

# **COMPANY OVERVIEW**











# **ABOUT US**

Key Wholesalers Pty Ltd t/a Solar Bollard Lighting is a multiple award-winning global success, due to our original design innovations and Australian manufacturing excellence. Combining these features, we've stayed ahead of the innovation curve.

We've created first-to-market commercialisation of world-leading solar lights, including:

- the worlds first all-in-one solar bollard light in late 2005
- the worlds first IK10 vandal-resistant solar bollard light in 2012
- the worlds first IP68 submersible solar bollard light in 2018

Solar Bollard Lighting located in Moreton Bay Queensland, offers the most innovative product, which can be found in over 37 countries. Our premium commercial-grade solar bollard light is custom-built to our clients' exact requirements to cope with the most diverse and harshest of environments.

#### OUR LATEST RELEASE SBL2 SERIES SOLAR LIGHTS :

- Brighter for Longer, with models that Charges in Shade
- Australian Certified IP68 Submersible & IK10 Vandal Resistant
- To Market Proven Longer Life than competitor products
- Australian Made use of AMCL Kangaroo Logo (Licensee ID Number: 7739)
- Multi Award Winning Innovations
- 100% Recyclable and 100% Renewable Energy Powered
- World-leading 10-year warranty on both product and performance
- Various power designs not a "One Size Fits All" model which is proven to fail

#### OUR PRODUCTS ARE MULTIPLE AWARD WINNING WHICH INCLUDE:

- 2007 Winner Greenhouse Gas Reduction: Sunshine Coast Environment Council
- 2016 Winner "Most Innovative Product": Australian Smart Lighting Summit 2016
- 2018 Moreton Bay Region Business Excellence & Innovation Awards:
  - o Winner Exporting Excellence
  - o Finalist Innovation Excellence
- 2019 Winner Moreton Bay Region Business Excellence & Innovation Awards::
  - o Business of the Year
  - o Exporting Excellence
  - o Environment and Sustainability
- 2020 Winner Good Design Gold Award: Good Design Australia
- 2021 Top 10 Judge's Finalist: Australia by Design: Innovations TV series
- 2021 Finalist Sustainability & Small Business: Premier of Queensland Export Award
- 2021 Moreton Bay Region Business Excellence & Innovation Awards::
  - o Winner Exporting Excellence
  - o Finalist Entrepreneur of the Year

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## **ABOUT US**

#### **Excellence in Fulfilling the Promise:**

We produce and provide innovative products of uncompromised quality and benefit to customers.

#### Innovation and Assembly Technology:

To ensure quality, it is essential to utilise the latest and most efficient technologies available. Keeping abreast with technological curve we gain, and maintain, a competitive advantage utilising the latest production and R&D techniques.

#### Loyalty, Dedication and Integrity:

The loyalty, dedication and integrity is essential to the prosperity of the company and our global group as a whole as one family. We recognise that mutual commitment to success should lead to the prosperity of all involved.

#### What We Do Different and Makes Us Unique:

Some locations only see two or three hours of sunlight a day. Some installations may be situated under a fully shaded canopy of trees, getting no direct sunlight.

A "One-Size-Fits-All" product installation approach does not take into consideration the varying lighting dynamics at any given location, across the globe.

Solar Bollard Lighting not only offers the most innovative product, but we also ensure a reliable solar lighting installation too, backed by our world-leading warranty on both product and performance.

Every project must have an initial geographical location and shade assessment completed by a Solar Bollard Lighting authorized distributor, importer, sales agent who has been trained according to validated Solar Bollard Lighting<sup>®</sup> protocols.

This assessment applies the 'Power In = Power Out' equation, based on a sunlight profile during the winter solstice, the day of least sun in the specific geographical location. This procedure must be strictly adhered to, ensuring the correct power model mix is supplied to suit the actual project, not a "One-Size-Fits-All" assumption.

The 6106 T6 grade aluminium poles we manufacturer here in Australia are extruded and not casted with a mix of low-grade alloys. This ensures our bollard poles will achieve up to 30 years operational life and upgrading of only the solar light head only at end of life with another Solar Bollard Lighting product. All our product components are 100% recyclable.

Competitor products require at least two (2) – three (3) complete product change overs and reinstalls to one (1) SBL2 Series solar light head change over in a single 10-year life cycle.

Solar Bollard Lighting products reduce future capital expenditure, and excessive waste.





### **AWARDS**

### 2007 / 2016 / 2018





### 2019



### 2019 / 2020







2021









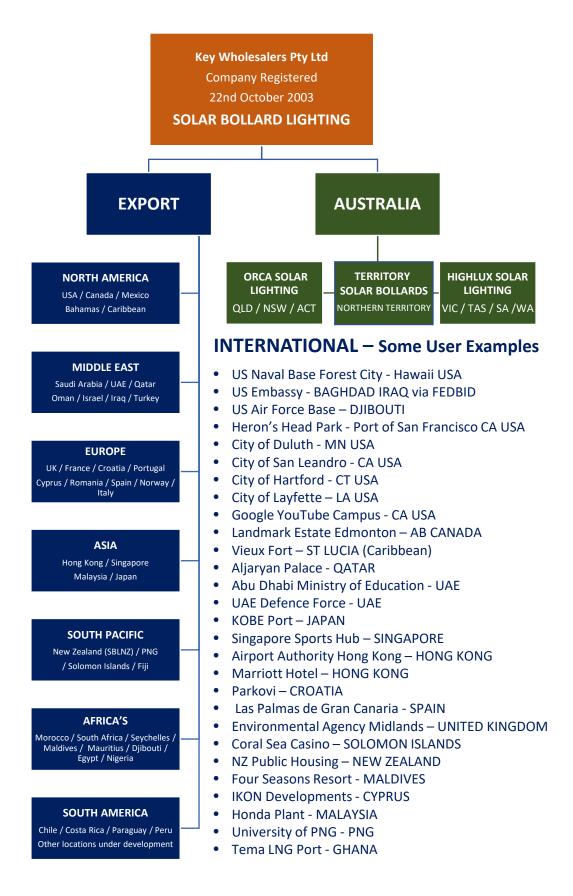
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# **DISTRIBUTION NETWORK**







## **EXAMPLE OF OUR CLIENTS**







**RioTinto** 



















Newcastle

University



MC

**Fortescue** 























Department of

















### SMALL EXAMPLE OF CLIENTS Australia

#### **Councils:**

- **Alpine Shire Council** •
- **Baw Baw Shire Council**
- **Burdekin Shire Council**
- **Cairns Regional Council**
- City of Albany ٠
- City of Bayswater
- **City of Busselton** ٠
- **City of Darwin**
- **City of Fremantle**
- City of Greater Dandenong
- **City of Ipswich** •
- **City of Mandurah** •
- City of Onkaparinga ۲
- **City of Rockingham** •
- City of Kalamunda ٠
- **District Council of Mt Barker** •
- **Eurobodalla Shire Council** •
- **Forbes Shire Council** ٠
- Gold Coast City Council
- Goondiwindi Regional Council
- **Great Lakes Shire Council**
- **Kempsey Shire Council**
- ٠ **Kimberley Land Council**
- Lane Cove Municipal Council •
- ٠ MacDonnell Range Shire Council
- Mildura Rural City Council
- Moreton Bay Regional Council.
- **Mornington Shire Council** •
- Nambucca Shire Council ٠
- Scenic Rim Shire Council
- Shire of Ashburton ٠
- Shire of Manjimup
- Shoalhaven City Council
- South Burnett Regional Council
- Sunshine Coast Regional Council
- Toowoomba Regional Council .
- Town of Port Headland
- Whitsunday Regional Council

#### Government Departments Aged Care and Builders

- Australian Dept. Defence NT AVJennings •
- Australian Dept. Defence VIC •
- Australian Dept. Defence ACT •
- Australian Dept. Defence NSW•
- Australian Dept. Defence SA ٠
- Armadale Hospital
- St George Hospital
- **Dysart Hospital**
- **TMR Public Pontoons**
- Q-Rail / TasRail
- TasPorts – King Island
- S.A Water Corporation
- CSIRO NASA Tracking Station

#### Education

- Hunter River High School
- Jacobs Well Education Centre •
- Mater Christi College
- Methodist Ladies College -Mallacoota
- Paluma Environmental E.C
- St Patrick's College Gympie
- St Patrick's College Brisbane •
- Willunga Waldorf School
- University of Newcastle

#### **Tourist Parks / Attractions**

- Ayers Rock Resort
- Advance Town Caravan Park
- **BIG4 Walkabout Palms** Townsville
- BIG4 Bendigo Marong HP
- **Chandon Winery**
- Cicada Lodge Katherine NT
- **Irvine Wines**
- Mandurah Beach Chalets
- Normanton Caravan Park
- **Reflection Holiday Parks**
- Sea World Theme Park
- Strathalbyn Caravan Park
- **SKYCITY Casino and Hotel**

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- - - **ECH Inc Retirement Living**
    - **Masonic Retirement Villages RSL** Care
  - Salvation Army Villages
  - Lendlease Villages
  - Living Choice •
  - **Genesis Homes**
  - Southern Cross Care
  - Living Gems Residential Resorts
  - Aveo Independent Living

#### **Mining and Other**

- Abigroup Contractors Pty Ltd
- Barrick
- **BHP Billiton Various** Locations
- **BMA** ٠
- **FMG Mining**
- Ford Motor Company
- Pilbara Iron Ore Company ٠ (RIO TINTO)

The Hilditch Statues -

Spotless (Mining and Defence)

• **Oz Minerals** 

Newman

Stockland

•





## **IP68 SUBMERSION OPERATION**













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#### FORBES SHIRE COUNCIL - 400 x SBL2 Solar Lights



**GOLD COAST CITY COUNCIL - 120 x SBL2 Solar Lights** 



### NAMBUCCA SHIRE COUNCIL - 90 x SBL2 Solar Lights



### **CASSOWARY COAST COUNCIL - 36 x SBL2WLF Solar Lights**







### **NOOSA SHIRE COUNCIL - 16 x SBL Solar Lights**



**SUNSHINE COAST COUNCIL - 18 x SBL Solar Lights** 



### FRASER COAST COUNCIL - 5 x SBL2 Solar Lights



### LAKE GRACE AMBULANCE CENTRE – 26 x SBL2 Solar Lights







#### **CITY OF ROCKINGHAM - 43 x SBL Solar Lights**



JACARANDA SPRINGS - CITY OF SWAN - 38 x SBL Solar Lights



### **BATHERS BEACH - CITY OF FREMANTLE - 2 x SBL2 Solar Lights**



#### **IPSWICH CITY COUNCIL – 26 x SBL Solar Lights**







#### **DARWIN WATERFRONT CORP - 13 x SBL2 Solar Lights**



#### **GOLD COAST CITY COUNCIL - 36 x SBL2 Solar Lights**



#### **HOPE ISLAND – GOLD COAST - 45 x SBL Solar Lights**



### WARRAGUL VIC – Install 2012 1<sup>st</sup> Image & 2020 2<sup>nd</sup> Image









## **MINING EXAMPLES - Australia**

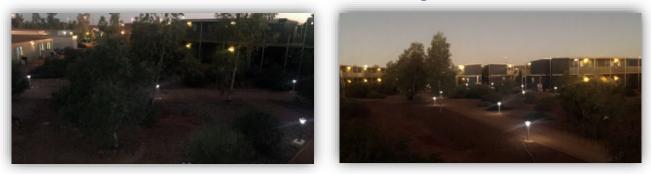
#### **BHP MORANBAH - SBL2 Solar Lights**



### **RIO TINTO VARIOUS LOCATIONS - SBL2 Solar Lights**



FMG - CHRISTMAS CREEK - SBL2 Solar Lights



#### **OZ MINERALS - SBL2 Solar Lights**





Solar Bollard



## SBL2 Product Specified For Use



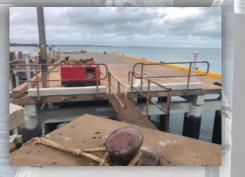
Queensland Government

**Department of Transport and Main Roads** 

- Only approved Solar Lighting to be used on any public marine asset in Qld since 2019
- Specified by DTMR within all supplier documentation and handbooks
- DTMR now removing and retro fitting all previous public marine assets throughout Qld infrastructure to SBL2 models only
- Used to retro fit HEI lighting from Europe due to severe rusting and lighting failures
- Used to retrofit all First Light products from Canada/USA due to severe rusting and lighting failures within 2 years













## **RANDON OTHER PROJECT TYPES**













## **PROJECT EXAMPLES – Int'l**

#### **SINGAPORE SPORTS HUB - 153 x SBL2 Solar Lights**



**ALJARYAN PALACE PROJECT - QATAR - 20 x SBL2 Solar Lights** 



#### **CITY OF DULUTH MN - USA - 10 x SBL2 Solar Lights**



#### FORT RODNEY - CARIBBEAN - 135 x SBL2 Solar Lights



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## **PROJECT EXAMPLES – Int'l**

#### AGAETE – SPAIN - 50 x SBL2 Solar Lights



**TEMA LNG TERMINAL - GHANA - 60 x SBL2 Solar Lights** 



PARKOVI - CROATIA - 58 x SBL2 Solar Lights



#### **NESTA RESORT - JAPAN - 140 x SBL Solar Lights**







## **PROJECT EXAMPLES – Int'l**

### AIRPORT AUTHORITY HONG KONG - 90 x SBL2 Solar Lights



### **MARRIOTT HOTEL - HONG KONG - 15 x SBL2 Solar Lights**



### **AIRPORT AUTHORITY HONG KONG - 63 x SBL2 Solar Lights**







## **VARIOUS INT'L INSTALLS**







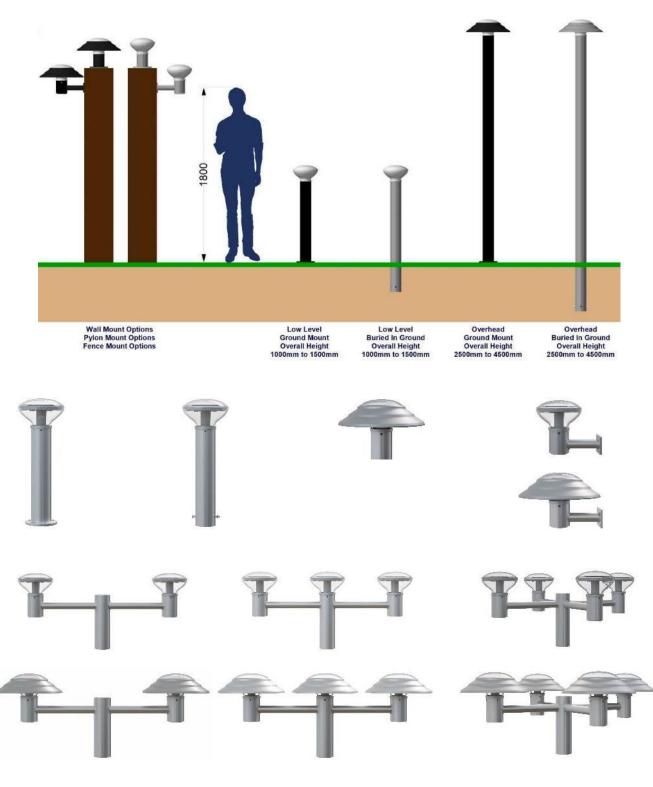








## **SBL2 POLE OPTION EXAMPLES**



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### SBL SERIES IMPACT TESTING VIDEO TOOLS



AS SEEN ON OUR WEBSITE www.solarbollardlighting.com

and



https://youtu.be/q3QkwOGrSKU





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