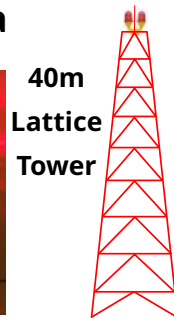


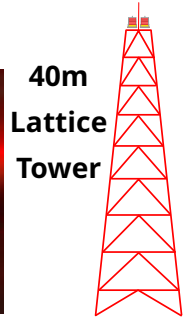
Cost Comparison

230V AC Powered Aviation lights versus Solar Aviation Lights

230VAC - 10 Candela



Solar - 10 Candela



Description	Cost
Double AC Light + Brkt	R4800
2,5 SWA cable	50m - R3000
10A Cbi curcuit breaker	Each - R185
Weather proof box	Each - R35
Glands & Shrouds	Three - R225
Clamps / ties	SS Straps - R600
Material total	R8845

Call-out to site	100km - R1000
Labour (8 hours)	Tech - R5600

Initial Installation Cost - R15445

Miscillanious Cost over four year period:

Replacement globes - replace three times. Special E27 RED LED Globes. Globes damaged by thunder storms and Load Shedding

Description	Cost
Double AC Globe x three sets	R2400
Call-out to site	100km - R1000
Labour (3 hours)	Tech - R2100
Maintenance Cost - 4 years	R5500

Four Year Cycle - R20945

Note: AC Power consumption cost is not included in the above comparison calculations, as it is relatively small

Description	Cost
Double Solar Light + Brkt	R11400
2,5 SWA cable	50m - R0
10A Cbi curcuit breaker	Each - R0
Weather proof box	Each - R0
Glands & Shrouds	Three - R0
Clamps / ties	SS Straps - R0
Material total	R11400

Call-out to site	100km - R1000
Labour (3 hours)	Tech - R2100

Initial Installation Cost - R14500

Miscillanious Cost over four year period:

Replacement Batteries, 8Ah NiMH - replace once

Description	Cost
Double Battery replacement	R600
Call-out to site	100km - R1000
Labour (3 hours)	Tech - R2100
Maintenance Cost - 4 years	R3700

Four Year Cycle - R18200

Note: AC Globes does not have alarm function for globe failure, where the solar lights does provide dry alarm contacts for remote network management

Solar Aviation Lights

Saving over four years - R2745 per site

Network of 10 sites - R27450 saving