



AgriSolar Solutions Inc.
90 Madison Street, Suite 701
Denver, CO 80206
Phone: 303-329-3008

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Bringing to Market a Solar Powered Product that Generates a Spectrum of Light that Attracts Insect Harmful to Commercial Vegetation and Kills Them, AgriSolar Solutions Inc. is Bringing Hope to Farmers Looking to Replace and Eliminate Insecticides

Industrial Goods
Diversified Machinery
(AGSO-OTC: BB)

Arnold Tinter
Chief Financial Officer

Randy J. Sasaki
U.S. Consultant

Executive Bio:

Arnold Tinter

Chief Financial Officer

Mr. Tinter, CFO, PRESIDENT AND FOUNDER of CORPORATE FINANCE GROUP, INC. Developed a successful consulting firm specializing in strategic planning, capital formation, and mergers and acquisitions. Advised clients on the growth of their businesses and assisted in the creation of shareholder value. Responsible for six acquisitions and three dispositions of clients businesses in transactions totaling over \$100 million. Developed program for compliance with the Sarbanes-Oxley Act. Provided CFO services to a number of companies including among others:

BAYVIEW TECHNOLOGY GROUP, LLC, as CFO and then as President directed a six fold growth of the Company.
Spicy Pickle Franchising, Inc. as CFO.

Company Profile:

AgriSolar Solutions Inc., is a Colorado Corporation. Through our wholly-owned, China based subsidiary, we are engaged in the development, manufacturer and sale of our patented solar powered insect killer

products for commercial agricultural growers. We are a publicly traded Company under the symbol AGSO (AGSO.OB) on the OTC Bulletin Board.

Our production plant, which contains approximately 4,000 square meters, is located in Shenzhen, PRC, in a leased building. The equipment in the manufacturing facility includes plastic injection machines; precise Computer Numeric Control machines used for making the shape of all products, precise Electrical Discharge Machining machines which are used for setting shape and dimensions of products inside injection molds; precise milling machine; HI-TECH testing instruments, with 5 separate production assembly lines.

We currently have approximately 158 employees, approximately half of which are engaged in production of our products. Our other employees are engaged in marketing, finance, quality control, research and development and administration. We currently market our products through our internal sales team located in several major cities in China.

The Company has taken initial steps towards establishing new markets in the U.S. and in South America for our products. In January, 2010, the Company was one of 10 Chinese manufacturers invited by the Chinese Ministry of Agriculture to attend the American Farm Bureau Federation Annual Meeting in Seattle, Washington, and the Ag Connect Expo in Orlando, Florida. At these conferences, the Company had initial meetings with

several potential distributors and is currently delivering product samples for testing purposes.

Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFOinterviews.com

CEOCFO: Mr. Sasaki, what is the focus of AgriSolar Solutions today?

Mr. Sasaki: The primary goal of AgriSolar Solutions here today is the commercialization of their solar powered insect killer products. It has been in development over the past six years, having its first real year of commercialization last year, in 2010.

CEOCFO: How does the AgriSolar Solutions solar powered insect killer products work?

Mr. Sasaki: Our insect killer product is a very elegant, unique design. I say elegant design in that it is self sufficient being solar powered. It is a piece of commercial farm equipment that actually could be used in other settings, but primarily right now our focus is on commercial agriculture. It has a solar panel on the unit, which of course generates and stores the energy electric into a battery-powered box. That battery powered box does a number of things, such as sensing daylight, but its primary use is sensing when night-time occurs and then it provides electric to a light bulb. The unit goes on for six continuous hours from the start of nighttime. What occurs is the light bulb generates a spectrum of lights, which over a period of eighteen months have been tested to attract insects that are harmful to commercial vegetation. That spectrum of light will attract insects

from a twenty-acre radius. It is not a line of site, meaning that light can bounce off of leaves, trees, or branches and still have the affect of attracting harmful insects to the source. Once the insects come within close proximity to the light source, the light bulb generates a pulse that has a neurological effect, so it kills the bug. For the lack of a better term, it fries their brain, and the bugs fall dead. Therefore, it has been used as replacement to insecticides. Currently the company has over eighty thousand units deployed from sales last year.

CEOFCO: Is it the solar power or the light that is proprietary?

Mr. Sasaki: We all are aware of commercial solar powered light fixtures. However, it is the light bulb that is proprietary about in our product. A patent was filed in the United States and is pending. We have also filed a preliminary application for the PTC patents internationally as well. The light bulb generates a certain spectrum of light that have been tested to attract insects. That eighteen-month test yielded specific light within the spectrum, specific colors within the spectrum, that attracted the insects, so that is what is unique in attracting the insects.

CEOFCO: AgriSolar has 80,000 units are out there now; who is using it and is it in China today?

Mr. Sasaki: Primarily in China, although tests are being conducted in commercial agriculture around the world through other agencies and/or private groups. Looking to hit the nail on the head, over the past six years preceding this commercial phase of the company, probably eight to a dozen formal tests have been conducted by private institutions and/or universities, all independent of each other. Those tests uniformly reflect that one unit, which covers a twenty-acre radius, will kill somewhere in the neighborhood of eighty-plus percent of the harmful insects within that twenty-acre radius. In addition to that, in late 2009, early 2010, the department of the central government of China, conducted their own formal

independent test as well. In one test this department used forty units, again remembering that one unit covers a twenty-acre radius, so a fairly large area. In writing, the Chinese government generated a test for parts, which suggested in one test it reduced as they put it, density of harmful insect to commercial vegetation by somewhere in the neighborhood of 70% to 80%. In a subsequent test a different type of vegetation commercial agriculture, they state that they reduced the use of chemical insecticides by 70% plus in that test. Again, this is a very elegant design, although there is science, technology and formal tests that have been done over the past many years.

CEOFCO: With all of the truth and studies behind it, do people still find it hard to believe that this will work?

Mr. Sasaki: It is education of the affects of insecticides on not only our

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water systems, but as it affects human beings, and it has a tendency to make people search for alternatives. However, as a practical example, in a test conducted by the Chinese government and a second test in which they reduced the use of chemical insecticides by 70% plus, they believe that they could continue to diminish the use of chemical insecticides had they believed in the system. But, for your commercial farmer that has hundreds of thousands of dollars invested into this year's crop, there is a reluctance to an over-night transition into exclusively using this type of product. In contrast, there are organic farms in China and around the world that are looking for solutions like this. Coincidentally in the United States, it is the fastest growing segment of commercial agriculture. There are mall independent organic regional farms that provide organic products to regional grocers. So there is a big future for this company and its technology.

CEOFCO: What is the cost in the

AgriSolar system in comparison to other forms of insecticide?

Mr. Sasaki: Right now, here in the United States, it has a suggested manufacturer's retail price of \$500 U.S. If you were to generally break down the math, if you assumed that one unit retails for \$500 U.S., and it is effective for over a 20 acre radius and has a useful life of five plus years, then the math is generally \$1 per acre per year. Now you will hear a wide range of cost and use of a commercial insecticides and that stems from the type of vegetation. In the U.S. further north where you are talking about grains, the use of chemical insecticides or the amount of it is different than in the sunbelt states in the south and from perhaps Colorado south, where there is substantially more row farming, which are primarily vegetables and fruits. In those environments a poor farmer will use in the neighborhood of \$10 per acre, per month for chemical insecticides. If you were at the other end of that spectrum, it would be organic farms in which we have heard anything from \$20 to as much as \$40 per acre per month. We hear the skepticism

based on knowledge, people are more than happy to start testing products.

CEOFCO: What is the financial picture at AgriSolar today?

Mr. Tinter: I will give you a few key numbers. As of December, 2010 which is last 10-Q, we have total assets of \$10.3 million, current assets of \$8.9 million, total liabilities all of which are current of \$5.8 million, with stock holders' equity of \$4.4 million. We have recently completed another equity placement for approximately \$1 million to strengthen our balance sheet, so that right now from a financial perspective the company's balance sheet is relatively strong. From a revenue perspective for the 9 months ended December 31st, we had \$7.6 million in revenue with net income of \$265 thousand, and included in that \$265 thousand was a charge for a loss on extinguishment of debt. We had extinguished some debt using stock, so we had a paper loss, a non-cash loss of \$4 440,000. Effectively, it would have been earnings of

approximately \$700 thousand on revenue of \$7.6 million. The company is growing significantly; we recently made two announcements where we have orders in hand. One client has ordered \$13 million U.S. worth of our product, and we received additional orders for the upcoming fiscal year, approximately six million dollars and we anticipate that number to grow.

CEOCFO: What about the AgriSolar manufacturing facility and the capabilities as the orders ramp up?

Mr. Tinter: Right now, we are running a single shift. We have the capability to produce in this current facility approximately \$30 million U.S. in revenue before we have to seek out another facility. The manufacturing is located in Shenzhen, in the Peoples Republic of China. That is in the southern portion of Quang Dong Province, right over the border of the new territories. There is plenty of space available and plenty of manufacturing facilities available. Raw materials are readily available in China and if necessary can be imported, so everything is in place to expand the manufacturing pretty much on an unlimited basis at this point.

CEOCFO: How does AgriSolar reach new customers in new markets?

Mr. Tinter: There are basically two strategies. In China there is a subsidy offered to farmers by the government for a number of reasons. First is the economics to the farmers. Then there is the ability to produce green sustainable and environmentally friendly foods, organic foods, which are much healthier for the populace. In addition, it keeps the pollutions down in the water supply and produces a much better crop because it is a cleaner crop. We have a series of distributors throughout China. Currently we have distributors in 29 of the provinces/local government areas. Outside of China we are working through distributors. We have had some product shipped to Korea, and we have products shipped to the United States. We have European distributors that come around, and we have somebody

in South America as a distributor. Therefore, we are really doing it through a distribution network. We recently had a convention in Shenzhen, near the manufacturing facility, for our distributors and customers to introduce them to the products and some of the testimonial and testing that Randy was talking about. Randy would you like to add something?

Mr. Sasaki: Yes, in addition to the countries Mr. Tinter has listed, India has shown significant interest. Coincidentally, we are flying to the factory next week in which individuals interested with substantial experience in Europe will meet us at the factory for their due diligence of manufacturing abilities of their sales. It is important

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to note that based upon the stages of commercialization the company has gone through, first, we have received inclusion into the subsidy program, which Mr. Tinter alludes to that took eighteen months of applications testing of the product. At this point in time I think that at the calendar year-end 2010 the company has a significant backlog of well over \$20 million in orders from the United States. The company's expectations for this calendar year (2011) will match or exceed that. Certainly based on the orders that Mr. Tinter listed, it is a good indication of what our expectations are for this upcoming year, which are significant as far as year-to-year growth.

CEOCFO: What do you see as your biggest challenges going forward?

Mr. Sasaki: As far as challenges for the company, it goes back to your last question about our marketing efforts. With regard to the desire for the product, we do not have any problems marketing the product, certainly within China because of those steps that we talked about earlier. In the U.S., South America and Europe, we are starting to receive the same sort of level of interest. Therefore, if the company has a challenge, it is having the ability to meet the demand for the product.

CEOCFO: Is the investment community paying attention to AgriSolar?

Mr. Sasaki: I believe so. We had a couple of rounds of financing and understanding the stage of these small public companies, they are surely positioning themselves into a small cap institutional type of scenario.

CEOCFO: Addressing potential investors, why should they pay attention to AgriSolar today?

Mr. Sasaki: Investors should pay attention to AgriSolar because it is clearly disruptive technology to a huge global industry. This is everything the investment community is looking for. First, it is in China, which has one of the fastest growing economies

in the world. In addition to that, it is solar, it is for global agriculture, and it is not something that requires research and development and millions of dollars. Finally, it is in the commercialization phase and we have demonstrated distribution and manufacturing ability. I have been in this business as a registered Hedge Fund manager for thirty years, and I have rarely in my career seen a product that has all of these elements in such a timely investment. It has global applications. AgriSolar hits all the hot spots of the market today.

CEOCFO: Final thoughts, what should people remember most about AgriSolar?

Mr. Tinter: The key is that the company has proprietary, patented, and

patent-pending technologies. It is green and it is organic in nature and really that is the trend right now in the agricultural business, which is to move towards green and organic farming.

Mr. Sasaki: Taking that one step fur-

ther, in a global economy like we are experiencing here today, as an investor I am not interested in something that requires millions and millions of dollars worth of research and development. I am interested in something that fixes a fundamental problem in our existing economy and is not a

reach, and that is all of what this is; a very simple solution to a global problem. The commercial insecticide industry and the effects of it into our water system, into human beings, is everywhere.

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