



Boyd Solar is a unique company that specializes in creative, comprehensive and cohesive solutions to complex situations and challenges in the renewable energy industry, but serving other sectors as well. We bring expertise, products and people together to provide effective and timely solutions to our customers.

Boyd Solar evolved from the need to bridge the gap between manufactured product and simplified and effective personal use of renewable energy, but is evolving beyond simple application and installation to education, training, manufacturing, design and product improvement.

Testing and use of actual data to apply to real world situations

Boyd Solar tests and evaluates products and applications before selling or installing them. The company and its owners test and live with the products in real world conditions to make sure they perform, and collect data on their performance and even get a “feel” for the systems. We make sure that we stay “connected” with our products and services to continually provide the best and most effective solutions for our customers. It makes our products the most reliable available. Most of our customers come to us because of our reputation of doing high quality work and our ability to effectively solve difficult problems.

Our track record

Business is based on quality and customer satisfaction. We believe business is not just sales: strong business growth is based on listening to the clients’ true needs and addressing them thoroughly in a timely fashion with quality products and installation. That is what satisfies our clients. We continue to gain stature in the industry but that is secondary; reacting to and catering to our clients’ needs has built a strong number of word of mouth referrals.

Capabilities

The capabilities of Boyd Solar expand steadily. We are innovators. Developing new methods and products to satisfy needs is our element. With our industry contacts and associations as well as our vast personal sphere of influence, we can bring together the people and companies required to handle design, engineering, manufacturing, installation, training and service on a large or small scale. A small but choice full-time staff, augmented by choice subcontractors, gives us the ability and flexibility to take on projects of varying sizes with reliable good quality and stability.

Facilities

Production and teaching facilities are on site, side by side with offices, residence and design studio.

Other Boyd Strengths:

- Experience with varied power situations (renewable and non-renewable) and able to apply innovative solutions to match the situation.
- Able to move and adapt quickly.
- Ability to see and assess the need, develop a broad vision, form and implement the strategy.
- Smooth integration of different power sources.
- Manufacturing: development of products for the market from conception to production.

Boyd Solar Customers

Our market includes but is not limited to: Any place or application where stable, secure, long-lived and/or absolutely reliable power (or heat) is needed. Especially useful for technology-based or engineering companies, computers or data storage, internet equipment or production and control facilities, Back-up or uninterrupted power for civil, police and military offices. Remote power needs or redundancy for any reason. Anywhere reduced dependence on fuel is desired for any reason. (green/environmental, costs, accessibility, or other)

Boyd Solar Corp.

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Key personnel

Sean Lougheed

CEO and Manager, Boyd Solar Corp.

Highlights:

First management position at age 23. Turned around a 15 year decline in profits in his second year. Handled multi-million dollar budgets by age 27. His area continually averaged the highest staff retention and return rates at Brewster Inc. and was noted for highest staff morale in the company for the most years. Managed another firm to greater than 100% growth 3 consecutive years in a row in a non-growth industry.

Attributes:

Straight forward communicator, honest and dedicated to accomplishing goals. Demands the same from his command structure. A true team builder; encourages and praises good work, progressive attitudes and accomplishments. Recognizes, utilizes, and develops people's talents to the optimum. Very aggressive and swift in dealing with problems.

Sean works at being able to do, or at least to truly understand the job of every person in the company. This understanding of capabilities, boundaries and limitations of all parts of the company is key to quicker, effective decisions, less problems and higher output.

Training:

Internal company training at Brewster Inc. (www.brewster.ca). Tom Peters, Dale Carnegie upgrading on an on-going basis. Currently continuing training and refreshing on MBA course materials.

Third level Excel training completed, graduated top of class. Other misc. Windows-based training.

Other Education and Experience:

Self-educated in economics and banking systems, and analysis of macro and micro economics and market dynamics. Experience with currency and commodity trading. Traded commodities actively for 18 months (profitably).

Was part of the design and development committee designing the Columbia Icefield Centre in Jasper National park, a tourist complex including Hotel, 2 dining rooms, Gift shop, interpretive center and tour terminal. This large facility is self contained and off grid. Considerable experience was gained in energy systems and management as well as environmental reports and government application processes.

Proficient in many types of computer operations, including Website development, graphic and CAD type programs; able to read and write machine code fluently. Presently learning MasterCam (3 dimensional CNC manufacturing software). Worked in floor operations and gained experience in fabrication methods, shop practices, safety, and production set-up of custom manufacturing in highway coach repair (tourism) and the movie/theater industry. Has an extensive knowledge of metal, materials, coatings, chemicals and processes.

Pilot's license and extensive knowledge of aircraft construction, design and flight characteristics. Recognized as an intuitive pilot. Served as backup test pilot on a small, all-new design, single engine aircraft; took second flight of the aircraft and other subsequent flights. Finished flight plans, programs and debriefs with strict adherence and professionalism.

Erhard Hermann,

CDO, System Designer, Master Electrician, Boyd Solar Corp.

Master Electrician who started in the trade over 30 years ago. Electrical experience is extensive and includes residential housing, commercial, agricultural, service and troubleshooting, control systems, as well as serving unique and specialized needs. Has an unmatched ability to assess situations, discern the challenges and problems and resolve them with comprehensive and integrated solutions. Has been foreman on large commercial projects and has been called in to get other projects back on track and schedule. His years of experience give him a very broad base of knowledge to draw from. Projects include a new Hospital, several food stores, schools and a large shopping mall

Erhard has set up many independent solar homes and installations, as well as designed and built his own completely independent solar home virtually single handedly. In addition to electrical, he is also knowledgeable and familiar with building, plumbing, heating/cooling and finishing trades and how to integrate them and make them work well together. Has redesigned and improved control systems for installations such as lift station controls incorporating satellite communications, including designing and programming the logic controls.

Having moved away from standard electrical work years ago, Erhard has applied his education, experience and broad-based knowledge to innovative solutions in the solar industry. Presently he designs the best and most seamlessly integrated solar hybrid systems in Canada. His input and opinions are sought after and respected in the renewables industry. Various manufacturers have incorporated his ideas into several solar products now on the market.

Other education includes broad based computer knowledge, including, but not limited to CAD, PLC programming, Excel, Word, Windows and Mac applications and programs.

He has been the designer and integrator of many "off grid" solar projects in Western Canada and is highly sought after for his expertise in the area.

Erhard has been featured in several magazines and was chosen to be on the first Editorial Advisory Board for Electrical Business Magazine. He has also received numerous awards for his achievements; both academically and practically.