

**SEE
YOUR
SITE**



**IN A
NEW
LIGHT**

BRITE  FORCE

LED LIGHTING SOLUTIONS

Briteforce LED

- Better for the environment
- Reduces your operating costs
- Reduces your maintenance costs
- Provides exceptional LED light distribution and quality @100 lux
- Hand built in Perth

BRITE  **FORCE**

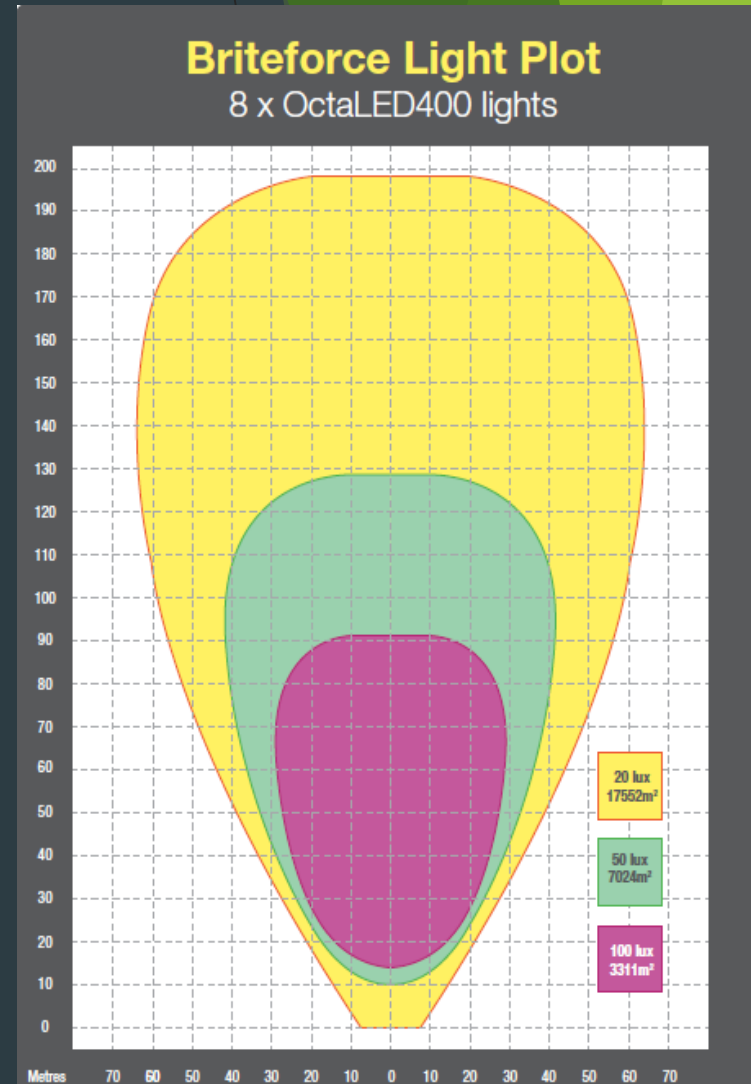


WHY CHOOSE THE BRITEFORCE LED LIGHTING TOWER ?

- ▶ Reduce fuel consumption against old metal halide technology
- ▶ Reduced refueling cycle times with 300 litre capacity. Over 3 weeks to refuel (at 12hrs per day use)
- ▶ Low voltage (DC) eliminating testing and tagging
- ▶ 500 hour service intervals (1500 hour svc kit option available)
- ▶ 3 year warranty on lights and drivers with 10+ year life expectancy
- ▶ 3 year warranty on Mast, Trailer, Chassis – Yes, this covers units being operated on mine sites. There is no hidden fine print!
- ▶ Australian made product with local parts and service back up

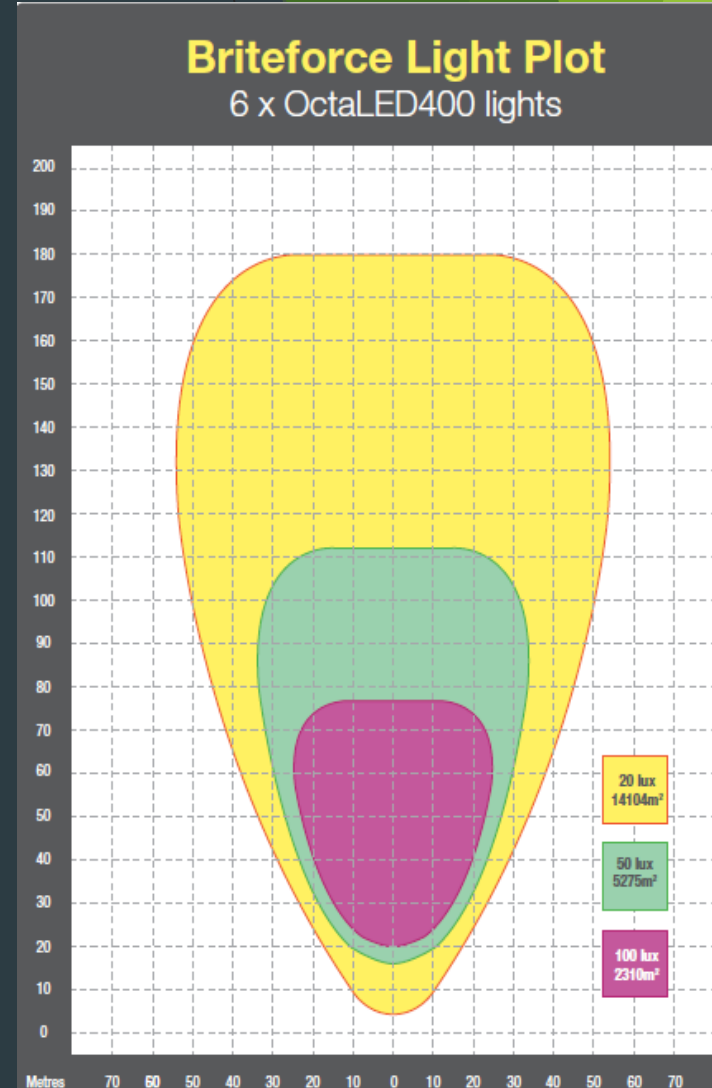
Light Tower Specifications LS3.2K-HL

- ▶ 8 x 400 watt LED lights
- ▶ 150 lumens per Watt of effective light
- ▶ 480,000 lumens output
- ▶ Light coverage 3311 m² @ 100 Lux
- ▶ Light coverage 7024 m² @ 50 Lux
- ▶ Briteforce lights built in individual modules for cost effective replacement
- ▶ Modular lights means that if a module malfunctions the light still operates
- ▶ 8 x lights with 8 panels per light full light bar (not spot light)



Light Tower Specifications - alternate offer 2.4K-HL

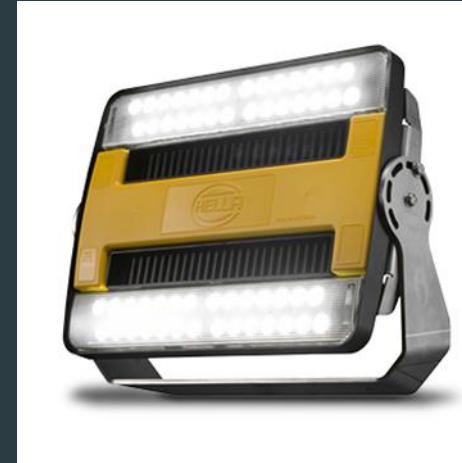
- ▶ 6 x 400 watt LED lights
- ▶ 150 lumens per Watt of effective light
- ▶ 360,000 lumens output
- ▶ Light coverage 2310 m² @ 100 Lux
- ▶ Light coverage 5275 m² @ 50 Lux
- ▶ Briteforce lights built in individual modules for cost effective replacement
- ▶ Modular lights means that if a module malfunctions the light still operates
- ▶ 6 x lights with 8 panels per light full light bar (not spot light)



Compare Briteforce Lights to the competition

Competitors Lights

- ▶ Solid panel configuration
- ▶ One piece complete panel
- ▶ Typical unit has poor heat transference
- ▶ Light head will need to be replaced in full, if LED fails



Briteforce Lights

- ▶ Briteforce 8 modules make up a full light
- ▶ Each of the 8 modules can be changed as an individual component
- ▶ Able to touch lights while running low heat radiation



Briteforce LED Light Information

Lighting Information

- **3 year Warranty** on lights and drivers
- **Expected Minimum life of 10+ years 50,000 hours**
- **Operating conditions** Negative -40 degrees to 70 degrees C
- **Rated at IP 68:** protects the inner LED and PCB from any corrosion caused by water vapour or noxious gas.
- **Independently controlled circuits:** any failure of LEDs will not effect the normal running of others.



Briteforce Manufacturing

Briteforce's design department has an end user focussed approach where the needs of the end user are the main focus point of design. Supported by solid design and cost effective manufacturing processes. The use of SolidWorks and it's Product Data Management package ensures effective product data support.

Briteforce's ability to combine it's engineering capabilities with many years of industry experience, allows Briteforce to be market leaders in innovative design and manufacturing. Briteforce are the last true Australian lighting tower manufacturer. All others now assemble locally from fully imported parts. Briteforce has over 27 years industry experience in manufacturing LTs.



Briteforce Delivery and Support - Demand Planning

- ▶ All sales and forecasted sales are tracked on XL system. See example below and full (blank) example attached.

F	H	AL	AM	AN	AO	AP	AQ
Sub Family		Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18
		actual	current	Forecast	Forecast	Forecast	Forecast
LEDcompact 2.4K 6 head	Orders	3	6				
LEDcompact 2.4K 6 head	Forecast		2	2	2		
LEDstar 2.4K ML 6 Head	Orders		9				
LEDstar 2.4K ML 6 Head	Forecast			14	14		
LEDstar 2.4K HL 6 Head	Orders	7					
LEDstar 2.4K HL 6 Head	Forecast				3		
LEDstar 3.2K ML 8 Head	Orders						
LEDstar 3.2K ML 8 Head	Forecast		2		23		
LEDstar 3.2K HL 8 Head	Orders	5	10	22			
LEDstar 3.2K HL 8 Head	Forecast						
Solarstar 320	Orders	3					
Solarstar 320	Forecast						
Solarstar Metro	Orders						
Solarstar Metro	Forecast						
LEDmetro	Orders						
LEDmetro	Forecast						
LEDskid 7.6K 19 Head	Orders			2	2		
LEDskid 7.6K 19 Head	Forecast					2	
Wireless Communication Trailer	Orders	18	2				
Wireless Communication Trailer	Forecast			4	4		26
Runway Close Trailer	Orders	1					
Runway Close Trailer	Forecast						
Comms Trailer - New Spec	Orders						
Comms Trailer - New Spec	Forecast						
LEDstar 3.2K HL 8 Head 2 Axle	Orders					2	
LEDstar 3.2K HL 8 Head 2 Axle	Forecast			2	2		
	Forecast						
	Orders						
	Forecast						
Total	Orders	37	27	24	2	2	0
Total	Forecast	0	4	22	48	2	0
Domestic & International Total		37	31	46	50	4	0

Sales and production meeting held weekly, where forecasted incoming sales are documented by month, along with actual sales. Through this demand planning, inventory levels and manufacturing decisions are correlated.

What is riding on the forecast?

- Investment decisions
- Inventory levels
- Capital equipment
- Manufacturing decisions
- Infrastructure decisions
- Construction projects



Briteforce Delivery and Support - Production/Delivery Schedule

- Production and Delivery Schedule is a live document secured on our internal system. Regular production meetings are conducted where the schedule will be updated. See example of our schedule below and full (blank) document attached. Our current build average is 35 units per month, including wireless communications trailers, with the ability to ramp up to 55 units per month

Customer/Site	Asset Number	LS or CS Number	Chassis Number	Alternater Number	Engine Number	Model	PO	Forecast Dispatch	Status	Chassis Colour	Cabin Colour	Wheel chocks	Hi Vis Decals	Fire Ext 4.5kg	Fire Ext 9kg
XXXXXX	LP293	LS3233	6T9 - 100905	XX-43298	G88653	LS	4500909556	05-Jan-18	OK	Blue	Grey	X	X	X	
XXXXXX	LP294	LS3234	6T9 - 100906	XX-43299	G88654	LS	4500909556	05-Jan-18	OK	Blue	Grey	X	X	X	
XXXXXX	LP295	LS3235	6T9 - 100907	XX-43300	G88655	LS	4500909556	05-Jan-18	OK	Blue	Grey	X	X	X	
XXXXXX	LP296	LS3236	6T9 - 100908	XX-43301	G88656	LS	4500909556	05-Jan-18	OK	Blue	Grey	X	X	X	
XXXXXX	LP091	LS3237	6T9 - 100909	XX-43302	G88657	LS	4540111577	05-Jan-18	OK	Blue	Grey		X		

The schedule will include, but not limited to, all serial numbers, customers options and planned despatch date. As a true manufacturer, a documented schedule system is critical to Briteforce meeting our deliverables for our customers.

Briteforce Delivery and Support - Spare Parts

- ▶ As Briteforce wholly manufacture our units in WA, we inherently stock all parts required, to build complete units. We hold 2.5 months worth of stock, at all times. Inventory is managed on ITMS
- ▶ This enables us to hold spares, including critical spares, available for immediate, overnight or next day delivery



24/7/365 SUPPORT

The Briteforce Support network is ready and waiting to provide you everything you need to get your light towers up and running in the event of a problem. We can give advice over the phone 24/7/365.



Briteforce Delivery and Support - Warranty

- ▶ Equipment warranty details for the provision of Equipment under this Agreement.

Engine	2000 hours or 24 months
Lights and drivers	3 years
Alternator	12 months
Hydraulic	12 months
Structural boom mast trailer	3 years OEM warranty

- ▶ We believe in customers for life and pride our self in customer support and warranty back up. Many suppliers only warrant their LED lights for 12 months, not to mention their mast and trailers. We warrant these against defects, on mine site conditions for 3 years.
- ▶ We will fly our maintenance personnel to site, to rectify any warranty issues, or source local inducted contractors if urgent requirement is needed.

Briteforce Delivery and Support - Warranty

- ▶ We understand that warranty is extremely important to our customers. Here at Briteforce, we stand by our products and warranty. We have minimal warranty issues due to the following;
- ▶ - We hand build our products from ground up here in Perth
- ▶ - Briteforce is very passionate about customer satisfaction and quality products for the end user. This is part of our culture
- ▶ -We don't have a team of sales people that want to tick a box for commission. We have a business ownership culture that supports the customers with real passion and commitment. We believe and strive for 'customers for life'. This starts at the production line
- ▶ We support our robust product well after the warranty period, ask our current customers. We recommend a reference check with our customers, on our deliverables with spare parts, capital supply and warranty support. Contact details can be supplied on request

Briteforce Delivery and Support - Our Customer

- ▶ We succeed where others fail. We build partnerships with our customers, by providing the highest quality products, innovative solutions and unbiased support. We are an ethical company and that is the only way we will operate, its in our culture.
- ▶ We have recently proven our innovative solutions process for two of our customers in the resources sector. Our customers were having major failures with their wireless communications trailers, with critical mast failure. Having experience with our lighting towers, we were asked to provide the same robust solution for the communications trailers. We are now the preferred supplier, under contract, plus we are supplying new masts to retro fit onto their current units onsite.

Criteria for Partnership

- ▶ Ease of doing business (working together)
- ▶ Quality product
- ▶ Quality people
- ▶ Sincere support
- ▶ Added value/value for money, always striving to save our partner money
- ▶ Innovative
- ▶ Company culture



Act Local, Think Global

Briteforce Manufacturing

There are over 3500 Briteforce lighting towers in the global market place.

Briteforce current Australian supply;

- ▶ BHP site
- ▶ Hancock Mining -Roy Hill
- ▶ Kennards
- ▶ Onsite Rental
- ▶ South 32
- ▶ BMA
- ▶ Glencore
- ▶ BGC
- ▶ Multiple contracting companies

Briteforce current Overseas supply;

Rio Tinto Mongolia - Oyu Tolgio

Newmont - Suriname, Sth America

Ausdrill - African sites

Leightons - Philippines



Thank You

- ▶ We thank you for inviting our business to be a part of your lighting tower supply tender. We would encourage a demonstration of a trial unit against your current supplier and any other competitor in the market

One of our 8
head LED units
lighting up the
Boston Pit in WA

