

SOLID BUSINESS ETHICS

Orlight is a manufacturer of lighting products used within new build residential markets and office fit outs. A unique procurement/manufacturing strategy coupled with a direct supply policy ensures higher quality products at lower prices.

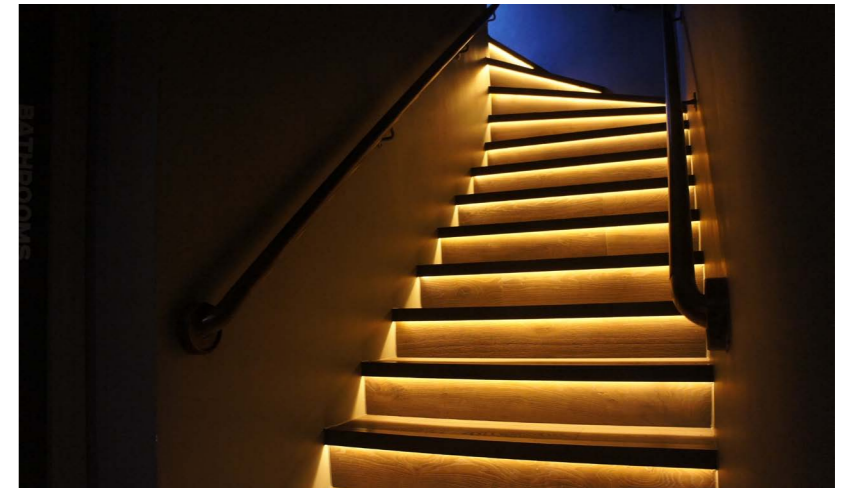
Orlight also has the capabilities to deliver substantial amounts of product on a same day or next day basis using their in house logistics capability. This is a dramatic advantage to clients as typically any delay can result in lost labour hours or days. Orlight believes its fast track supply places both itself and clients at an advantage over competitors within the sector.

The company is a member and technical contributor to the ECA (Electrical Contractors Association). They have contributed to factsheets regarding LED technology for their membership as well as an inclusion with their European counterpart the AIE (European Association of Electrical Contractors). Orlight has a FORS accredited fleet which has now received Silver certification.

At Orlight they have grown their fleet from 2 3.5t vans to now having 4 3.5t vans and one 7.5t truck in just under a year and planning to double the fleet by the beginning of 2015. All of their vehicles are fitted with trackers and immobilisers.

The main activity of Orlight is within the construction industry and the London market. Whilst the company have successfully completed projects internationally they have aspirations to capture the international market as a future sales strategy. They mostly specialise in architectural and LED lighting. A standard range of residential and commercial type products are complimented with bespoke pieces to finish a scheme.

Orlight's direct 'From Source To Site'





business model puts them at an advantage to deliver value to projects. They manufacture, supply and deliver directly to construction sites ensuring the closest possible assistance and support. A significant stock holding and logistics capability allows them to deliver entire schemes at a moment's notice.

At Orlight they are committed to providing and maintaining a working environment that ensures the Health and Safety of their people, customers, contractors and visitors. They want to prevent accidents and illness by making sure that Health and Safety considerations are at the heart of everything they do. To make this happen, they'll be encouraging everyone who works at Orlight Ltd to actively take part in and supporting the policy.

The main responsibility for health and safety lies with Orlight Ltd who will specifically communicate employee's individual responsibilities relating to health and safety. At Orlight they recognise that their people are the most valuable assets and the success of this policy, which they'll review at least once a year, relies on everyone being actively involved. They all have an important role to play in showing that Health and Safety at work is good business.

The economic climate has affected construction dramatically; companies are less likely to commit with orders until items are required on site. This has resulted in a lot of last minute ordering with very little being stored



on site for fear of theft or damage. The result is more frequent deliveries to site, sometimes on a daily basis with little or short notice. Again this is not viable without substantial stock holding, and in-house fleet and a "can do" team.

Orlight's FORS silver certification shows their commitment to their direct 'from source to site' business model enabling them to comply with site delivery requirements in and around London.

Orlight have recently invested in a new warehouse and distribution facility as well as enhanced its logistic capabilities. The team has grown by approximately 20 members of staff in an attempt to strive to maintain and enhance customer

service levels to their growing customer base.

With an aspiration to maintain double digit growth Orlight is looking to develop the UK market. They are considering a secondary showroom location in East London to expand their facilities within the UK. A further market to expand is their international reach. Orlight recently appointed an Export Manager with vast experience to capture this market. They strive to deliver the same value and project experience as they do in the UK on a widespread international scale.

Tel: 01707 663 883
www.orlight.com