

INSIDE SAN DIEGO'S TOP COMPANIES

Local, Veteran Owned Semper Solaris Wins: SunPower® Residential National Dealer of the Year Award



Kelly Shawhan (far left) and John Almond (middle, with trophy) receiving SunPower®'s Residential National Dealer of the Year Award in Phoenix

Local, San Diego solar company, Semper Solaris has been recognized for their outstanding contribution to the solar community. Semper Solaris is the winner of SunPower® 2015 Residential National Dealer of the Year Award and 2014 Residential National Rising Star Award. These SunPower® awards are significant in the solar industry. SunPower® is the solar panel industry leader. For the past 30 years, SunPower® has led the way in designing the most innovative and energy efficient solar panels in the world. So when SunPower® says you're the best in the business, it carries some weight.

SunPower® Business Units President, Howard Wenger,

commends Semper Solaris on their achievements; "We congratulate Semper Solaris for their extraordinary performance in 2015. As a SunPower® Elite Dealer, they have demonstrated an

"Semper Solaris has demonstrated an outstanding level of quality, innovation and commitment to customer value"

outstanding level of quality, innovation and commitment to customer value, and we look forward to their continued success in 2016."

particularly remarkable; given that they are a San Diego based solar company. According to the Solar Energy Industries Association, San Diego is the second biggest solar market in the world. Over 47,000 San Diegan families are now connected to solar power. For a local company like Semper Solaris to rise to the top of the San Diego solar market is an impressive accomplishment. Semper Solaris is the best solar company in San Diego and the United States, and has the SunPower® award to back it up. So when you choose Semper Solaris, you are getting the best solar installer in the business and the best SunPower® solar panels in the world.

To see our press release, visit semper-solaris.com

Solar and Semper Fi: An Interview with Retired Sergeant Major David Fox

By Megan Grant

I recently sat down with Semper Solaris' Warehousing, Fleet and Inventory Control Manager, David Fox to talk about his experiences in the workforce as a veteran. He is a retired Marine Sergeant Major who now works for Semper Solaris, a local and veteran owned solar and roofing company. I talked with David Fox to learn more about the company's foundation and the key to their success.

Megan Grant (MG): Tell me about your military background and how you came in contact with Semper Solaris.

David Fox (DF): It's a great experience working at Semper Solaris. Kelly and John both, are very receptive to bringing vets online. I had worked for a company for 10 years, and on April Fool's Day, I was given a pink slip, along with several thousand other employees. I was looking for a Warehouse/

get the job done. I've enjoyed every day I've worked for Semper Solaris.

MG: I know that Semper Solaris emphasizes military values. How do you see these values played out in day to day business?

DF: The key thing Semper Solaris stands for is respect. Showing respect for your team and your customers. Our guys know that everyone should be treated with respect. When you go to a home to do an install, punctuality is key. You need to have all the materials to get the job done right. That's how vets are trained, and that's how we train our employees. We always show the customer the respect that they deserve. That means getting tasks done on the customer's schedule, not when it's best for me. This mentality rubs off on everyone. We follow up and follow through.

MG: As a veteran yourself, what's the benefit of working for a veteran owned



David Fox, Warehousing, Fleet and Inventory Control - Manager.

philosophy of Semper Fi - always there for one another. I enjoy the fact that John and Kelly are both very open to ideas, and very willing to listen. Its rare that you find owners so willing to listen to your ideas and figure out a common ground.

MG: You've talked about a Semper Fi philosophy. Can you tell me more about what you mean by that and how that relates to solar?

DF: Semper Fi is the Marine Corps Motto, and it means always faithful. At Semper Solaris we've adopted that same motto for our business. Because we have the Semper Fi philosophy, we understand the customer comes first. We work quickly and efficiently. There are no half measures. We get the job done right the first time. We actually get calls from customers who got their solar installed by another company. The job wasn't completed properly and they call us to help them get the system back up and running. Our guys go through the process each step of the way with every customer. We let the customer know exactly what's going on, when it's going to happen, and how it's going to happen. And that's something you're only going to see with a Semper Solaris install. That's what sets us apart.

To learn more about Semper Solaris, visit semper-solaris.com/about-us



Semper Solaris team installed SunPower® panels, which will produce 70% more energy.

Purchasing position because that's what my specialty is. In the Marine Corps my MOS was logistics and supply. When I was looking for a position, I ran into a previous boss who works for Semper Solaris, and he recommended the company. It's great when you work with a company that has vets there because they know what it takes to

company? How is working at Semper Solaris different than jobs you've had in the past?

DF: Kelly and I share a common trait; he's a former retired Marine Officer and I'm a retired Marine Sergeant Major. We had that immediate connection. John comes from a military family. He understands the mindset and

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Local and Veteran Owned



CO-OWNER FORMER USMC OFFICER KELLY SHAWHAN AND HIS FAMILY



CO-OWNER JOHN ALMOND AND HIS FAMILY



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Military Values in Action

When Kelly and John started Semper Solaris, they envisioned a company known for their integrity and work ethic. That has become a reality and some of Semper Solaris' strongest supporters are veterans.

Kelly and John run their solar company on the expertise, excellence, and efficiency of the military. Each technician is dedicated to arriving at every install on time with all the right materials and know-how to get the job done right the first time, no exceptions. This highly trained team is ready to help you save money on your monthly bills by providing you the best solar

panels in the world. Semper Solaris only installs SunPower® panels, which produce 70% more energy.

The whole team continues to succeed by focusing on their military values. If you are looking to get solar installed in your home, "Go Solar American Style" and choose this award winning company. Semper Solaris is proud to be SunPower®'s Residential National Dealer of the Year.

Semper Solaris takes the time to help you understand how solar works and how to choose the right system. Plus they support former servicemen who have dedicated their lives to our country!