

# Hybrid Solar Oven Limited or Limitless

David Chalker  
President – Sun BD Corporation



GoSun Hybrid



SunFocus Hybrid & Tulsi Hybrid



Ugli Hybrid Solar Oven



Sun Genius Hybrid

# Fork in the Road

Solar only powered devices

Hybrid solar ovens



**Status Quo**  
**Stay left**

or

**New Direction**  
**Go right**

# Solar only powered devices

## **Hobby Group:**

Panel cookers, Box ovens,  
Parabolic style cookers, Vacuum tube cookers

- Not always well designed
- Low cost designs
- Simple & Easy & Work

# Solar only powered devices

## Professional Group:

Panel cookers, Box ovens, Parabolic style cookers, Vacuum tube cookers

- Engineered
- Consumer quality
- Highest Pct. of solar device manufacturers
- Sold wholesale / Direct to consumer at retail
- Alternative cooking market
- Emergency Preparedness markets
- Hobbyist upgrade opportunity
- NGO 's / Government Policy
- Poverty modernization
- Disaster relief cooking solution
- Refugee cooking solution

**Both Groups are 3C designed**

- 1. Collect**
- 2. Capture**
- 3. Convert**

# Hybrid Solar Oven

## Professional Group:

- Solar plus electric heating system
- Engineered design
- Higher quality cooking appliance
- Industry tested / proven performance
- Commercially higher perceived value
- Alternative cooking
- Emergency preparedness
- Hobbyist upgrade opportunity
- University / College Engineering Instruction
- Poverty modernization
- Disaster relief cooking solution
- Refugee cooking solution

**Only Hybrid solar oven's are 4C designed**  
**Collect, Capture, Convert, Current**

# Hybrid Solar Oven Advantages

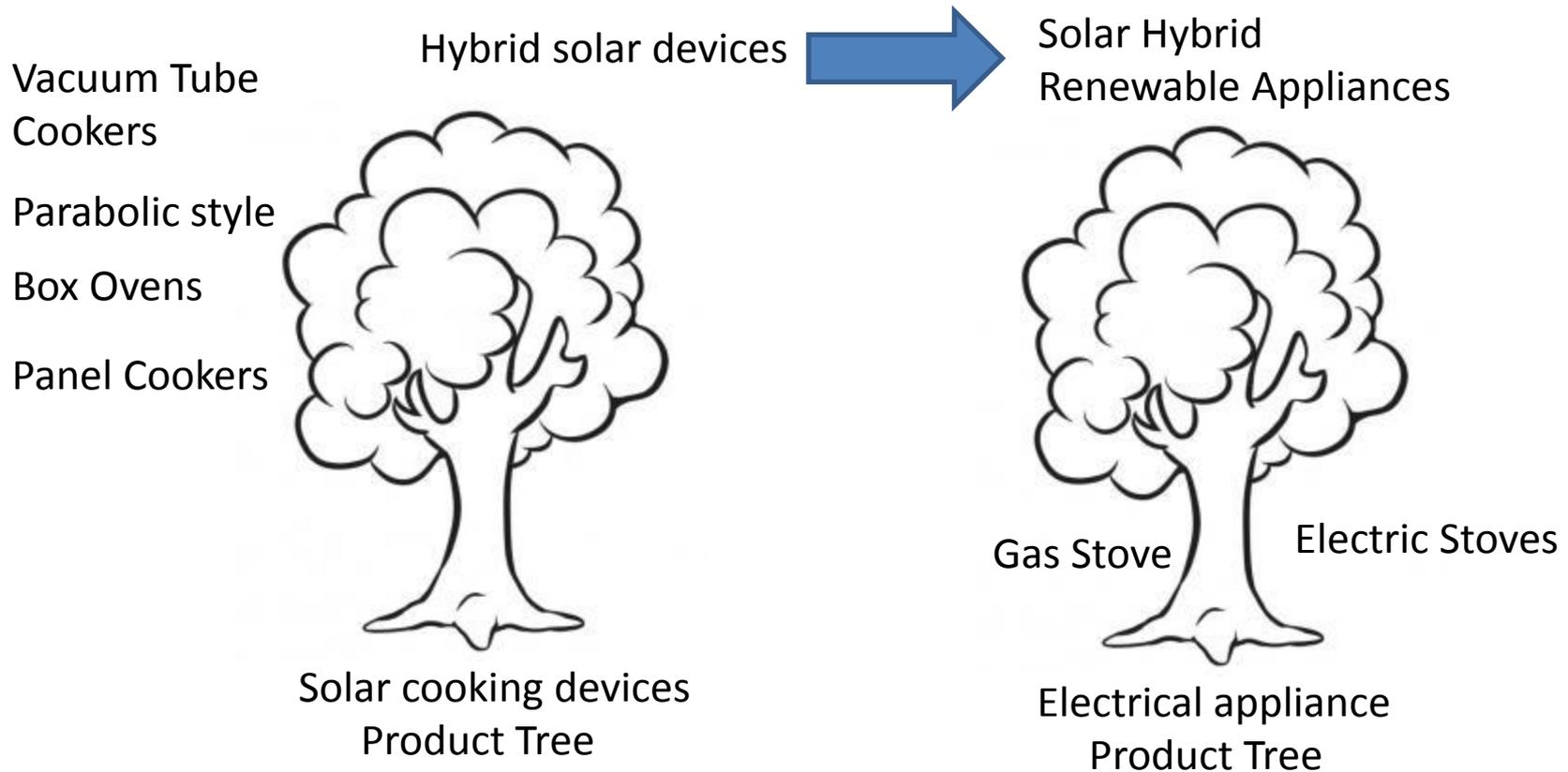
- Weather “Freedom”
- Doesn't always need the sun (Outdoor / Indoor)
- 2<sup>nd</sup> Power source friendly  
(AC 110v / 220v or DC 12v)
- AC Standard grid power system
- Micro / Off grid power system (PV/ Battery/ Inv.)
- Low wattage operation
- Reliable results
- Modern convenience

# Hybrid Solar's Limited Acceptance

Why is that? #1 Limiting Factor, in my view

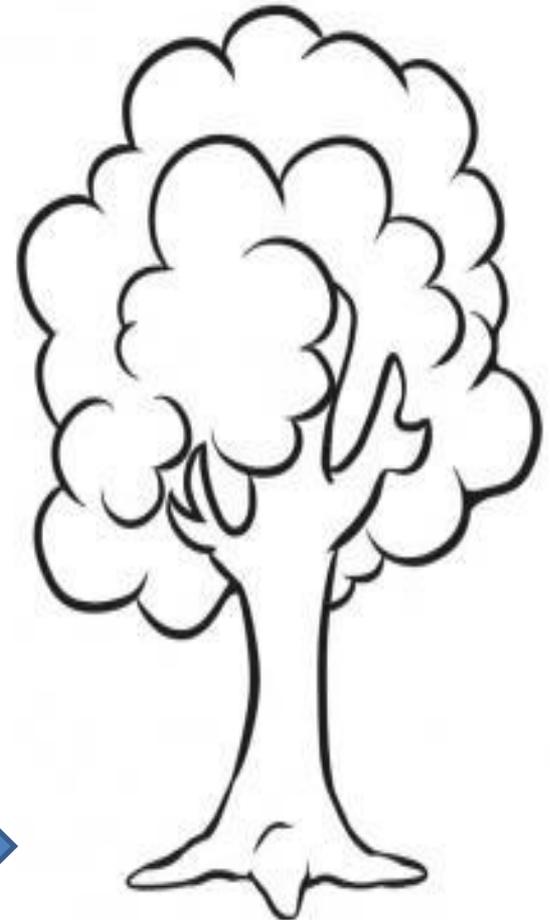
- Hybrid solar oven is perceived as an Appliance
- Marketed with other traditional solar devices
- No economy of scale
- Higher purchase price
- Lack of “benefit awareness”
- Poorly marketed
- R&D under funded

# THINK DIFFERENTLY - THINK BIG !!!



# Today's the best time to re-think solar only solutions?

- Hybrid panel cookers
- Hybrid box ovens
- Hybrid parabolic cookers
- Hybrid tube style cookers



Electrical Appliance Product Tree

# Every Company is looking for new products.

## Follow the Money:

- As in the 80 Billion dollar global Electric Appliance Industry

### WHY?

- More complimentary to solar cooking than fossil fuel BBQ industry
- Mass market production capabilities
- Distribution
- Marketing expertise
- Financial Resources

**Road well traveled can offer you limited success  
but the road less traveled can lead to limitless opportunity**

# Which road will you take, now?



THANK YOU

