

company profile

australia

Fourways Australia is an accredited supplier of some of the world's leading brands in air-conditioning. Powered by a 20-year legacy and boasting a global footprint in over 17 countries, we are trusted specialists in providing multifaceted HVAC solutions for residential and commercial purposes.

Our products are well-suited for homes, offices, schools, hotels, restaurants, banks and more, each fitted with unique functionalities and innovative technologies to support the diverse needs of today's consumer.

We have offices and warehousing operations located in New South Wales, Queensland, and Western Australia thus are well positioned to support customers on a national level. We strive to exceed all our client's expectations offering premium air-conditioning solutions, backed by quality aftersales support, training, technical and marketing assistance.

We are authorised distributors of the following air-conditioning brands:

SAMSUNG

Hisense

fourways
Aqua Blue

Not only do we offer these products at highly competitive prices, we also have on-the-spot supply capabilities from our regional warehouses and offer design and stock management assistance for VRF projects.

Our global team bring a wealth of knowledge and experience to the industry providing exceptional customer service for which Fourways is known. Never resting on our laurels, we take great pride in driving innovation, closely working with our customers and Suppliers to improve the quality of our products and services. We envisage being the preferred distributor of quality, efficient air-conditioning systems across Australia, a goal we endeavour to achieve through unwavering professionalism, integrity and esteemed products.

Our vision

Fourways Australia aims to become the preferred distributor of exceptional HVAC products backed by our Suppliers, offering superior service and support continuously striving to meet our customers unique requirements and expectations.

Our mission

Fourways Australia continuously strives to provide superior, professional and friendly service, with high-quality manufactured state of the art technology and products, while working closely with our Suppliers to meet our customers' unique requirements and exceed their expectations.

our people



Richard Perry | richard@fourwaysaircon.com.au

Richard Perry is Director of Fourways Aircon Australia with 24 years of solid business experience within the HVAC industry, upon which he draws to successfully navigate operation, growth strategies and supplier negotiations for the Fourways Group. At just 20 years old, Richard began his career as a Sales Representative for Samsung. After identifying a gap in the market between air-conditioning suppliers and installers that resulted in unsatisfactory service levels, he started Fourways as a solution to fill that gap. Through this ability to translate ideas into action, Fourways became, and continues to be, a go-to distributor offering improved supply capabilities of leading HVAC equipment that better services air conditioner installers, as well as provides technical expertise, service back up and on-the-spot spares and parts – an all-in-one business fostering its own growth alongside those of its installer network. Together with other Directors in the company, Richard grew Fourways into the international successful corporation that it is today.



Craig Fowlds | cfowlds@fourwaysaircon.com.au

Craig is a Director of Fourways Australia with 14 years of business experience within the air-conditioning industry. As a registered Chartered Accountant, he draws on his meticulous financial mind to successfully execute and reposition the company's ROI and growth stratagems to yield desirable results that achieve business objectives year-on-year.



Graeme Takis | graeme@fourwaysaircon.com.au

With 15 years of experience in the air conditioning market backed by strong financial proficiencies as a Chartered Accountant, Graeme is an essential component of the Fourways leadership team. He is a Director of Fourways Australia who understands the ebb and flow of the HVAC business environment. This, together with his commitment to upholding Fourways' class-leading service to customers and installers, ensures the smooth running of the business as a whole.



Leonora Bodenstein | leonora@fourwaysaircon.com.au

Leonora Bodenstein is the Domestic Market Branch and Sales Manager for Fourways Australia. She cut her teeth in the air-conditioning industry 10 years ago, starting as an internal sales rep, before rising through the ranks to become a highly-respected Branch Manager who oversaw rapid sales growth in her area. In 2019, Leonora moved to Perth, and has been instrumental in the growth of Fourways Australia.



Tim Roux | Tim.Roux@fourwaysaircon.com.au

Director of the Fourways Queensland branch, Tim brings with him just over 30 years of experience within the airconditioning industry, many of these as an airconditioning contractor. Having owned his own business for many years prior to joining Fourways, he has a wealth of business and industry knowledge and knows and understands the needs of airconditioning contractors, the importance of building strong relationships with them, as well as having a supportive and trusted supplier.



Craig Leeming | Craig.Leeming@fourwaysaircon.com.au

Craig is the Sydney Branch Manager for Fourways Australia, currently servicing all of New South Wales. With over 10 years experience of working across the Australian domestic as well as the international banking sector, he is well equipped with financial and relationship management expertise within both the commercial and institutional space. He is driven by delivering exceptional service to all his clients and addressing their bespoke requirements with an enthusiastic and professional approach.

A commitment to supporting clients

Our commitment is to assist our clients, the wide network of installers working in partnership with Fourways Australia, to deliver the best products and services to the market. Their success is our success. Fourways Australia provides business development resources and support to dealers in several ways.

The dealer portal

Your private business management tool

www.fourwaysaircon.com.au

- Provides nationwide online marketing
- New business leads allocation
- Financial rewards to installers without making sales directly
- Dealers receive all commissions, price-mark-ups and 100% of installation fees
- Automated marketing support
- Access to a dedicated resource hub
- Repeat business through service contracts and ongoing maintenance
- Automatic follow-up scheduling
- Dynamic order tracking
- On-the-go invoicing
- Installation & service requests
- 5-year warranty on all Samsung products

Bulk buying power

As a buying Group that purchases in bulk with symbiotic relationships with brands, the bulk discounts we enjoy enable small and medium-sized air-conditioning installers to enjoy better pricing and much quicker service and delivery times. In addition, Fourways Australia offers 'buy now, pay later' credit purchases to approved installers.

Our Locations

Nationwide

☎ 1300 192 361

Western Australia

1/15 Trade Road, Malaga, Perth, WA, 6090, Australia

☎ (+61) 86 270 6366 ✉ leo@fourwaysaircon.com.au

New South Wales

4/35 Sefton Road, Thornleigh, NSW, 2120, Australia

☎ (+61) 451 824 609 ✉ craig.leeming@fourwaysaircon.com.au

Queensland

Unit 5, 99-101 Spencer Road, Nerang, QLD, 4211, Australia

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