



## United States Renewable Energy Manufacturers & Service Providers



National Renewable Energy Laboratory  
International Programs Office

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This directory is meant to be a living document. NREL will print copies on demand and will make revisions often. Your assistance in keeping this information current is greatly appreciated. Please contact the International Programs Office to provide input to this directory.

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## How to Use This Directory

Renewable energy organizations are listed alphabetically under category headings. A number of firms are active in more than one category, and cross-references are provided. To find a company by its name, please refer to the Table of Contents. To locate all of the companies active in one category, please refer to the Index by Categories at the end of the directory.

### Categories:

The companies included in this publication have been listed in one or more of 5 major categories. An icon represents each category.

	<b>Photovoltaic Manufacturer or Production Equipment Manufacturer:</b>	Produces photovoltaic cells, thin-film, or equipment used to manufacture these technologies.
	<b>Wind Turbine Manufacturer:</b>	Produces wind turbines.
	<b>Component Manufacturer:</b>	Builds components, balance of systems equipment and other products needed to complete systems.
	<b>Integrator/Distributor:</b>	Designs and installs systems, and sells products and services for customized applications.
	<b>Energy Services:</b>	Works in country to establish the necessary infrastructure to support renewable energy technologies in rural off-grid settings.

### Contact Information:

All of these firms can provide substantial services, the complete scope of which we are not able to adequately relay in this short document. Therefore, relevant contact information, e-mail addresses and web site locations are provided. We encourage you to partner with appropriate organizations in your efforts to promote renewable energy technologies in your region of the world.

### Countries & Regions:

Identifies the countries or regions outside of the United States where an organization conducts business.

### Products & Services:

A description of the products and services that each organization provides.

### Market Niche:

This section describes the organization's market focus.

### Overseas Dealers:

This section includes each organization's response to the following question: "What is your strategy for overseas dealers? For example, what would you want a potential dealer in a developing country to know about your organization before contacting you?"



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### KEY

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|---|---------------------------|
| ⚙️ PV Manufacturer or Production Equipment Manufacturer | Wind Turbine Manufacturer |
| ⚡ Component Manufacturer                                | ⚡ Energy Services         |
| Integrator/Distributor                                  |                           |



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**KEY**

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| ⚡ Component Manufacturer                                | ⚡ Energy Services         |
| Integrator/Distributor                                  |                           |





## FOREWORD

The National Renewable Energy Laboratory (NREL) is working to bring renewable energy technologies to markets in Africa, the Middle East, the Former Soviet Union, Latin America, and Asia. Toward this end, we would like to facilitate additional business links between U.S. companies and potential overseas partners.

This publication is one tool to more effectively respond to inquiries from individuals and organizations that are working to disseminate renewable energy technologies in other countries. This document contains current information on 62 U.S. renewable energy companies with an expressed interest in expanding relationships with individuals and organizations throughout the world.

The firms listed here can provide substantial services, the complete scope of which we are not able to adequately relay in this short document. We encourage you to contact these firms and to partner with appropriate organizations in your efforts to promote renewable energy technologies in your region of the world.

We appreciate the participation of the organizations that are listed here and we invite your comments.

Roger Taylor  
Manager  
International Programs Office







**AMONIX, INC.** ☀

Mr. Vahan Garboushian  
President  
3425 Fujita St.  
Torrence, CA 90505 USA

Tel: (310) 325-8091  
Fax: (310) 325-0771  
E-mail: vahan@amonix.com  
Web Page: www.amonix.com

**Countries & Regions:** US.

**Products & Services:** Integrated high concentration PV systems. High efficiency single crystal silicon solar cells.

**Market Niche:** MegaModule™ systems offer scalable power from 5kW to multi-megawatts for ecotourism, peaking and grid support, utility-scale bulk generation, and green pricing/solar programs.

**Overseas Dealers:** We welcome all inquiries.

**ASE AMERICAS, INC.** ☀

Mr. Moneer H. Azzam  
Director of Marketing & Sales  
4 Suburban Park Drive  
Billerica, MA 01821 USA

Tel: (978) 667-5900 x5910  
Fax: (978) 663-2868  
E-mail: mazzam@asepv.com  
Web Page: www.asepv.com

**Countries & Regions:** Germany, Japan, Canada, Mexico, and India.

**Products & Services:** Photovoltaic modules and cells for power, consumer building integrated and space applications. Packaged PV systems (Solar Power Companion 2000). Manufacturing Support Services.

**Market Niche:** Industrial, utility, government, and military. North and South America only. Rest of World supported by ASE GmbH.

**Overseas Dealers:** ASE Americas is a premier manufacturer of modules focused on quality. We design and build products that deliver the lowest life-cycle cost to the installer and end-user.



**ASTROPOWER, INC.** ☼

Mr. Peter Aschenbrenner  
Senior VP of Marketing & Sales  
Mr. Salama Nagib, VP of International Sales  
Solar Park  
Newark, DE 19716-2000 USA

Tel: 302-366-0400  
Fax: 302-368-6474  
E-mail: [sales@astropower.com](mailto:sales@astropower.com)  
Web Page: [www.astropower.com](http://www.astropower.com)

**Countries & Regions:** Manufacturing facilities: United States. Sales & Marketing Offices: United States, South Africa and Singapore.

**Products & Services:** AstroPower develops, manufactures, markets and sells photovoltaic (PV) solar cells, modules and panels for generating solar electric power. In addition, AstroPower manufactures and markets conventional single-crystal silicon solar cells and modules worldwide, and is also developing specialty photovoltaic devices and detectors. High efficiency single crystal photovoltaic modules: AP-30, AP-50, AP-65, AP-75, AP-110, AP-120, AP-150 (ranging from 30 to 150 Watts). High efficiency single crystal solar cells: AP-105, AP-106 and AP-108 (ranging from 2-4 watts). Photovoltaic Systems: SunUps™ and SunLine™. APex™ Silicon-Film™ modules: APX-45 and APX-90 (45 and 90 Watts respectively).

**Market Niche:** AstroPower participates in all solar electric power markets. We sell solar cells, modules, residential systems, large grid-connected systems and also solar electricity.

**Overseas Dealers:** AstroPower sells its products through market intermediaries including module assemblers, system integrators, value-added re-sellers and distributors.

**BP SOLAR** ☼

Mr. Thomas J. Vonderhaar  
VP Sales and Marketing  
2300 N. Watney Way  
Fairfield, CA 94533 USA

Tel: (707) 428-7800  
Tel 2: (707) 438-3813  
Fax: (707) 428-7878  
E-mail: [solarusa@bp.com](mailto:solarusa@bp.com)  
Web Page: [www.bpsolar.com](http://www.bpsolar.com)

**Countries & Regions:** Australia, Colombia, Germany, India, Indonesia, Japan, Kenya, Malaysia, Philippines, Saudi Arabia, Spain, Thailand, UK, US, and Vietnam.

**Products & Services:** BP Solar and its extensive network of distributors and dealers provide total solar electric power solutions for industrial, commercial, and residential customers throughout the world. BP offers a full range of high efficiency crystalline and thin-film photovoltaic modules. From small DC lighting and pumping systems to large AC grid-intertied commercial power plants, BP has the products and services to meet your needs.

**Overseas Dealers:** BP Solar distributors are looking for qualified dealers to market and install solar electric power systems in new markets around the world. Interested dealers should e-mail their business plan for developing their local market to BP Solar at: [solarusa@bp.com](mailto:solarusa@bp.com).

**Subsidiary:** SOLAREX.



**ENERGY CONVERSION DEVICES, INC.** ☼

Mr. Masat Izu  
Vice President Film Technology  
1621 Northwood  
Troy, MI 48084 USA

Tel: (248) 362-4780  
Tel 2: (248) 280-1900  
Fax: (248) 362-0012  
E-mail: [masatizu@ovonic.com](mailto:masatizu@ovonic.com)  
Web Page: [ovonic.com](http://ovonic.com)

**Countries & Regions:** United Solar Systems Corporation, our PV manufacturing joint venture, has representatives in many countries.

**Products & Services:** Design and build PV manufacturing equipment. Design and provide technical support for building integrated PV systems. United Solar Systems Corporation, ECD's U.S. joint venture, sells UL listed lightweight flexible PV laminates that can be easily shipped worldwide and bonded to most metal roofing systems.

**Market Niche:** Building integrated PV system design.

**GLOBAL SOLAR ENERGY, L.L.C.** ☼

Mr. Scott Kaminky  
Director of Business Development  
12401 West 49<sup>th</sup> Avenue  
Wheat Ridge, CO 80033 USA

Tel: (303) 420-1141  
Fax: (303) 420-1551  
E-mail: [skaminky@globalsolar.com](mailto:skaminky@globalsolar.com)  
Web Page: [www.globalsolar.com](http://www.globalsolar.com)

**Countries & Regions:** India & US.

**Products & Services:** Manufacturer of thin-film PV modules (0.5 Watt and larger) and system integrator.

**Market Niche:** Power stations and village power. Small home systems with light(s) and power for radio/TV. Small modules for OEM companies.

**Overseas Dealers:** Lightweight, flexible modules will soon be available in addition to existing rigid modules.

India  
Ashok Chauhan  
V.P., Business Development  
2 Ring Road, Kilokri  
Opp. Maharani Bagh  
New Delhi 110014 India

Tel: +91 (11) 682-7438  
Fax: +91 (11) 682-7437  
E-mail: [polyplex@giasd101.vsnl.net.in](mailto:polyplex@giasd101.vsnl.net.in)



## INTERNATIONAL SOLAR ELECTRIC TECHNOLOGY ☼

Dr. Vijay Kapur  
President  
8635 Aviation Blvd.  
Inglewood, CA 90301 USA

Tel: (310) 216-4427  
Fax: (310) 216-2908  
E-mail: VKKapur@earthlink.net  
Web Page: www.isetinc.com

**Countries & Regions:** India.

**Products & Services:** ISET has a wide range of experience in PV system design and setting up PV manufacturing operations. Being a small company, ISET is flexible in adjusting its activities to meet project deadlines. Technology: thin-film copper-indium-diselenide (CIS) based solar cells and modules (a non-vacuum approach), crystalline silicon solar cells, encapsulation line. Products: Customized modules and PV systems. Services: PV system design and technology evaluation.

**Market Niche:** Technology transfers - experience introducing PV technologies and products in developing countries. Develop customized PV products to meet customers' needs. Design and fabricate a variety of battery charging applications. PV modules with output ranging between 0.5 - 20.0 Watts. Modules are designed in a variety of shapes and sizes that satisfy customers' specifications.

**Overseas Dealers:** ISET offers technology support and training to its customers.

## IOWA THIN FILM TECHNOLOGIES ☼

Dr. Lynne Brookes  
Executive Administrator  
2337 230th Street  
Boone, IA 50036 USA

Tel: (515) 292-7606  
Fax: (515) 292-1922

**Countries & Regions:** International.

**Products & Services:** Iowa Thin Film Technologies, Inc. manufactures a unique lightweight, flexible, non-fragile, amorphous silicon solar module for electrical power generation. The modules are made using a roll-to-roll manufacturing process on a polymer web substrate 2 mils (0.05mm) thick. The PV thin-film is usually encapsulated in polyester or in Tefzel®/EVA, depending on the intended application. Product: unique flexible solar panels built on a plastic substrate for OEM applications. Excellent component for adding value to electronic products. Non-fragility and lightweight (e.g. 25,000 3V 50mA modules weigh 73lbs.) minimize shipping costs.

**Market Niche:** ITFT solar modules can be used anywhere solar or light power is required. Our product fulfills market needs where flexible, non-fragile, conformable, thin, lightweight, solar modules are desired. Typical thin-film PV performance is five Watts peak power per square foot in bright sunlight. Applications for our thin-film solar modules include consumer electronics; custom designs for OEM packages; portable field power for scientific, military and expedition users; industrial safety applications; supplying power in space for higher orbits and deep space where payload weights are critical; and in architectural structures for roofing, siding, awnings, and exhibition buildings.

**Overseas Dealers:** We are a manufacturer and wholesaler. Present manufacturing focuses on 1.5V to 6V 50-100mA panels. Can custom design for very high volume orders only. Solar panels for OEM applications (no systems, no arrays). International sales and shipping experience. Se habla español.



## **SIEMENS SOLAR INDUSTRIES** ☼

Ms. Tina Nickerson  
Marketing Communications  
4650 Adohr Lane  
Camarillo, CA 93012 USA

Tel: (805) 388-6519  
Fax: (805) 388-6395  
E-mail: [tina.nickerson@solar.siemens.com](mailto:tina.nickerson@solar.siemens.com)  
Web Page: [www.solar.siemens.com](http://www.solar.siemens.com)

**Countries & Regions:** Manufacturing facilities: US, Germany, Singapore, Japan, India, and Brazil.

Sales & Marketing offices: US, Germany, Singapore, and Japan.

Business partners (distributors) located in 53 countries.

**Products & Services:** Siemens Solar manufactures and markets a wide variety of solar cells, modules, and integrated systems. Single-crystal Silicon Square Cell Solar Modules (M-line from 6 to 110 Watt modules). Single-crystal Silicon Semi-round Cell Solar Modules (P-line from 18 to 135 Watt modules). Single-crystal Silicon Round Cell Solar Modules (R-line from 50 to 100 Watt modules). Thin-film CIS modules (T-line from 5 to 40 Watt modules).

RV power kit products: 36 to 100-Watt solar battery charging systems.

Earthsafe solar systems: residential AC power system of 300 to 2400-Watts and commercial and industrial AC power systems.

**Market Niche:**

Siemens Solar focuses on several markets for solar power including: telecommunications, SCADA, traffic, lighting, railroad, recreational vehicles, marine and residential.

**Overseas Dealers:**

Siemens Solar sells its products through an existing network of distributors and original equipment manufacturers. Any dealer interested in doing business with Siemens Solar would be assigned to a regional distributor for product information including pricing, shipping terms and sales support.

## **SOLAREX** ☼

Mr. Eric Daniels  
Director of Marketing  
630 Solarex Court  
Frederick, MD 21703 USA

Tel: (301) 698-4200  
Fax: (301) 698-4201  
E-mail: [info@solarex.com](mailto:info@solarex.com)  
Web Page: [www.solarex.com](http://www.solarex.com)

**Countries & Regions:** In over 60 countries.

**Products & Services:** Solarex manufactures, designs, markets, and installs a wide range of crystalline silicon and thin-film photovoltaic products and systems.

**Market Niche:** Solarex is interested in expanding its business in all markets.

**Overseas Dealers:** Solarex distributors are looking for qualified distributors and dealers to market and install solar electric power systems around the world. Interested dealers should e-mail their business plan for developing their local market to Solarex to [edaniels@solarex.com](mailto:edaniels@solarex.com).

**Subsidiary of:** BP SOLAR.



**SOLEC INTERNATIONAL, INC.** ☼

Mr. Jawid Shahryar  
Sales and Marketing Manager  
970 E. 236th Street  
Carson, CA 90746 USA

Tel: (310) 834-5800 x 207  
Fax: (310) 834-0728  
E-mail: [jshahryar@solecintl.com](mailto:jshahryar@solecintl.com)  
Web Page: [www.solecsolar.com](http://www.solecsolar.com)

**Countries & Regions:** Europe, Japan, and US.

**Products & Services:** A technological leader in the PV industry for over 21 years. Manufactures single crystal solar cells with efficiencies approaching 20%. Manufactures standard modules from 8-Watts to over 180-Watts.

**Market Niche:** Space technology, automobile industry, roofing manufacturers, marine market, RV market, and traffic signals.

**Overseas Dealers:** Solec delivers its products through a worldwide network of distributors and system integrators. Solec maintains its innovative position as a technology leader by utilizing its affiliation with Sanyo to enhance distribution, support product advancement, and develop new technologies into the 21st century.

**SPIRE CORPORATION** ☼

Mr. Stephen J. Hogan  
Vice President  
One Patriots Park  
Bedford, MA 01730-2396

Tel: (781)-275-6000  
Fax: (781) 275-7470  
E-mail: [shogan@spirecorp.com](mailto:shogan@spirecorp.com)  
Web page: [www.spirecorp.com](http://www.spirecorp.com)

**Countries & Regions:** Europe, India, Japan, and China.

**Products & Services:** Spire Corporation is the world's largest supplier of photovoltaic production equipment. This equipment, when combined with the technology provided by Spire, allows our customers to successfully manufacture photovoltaic modules, starting from solar cells, wafers, or raw silicon.

**Market Niche:** Market is to those companies with interest in manufacturing photovoltaic modules versus importing modules.

**Overseas Dealers:** Must be very familiar with the local market and market factors to establish manufacturing capabilities.



**UNITED SOLAR SYSTEMS CORPORATION** ☼

Mr. Richard Blieden  
Deputy Director, International Sales  
1100 West Maple Road  
Troy, MI 48084 USA

Tel: (248) 362-4170  
Fax: (248) 362-4442  
E-mail: [unisolarinfo@ovonic.com](mailto:unisolarinfo@ovonic.com)  
Web Page: [www.ovonic.com/unisolar](http://www.ovonic.com/unisolar)

- Countries & Regions:** Europe, Africa, Middle East, Asia, Australia, Latin America, and Oceania.
- Products & Services:** United Solar Systems manufactures triple junction solar cells, which offer excellent performance and reliability, often exceeding performance of conventional PV products. All of United Solar Systems' triple junction solar cells and products are produced in a roll-to-roll deposition process on a continuous roll of stainless steel sheet metal. United Solar's roofing offers the same levels of protection and aesthetics as premium roofing, and generates clean solar electricity to power homes and commercial buildings. United Solar's line of battery chargers is constructed of a weather resistant, flexible, rugged and lightweight material that is ideal for marine, RV, and automotive use. Our durable lighting systems provide extended lighting hours and can power a 12-volt radio or TV. Other products include solar electric framed modules.
- Market Niche:** Architects/Builders/Roofers - solar roofing products  
Marine/Recreational Vehicles - solar flexible/framed panels  
Environmentalists - all products  
Home Owners - all products  
Village power and rural lighting. Communications, lighting and other industrial applications. Portable power users
- Overseas Dealers:** We urge dealers to contact us for further information. We will be happy to discuss your specific applications and requirements.
- Parent Company:** ENERGY CONVERSION DEVICES, INC.







**ATLANTIC ORIENT CORPORATION**

Mr. Robert Sherwin, Jr.  
President  
P.O. Box 1097  
Farrel Farm Rd., Rte. 5N  
Norwich, VT 05055 USA

Tel: (802) 649-5446  
Fax: (802) 649-5404  
E-mail: [info@aocwind.net](mailto:info@aocwind.net)

**Countries & Regions:** North America.

**Products & Services:** 50 kW wind turbine engineered for use in high penetration wind/diesel hybrid systems. Generator 50/60 Hz: arctic or tropical package. Wind/diesel: systems design, planning, and management. Communications: energy monitoring and maintenance indications.

**Market Niche:** Wind generated electricity in a moderate average wind resource. Wind/diesel hybrid systems.

**BERGEY WINDPOWER CO, INC.**

Mr. Steve Wilke  
Sales Manager  
2001 Priestley Avenue  
Norman, OK 73069 USA

Tel: (405) 364-4212  
Fax: (405) 364-2078  
E-mail: [swilke@bergey.com](mailto:swilke@bergey.com)  
Web Page: [www.bergey.com](http://www.bergey.com)

**Countries & Regions:** China and US.

**Products & Services:** Wind/hybrid energy systems manufacturing, design, and sales.

**ENRON WIND TECHNOLOGY CORPORATION**

Mr. David Ramm  
President and CEO  
13681 Chantico Road  
Tehachapi, CA 93561 USA

Tel: (661) 823-6510  
Fax: (661) 823-6509  
E-mail: [dramm@enron.com](mailto:dramm@enron.com)  
Web Page: [www.wind.enron.com](http://www.wind.enron.com)

**Countries & Regions:** Americas, Africa, Asia, and Europe.

**Products & Services:** Enron Wind Corp. is a world leader in the generation market and a fully integrated wind company. With two wind turbine design and manufacturing entities – Zond Energy Systems, Inc. in the U.S., and Tacke Windenergie GmbH in Germany – the company provides cost-effective, reliable wind technology capable of competing in every commercial wind regime. Enron's innovative wind turbine designs range from 550kW to 1.5MW and are certified by Germanischer Lloyd. Enron Wind Corp.'s strict, quality manufacturing is ISO 9001 Quality Systems Certified. The company offers experienced power plant design and engineering, development expertise, creative financing options, and experienced operations and maintenance services. And, as part of Enron Corp., with \$23 billion in assets, the Company also shares the diverse resources of one of the largest independent developers and producers of energy in the world.

**Market Niche:** Commercial wind power products and services.

**NORTHERN POWER SYSTEMS**

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**SOUTHWEST WINDPOWER INCORPORATED**

Ms. Helga Canfield  
Director of International Sales  
2131 N. First Street  
Flagstaff, AZ 86004 USA

Tel: (520) 779-9463 x22  
Tel 2: (520) 779-9463 x 16  
Fax: (520) 779-1485  
E-mail: [helga@windenergy.com](mailto:helga@windenergy.com)  
Website: [www.windenergy.com](http://www.windenergy.com)

- Countries & Regions:** Australia, Austria, Brazil, Canada, Denmark, Dominican Republic, Dutch Antilles, Finland, France, French Polynesia, Germany, Gibraltar, Greece, Holland, Italy, Iceland, Japan, Kenya, Martinique, Mexico, Nepal, New Zealand, Norway, Portugal, South Africa, Spain, St. Thomas, Sweden, Switzerland, Trinidad - West Indies, Turkey, United Arab Emirates, United Kingdom, and Uruguay.
- Products & Services:** Air Wind Module - 400W battery-charging wind turbine with internal regulator. Air Marine and Air Industrial are the marine and industrial versions of the same system. Windseeker 502 (2 blades) and Windseeker 503 (3 blades) 500W battery charging wind turbines with internal regulator. All of the above are available in 12V, 24V, 36V, or 48V.
- Market Niche:** Wind home systems - rural electrification. Remote homes and cabins. Telecommunications/offshore applications. Sailboats/fishing boats.
- Overseas Dealers:** The following are requirements to become a SWWP distributor: currently distribute solar panels, batteries, inverters, etc.; experience with renewable energy products; must have access to technical staff; prefer to be stocking distributor; required to visit SWWP factory once established as authorized distributor; must have good government contacts. We only work with one distributor per country. Interested candidates can contact us by e-mail or facsimile and ask for the Southwest Windpower questionnaire.



## WORLD POWER TECHNOLOGIES

Ms. Patricia DeLano  
Marketing Manager  
19 North Lake Avenue  
Duluth, MN 55803 USA

Tel: (218) 722-1492  
Fax: (218) 722-0791  
E-mail: [patricia@worldpowertech.com](mailto:patricia@worldpowertech.com)  
Website: [www.worldpowertech.com](http://www.worldpowertech.com)

**Countries & Regions:** Columbia, Argentina, Australia, India, Portugal, and England.

**Products & Services:** World Power specializes in hybrid systems providing complete renewable energy systems. World Power Technologies manufactures small wind powered generators in 500, 900, 1000 and 3000 Watts. Features of the Whisper H500, H900, 1000 and 3000 wind generators include: field selectable voltages 12, 24, 32, 36, and 48; injection molded propeller or carbon fiber reinforced fiberglass on Whisper 3000; patented ANGLE GOVERNOR; exclusive EZ-WIRE System Center; and bright running light. The Whisper line offers the industry's highest efficiency and best energy production (kWh per month) for a given swept area and wind regime.

**Market Niche:** Home power, telecommunication, offshore platforms, monitoring stations, railroad remote monitoring, cathodic protection, and emerging world development.

**Overseas Dealers:** World Power Technologies is actively seeking new dealers worldwide. World Power has been an industry leader for 28 years offering the broadest range of small wind generators available on the market. World Power offers the only hybrid wind/solar control box -- the EZ-WIRE System Center. World Power Technologies sees the world market as a market with tremendous growth potential - over 2 1/2 billion people do not have electricity. A wind generator or hybrid wind/solar system from World Power provides one of the most economical sources of electricity available and it is renewable.



**ADVANCED ENERGY INC.** ✂

Mr. Daniel TwoEagles  
Director of Business Development  
P.O. Box 262  
Riverview Mill  
Wilton, NH 03086 USA

Tel: (603) 654-9322 x113  
Fax: (603) 654-9324  
E-mail: [info@advancedenergy.com](mailto:info@advancedenergy.com)  
Web Page: [www.advancedenergy.com](http://www.advancedenergy.com)

**Countries & Regions:** North America and Northern and Central Europe.

**Products & Services:** Advanced Energy designs and manufactures utility-interactive inverters for load requirements ranging from 1 to 15kW for grid-connected photovoltaic, wind generation, and fuel cell conversion systems. The inverters can be a single unit or part of a packaged system that includes a string combiner, ground-fault-interrupter, and DC and AC disconnects. Accompanying interactive data monitoring units provide information on performance, user control, and system diagnostics. The inverters can be used with or without battery storage.

**Market Niche:** Advanced Energy manufactures inverters for residential and commercial systems. The inverters are designed for both indoor and outdoor use and meet all code requirements for maximum efficiency, reliability, and safety. UL-listed and NEC Article 690-compliant, inverters from Advanced Energy are the grid-tied PV solution for architects and builders. The inverters meet UL1741 and IEEE924 requirements, including anti-islanding and under/over frequency and voltage shift detection. Tandem DC/GFI disconnect switches disable the array under system ground fault conditions and meet NEC 690-5 requirements for residential rooftop installations.

**Overseas Dealers:** Advanced Energy has established authorized national representatives in Norway, Sweden, Finland, Denmark, Germany, Austria, and Switzerland. We encourage local entities that have an interest in and an understanding of the technical and economic issues of on-site power generation to contact us for further information.

**HELIOTROPE GENERAL** ✂

Mr. Jim Kron  
Operations Manager  
3733 Kenora Dr.  
Spring Valley, CA 91977 USA

Tel: (619) 460-3930  
Fax: (619) 460-9211  
E-mail: [heliotrope@hg1.com](mailto:heliotrope@hg1.com)  
Web Page: [www.hg1.com](http://www.hg1.com)

**Countries & Regions:** Worldwide.

**Products & Services:** Heliotrope General manufactures charge controllers and power centers for photovoltaic systems, and temperature differential controls for solar thermal systems. We also manufacture a line of solar powered irrigation controllers.

**Market Niche:** Remote locations that are off the electrical grid.

**Overseas Dealers:** Please contact us via e-mail for a list of overseas dealers or if you are interested in becoming a dealer.

**KYOCERA SOLAR, INC.**

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**MORNINGSTAR CORPORATION** 

Ms. Norma Decker  
Assistant to the Chairman  
1098 Washington Crossing Road  
Washington Crossing, PA 18977 USA

Tel: (215) 321-4457  
Fax: (215) 321-4458  
E-mail: [info@morningstarcorp.com](mailto:info@morningstarcorp.com)  
Web Page: [www.morningstarcorp.com](http://www.morningstarcorp.com)

**Countries & Regions:** 53 countries worldwide.

**Products & Services:** Leading supplier of solar charge controllers. We design for a minimum 15 years operating life and a failure rate of less than 2 per 1,000 controllers shipped.

**Market Niche:** Serve off-grid photovoltaic industry for industrial, professional, and consumer applications.

**Overseas Dealers:** We sell through authorized Morningstar distributors in 53 countries. These distributors are typically the leading PV companies in each country.

**NORTHERN POWER SYSTEMS**

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**PVI/PHOTOVOLTAICS INTERNATIONAL, INC.** 

Ms. Julie Forbes  
171 Commercial Street  
Sunnyvale, CA 94086

Tel: (408) 731-1229  
Fax: (408) 746-3890  
E-mail: [watts@pvintl.com](mailto:watts@pvintl.com)  
Web Page: [www.pvintl.com](http://www.pvintl.com)

**Countries & Regions:** Worldwide.

**Products & Services:** Sun Focus Power System™ is a low-cost linear-focus, single-axis, tracking photovoltaic concentrator system. The Sun Focus Power System™ can be connected to an electricity distribution system for load stabilization; operated as a source of supplementary, peak shaving, or emergency power for residences and commercial facilities already connected to an electricity distribution system; used to provide "stand alone" power for remote residences, villages and farms; or used in hybrid systems with wind power, conventional generators or other forms of renewable energy to provide reliable electricity at the lowest possible cost.

**Market Niche:** Water pumping, village power, remote power applications, commercial and industrial power, and grid support.

**Overseas Dealers:** International strategy includes strategic joint ventures and technology licensing opportunities.

**POWERLIGHT CORPORATION** ✂

Mr. Mark Bronez  
International Sales Manager  
2954 San Pablo Avenue  
Berkeley, CA 94710 USA

Tel: (510) 540-0550 x258  
Fax: (510) 540-0552  
E-mail: [info@powerlight.com](mailto:info@powerlight.com)  
Web Page: [www.powerlight.com](http://www.powerlight.com)

**Countries & Regions:** PowerLight is presently recruiting worldwide for its growing network of qualified agents, resellers, and installers.

**Products & Services:** For nearly a decade, Powerlight has provided photovoltaic system R&D, application analysis, engineering design, financing, turnkey installation, training, and after-sales support. PowerLight's main products include:

PowerGuard<sup>®</sup> - a patented roof-integrated PV system that delivers clean solar electricity to a building or electrical grid. PowerGuard increases building thermal insulation and extends roof life. PowerGuard is available in pre-engineered system packages of virtually any size.

Power Shade<sup>™</sup> - A freestanding PV system that delivers clean electricity while providing shade for parked cars or picnic areas. Electrical vehicle charging stations are available as an option.

PowerTracker<sup>™</sup> - A ground-mounted PV system that tracks the sun from east to west on a tilted axis, generating the maximum energy possible at an affordable price.

**Market Niche:** Large, grid-connected photovoltaic systems for the commercial, industrial and government sectors - including office buildings, retail stores, business parks, factories, resort hotels, and schools.

**Overseas Dealers:** Powerlight is recruiting companies with strengths in photovoltaics, international business, and in-country photovoltaic markets. Before contacting PowerLight directly, companies are encouraged to visit our website for an overview of our company, products, and markets. Prospective representatives should have a strong knowledge of relevant in-country business conditions (markets, competition, sales projections), and initial plans for marketing, selling, or installing PowerLight products. In return, PowerLight will provide training, marketing materials, sales aids, leads, proposal support, and design services if required.

**POWERLINE SOLAR PRODUCTS** ✂

Mr. Jerry Spencer  
Vice President  
3400 Corporate Way, Ste. C  
Daluth, GA 30096 USA

Tel: (800) 327-6882  
Tel 2: (406) 442-3434  
Fax: (406) 457-0460  
E-mail: [solar@powerexperts.com](mailto:solar@powerexperts.com)  
Web Page: [www.powerexperts.com](http://www.powerexperts.com)

**Countries & Regions:** Europe, China and US.

**Products & Services:** Retail Products: Solar chargers for portable computers and other mobile devices. OEM: custom built solar panels for all needs. Primarily solar panels of less than 75-Watts.

**Market Niche:** Portable devices including computers, PDAs, cell phones, satellite phones, digital cameras, and other rechargeable battery operated devices. Especially appealing to mountaineers, archeologists, researchers, adventurers, and those travelling to remote areas where reliable power may not be available.

**Overseas Dealers:** Looking for distributors and dealer direct opportunities.

**SUNAMP POWER COMPANY**

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**SUNWIZE TECHNOLOGIES, INC.** 

Bruce Gould  
VP, Sales  
90 Boices Lane  
Kingston, NY 12401 USA

Tel: (914) 336-0146  
Fax: (914) 336-0457  
E-mail: [sunwize@besicorp.com](mailto:sunwize@besicorp.com)  
Web Page: [www.sunwize.com](http://www.sunwize.com)

**Countries & Regions:** Mexico, Brazil, Japan, Namibia, Singapore, and the United Arab Emirates.

**Products & Services:** SunWize Technologies, Inc. is a photovoltaic technology company specializing in the manufacturing of integrated power systems and the distribution of solar modules and balance of system components. SunWize also develops custom-engineered solar modules for integrating solar power into OEM battery-operated products.

SunWize products range from the 10-Watt SunWize™ Portable Energy System for charging laptop computers to a 2400-Watt SunWize™ Power Station that provides utility-grade electricity for industrial and residential applications. All SunWize products are pre-assembled, factory-tested and meet NEC standards.

**Market Niche:** Solar energy projects for telecommunications and rural habitation applications.

**Overseas Dealers:** Qualified dealers or distributors must have a basic understanding of solar energy or electricity. They should have an ongoing, established business that is involved in applications for solar such as telecommunications or are involved in distribution of supplies for rural habitation.

**ZOMEWORKS** 

Mr. Chuck Luders  
Sales Manager  
P.O. Box 25805  
Albuquerque, NM 87125 USA

Tel: (505) 242-5354 x203  
Fax: (505) 243-5187  
E-mail: [zomework@zomeworks.com](mailto:zomework@zomeworks.com)  
Web Page: [www.zomeworks.com](http://www.zomeworks.com)

**Countries & Regions:** Germany, Spain and US.

**Products & Services:** Rack and Tracker Rack for PV modules. Trackers are patented and have been in production for 15 years. All products carry a 10-year warranty.

**Overseas Dealers:** We have been in business for 30 years. Our products are used all over the world.



**ALTAIR ENERGY**

Mr. Kirk Stokes  
President  
600 Corporate Circle, Ste. M  
Golden, CO 80401 USA

Tel: (800) 836-8951  
Tel 2: (303) 277-0025 x102  
Fax: (303) 277-0029  
E-mail: [kstokes@altairenergy.com](mailto:kstokes@altairenergy.com)  
Web Page: [www.altairenergy.com](http://www.altairenergy.com)

**Countries & Regions:** Altair Energy staff have worked in PV design, installation, and training in the United States, South Africa, Mexico, and South and Central America.

**Products & Services:** Altair Energy is a Colorado-based solar electric energy service company providing natural electric solutions to consumers, builders, government, companies, and electric utilities throughout the West. We are quickly becoming known for our standardized solar electric (PV) systems and full range of services that include utility-quality installations through licensed local contractors, utility interconnections, warranty and maintenance contracts, and financing. Altair Energy is also known for helping utility customers offset a portion of their electric needs with a source that is better for the environment and offers more self-sufficiency. Our versatile purchasing options make it easy for Altair PV systems to travel to almost any place in the world. Altair Energy also can help customers reap the benefits of any available rebates.

**Market Niche:** Altair specializes in turnkey service for a wide variety of homes, businesses, government, and schools. Altair offers full-service, partial service, and direct sales.

**Overseas Dealers:** Altair Energy employees have significant international experience. Altair is capable of conducting business in Spanish.

**ALTERNATIVE ENERGY ENGINEERING**

**Subsidiary of:** APPLIED POWER CORPORATION

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**ALTERNATIVE ENERGY, INC.**

Mr. Jeff Brady  
401 S. Simms  
Lakewood, CO 80228 USA

Tel: (303) 984-0399  
Fax: (303) 984-0399  
E-mail: [info@altenergyinc.com](mailto:info@altenergyinc.com)  
Web Page: [www.altenergyinc.com](http://www.altenergyinc.com)

**Countries & Regions:** Mexico, Central America, and US.

**Products & Services:** Photovoltaic system integration. Distributor for Solarex. Module mounting custom manufacturer. Field service, engineering, and installations.

**Market Niche:** Home, RV, Marine, and Industrial.

**Overseas Dealers:** All Inquiries Welcome.



**APPLIED POWER CORPORATION**

Mr. David Rippner  
International Sales Director  
Box 339  
Redway, CA 95560 US

Tel: (707) 923-2277  
Fax: (707) 923-3009  
E-mail: [drippner@appliedpower.com](mailto:drippner@appliedpower.com)  
Web Page: [www.appliedpower.com](http://www.appliedpower.com)

- Countries & Regions:** APC supports a growing network of representatives worldwide and is currently recruiting new dealers and installers to provide local technical, sales, and customer service support.
- Products & Services:** Photovoltaic system design, engineering, and installation. Wholesale distribution of PV modules, balance of system components, and pre-engineered system packages. Export consolidation and freight logistics management. Training and consulting services.
- Market Niche:** APC has over 18 years experience providing PV systems for a complete range of rural electrification applications in the developing world including the following: home lighting systems; community, medical & school facility systems; vaccine refrigeration systems; telecommunications systems, and community water supply systems.
- Overseas Dealers:** APC is actively recruiting qualified representatives worldwide. Prospective representatives can review general information about APC on our web site, where a form can be filled out to receive more information via courier. Companies that possess any or all of the following strengths are encouraged to provide APC with detailed information for further consideration as an authorized local representative: import/export business experience, technical understanding of photovoltaic technology and knowledge of competitive issues and market potential at a national level.
- Subsidiaries:** ASCENSION TECHNOLOGY, ALTERNATIVE ENERGY ENGINEERING, and SOLAR ELECTRIC SPECIALTIES.

**ASCENSION TECHNOLOGY, INC.**

**Subsidiary of:** APPLIED POWER CORPORATION See page 18



**ATLANTIC SOLAR PRODUCTS, INC.**

Mr. Doug Keller  
Vice President  
P.O. Box 70060  
9351-J Philadelphia Road  
Baltimore, MD 21237 USA

Tel: (410) 686-2500  
Fax: (410) 686-6221  
E-mail: [doug@atlanticsolar.com](mailto:doug@atlanticsolar.com)  
Web Page: [www.atlanticsolar.com](http://www.atlanticsolar.com)

- Countries & Regions:** Atlantic Solar is in the initial stages in the selection of dealers worldwide to sell, service, and install our line of prepackaged systems, solar electric panels, and balance of systems.
- Products & Services:** Photovoltaic system design, engineering and installation. Distributor for Solarex. Atlantic Solar stocks a complete line of modules, balance of systems, products, and prepackaged systems.
- Market Niche:** Since 1982, Atlantic Solar has provided power systems worldwide for building electrification, water pumping, and communications.
- Overseas Dealers:** Atlantic Solar invites inquiries for representation.
- Subsidiaries:** MILLENNIUM POWER SYSTEMS and INNOVATIVE ENERGY SYSTEMS.

**BACKWARDS TO THE FUTURE, LTD.**

Mr. Richard Orawiec  
Manager  
P.O. Box 409  
Fennville, MI 49408 USA

Tel: (616) 236-6179  
Fax: (616) 236-6186  
E-mail: [sales@photonlamp.com](mailto:sales@photonlamp.com)  
Web Page: [www.photonlamp.com](http://www.photonlamp.com)

- Countries & Regions:** Federated Micronesia.
- Products & Services:** Solar recharged white LED ultra-efficient lamp and lighting units. Small scale solar energy battery recharging and lighting and small refrigeration applications.
- Market Niche:** Solar recharged reading and task lamp.
- Overseas Dealers:** BTF is a small and aggressive company that has been in the solar industry for a quarter of a century. We can respond to service and product needs quickly. We stay in touch with all aspects of this emerging solar and renewable industry.

**CURRIN CORPORATION**

Mr. Cedric G. Currin  
President  
P.O. Box 2006  
Midland, MI 48641-2006 USA

Tel: (517) 835-7387  
Fax: (517) 835-7395  
E-mail: [currcorp@tm.net](mailto:currcorp@tm.net)

**Countries & Regions:** Latin America and the Caribbean.

**Products & Services:** Solar lighting systems for rural schools, churches, clinics, stores, parks, and homes. PV-powered potable water systems, including water filtration and disinfection, for rural non-electrified communities and campgrounds. Integrated stand-alone PV and PV/diesel power systems (10W to 30 kW). Engineering design of stand-alone PV systems, especially for remote applications, environmentally sensitive areas, and high reliability applications. Custom PV technology training. Development of rural electrification programs and strategies.

**Market Niche:** The major business focus of Currin Corporation is on designing and supplying high efficiency and reliable PV systems, including owner/user training, for commercial and institutional lighting and potable water applications. Emphasis is also placed on providing PV technology training for non-technical personnel.

**Overseas Dealers:** Currin Corporation business is based on specific inquiries received, and opportunities observed, particularly those in the selected niche markets, and where there is good potential for developing durable business relationships. When applicable, business alliances are established.

**EcoENERGIES, INC.**

Ms. Julie Forbes  
171 Commercial Street  
Sunnyvale, CA 94086

Tel: (408) 731-1229  
Fax: (408) 746-3890  
E-mail: [watts@ecoenergies.com](mailto:watts@ecoenergies.com)  
Web Page: [www.ecoenergies.com](http://www.ecoenergies.com)

**Countries & Regions:** North America, Central America (Honduras), ASEAN (Malaysia), Africa (Egypt).

**Products & Services:** Quality-oriented company that designs, constructs, delivers and maintains renewable energy power systems and related energy efficiency products worldwide. Key technologies and product applications include: remote power and grid-connected applications, "Winsolation ®" wind/PV hybrid systems – providing more energy for a lower capital investment for all suitable applications, disaster management and ultra high reliability emergency systems, ultra-reliable hybrids incorporating conventional generation backup systems to reduce battery size, quality wind power systems, UL-listed photovoltaic power systems, EcoEnergies' low-cost solar trackers for "flat plate" solar modules and in-house design expertise incorporating over 150 years of renewable energy project and design experience.

**Market Niche:** Village power and remote power systems, water pumping and purification using wind, PV, and Winsolation ® and renewables/diesel hybrids, telecommunications and ultra-high reliability stand-alone power systems, grid-connected "net metering" systems for consumer and business applications, large grid-connected systems for utility load balancing, cost-effective small and micro-hydro turbines for remote tourist facilities and recreational properties, and energy efficient lighting technology.

**Overseas Dealers:** Dealers, franchises and strategic partners.

**EMI**

Mr. Gene Cattanzo  
President  
1934 Western Ave.  
Las Vegas, NV 89109 USA

Tel: (888) -MR SOLAR (677-6527)  
Tel 2: (702) 739-9880  
Fax: (702) 386-6981  
E-mail: [emisolar@emi4solar.com](mailto:emisolar@emi4solar.com)  
Web Page: [www.emi4solar.com](http://www.emi4solar.com)

**Countries & Regions:** US.

**Products & Services:** Solar low days heat exchangers. PV modules, inverters, pumps, and systems.

**ENERGÍA TOTAL, LTD.**

Mr. Ron Orozco  
President  
451 W. Meadowlark Lane  
Corrales, NM 87048 USA

Tel: (505) 890-1534  
Fax: (505) 890-1559  
E-mail: [ronorozco@energiatotal.com](mailto:ronorozco@energiatotal.com)

**Countries & Regions:** Latin America and Southwestern US.

**Products & Services:** Energía Total offers design, procurement, and support for solar, wind, and hybrid electric systems throughout the Southwestern US and Latin America. As professional engineers and licensed electrical contractors, our focus is on quality design and installation. We have worked with small home electric systems, larger commercial and productive-use applications, and village level electrification throughout the Americas.

**Market Niche:** Energía Total has installed grid-tied solar electric systems up to 10kW in the Southwestern US. We also work in low-income areas in the Southwest such as Colonias and Native American lands where economic and cultural conditions are similar to those found in developing countries. Our goal is to expand the successful delivery mechanism we have established here in the Southwest to other market centers throughout Latin America.

**Overseas Dealers:** Energía Total has successfully supported local entrepreneurs in the application of our delivery mechanism within local market segments. This is accomplished by identifying aggressive local residents who are supported by Energía Total's technical, marketing, financial, and managerial model. Interested individuals or companies throughout Latin America are encouraged to contact us for further information. Falamos Portugues. Hablamos Español.

**EV SOLAR PRODUCTS, INC.**

Mr. Ben Mancini  
President  
2655 N. Hwy 89  
Chino Valley, AZ 86323 USA

Tel: (520) 636-2201  
Fax: (520) 636-1664  
E-mail: [evsolar@primenet.com](mailto:evsolar@primenet.com)  
Web Page: [www.primenet.com/~evsolar](http://www.primenet.com/~evsolar)

**Products & Services:** Components for solar electric, wind, and micro hydro systems. Packaged systems. System design. Solar thermal. We can provide packaged systems with all parts ready for installation.

**Market Niche:** Residential systems, small office, and retail store systems.

**GLOBAL SOLAR ENERGY, L.L.C.** ☀

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**INDEPENDENT ENERGY SOLUTIONS**

Mr. Troy Strand  
Director, Sales Engineering  
1273 Linda Vista Drive  
San Marcos, CA 92069 USA

Tel: (760) 752-9706  
Fax: (760) 752-9706  
E-mail: [energy@indenergysolutions.com](mailto:energy@indenergysolutions.com)  
Web Page: [www.indenergysolutions.com](http://www.indenergysolutions.com)

**Countries & Regions:** Oceania, Mexico (Baja California), and Nigeria.

**Products & Services:** Independent Energy Solutions (IES) is a full service distributor and PV systems integrator serving independent dealers worldwide. IES and its subcontractors have over 25 years of experience in PV, including rural development, residential, telecommunications, lighting, and utility scale PV power systems. PV modules, wind turbines, batteries, inverters, charge controllers, etc. Pre-engineered PV power system kits. Turnkey PV power systems. Customized balance of system components. Engineering services. Project management.

**Market Niche:** Stand-alone PV AC power systems (residential and commercial). Grid-tied PV power systems (dispersed and utility scale). Hybrid PV power systems (village power, telecommunications and industrial). Large international projects where a high level of logistics and systems engineering is required. PV home lighting systems.

**Overseas Dealers:** IES is seeking qualified international independent dealers to support with proposal development, high quality hardware, design assistance, engineering services, field support, and training. This level of support is intended to ensure technical superiority and cost-effectiveness of each and every international independent dealer served by IES. Key to this effort is the offering of engineering services and a limited product line of pre-engineered systems that have undergone extensive testing at IES prior to delivery.

**JADE MOUNTAIN**

Mr. Steve Troy  
President  
P.O. Box 4616  
Boulder, CO 80306 USA

Tel: (800) 442-1972  
Tel 2: (303) 449-6601  
Fax: (303) 449-8266  
E-mail: [troy@jademountain.com](mailto:troy@jademountain.com)  
Web Page: [www.jademountain.com](http://www.jademountain.com)

**Countries & Regions:** Sales in 60 countries. Dealers located in 10 countries in Africa, Latin America, Asia, and Australia.

**Products & Services:** Appropriate technology products.

**Overseas Dealers:** Businesses interested in selling products from Jade Mountain's catalog may download an application form from our web site under the heading "About Jade Mountain" followed by "International Opportunities."



**KYOCERA SOLAR, INC.**      ✂ ⚙

Mr. Ron Kenedi  
Vice President Sales & Marketing  
7812 East Acoma Dr.  
Scottsdale, AZ 85260 USA

Tel: (480) 951-6330  
Fax: (480) 951-6329  
E-mail: info@kyocerasolar.com  
Web Page: www.kyocerasolar.com

**Countries & Regions:** Latin America, Caribbean, Asia, Africa, and Europe. Regional centers located in Brazil, Argentina, and Australia.

**Products & Services:** Kyocera Solar, Inc. (KSI) is a product manufacturer and a solar electric system integrator. The company has strategic relationships with the world's largest solar cell and module and balance of systems manufacturers, including Uni-Solar, Trace Engineering and Vestfrost. KSI has assembled an experienced team of engineers, technicians and service personnel to provide comprehensive support to local and federal agencies, foreign governments and private industry.

KSI is actively developing authorized dealers in the international marketplace who sell complete systems, from module to applications such as lighting, back-up power, water pumping, refrigeration, and many others. Authorized dealers receive many benefits including KSI's international experience and dealer support for the following: system engineering, finance, design, testing and integration; in-house assembly for "on-site" shipment; dedicated sales team to provide leads; information and after-sales support; system installation; customized training and in-country project management.

**Market Niche:** Kyocera Solar, Inc. specializes in small systems that provide power for basic services in developing countries, proprietary systems engineered and guaranteed for consistent quality, and solar electric systems for a variety of applications including lighting, water pumping, electric fencing, communications, refrigeration, evaporative cooling, cathodic protection, highway and airport runway lighting, and back-up power systems.

**Overseas Dealers:** KSI's Global Distribution Group services a network of hundreds of experienced authorized dealers and distributors who provide solar energy systems for diverse applications meeting critical market needs.

Latin America/Caribbean  
Steve McCarney  
E-mail: smccarney@kyocerasolar.com  
Tel: 941-283-0060  
Fax: 941-283-4788

Kyocera Solar Argentina S.A.  
President, Fernando Salgado  
E-mail: info@kyocerasolar.com.ar  
Tel: 54-11-4836-1040  
Fax: 54-11-4836-1381

Kyocera Solar do Brasil  
President, Antonio Granadeiro  
E-mail: solar@kyocerasolar.com.br  
Tel: 55-21-554-5554  
Fax: 55-21-553-4894

Rest of World  
Lincoln Dahl  
E-mail: lincoln@kyocerasolar.com  
Tel: 480-951-6330 x7967  
Fax: 480-951-6329

**Formerly known as:** GOLDEN GENESIS COMPANY and PHOTOCOMM, INC.



**LIVE OAK SOLAR L.L.C.**

Mr. Steve Glidden  
President  
232 Anacapa St., Ste. 1-B  
Santa Barbara, CA 93101 USA

Tel: (805) 966-9034  
Fax: (805) 730-7357  
E-mail: [info@liveoaksolar.com](mailto:info@liveoaksolar.com)  
Web Page: [www.liveoaksolar.com](http://www.liveoaksolar.com)

**Countries & Regions:** US.

**Products & Services:** Live Oak Solar specializes in portable and emergency solar electric solutions. We also design and install stationary solar and solar hybrid systems for a variety of commercial and residential applications. Live Oak Solar is happy to assist our customers in their selection of any of the renewable energy equipment we sell.

**Market Niche:** Portable solar electric solutions for the following applications: disaster mitigation efforts such as communications support, water pumping and purification; medical equipment and vaccine storage. Temporary cellular repeater equipment shelters.

**Overseas Dealers:** Licensing agreements available.

**NORTHERN ARIZONA WIND & SUN**

Mr. James P. Lauzon  
President  
2725 E. Lakin Dr., #2  
Flagstaff, AZ 86004 USA

Tel: (888) 881-6464  
Tel 2: (520) 526-8017  
Fax: (520) 527-0729  
E-mail: [windsun@earthlink.net](mailto:windsun@earthlink.net)  
Web Page: [www.windsun.com](http://www.windsun.com)

**Countries & Regions:** United States, Europe, and South America.

**Products & Services:** We design and provide solar electric products for remote homes, recreational vehicles, telecommunication, cathodic protection, water pumping, and battery maintenance systems.

**Market Niche:** Northern Arizona Wind & Sun has over 20 years of experience in the design and installation of complete solar electric systems throughout the United States. Our web site is updated weekly and contains over 200 pages of product information, prices, and links to manufacturers.



**NORTHERN POWER SYSTEMS**

Mr. Lawrence Mott  
Special Projects Director  
1 North Wind Road  
Waitsfield, VT 05673-0999 USA

Tel: (802) 496-2955 x39  
Fax: (802) 496-2953  
E-mail: [Lmott@northernpower.com](mailto:Lmott@northernpower.com)  
Web Page: [www.northernpower.com](http://www.northernpower.com)

**Countries & Regions:** Northern Power's systems are found on all seven continents and in over 30 countries.

**Products & Services:** Northern Power Systems is an engineering-oriented company that has been solving difficult power system problems since 1974. Northern Power products include pre-packaged, renewable energy based hybrid power systems; wind turbines designed specifically for critical applications in harsh locations; PLC (Programmable Logic Controller) based system controllers and specialized system enclosures. Northern Power can offer turnkey contractor services for project design and engineering, equipment procurement, installation, and commissioning. We also provide operations & maintenance support with training and post-installation services.

**Market Niche:** Northern Power's systems are found in some of the most unforgiving environments on earth. Project applications range from the communications facility for the largest base in Antarctica, to a village at the mouth of the Amazon. Power system capacities range from less than 100 Watts for mountain top radio links, to 500 kiloWatts at an industrial facility in the Bering Sea. The primary focus of the company has been on the use of renewable energy technologies to power critical loads in remote or stand-alone applications. NPS pioneered the integration of renewables, specifically wind turbines and photovoltaics, with conventional fuel generators in versatile and highly reliable hybrid power systems.

**Overseas Dealers:** While Northern Powers Systems does work with overseas dealers on an as required basis, we do not have a formal network of representatives.

**POWERLIGHT CORPORATION** 

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**POWERPOD CORPORATION**

**Subsidiary of:** SUNDANCE SOLAR DESIGNS

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## **REAL GOODS TRADING CORPORATION**

Mr. Steve Rogers  
Manager Renewable Energy Division  
200 Clara Street  
Ukiah, CA 95482 USA

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Tel 2: (800) 919-2400  
Fax: (707) 462-4807  
E-mail: [techs@realgoods.com](mailto:techs@realgoods.com)  
Web Page: [www.realgoods.com](http://www.realgoods.com)

**Countries & Regions:** Our technical services are offered worldwide, and our products can be shipped worldwide.

**Products & Services:** Real Goods Trading Corporation provides information on sustainable living, technical consultation for renewable energy projects and reliable products for solar, wind and hydro systems. Our product catalog can be ordered by mail or by telephone. Outside of the continental US send US\$7 to the address above, or call (707) 468-9292 x8700.

The Real Goods Renewables Design and Consulting Group has assembled some of the world's leading experts to implement large-scale commercial and Eco Tourism projects worldwide. From site assessment and planning to architectural design, our specialty is renewable energy system design, supply, installation, and training. Call (707) 468-9292 x2140 for more information.

**Market Niche:** Renewable energy products and systems for residential and commercial applications.  
**Overseas Dealers:** Visit our web site. Real Goods is a mail order and retail business and does not have an official dealer or distributor program.

## **SIERRA SOLAR SYSTEMS**

Mr. Jon Hill  
Owner  
109 Argall Way  
Nevada City, CA 95959 USA

Tel: (530) 265-8441  
Fax: (530) 265-6151  
E-mail: [solarjon@sierrasolar.com](mailto:solarjon@sierrasolar.com)  
Web Page: [www.sierrasolar.com](http://www.sierrasolar.com)

**Products & Services:** Solar electric systems and products, water pumping systems, solar water heating, hydropower, wind power, and energy efficient products.



## **SOLAR CREATIONS**

Mr. Brian Maurer  
General Manager  
2189 SR 511 S  
Perrysville, OH 44864 USA

Tel: (419) 368-4252  
Fax: (419) 368-4252  
E-mail: solarcre@bright.net  
Web Page: www.bright.net/~solarcre

**Countries & Regions:** Mexico and US.

**Products & Services:** Solar electric and wind for residential, commercial, and industrial applications. Solar water heaters, space heating, and water pumping.

**Market Niche:** Off-grid, Y2K, new construction, utility bill reduction or elimination. We have been installing systems since 1991 and have NEC certification.

**Overseas Dealers:** We design and install systems of any size.

## **SOLAR DEPOT, INC.**

Ms. Kija Mizany  
CEO  
61 Paul Drive  
San Rafael, CA 94903 USA

Tel: (415) 499-1333  
Fax: (415) 499-0316  
E-mail: kija@solardepot.com  
Web Page: www.solardepot.com

**Countries & Regions:** US and International. Receptive to trade all over the world.

**Products & Services:** In business since 1979. Solar electric systems - stand alone, hybrid and utility interactive. Components for solar electric systems - PV modules and mounting structures/trackers, charge controllers/system monitors, deep cycle batteries (flooded & gel), DC to AC inverters, solar-powered water pumping, energy efficient lighting and refrigeration, solar thermal systems and components, solar water heaters.

**Market Niche:** Remote residential electric systems, utility-interactive residential PV, stand-alone systems for telecom, telemetry, cellular, SCADA, and personal communication systems (PCS). Mobil solar power systems for disaster relief, solar lighting systems, village power systems, solar water pumping.

**Overseas Dealers:** Solar Depot considers dealership applications from qualified individuals and companies only. Qualifications include: a business plan that identifies local markets, estimates demand for the products, identifies competition in the area, describes methods of promoting your business/products (including samples of your promotional material), and includes a schedule of orders for our products within the next six months. In return, we offer technical assistance where required, training of your personnel at our facilities, lead referrals from your area and marketing assistance.

**SOLAR ELECTRIC POWER CO.**

Mr. Steve Robbins  
President  
7984 Jack James Drive  
Stuart, Florida 34997 USA

Tel: (561) 220-6615  
Fax: (561) 220-8616  
E-mail: [sepco@tcol.net](mailto:sepco@tcol.net)  
Web Page: [www.sepco-solarlighting.com](http://www.sepco-solarlighting.com)

**Countries & Regions:** Africa, Middle East, Central Asia, Central and South America, Bahamas, and the Caribbean Basin.

**Products & Services:** SEPCO draws on over 18 years of experience in the commercial solar electric lighting and power system field. With over 2,000 models of mass produced systems, specified from our unique "Design Guide," there is a product for every application.

**Market Niche:** Commercial solar electric lighting for streets, security lighting, signs, school zones, parks, roadways, billboards, pathways, landscaping, bus shelters, parking lots, picnic areas/campsites, traffic flashers, rest areas/rooms, marinas, and boat ramps. Also a full line of home and business power system packages, including lighting, refrigeration, pumping, and AC power supplies.

**Overseas Dealers:** SEPCO is a licensed export company seeking "in country" partners to sell, service, install, and provide after sales support for all of our customers. Provide marketing materials, sales aids, training, and complete design services.

**SOLAR ELECTRIC SPECIALTIES CO.**

**Subsidiary of:** APPLIED POWER CORPORATION

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**SOLAR ELECTRICAL SYSTEMS**

Mr. Greg Johanson  
Owner  
2746 West Appalachian Court  
Thousand Oaks, CA 91362 USA

Tel: (805) 373-9433  
Fax: (805) 497-7121  
E-mail: [ses@pacificnet.net](mailto:ses@pacificnet.net)

**Countries & Regions:** Southern California and Baja Mexico.

**Products & Services:** Solar Electrical Systems is a full service PV systems integrator. The company has installed 2 MW of off-grid PV systems and over 1MW of grid-tied systems. Focusing on the Southern California and Baja Mexico marketplace, we provide 100kW and smaller systems for the custom homes and utility companies in our area. We focus on cost effective applications with the long-term reliability of 20+ years of design service.

**Market Niche:** Packaged and tested systems sold overseas. Larger systems customized. Remote home and grid-tied PV systems with and without batteries.



**SOLAR OUTDOOR LIGHTING, INC.**

Mr. Alan Hurst  
Vice President  
3131 SE Waaler Street  
Stuart, FL 34997 USA

Tel: (561) 286-9461 x 24  
Fax: (561) 286-9616  
E-mail: [lightsolar@aol.com](mailto:lightsolar@aol.com)  
Web Page: [www.solarlighting.com](http://www.solarlighting.com)

**Countries & Regions:** Italy, Philippines, Australia, Hawaii - South Pacific, Nigeria, and Zimbabwe.  
**Products & Services:** UL listed solar streetlights, parking lot lights and sign lights used for billboards and monument signs. Special Max-Lite Reflection provides highest light levels.  
**Market Niche:** Cities, counties, states, federal government for streets, docks, parks, monument signs, and highway signs. Advertisers for billboards and bus shelters.  
**Overseas Dealers:** Dealers are welcome from all parts of the world. We want to know about present customers and the products being sold.

**SOLAR QUEST**

Ms. Carrie Becker  
Partner  
28706 New School Road  
Nevada City, CA 95959 USA

Tel: (530) 292-1725  
Fax: (530) 292-1321  
E-mail: [SOLARQUEST@JPS.NET](mailto:SOLARQUEST@JPS.NET)  
Web Page: [www.jps.net/solarquest](http://www.jps.net/solarquest)

**Countries & Regions:** US.  
**Products & Services:** We supply all types of solar equipment including: solar electric modules, inverters, batteries, generators, charge controllers, solar water pumps, DC load centers, and wind generators.  
Services: system integrator, design engineer.  
**Market Niche:** Telecommunications, water pumping, and solar electric systems.

**SOUTHWEST PHOTOVOLTAIC SYSTEMS, INC.**

Mr. Marshall Blalock, Jr.  
President  
212 East Main  
Tomball, TX 77375 USA

Tel: (281) 351-0031  
Fax: (281) 351-8356  
E-mail: SWPV@southwestpv.com  
Web Page: www.southwestpv.com

**Countries & Regions:** Primarily in Mexico, Central and South America, and Africa. Open to all.

**Products & Services:** Distributor for Solarex in the Americas. We stock solar modules and complete balance of system components, (regulators, inverters, wind generators, mounting structures, batteries, enclosures, lights, and pumps). Our services include free engineering analysis, site analysis, pre-packaged systems, and complete turnkey installations worldwide.

**Market Niche:** Primarily focused on sophisticated industrial PV applications for telecom, telemetry, automation and land, sea and air aids to navigation. We manufacture complete traffic flashers as well as FAA beacon systems. In the rural electrification markets, we supply components and complete systems for on- and off-grid homes, water pumping using AC or DC electric motors, and water disinfection systems using filtration and UV light.

**Overseas Dealers:** We can supply technical support as well as all needed equipment. We offer free engineering and competitive pricing. We are open to establishing joint ventures with qualified companies who see their future as making a difference in photovoltaics for their region.

**SUNAMP POWER COMPANY** 

Mr. Jon Walker  
Vice President  
7850 E. Evans Rd., #104  
Scottsdale, AZ 85260-6919 USA

Tel: (480) 922-9782  
Fax: (480) 922-4928  
E-mail: sunamp@sunamp.com  
Web Page: www.sunamp.com

**Countries & Regions:** Canada, Mexico, Honduras, Haiti, Panama, and South America.

**Products & Services:** Manufacture charge regulators and meters.  
Wholesale distributor of Solarex modules, Trace inverters, and balance of system.  
Design home, RV, water, lighting, and cooling solar electric systems.

**Market Niche:** Home (off-grid and emergency power), water distribution and distillation, evaporative cooling, RV, and lighting.

**Overseas Dealers:** Manufacturer and wholesaler.

**SUNDANCE SOLAR DESIGNS**

Mr. Kerry Kalarney  
CEO/President  
P.O. Box 321  
Placerville, CO 81430 USA

Tel: (970) 252-1978  
Fax: (970) 252-1978  
E-mail: solar@rmi.net  
Web Page: www.powerpod.com

**Countries & Regions:** Mexico, Argentina, Brazil, Caribbean Basin, and US.

**Products & Services:** Complete solar system consulting, design integration, installation, and sales of all system components and peripherals. Modular integrated systems for rural electrification, medical clinics, schools, telemetry, and telecom.

**Overseas Dealers:** Must have working knowledge of photovoltaics.

**Subsidiary:** POWERPOD CORPORATION

**SUNWIZE TECHNOLOGIES, INC.** ✂

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**TALMAGE SOLAR ENGINEERING, INC.**

Mr. Naoto Inoue  
Vice President  
18 Stone Road  
Kennebunkport, ME 04046 USA

Tel: (207) 967-5945  
Fax: (207) 967-5754  
E-mail: tse@talmagesolar.com  
Web Page: www.talmagesolar.com

**Countries & Regions:** US.

**Products & Services:** BP Solar distributor. Trace. Two Seas. Southwest Wind. Complete low cost, low watt solar lighting system kits. Complete line of all accessory equipment. Design service. Licensed engineer.

**Overseas Dealers:** Worked with Nigerian solar computer, street lighting projects. Bids in for India.

**UNITED SOLAR SYSTEMS CORPORATION** ⚙

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**COMMUNITY POWER CORPORATION** ⚡

Mr. Robb R. Walt  
President  
8420 S. Continental Divide Road  
Littleton, CO 80127 USA

Tel: (303) 933-3135  
Fax (303) 933-1497  
E-mail: robbcpc@aol.com

**Countries & Regions:** Philippines, Indonesia, and U.S.A.

**Products & Services:** Products: Small modular biopower systems: 7.5 kW to 25 kW. Hybrid power systems: PV and wind-based. Prepayment meters – AC and DC energy dispensers (100 Wh/day up to 30kWh/day). High efficiency biomass cooking stoves. Crop dryers – biomass powered. Services: Design of rural electrification projects. Feasibility studies. Market studies. GPS/GIS Mapping of Communities.

**Market Niche:** Community Power Corporation identifies, designs, packages, and implements commercially viable renewable energy-based off-grid energy services projects and supplies renewable energy-based power systems and revenue collection devices to support sustainable electrification and development of the world's 4+ million unelectrified communities.

**Overseas Dealers:** The ideal local partner must have the ability to aggregate large numbers of unelectrified communities and/or have the ability to manufacture/assemble/distribute/service small modular biopower systems and other renewable energy products.

**GENESIS POWER, L.L.C.** ⚡

Mr. Anders Glader  
President  
102 E. Blithedale Ave., Ste. 4  
Mill Valley, CA 94941 USA

Tel: (415) 388-2767  
Fax: (415) 388-5295  
E-mail: aglader@earthlink.net

**Countries & Regions:** North, Central and South America

**Products & Services:** Genesis Power develops rural electric power projects in the Americas and provides fee-based services in the same arena. We promote least-cost, appropriate solutions to rural electricity problems. The term "appropriate" implies a level of suitability to the project surroundings, the use of readily available fuels, and a consistency with long-term goals in the region. Projects may incorporate small-scale systems, grid extension, or some combination of the same. Isolated systems include, but are not limited to, Diesel gen-sets, PV, wind generators, and small hydro turbines. Genesis Power also works to establish the necessary infrastructure for the reliable design, procurement, installation, operation, and maintenance of rural power systems. Fee-based services offered by Genesis Power include assessing markets, identifying projects, writing business plans, conducting feasibility studies and due diligence, designing rural electrification programs, managing projects, and obtaining financing.

**Market Niche:** Rural electric power project development in the Americas.

**Overseas Dealers:** Genesis Power operates under a very lean structure and seeks in-country partners with whom to develop projects. Genesis Power seeks to obtain exclusive, regional development rights and to negotiate rural power purchase agreements or energy service contracts with large, creditworthy customers.

**SOLAR ELECTRIC LIGHT FUND** ⚡

Mr. Robert Freling  
Executive Director  
1775 K Street, NW  
Washington, DC 20006

Tel: (202) 234-7265  
Fax: (202) 328-9512  
E-mail: [solarlectric@self.org](mailto:solarlectric@self.org)  
Web page: [www.self.org](http://www.self.org)

**Countries & Regions:** China, Sri Lanka, Nepal, Vietnam, India, Tanzania, Brazil, Indonesia, South Africa, Uganda, and Solomon Islands.

**Products & Services:** The Solar Electric Light Fund (SELF) is a non-profit, charitable organization that was founded in 1990 to promote, develop, and facilitate solar rural electrification and energy SELF sufficiency in developing countries. SELF seeks to assist developing communities in the acquisition, financing and installation of decentralized solar electric systems. SELF, acting as a catalyst, brokers the purchase and delivery of solar lighting systems. SELF works in partnership with rural solar electric associations, local photovoltaic (PV) system suppliers, energy service companies or cooperatives, as well as donor agencies, corporations, multilateral development banks, and governments.

**Market Niche:** SELF focuses on project development in developing countries, to which there are four components: training, installation and maintenance; revolving credit; long-term sustainable development; and creation of entrepreneurs in rural communities.

**Overseas Dealers:** SELF works in concert with local partners to provide training for the installation and maintenance of solar powered PV systems. Our local partners are instrumental in helping to set up revolving credit plans that allow for the purchase of equipment by individuals who require electrification.

**SOLUZ, INC.** ⚡

Mr. Richard Hansen  
President  
55 Middlesex Street, Unit 221  
North Chelmsford, MA 01863 USA

Tel: (978) 251-5290  
Fax: (978) 251-5291  
E-mail: [soluz@igc.org](mailto:soluz@igc.org)  
Web Page: [www.soluz.net](http://www.soluz.net)

**Countries & Regions:** Honduras and the Dominican Republic

**Products & Services:** SOLUZ, Inc., through its subsidiaries Soluz Honduras and Soluz Dominicana, operates fee-for-service operations within both Honduras and the Dominican Republic, by which thousands of people satisfy their daily electricity needs through renewable energy. In addition to the fee-for-service operations, Soluz Honduras and Soluz Dominicana also retail and wholesale renewable energy equipment. Through its joint venture consulting company, Global Transition Consulting (GTC), SOLUZ provides a wide range of consulting services to plan and implement sustainable renewable energy-based rural electrification activities in the developing world. These services have included preliminary project feasibility/design, project development, business plan development, training and PV fee-for-service business development.

**Market Niche:** PV and other renewable energy systems for off-grid applications in developing countries, chiefly for household and small business use.

**SUNLIGHT POWER INTERNATIONAL** ⚡

Ms. Wendy Aulakh  
Operations Manager  
1800 M. St., NW, Suite 300  
Washington, DC 20036 USA

Tel: (202) 293-6238  
Fax: (202) 223-5537  
E-mail: WRAULAKH@TTCORP.COM

**Countries & Regions:** Morocco

**Products & Services:** Financing for solar home systems (credit and fee-for-service). Sale of Sunlight Power Systems (25–75Watt general range). Installation and after sale maintenance.

**Market Niche:** Rural markets – unelectrified households and small businesses/community centers – individual customers. Currently operating in Morocco with investments in two affiliate companies in the Dominican Republic and Honduras.

**Overseas Dealers:** Interest is in developing local operating companies with local partners in a franchise-type operation. Focus is PV and fee-for-service financing. Not interested in selling equipment but in developing long-term services.

Morocco  
Dr. Abdelhanine Benallou  
President  
SunLight Power Maroc, SA  
2, Avenue de Marrakech  
Rabat, Morocco

Tel: 212-7-661032/34/35  
Fax: 212-7-661037  
E-mail: sunlight@maghrebnet.net.ma



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