

SOUTHERN EXPOSURE SOLAR

804.965.4040 | SUNNYDAY@SOUTHERNEXPOSURESOLAR.COM

25 YEAR SOLAR SYSTEM WARRANTY

- Backed by multinational leader CertainTeed
- Covers all major components and workmanship

MASTER SOLAR INSTALLER

EMPOWERING CLIENTS

- How to Recognize Quality and Value

CERTAINTEED 25 YEAR WARRANTY



Your 25 year guarantee on all major components and workmanship is fully backed by CertainTeed, a quality building materials company since 1904 and subsidiary of Saint-Gobain, the global leader in building materials since 1665.

In choosing S.E.S. as your solar partner, your solar system will be protected by the industry's premier warranty on all major components and workmanship. If the founders of S.E.S. retire, you're covered; if CertainTeed and Saint-Gobain close their doors on solar, you're still covered.



Welcome to the Smartest Warranty in Solar.

MASTER SOLAR INSTALLER

Our President earned the Gold Standard Certification for solar professionals, NABCEP PV Installation Professional. He has overseen and contributed to more than 400 Residential and Commercial installations, equating to +4MW, with system sizes of 4-92 kW.



EMPOWERING CLIENTS

How to Recognize Quality and Value



- »»» The Basics and Craftsmanship
- »»» Buyer Precautions - Caveat Emptor
- »»» Demand Industry-Leading Design Practices

THE BASICS



PANEL DIRECTION

Panels are optimized when oriented South, East, or West. Northern orientations are not recommended.

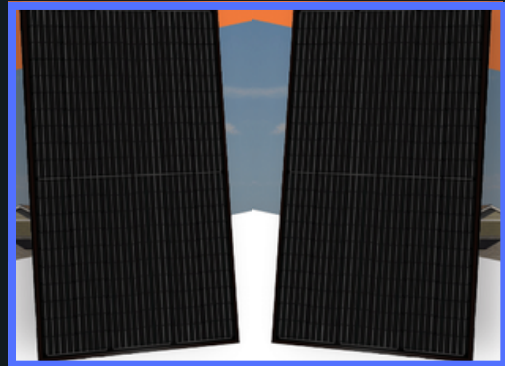


IS THERE ENOUGH SUN IN VA?

Germany is a global leader in Solar Energy with around 3.1 hours of ideal sunlight a day. As Virginia has around 4.75 hours of ideal sunlight daily, solar systems are well worth the investment in our region too!

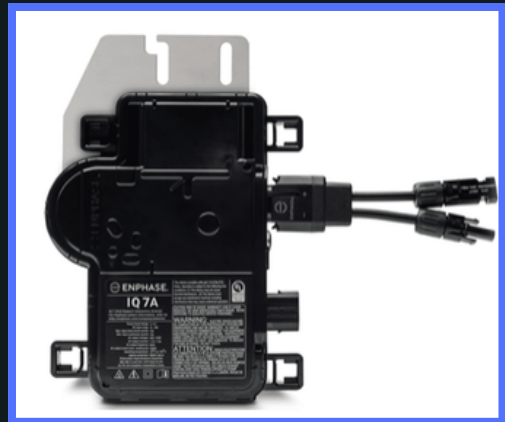
THE BASICS

Major Components



SOLAR PANELS

Solar panels, known as photovoltaic modules, are the part of your system that produces electricity as DC power. The panel creates electricity thanks to the wafer of crystalline silicon and the photovoltaic effect that occurs when light energy excites the silicon molecules. Panels are mounted off the roof as they prefer to run cool. 3" is preferred when achievable.



INVERTER

Inverters are the technology that converts the DC power generated by solar panels into AC power that can be used in your home and go to the utility grid for your net-metering benefit.



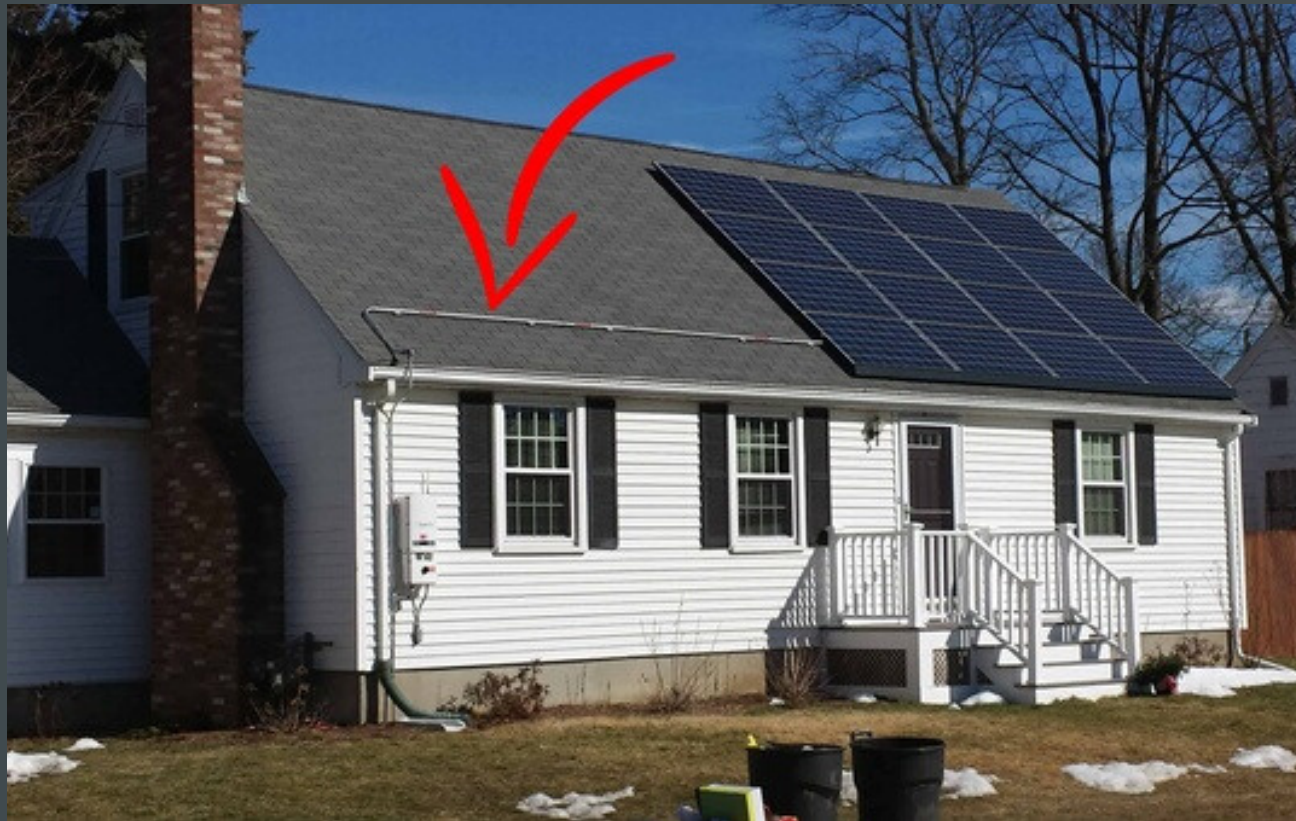
NET METERING

Watch Your Meter Spin “Backwards”! Virginia law states that electricity put back on the grid must be credited back to the homeowner as bankable kilowatt hours (kWh). On days and months your production is higher than use, excess credits will go to your “kWh bank.” These are then used to offset power costs at times of lower solar production.

CRAFTSMANSHIP

Aesthetics Come First

SOLADECKS



POOR CRAFTSMANSHIP

VS



PROPER CRAFTSMANSHIP

SolaDecks keep unsightly conduit off your roof to instead route the wiring through your attic. This method is utilized for every home that can take advantage of a SolaDeck.

CRAFTSMANSHIP

Aesthetics Come First

PANEL ALIGNMENT



POOR CRAFTSMANSHIP

VS



PROPER CRAFTSMANSHIP

Due diligence on your solar installer's expertise is very important.

BUYER PRECAUTIONS

Key Manufacturer and Installer Considerations

PANEL WARRANTY

Some panel manufacturers' 25 year linear output warranties are nullified if poor workmanship causes an output decrease after the workmanship warranty (often 10-12 years) has expired. Ensure your panel manufacturer protects you.

INVERTERS

Some inverters have a 5 or 12 year manufacturer warranty, not 25 years. Be sure to double check.

WORKMANSHIP GUARANTEES

These guarantees are only as good as your solar partners. Companies – both installers and manufacturers – don't always stand the test of time. With S.E.S. and CertainTeed, you have peace of mind.

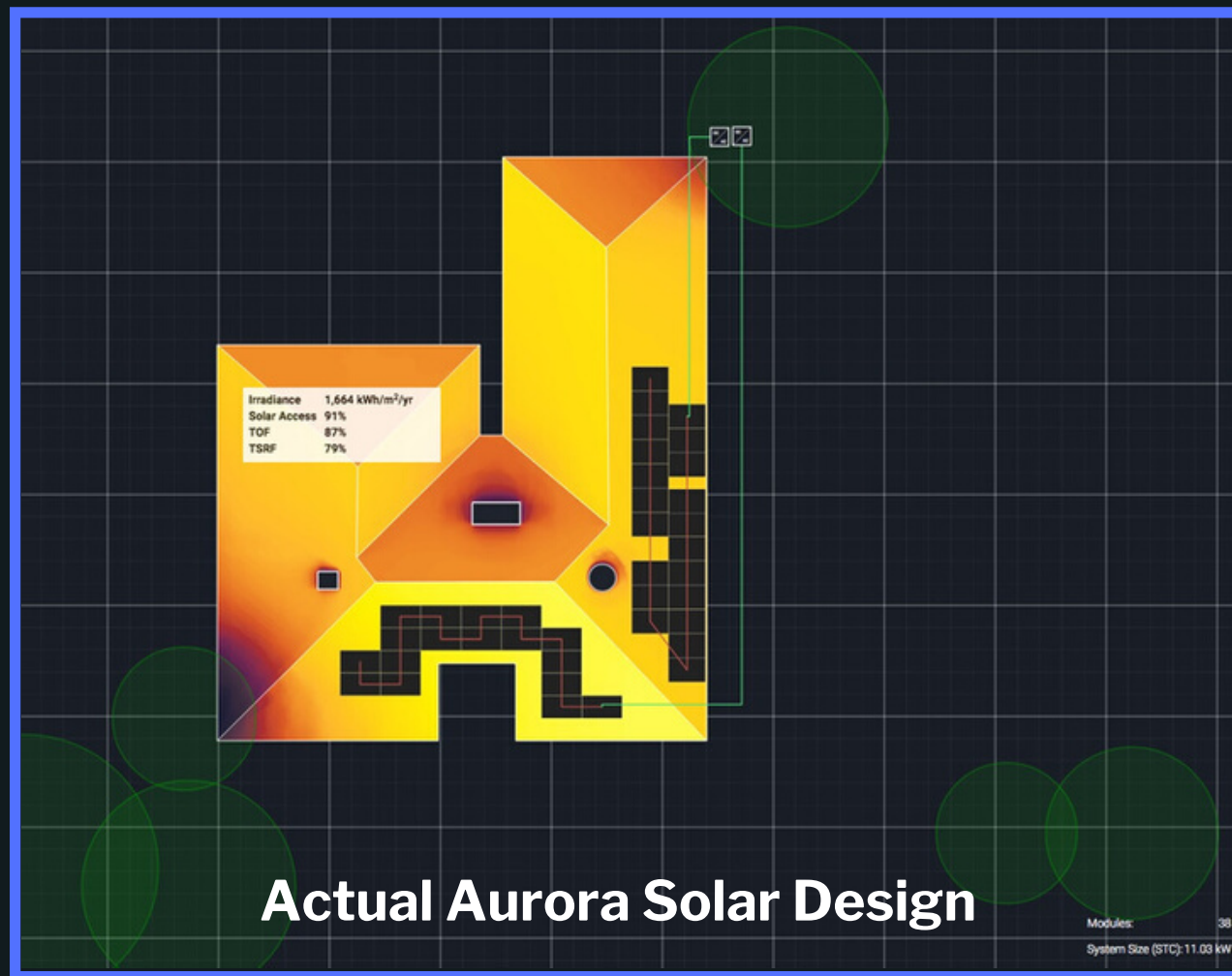


PRECAUTION

Not all warranties are equal.

DEMAND INDUSTRY-LEADING DESIGN PRACTICES

With the Optimally Designed System



Our systems are designed with industry-leading software Aurora Solar to replace guesswork with data. Your system will be as close as possible to perfect without someone sitting atop your roof for three years to collect data. Power production variables include:

- *Local weather patterns*
- *Sun hours for your home*
- *Sun directions and roof pitch*
- *Shade from trees and other obstacles*



THE HAGGLE-FREE SOLAR SHOPPING EXPERIENCE

VIRGINIA'S BEST SOLAR WARRANTY

Even if the founders of S.E.S. retire or CertainTeed discontinued its solar department, your system's major components and workmanship are covered!

With century-old CertainTeed, you can count on its warranty with more confidence than choosing any other solar equipment manufacturer worldwide or any other Virginia solar installer!



SOUTHERN EXPOSURE
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JOIN THE S.E.S. FAMILY

Our Pledge

We are here to deliver solar the straightforward and honest way. If solar isn't right for you, we'll be the first to let you know. And if going solar is the smart choice, you'll be glad you chose us.

- **Best Warranty**
- **Best Installers**
- **Best Solar Teammate**
- **Best Investment Value**

WELCOME TO THE S.E.S. WAY!



With S.E.S.

Get Peace of Mind



804-965-4040



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Class A Contractor | Licensed Insured & Bonded | Fred Walker, President - NABCEP PVIP # PV-102415-011537