



The Point Cloud Issue

The CIDN Magazine

"Where the construction industry meets."

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(07) 3217 1940



*A PCA scan will make your
practice look good!*

Five reasons architect's should use Point Cloud Scans.

We have been using Point Cloud technology in our architectural practice for the last year and have never looked back. We are so confident in the future of this methodology that Heise has expanded to include Point Clouds Australia (PCA) into our business portfolio. Having used this technology, I thought it would be useful to share my top five reasons for Architect's to use Point Clouds on their next project.

1. Millions versus tens.

PCA's scanning technology will complete a three-dimensional scan of the real environment capturing the data using millions of individual laser points. A magnitude of data greater than anything your site measure up team could hope to record during the same period, using traditional methods or handheld laser equipment.

2. Capture almost everything.

A PCA Scan captures all visible information, reducing the need to return to the site to record the one missing measure-up or to confirm what is just outside the limit of the photo's your team took on site.

3. 3D Photographic Survey.

When you engage PCA, we will provide you with a point cloud scan and a 3d photographic survey. Working with a 3d photographic survey will allow you senior and non-technical staff to virtually visit the site and take measurements and explore.

4. Capture and combine difficult to reach information.

A PCA scan will allow you to capture and combine difficult to reach information which would be impossible or dangerous to capture using traditional measure-up methods.

5. Look Good.

A PCA scan will make your practice look good, allowing you to leverage the existing condition information to solve problems rapidly and instantly. Need to confirm clearance for equipment or items during a risk assessment or design review? Just load up your PCA scan and find the solution on the spot.



Full Name **Mrs Renee Bellert**
Company Valspar
Job Title Regional Commercial Sales Manager
Bio
Services
Interested in meeting
Phone +61 (04) 0040-9775
E-mail renee.bellert@valspar.com
LinkedIn <https://www.linkedin.com/in/renee-bellert-4a2a1934/>



Full Name **Ms. Daniella Benton**
Company Aurora Marketing
Job Title Business Development Manager
Bio Efficiency, approachability and integrity are core traits that make Daniella an asset to Aurora Marketing and Childhood Australia. Daniella focuses her skills on forming excellent client relationships through consultative business development. She loves to learn about each client's business, forming an understanding that enables her to offer the perfect solution for their needs. At Aurora Marketing, Daniella specialises in small-to-medium businesses across a variety of sectors, helping them to achieve the best possible outcome in their submissions and proposals. Daniella also manages Childhood Australia's educational programs, benefiting from her experience coordinating training in parenting programs for practitioners, professionals, government and non-government organisations internationally.
Services
Interested in meeting
Phone +61 (07) 3211-4299
E-mail daniella.benton@auroramarketing.com.au
LinkedIn <https://www.linkedin.com/in/daniella-benton-07327b97/>



Full Name **Ms. Amanda Bird**
Company Scottish Pacific
Job Title Working Capital Specialist
Bio I am passionate about helping my clients achieve their business ambition through financial solutions that support business growth. Many business owners, regardless of the size of the business, lay awake at night worrying about how they are going to fund their day to day business expenses. With over 25 years' experience working with SMEs, the Corporate Community and their financial advisers, I have assisted hundreds of businesses realise their growth potential.

 With a strong focus on finding the right cashflow solution for businesses especially in the Construction, Labour Hire, Transport, Manufacturing, Wholesale and Mining Services sectors.
Services Scottish Pacific help business owners with their working capital requirements.
Interested in meeting Business owners who are looking to improve their cashflow or require funding to help their business grow without the need to provide real estate security.
Phone +61 (04) 1336-6736
E-mail abird@scottishpacific.com
LinkedIn <https://www.linkedin.com/in/birdamanda>

Full Name **Mr. Kevin Bursnall**
Company Car Park Shed
Job Title Sales Marketing Manager
Bio
Services
Interested in meeting
Phone
E-mail kevin@carparkshed.com
LinkedIn



Full Name **Mr. David Cicchiello**

Company Elsafe Australia

Job Title Regional manager Qld/NT

Bio I am an experienced and successful Executive Sales Manager, with a strong background in the Commercial Construction and Office Fit-Out sector, including: soft wiring/data solutions, acoustic operable walls & glass bi-fold doors.

With a comprehensive skill set, and the ability to build business from scratch, as well as increase market share; I devise and implement business development strategies, identify and capitalise on business opportunities within competitive markets, substantially build client bases, develop long-term positive relationships with clients, and also manage sales teams, marketing and promotional functions, distributor networks, and the tender process. Underpinning my entire approach, is my honesty, passion, humility, and dedication to providing outstanding customer service.

Services

Interested
in meeting

Phone +61 (04) 1315-9003

E-mail davidc@elsafe.com.au

LinkedIn <https://www.linkedin.com/in/david-cicchiello-a8713954/>



Full Name **Mrs. Paula Dawes**

Company Decor Systems

Job Title Product Manager

Bio Paula brings to Decor Systems her dedication, passion and enthusiasm for design and the built environment.

Paula is a solution provider with years of valuable knowledge. Well experienced in the needs involved of a project, from architectural specification of the product fit-for-purpose, whilst working with both the builder and contractor to achieve what the designer and their client vision is the end result.

Decor Systems have a quality statement that marries perfectly with Paula's own and that is - LET'S MAKE WOW!! Her clients could not agree more.

Services

Interested
in meeting

Phone +61 (04) 3216-8343

E-mail fridgefx@bigpond.net.au

LinkedIn <https://www.linkedin.com/in/paula-dawes-fdia-hon-11bba623/>



Full Name **Mr Leonardo Di Pinto**

Company McGrath

Job Title Real Estate Agent

Bio An energetic and driven licensed sales agent, Leonardo Di Pinto enjoys helping people realise their property dreams. He considers his willingness to assist clients achieve rewarding results one of his finest attributes. Understanding today's lifestyle demands, he's committed to making himself available to his clientele on a 24/7 basis, to provide unparalleled customer service. Previously involved in multi-million dollar developments, Leonardo now turns his attention to furthering his experience under the mentorship of Sharon Wilson. Prior to emigrating from Italy to Brisbane in 2013, Leonardo was a transport logistics director. Always ready with a smile, Leonardo places his clients at ease. For honest appraisals, and trustworthy advice regarding your investments, Leonardo is the person to call.

Services Real Estate sales, and appraisals

Interested in meeting Meeting referral sources for Real Estate service. Builders, owners and facility manager who would be interested in Selling or appraisals.

Phone 07 3892 9219

E-mail leonardodipinto@mcgrath.com.au

LinkedIn <https://au.linkedin.com/in/leodipinto>



Full Name **Mr. Mark Drayson**

Company NX Disruption

Job Title Operations Consultant

Bio Keeping costs down, improving operational efficiencies & bringing results to the bottom line is a constant battle for any organisation.

Inefficiencies in supply, bad warehouse layouts, broken processes, incorrect inventories & poor planning lead to pressures on costs, impacts to organisations reputation to the customer & ultimately influences the profitability of organisation.

Getting it right First Time, Every Time is critical to an organisation and ensuring the customer is happy and keeps coming back for more as "Supply Chain & Operations are the heartbeat of an organisation."

I am a passionate Supply chain professional across all areas of supply chain management. I bring value to an organisation by managing change and supporting business, by driving down costs by optimising stock levels & reducing purchase costs. I can improve stock availability & utilisation, which in turn lifts customer service levels & brings back profitability to the business.

I have helped business improve efficiency by reducing back orders from 380 to 100, reduced inventories by 17%, Cut costs by \$700K. Delivered 1200sqm greenfield warehouse and wholesale shopfront, redeveloped a 1000sqm existing warehouse that increased pallet storage by 30%.

I bring 28 years of expertise across blue chip organisations large & small. Many are household names like Ansell, Laminex, Pacific Dunlop, Komatsu, Carrier Air-conditioning to name a few.

Let us get together and discuss how I can help improve your business.

Simply call me on 0407 120 616 and let us have a chat how we can help you soon!

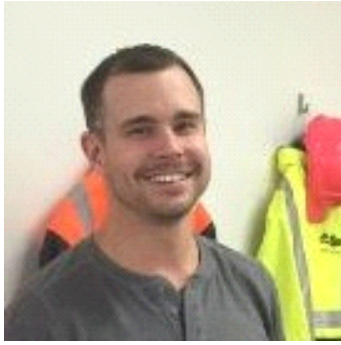
Services

Interested in meeting

Phone +61 (04) 0712-0616

E-mail mark@nxdisruption.com

Linkedln <https://www.linkedin.com/in/markdrayson/>



Full Name **Mr. Joel Gabauer**

Company Mandrade Group

Job Title Director

Bio Madake is a construction management consultancy and construction software development company.

We currently work for tier one and two construction companies on various projects in the infrastructure and mining industry.

We have developed our own complete construction software package which we utilise with our clients to ensure ultimate transparency and visibility of their projects. See <http://www.siteoffice.mobi> for more information on our software.

Services

Interested in meeting

Phone

E-mail

LinkedIn <https://www.linkedin.com/in/joel-gabauer-08790288/>



Full Name **Mr. Dugald Hamilton**

Company 23Legal

Job Title Principal

Bio I have experience in commercial litigation and insolvency matter, including mortgage litigation and recovery, professional negligence claims, contractual disputes, fraud matters, property disputes, building and construction matters and general commercial disputes, corporate insolvency and bankruptcy.

Qualifications and Memberships

Bachelor of Laws (Hons) (QUT)

Bachelor of Justice (D) (QUT)

Solicitor of the Supreme Court of Queensland

Solicitor of the High Court of Australia

Member of the Queensland Law Society

Specialties: Commercial Litigation, Insolvency and Bankruptcy, Building & Construction, Dispute Resolution

Services

Interested in meeting

Phone +61 (04) 3992-5371

E-mail dhamilton@23legal.com.au

LinkedIn <https://www.linkedin.com/in/dugald-hamilton-8595b640/>



Full Name **Mr. Florian Heise RAlA**
 Company Heise Architecture
 Job Title Architect and Director
 Bio Florian Heise is an entrepreneur and the founder of the Heise Group, comprised of; Heise Architecture, Point Clouds Australia, Heise Games and The Construction Industry Drinks and Networking group. As an architect, Florian brings an appreciation of conceptual design and a 'big picture' approach to all of his businesses and has an appreciation of the benefits provide by embracing the forefront of Technology. Florian's entrepreneurial spirit was recognised when he won the National Student Prize for the Advancement of Architecture at the penultimate of his university studies and continues to be evident in his multitude of endeavours.
 Services Networking, Architecture, Point Cloud Scanning and Project Management
 Interested in meeting Meeting referral sources for Architectural service, Point Cloud Services and anyone interested in networking. Builders, owners and facility manager who would be interested in Point Clouds.
 Phone +61 (07) 3217-1940
 E-mail florian.heise@heise.com.au
 LinkedIn <https://www.linkedin.com/in/florianheise/>



Full Name **Mr. Lefty Ioannou**
 Company Professional Caliber Security
 Job Title Director
 Bio
 Services
 Interested in meeting
 Phone
 E-mail admin@procaliber.com.au
 LinkedIn <https://www.linkedin.com/in/lefty-ioannou-78ab912b/>



Full Name **Mr. Nick Ioannou**

Company Professional Caliber Security

Job Title Managing Director

Bio I founded Professional Caliber Security in 2012 upon identifying a gap in the market for a full service security provider that focused on delivering professional and quality services.

Professional Caliber Security, which started humbly with one client and four staff, is now an established and leading Queensland security services firm with over 150 staff that specialises in providing a wide range of premium security services and systems to over 70 clientele.

The seven years experience I have gained in the security industry coupled with my legal and business background, has allowed me to build a successful and leading full service security provider from the ground up. The rapid growth and steady development of Professional Caliber Security has not only been driven by my commercial acumen, interpersonal skills and determination, but also by bringing together a group of likeminded individuals. This has resulted in our company having a strong, innovative and dynamic management team with a high performance culture.

Before Professional Caliber Security, I worked part-time in the security industry as a crowd controller and close personal protection officer whilst completing a double bachelor degree in Business and Law at Queensland University of Technology. During this time I also served as a proud member of the Australian Army Reserve.

Post university I worked as a Law Graduate, whilst completing my postgraduate with Distinction, and was formally admitted as a Solicitor of the Supreme Court of Queensland in 2012 and the High Court of Australia in 2013.

During my time as a Solicitor I covered diverse areas of law, specialising in Property Law, Litigation and Dispute Resolution, gaining invaluable knowledge from working at one of Australia's top tier law firms, Gadens. I was also fortunate enough to be selected and engaged on Secondment to Origin Energy, where I dealt with various environmental and land access issues surrounding CSG.

Services

Interested
in meeting

Phone 1300 307 727

E-mail nick@procaliber.com.au

LinkedIn <https://www.linkedin.com/in/nick-ioannou-9ab29b56/>



Full Name **Mr. Steven Kourevelis**
Company Schiavello
Job Title QLD Construction Manager
Bio
Services
Interested in meeting
Phone +61 (07) 3368-3388
E-mail skourevelis@schconstruct.com.au
LinkedIn <https://www.linkedin.com/in/steven-kourevelis-3530691b/>



Full Name **Mr. Dale Ku**

Company Desketing

Job Title Managing Director

Bio Marketing strategy is the key to running a successful business - understand your customer, your competitors, your own operation and the wider business environment.

Often a business owner works very hard "in" their business and do not realise the importance of a marketing plan. At Desketing, we are like the marketing team within your business and will help your business generate different marketing activities.

From the beginning - implement a strategic marketing plan. A SWOT analysis helps you to gather information by identifying the strengths and weaknesses of your operation and the opportunities and threats you face in your market.

Operation - Unlike most marketing agency, we have an in-house design and operations team to generate all kind of marketing activities. From traditional print and press advertising, online marketing, to Google adwords, CRM, SMS and database marketing. Desketing has a solution for your business.

We create marketing campaigns for large organisations such as property developers and hotel groups to assist them in achieving their business goals. We also help small-medium sized businesses to create marketing plans and strategies. Not only does it generate business leads, we help businesses to reduce their advertising spend.

Desketing is a full services agency, which means we have operators in different field, marketing consultants, graphic designer, photographer, public relation coordinator and more...

Services

Interested in meeting

Phone (04) 3303-9053

E-mail dale.ku@desketing.com.au

LinkedIn <https://www.linkedin.com/in/daleku/>



Full Name **Ms. Julie Lamers**
Company Kearley Lewis
Job Title General Manager
Bio Julie Lamers is the General Manager of Kearley Lewis, who specialise in providing debt collection and legal services to businesses. They also offer a range of commercial services including credit checks, payment defaults, company & business searches, title searches and credit applications.
Services Debt collection & legal services
Interested in meeting Businesses who would like support with their collections, whether it's ongoing assistance that's required or a one off situation with a particular debt.
Phone 0406 744842
E-mail juliel@kearleylewis.com.au
LinkedIn <https://www.linkedin.com/in/julielamers/>



Full Name **Mr. Adam Leone**
Company CGE Electrical & Communications
Job Title Managing Director
Bio CGE Electrical & Communications is an Electrical & Communications company based in Brisbane. CGE Electrical and Communications provides all electrical installations, construction and maintenance to the domestic, multiple domestic, commercial and industrial business community in South East Queensland.
Services All electrical and communications services.
Interested in meeting
Phone +61 (07) 3391-8778
E-mail adam@cge.com.au
LinkedIn <https://www.linkedin.com/in/leoneadam/>



Full Name **Mr. Daniel Lidgard**
Company Autoline & Signs Pty Ltd
Job Title Director
Bio Daniel Lidgard the managing director of Autoline & Signs is a Wayfinding Consultant and signage manufacturing professional. With over 15 years' experience within the industry he brings an holistic approach when designing and manufacturing a signage package. His creativity and attention to detail and ability to make consistent programs have set him aside as one of the go to subcontractors within the construction industry.
Services Wayfinding / Sign maker
Interested in meeting Architects, Commercial Builders, Consultants, Multinational orogonisations,
Phone +61 7 3808 2266
E-mail daniel@autolinesigns.com.au
LinkedIn <https://www.linkedin.com/in/daniel-lidgard-72154453/>



Full Name **Mr Grant Mason**
Company Aweso Insurance
Job Title Managing Director
Bio Providing peace of mind that your Risk Management and Protection are specific to your needs, so you can do what is important to you and build your business safely. With extensive experience in the Insurance industry that includes Broking, Claims Management and Underwriting, we have the expertise and ability to focus on protecting you and your interests.
Services: Quality and Comprehensive Business Insurance including Claims Handling and Management.
Services Quality and Comprehensive Business Insurance including Claims Handling and Management.
Interested in meeting
Phone +61 (04) 0190-0709
E-mail grant.mason@oraclegroup.com.au
LinkedIn <https://www.linkedin.com/in/masongrant/>



Full Name **Miss. Cheryl Middleton**

Company Zero Exposure Solutions

Job Title Director

Bio As a Health, Safety and Environmental (HSE) Professional, I pride myself on being a real person, not someone that acts like a policeman, or tells workers/supervisors off. I am someone that understands safety and environmental compliance as a priority in any organisation and can work towards the overall objective of an organisation without preaching. This involves finding the right balance between doing whats required, but still getting the job done. Having worked in an array of different industries and in different levels of the organisations I am able to relate to all levels within the organisation and get the desired result for all involved.

I have been able to assist businesses in the delivery of effective HSE Management Systems, Programs, and ensure compliance. Providing guidance and support to all team members is vital to ensuring an effective implementation of any system.

In 2015, I established Zero Exposure Solutions to assist small to medium business with an integrated approach to ensure HSE and Quality business requirements are met.

For me safety awareness began at a very young age. In 1985, thanks to a sheer miracle, my father didn't die in a workplace incident. At the time he was working for a bitumen company in Mackay. He and his Manager were cutting a piece of steel on a bitumen truck that he had done 100 times before. The only difference this time, it was a machine from another location. They were unaware that the set up on the bitumen truck for isolation was different from the trucks they regularly work on. There was a flash back into the bitumen truck that caused it to explode. How they survived is a sheer miracle.

I have 20 years experience in Safety, Environment and Quality Assurance, including 5 years' extensive global experience working in Sustainability.

Services

Interested in meeting

Phone +61 (04) 1391-7722

E-mail Cheryl@zeroexposure.com.au

LinkedIn <https://www.linkedin.com/in/cheryl-middleton-8a708346/>

Full Name **Mr. Benjamin Norman**
Company Elsafe Australia
Job Title Sales Executive
Bio
Services
Interested
in meeting
Phone +61 0448 225897
E-mail benjaminn@elsafe.com.au
LinkedIn



Full Name **Mr. Aaron Pianta**

Company Knobel Consulting Pty Ltd

Job Title Director

Bio Aaron is a Chartered Professional Engineer (CPEng) and Registered Professional Engineer of Queensland (RPEQ) with over 10 years experience in engineering design, contract administration and construction and project management for land development both residential and industrial, commercial development, subdivisions, retirement villages, caravan parks, mining and local government civil infrastructure projects.

He was involved with the development of Marina Quays and Halcyon Waters at Hope Island on the Gold Coast which included infrastructure planning for water, sewerage and transport network, planning and operational works approvals, detailed design and documentation, contract administration and construction supervision.

He was also the project design manager for the design of the Sickie Avenue bridge and associated intersections at Hope Island for the Gold Coast City Council and was responsible for coordinating various stakeholders including Telstra, Energex and APA Group. The works included the relocation of overhead power and gas and the construction of potable and recycled water supply, sewerage rising main, vacuum sewerage system and dredging.

Aaron believes in a wholistic design approach coordinating with all disciplines to ensure the Client's needs are achieved.

He manages the Central Queensland office located in Rockhampton.

Projects managed in Central Queensland include Sanctuary Hill Private Estate a residential subdivision in Gladstone, 500 site caravan park in Calliope and concrete feeder and reject bunker slabs for Yarrabee Coal at Blackwater.

Services

Interested
in meeting

Phone +61 0404 087 990

E-mail aaron@knobelconsulting.com.au

LinkedIn <https://www.linkedin.com/in/aaron-pianta-3ba28350/>



Full Name **Mrs. Kirily Robertson**
 Company Blissfully Organised & Organised Tradie
 Job Title Business Mentor and Coach
 Bio Owner/Operator; I'm all about organisation. I have 2 arms to my business - Organised Tradie, I make tradies lives easier by providing organised processes and systems. I give professional business women their time back. What I'm able to do is work with the individual business owner on their processes and systems in order to increase productivity, maximise time management, so they can deliver more effective results.

Services

Interested in meeting

Phone +61 (04) 0616-7260

E-mail kirily@blissfullyorganised.com.au

LinkedIn <https://www.linkedin.com/in/kirily-robertson-3072a8136/>

Full Name **Mr. Sam Rochester**

Company Director

Job Title siteoffice.mobi

Bio

Services

Interested in meeting

Phone

E-mail

LinkedIn



Full Name **Mr Todd Spackman**

Company Valspar Consumer Aust

Job Title Commerical BDM

Bio

Services

Interested in meeting

Phone +61 (04) 3986-7523

E-mail todd.spackman@valspar.com

LinkedIn <https://www.linkedin.com/in/todd-spackman-3a190470/>



Full Name **Ms. Paulette Steele**

Company Real Positions

Job Title Recruitment & Job Expert

Bio With decades of actual 'hands on' experience across a diverse range of industries –

- Fashion Retail Buying & Garment Manufacturing
- Elastics Manufacturing & Sales to Construction & Promotional companies worldwide
- Real Estate Investment & Residential Sales & Property Management

I entered the Recruitment industry to use my experience to find companies the right staff and to place people in new jobs. For 12 years, I've been matching the right people with the right jobs and ensuring both candidates and clients are satisfied with my services.

Having travelled extensively internationally through Asia, Europe & USA for work, I learned to communicate and liaise successfully with people from different cultures.

As a result, Real Positions is a 'hands on' global recruitment agency, with an in-depth knowledge in most areas of business and recruits skilled people up to senior levels. We understand your needs first, then develop a solution and ensure all parties are fully engaged throughout the process. As experienced recruitment people, we have the expertise, tools, resourcefulness and ability to find the ideal candidate or job opportunity.

Services

Interested
in meeting

Phone

E-mail paulette.steele@gmail.com

LinkedIn <https://www.linkedin.com/in/paulettsteele/>



Full Name **Mr. Alec Tadman**
 Company Knobel Consulting Pty Ltd
 Job Title Civil Manager Brisbane
 Bio Delivering quality engineering design and documentation for all types of residential, commercial and industrial sites. Knobel Consulting specialises in Civil and Hydraulic Engineering, partnering with other providers to offer a complete service to our clients. We offer a rapid and flexible delivery of service to our clients.

Services
 Interested in meeting
 Phone +61 (04) 1778-2718
 E-mail alec@knobelconsulting.com.au
 LinkedIn <https://www.linkedin.com/in/alec-tadman-ab3617b/>



Full Name **Mr Jeff Thompson**
 Company Smith and Sons
 Job Title Director
 Bio Smith & Sons Renovations & Extensions is a franchise based business and it's our vision to be the largest Renovation and Extension Company in the world by 2025 and we're well on our way with 90 + offices up and running across NZ & AUST, 22 of those currently in QLD. With proven systems and the recruitment of the best builders in QLD places us as the market leaders in the renovation building business, it also allows us to deliver a renovation from concept to completion on time and to budget for our clients. With the renovations market growing every year we see our vision becoming a reality.

Services
 Interested in meeting
 Phone
 E-mail
 LinkedIn <https://www.linkedin.com/in/jeff-thompson-22279611/>



Full Name **Mr. Bon Tin**
 Company RB Drones
 Job Title Co-Founder
 Bio
 Services
 Interested in meeting
 Phone +61 0410 461 001
 E-mail ripe4disruption@gmail.com
 LinkedIn



Full Name **Mr Brent Turnbull**
 Company BRH Lawyers
 Job Title Lawyer
 Bio Brent is an experienced construction lawyer having worked principally in the area for nearly 10 years. In that time, he has acted for some of the best known names in the construction industry. Brent has also acted extensively for the regulator of the Queensland building industry. Brent's practice covers front end (transactional and project management) matters, back end (litigation) matters and regulatory matters
 Services Legal services to all players within the development, building and construction, engineering, and infrastructure sectors
 Interested in meeting All players within the development, building and construction, engineering, and infrastructure sectors including developers, builders, subcontractors and consultants (architects, engineers etc)
 Phone +61 7 3223 9118
 E-mail brent.turnbull@brhlawyers.com.au
 LinkedIn <https://www.linkedin.com/in/brent-turnbull-33a32a59/>



Full Name **Ms. Ashlee Walpole**
 Company Workspace Commercial Furniture
 Job Title QLD Project Consultant
 Bio
 Services
 Interested in meeting
 Phone
 E-mail awalpole@workspace.com.au
 LinkedIn <https://www.linkedin.com/in/ashlee-walpole-423959b8/>



Full Name **Mr. Ben Warren**
 Company Ellem Warren
 Job Title Director
 Bio Specialties: Finding practical legal solutions for people in business, particularly in the areas of Commercial Litigation, Employment and Industrial, Negotiation and Dispute Resolution, Insolvency, Intellectual Property, Trade Practices and Insurance. My particular focus is on the construction and resources industries as well as manufacturing and transport.

Services
 Interested in meeting

Phone +61 07 3854 4100
 E-mail bwarren@ellemwarren.com.au
 LinkedIn <https://www.linkedin.com/in/ben-warren-23653215/>



Full Name **Mr. James Worth**
 Company Worth Design
 Job Title Director Landscape Architecture
 Bio Living Infrastructure & Sustainable Design

Services
 Interested in meeting

Phone +61 (04) 2915-0360
 E-mail james@worthdesign.com.au
 LinkedIn <https://www.linkedin.com/in/james-worth-8791b13a/>



Full Name **Mr. Kalil Zeitoun**
 Company siteoffice.mobi
 Job Title Project Manager
 Bio

Services
 Interested in meeting

Phone +61 (04) 0254-5571
 E-mail kalil@madake.com.au
 LinkedIn <https://www.linkedin.com/in/kalil-zeitoun-43730653/>