



What are the advantages of using Add Your Light's systems rather than the alternatives that are out there?

- 1 It took us 7 years to design and field test every component of our systems. We installed, collected data, visited houses repeatedly, discovered our mistakes, and kept solving problems until we had a system that rarely fails in the field. If a rat chews the wire, then yes, the wiring needs to be fixed and the rat problem resolved. However, we now do not see failures in our lamps, charge controllers, batteries or solar panels, unless people use them inappropriately.
- 2 Quality counts, especially when you have one precious chance to install the systems and do it right. It counts when you have people depending on you and trusting you. It counts when you are spending a lot of donor money just to get to the country and site to do the project.
- 3 The more volume we can sell, the more we can drop the price. As organizations and companies working in development, together we can start ordering thousands of lamps and make it less expensive for everybody.
- 4 Our products are made to be flexible. If you want to use just one lamp, you can. If you want to use our lamps in a larger house or a business, hooking them up to a larger battery in order to save energy, you can. If you want to run 10' of wire to one lamp and 20' to another lamp, go ahead. If you want to use one switch to control all the lamps, instead of one switch per lamp, that is fine.
- 5 Although portable products are great, they are also easily stolen and they tend to require batteries that are less common, require frequent replacement and are more expensive. For that reason, we have not focused on the development of a portable lamp. Our lamps are screwed into a beam or wall. The 5 watt solar panel is still at risk of theft, but we use aluminum legs to bolt it down, and the fact that it is so small makes it less of a target than the larger panels (eg. 75 watt).
- 6 Our lamps have also been used in a diversity of situations. The primary purpose is to help rural families have safe light at night, and the majority of our installations are in this kind of home. However, our lamps have also been used in classrooms (Tanzania), in churches and orphanages (Haiti), milking sheds for cows (Dominican Republic), in restaurants (Dominican Republic), on fishing boats (Dominican Republic) in off-grid recreational lodges and sailboats (Canada), etc. Wherever the need for energy-efficient or emergency back-up lighting is there, our lamps can be a great help.
- 7 We have developed detailed & easy-to-follow installation diagrams, as well as instruction manuals for do-it-yourself installations.
- 8 We have learned, through experience, how to avoid a multitude of problems by purchasing fresh batteries, avoiding certain types of wire and switches, etc. We will pass this important information onto you, so that you do not waste time and money on components that ultimately fail.