

Adam feels like an energetic winner



POWERFUL TEAM: Tropical Energy Solutions energy auditor and broker Mark Lewis and owner Adam Wilson with an off-grid inverter.

Picture: ALIX SWEENEY

TONY RAGGATT

ELECTRICIAN and mechanical fitter Adam Wilson says his acquisition of leading Townsville-based Tropical Energy Solutions has been like winning Lotto.

Mr Wilson, who previously worked with rail freight operator Aurizon as its regional maintenance leader, acquired the trading name and intellectual property of the leading energy management business earlier this year.

Previous operator Frank Dallmeyer has moved into semi-retirement.

Mr Wilson, who operates his Reid River hobby farm, off-grid and uses

one of Tropical Energy Solutions' first clients, needed a new inverter.

He contacted the company and found it was closing for want of a suitable buyer. But it was only when Mr Dallmeyer told him having the business in good hands was more important to him than price that Mr Wilson realised he could afford to buy it.

"I walked out with an inverter under one arm and a business under the other," Mr Wilson said.

"I really feel like I have won the Lotto with this one."

Mr Wilson said he had always wanted to operate his own business.

He had envisioned a smooth transition and gradual improvement of

the business picked up. Instead, he said, the business went from "zero to flat out" in a week.

Mr Wilson said he had been fortunate to retain the services of the company's energy auditor and now energy broker Mark Lewis.

Founded in 2007, Tropical Energy Solutions developed some of the region's first off-grid energy systems using solar and battery storage. They have been involved in large solar installations around Australia, Papua New Guinea and Fiji.

But energy auditing and management has become an increasingly important part of the business.

This includes analysis of detailed

tariffs, assessing offers on behalf of clients moving to the contestable market or renewing contracts and ways businesses can reduce their energy use to lower bills and lower the capital cost of solar installations.

Mr Wilson said they often found the use of solar, energy efficiency and better energy use behaviour could help businesses retain cheaper small customer tariffs, saving them more than \$10,000 a year.

Also, unlike many energy brokers who charged via commission, Mr Wilson said they charged a flat fee, avoiding the trap of commissions acting like an incentive to maintain high