

World Leading Climate Control Solutions



## Australian made and owned

Seeley International is Australia's largest air conditioning and ducted gas heating manufacturer and a global leader in developing ingenious, energy efficient cooling and heating products. Its long track record demonstrates the expertise, infrastructure and resources to seamlessly deliver IHVAC solutions around the world.

Founded in 1972, by Frank Seeley AM, Seeley International has experienced more than 45 years of success and grown to become a global leader in the HVAC manufacturing industry. More than 80,000 products and 1,500,000 components are manufactured in Australia every year.

Having its global headquarters in Australia, over 500 employees and four manufacturing facilities, Seeley International exports to more than 120 countries around the world through its global distributor network. Together with sales offices in the USA, UK, France, Italy and South Africa, the company has delivered millions of installations around the globe.

Seeley International's vision is to lead the world in creating climate control solutions which continue to be highly innovative, of premium quality and inspirational in their delivery of energy-efficiency.

### Key milestones

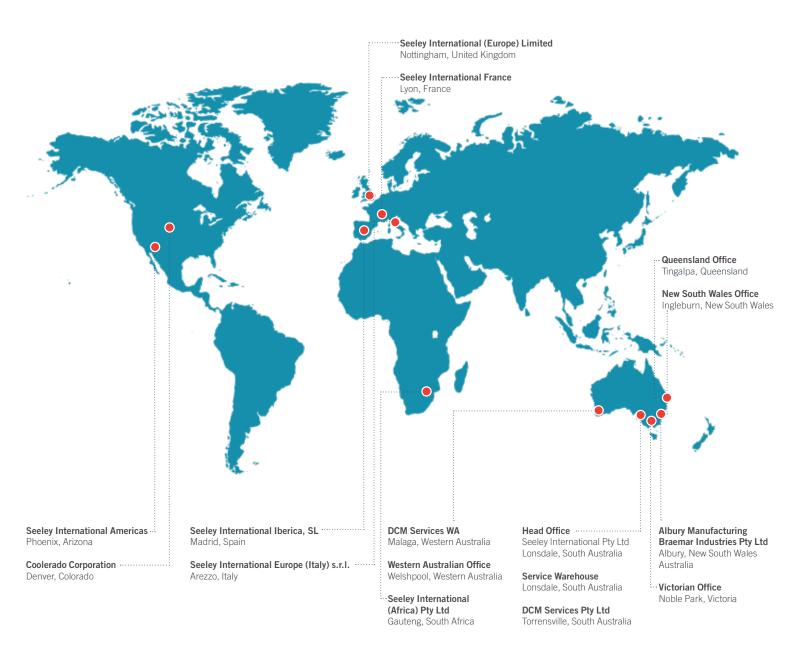
- > Operating since 1972
- > Head office in Lonsdale, South Australia
- Manufacturing operations in Lonsdale (South Australia), Albury (New South Wales) and Denver (Colorado)
- > More than 500 staff around the world
- Sales offices in each Australian mainland state capital city, the USA, UK, Italy, France and South Africa
- > More than 300 patents
- > Exports to more than 120 countries
- > Family-owned business
- > Seeley International is a certified quality endorsed company.





### **Global Presence**

Seeley International has more than 300 independent dealerships and specialist retailers in Australia and an extensive network of distributors and retailers across Europe, Asia, Africa and the USA.





## **Board Members**



Frank Seeley AM, DUniv Flin, FAICD Founder and Executive Chairman



Jon Seeley Group Managing Director



Kevin Scarce (non-executive) Deputy Chairman



Marc Makrid (non-executive) Director

### Award winning company

Over its 45 year history, the company has consistently won many awards for its extensive array of products.

Some of the most recent awards include:

#### 2017

#### **Business SA Export Awards**

Winner: Manufacturing – Seeley International Winner: Exporter of the year – Seeley International

#### Australian Good Design Awards

Winner: Good Design<sup>®</sup> Selection – Product Design (Domestic appliances) CW-P15

#### 2016

#### Sydney Design Awards

Gold Winner: Product Design - Technology – Braemar SuperStealth

#### Melbourne Design Awards

Gold Winner: Product Design - Technology – 7 Star Equivalent Ducted Gas Heater



Kathy Seeley Director



**Howard Coombs** *Executive Director Finance and Strategy* 



**Göran Roos** (non-executive) Director







>55th Australian Export Awards 2017 NATIONAL FINALIST







### Continual investment in R&D

Investing more than \$25 million in research and development every year and employing more than 70 expert engineers working on revolutionary, "over-the-horizon" product innovations, the company continues to deliver extremely durable, reliable and innovative solutions that meet the customers' every need.



### **Relentless innovation**

Having world first products and processes, over 300 patents, the company is continually bringing world first innovative products to market:

- The world's first all-plastic evaporative cooler
- The world's first large plastic centrifugal fan
- The world's first inverter drive evaporative cooler
- The world's first 7 star equivalent ducted gas heating range
- Exceeding the Australian standard for energy efficiency
- The world's first touch screen controller for evaporative and ducted gas heating MaglQtouch
- The world's first and most advanced dual heating and cooling system for the home Climate Wizard, with half the energy cost of reverse cycle refrigerated systems





## Next generation manufacturing capability

The company has no shortage of innovative ideas and advanced manufacturing improvements. Automated guided vehicles, state of-the-art robotic assembly machines and collaborative robots sharing workspaces with humans reflect the company's vision and commitment to staying ahead of the curve, meeting future market demands and delivering a total solution to all customers.

Manufacturing plants in Adelaide and Albury, Australia as well as Denver in the USA, Seeley International has the capacity to supply on scale and meet the extraordinary demands that arise in a global landscape.



### Premium quality and durability

It's no wonder Seeley International products represent the highest quality and durability that deliver an exceptional customer experience. In its state of the art R&D division, the company operates a world leading NATA Accredited Meridian Test Laboratory, thus ensuring all product performance claims meet or exceed every industry standard.

The company also puts existing and new product designs through an extensive research and testing program to ensure the highest quality and durability.





# A full range of products to suit all applications



Ducted evaporative air conditioning

Ducted evaporative air conditioning



Ducted evaporative air conditioning Ducted gas heating Reverse cycle air conditioning Gas wall furnaces and space heaters



seeLev INTERNATIONAL®



AIRA

conditioning

**Ducted gas heating** 

Ducted gas heating

Direct and indirect evaporative air

Commercial gas space heating Energy recovery systems

Indirect evaporative air conditioning



Portable air conditioning



Dual Cool<sup>®</sup> Patented Dual Evaporative pre-cooling products

### Residential and Light Commercial

#### Ducted evaporative air conditioning



#### Refrigerated air conditioning



### Commercial product range

- Evaporative air conditioning
- Refrigerated air conditioning
- Industrial gas heating
- Ventilation and heat recovery
- Indirect air conditioning
- Hybrid systems







### Supplying key customers around the world

Testament to its product range, applications, capability and support, Seeley International has provided all types of HVAC solutions to various customers including well known brands such as: Walmart, Target, Porsche, Ford and Toyota dealerships, Accolade Wines, McDonalds, Australian Submarine Corporation, Westfield.

The company also operates across a diverse range of industries including:

- Commercial / Industrial / Manufacturing
- Restaurants
- Retail Showrooms and Supermarkets
- Educational Facilities
- Food and Beverage Manufacturing
- Hotels, Casinos and Cinemas
- Leisure and Sporting Centres
- Plant Propagation / Greenhouses
- Printing Industry
- Telephone Exchange and Data Communications

From such a diverse range of customers, industries and experience the company has developed extensive capabilities in meeting the amplified demands from providing global air conditioning solutions.

#### **Commercial / Industrial**



Restaurants





#### **Retail Showrooms and Supermarkets**



Hotels, Cinemas and Casinos



#### **Educational Facilities**



#### Leisure and Sporting Facilities



Food and Beverage Manufacturing



#### **Plant Propagation / Greenhouses**





## Global reach with logistical expertise

Supporting its manufacturing capacity and capability, Seeley International has warehousing and distribution facilities across the world supported by multi-million dollar logistics contracts. A strong focus on supply chain management provides flexibility and responsiveness to meet fluctuations in market demand throughout the world.



### Largest Evaporative Air Conditioning Contract in the World Delivered by Seeley International

Seeley International has successfully completed the world's largest order for evaporative air conditioners, resulting in around 50,000 Australian-made Breezair air conditioners being installed in a permanent tent city in the Mina Valley, Saudi Arabia.

#### Project requirements

- Lower inside temperatures than existing air conditioning units
- Lower running costs, electricity
- Reliability and durability on product and installation performance
- Improved comfort and wellbeing of pilgrims with fresh air instead of contaminated air recycling inside the tents
- Within very short project time frames for supply, installation and commissioning.





### Solution

The Breezair evaporative air conditioner was found to outperform more than 200 other air conditioning brands and delivered spectacular results against a comprehensive set of criteria that included energy-efficiency, reliability, performance and low environmental impact.

The three year tender evaluation process saw Breezair and other contenders tested on site over several months, in all conditions and seasons, including comparative tests done during a pilgrimage to assess performance under real-world conditions. The inbuilt safety mechanisms, economical use of water, ease of control and compact design were critical in Breezair being successfully selected.

The harsh summertime temperatures in the Mina Valley, which easily reach more than 45°C, were overcome by the capability of Breezair evaporative air conditioners, which kept people comfortable and provided them with fresh naturally cooled air.

The enhanced small cell design of the revolutionary mini cell structure is the culmination of years of development and rigorous testing, and achieves up to 25% more cooling capacity than the standard range.

#### Installation

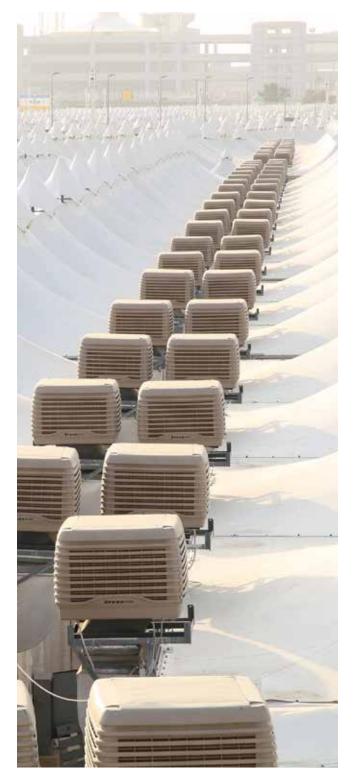
Being awarded this significant supply contract reflected the strength, innovation and durability of Breezair evaporative air conditioners. Also providing an opportunity for Seeley International to showcase its ability to deliver on large scale orders within a very short and specific timeframe.

As part of a commitment by the Saudi Government and Ministry of Hajj to improve accommodation for pilgrims in the Mina Valley, a four year air conditioning replacement plan was established. Seeley International fast tracked production and installation so the project was well ahead of schedule and completed ahead of final deadlines.

Seeley International's investment in global leading research and development of innovative manufacturing techniques further strengthens its market leading reputation. Alsaeed HVAC, as the local Breezair distributor, provided a turnkey solution on time, within required specifications, and supervised the commissioning activity during the pilgrimage.

#### Results

The issue of improved energy efficiency is of great importance, and the Saudi Government and Ministry of Hajj wanted to proactively achieve substantial energy savings. Achieving a 35% energy saving in the Mina Valley demonstrates advanced technology and a strong commitment to the environment.





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