



## Company Profile

Tropical Energy Solutions Pty Ltd provides turn-key solutions for on-grid and off-grid energy generation, energy saving and demand management applications.

*We identify, promote and implement solutions that are clean, reliable and economically viable.*

Our business is focussed on delivering products and services that suit tropical environments and conditions. With offices in Townsville and Cairns, Australia, we work in close cooperation with leading manufacturers and their representatives.

The business operates in three core areas:

- 1 - **Technical Services** for the engineering, project management and installation of innovative energy solutions including the complete development and installation of hybrid and off-grid power systems for remote areas.
- 2 - **Energy Management Services** for the development of Energy Management Systems, Energy Auditing, Demand Management Strategies and Certified Measurement and Verification Services for government, commercial operations and property developments.
- 3 - **Education Services** for the training of personnel in renewable energy generation and sustainable energy management techniques.

Tropical Energy Solutions identifies products, technologies and procedures that have demonstrated their ability to provide reliable energy solutions in non-tropical or semi-tropical environments. These are verified by us against the requirements under tropical conditions and, where necessary, are modified to meet these requirements. In addition we utilise products and procedures with a proven track record in the tropics.

The provision of affordable energy solutions with positive cost/benefit ratios and the identification of emerging applications and markets is the overarching goal for all our business operations.

Townsville is recognised as Australia's *Centre of Excellence in Tropical Science and Design*. It is the engineering and logistics hub for the North Queensland region and is Australia's largest tropical city.

The company's operations in Townsville and Cairns enable us to work in a true tropical climate with the infrastructure and services of a dynamic industrialised marketplace. Public and government support for innovative energy concepts has given Townsville the status of Queensland's only "Solarcity". It is the host for a \$30 million installation of photovoltaic and demand management equipment to provide power for an entire suburb.

The North Queensland region has a strong demand for stand-alone power systems to cater for mining operations and other remote facilities. Established links to neighbouring nations are currently being developed to service these international markets.

## Director Profile – Frank Dallmeyer

Frank's career started in Germany following study and graduation with an Engineering degree.

From 1991 to 1997, Frank held management positions in Sales, Product Management and International Marketing at Draeger Safety in Germany. He continued his work for Draeger Safety in Malaysia until 1999 and in Melbourne, Australia until 2004, holding positions as Business Unit Manager for Industrial Instrumentation and Control Systems.



In 2005 Frank moved to Townsville and joined Townsville Enterprise Ltd as Manager for Regional Economic Development. This organisation is North Queensland's peak organisation for economic development and destination marketing.

During this time Frank worked closely with local and state authorities to improve the delivery of dependable and competitively priced energy to the region.

In March 2007 Frank established Tropical Energy Solutions Pty Ltd to provide clean, reliable and affordable energy systems that meet the specific requirements of tropical environments.

### Company Contact Details

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For more information please visit our website [www.tropicalenergysolutions.com.au](http://www.tropicalenergysolutions.com.au)

### Affiliations

Member - Australian Solar Council (ASC)  
Member - Australian Energy Storage Council (ESC)  
Accredited – Clean Energy Council (CEC)  
Accredited - Solar Gold Certified Installer  
Member – Institute of Engineers Australia  
Member – Efficiency Valuation Organisation (EVO)  
Member – Sustainable Townsville Limited  
Partner – Ergon Energy Trade Ally Network + Member of Preferred Contractor Panel (PCP97)