

COMFORT SOLUTIONS FOR A BETTER LIFESTYLE

# AMBIENCE AIR

## AIRCONDITIONING



Comfort solutions for a better lifestyle.



“Delivering *comfort solutions*  
and *award-winning service*  
to West Australian's since 2003.”

# About Ambience Air

Ambience Air was founded in 2003 on the basis of outstanding customer service, innovative solutions and exceptional product quality.

Now, as Perth's leading residential and light commercial air-conditioning company, we are the State's largest supplier of Panasonic, Fujitsu, Samsung, Breezair, Braemar, Coolair air-conditioning equipment and Advantage Air components — even leading with some products Australia-wide.

Highly decorated with industry awards since our year of inception, including multiple **Dealer of the Year** awards for Panasonic, Fujitsu, Breezair, Braemar, Coolair and Advantage Air, Ambience Air has firmly cemented its position as a market leader in home air-conditioning.

In order to provide a high standard of service and accessibility to our customers, Ambience Air operates from six showroom locations (soon to be nine) across the greater Perth metropolitan area, with each branch managed and operated by experienced air-conditioning specialists who are local to the area.

All design engineering, installation scheduling, on-site supervision, warehousing, after sales service and warranty is managed from our head office in Bibra Lake. This ensures that every installation is subject to the same rigorous procedures, meaning Ambience Air can guarantee the highest standards are met on time, every time.

Our sales team is amongst the most experienced in the industry, providing a free, no-obligation, in-house measure and quote service to all its customers. Every system is individually designed to suit lifestyle and the air-conditioning application, with sales consultants trained to assess each application, offering advice and innovative solutions.

With double-storey installations, Ambience Air can provide additional consultancy services at no extra charge. These services include the provision of duct sizing and layout drawings for the builder, and detailed schedule of builders work, including electrical and penetration information.

**Ambience Air has been delivering comfort solutions and award-winning service to West Australian's since 2003. As we move into the future, our dedicated team looks forward to providing that same great service for many years to come.**





## Company Awards



### Advantage Air

Premier Dealer Award 2012-2013  
National Dealer of the Year 2011-2012  
Australian Dealer of the Year 2011-2012  
Australian Dealer of the Year 2010-2011  
Australian Dealer of the Year 2009-2010  
Australian Dealer of the Year 2008-2009  
Australian Dealer of the Year 2007-2008  
Australian Dealer of the Year 2005-2006  
Premier Dealer of the Year 2004-2005

**AdvantageAir**  
Energy efficient air-conditioning

### Seeley International

#### Breezair | Braemar | Coolair

Climate Masters Dealer — Awarded 2013  
WA Dealer of the Year 2012-2013  
WA Dealer of the Year 2011-2012  
WA Dealer of the Year 2010-2011  
WA Dealer of the Year 2009-2010  
WA Dealer of the Year 2008-2009  
WA Dealer of the Year 2007-2008  
WA Braemar Rising Star Award 2006-2007  
WA Dealer of the Year & Rising Star Award 2004-2005  
Australian Dealership Development Award 2003-2004



### Fujitsu

WA Outstanding Sales Award 2011-2012  
WA Dealer of the Year 2011-2012  
National Dealer of the Year 2011-2012  
WA Outstanding Sales Award 2010-2011  
WA Outstanding Sales Award 2007-2008  
WA Outstanding Sales Award 2006-2007

**FUJITSU**

### Panasonic

National 3 Million Plus Dealer Award 2013  
WA State Dealer of the Year 2010-2011  
WA State Dealer of the Year 2009-2010  
WA State Dealer of the Year 2008-2009  
WA State Dealer of the Year 2007-2008  
WA State Dealer of the Year 2005-2006  
WA State Dealer of the Year 2004-2005  
WA State Dealer of the Year 2003-2004

**Panasonic**



### New Dealership Awarded

We are proud to announce that Ambience Air has been awarded a **Samsung** dealership this year. Watch this space as we strive to achieve excellence in sales and customer service for this exciting product range.







# 10 great reasons to choose *Ambience Air*

## 1. **A Brand You Can Trust**

Well-established, proudly WA-owned and customer-focused.

## 2. **Quality Assurance**

Customer satisfaction guaranteed using quality assured products.

## 3. **Your Local Experts**

Conveniently located show rooms across the greater Perth metropolitan area, all run by local people who represent their community.

## 4. **Industry Acclaim**

Gold and platinum dealer awarded for outstanding sales achievements and customer service from 2003 until now.

## 5. **Absolute Professionals**

Professional installations strictly supervised with quality procedures adhered to via dedicated site and installation supervisors.

## 6. **Custom Engineering**

In-house ducted design engineers designing every individual design application guaranteeing optimum performance and efficiency.

## 7. **Friendly, Efficient Service**

Experienced and friendly sales consultants offering no-obligation in-home appraisals on time, every time.

## 8. **Specialist Project Managers**

Special projects manager engineering individual applications and light commercial solutions.

## 9. **Convenient Finance Options**

Easy payment and finance options still at incredibly competitive prices.

## 10. **Excellent Value, Top Quality**

Excellent value for money, only entertaining top brands and quality components to our valued customers.

**Proudly**  
*WA-owned  
& operated*



## What our customers have to say about us

At Ambience Air we pride ourselves on delivering the best products and services, along with achieving the highest possible standard of excellence. We have a portfolio of happy customers who are enjoying their comfort solution, thanks to Ambience Air.

### “Saved me from a costly bad choice”

*Professionalism and product knowledge saved me from a costly bad choice of units. Dave and partner, Darren and Brad. Pleasure to have them do the work. Everything was left clean and tidy. Many thanks.*

**RICHARD NILSSON**

### “A very professional job well done”

*Once again, I would like to congratulate Ambience Air on a very professional job well done, from Merv's visit to our home to discuss the system, to the telephone receptionists, the installers (who were particularly considerate and competent) and your service department. Also, I particularly enjoyed the way my phone calls were answered – quite original! Your company will be mentioned in my conversations with friends and family.*

**JANICE BOWRA**

### “A service that was hassle free”

*Hi Mike, I am sending this email to give you some feedback on the installation of my air conditioning. To tell you the truth I was not looking forward to three different trades working in my house but I could not have asked for anything better, these men were very professional about their job. First of all the installation guys they were very friendly and tidy, they were just about finished and the plumber turned up. 5 mins later the electrician came and all of these guys cleaned up after them (very rare). 3 hrs later they had left so thank you for providing a service that was hassle free. The unit itself looks great on the roof, best in the street, ha I look at other units and they look untidy, pipes showing but mine is flawless. Thank you. Happy customer.*

**DAWN BURNS**

### “So glad we went with your company”

*Thank you and we are so glad we went with your company. Every step of the process went so smoothly and fantastic customer service all round, from initial quote, admin, delivery and installation. We are very impressed with your company and the system installed. Will highly recommend your to friends and family.*

**KIM & CHRIS TWEEDIE**

### “Always on time”

*Excellent service by all concerned and always on time for appointments etc. We also appreciated phone calls when trades etc were concerned. Thank you.*

**GERALD VAN VLIET**

### “Professional and not pushy”

*We were very happy with the sales consultant David. We were getting 3 quotes but cancelled the other 2 after we met with him. He was very informative, professional and not pushy — 3 prerequisites I find very important. Thank you David.*

**LINDA & ROBERT PIERI**

### “Outstanding”

*Kurt and I just wanted to send you and the team at Ambience a huge THANK YOU for your excellent customer service, quality product and wonderfully efficient installation. As a customer service manager I have high expectations of my vendors and staff and in today's market it is rare that I get to experience service that goes above and beyond the bare minimum. Having said that, yourself, Kathy, Josh and the other boys that were here today have been outstanding. Always professional, helpful and efficient.*

**SHARON & KURT GREEVE**

### “Understands customer service”

*A pleasure to deal with a company that understands 'customer service'. Hard to find in WA.*

**COLIN & JUDY PURCELL**

### “The way businesses used to run”

*What more can I say — Clint and Brian were GREAT. Their manner was like all the others, polite, kind, considerate and re-assuring, plus SUPER workers! In 1 1/2 hours everything was installed and working.... What a great firm, what quiet achievers PLUS 5 year warranty! In our 80's we applaud you — it is the way businesses used to run. Thanks again.*

**LYN & FRANK SIMS**

# Ambience Air *Locations*

## **BIBRA LAKE — Head Office**

53 Discovery Drive  
Bibra Lake WA 6163  
P (08) 9434 7600  
F (08) 9434 1766  
E [bibralakes@ambienceair.com.au](mailto:bibralakes@ambienceair.com.au)

## **JOONDALUP**

Unit 2/9 Wise Street  
Joondalup WA 6027  
P (08) 9301 5457  
F (08) 9301 5463  
E [joondalup@ambienceair.com.au](mailto:joondalup@ambienceair.com.au)

## **MIDLAND**

Unit 2, 48 Farrall Road  
Midvale WA6056  
P (08) 9274 1616  
F (08) 9274 6656  
E [midland@ambienceair.com.au](mailto:midland@ambienceair.com.au)

## **GOSNELLS**

Unit 3, 2163-2169 Albany Hwy  
Gosnells WA 6110  
P (08) 9398 8841  
F (08) 9398 8846  
E [gosnells@ambienceair.com.au](mailto:gosnells@ambienceair.com.au)

## **ROCKINGHAM**

Rockingham Commercial Centre  
2A Livingston Road  
Rockingham WA 6168  
P (08) 9528 7622  
F (08) 9528 7699  
E [rockingham@ambienceair.com.au](mailto:rockingham@ambienceair.com.au)

## **MANDURAH**

Unit 2, 315 Pinjarra Road  
Mandurah WA 6210  
P (08) 9581 3000  
E [mandurah@ambienceair.com.au](mailto:mandurah@ambienceair.com.au)

## **OSBORNE PARK**

NEW SHOWROOM OPENING SOON  
P (08) 9245 8300  
E [osbornepark@ambienceair.com.au](mailto:osbornepark@ambienceair.com.au)

## **CLARKSON**

NEW SHOWROOM OPENING SOON  
P (08) 9406 8555  
E [clarkson@ambienceair.com.au](mailto:clarkson@ambienceair.com.au)

## **BUNBURY**

NEW SHOWROOM OPENING SOON  
P (08) 9721 5550  
E [bunbury@ambienceair.com.au](mailto:bunbury@ambienceair.com.au)

● Clarkson

● Joondalup

● Osborne Park

● Midland

● Gosnells

● Bibra Lake

● Rockingham

● Mandurah

Bunbury ↓