



## How we price our products

Pricing of both lamps and voltage regulators depends on the following factors:

- 1 volume ordered,
- 2 time to delivery,
- 3 availability of inventory,
- 4 currency exchange fluctuations.

If the Calgary-based factory, in which the products are assembled, has to pay for price increases in components or circuit boards, that price increase is passed on to us, and we will have to pass it on to our customers. However, since our primary goal is to replace the kerosene lamps and candles used by economically stressed people with safe, clean LED lighting, we do our best to keep our profit margin low.

To give you an idea, an order of 500 lamps with 4 months lead time would result in a price of approximately \$20 to \$23.00 Cdn per lamp. Really short lead times could push the price up unless we have inventory in stock. Larger orders with 4 months lead time would very likely result in a lower price.

### What constitutes a full system?

In the Dominican Republic, we use one 5 watt solar panel, one 12 volt 7 amp-hr. sealed lead acid battery (maintenance free), about 60-80 feet of 18 gauge duplex electrical wire, one Add Your Light voltage regulator, three Add Your Light lamps, three switches, and one 5 amp fuse. On our website, we have a link to the wiring diagram.

Depending on the country and context, you might use more or less lamps. In a very small home, you might use only 1 or 2 lamps. We would not recommend running more than 5 lamps at once on our small system, as the battery will become deeply discharged and will be damaged, but you could have several lamps installed at different points in a building, and ration their use to protect the battery. We suggest 12 lamp-hours of use per day,

maximum (ie. one lamp for 12 hours, 3 lamps for four hours, 6 lamps for two hours, or some equivalent combination).

### What does a full system cost?

Our experience in the Dominican Republic is that a full system (utilizing three lamps, and including solar panel, battery, wire, etc.) will cost approximately \$175.00 Cdn. This will vary according to destination, shipping costs, customs duty, etc. We normally do not provide the solar panels, wire or batteries, as it is usually more cost-effective for an organization to purchase these items through their own sources. However, we are willing to supply everything if we are asked to do so.

Here are some options for making purchases. There is the option of buying:

- 1 three lamps and a voltage regulator, leaving it up to the buyer to purchase everything else on their own. This is less expensive, but requires a lot more work on the part of the buyer, than option 2 below.
- 2 a kit including lamps, voltage regulator, and all the bits and pieces necessary to install the system (excluding solar panel, wire, and battery but including wire caps, legs for panel, screws, bolts, electrical tape, wire caps, switches, etc.). Since it costs us time, gas, and money to purchase all the parts, a ready-to-install kit is more expensive. However, it saves the buyer a lot of time.
- 3 lamps alone, for use off a larger (eg. 70 amp-hr.) battery in a situation where electricity is available at times and an inverter system with batteries is used for back-up. This saves so much energy that the large batteries can then be used for other purposes, such as fans, computers, etc.

Please contact [info@addyourlight.org](mailto:info@addyourlight.org) for further information.