

# Seaman Corporation, groSolar and Sun Edison Solar Energy Form Partnership



**INTELLIGENT**  
ROOFING SOLUTIONS



Seaman Corporation has partnered with groSolar ([www.grosolar.com](http://www.grosolar.com)) and Sun Edison ([www.sunedison.com](http://www.sunedison.com)) two world-leaders in the solar energy market. This partnership is to help develop a wider usage of solar energy at the lowest cost possible, both short- and long-term, for our customers.

This alliance will provide its customers with consultant services to determine if solar energy is the right choice for building owners. It also will provide our customers with the broadest choice of solar products to choose from and a third party alternative finance method which requires little or no upfront capital.

groSolar, a national Integrator, is known worldwide for helping commercial and residential building owners find the best solar energy solutions by offering a wide variety of panels, specific to your building's energy needs. Sun Edison innovated the solar energy business model that provides a Solar Power Purchase Agreement. This provides customers with low-cost energy and solar energy management. With little or no cost to the building owner, Sun Edison delivers fully managed solar energy services by taking title of the solar panels on a building and maintains, services, and monitors energy production. In return, a Power Purchase Agreement is made with the building owner; refer to page 3 for more details.

Seaman Corporation, a world leader of coated fabric technology for over 60 years, is the manufacturer of FiberTite Roofing Membrane. FiberTite has a track record of long-lasting roofing protection.

## **Why is FiberTite Roofing Membrane ideal for solar panels?**

Solar panels are designed to provide more than 25 years of life, and are typically warranted for 20 or 25 years. Some methods of financing also are based on securing that length of life. If you have to reinstall solar panels because the roof failed, you could incur a significant cost. FiberTite was introduced over 30 years ago, and over 99% of our roofs are still protecting, making it an ideal roofing product for Solar PV.

Rather than align ourselves with a one solar panel manufacturer and multiple national Integrators, Seaman Corporation chose one large, respected and experienced national Integrator with which to partner for a few important reasons:

1. Aligning ourselves with one solar panel manufacturer would limit our customers to one given type of PV technology. There are several types of base technology, different physical forms of products and many different manufacturers. groSolar has access to virtually every product available and is well positioned to recommend the best technology, product form and manufacturer for the customer.
2. We selected Sun Edison, given they're the largest supplier of Power Purchase Agreements (PPA) in the world. Sun Edison is a pioneer of Solar PPAs and has experience with over 300 projects of this nature across the world.



**Seaman Corporation**



## Who do I contact to determine if solar makes sense for me?

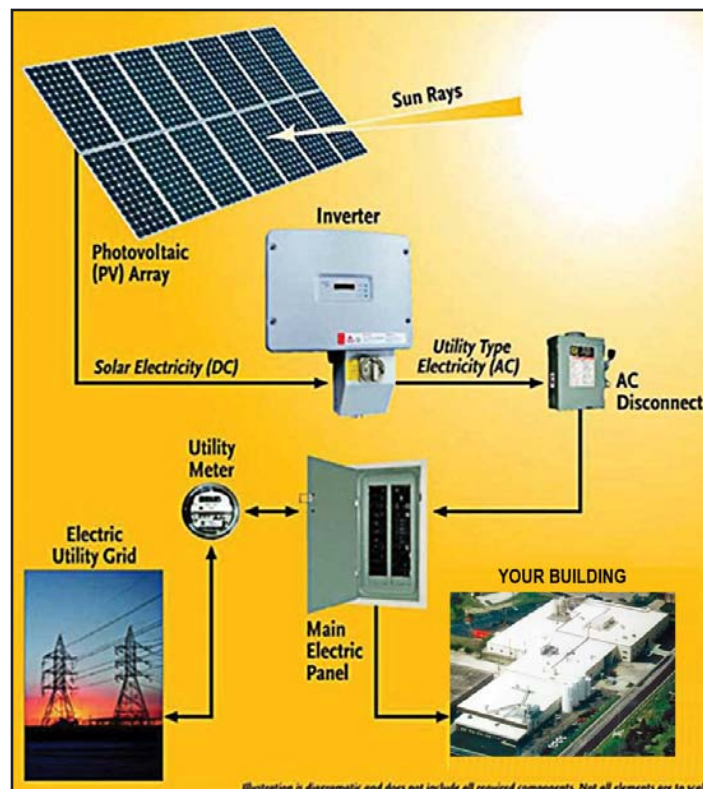
If you're interested in solar energy for your building, contact Art Marangi with the FiberTite Division of Seaman Corporation at 800-927-8578, ext 5953.

## FREQUENTLY ASKED QUESTIONS ABOUT SOLAR ENERGY

### How is solar energy generated?

**Solar Photovoltaic (PV)** - A solar cell converts light to electricity. This solar cell can be made from a number of different substrates. The most common is silicon. (Computer chips and semiconductors are made of this same material, which is an abundant chemical element.) Basically, when light strikes the surface of a solar cell, some of it is absorbed into the silicon. This light energy bumps the electrons loose and causes energy to flow.

**Conversion Efficiency** - The percent of the sunlight absorbed into the solar cell that is converted to usable energy is referred to as its efficiency. For example, if a solar cell is rated at 10% efficiency, that means that 10% of the captured energy from the sun is being converted into electricity. If solar PV module 'A' is rated at 10% and module 'B' is 20%; then you would need to purchase twice as many 'A' modules to equal the capacity of module 'B'.



### **How is solar energy purchased?**

Solar energy is purchased based on the watt capacity (or peak production) of the system, also known as the “nameplate” or “system capacity”. It should be quoted to buyers as the cost per watt capacity. Cost per panel or cost per square foot is, basically, irrelevant.

### **What is a Power Purchase Agreement?**

The Solar Power Purchase Agreement model utilizes unique financial relationships and a complex set of capabilities that few organizations have. The Solar PPA structure allows them to maximize the use of the federal investment tax credit and other local incentives, and to participate in the Solar renewable energy credit market.

A power purchase agreement is an alternative financing method for purchasing solar systems. With a power purchase agreement, there are little or no up-front capital costs to the building owner. With a PPA, Sun Edison takes title to the solar panels and assumes the responsibility to monitor the performance and is responsible for the maintenance, if required. In return, the building owner agrees to purchase solar power from Sun Edison for usually 20 years. In solar-friendly States, the building owner typically would benefit from lower energy costs with solar vs. their current grid cost.

### **What is the best solar panel to purchase?**

There isn't one best product for all buildings. Determining the best product is based on your current situation. groSolar will help you make that decision.

**For more information** on solar energy, read our [White Paper - Solar 101](#).



**FiberTite Roof**  
Orlando Convention Center