



Steve Hill welcomes Keisuke Oka, Shouji Nishizawa and Tatsumi Maeda from KC's Solar Energy Division, who visited KSI to help boost sales in key accounts, emphasizing that KSI has KC's ongoing support as it continues to strive forward.

KYOCERA Solar Modules Help Customer Win 2009 Ashden Award



(Above) On Nicaragua's Isla de San Fernando, 30 Kyocera KC130 panels power hotels and homes on the island tourist destination. (Right) ECAMI's Sales Manager Max Lacayo Cortes demonstrates a PV array of 50 KC130TM modules that powers a phone tower in Nicaragua, cutting generator use and thus saving fuel and CO2 emissions.



PV Installation of the Month

KYOCERA Modules Exceed Performance Expectations



The 500-kilowatt array in Camden County, N.J., is providing 105% of expected output.

“THE 2,500 KYOCERA KC200 modules at the PPL Renewable Energy Park in N.J. are performing at 105% of expected output after nearly three years of operation,” said Steve Gabrielle of PPL Renewable Energy. “Each year, this system is producing about 30,000 kilowatt hours (kWh) more than planned – for a total output of 630,000kWh annually.”

The reason is simple: Kyocera is conservative in estimating its modules' performance to ensure that customers get at least what they expect from each solar installation, and in optimal conditions they often overperform.

“It's the Kyocera way to under-promise and overdeliver,” said Tom Dyer, V.P. of Marketing and Government Policy. That's great news for PPL, its energy customers, and the state of New Jersey.

ON JUNE 11, THE 2009 ASHDEN Awards for Sustainable Energy were presented by their patron, His Royal Highness, the Prince of Wales. Founded in 2001 to encourage the greater use of local sustainable energy to address climate change and alleviate poverty, the Ashden Awards have rewarded more than one hundred winners across the UK and the developing world.

Kyocera's customer, Empresa de Comunicaciones, SA (ECAMI) in Managua, Nicaragua, won a 2009 Ashden Award of £20,000 for its pioneering sustainable energy project that has installed more than 400 kWp of high quality photovoltaic systems.

ECAMI, a private business founded by Luis Lacayo in Managua, Nicaragua, has supported rural development with photovoltaic power systems since 1982. Its original intent was to supply radio communications equipment in rural areas where infrastructure had been destroyed during the prolonged civil war. Solar photovoltaic (PV) systems were the obvious choice to power the equipment, because there was no main power grid. Opportunities for PV were apparent to the ECAMI staff undertaking the radio communications installations, like home lighting, battery-charging, water pumping and refrigeration. Over the years the

provision of renewable energy systems became the main activity of the company.

“Kyocera supports ECAMI with solar modules, controllers and other components that enable them to enhance the lives of thousands of Nicaraguans,” said Romulo Bisetti, Director of Latin American Sales. “ECAMI helps to power homes, schools and clinics with significant greenhouse gas savings from replacing kerosene lamps and diesel generators, which is good for the environment.”

In Nicaragua, 31% of the population are without grid power, so the work of ECAMI is still very important. ECAMI has installed over 400 kWp PV capacity since 2004, benefitting over 100,000 people. These installations include 2,100 solar-home-systems; over 400 PV systems for health centers, schools, community buildings and offices in rural areas; 70 systems for telecommunications and 40 for urban houses and tourism.

One Nicaraguan business owner who has invested in a PV light explained the difference it made: “We have to get up at 3am to run the sugar cane press. It was a real nuisance to light the kerosene lamp. One day it got knocked over and nearly burned our house down. With the PV light outside the house it is so easy — you just switch it on and get on with the work.”