



# **company profile**

as at January 2012



***Lighthouse (NT) Pty Ltd trading as Eco Options***

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## What Is Eco Options?

Almost twenty years ago, Top End residents began to understand the benefits for harnessing the power of nature to help reduce their energy costs. Products like whirly-bird ventilation and skylights grew in demand and a small business was born to service the need.

However, the Top End posed it's own unique barriers. Cyclones posed threat to newly installed systems and no-one could guarantee the products under cyclonic circumstances. This caused clear problems with insurance.

As the world opened its eyes to the need to reduce its energy consumption and pressure started to mount for individuals to reduce their own carbon footprint, the Top End still confronted its own, fundamental stumbling block... the extreme environment.

On the positive side, you'd have to imagine that such extremes must surely mean that Mother Nature would also provide a high level of alternative energy solutions to the Top End if she could be harnessed, right?

This very quandary set a small team of passionate building industry members on a quest to find suitable innovations, test them in wind tunnels and use the results to bring a range of environmentally sound, Top End suitable products to Territory residents and construction companies.

Today, Eco Options remains a driven, Darwin-based company committed to providing viable cost and eco-effective building solutions to make Top End tropical homes more comfortable and energy efficient.

We specialise in providing sustainable solutions for the domestic renovation and construction sectors including natural lighting, roofing, ventilation, heat reflective coatings, environmentally responsible decking, screening, composting toilets and waterless urinals. What's more, our skylights and ventilation products are deemed to comply with Darwin's stringent cyclone code.

From small beginnings, some 18 years ago as Darwin Skylights, the business rebranded in 2005 to encompass all its other eco friendly services. With a team of fulltime installers supported by highly efficient administration and management, our mixture of experience, youthful energy and total commitment to quality makes eco options the eco-nomical and eco-logical choice for you.

*"It's not every day that you buy a product that totally exceeds your expectations, but that was the case with my new skylight. The dull corner of my lounge is now the brightest part of the room! The installation was done quickly and with no mess, a first class job all round. My thanks to Simon and his team."*

*~ Peter*

## Can We Help You?

Situated at 10 Witte Street in Winnellie, Northern Territory, Eco Options services both the trade and domestic markets.

If you are a tradesman, you'll appreciate our tailor-made tradesman's service.

DIY homeowners are also very welcome and we are available to talk you through all the instructions for installing your products correctly, so that your warranty is valid.

Deliveries can be made throughout the Northern Territory and across the north of Western Australia.

So, if you're Territory or northern WA-based, we've got you covered.

## How We Can Help You.

When you embark on a building project in this day and age—regardless of whether that project is big or small—you can find yourself burdened with an overwhelming sense of responsibility...

- Can I stay within budget and still get the quality of workmanship I need?
- Will my decision today have an impact on tomorrow?
- Am I achieving a healthy balance between energy efficiency and architectural style?
- Will my project bring kudos or criticism?

It doesn't seem to matter how much progress we make, the demands to do more with less and to achieve the lowest possible carbon footprint are ever increasing. These pressures can make planning the simplest renovation a daunting task, let alone a full-scale building project.

Eco Options started researching suitable alternatives to the (then) standard building resources some ten years ago in response to our customers' enquiries. Originally a skylight and whirly-bird ventilation system installation business, our clients quickly picked up on the energy efficient bent of the business and started asking about other possible products that might ease their burden. We started researching innovations in the building and renovation arena and soon began expanding our products and services.

Today, our product range includes:

### ***Energy Saving Installations***

#### **Skylights**

We only stock and install skylights that are engineered to Darwin's stringent cyclone code. There are a number of styles available in our range, each with their own benefits to suit individual needs.

For example, the award winning Solatube Skylight will spread light evenly throughout your home, from dull hallways and dark linen cupboards to dreary laundries. Its superior design combined with the world's most reflective tubing allows these skylights to provide up to 99.7% reflectivity, basically bringing the sun right into your home, if that's what you need. There are a variety of accessories that can be added to the skylight including a vent, which uses the same inside fitting.

Some building projects need something a little more architectural. In this case, our VELUX skylights offer stylish solutions to lighting all areas of your home by opening up your room and creating changing light effects all throughout the day. These even have the option of a solar powered blind, which is cheaper than hooking it up to mains power. All VELUX systems come with a 10-year warranty including 3-year warranty on accessories including electric controls. VELUX electric systems also come with an optional rain sensor which activates when it starts raining and closes your sky light, keeping the inside of your home dry.

### **E-THERM Insulation**

This Aussie innovation in insulation uses recycled materials to cool your internal spaces. E-therm provides effective thermal and acoustic insulation for homes, offices, sheds and warehouses. It's fibre-free, safe to install and meets or exceeds all Australian Standards. It will not absorb moisture, maintains its original structure and uses minimal space in your roof and wall cavities.

### **Solar Star**

Using the sun's energy to cool your interiors, the Solar Star is a rooftop ventilator that is guaranteed to pay for itself. It operates completely on natural energy from sunlight, keeping internal spaces comfortable all year round. What's more, it costs nothing to run.

Solar Star provides:

- Efficient operation
- Stylish design
- Overall effectiveness
- Lasting
- 10 year warranty on roof flashing and metal ventilation
- 5 year warranty on solar panels, controllers and motor

### **Solacoat heat reflective coating**

On a typical Top End day, Solacoat heat reflective coating can reduce the heat within your home or building by up to 20 degrees celcius. It does this by reflecting 94% of solar radiation from the roof and walls, stopping heat right at its source. The great news for Territorians is, the hotter it gets, the harder Solacoat works.

Solacoat's benefits include:

- Stopping heat at its source – gives up to 80% rejection of solar radiation
- Reducing internal temperatures up to 20% drop inside the building
- Significant savings on air cooling
- Reduced greenhouse gas
- Reduced thermal expansion
- Easy to apply
- Australian owned and manufactured to ISO, NAT and APAS standards

## ***Home Improvement***

### **ModWood composite decking and screening**

An ecological solution to conventional timber decking and screening, made from recycled plastic and non-virgin wood here in Australia, ModWood looks and feels like natural timber, but with the following added benefits:

- no sanding
- no sealing
- low maintenance
- termite resistant!
- recycled components including plastic milk bottles

### **KlevaKlip**

An advanced deck fixing system for contemporary decks that perfectly compliments the ModWood range. Using a concealed claw design that leaves no unsightly screw or nail holes, your outdoor living space will feel clean, sleek and modern. The components come in a choice of galvanised, stainless steel or Black powder-coated galvanised or stainless steel. The design not only provides an enduring professional finish, it saves you time and money through quick assembly and reduced maintenance costs that come with conventional deck fixing methods.

## ***Additional Storage***

### **Fakro Access Ladder**

This fold-away ladder will turn any room of your house (where the roof line is high enough) into a handy storage area, giving you more room to enjoy living. An unobtrusive trapdoor hides a ladder, which unfolds when opened. The trapdoor is spring-hinged and balanced for effortless opening – its as easy as unfolding a sofa bed! The ladder even has a special gasket to prevent any dust from falling into the room.

## ***Waste management***

### **Rota-Loo composting toilets**

A revolutionary composting system that works on a rotating basis without using water, which is great for locations where availability to water is a problem.

Because Rota-Loo is waterless, it is designed to remain aerobic and odour-free. Any composting odours that do form are drawn out through a powered vent run by either 240v or 12volt.

Rota-Loo comes in the following forms:

- Rota-Loo Domestic – perfectly designed for the home in two different sizes.
- The Mobile Rota-Loo – combining functionality with comfort and mobility for an eco-friendly transportable sanitation system.
- Rota-Loo Maxi 2000 for public toilets in parks and remote areas.

### **Waterless Advantage Urinals**

These function on the flow of gravity and require absolutely no water. They resemble conventional wall hung urinals and connect to standard 50mm drain lines.

Amazingly, with a waterless urinal there is little or no smell! Most people don't realise that the smell you normally associate with urinals is actually caused by anaerobic bacteria that's formed when too much water or liquid is mixed with urine.

A unique Eco Trap, a special drain insert which contains a layer of BlueSeal liquid forms a barrier to ensure no sewer vapours escape.

In fact, this EcoTrap is much more sanitary than the pool of diluted urine used to seal conventional urinal drains. What's more, as we've already discussed, odour-causing bacteria need water to live – and as the name suggests, there is no water in these waterless urinals. These are perfect for locations where water is limited.

## **Our Services**

As more and more customers had skylights and ventilation installed, our reputation grew for quality workmanship and finishing. This led to the development of a new service offering... roofing and guttering.

Roofs are often undervalued, almost out-of-sight, out-of-mind. But a quality, leak-free roof not only protects your valuable assets, it also impacts substantially on resale values.

Today, our list of services includes:

### **Roofing**

In the wake of Cyclone Tracy, many people needed to rebuild the roofs on their houses. We are now 30 years on and many of these roofs are tired and in need of replacement. Old roofs and gutters are more than an eye sore... they are prone to leaks and rust and diminish your property value, let alone raising the costs of maintenance and replacement of damaged goods.

Reliable, quality workmanship has long been a rare commodity and is something that everyone seeks when they are intending to replace or install a roof. Shortcuts that save time and money might seem attractive at quote stage, but can become a real problem as your roof ages. We even have the Engineering inspections done for you and the paperwork lodged.

Our approach to roofing is quite simple: do the job with as much pride as possible and leave knowing the job is right. We don't cut corners, we don't buy jobs. Our priority is customer satisfaction.

### **Installation**

Whilst most of our products come with installation instructions for those who wish to D.I.Y., we also have an installation service for our range of skylights and ventilation products for both the domestic and construction markets, complete with Deemed To Comply certification to help you with insurances and engineering requirements.

### **Referral Network**

Our customers can also benefit from a tried and true network of handpicked tradesmen who've worked with us to install our products for many years. If a project falls outside of our scope, we can help connect you with the best man or woman for the job.

## We're Not Like The "Others"... And Here's Why

We guess you've heard this before, but it's actually true. As we've already discussed in this Profile, our customers' desire to reduce energy consumption and costs compelled us to delve heavily into researching suitable products for the demanding conditions here in the north of Australia.

It's been a rewarding journey as it has aligned us with like-minded people: people who are committed to making responsible building and renovation decisions; people who get a kick out of having everything they want but still being a "good environmental citizen"; people who enjoy the hip pocket benefits of being a little more energy efficient!

The journey across the past decade and a half has seen us plug into product development with our suppliers to ensure that our customers are receiving products and materials that are **"Territory tough"**.

We've even gone to the extent of funding wind tunnel testing and engineering certification of the skylights and ventilation units we supply, ensuring your home or building is genuinely deemed to comply with the stringent building codes (and therefore insurance requirements) that are in place here in the Northern Territory.

If a product does not stand up to this rigorous testing, you simply can't buy it through us... that's our unique guarantee and the only way we can have confidence providing you with these products.

We've found that the dominant factors that lead to customers choosing us over our competition are "value for money", quality workmanship and the eco-logic that underpins our product and service offering.

## Proof In The Pudding

(This is a mixed pudding... a pinch of proof, a smidge of history, and little organisational structure... a recipe sure to tempt!)

Our eco credentials are more than skin deep. How often have you read material or listened to endless harping about the environmental benefits of a widget and just known that the bod was on the bandwagon for the sake of a buck? It's called 'green washing' and it's one of the most frustrating tactics in industry today. Quite frankly, it makes it quite hard for any genuine business to cut through the scepticism! After all, no-one wants to have their good intentions preyed upon by a salesman.

Living with a smaller carbon footprint is possible for everyone and it's not hard. It's even easier when we modify or design our buildings to help out! In 2007, we decided to nominate ourselves for the Melaleuca Awards, putting the business through the scrutiny of the judges. We were audited against very diverse criteria that challenged our processes, waste management and products/services. You can imagine our delight at winning the Small Business Award that year. It gives enormous credibility to our brand and confidence for our customers.

But there's more in the bundle of construction and building worries than being a "good environmental citizen". There are quality control issues, timeliness, supply demands, relationship and process... to name a few. Let us take some time to reassure you that whilst we help you to be green, we are not "green"... well, not in the context of experience!

## A Long History, In Short

Eco Options began life as in 1994 “Darwin Skylights”, a small skylight and ventilation installation business, operating as a one-man show. As Darwin realised the value of these products, the business grew with demand and family members became involved. By 2002, we incorporated a company named Lighthouse (NT) Pty Limited, which is our parent company to this day. Our dedication to providing Top End residents with access to greener products led to a name change in 2005... Eco Options was born, the name encompassing the business direction and environment mandate that had become our point of difference.

## A Reliable, Professional Team With The Experience You Need

Eco Options now operates with a team of four fulltime employees. Mother and son team, Aileen Blyth and Simon Moyle lead the company as Directors, with Simon doubling as Projects Manager, ensuring quality control and support for the tradesman and trades assistant.

All site workers certified to Work Safely At Heights and hold White Cards.

Processes are now in place to enable supply anywhere in the Northern Territory and northern Western Australia.

And if you're still concerned about our experience, here's a list of some of our recent projects in both product and service:

- Tiwi Retirement Village – supply and install skylights and ventilation to every unit
- Charles Darwin University – supply of Modwood to various builders
- Darwin Public Hospital – skylights
- Bellamack subdivision – Modwood decking used for surrounding fence
- Stokes Hill Wharf eatery area – Modwood decking
- Parap Tavern - Modwood
- Kormilda College – skylights
- NT Link – E-therm insulation and Modwood for the transportable homes they build
- Halikos Group – Modwood for 130 Esplanade decks, skylights for various projects
- Sunbuild – Modwood for Evolution decks
- Quality Plumbing Building Contractors – skylights for renovation of public housing in Nightcliff/Coconut Grove – about 100 units
- Rapana Building – Various jobs on Tiwi Island
- John Holland P/L – Modwood decking and screening for Sky City new building

Our management team, including our leading tradesman, has been together for over ten years now. This provides comfort and confidence that the high standards for which we are sort are deeply ingrained as a part of our work culture. But please, don't take our word for it. We understand that every decision you are making right now is vital... so we've included a collection of testimonials and references on the following pages for you to peruse.  
(work in progress)

You will also find following a copies of our OH&S and Environmental Policies, which are clearly on display in our office.

## The Long And The Short

If you would like to:

- ⇒ Maximise the energy efficiency of your building projects;
- ⇒ Improve on human comfort levels; and
- ⇒ Finish up with stylish, contemporary features that you'll be showing off well into the future,

**then you need to contact us now.**



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## We Guarantee You Won't Regret It

When you choose Eco Options, we choose to ensure your satisfaction. In fact, if you are not satisfied with our service for any reason, we will do everything humanly possible to correct the situation and we won't give in.

## Eco Options

# ENVIRONMENTAL POLICY

### POLICY STATEMENT

As part of our commitment to achieving the principles of environmental sustainability in our workplace, we recognise our moral and legal responsibility to ensure that our activities, products and services are designed to enhance the environment in the communities in which we operate, and to ensuring that our operations do not place the local community or environment at risk of harm.

### AIMS AND OBJECTIVES

We are committed to environmental improvement and prevention of pollution. We will work with our customers, suppliers and the community to adopt procedures that –

- reduce waste through innovative work practices and recycling practices
- minimise environmental impacts by reduction of polluting substances produced
- minimise the impact of our operations on the neighbouring community
- increase the use of environmentally acceptable materials, equipment and technology in place of those which are considered harmful
- ensure that our suppliers follow acceptable environmental policies, and
- actively promote environmental awareness among staff, clients, customers and the general public.

### RESPONSIBILITIES

We recognise that the overall responsibility environmental sustainability rests with management, who will be accountable for the implementation of this policy. These responsibilities include –

- ensuring that all environmental policies and procedures are implemented;
- establishing measurable objectives and targets to ensure continued improvement aimed at the elimination of waste, pollution and environmental harm;
- encouraging consultation and co-operation between management, employees and stakeholders in matters which may affect or impact on the environment; and
- providing adequate resources to meet these environmental commitments.

Employees also have responsibilities, which include –

- following all environmental policies and procedures; and
- recognising and reporting hazards which may affect the health and well-being of the environment.

# OCCUPATIONAL HEALTH AND SAFETY POLICY

### POLICY STATEMENT

As part of our commitment to achieving the principles of health and safety in our workplace, we recognise our moral and legal responsibility to provide a safe and healthy work environment for employees, contractors, customers and visitors. This commitment also extends to ensuring that our operations do not place the local community or environment at risk of injury, illness or damage.

### AIMS AND OBJECTIVES

We will adopt procedures to –

- provide and maintain healthy and safe workplaces, safe plant and systems of work;
- provide written procedures and instructions to ensure safe work practices;
- ensure compliance with legislative requirements and current industry standards;
- provide such information, instruction, training and supervision to employees, contractors and customers as is necessary to ensure their continued health and safety; and
- provide support and assistance to employees and involve them in consultation on safety issues.

### RESPONSIBILITIES

We recognise that the overall responsibility to provide a safe workplace rests with management, who will be accountable for the implementation of this policy. These responsibilities include –

- ensuring that all OHS policies and procedures are implemented;
- establishing measurable objectives and targets to ensure continued improvement aimed at the elimination of work-related injuries and illnesses; and
- providing adequate resources to meet these OHS commitments.

Employees also have responsibilities, which include –

- following all OHS policies and procedures; and
- recognising hazards which may affect the health and safety of themselves, others, or the environment.

We are committed to encouraging consultation and co-operation between management and employees, and will formally involve elected employee health and safety representatives in any workplace change or any matters that may affect the health and safety of employees in any workplace.

## Financial Viability



SWJR Nominees Pty Ltd  
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Fax: 08 8947 1146  
lowrys.accountants@lowrys.com.au

TO WHOM IT MAY CONCERN

LIGHTHOUSE NT PTY LTD trading as ECO OPTIONS

This is to confirm that we have been Accountants for the abovenamed company for seven years. During this time we have witnessed the growth of the Company, as it has developed both its range of products and its business reputation in the Top End.

We readily confirm that the Company operates on a very sound financial basis, with a strong client base, and a viable and sustainable future.

We will be pleased to provide any further information that may be required.

Yours faithfully,

LOWRYS ACCOUNTANTS

A handwritten signature in black ink, appearing to read 'Graeme J Lewis', is written over the typed name.

Graeme J Lewis FCA – Account Manager.

8 February 2012

## Testimonials

To Whom it may Concern

I am the Chairperson of the Body Corporate at 300 Casuarina Drive, Rapid Creek. The building is 4 stories high and has 20 individual apartments.

For the past 10 years we have used the services of Eco Options (Simon Moyle) as our preferred contractor to both inspect on a yearly basis and maintain the roof of our building. We have also used Eco Options in the past to carry out other associated roofing work such as replacement of existing translucent skylights and suspended ceilings with metal roof cladding.

I have no hesitation in recommending Eco Options (Simon Moyle) as we (the Body Corporate) have always found the services provided to be prompt and the quality of work to be of the highest standard and conducted in a very professional manner.

Yvonne Urvet  
**Chairperson, Body Corporate (UP92/84)**

9<sup>th</sup> February 2012

## Testimonials

Darnell Pty Ltd  
PO Box 39770  
Winnellie  
NT 0821  
20/02/2012

To Whom It May Concern:

Re Simon Moyle  
ECO Options  
11 Witte St  
Winnellie

We have engaged Simon from ECO Options to assess and carry out restoration works to two of our premises. With the initial quotes for the necessary repairs other companies would look at the site and just send a quote through with out any additional explanation on what is being quoted on. Simon however before sending his quotation calls me to explain in detail the work that needs to be carried and how he intends complete the works and what is needed to satisfy Building Board approval.

Simon has a high level of technical roofing knowledge, fixing methods, compatibility of differing roofing metals, as well as the ability to assess a situation and describe to you the likely areas where water penetration is occurring.

Once the order has been given to Simon he has kept me informed as to the progress for when works are to start and if a delay has occurred he rings and lets me know immediately with a revised date.

On completion of the repair works there is a feeling of confidence that the works have been carried out in a professional manner and that we are not going to be faced with call back reworks.

I have no hesitation in recommending Simon Moyle for new and repair works.

My contact number is 0419 810 368 if further comment is required

Kind regards



Vic Minchin  
Darnell Pty Ltd