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NEWS RELEASE

SOLATUBE DAYLIGHTING SYSTEMS INSTALLED AT SUPERMARKET RETAILER OF THE YEAR

*Stater Bros. Markets Selects Solatube Daylighting Systems
for Daylighting and Energy Efficiency*

(Vista, Calif.): Solatube International Inc., innovator and leading manufacturer and marketer of Tubular Daylighting Devices (TDDs), recently completed a large-scale daylighting project for the newest and most modern Stater Bros. Market, located in Chino Hills, Calif. Stater Bros. Markets was selected as the 2001 Supermarket Retailer of the Year by *Progressive Grocer Magazine*.

A total of 164 Solatube 21-C Daylighting Systems were installed, along with daylight harvesting controls, throughout the 43,235-square-foot supermarket and stock room, providing the store with ample natural light and reduced energy costs. The daylight harvesting controls allow for maximum energy efficiency by turning off electric lights when the Daylighting Systems are at optimal output – approximately 8 a.m. to 6 p.m. in the summer months. The result is a dramatic decrease in energy consumption for lighting, as well as a significant reduction in cooling costs due to the removal of heat generated by electric lighting systems. Natural lighting also enhances the colors and visibility of the market's products, making them even more attractive to customers.

"The most exciting aspect of this installation is that the projected energy savings resulting from the Solatube [Daylighting Systems] will cut our annual lighting energy costs by nearly half," said Property Development Manager Mike McCasland of Stater Bros. Markets. "In addition to saving energy, the Solatube [Daylighting Systems] will keep the store lighted in the event of a black-out situation, which is a real plus."

"Stater Bros. is very pleased with our decision to include the energy-efficient Solatube [Daylighting Systems] as part of our new Chino Hills supermarket design," said Vice President, Construction and Maintenance Scott Limbacher of Stater Bros. Markets. "The construction and installation of the [Daylighting Systems] allow a large amount of light to enter the store without any major modifications to our roof structure."

Solatube International launched its commercial division and Solatube SolaMaster[®] product line in late 2000, with the Solatube 21-C Daylighting System and Solatube 21-O Daylighting System as its flagship products. The versatile product can accommodate a variety of commercial building configurations, including hard ceilings (Solatube 21-C), suspended ceiling systems and open ceilings (Solatube 21-O). It is therefore ideal for all types of business environments, such as schools, retail, offices, warehouses, manufacturing, and healthcare facilities. For nearly a decade, Solatube has dominated the residential market and is already finding tremendous success in the commercial arena.

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Daylighting and the Bottom Line

The value of daylighting retail spaces has recently been documented by a number of studies, demonstrating such benefits as decreased energy costs, enhanced worker productivity and morale, and even increased sales.

In terms of energy costs, daylighting can mean significant savings. According to the California Public Utilities Commission, an average grocery store could save about \$16,000 per year, or 32 cents per square foot, in operating costs by utilizing skylights. The Energy Efficiency Best Practice Programme in the United Kingdom reports that reduced energy costs lead directly to increased profits and competitiveness, stating that for many businesses, a 20 percent cut in energy costs represents the same bottom-line benefit as a five percent increase in sales.

Additionally daylighting has been shown to boost retail sales. In 1999, a Pacific Gas & Electric Co. daylighting study conducted by the Heschong Mahone Group, analyzed a retail chain of 108 stores where two-thirds of the stores were lit with skylights and one-third were not. All other things being equal, the study found that the daylighted stores had 40 percent higher sales than those without. The study also reported that the skylights were associated with higher customer loyalty, more relaxed shoppers, better product visibility and appearance and improved employee morale. (This report is available at www.h-m-g.com.)

In 1995, the *Wall Street Journal* reported a well-known, mass merchant's experience with daylighting its store in Lawrence, Kan. Sales were significantly higher from the side of the store that utilized skylights than the same products displayed at other stores. To test the correlation, products were swapped from the artificially lit to the daylighted sections and those under the skylights again had significantly higher sales while those shifted to the artificial lights returned to their national sales average.

Solatube International Inc., based in Vista, Calif. (northern San Diego County), is the worldwide leading manufacturer and marketer of Tubular Daylighting Devices (TDDs). The company's flagship product, the Solatube Daylighting System, provides a revolutionary natural lighting solution for all types of residential and commercial applications. The maxim "Innovation in Daylighting™" reflects the company's commitment to the development of breakthrough daylighting technologies, which has resulted in numerous patents dating back to the mid-1980s. Widely recognized as the industry innovator, Solatube International has earned acclaim around the globe for its unrivaled ability to transform interior spaces with the power of daylight. For more information on the Solatube Daylighting System or other products manufactured and marketed by Solatube International, including solar-powered attic ventilation fans, please visit the Solatube website at www.solatube.com or call 888-SOLATUBE (888-765-2882).

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