



CAPABILITY STATEMENT

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*GLOBAL COOLING
ONE ROOF AT A TIME*



INTRODUCTION

Townsville Solar Coatings has been established to provide practical solutions to enhance Townsville's energy efficiency.

Tim O'Shea established the business in 2016 to address the growing demand for quality energy efficiency solutions in Townsville and surrounding areas.

Townsville Solar Coatings offers solutions in 4 main areas:

1. Protective solar panel coating
2. Heat reflective coating
3. Roof restoration
4. Roof replacement

By working only with high quality suppliers, Townsville Solar Coatings are able to provide energy efficiency enhancing solutions to the following sectors:

- Commercial
- Industrial
- Government
- Domestic

The pillars of operation at Townsville Solar Coatings are:

- Honesty
- Reliability
- Integrity

These govern every procedure, every policy and every business objective at Townsville Solar Coatings, providing the framework for a high quality business model.

As Australia works towards enhanced energy efficiency and looks for solutions to reduce heat load, increase life and effectiveness of solar panels and reduce cleaning time, Townsville Solar Coatings have the quality solutions to suit the North Queensland climate.



PROTECTIVE SOLAR PANEL COATING

Using nano-technology, the Diamon-Fusion solar panel protective coating applied by Townsville Solar Coatings can protect your solar panels and reduce cleaning time and costs by up to 90%.

Diamon-Fusion is an optically clear, protective coating that transforms a solar panel surface into a high-performing, water-repellent surface. By filling in the microscopic peaks and valleys of the surface, Diamon-Fusion creates an ultra-thin, invisible barrier that protects surfaces from stains, corrosion, and other environmental pollutants.

Just like a non-stick cooking pan makes cleaning easier and less frequent, Diamon-Fusion will reduce cleaning time and the frequency of cleaning for your solar panels.

Satisfied clients who have had the protective solar panel coating applied to their solar panels have commented on the increased peak power production periods experienced.

Suitable for large scale commercial applications including solar farms, through to smaller applications including domestic solar panels, the protective solar panel coating can be applied to new solar panels prior to installation, new solar panels as they are installed and applied to existing solar panels after they have been thoroughly cleaned.

Using only the highest quality innovative product available on the market, Townsville Solar Coatings is able to offer 7 year warranty.

**REDUCE CLEANING TIME
BY UP TO 90%**



HEAT REFLECTIVE COATING

Using only the very best quality Energy Star® heat reflective coatings from ASTEC Paints, Townsville Solar Coatings are able to provide commercial and residential energy efficient solutions.

Energy Star® heat reflective coatings are the first, and only range of roof and wall coatings to be CodeMark certified and approved for guaranteed compliance with the Building Code of Australia (B.C.A.) Section J - Energy Efficiency Guidelines.

The advantages of applying a high quality heat reflective coating to your roof or walls include:

1. Reduced heat load on buildings
2. Reduced air conditioning cooling costs
3. Increased solar panel efficiency
4. Extended roof structure life span
5. Available in 45 CodeMark registered colours



The Energy Star® heat reflective coating is applied like paint and looks like paint, but acts in a different manner to paint.

CONSTRUCTION INDUSTRY COMPLIANT

If you are using sustainability management software to calculate energy demands and use for your building, you can enter Energy Star® as an energy saving component and see the results for yourself.

Satisfied clients have stated that not only has the application saved them on cooling and heating costs, it has given the building a facelift and made it more aesthetically pleasing.



ROOF RESTORATION

The roof restoration service is available on single and multi-storey buildings of a domestic or commercial nature.

After a comprehensive inspection, Townsville Solar Coatings will issue a report outlining the works to be carried out. This may include replacing screws, replacing roof sheeting, repairing holes, removing damaged sections, waterproofing and re-screwing cyclone rated screws.

Each roof is cleaned, primed and coated with 2 coats of heat reflective coating.

Townsville Solar Coatings are licensed QBCC Contractors (licence 15039055), and will carry out any agreed works in a safe and timely manner.

ROOF REPLACEMENT

Townsville Solar Coatings also provides a professional roof replacement service. If a roof is too damaged or it is not feasible to restore, this option will suit most home and building owners.

The team can replace most commercial and residential roofs including asbestos, iron or tiles.

Residences that qualify for the Household Resilience Program may be eligible for a grant to carry out these works.





LEADERSHIP

TIM O'SHEA

MANAGING DIRECTOR
Tel 0421 118 838
tim@townsvillesolarcoatings.com.au

Tim established Townsville Solar Coatings in 2016 in response to a need for quality solar coatings in Townsville, North Queensland.

As an experienced operations manager, Tim leads the Townsville Solar Coatings team to deliver commercial, industrial, government and residential solutions to organisations and homes in Townsville and surrounding areas.

Tim has researched and sourced the very best supply partners available to ensure the high quality results delivered by Townsville Solar Coatings.

In addition to quality trade partners, Tim has recruited and developed a professional team. Tim's 20+ years experience across business, property development, mining and industrial sectors has given him the skills and experience necessary to operate a business offering cutting edge technology to the market.

As the foundation of Tim's approach to business is his commitment to customer service, quality and safety, these are the basis of which the business has flourished since inception.

As a hands on Managing Director, Tim is available to meet with commercial, industrial, government and residential customers to tailor solutions that suit each application. Whilst roofs and solar panels can look similar, Tim understands that each and every building is different, with different demands. Likewise, each customer is different, with different goals. By listening to each customers' needs and objectives, Tim can tailor solutions packages to suit the needs of the customer.

By investing in staff development and training right from the start, Tim has passed on his commitment to customer service, quality and safety to his team. He can rely on each and every team member to treat each customer with respect and deliver tailored solutions that meet their needs.

Tim looks forward to working with more customers throughout Townsville and surrounding districts over the coming years.

LEADERSHIP



JOHN KNIGHT

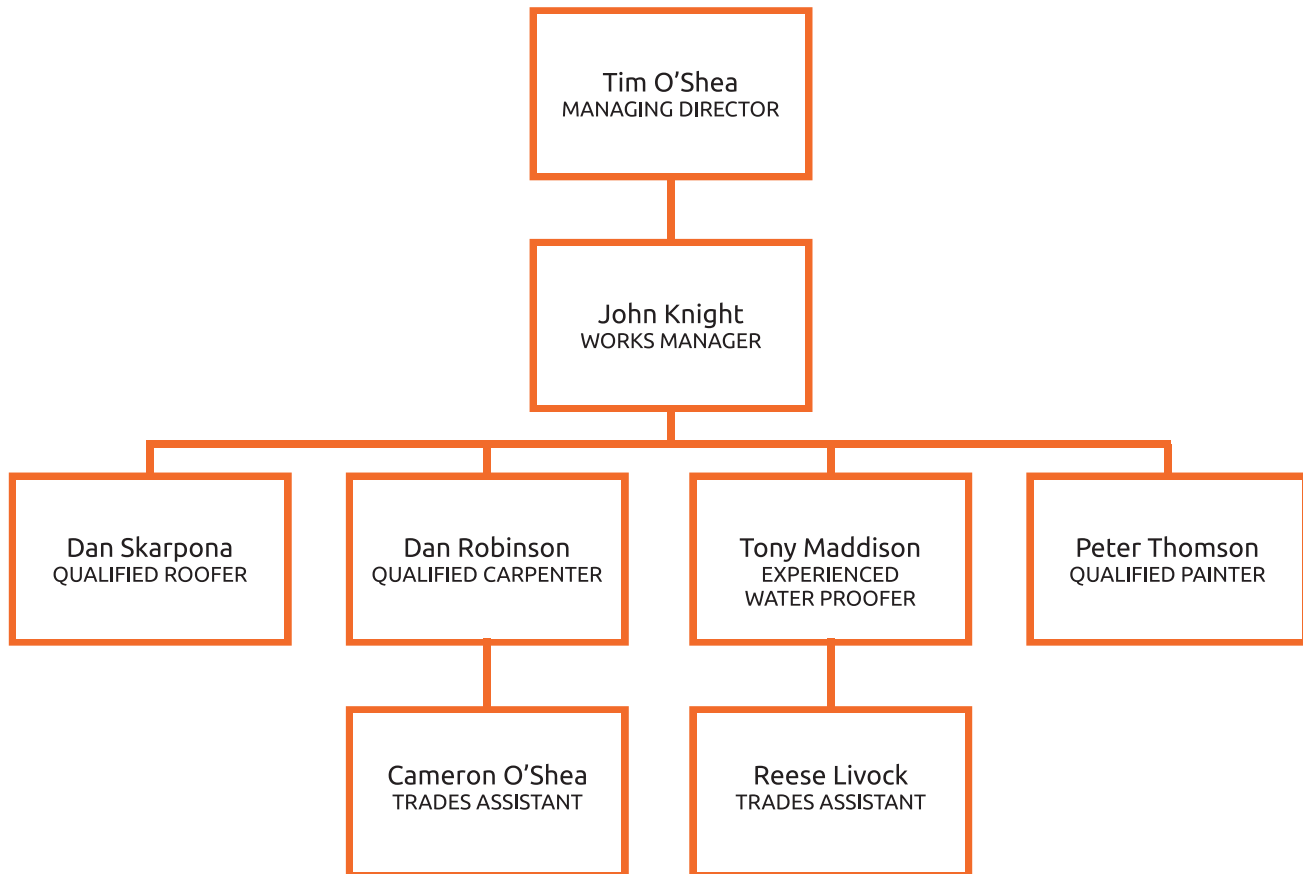
WORKS MANAGER

As the Works Manager at Townsville Solar Coatings, John reports directly to the Managing Director, Tim O'Shea.

John oversees the solar panel coating projects, heat reflective coating, roof restoration, and roof replacement projects to ensure they are delivered on time and on budget, in accordance with our pillars of operation.

John has 20 years experience in roofing, management and leadership and is a valuable leader within the business.

ORGANISATIONAL STRUCTURE



MANAGEMENT SYSTEMS

SAFETY

The commitment to safety by the team at Townsville Solar Coatings is grounded in the culture. Each and every staff member undergoes ongoing safety training to ensure that not only are they compliant with industry standards, but are kept up to date with safe work methods.

All team members hold a construction industry white card and complete any site specific inductions required before entering job sites. In addition, each and every project begins with a Job Hazard Analysis (JHA) and a Safe Work Method Statement (SWMS).

QUALITY

Quality is embedded into Townsville Solar Coatings at a number of levels including selection of supply partners and on site work produced. By only working with high quality suppliers, the team at Townsville Solar Coatings know they can depend on the products used on site, giving them confidence in their work.

The work carried out by the team at Townsville Solar Coatings is always of a high standard of quality. This is ensured by providing appropriate training to any new staff as they come on board and regular quality control inspections by the Works Manager and Managing Director to ensure compliance against internal standards and industry standards.

ENVIRONMENT

Operating in a sustainable manner and being aware of the impact on the environment is at the forefront of everything carried out at Townsville Solar Coatings. The very focus of the business is to increase energy efficiency, which has a positive impact on the environment.

Second to that, processes have been introduced to minimise the negative impact the business operations have on the environment. Examples of these include trip planning to minimise excessive fuel burn, a recycling program for on site and office materials, and participation in a carbon offset program to minimise carbon emissions impact on the environment.

RISK

Minimising the risk associated with working at heights is one of the organisation's key focuses. This is addressed through appropriate staff training and licencing and using safe work methods for each and every job site. Following from that, appropriate actions are taken which may include harnesses, scaffolding, sun protection, face masks and the use of elevated work platforms. This approach works to reduce and eliminate the risks associated with working at heights.

BUILDERS LICENCE

QBCC Licence Number 15039055

INSURANCES

Current WorkCover insurance policy in place.

\$20 million public liability insurance.

Certificates of currency available upon request.

WARRANTIES

Standard QBCC warranty.

Energy Star® heat reflective coating - 7 years.

Diamon Fusion protective solar panel coating - conditional lifetime warranty.

CAPACITY

With a solid core team in Townsville and the ability to scale up with casual labour as required, Townsville Solar Coatings can handle a range from projects from small residential projects from \$900 through to large commercial, government and industrial projects to the value of \$600,000. This capacity is in line with the current Queensland Building and Construction Commission (QBCC) licence levels.

The business is equipped with 3 vehicles and the ability to hire short term vehicles to transport work crews as required.

In addition, Townsville Solar Coatings has trades equipment on hand for 4 site crews to operate simultaneously. Additional trades equipment can be hired for peak periods where additional crews are required.

PROCESS

Each solution offered by Townsville Solar Coatings is tailored to suit the needs and objectives of the client. However, the process remains constant, that is:

1. PROJECT IDENTIFICATION

Talk to Managing Director Tim O'Shea to identify your needs and objectives.

2. COMPREHENSIVE INSPECTION & QUOTE

Townsville Solar Coatings will attend your site to conduct a comprehensive inspection and submit a quotation for your consideration outlining the full scope of works. There is no charge for this service.

3. QUOTATION ACCEPTANCE

By accepting the quotation and entering into a contract in accordance with the Queensland Building and Construction Commission (QBCC), you authorise Townsville Solar Coatings to commence work at a mutually convenient time.

4. WORKS

Townsville Solar Coatings carry out the works on time and on budget every time, guaranteed.

5. QUALITY INSPECTION

The job is inspected by Works Manager John Knight to ensure it is completed to the high standards set by Townsville Solar Coatings.

SATISFIED CLIENTS

Townsville Solar Coatings have delivered roof restoration, heat reflective coating and protective solar panel coating projects on time and on budget for many clients across Townsville and surrounding districts. These include:

MUSEUM OF TROPICAL QUEENSLAND

- Tanking wall waterproofing

INGHAM MEDICAL CENTRE

- Heat reflective coating

195 NORTH VICKERS ROAD

- Eastern wall full rectification

- Heat reflective coating

73-78 MOONEY STREET (4 commercial tenancies)

- Roofing restoration

- Heat reflective coating

ENGAGING TOWNSVILLE SOLAR COATINGS

Townsville Solar Coatings can be engaged by commercial, government, industrial and residential clients through any of the following:

- tenders
- expressions of interest
- request for quote
- preferred supplier agreements

All work is carried out by staff of Townsville Solar Coatings, not by sub-contractors. This is an important aspect of quality assurance and allows Managing Director Tim O'Shea to have full control over the quality of each and every project.

If you would like to speak with Tim O'Shea, Managing Director about roof restoration, heat reflective coating or protective solar panel coating advice or projects, please contact Tim directly on:

Tel: 0477 150 161

Email: tim@townsvillesolarcoatings.com.au

CASE STUDY

HEAT REFLECTIVE COATING

Peter and Loraine's residence in Brandon, just south of Townsville was aged and deteriorated. The roof had been fitted with solar panels by another contractor, however the home was still not as energy efficient as it could be given the poor condition of the roof.

After talking to the client to understand their energy efficiency goals, the team from Townsville Solar Coatings inspected the roof and planned the project.

The project was divided into 5 phases:

1. Repairing small holes and replacing necessary screws.
2. Clean the entire roof with a 3500 psi high pressure water blasting process.
3. Repair water proofing as necessary and cover all solar panels.
4. Apply heat reflective primer.
5. Apply 2 coats of heat reflective coating.

The client had a wide range of colours to choose from for their heat reflective coating, however they elected to go with Surfmist for its clean, professional appearance.

The Townsville Solar Coatings team worked through the project using safe work methods and the results have been fantastic.



BEFORE

Not only does the roof look great, the heat being absorbed by the roof has dropped significantly, allowing the excess energy captured by the solar panels to be stored for night time use.

Overall, the project has delivered results that the client is happy with and Townsville Solar Coatings are proud of.

Peter and Loraine have said they are using their air conditioners much less frequently than before and their power bills have been lower.



AFTER

A close-up, teal-tinted photograph of a solar panel. The panel's surface is covered with numerous water droplets of various sizes, which are in sharp focus in the foreground and become blurred towards the background. The grid lines of the solar cells are visible, creating a strong geometric pattern. The overall lighting is soft, highlighting the texture of the panel and the reflective surfaces of the water.

***PROVIDING PRACTICAL SOLUTIONS
TO ENHANCE TOWNSVILLE'S ENERGY EFFICIENCY***



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