

About

Established in March 1994, IESA started exporting in 2012, with the establishment of their overseas offices in Latin America, USA, as well as a equipment distribution hub in the UK. We are active in the US, Chile, Peru and Colombia, with a focus on expanding into those markets further in 2014 along with looking at extending those business opportunities to include other Latin American countries such as Ecuador and Paraguay.

IESA has been able to use the Winner and Finalist logos in all their communication material, brochures, newsletters as well as letterhead and email signatures. The win has given us an opportunity to update our marketing collateral to help us focus on our export markets. The win has advanced our ability to market outside of Australia more effectively.

A vast amount of our focus in 2012/2013 was establishing our export presence and the overseas infrastructure needed to support future sales. By winning this award, it has been a validation that we were on the right path and the decisions we made were the right ones. It provides us with a sense of pride to receive such a prestigious award and really gave us a pat on the back in recognition of our hard work and investment into overseas markets.



"Winning an award has given us the credentials to 'knock on doors' and by using the Richard Joel Emerging Exporter Award logo, it allows our potential customers to have faith that our business is something pretty special."

Ross Neivandt Managing Director

Now available in Indonesia: AND1000 - real-time water testing powered by DNA

Heavy metals one minute testing in the palm of your hand with instant ultra-trace results at a price you can afford

IESA Pty Ltd is the global distributor for the AND1000. This hand-held rugged waterproof instrument has been designed for field testing of heavy metal contaminants in water supplies, giving highly accurate ultra-trace results in minutes. This product, meeting all Australian standards and US EPA approved, is a breakthrough in efficiency, testing accuracy and ease-of-use. It requires no special knowledge of chemistry to operate and utilises video instruction on the display panel.

In addition, no hazardous materials or harmful reagents are required. The AND1000 reduces overall testing costs, testing time and complexity and provides instantaneous results which can enable fast remedial action to be taken should the need be required. This cost effective unit can also be used to support traditional water testing methods and used as a countercheck to lab results.



The AND1000 Fluorimeter enables field testing to be done in two short steps, eliminating or significantly reducing test expenditures, complexity and wait times experienced in traditional heavy metals water testing.

The AND1000 Fluorimeter uses an extremely sensitive measurement technique to determine the levels of heavy metal contaminants. ANDalyze's proprietary Catalytic DNA sensors use a DNAzyme reaction that fluoresces in the presence of a target contaminant substance.

Currently the AND1000 tests for Uranium, Lead, Copper, Zinc and Mercury. Cadmium, Chromium and Arsenic sensors will be released mid 2013.

Features

Fluorescence Based Sensing
DNAzyme reaction produces quantitative fluorescence based results.

Sensor Kit
Each disposable color-coded sensor is designed for a specific heavy metal test target. Kits provide sampling tubes, syringes and cuvettes.

Rugged & Convenient Construction
Tough, light weight, impact-resistant shell protects electronics and sensors.

Key Pad
Quick, simple menu navigation and one button push for sample analysis.

Data Capture & Reporting
Time and date stamped with sample number. Data downloadable through a USB cable.

Water Resistant
Enclosure rating - IP54.

Portable
Battery operated and rechargeable cable or traditional adapter.

Video Training
Embedded instructional video trains users without documentation.



ANDalyze™

IESA Environmental

For more information on ANDalyze™ contact Ross Neivandt of IESA on +1 310 600 7908 or email ross@iesa.com.au www.andalyze.com.au www.iesa.com.au

Q. What advice do you have for those considering entering the export awards for the first time?

A. I think it is important to be realistic and honest about your goals and achievements. You don't have to have an entirely completed export supply chain and years of experience at it. The journey does not have to be complete when applying, but it does have to tell a story of how you got there and where you are going.

Initially, we thought the application process was going to be complicated and a drawn out process, but we were surprised how succinct the questions were, which really assisted us in being able to pinpoint the crux of our activity into completely focused answers.