



## QLD CHAPTER NEWSLETTER

Time Laps Photography of Blue Lights: Image - Pexels

The Illuminating Engineering Society of Australia and New Zealand is an organization with Chapters in the five mainland States of Australia and New Zealand. The Society operates under the name: IES: The Lighting Society.

The aim of the Society is the advancement of the art and science of illumination and the dissemination of knowledge to all interested parties. The Society's diversified membership includes engineers, architects, educators, students, contractors, manufacturers and designers.

### Arcus

Arcus is the official newsletter of the QLD Chapter of the Illuminating Engineering Society of Australia and New Zealand.

### Memberships

There are two types of membership available; individual and corporate (or company).

For further information on membership contact Queensland Chapter at the ies website.

### QLD Chapter Management Committee

**President:** Andrew Chase

**Vice President/ Lighting Design Awards:** Steve Hare

**Annual Dinner:** Felicity Kammholz & Andrew Chase

**Secretary & Treasurer:** Rick Morrison

**Membership and Education:** Gillian Isoardi

**Arcus:** Scott McCarthy

**Lighting Innovation Awards:** Eric Isdale & Peter Parnell

**Student Liaison/Educators Committee:** Gillian Isoardi

**Technical Meetings:** Ricky Coombs & Michael Davies

**Advocacy:** Trent Dutton & Doug Brimblecombe

### Advertising

To advertise into Arcus please contact the QLD Chapter Secretary at the email address provided on this page.

**Pricing for advertising is \$20 for members and \$50 for non-members.**

### Member Page

IES Qld Chapter members are welcome to submit information on employment changes – including new positions, promotions, and 'available for hire', for inclusion in Arcus. Members wishing to be included are requested to send a photo and a short blurb (20 – 30 words) for inclusion in the newsletter, to the editor, **Scott McCarthy**, at [Scott.McCarthy@aecom.com](mailto:Scott.McCarthy@aecom.com)

## TABLE OF CONTENTS

PRESIDENT'S MESSAGE .....	2
TECHNICAL MEETINGS .....	3
OPPORTUNITIES .....	6
CURRENT CORPORATE MEMBERS.....	7

### Visit the Lighting Society at (click on icon)



The Illuminating Engineering Society  
Queensland Chapter

P.O. Box 3275  
SOUTH BRISBANE QLD 4101  
Phone: 02 9431 8663

Email: [qldsecretary@iesanz.org](mailto:qldsecretary@iesanz.org)

Website: [www.iesanz.org](http://www.iesanz.org)

## PRESIDENT'S MESSAGE

Welcome everyone to the June instalment of Arcus April 2021

The Queensland Chapter have had meetings twice over the last few months and we have been pushing hard to get a venue for our technical meetings for the rest of the year

Progress has been made by Ricky Coombs and we shall hopefully have some dates locked away including an online NSW and Qld event, sponsored and presented by Zumtobel Group Thursday 20<sup>th</sup> May at 6pm. Please join us for this informative presentation.

Speaking of Ricky we will be announcing the date for the meeting at the Powerhouse "Out of the dark and into the Light" get together most likely to be Thursday 29<sup>th</sup> April. Please check the website to RSVP please.

The COVID 19 events of the last few weeks gives us a great example of how fragile our community is at the moment. A small breakout can lead to a disaster with the virus mutation making it in some cases more virulent. A lockdown was justified but the chaos it causes such as our Powerhouse meeting on the 9<sup>th</sup> being postponed leads to doubt on every decision we make as the risk grows higher.

For those of you who are intending to complete entries in the IES Lighting design awards please note that the entry form is becoming live at the time of writing this note. Please keep checking the website.

That's it from me for this month. Enjoy this addition of Arcus. Stay safe and well

As always, please don't forget about our social media platforms:



Or feel free to message me at [gldpresident@iesanz.org](mailto:gldpresident@iesanz.org)

Andrew Chase  
Queensland Chapter President  
[gldsecretary@iesanz.org](mailto:gldsecretary@iesanz.org)

## QUEENSLAND LIGHTING DESIGN & INNOVATION AWARDS.

Keep your eyes peeled, entry forms are about to be released for LiDA and LuDA. This year entries will be open for both 2020 & 2021.

## TECHNICAL MEETING



### DeLite EXPO BRISBANE LIGHTING FAIR

IES Queensland Chapter is looking for an expression of interest regarding "DeLite Expo - Brisbane lighting Fair"

This lighting fair will be showcasing some of the best lighting products available in Brisbane today. Interested Members and IES corporate Members are welcome to participate in presenting for commercial and infrastructure projects.

This is a rare event for Queensland, which will be held centrally to Brisbane in June 2021

We envisage most major lighting companies will showcase their current lighting product in circulation today as well as upcoming lighting innovations, along with guest speakers covering various lighting topics.

Do you feel this is an event for you?

The target audience for this will be architects, lighting designers, electrical engineers, infrastructure planners, road authorities, Councils, project and facility managers.

Please register your organisations interest by sending an email to :  
[admin@deliteexpo.com.au](mailto:admin@deliteexpo.com.au)



### EXPRESSION OF INTEREST

Visit: [www.deliteexpo.com.au](http://www.deliteexpo.com.au)

**GOODBYE 2020**  
**HELLO 2021**



**BRISBANE**  
**POWERHOUSE**



# ies QLD Chapter

would like to welcome back  
our members to a networking meeting  
with nibbles & drinks to kick start the year

**Thursday 29<sup>th</sup> April**  
**5pm onwards**

**OUT OF THE DARK IN TO THE LIGHT**

## Mary Maes Bar & Kitchen

Outdoor Area



Brisbane Powerhouse  
119 Lamington St,  
New Farm

# Together Again

Please R.S.V.P your attendance to Ricky  
[info@ienlight.com.au](mailto:info@ienlight.com.au)

**LOCK DOWN**

COVID Planning

Social distancing

**STAY SAFE**

hand sanitiser



CASAMBI

# Casambi Advanced Features and DALI Integration

How Casambi networks can be integrated into DALI systems, advanced scene management, HCL, animations and integration of sensors and other hardware.



Presenters: Ian Wijaya – Afterglow  
Anthony Wright – Tridonic

Location: Zumtobel Group Light Centre  
306 Pacific Highway, Crows Nest

Date: Thursday, 20th May 2021

Time: 6.00pm

Live webinar through IESANZ register.

Please register via Zoom

<https://www.iesanz.org/educationupcoming-webinars>

or register your attendance to:

[obaid.popal@zumbobelgroup.com](mailto:obaid.popal@zumbobelgroup.com)



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TRIDONIC

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wireless lighting experts

Proudly brought to you by IES

ies  
The Lighting Society

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**ZUMTOBEL Group**

## OPPORTUNITIES

### SENIOR LIGHTING SALES ROLE

#### SUMMARY

Get in on the ground floor of a fast-growing Positive-Impact driven company with an impressive portfolio and happy team. We offer a flexible workplace with various benefits, and deliver both wholesale supply for commercial construction, and energy efficiency lighting retrofits.

#### ABOUT AUSTEP LIGHTING

Our mission is to positively impact our clients, staff, planet, and the wider community, which includes donating 50% of profits to charity. We have lit hospitals and schools, delivered with sustainability and ethics. Our portfolio ranges from Mazda and KFC, to UQ and Haymans. We focus on quality and lifespan, aesthetics, and energy savings. We are a distributor, project manager, and wholesaler, currently targeting multi-site portfolio rollouts for clients upgrading to LED across Australia. We offer a collaborative and supportive team culture with flexible work hours.

#### DETAILS

- \$100k Base Salary + Car Allowance + Uncapped Commission (\$150k OTE)
- Company Phone and iPad

#### YOUR ROLE - RETROFITS

- Nurture our channel partners
- Undertake site audits using our special software so our design team can specify new lighting and generate proposals
- Present the business case of upgrading to LED to senior corporate executives

#### YOUR ROLE - GENERAL

- Record all data in our CRM
- Become part of the team driving business strategy
- Contact potential customers and generate new business
- Follow up existing leads and referrals from our partners

#### REQUIREMENTS

- Computer proficient
- Strong lighting experience - minimum 4 years
- Proven track record of B2B sales with 7yrs+ experience
- Network of your own B2B wholesale leads especially medium-large electrical contractors (preferred)
- Network of your own B2B contacts who own large buildings (preferred)
- Professional presentation and communication skills
- Experience with energy efficiency and business case analysis
- Hunger to drive new sales and implement outbound sales campaigns
- Genuine commitment to sustainability and positive impact

#### How To Apply

- Send us your resume and cover letter. Be sure to cover your ability to discuss ROI with corporate clients, personal commitment to positive impact, and B2B sales experience.

**Asher Christophers** | Director

[ash@austeplighting.com.au](mailto:ash@austeplighting.com.au)

**M:** 0434 770 810













**P:** (07) 3147 8783

**A:** 3A/17 SUGARMILL ROAD, PINKENBA, QLD 4008

[AUSTEPLIGHTING.COM.AU](http://AUSTEPLIGHTING.COM.AU)

## THE MEMBERS

[Click on logo to visit company's website](#)

<p><b>DMA Engineers</b></p> 	<p><b>Eagle Lighting</b></p> 
<p><b>Sylvania Schröder</b></p> 	<p><b>GM Poles</b></p> 
<p><b>JSB</b></p> 	<p><b>Klik Systems</b></p> 
<p><b>Light and Design Group</b></p> 	<p><b>LSI Hamilton Lighting Systems</b></p> 
<p><b>Lumen8</b></p> 	<p><b>Orca Solar</b></p> 
<p><b>Orion Solar</b></p> 	<p><b>PROJECT 20</b></p> 
<p><b>Valmont</b></p> 	<p><b>Versalux</b></p> 





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