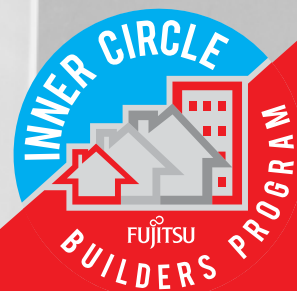


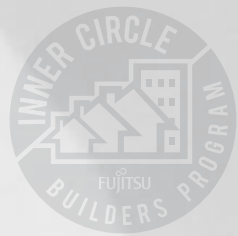
FUJITSU GENERAL INNER CIRCLE BUILDERS PROGRAM



HOW DO I JOIN? HOW DO I GET INVOLVED?

To find out more and register your interest in joining the 'Inner Circle' program, go to www.fujitsugeneralinnercircle.com.au





WELCOME TO
INNER CIRCLE.
FUJITSU GENERAL'S
REWARDS PROGRAM
FOR BUILDERS



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THE INNER CIRCLE PROGRAM

What is the Inner Circle Program?

The 'Inner Circle' program specifically aims to reward Australian builders and developers when you choose one of Fujitsu's high quality air conditioning solutions. Whether you are building one home, a hundred homes or a large residential complex, if you choose Fujitsu, you can be part of this exciting new program. At the same time it will provide an opportunity for you to develop a strong business relationship with Australia's leading air conditioning company, creating a true and rewarding business partnership.

What are the benefits of the Inner Circle program?

Working with Australia's leading air conditioning company

- Access to Fujitsu's comprehensive product range, with solutions to suit all developments
- Access to Fujitsu's vast Dealer network for the seamless supply and high quality installation of equipment at competitive prices for your projects
- Sound and knowledgeable advice on both heating and cooling solutions
- Working with Fujitsu's national service and support network, giving peace of mind for you and your customers

Gain access to a lucrative support program direct from Fujitsu

- A generous volume based rebate scheme
- Marketing and promotional support, including display stock assistance and point of sale material
- Dedicated promotional activity to help generate sales for your business
- Fujitsu / Mark Taylor brand association opportunities

Maintain your current business relationships

- As air conditioning is a key component of a home's fixtures, you may have established relationships with long term contractors. If your contractor is not already a member of Fujitsu's network, they may be eligible to join, allowing you to maintain existing working relationships and supply agreements.

Who is eligible to be a part of the Inner Circle?

Any licensed builder or property developer in Australia is eligible to participate in the Fujitsu General 'Inner Circle' program. Once registered, simply purchase your requirements through a Fujitsu authorised specialist dealer so you can start collecting your rewards.



OUR COMPANY

About Fujitsu General

We have been a trusted supplier to the Australian market since the early eighties. In 1980 our company was first established as a full subsidiary of the General Corporation in Japan, at the time selling a range of consumer products including air conditioners.

In 1989 a new association was formed in Japan and the company globally became known as Fujitsu General Limited. Over time the company decided to focus its research and manufacturing strengths into air conditioning technology as our primary product category. This core focus has resulted in Fujitsu General producing market leading air conditioners to a world class standard.

Number 1 in Australia

In Australia, Fujitsu enjoys the enviable position as the number 1 supplier of air conditioning products to the Australian market, hence our company slogan 'Australia's Favourite Air'. Over the last few years we have seen our air conditioning range expand rapidly and we now offer products to suit both residential and commercial applications, large or small.

Unrivalled Brand Equity

When you choose Fujitsu, you will be partnering with one of Australia's most powerful brands. Fujitsu's leading advertising campaigns and consumer promotions, featuring high profile brand ambassador, former Australian cricket captain and Australian of the Year, Mark Taylor, means Fujitsu is the consumers air conditioner of choice.

To find out more, please go to www.fujitsugeneral.com.au

WHY CHOOSE FUJITSU?

There are many reasons why Fujitsu has the ideal air conditioning solution for your next project. Whilst there are many air conditioning suppliers in Australia, only Fujitsu can deliver in all the key areas to compliment your business.



Full 5 Year Parts & Labour Warranty

To support our 5 year warranty, Fujitsu has its own internal service teams, along with a vast network of over 450 service agents across Australia, giving you someone local that can help you out if required. With our high standards of development and production, we have the confidence to offer a full five year parts and labour warranty on our air conditioners, giving you and your customers complete peace of mind.

High Quality Product Range

Fujitsu's range features over 100 different models, from wall mounted systems, ducted systems, through to our specialised air stage commercial range, no matter what the requirement Fujitsu has the solution. Our local product team works closely with our Japanese R&D Department to develop the most suitable product range for Australia's climate and conditions. Every Fujitsu air conditioner undergoes extensive testing at our R&D facilities in Japan and at our manufacturing plants, ensuring our products are extremely reliable, whilst featuring the latest in Japanese technology.

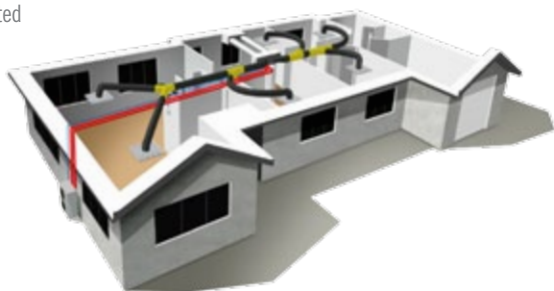
Inverter Wall Hung



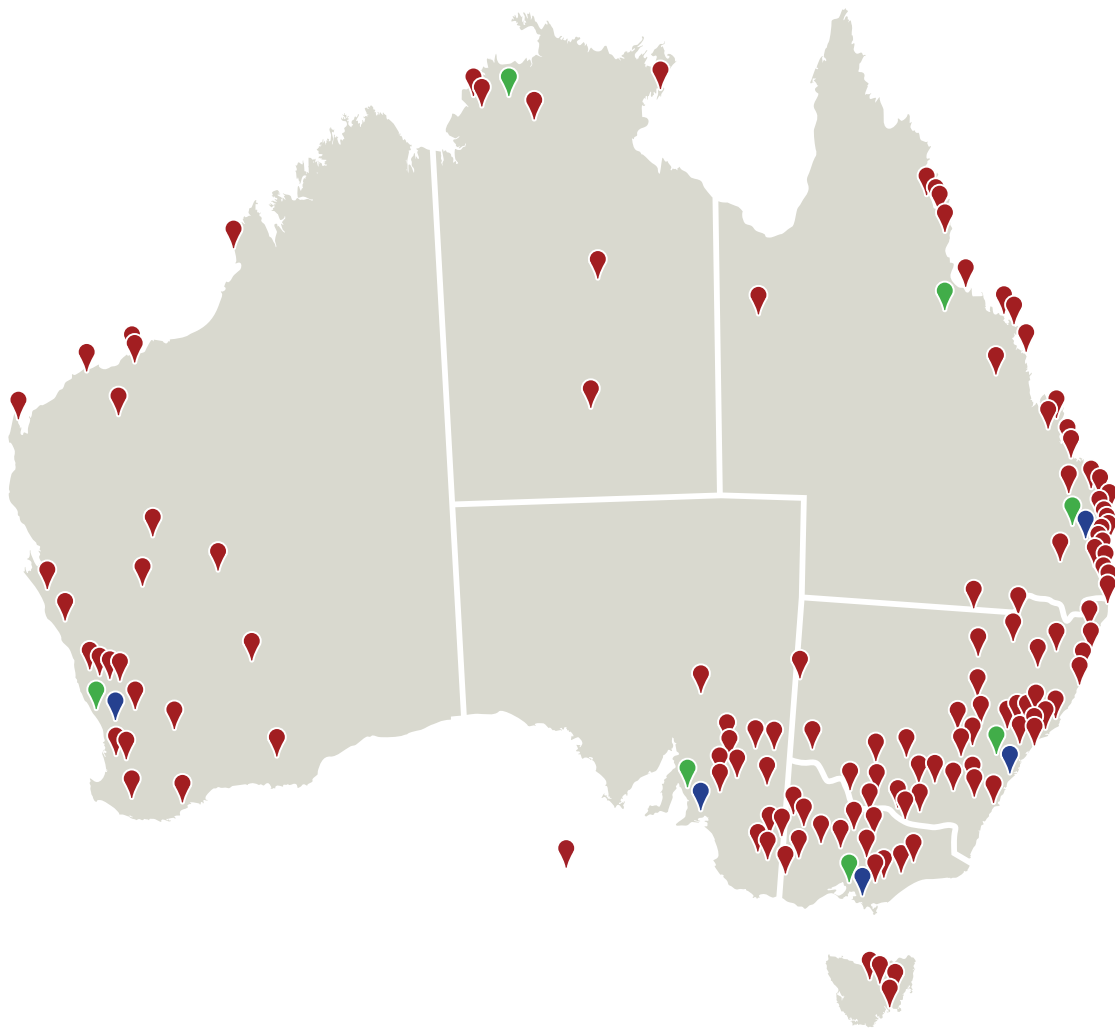
Multi-System



Ducted



VRF



Dealer Network (450+ Australia Wide) 📍

With over 450 specialist dealers right across Australia, there is a local Fujitsu expert in your area to advise, supply and install a Fujitsu comfort solution for your project. To find your nearest dealer, go to www.fujitsugeneral.com.au

State Office/Branch Locations 📍

To support our customers, Fujitsu has branch offices in every major state of Australia, which means there's a team locally who can best understand the needs of your projects and offer manufacturers assistance when necessary. To find contact details of your local office go to www.fujitsugeneral.com.au

Warehousing Operations 📍

Fujitsu has warehousing operations right around the country, ensuring we can satisfy your stock needs in a timely fashion. Our relationships with leading logistics suppliers, ensures that the highest level of service is given to our customers.

Commissioning & Commercial Service Operations

The Commissioning & Commercial Service team provides dedicated commercial service support for our products and dealer network. This support includes "Airstage" product commissioning, warranty servicing and technical training for any commercial or large scale residential application where Fujitsu's product has been used. This specialised team offers proactive support and assistance in all pre and post sales activities throughout the project.