and graduated from Michigan State University with a BA in Finance. You can also find him parenting his 3 yr old son Michael and infant daughter Chloe, riding his bike to work or trying to keep his single digit handicap intact.



CALDWELL ZIMMERMAN - ACCOUNT MANAGER, NORTHWEST REGION - Caldwell has been hard at work, managing Conergy's distribution accounts in the Pacific Northwest and Hawaii for over a year now. He's recently set up shop in the heart of Honolulu to better develop Conergy's relationships in Hawaii's rapidly developing solar market. In order to maintain a happy and healthy client base on the West Coast, he now hits his alarm clock at 4:30 in the morning. Caldwell is a Graduate of the University of North Carolina- Chapel Hill. For Caldwell, solar represents a socially responsible means of shaping our world's future.



DON MASSA - PRODUCT MANAGER, MOUNTING SYSTEMS & SOLAR PUMPS - Don is responsible for product management, product development and business management for PV mounting systems and solar pump manufacturing/production. Don came to Conergy just over two years ago with a strong belief that American energy independence is essential to our economic growth and prosperity, to the safety and security of our country and that solar energy is an essential part of the mix of technologies that will lead to that independence. He holds a B.S. in Mechanical Engineering and an MBA from Ohio State University.



JYL SAFIER - DIRECTOR OF MARKETING - Jyl is responsible for strategic development and execution of marketing initiatives across all market segments for Conergy's two channels - distribution and B2B project development—in the US and Canada. She began at Conergy in February, 2006 as Marketing Communications Manager. She brings over 10 years experience in communications, event planning, media relations and marketing strategy to her role. Jyl received an MBA from George Washington University and a BA from UC Berkeley. Benjamin, Jyl's precocious six year old son, is an avid skier who hopes to play for the Denver Broncos one day.



TERRI STEELE - COMMUNICATIONS STRATEGIST - Terri is responsible for media relations and communications strategy for Conergy. With over twenty years' experience in conducting high-profiled marketing, media and outreach initiatives, Terri has served as strategist and spokesperson for a wide array of interests, including the City of San Diego, the California Center for Sustainable Energy and the American Solar Energy Society. With a penchant for prose and enthusiasm for making a difference, Terri is energized by the promise of this era's clean energy economy. Terri joined Conergy in January of this year. She graduated with a Bachelor of Liberal Arts and Distinction In Communications from San Diego State University. She lives in San Diego.



JAYMIE FUENTES - MARKETING & EVENT COORDINATOR - Jaymie is responsible for managing all aspects of event planning and logistics, marketing operations and marketing budget administration at Conergy. A passionate advocate for renewable energy, Jaymie began working at Conergy in May 2007. A self identified “Process Guru” with a BA in Supply Chain Management/ Logistics Planning from Gonzaga University, Jaymie brings 7 years experience to her position, having worked at such global organizations as Sun Microsystems, StorageTek and Vail Resorts. Jaymie plans to complete her Certified Tradeshow Marketer credential next year as this year is taken up with wedding plans. Jaymie and her fiancé Craig Stoffel will be married in August.

CONERGY CANADA'S SOLAR 2009 & SOLAR SUCCESS! STAFF:



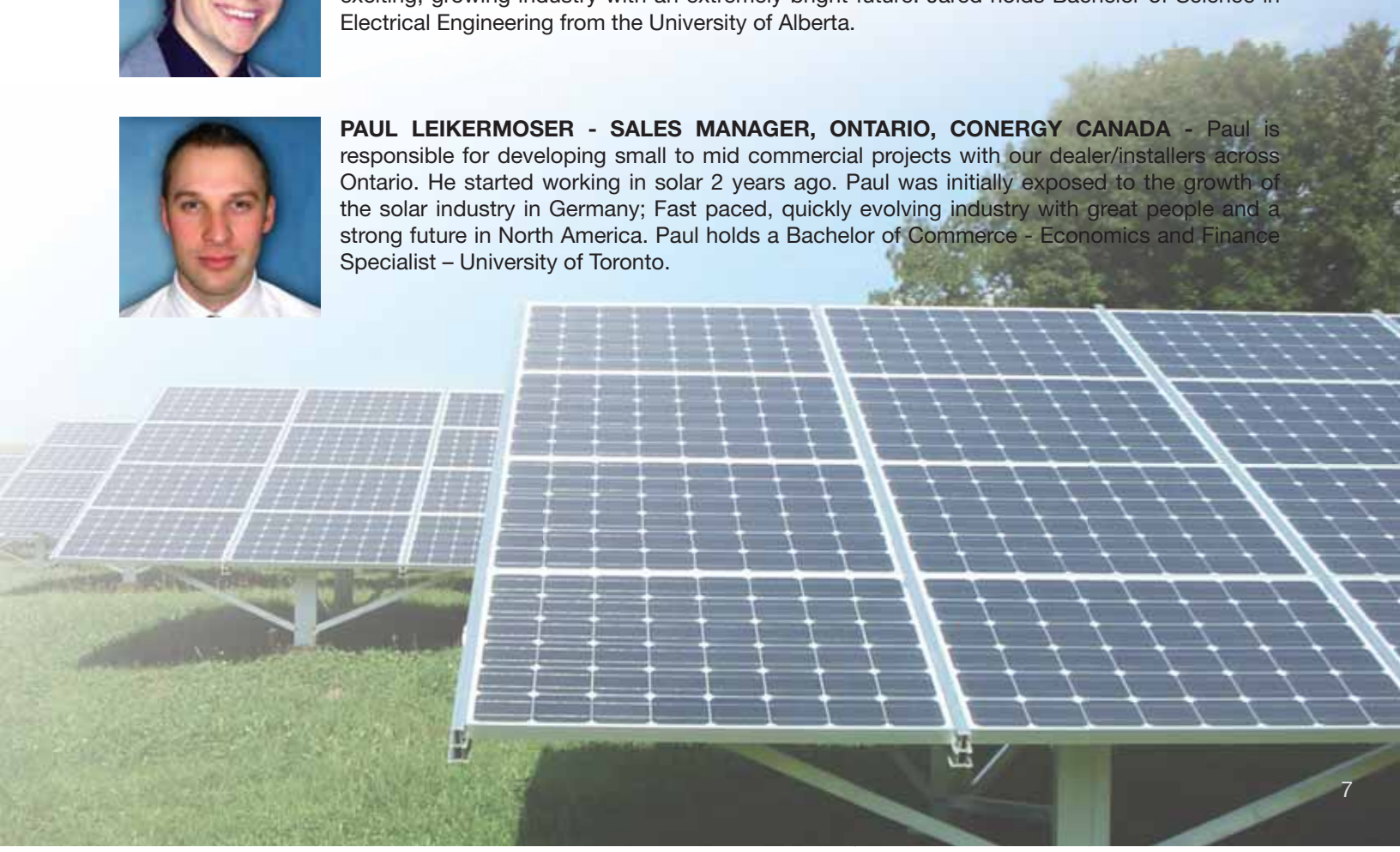
KYLE KASAWSKI - MANAGING DIRECTOR, CONERGY CANADA - As managing director for Conergy Canada, Kyle oversees all Canadian operations. He got into solar 6 years ago to change the world—one solar panel at a time. With a BA in Urban Planning from the University of Alberta, Kyle is able to develop effective solar solutions on regional and national levels.



JARED DONALD - DIRECTOR OF BUSINESS DEVELOPMENT, CONERGY CANADA - Jared is responsible for overseeing the Canadian grid tie solar market and developing large commercial projects with our industry partners across Canada. Jared has worked in solar for 4 years. He pursued a career in the solar industry to apply his engineering degree in a fresh, exciting, growing industry with an extremely bright future. Jared holds Bachelor of Science in Electrical Engineering from the University of Alberta.



PAUL LEIKERMOSER - SALES MANAGER, ONTARIO, CONERGY CANADA - Paul is responsible for developing small to mid commercial projects with our dealer/installers across Ontario. He started working in solar 2 years ago. Paul was initially exposed to the growth of the solar industry in Germany; Fast paced, quickly evolving industry with great people and a strong future in North America. Paul holds a Bachelor of Commerce - Economics and Finance Specialist – University of Toronto.





Like a whole team
of inverters in one.

10, 11.4 and 12 kW Fronius **IG Plus** PV Inverters

Fronius **IG Plus** PV Inverters For large residential and commercial systems

The next generation Fronius IG Plus PV inverter offers solid solutions for large residential and commercial installations with 10, 11.4 and 12 kW available in a single inverter.

- + Save money – purchase fewer inverters for the same output.
- + Save space – fewer inverters means less space needed for installation.
- + Save time – install and maintain fewer inverters.
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Models from 3 to 12 kW available in a single inverter.

Visit www.fronius-usa.com, call 810-220-4414, or stop by the **Fronius booth – #1503 – at Solar 2009**, for more information on this exciting addition to the Fronius family.



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Special Promotions for Solar Success!

**Want your installations to receive national and international acclaim?
Send SANYO & Conergy your best shots of SANYO installations and win
a SANYO Xacti Camcorder...**



Have you completed any SANYO installation lately and have good images you would like to share? Send it to us and we will choose the best 3 pictures and award you with SANYO Xacti Camcorder. Enter to win at www.solar-success.org/Sanyo. 3 winners will be selected by May 31, 2009.

CONERGY SUNTOP - Try it, we know you'll like it!

Attend Conergy's SunTop NABCEP certified training. Conergy offers dealers a one-time *Try It You'll Like It!* bonus of **20% off** their first five SunTop mounting system orders (some restrictions apply). Through May 31, 2009.

WILEY ELECTRONICS LLC

Acme Conduit Entry Pass Through, available at **25% off** the original price through Conergy. Only during the duration of the show. Please reference code: SS09

DPW SOLAR

DPW Solar is offering an additional **5% discount** on orders for new customers placed through Conergy from May 14 and May 29.

CLEANPOWER FINANCE

- 1) Subscribe and get your second month free (up to a \$109.95 value per user)
 - 2) Purchase 20 verified leads and get 3 free (\$90 value)
- Through May 31, 2009.

MAGNUM ENERGY

Magnum will offer an extra **5% off** orders through Conergy for event attendees. Through May 31, 2009.

MORNINGSTAR CORPORATION

1 SunSaver MPPT and 1 RM-1 Meter **give away. 20% off** these 2 items when purchased together from Conergy. Through May 31, 2009.

SURRETTE

4% discount on all products ordered, by registered attendees. Orders must be made through Conergy. Through May 31, 2009.

Can Solar Customers Find Your Business?



FindSolar.com is the largest listing of solar manufacturers, distributors and installers in the U.S. Thousands of consumers visit FindSolar.com every month, looking for solar pros like you for their next solar project, making it the easiest way to get qualified leads for your solar business.

Join the solar pro network.

www.FindSolar.com

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Quick Mount PV[®]

Your *Solution* in Mounting Products

Solar • H₂O • Conduit • HVAC • Custom



Standard Composition Mount. available in Mill Finish, (shown), Bronze, & Clear Anodized.



Composition Mounts (QMCA) Shown in Mill Finish Aluminum



Conduit Mount (QMCA) Works with conduit up to 1 1/2".



Curved Tile Mount (QMCTM A) Flashing and Mount Packaged together. All Aluminum - No Lead



Universal Mount for Flat and Curved Tile Mounts. Fully water-proofed at sub roofing.



Flat Tile Mount (QMFTM B) available in Mill Finish, Bronze, (shown) & Clear Anodized.



Shake Mount (QMLC A) For shakes with an exposure of up to 10"



Extensions (QMEXT A 2.5) Available 2 1/2", 3 1/4", & 4"



Accessories - 6", 8", 10" & 12" hangers, tools etc.

VISIT US AT OUR BOOTH 814

WWW.QUICKMOUNTPV.COM

Solar Success! Networking Reception

Wednesday, May 13, 7:00pm
Pearl Street Grill & Brewery



Join Conergy and Solar Success! Participating Trainers for the evening:

A Selection of Award Winning Beer & Station Style Buffet:

- | Buffalo's Famous Wings
- | Roast Beef Carving Station
- | Gourmet Pasta
- | Nacho Bar
- | Build Your Own Ice-cream Sundae



Walking directions:
76 Pearl Street

5 blocks south on Pearl St
from Hyatt & Convention Center

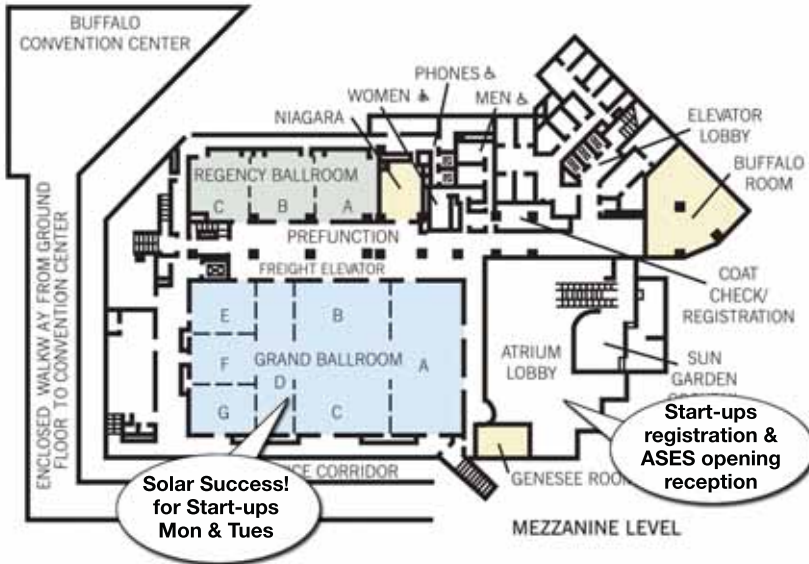


Maps

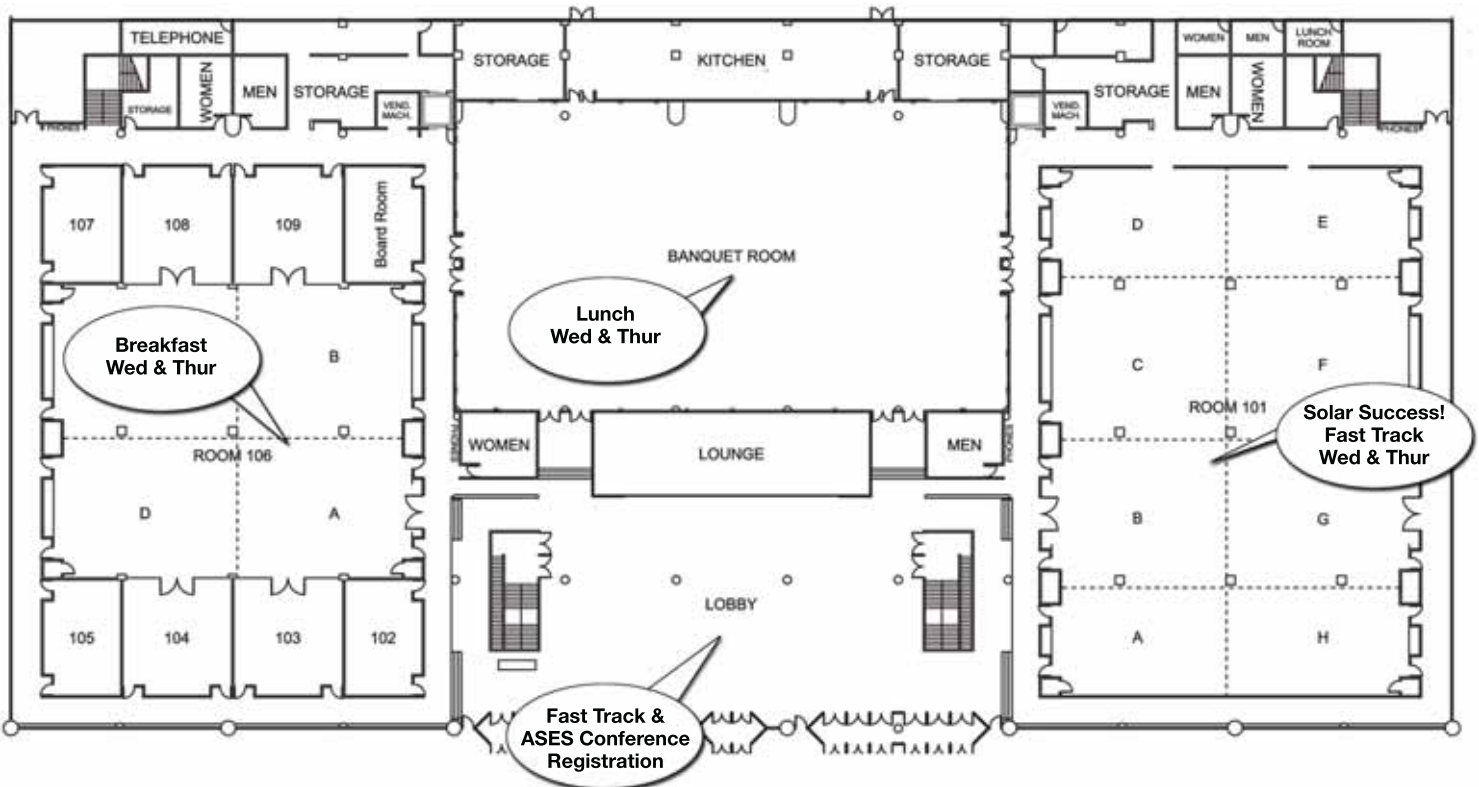
Downtown Buffalo



Hyatt Regency Buffalo



Buffalo Niagara Convention Center - Mezzanine Level



Solar Success! For Start-ups

REGISTRATION IS REQUIRED

| Solar Success! For Start-ups

| All Access Pass-Holders

Breakfast, Lunch, & afternoon refreshment served both days

Monday, May 11, 2009

Hyatt Grand Ballroom

Start	End	Event
7:00 AM	10:00 AM	Registration & Badge Pickup - Hyatt Foyer
7:30 AM	8:15 AM	Breakfast
8:30 AM	6:00 PM	<p>The Nuts & Bolts of Residential Grid-Tie PV System Design and Installation (NABCEP) Get up to speed fast with Conergy's one-day, 8 hour Residential Grid Tie PV System Design and Installation course. You will learn component basics, effective site analysis for accurate system design and job costing, NEC requirements specific to photovoltaic systems, and best practices for system installation, wiring and commissioning. This training is targeted to the knowledgeable technical professional, and is appropriate for electrical contractors, journeyman electricians, and recent entrants into the solar industry who want to improve their skills and knowledge.</p> <p><i>Presenters: Dan Rice, Applications Engineer, Conergy Key Accounts & Phil Undercuffler, Conergy Off-Grid & Battery-Based Applications Director</i></p>
12:00 PM	1:00 PM	Lunch
3:00 PM	3:30 PM	Break

Tuesday, May 12, 2009

Hyatt Grand Ballroom

Start	End	Event
7:30 AM	8:15 AM	Breakfast
8:30 AM	6:00 PM	<p>Solar Industry in a Nutshell: Best Business Practices in a Dynamic Marketplace The solar business has many attributes unique to the utility industry due to the distributed nature of the technology, immense public support, a diverse array of incentives and policies, and rapidly expanding business models. In addition to understanding how to develop business with solar companies, participants learn how to research the industry and assess their own regional solar marketplace. This fast-paced and entertaining industry orientation reviews 6 core topics to achieve business success in the grid-tied PV industry: Analyzing what the industry value chain means for your business, building attractive proposals through economic analysis, understanding how policy drivers & regulatory structure define your target market, financial and operational considerations, using project financing to uncover new opportunities, and crafting a winning sales & marketing plan. This course is for professionals seeking to start a new solar photovoltaic company or add solar to their company's current services. A consumer-level knowledge of grid-tied PV is useful but not required.</p> <p><i>Presenters: Liz Merry, Verve Consulting, & John Marcarelli, Sales Director, Conergy</i></p>
12:00 PM	1:00 PM	Lunch
3:00 PM	3:30 PM	Break
7:30 PM	9:00 PM	ASES National Solar Conference Opening Reception - sponsored by Conergy Hyatt Regency Atrium

Solar Success! Fast Track

REGISTRATION IS REQUIRED

- | Solar Success! For Start-ups
- | All Access Pass-Holders
- | Solar Success! Fast Track

Breakfast, Lunch, & afternoon refreshment served both days

Wednesday, May 13, 2009

Buffalo Convention Center - Marquee Level							
		Room 101B	Room 101F	Room 101G	Room 101C	Room 101D	
Start	End	Business Track	Potluck Track	Inverter Track	Mounting Systems Track	Battery-Based / Off-Grid Track	
7:30 AM	8:15 AM	Breakfast - Buffalo Convention Center - Marquee Level, Rooms 106 A-B					
8:30 AM	10:30 AM	Public Relations as a Sales & Marketing Tool	NEC Code-Compliant Grid-Tie PV System Design & Installation - Bill Brooks (NABCEP)	Fronius IG Plus Residential Grid-Tie Inverters (NABCEP)	Unirac RapidRack Flat Roof Mounting System	OutBack Power Systems Product Overview and System Design (NABCEP)	
10:30 AM	12:30 PM	Conergy-CPF Tools: Manage Customers & Deliver Fast Accurate Solar PV Quotes			Unirac Pitched Roof Mounting System *NEW* Product Introduction		
12:30 PM	1:30 PM	Lunch - Buffalo Convention Center - Marquee Level, Banquet Room					
1:30 PM	3:30 PM	Big Marketing Impact on a Small Business Budget	Wiley Grounding Application for Commercial and Residential Installations (NABCEP)	Xantrex GT Grid-Tie Residential & Small Commercial Applications (NABCEP)	Conergy SolarGiant Commercial Ground Mount Hands-on Training (NABCEP)	Flooded Lead-Acid Batteries in Off-Grid Applications - Rolls Battery Engineering (NABCEP)	
3:30 PM	4:00 PM	Break	Break			Break	
4:00 PM	6:00 PM	Economics of PV Overview for Selling to the Residential Grid-Tied Market	SANYO HIT Technology			Conergy Solar Water Pumping Solutions: Real World Design & Applications (NABCEP)	
7:00 PM	10:00 PM	Solar Success! Networking Reception - Pearl Street Grill & Brewery					

Important ASES National Solar Conference Special Dates:

Conference Opening Reception - included in registration sponsored by Conergy
 Tuesday, May 12, 7:30pm - 9:00pm, Hyatt Regency Atrium

Industry Leaders' Spotlight - included in registration featuring Kim McLawhorn, CEO, Conergy Americas
 Thursday, May 14, 8:30am - 10:30am, Exhibit Hall

Women in Solar Luncheon - ticket required
 Friday, May 15, 12:30pm to 2:00pm, Ballroom

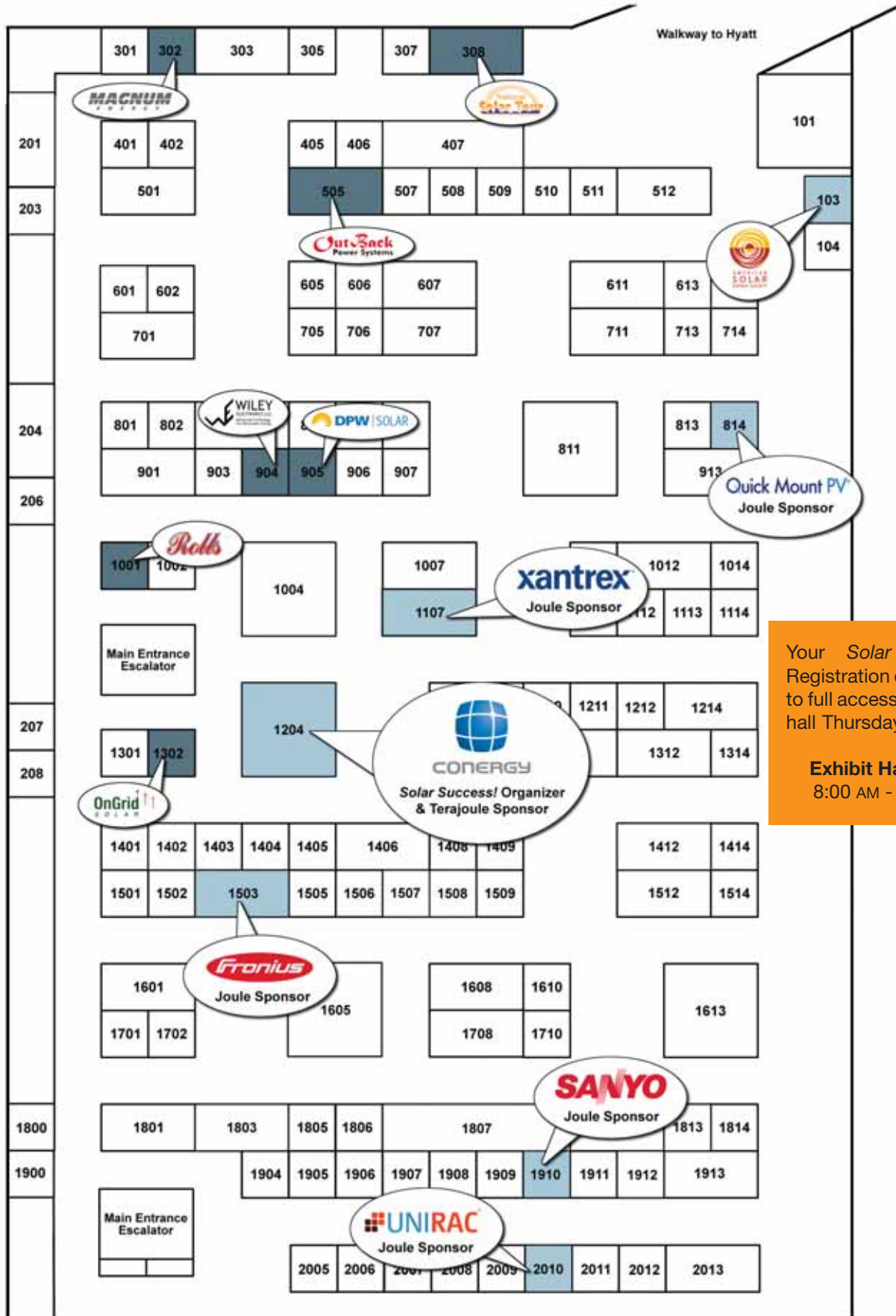
An Evening at the Falls - ticket required
 Friday, May 15, 6:30 - 10:30pm, busses leave from Convention Center

Thursday, May 14, 2009

Buffalo Convention Center - Marquee Level

		Room 101B	Room 101F	Room 101G	Room 101C	Room 101D
Start	End	Business Track	Potluck Track	Inverter Track	Mounting Systems Track	Battery-Based / Off-Grid Track
7:30 AM	8:15 AM	Breakfast - Buffalo Convention Center - Marquee Level, Rooms 106 A-B				
8:30 AM	10:30 AM	Brand Building, Lead Generation and Customer Education through the ASES National Solar Tour	Fronius IG Plus Residential Grid-Tie Inverters (NABCEP)	Introduction to SMA Products	Conergy SunTop Pitched-Roof Mounting System + QuickMount PV Code-Compliant Mounting & Waterproof Flashing (NABCEP)	Magnum Energy Products and Applications
10:30 AM	12:30 PM	Sizing Up: Mid-Scale Commercial PV Systems (30-500kW)				Morningstar Charge Controller Application, Configuration & Data Monitoring
12:30 PM	1:30 PM	Lunch - Buffalo Convention Center - Marquee Level, Banquet Room				
1:30 PM	3:30 PM	Conergy Commercial Finance Program Selling Strategies	SANYO HIT Technology (NABCEP)	Introduction to SMA Products	Unirac Pitched Roof Mounting System *NEW* Product Introduction	Xantrex Off-Grid Product for Residential, Small Commercial & 3 Phase Applications (NABCEP)
3:30 PM	4:00 PM	Break	Break		Break	
4:00 PM	6:00 PM	Baking up a Solar Market - Market Research Insights & Industry Outlook	S-5! Standing Seam Mounting System		DPW PowerTube CRS Flat Roof Solution	
8:30 AM	10:00 AM	Industry Leaders' Spotlight - ASES Conference Session featuring Kim McLawhorn, CEO, Conergy Americas Exhibit Hall				

Exhibit Hall Map



Your *Solar Success!* Registration entitles you to full access the exhibit hall Thursday-Saturday.

Exhibit Hall hours:
8:00 AM - 5:00 PM

Solar Success! & ASES Conference Sponsors
 Solar Success! Training Partners

REDEFINING SUSTAINABLE ENERGY

Xantrex is a leading developer and manufacturer of inverters, charge controllers, and balance of systems components for grid-tie and off-grid solar applications.

XANTREX GT SERIES:

Single Phase – Residential & Small Commercial Grid-tie

For grid connected homes and small commercial sites – The Xantrex GT Series of single phase inverters offer the simplest and most flexible grid-tie installation and are backed by the best service program in the industry.

XANTREX XW SERIES:

Off-Grid & Battery-based

Battery-based inverter systems are ideal for remote locations where an independent off-grid energy solution is required, or for backup power to support homes and businesses on unreliable utility grids. The Xantrex XW System is a high performance, simple to install and flexible solution.

GT SERIES:

Three Phase – Utility Scale Commercial

The Xantrex GT Three Phase product line offers an easy to integrate solution for utility scale plants. It is an easy to install package with high reliability design and competitive efficiency, backed by the best service program in the industry.

**GRID-TIE SOLAR
OFF-GRID SOLAR
BACKUP POWER
BALANCE OF SYSTEMS
COMPONENTS**

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NABCEP Education Credits

TO RECEIVE NABCEP CONTINUING EDUCATION CREDIT FOR SOLAR SUCCESS! TRAINING COURSES:

1. All NABCEP approved courses are identified in the program guide and training schedule.
2. Student must sign into the NABCEP approved course using the Conergy/NABCEP class registration form. The form will be provided by the class trainer or room monitor at the start of each session
3. Student is responsible for turning the form into the room monitor at the end of the class. Students who leave the class early will not be eligible for NABCEP CEUs.
4. Student will receive a NABCEP CEU Credit Certificate from the training provider 6-8 weeks after the event.
5. Conergy is only responsible for providing NABCEP CEU Credit Certificates for courses taught by its own instructors and identified as NABCEP approved.

The North American Board of Certified Energy Practitioners (NABCEP) is a volunteer board of renewable energy stakeholder representatives. NABCEP's mission—to support, and work with, the renewable energy and energy efficiency industries, professionals, and stakeholders—is intended to develop and implement quality credentialing and certification programs for practitioners. **Learn more about NABCEP Certification at: www.nabcep.org**

NABCEP's national certification program:

- Promotes renewable energy;
- Provides value to practitioners;
- Promotes worker safety and skill; and
- Promotes consumer confidence



Non-endorsement and Disclaimer Statement:

NABCEP does not endorse, sponsor, or otherwise support the services or products of any individual or organization, including those who provide an Internet link to the NABCEP website. NABCEP is not in any way responsible for such services or products, or the representations made by those individuals or organizations concerning their services or products. NABCEP is the national certification organization for professional installers in the field of renewable energy. NABCEP issues voluntary certification credentials to those qualified professionals who satisfy eligibility requirements established by the Board of Directors. NABCEP certification is not a professional license issued by a government agency, and does not authorize a certificant to practice. NABCEP certificants must comply with all legal requirements related to practice, including licensing laws.



Save the Dates • May 17 — 22, 2010 • SOLAR 2010 • Phoenix, Arizona

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Course Descriptions

Business Track - Room 101B

PUBLIC RELATIONS AS A SALES & MARKETING TOOL

Wednesday, May 13, from 8:30 AM - 10:30 AM

Renewable energy, green jobs, combatting climate change - just a few of the buzzwords journalists are seeking to highlight in their stories these days. As a solar installer, you and your customers have great stories to tell. When done well, earned media can help you establish credibility and brand awareness among your target customer audience, build long-term relationships with key local media and provide high-impact, low-cost alternatives to traditional advertising strategies. Learn who to target and how to find them, what makes an effective news hook, how to pitch to the media and which PR tools in print, electronic and online media you can exploit to meet your media objectives.

Presenters: Terri Steele, Conergy Communications Strategist & Jyl Safier, Conergy Director, Marketing

Applications: Residential Grid-Tie, Commercial & Battery Based & Off-Grid

CONERGY-CPF TOOLS - MANAGE CUSTOMERS & DELIVER FAST ACCURATE SOLAR PV QUOTES

Wednesday, May 13, from 10:30 AM - 12:30 PM

Running a solar business involves more than technical 'know-how'. Crafting a successful sales process, understanding calculations on 'Return on Investment', and navigating the complexities of various utility rate structures will help differentiate you from your competition and give you a competitive edge in this growing and dynamic industry. Topics will include, but are not limited to: Strategic lead generation and tracking, Creating clear, accurate and compelling reports, Calculating and explaining financial & non-financial motivations, Navigating and explaining utility rates, tariffs, incentives & rebates. *Presenter: Jeremy Hammond, Sales Manager, CleanPower Finance*

Products Covered: CPF Tools, Conergy Edition

Applications: Residential Grid-Tie, Commercial & Battery Based & Off-Grid

BIG MARKETING IMPACT ON A SMALL BUSINESS BUDGET

Wednesday, May 13, from 1:30 PM - 3:30 PM

This fast-paced, interactive class is an MBA in Marketing boiled down to a 2-hour course focused on positioning your business in the high-growth and increasingly competitive solar energy market. Thought-provoking, strategic, relevant - this course is designed to help you understand how to actively, efficiently and cost-effectively take control of the essentials of a marketing plan including: customer analysis, lead management, brand-building and differentiating yourself from your competitors. *Presenters: Jyl Safier, Conergy Director, Marketing*

Applications: Residential Grid-Tie, Commercial & Battery Based & Off-Grid

ECONOMICS OF PV OVERVIEW FOR SELLING TO THE RESIDENTIAL GRID-TIED MARKET

Wednesday, May 13, from 4:00 PM - 6:00 PM

This introductory class is to help dealers, installers, and salespeople get started make the best and most accurate financial case to their customers to help them make more sales and open more eyes to the value of solar systems. Andy will discuss the various methods of performing financial analyses in conjunction with the savings realized and the major factors that affect the results, such as rates, incentives, and tax benefits. Financial analysis methods presented will include Simple Payback, Total Lifecycle Payback, Internal Rate of Return (IRR), Cash Flow analysis, and Appraisal Resale Value. Interactive examples of residential sites will be provided, including discussion of the salient differences and advantages of each method. The OnGrid Tool will be presented, which helps users do the above financial analysis, and present the results to customers in clean, easy to use auto-generated proposals. All students will receive a demo of the OnGrid Tool. *Presenter: Andy Black, President, OnGrid Solar*

Applications: Residential Grid-Tie

BRAND BUILDING, LEAD GENERATION AND CUSTOMER EDUCATION THROUGH THE ASES NATIONAL SOLAR TOUR

Thursday, May 14, from 8:30 AM - 10:30 AM

Last year's National Solar Tour attendance exceeded 140,000 visitors, touring over 5,000 buildings in 3,000 participating communities. A majority of attendees were specifically gathering information on how to incorporate solar energy in their homes. This training session will provide specific examples and guidelines on how to organize and promote a tour in your area in order to help generate leads and promote sales. *Presenters: Richard Burns, ASES National Solar Tour Manager & Terri Steele, Conergy Communications Strategist*

Applications: Residential Grid-Tie, Commercial & Battery Based & Off-Grid

Course Descriptions

SIZING UP – MID-SCALE COMMERCIAL PV SYSTEMS

Thursday, May 14, from 10:30 AM - 12:30 PM

Geared towards existing residential-scale PV installers interested in Commercial-scale PV installation, this 2 hour presentation provides a technical overview of mid-scale (30 – 500 kW) PV systems. Topics include choosing inverter(s), DC and AC wiring configurations, utility interconnection, mounting systems, and general installation strategies.

Presenter: Dan Rice, Conergy Applications Engineer, Key Accounts

Applications: Commercial

CONERGY COMMERCIAL FINANCING PROGRAM SELLING STRATEGIES

Thursday, May 14, from 1:30 PM - 3:30 PM

This session will provide an overview of the program's features and benefits and provide valuable information about using finance as a selling tool in commercial and government markets. The session will also feature cash flow examples and Q&A. *Presenter: Matt Kyriakos, Conergy Director Key Accounts*

Applications: Commercial

BAKING UP A SOLAR MARKET: MARKET RESEARCH INSIGHTS & INDUSTRY OUTLOOK

Thursday, May 14, from 4:00 PM - 6:00 PM

Attend this session to learn about the ingredients that make an effective solar market. Start with a base layer of a renewable portfolio standard or renewable energy program that includes a healthy solar or distributed generation carve out. Add incentives that create demand for solar. Make sure you have plenty of funding. Stir in friendly energy rates that recognize the value of solar generation. Mix in streamlined net metering and interconnection regulation that allows large systems to connect to the grid. Bring lots of cooks into the kitchen and bake as fast as you can. We'll also take a tour of supply, demand and technologies. *Presenter: Donald Chung, Conergy Managing Director, Distribution*

Applications: Residential Grid-Tie, Commercial & Battery Based & Off-Grid

Potluck Track - Room 101F

FRONIUS INVERTER AND DATCOM TRAINING

Wednesday, May 13, from 8:30 AM - 12:30 PM & Thursday, May 14, 2009 from 8:30 AM - 12:30 PM

Fronius is offering a half day course (4 hour) that will cover various topics to include Fronius inverter technology, data communications, installation procedures, trouble shooting, system design and more. Attendees will also receive a workbook and a certificate of completion. In addition, the class has been certified for continuing education credit from the National Association of Board-Certified Energy Practitioners. (NABCEP) *Presenter: Tim McKernan, Sales Application Engineer, Fronius USA, LLC*

Products Covered: Fronius IG plus inverters

Applications: Residential Grid-Tie & Commercial

NEC CODE-COMPLIANT GRID-TIE PV SYSTEM DESIGN & INSTALLATION

Wednesday, May 13, from 8:30 AM - 12:30 PM

The purpose of this workshop, taught by Bill Brooks, is to help the audience better understand the NEC requirements for designing and installing PV systems. The workshop is designed for PV installers, electrical contractors, designers, engineers, architects, building inspectors, plan checkers and fire officials who wish to stay on top of the latest code compliance issues that help facilitate safe and long-lasting PV systems. Participants will be provided with an intensive overview of the codes and standards that govern small-scale solar electrical generation. Primary focus is on the National Electrical Code (NEC), with a permit and inspection guideline provided to organize the process. (NABCEP)

Presenter: Bill Brooks, President, Brooks Engineering

Applications: Residential Grid-Tie & Commercial

WILEY GROUNDING APPLICATION FOR COMMERCIAL AND RESIDENTIAL INSTALLATIONS

Wednesday, May 13, from 1:30 PM - 3:30 PM

Join us for an introduction to innovative balance of system products for PV installers. Wiley Electronics' engineers will demonstrate industry-accepted products – the WEEB Grounding Clip and WEEB Lug – designed to make your installations easier, safer, and less expensive. We will also look at improved wiring methods using the Acme Conduit Entry (ACE) and Acme Cable Clips, and a digital PV site evaluation using the ASSET tool and software. (NABCEP)

Presenters: Heather Peterson, Sales Manager & Brian Wiley, Electrical Engineer, Wiley Electronics

Applications: Residential Grid-Tie, Commercial & Battery Based & Off-Grid

SANYO HIT POWER N SERIES AND HIT DOUBLE SERIES TECHNOLOGY

Wednesday, May 13, from 4:00 PM - 6:00 PM from & Thursday, May 14, 2009 from 1:30 PM - 3:30 PM

The new HIT Power N Series features the latest technological improvements including higher module output, lower voltage, space savings and lower installation costs that making them the most efficient and competitive cost per kWh panels in the solar market today. HIT® solar cells developed by SANYO are hybrid solar cells composed of single crystalline silicon wafers surrounded by ultrathin amorphous silicon layers. The unique structure produces highly efficient cells capable of achieving up to 17.1% module efficiency while producing more power at higher temperatures. Using HIT Power® N Series solar panels allows maximum power generation per square foot, reducing the number of panels needed. The improved technology features a higher output range (205 - 215W) and lower voltage (Vpm: 40.7-42.0V) – which means up to 60% more capacity per string and fewer parallel connections, cutting total installation costs. *Presenter: Rob Zerner, Solar Market Specialist, SANYO Energy (USA) Corporation*

Products Covered: SANYO HIT Power N, SANYO HIT Double

Applications: Residential Grid-Tie & Commercial

S-5! SOLAR ATTACHMENT SOLUTION FOR METAL ROOFS

Thursday, May 14, from 4:00 PM - 6:00 PM

Solar Installation For Metal Roofs, The Right Way with S-5! The perfect surface for roof top solar system is metal. In this course you will: The benefits of attaching Solar Panels to a metal roof, the risk and pitfalls when attaching solar panels to a metal roof, how to plan a proper installation, best practice techniques for a successful installation, benefits of a direct attach system, attaching solar panels to a face fastened roof system, the recommended installation process, determining the frequency of attachment, and other installation tips and guidelines.

Presenter: Keith Lipps, Training Manager, S-5!

Products Covered: S-5 Clamps, s-5 PV Kits

Applications: Residential Grid-Tie & Commercial

Inverter Track - Room 101G

FRONIUS INVERTER AND DATCOM TRAINING

Wednesday, May 13, from 8:30 AM - 12:30 PM & Thursday, May 14, 2009 from 8:30 AM - 12:30 PM

Fronius is offering a half day course (4 hour) that will cover various topics to include Fronius inverter technology, data communications, installation procedures, trouble shooting, system design and more. Attendees will also receive a workbook and a certificate of completion. In addition, the class has been certified for continuing education credit from the National Association of Board-Certified Energy Practitioners. (NABCEP) *Presenter: Tim McKernan, Sales Application Engineer, Fronius USA, LLC*

Products Covered: Fronius IG plus inverters

Applications: Residential Grid-Tie & Commercial

XANTREX GRID TIE PRODUCT - RESIDENTIAL & SMALL COMMERCIAL APPLICATIONS

Wednesday, May 13, from 1:30 PM - 6:00 PM

Installers and dealers can gain an understanding of the GT –Series product line and how to install it. This session reviews features of the GT installation, performance, and performance monitoring, how to plan the installation, voltage and sizing requirements, array sizing, grounding and disconnects. This session reviews proper install of the Xantrex GT series product for a PV System installation. (NABCEP) *Presenter: Jarmo Venalainen, Technical Training Engineer, Xantrex Technology Inc.*

Products Covered: GT Series - 2.8kW-5kW, GT30, GT100 - 250

Applications: Residential, Small Commercial Grid-Tie

INTRODUCTION TO SMA PRODUCTS

Thursday, May 14, from 8:30 AM - 12:30 PM and 1:30 PM - 6:00 PM

Introduction to grid interactive inverters for residential and small commercial applications. General overview of bidirectional commercial utility scale inverters. *Presenter: Antonio Gomez, Training Manager, SMA*

Products Covered: All SMA Products

Applications: Residential Grid-Tie, Commercial & Battery-Based & Off-Grid Applications

Course Descriptions

Mounting Systems Track - Room 101C

CONERGY SOLARGIANT - COMMERCIAL-SCALE MOUNTING SYSTEM SOLUTIONS

Wednesday, May 13, from 1:30 PM - 6:00 PM

An introduction and detailed overview of Conergy's revolutionary new SolarGiant III PV ground mount system. To demonstrate the SolarGiant's unique features and the ease and speed of assembly, a 5KW SolarGiant III will actually be assembled and erected in the session. (NABCEP) *Presenters: Don Massa, Product Manager, Mounting Systems & Dan Rice, Applications Engineer, Key Accounts, Conergy*

Products Covered: Conergy SolarGiant

Applications: Commercial

CONERGY SUNTOP PITCHED-ROOM MOUNTING SYSTEM + QUICK MOUNT CODE-COMPLIANT MOUNTING & WATERPROOF FLASHING

Thursday, May 14, from 8:30 AM - 12:30 PM

An introduction and overview of Conergy's SunTop pitched roof mounting system in conjunction with Quick Mount PV's code compliant flashings for roof penetrations. Emphasis will be placed on code compliance and best practices for roof installed systems, demonstrating SunTop's ease and speed of assembly together with Quick Mount's simple installation process. A live demonstration of Quick Mounts and the SunTop code-compliant sizing tool will also be provided. (NABCEP) *Presenters: Don Massa, Product Manager, Mounting Systems, Conergy & Johan Alfsen, Dealer Trainer & Sales, QuickMount PV*

Products Covered: Conergy SunTop and Quick Mount PV

Applications: Residential Grid-Tie

UNIRAC RAPIDRAC - PV'S FLAT ROOF SOLUTION FOR COMMERCIAL INSTALLATIONS

Wednesday, May 13, from 8:30 AM - 10:30 PM

Unirac's new universal flat roof solution accommodates a wide range of modules, providing customers with flexibility & options. Minimal parts, faster installation, reduced labor expenses and versatility; all customer-driven demands that helped engineer this unique flat roof solution.

Presenters: Greg Barnes, Project Manager Unirac

Products Covered: Unirac RapidRac

Applications: Commercial

UNIRAC CLICKSYS - DELIVERING VALUE THROUGH INNOVATION

Wednesday, May 13, from 10:30 AM - 12:30 PM and Thursday, May 14, from 1:30 PM - 3:30 PM

CLICKSYS' innovative design provides the most cost effective, fastest and easiest to install flush mount solution with the greatest value in the residential marketplace. Designed for flush roof, mounting applications, CLICKSYS offers superior aesthetics with great value and is easily installed on most roofing types, including barrel and Spanish tiles.

Presenters: Greg Barnes, Project Manager Unirac

Products Covered: Unirac Clicksys

Applications: Residential Grid-Tie

DPW POWERTUBE CRS FLAT ROOF SOLUTION

Thursday, May 14, from 4:00 PM - 6:00 PM

DPW Solar will provide a 2-hour hands-on training course focusing on its residential and commercial PV mounting solutions, including the lightweight Power Beam CRS Commercial Racking System for flat roofs, Ballasted Roof Mounts (BRM) and Power Rail top-clamping mounting system. Other products discussed include top-of-pole mounts and enclosures. Participants will receive a complete product binder or CD for all the DPW Solar mounting products.,

Presented By: Nate Randall, Director of Sales Direct Power & Water

Products Covered: Power Beam CRS Commercial Racking System for flat roofs, Ballasted Roof Mounts (BRM) and Power Rail top-clamping mounting system

Applications: Residential Grid-Tie & Commercial Applications

Off-Grid / Battery-Based Track - Room 101D

OUTBACK POWER SYSTEMS PRODUCT OVERVIEW AND SYSTEM DESIGN

Wednesday from 8:30 AM - 12:30 PM

Introduction to OutBack Power Systems products and applications. (NABCEP) *Presenter: Roy Dyngen, Sales Manager, Outback Power Systems*

Products Covered: FX Series Inverter/Charger, FLEXmax Series MPPT Charge Controllers, FLEXware Integration Hardware, FLEXnet DC System Monitor, SmartRE Fully Integrated Grid-Interactive Solution

Applications: Residential Grid-Tie, Battery-Based & Off-Grid

FLOODED LEAD ACID BATTERIES - ROLLS BATTERY ENGINEERING

Wednesday from 1:30 PM - 3:30 PM

The intention of this technically focused discussion is to bring a clear understanding to the workings of the lead-acid battery. We will begin with a short video depicting modern battery production processes in an attempt to clarify associated industry jargon. The presentation will focus on diagnosis and troubleshooting techniques involving performance issues, temperature effects, charging parameters, sulfation and maintenance considerations, our product line overview, sizing recommendations and method of bringing product to the market. (NABCEP) *Presenters: James Surette, President & Pat Friesen, Sales Manager, Surette Batteries*

Products Covered: Lead-Acid Batteries

Applications: Battery-Based & Off-Grid

CONERGY SOLAR WATER PUMPING SOLUTIONS – REAL WORLD DESIGN AND APPLICATIONS

Wednesday from 4:00 PM - 6:00 PM

Water is an essential need – join us as we provide options for meeting this need. We will compare existing solar pumping technologies, and discuss ways of achieving your client's needs within their budget, with an emphasis on reliable, economical solutions. We will show how to avoid common mistakes and pitfalls, and how to install systems which will provide years of reliable service. *Presenter: Phil Undercuffler, Off-Grid & Battery- Based Applications Director, Conergy*

Products Covered: Conergy Water Pumps

Applications: Battery-Based & Off-Grid

MAGNUM ENERGY PRODUCTS AND APPLICATIONS

Thursday from 8:30 AM - 10:30 AM

Selecting the right Magnum Energy product for Off grid and Backup power applications. Installation of the new MP Magnum ac/dc breaker panel system. troubleshooting inverters, remotes and AGS installations. *Presenter: Gary Baxter, VP Sales & Marketing, Magnum Energy, Inc.*

Products Covered: MS and MS-AE Series, Magnum Panels, troubleshooting inverters

Applications: Battery-Based & Off-Grid

MORNINGSTAR CHARGE CONTROLLER APPLICATION, CONFIGURATION AND DATA MONITORING IN THE OFF-GRID MARKET

Thursday from 10:30 AM - 12:30 PM

This course will cover the Morningstar product family, product applications, upcoming new product releases, in-depth setup and configuration of a TriStar controller network. *Presenter: Brad Berwald, Sr. Sales Engineer, Morningstar*

Products Covered: TriStar and TriStar MPPT Networking, Morningstar Controller Family

Applications: Battery-Based & Off-Grid

XANTREX OFF-GRID PRODUCT FOR RESIDENTIAL, SMALL COMMERCIAL & THREE PHASE APPLICATIONS

Thursday from 1:30 PM - 6:00 PM

Designed for easy installation, long-term performance and reliability, the Xantrex Off-Grid products are an efficient, cost effective choice of power inverter for homes and buildings – off-grid and remote applications. Learn and understand the XW System from the features and benefits to the technical hands-on of how to install, configure the system, and trouble shoot. (NABCEP) *Presenter: Jarmo Venalainen, Technical Training Engineer, Xantrex Technology Inc.*

Products Covered: XW System

Applications: Residential, Commercial, Battery-Based & Off-Grid

Company Descriptions

ASES NATIONAL SOLAR TOUR

Established in 1954, the American Solar Energy Society (ASES) is the nonprofit organization dedicated to increasing the use of solar energy, energy efficiency, and other sustainable technologies in the U.S. **Booth 308**

FRONIUS USA, LLC

Fronius is one of the leading photovoltaic inverter manufacturers as well as a world market leader in high frequency welding technology. Headquartered in Wels, Austria, the US subsidiary, Fronius USA, LLC, is located in Brighton, Michigan. Fronius has over 65 years of experience in developing innovative power conversion technologies and employees over 2500 globally. Fronius was founded in 1945 and has developed a revolutionary inverter concept that is used for grid-tied systems. **Booth 1503**

SANYO ENERGY (USA) CORPORATION

SANYO's HIT solar panels are the leader in cell and module efficiency, and illustrate SANYO's "Think GAIA" vision of creating products that we need to live in harmony with the Earth. Our powerful modules obtain maximum power within a fixed amount of space and are ideal for grid-connected solar systems, areas with performance-based incentives and renewable energy credits. **Booth 1910**

UNIRAC, INC.

Based in Albuquerque, New Mexico, Unirac (www.unirac.com) was founded in 1998 and quickly became the industry leader with a reputation for superior products, responsive support and outstanding services. Speed and high-quality installation options are the trademark of all our PV racking product lines. Unirac delivers innovation, on time and with award-winning results. **Booth 2010**

XANTREX TECHNOLOGY INC.

Xantrex Technology Inc. (www.xantrex.com), a subsidiary of Schneider Electric, is a world leader in the development, manufacturing and marketing of advanced power electronic products and systems for the renewable power market. The company's products convert and control raw electrical power from any central, distributed, renewable, or backup power source into high-quality power required by electronic equipment and the electricity grid. Xantrex is headquartered in Vancouver, Canada, with facilities in the US, Germany and Spain, and a joint venture in China. **Booth 1107**

BROOKS ENGINEERING

Mr. Brooks has worked with utility-interconnected PV systems since the late 1980's. He is a consultant to the PV industry on a variety of performance, troubleshooting, and training topics. Over the past nine years, these training workshops have helped over 3,000 local inspectors and over 4,000 electricians and installers understand PV systems and how to properly install them. Mr. Brooks has written several important technical manuals for the industry that are now widely used in California and beyond. His experience includes work on technical committees for the National Electrical Code, Article 690, and IEEE utility interconnection standards for PV systems.

CLEANPOWER FINANCE

Conergy and Clean Power Finance have partnered to offer dealers and integrators the most comprehensive solar solutions in the market. CPF Tools, Conergy Edition integrate financing options into each solar quote, resulting in a fundamental shift in the way renewable energy is sold. By delivering an accurate, professional proposal that spotlights a monthly payment and environmental benefits, you can take solar from the domain of the enthusiast to the millions of cost-conscious, green-minded consumers in mainstream America.

DIRECT POWER & WATER

DPW Solar, a subsidiary of Preformed Line Products, has manufactured the PV industry's most ruggedly designed mounting structures since 1993. DPW Solar is dedicated to providing the most reliable products and maintaining the highest level of service for its customers. The PV mounting system products are designed, engineered, and manufactured for residential and commercial applications. DPW Solar also manufactures a full line of battery and equipment enclosures. **Booth 905**

MAGNUM ENERGY, INC.

Magnum Energy is a leading manufacturer of premium inverter/chargers for Mobile and Renewable Energy applications. With more than 70 years of combined inverter manufacturing and design experience, Magnum Energy has used this experience to develop some of the industry's most reliable and advanced inverter/chargers. **Booth 302**

METAL ROOF INNOVATIONS (S-5!)

S-5! will consistently exceed customer expectations by providing metal rooftop attachment solutions that deliver unprecedented value and innovative excellence in the global marketplace. Our commitment to exceed customer expectations transcends innovative excellence in products. S-5! founder Rob Haddock has thirty-five years in the industry and for fifteen years, Rob operated one of the nation's largest metal roofing companies with some 10 million square feet of successful installations nationwide.

MORNINGSTAR CORPORATION

Morningstar is a world leading supplier of Solar Controllers and Standalone Inverter products to the industrial, residential and mobile sectors of the off-grid PV market.

ONGRID SOLAR

OnGrid's mission is to help the solar industry develop as rapidly, yet stably, as possible. OnGrid has expertise in the financial payback analysis of solar photovoltaics. OnGrid shares this expertise via software tools, classes, and research. OnGrid Solar provides The OnGrid Solar Financial Analysis Tool: "For the Solar Sales Professional". **Booth 1302**

OUTBACK POWER SYSTEMS

OutBack Power Systems is a designer and manufacturer of reliable and durable power electronics for renewable energy, mobile and marine applications. **Booth 505**

SMA

SMA America, Inc. is the U.S. subsidiary of SMA Solar Technology AG, based in Germany. With over three gigawatts installed, SMA is the world leader in solar inverter technology and manufacturing with divisions in nine countries on four continents. SMA is committed to its leadership role, offering exceptional value with the most efficient and reliable solar inverters in the industry. SMA takes pride in promoting renewable energy solutions at all levels, through education, information and support for the general public, solar installers as well as small and large businesses worldwide.

SURRETTE BATTERIES

Rolls Battery Engineering was established in 1935, with a production facility in Salem, Massachusetts, Rolls relocated to Canada in 1959 and is the Nation's only remaining independent battery manufacturer. At our ISO 9001 registered production facilities in Springhill, Nova Scotia, we manufacture a full range of batteries for railroad, marine, motive power and solar applications. Our batteries are considered the best and toughest for the specific markets we serve. Our success has been the result of several factors - a dedicated workforce, continual process advances, a company-wide commitment to satisfying customer needs, and a full range of batteries for every application. **Booth 1001**

VERVE SOLAR CONSULTING

Liz Merry, M.B.A., is Owner of Verve Solar Consulting, which has provided solar industry education products and services since 2001. Ms. Merry produces business to business, career exploration, and energy industry seminars designed to initiate newcomers to the solar industry and accelerate success for new solar businesses. Her seminars are sponsored by many industry-leading organizations, including: Solar Electric Power Association, Pacific Energy Center, California Sustainable Energy Society, UC Extension (Berkeley, Merced), and the Solar Living Institute.

WILEY ELECTRONICS LLC

Wiley Electronics (www.we-llc.com) designs and manufactures products for the advancement of the renewable energy industry. We deliver innovations in PV grounding, wire management and related mounting technology. Our engineers incorporate the expertise of each company we work with, in order to provide installers with the highest quality products for their applications. Our goal is to provide products such as the WEEB Grounding Clip, the ASSET, the ACE and the Acme Cable Clip that are efficient, safe and cost effective for installations. **Booth 904**

Additional Partner Training Sessions

MAGNUM ENERGY INSTALLATIONS - Friday, May 15, 8:30 to 10:00am

Presented by: Gary Baxter, Magnum Energy

Join Magnum Energy for an overview of installation wiring and of Magnum Energy inverter/chargers and accessories.

FRONIUS IG PLUS AND DATCOM - Friday, May 15, 8:30am to 12:30pm and Saturday, May 16, 8:00am to noon

Presented by: Tim McKernan, Fronius USA, LLC

Fronius is offering 2 half-day (4-hour) courses that will cover various topics including Fronius inverter technology, data communications, installation procedures, trouble shooting, system design and programs and a certificate of completion. In addition, this class has been certified for continuing education credit from the National Association of Board-Certified Energy Practitioners (NABCEP).

GROUNDING SOLUTIONS BY WILEY ELECTRONICS - Friday, May 15, noon to 2:00pm

Presented by Heather Peterson, Wiley Electronics LLC

Wiley Electronics will provide an overview of their PV Peripheral line of products including, the Washer, Electrical Equipment Bond (WEEB), the Acme Conduit Entry (ACE) and the Acme Cable Clips (ACC). Grounding basics, code standards and installation applications will be addressed during the presentation.

WS08 - ECONOMICS OF PV: MAKING THE FINANCIAL CASE - Saturday, May 16th 8:30am - 5:30pm

Registration Price: \$255 on-site

Presented by: Andy Black, OnGrid Solar

Learn how to understand, calculate, and demonstrate the economics of PV projects. Much more than just “Payback”, you’ll learn how to calculate the IRR (rate or return for comparison to other investments), Cash Flow if the project is financed, Resale Value Increase and Lifecycle Payback of PV projects and understand which variables are the key drivers (electric rates – tiers & time-of-use, incentives, RECs, net metering, real system loss factors, etc).



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AMERICAN
SOLAR
ENERGY SOCIETY

American Solar Energy Society is the nonprofit organization dedicated to increasing the use of solar energy, energy efficiency, and other sustainable technologies. Established in 1954, ASES is now supported by thousands of members across the nation. Together, we're leading the renewable energy revolution.

Your membership earns you an annual subscription to the award-winning magazine, *SOLAR TODAY*, and strengthens the national voice in support of solar energy. Add your voice. Reap the benefits. Learn more and join us online at:

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The new innovative design of CLICKSYS offers the most cost effective flush mount solution in the residential marketplace. Pricing starts as low as 10 cents per watt.

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"Click and secure" connections eliminate bolts and nuts, saving an estimated 40 percent in labor over competitive mounting systems.

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CLICKSYS is conveniently available nationwide from Unirac's network of stocking distributors starting May 4, 2009. Visit www.clicksys-beam.com to find a distributor near you.

www.clicksys-beam.com



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