



BE POWER
EQUIPMENT

**WHY
PARTNER
WITH US?**

THE POWER YOU NEED.

 **CANADA BEST
MANAGED
COMPANIES**



BE COMMERCIAL
4000 PSI 4.0 GPM

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4000 PSI 4.0 GPM

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4000 PSI 4.0 GPM

BE COMMERCIAL
4000 PSI 4.0 GPM

TABLE OF CONTENTS

04	COMPANY HISTORY
05	OUR CULTURE BY DESIGN
06	DIRECTOR BIOS
07	KEY INDUSTRIES WE SELL TO
08	WHY PARTNER WITH US
09	LOCAL FIELD SALES REP
10	EMPLOYEES IN NORTH AMERICA
12	LEAN MANUFACTURING
15	SUPPLY CHAIN MANAGEMENT
16	R&D TEAM
18	MANUFACTURING DIVERSITY THROUGH ACQUISITIONS
20	AVAILABLE BRANDS
21	PRIVATE LABELS
22	RETAIL PACKAGING SAMPLES
23	PRODUCT WARRANTY
24	BEST MANAGED COMPANY
26	CORPORATE SOCIAL RESPONSIBILITY
28	HONDA ENGINES
29	POWEREASE ENGINES
30	MARKETING SUPPORT
32	QUALITY CONTROL PROCESS
33	TRILINGUAL TECHNICAL DEPARTMENT
34	REPAIR DEPOTS
35	NORTH AMERICAN DISTRIBUTION
36	PRODUCT KNOWLEDGE TRAINING
37	SERVICE SCHOOL
38	ONLINE ORDERING PORTAL
39	SHIPPING



COMPANY HISTORY

In 2021, BE Power Equipment celebrated thirty years of innovation and serving industrial markets in over 30 countries.

Braber Equipment was founded in 1969 by Bill Braber in Abbotsford, British Columbia. Bill's focus on quality, service, and support became the pillars that drove the business forward. In 1991, second-generation Nick Braber, started BE Pressure Supply and quickly became Canada's largest manufacturer of pressure washers. Under Nick's leadership,

BE Pressure grew to four global manufacturing facilities. In 2018 the company name was changed to BE Power Equipment to better reflect the diversity of products.

Today, third-generation Curtis Braber continues to build on the values instilled by the previous generations. BE Power Equipment is proud to be one of the largest manufacturers in North America focusing on high-quality industrial power equipment.



OUR CULTURE BY DESIGN

MISSION

Deliver high-quality power equipment fast and on time to our global customers through our dedicated and engaged team.

VISION

Always challenge ourselves, ensure management and employees think outside the box, and strive toward continual improvement.

BE is driven by a set of core values and places great importance on working together in a respectful environment. These values fuel our growth strategy of product development, exceptional customer service, and maintaining a high-quality brand.

OUR VALUES



PASSION



INTEGRITY



TEAM WORK



ACCOUNTABILITY



EXCELLENCE

DIRECTOR BIOS



CURTIS BRABER
CEO

CURTIS' LIFELONG PASSION, INVOLVEMENT, AND DEDICATION TO THE INDUSTRY GAVE HIM THE EXPERIENCE AND UNDERSTANDING TO CONTINUE TO DRIVE FORWARD AND IMPROVE ALL ELEMENTS OF THE BUSINESS.



RORY BJARNASON
PRESIDENT

RORY'S BACKGROUND IN ENGINEERING AND SALES GIVES HIM A COMPREHENSIVE KNOWLEDGE OF THE INDUSTRY AND THE ABILITY TO IDENTIFY AND RESPOND TO GROWING TRENDS.



JENN WOLFE
CTO

JENN'S EXPERTISE LIES WITHIN THE TECHNOLOGICAL AND SOFTWARE SYSTEMS OF THE COMPANY. HER EXTENSIVE KNOWLEDGE AND EXPERIENCE HELP KEEP THE COMPANY RUNNING SMOOTHLY DAY-TO-DAY.



CAMERON MARTIN
COO

CAMERON HAS A DEEP UNDERSTANDING OF OPERATION SYSTEMS AND HAS BEEN INSTRUMENTAL IN SHAPING BE POWER EQUIPMENT TO KEEP PACE WITH THE GROWING DEMANDS.



SCOTT KARSEN
CFO

SCOTT HAS WORKED THROUGHOUT NORTH AMERICA, GAINING VAST EXPERIENCE WITH A VARIETY OF COMPANIES WITH ANNUAL REVENUES RANGING FROM \$25M TO AS LARGE AS \$18B.



JOHN CARREIRO
VP OF SALES, CANADA

JOHN'S NATURAL SALES ABILITIES, COUPLED WITH HIS 20 YEARS OF EXPERIENCE IN THE INDUSTRY, HAS BROUGHT HIM TO A LEADERSHIP ROLE FOR THE CANADIAN SALES TEAMS.



DAVID MEGATHLIN
VP OF SALES, USA

DAVID BROUGHT HIS 26 YEARS IN THE INDUSTRY TO BE POWER EQUIPMENT WHERE HE USES HIS KNOWLEDGE AND EXPERIENCE TO OVERSEE THE US DIVISION.



MELISSA MCNEIL
NATIONAL SALES AND
MARKETING MANAGER

MELISSA'S STRENGTH IS IN OPTIMIZING BUSINESS GROWTH THROUGH EFFECTIVE SELLING. HER FOCUS IS TO MAXIMIZE HER TEAM'S PERFORMANCE BY EQUIPPING THEM TO EXCEL.

KEY INDUSTRIES WE SELL TO



POWER EQUIPMENT

34%



LAWN + GARDEN

18%



RETAIL

16%



FARMING & AGRICULTURE

14%



AUTOMOTIVE

10%



INDUSTRIAL

7%



INTERNATIONAL

1%



48.8%
GROWTH IN
REVENUE LAST
5 YEARS



OVER
2000
ACTIVE
CUSTOMERS



MORE THAN
200
MODELS



WHY PARTNER WITH US

- 1** BE IS **NORTH AMERICAN** OWNED WITH MULTINATIONAL **MANUFACTURING** FACILITIES
- 2** BE IS ONE OF NORTH AMERICA'S **LARGEST** PRESSURE WASHERS, GENERATORS, AIR COMPRESSORS, AND WATER PUMPS **MANUFACTURER**
- 3** BE IS A **MARKET LEADER** IN PRESSURE WASHERS, GENERATORS, WATER PUMPS, AND AIR COMPRESSORS
- 4** BE HAS OVER **400** REPAIR DEPOTS AND **40** ELITE REPAIR DEPOTS **ACROSS NORTH AMERICA**
- 5** ACCESS TO A FULL **TRILINGUAL** LIVE **CALL CENTRE** TO END-USERS FROM 7 AM TO 8 PM EST
- 6** LOCAL INVENTORY, NO DI COMMITMENTS
- 7** BE PRIVATE LABELS OVER 40 BRANDS IN NORTH AMERICA AUSTRALIA, AND EUROPE
- 8** BE DOES NOT SELL PRODUCT DIRECT TO CONSUMER NOR THROUGH ANY AUCTION CENTRES
- 9** BE **OWNS** AND OPERATES IT'S OWN **MANUFACTURING PLANTS** AND **SUPPLY CHAIN** IN THE USA, CANADA, SHANGHAI, AND AUSTRALIA

PRESSURE IS A **PRIVILEGE**. IT MEANS SOMEONE **BELIEVES** IN YOU.
AND GIVES YOU THE **OPPORTUNITY** TO DO SOMETHING **EXTRAORDINARY!**



EXPERIENCED FIELD SALES REP FOR EACH TERRITORY

HAVING AN EXPERIENCED FIELD SALES REP FOR EACH TERRITORY ALLOWS US TO WORK CLOSELY WITH OUR DEALERS.

OUR TEAM NOT ONLY PROVIDES STAFF TRAINING, BUT THEY ARE INVOLVED WITH IN-HOUSE EVENTS AND AID IN SALES CAMPAIGN INITIATIVES.





BE POWER EQUIPMENT
HEAD OFFICE
ABBOTSFORD, BC, CANADA

600+

EMPLOYEES IN NORTH AMERICA

A NORTH AMERICAN MANUFACTURING COMPANY WITH OVER 30 YEARS OF EXPERIENCE AND 2,000+ DEALERS UNDER OUR BELT, OUR TEAM OF SENIOR ENGINEERS, PURCHASING, MARKETING, AND SALES HAVE THE POWER EQUIPMENT PROCESS DOWN TO A SCIENCE.





BE POWER EQUIPMENT
SHAKOPEE, MN, USA

**WE ARE ONE OF THE
LARGEST PRESSURE
WASHERS, GENERATORS,
AND WATER PUMPS
MANUFACTURERS IN
NORTH AMERICA**

WE RIGOROUSLY TEST EACH MACHINE PRODUCED IN OUR FACILITY. BECAUSE OF THIS DEDICATION TO QUALITY, OUR DEFECT RATE IS THE LOWEST IN THE INDUSTRY.

LEAN MANUFACTURING



BE POWER EQUIPMENT
PORTLAND, OR, USA



reliability producing confirmation
method **LEAN** requirement performance
philosophy assurance
improvement processes managing service implementing management sustainable efficiency implementation standardization
productivity **QUALITY** customer
superior workers

BE LEAN PHILOSOPHY

WE REDUCE THE PRODUCTION COST,
CREATE HIGH QUALITY PRODUCT AND
HIGH VOLUME OUTPUT IN LESS TIME.

SUPPLY CHAIN MANAGEMENT

WE OWN AND OPERATE OUR OWN SUPPLY CHAIN, RESULTING IN LOWER INVENTORY, AND OVERHEAD COSTS WHILE IMPROVING QUALITY CONTROL.



BE POWER EQUIPMENT
SHANGHAI, CHINA



RESEARCH & DEVELOPMENT TEAM

RESEARCH AND DEVELOPMENT (R&D) IS A KEY PART OF A COMPANY'S OPERATIONS. WE DESIGN AND ENHANCE OUR PRODUCTS TO STAY AHEAD OF OUR COMPETITORS AND MAINTAIN MARKET LEADERSHIP.





MANUFACTURING DIVERSITY THROUGH ACQUISITIONS



- PRESSURE WASHERS
- WATER TRANSFER PUMPS
- GENERATORS



BAR GROUP
MULGRAVE, AUSTRALIA



- PRESSURE WASHER PARTS
- PRESSURE WASHER ACCESSORIES



BARENS INC
SENECA, PENNSYLVANIA



- COLD WATER GAS AND ELECTRIC PRESSURE WASHERS
- HOT WATER PRESSURE WASHERS
- NATURAL GAS FIRED HOT WATER PRESSURE WASHERS
- STEAM CLEANERS
- TRAILERS HOT WATER SKIDS



LARGO INDUSTRIES
DECATURVILLE, TENNESSEE



260k
POWER EQUIPMENT
UNITS SOLD IN 2021

BE POWER EQUIPMENT
ABBOTSFORD, BC, CANADA

AVAILABLE BRANDS

WE OFFER VARIOUS BRANDS, ALLOWING YOU TO BRING DIVERSITY AND A RANGE OF OPTIONS TO YOUR CUSTOMERS.

BE

OUR FLAGSHIP BRAND HAS BEEN IN THE MARKET FOR OVER THIRTY YEARS. IT IS THE FOUNDATION FOR OTHER BRANDS, WITH OVER 170 MACHINES AVAILABLE ACROSS THE PRESSURE WASHER, GENERATOR, WATER PUMP, AND AIR COMPRESSOR CATEGORIES.

Xstream

CREATED IN 2007 AND SOLD EXCLUSIVELY TO CANADIAN DEALERS.

wetjet

CREATED IN 2015, SOLD TO RETAILERS THAT OFFERS INDUSTRIAL QUALITY.

PURE POWER

CREATED IN 2018, SOLD TO RETAILERS AS OPENING PRICE POINT MODELS.



PRIVATE LABELS

WE HELP OUR CUSTOMERS BUILD QUALITY BRANDS OF THEIR OWN.

FROM PRODUCT DEVELOPMENT, TO PACKAGING, TO DISTRIBUTION, WE HAVE MORE THAN 30 YEARS OF EXPERIENCE AS A PRIVATE LABEL POWER EQUIPMENT MANUFACTURER.

OUR TEAM KNOWS THE PRIVATE LABEL BUSINESS INSIDE AND OUT AND WE TAKE PRIDE IN WORKING CLOSELY AND COLLABORATIVELY WITH OUR CUSTOMERS TO ENSURE EVERYTHING IS TO THEIR STANDARDS.

OUR PRIVATE LABEL CUSTOMERS REGULARLY PRAISE OUR CONSISTENCY IN QUALITY AND CUSTOMER SERVICE.



SOME OF OUR CLIENTS



RETAIL PACKAGING SAMPLES

BE POWER EQUIPMENT BOX SAMPLES



4 SIDED BOX

3 LANGUAGES
ENGLISH • FRENCH • SPANISH

SUSTAINABLE PACKAGING



PRODUCT WARRANTY

OUR PRODUCTS ARE BACKED BY THE **BEST WARRANTY** IN THE INDUSTRY, WITH PRODUCT REGISTRATION ON APPLICABLE MODELS TO RECEIVE 5 YEARS EXTENDED WARRANTY



KOHLER®

POWEREASE

VANGUARD®





BEST MANAGED COMPANY

BE POWER EQUIPMENT WAS ANNOUNCED
AS A WINNER OF CANADA'S BEST MANAGED
COMPANIES FOR 2021 AND 2022.

 **CANADA BEST
MANAGED
COMPANIES**

CANADA'S ERNST & YOUNG ENTREPRENEUR OF THE YEAR® 2022

CURTIS BRABER, IS ONE OF THE **EY**
ENTREPRENEUR OF THE YEAR 2022
PACIFIC WINNERS!

THIS PROGRAM RECOGNIZES
ENTREPRENEURS ACROSS THE COUNTRY
THAT ARE TRANSFORMING OUR WORLD
THROUGH UNBOUNDED INNOVATION,
GROWTH AND PROSPERITY.





CORPORATE SOCIAL RESPONSIBILITY

AS A GLOBAL COMPANY, WE HAVE THE RESPONSIBILITY TO DO OUR PART ON GLOBAL MATTERS. WE HAVE THE ABILITY TO MAKE A POSITIVE IMPACT ON MATTERS SUCH AS HUNGER, HEALTH, GLOBAL WARMING, AND CLIMATE CHANGE. THESE CHANGES CAN ONLY BE MADE IF WE STAY COMMITTED TO THE CAUSES SO THAT THERE IS A SHARED VALUE AND UPLIFTING COMMUNITIES LOCALLY AND GLOBALLY.



136 BE POWER EQUIPMENT



CURTIS BRABER
CEO

HELPING TO EQUIP THE NEXT GENERATION

HIGH SCHOOL EDUCATION IS A CRITICAL POINT IN A CHILD'S PATH AND IS ONLY MADE BETTER WITH GREAT MATERIALS AND RESOURCES, WE ARE PROUD TO HELP EQUIP THE NEXT GENERATION WITH HANDS-ON TEACHING MATERIAL.

HONDA ENGINES

WE ARE ONE OF NORTH AMERICA'S LARGEST OEM MANUFACTURERS OF HONDA ENGINES THAT ARE BUILT INTO OUR POWER EQUIPMENT.





5 YEAR WARRANTY
★ INDUSTRY LEADING ★

* UPON REGISTRATION

POWEREASE ENGINES

EXCLUSIVE IN NORTH AMERICA, THESE INDUSTRIAL ENGINES ARE RESPONSIBLE FOR NEARLY 50% OF ALL BE PRODUCTS.

MARKETING MATERIALS SUPPORT

CONTINUOUSLY CREATING NEW MATERIALS TO HELP YOU DRIVE SALES



HOW-TO, TECH TALKS, AND PROMOTIONAL VIDEOS



PRODUCT KNOWLEDGE GUIDES



24/7 ACCESS TO MARKETING ASSETS THROUGH FTP PORTAL



BILINGUAL PRINTED AND ONLINE INTERACTIVE CATALOG



UNIT HANG TAGS



UPDATED WEBSITE



FLYERS / BROCHURES





TOP NOTCH QUALITY CONTROL PROCESS

QUALITY IS ONE OF THE FOUNDATIONS OF OUR SUCCESS. KNOWING THAT CUSTOMERS DEMAND TOP VALUE FOR THEIR DOLLAR, WE CONSTANTLY DRIVE OURSELVES TO PRODUCE EQUIPMENT THAT MEETS THE HIGHEST STANDARDS.

OUR QUALITY CONTROL STARTS RIGHT FROM THE BEGINNING WHEN WE SOURCE RAW MATERIALS. IT CONTINUES THROUGH THE PROCESS TO THE END WHERE WE TEST EVERY MACHINE WE BUILD.

CONTINUED INVESTMENTS INTO EQUIPMENT AND SYSTEMS WILL ENSURE WE WILL MEET OUR CUSTOMERS FUTURE NEEDS.

INDUSTRY LEADING

0.68%

DEFECT RATE

BE POWER EQUIPMENT
ABBOTSFORD, BC, CANADA



TRILINGUAL TECHNICAL DEPARTMENT

WHAT SETS US APART IS HAVING A TRILINGUAL TEAM WITH THE ABILITY TO PROVIDE TECHNICAL SUPPORT OVER THE PHONE FROM 7 AM TO 8 PM EST.

JUST ONE CALL AWAY, THE TECHNICAL ADVISORS WALK CLIENTS THROUGH THE STEPS TO REPAIR OR DIAGNOSE ANY MECHANICAL ISSUES. IF A MACHINE DOESN'T HAVE A QUICK TROUBLESHOOT SOLUTION VIA A PHONE CALL, WE HAVE AN EDUCATED REPAIR DEPOT NETWORK ACROSS THE COUNTRY.

BUILDING A GOOD CUSTOMER EXPERIENCE DOES NOT HAPPEN BY ACCIDENT, IT HAPPENS BY DESIGN

NORTH AMERICAN AUTHORIZED REPAIR DEPOTS

OUR CERTIFIED REPAIR DEPOT NETWORK HAS THE TECHNICAL ABILITY TO PROVIDE WARRANTY AND SERVICE WORK FOR ALL BE POWER EQUIPMENT.



40 ELITE
REPAIR
DEPOTS



400+ REPAIR
DEPOTS

OUR ELITE REPAIR DEPOTS HAVE THE TECHNICAL ABILITY TO WORK ON ALL OUR UNITS, AND THEY KEEP STOCK OF COMMON PARTS FOR REPAIRS.



STRONG & FAST NORTH AMERICAN DISTRIBUTION

TO SAVE TIME AND MONEY, NORTH AMERICAN ORDERS ARE **PACKED AND SHIPPED IN CANADA AND USA!**

CANADA

ABBOTSFORD ①
BC, CANADA
MANUFACTURING FACILITY

LONDON ②
ON, CANADA
DISTRIBUTION CENTRE

UNITED STATES

PORTLAND ③
OR, USA
DISTRIBUTION CENTRE

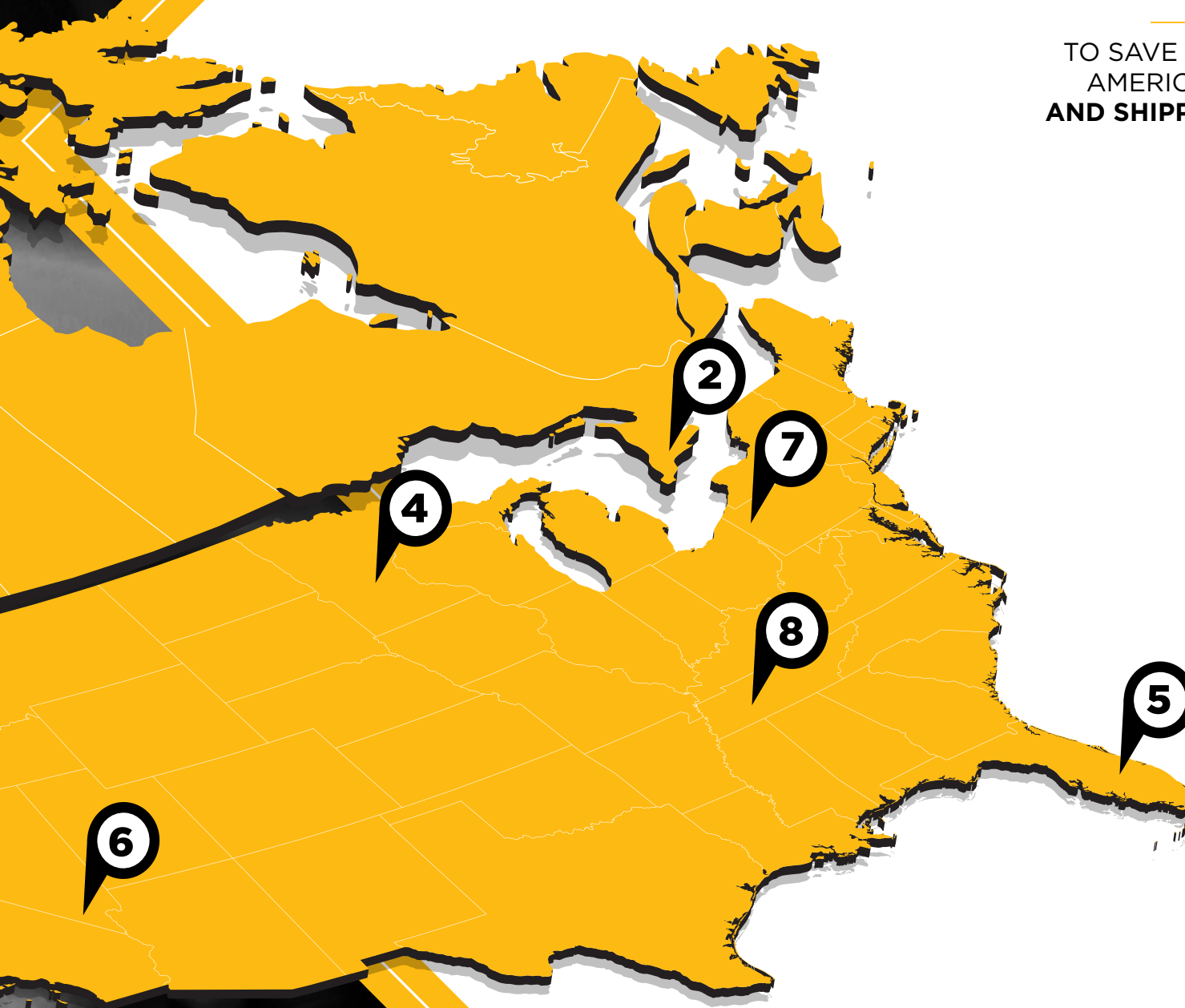
SHAKOPEE ④
MN, USA
MANUFACTURING FACILITY

WEST PALM BEACH ⑤
FL, USA
DISTRIBUTION CENTRE

FORT MOHAVE ⑥
AZ, USA
DISTRIBUTION CENTRE

SENECA ⑦
PA, USA
DISTRIBUTION CENTRE

DECATURVILLE ⑧
TN, USA
MANUFACTURING FACILITY





IN-HOUSE PRODUCT KNOWLEDGE TRAINING

OUR PRODUCTS ARE TECHNICAL WITH LOTS OF MOVING PARTS, WHICH IS WHY WE HIGHLY VALUE EDUCATION. THIS INCLUDES OUR STAFF AND DEALER NETWORK. WHEN A CUSTOMER WALKS INTO YOUR STORE, WE WANT YOU TO BE THE EXPERTS THAT THEY TRUST AND KEEP COMING BACK TO FOR ALL THEIR FUTURE POWER EQUIPMENT NEEDS.

BE POWER EQUIPMENT
ABBOTSFORD, BC, CANADA

BE POWER EQUIPMENT
LONDON, ON, CANADA

ANNUAL SERVICE SCHOOL

SERVICE SCHOOLS TO TRAIN REPAIR DEPOTS ON PROPER MAINTENANCE AND USAGE TECHNIQUES. AWARDING A TECHNICAL SERVICE CERTIFICATE TO THOSE WHO PASS THE COURSE.

LEARN CONTINUALLY, THERE IS ALWAYS
“ONE MORE THING” TO LEARN.

STEVÉ JOBS



ONLINE ORDERING PORTAL

OUR CUSTOMER CAN TAKE A DEEP DIVE VIEW INTO EACH PRODUCT ON THE WEBSITE AND ORDER AT THE SAME TIME THROUGH THE ONLINE ORDERING PORTAL. ALL YOU NEED IS A DEALER LOGIN.

ONLINE PRODUCT REGISTRATION

END-USERS CAN REGISTER THEIR PRODUCTS ALLOWING FOR QUICK AND EASY ASSISTANCE FROM OUR TECHNICAL TEAM.





SHIPPING

ONE OF OUR KEY GOALS IS TO GET PRODUCTS TO OUR CUSTOMERS AS FAST AS REASONABLY POSSIBLE. TO ACHIEVE THIS, WE HAVE 8 WAREHOUSES THAT PROVIDE OPTIMAL COVERAGE AND SHIPPING TIMES ACROSS NORTH AMERICA.

OUR PROCUREMENT TEAM WORKS HARD TO FILL THOSE WAREHOUSES TO THE BRIM WITH LARGE STOCK PILES OF PRODUCT TO MATCH THE UPCOMING SEASONS. IF WE DON'T HAVE IT READY TO GO, WE CAN DEPLOY OUR IN-HOUSE PRODUCTION LINES TO BUILD WHAT IS NEEDED.



BE POWER EQUIPMENT

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