



# Tropical Energy Solutions

CLEAN > RELIABLE > AFFORDABLE

24 August 2018

## AN OPEN LETTER TO CUSTOMERS PAST, PRESENT AND POTENTIAL

Valued Customers,

It was with illation that Tammy and I took control of Tropical Energy Solutions (TES) on 20<sup>th</sup> April 2018, we have planned a slow and gradual transition into the business allowing time to survey our assets, direction and necessary changes needed to take TES to the next level of innovative, reliable and affordable renewable energy systems.

We have now all but completed our self-assessment and are currently implementing some exciting changes that will see TES not only grow but flourish with a raft of improvements to our corporate capabilities, market mobility, and increased focus in our core business areas of Off-grid, Remote and Commercial renewable energy systems. It is for these reasons we have taken this long to issue a welcome letter on our website, so to all our customers past, present and potential... Welcome! to the new (but very much the same) Tropical Energy Solutions.

Through all this planning and analysis TES has been moving ahead with the business of designing, installing and maintaining solar PV at a blistering pace. We have been working on so many interesting, and some quite amazing projects in locations from Belyando Crossing to Cape Tribulation and across to Palm Island. To give an idea of the cross-section of work being undertaken, we have installed a Commercial Off-grid system with staggering battery storage, installed countless off-grid systems on cattle stations across the region, completed energy audits and feasibility studies for two of our local councils, have conducted countless routine maintenance inspections on our Commercial PV installations, and have just received authority to commence the latest extension to the installation at JCU's Daintree Research Observatory. Be sure to keep an eye on our projects page, plenty of updates to come.

I have already had the opportunity to meet so many of our existing customers, industry partners and friends but I am always eager to meet more. So if you are near our offices in Echlin St, please stop by or alternatively drop us a line and allow me to introduce myself properly.

Finally I would like give a fond farewell to Frank Dallmeyer TES's fearless leader and founder. Frank has successfully made the transition to a semi-retired lifestyle. Thanks you for handing over such a healthy, capable business, we wish you all the best. And as a final nod to Franks contributions to TES and the industry over the last 11 years I will sign off with one of his favourite lines...

Tropical Greetings,

Adam Wilson  
Director