

November 11, 2010

To AET Solar:

It has been a little over a year since we installed our solar panels and I had told you when they were installed that I would be sending you a letter commenting on your product. Here's your letter.

Three years ago I was considering purchasing solar panels. My wife wasn't interested at that time but began to see that our energy costs were increasing every year. These increases didn't sit well with either of us. I researched various solar panels and found that many of them were produced overseas. It didn't seem right that if we were to have panels installed that it would require that we go outside of the U. S. to get a good product. We wanted a good product made in the U.S. A.

I stumbled upon your office and took a peek inside. It was unassuming and I spoke with your "Jacqueline of all trades", Anna-Maria. She was on the phone and waved me to a seat. I waited and once she finished her call I expressed my interest in adding solar panels on my home. Anna-Maria was busy but gave me her undivided attention explaining the components of a solar system. She supplied me with brochures and a thorough understanding of solar system basics. I was surprised when she explained that the solar panels that AET installed produced more electricity than many other panels on the market. She stated that AET wasn't the least expensive when it came to solar panels, but their technology was what differentiated them from other companies because fewer panes were needed. She then really surprised me by asking that I continue my research. I was hooked at that moment and proceeded to have AET install their proprietary panels.

The attention to detail and craftsmanship before, during, and after the installation truly exceeded our expectations and while the county inspector went beyond code requirements for the installation we were encouraged that he considered our safety first before the system went on-line.

My wife and I are extremely pleased with the installation and the cost benefit of your solar panels. We need to clean them periodically, but that is the extent of maintenance that we need to perform.

The panels are esthetically pleasing and unobtrusive. They work in the background and we periodically look at what is produced several times a day and marvel each time we do so unless it rains, which is infrequent in Southern California.

Instead of being at the mercy of the electric producers, we realized at the end of one year that we spent less than \$75.00 for an entire year's worth of electricity consumption.

We enjoy going outside to the meter and watch it run backwards even though we can monitor the system inside of our home. This is one way that consumers can be, "the smartest guys in the room."

Sincerely,

William M. Smith
Jane F. Smith

