



## Climate Control Systems Provide Ultimate Flexibility

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Choosing the ideal climate control solutions for buildings big and small can be challenging these days. Customers want energy efficiency and cleaner, greener options, as well as high performance in their climate control equipment.

Overall, Fujitsu General America offers the most energy-efficient lineup on the market. They also have 40 years of heating and cooling experience and a wide range of systems for every size project, along with the tools and support necessary for you and your clients to make smart, informed decisions.

With systems sized from 9,000 to 288,000 BTU/h, they have solutions for every application. No matter what sort of challenging job you're facing, from an older home that needs to be retrofitted to a brand new multi-level office building that requires healthy indoor air and consistent performance, they have lots of options to consider.

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**Variable Refrigerant Flow Systems** – These compact systems deliver an impressive amount of cooling or heating, depending on your client's needs. They're capable of recovering internal heat, allowing savings of up to 55 percent over standard heating units. When configured properly, heat recovery VRF systems can simultaneously heat and cool different areas of the same building, as needed. Tolerating long pipe length while still operating with high static pressure, VRF systems are an ideal solution for offices, hotels, schools and other commercial buildings.

**Ductless Mini-Splits** – Split systems consist of an outdoor condensing unit connected to up to 8 indoor units to provide heating and cooling for either a single room or a whole home or business. Homeowners and small commercial building owners will quickly realize savings over a traditional air conditioner. Since each room can be controlled separately without any energy lost to long duct runs, custom comfort has never been so efficient. These systems are suited for nearly any application, but they're an especially good solution for retrofitting into homes without ducts and into spaces where ducts simply won't fit. A lack of ducts also means fewer places for mold and dust to hide, protecting homeowners over the long term.

Fujitsu also offers more conventional options, like **central air conditioners, heat pumps and gas furnaces**. Even their traditional systems are designed to be as energy efficient as possible, in a concerted effort to construct more environmentally-friendly products.

## **Contractor Service and Support**

Some HVAC manufacturers can be difficult to contact when you have questions about exactly how to install or repair their equipment, but Fujitsu is known for world class service and support. They have a call center full of highly trained technicians (available 8am-8pm EST) and numerous tools that can help you perform more efficient installations and do better business, including:

**Contractor training** – They provide in-depth training for all their products, including online courses and in-person courses. In-person courses are offered locally as well as at Fujitsu's Fairfield, NJ headquarters. There are different classes offered for each contractor skill level covering topics such as troubleshooting, diagnostics, and installation – taught classroom style and through hands on modules.

**Online tools** – Online manuals, FAQs and downloadables are among their most frequently-used contractor tools. Other online tools include a BTU Load Calculator, Rebate Center and Energy Calculator to determine how much a user can save on their utility bill by switching to a Fujitsu system.

**Financing** – Financing programs for building owners make it easier for you to provide companies with the equipment they need, but some manufacturers have a lengthy and complex process. The Fujitsu Commercial Finance Program just requires a simple, one page form to finance systems from \$5,000 to \$500,000. PACE for Commercial Building Owners is another program that can create affordable options for business owners looking to upgrade to energy efficient, environmentally friendly heating and air systems. You can read more about both programs on their website.

**Marketing Materials** – They've got downloadable fliers and sales videos explaining their products, plus pieces that can help a business or homeowner choose the best system for their situation. It's always better if you can leave a little something with a potential client. It gives them another dimension to ponder when they're navigating their decision-making process.

## **Become an Elite Contractor and Get Even More**

As a contractor, you're in the service business to help others, but Fujitsu wants to help you, too. All your hard work should be recognized, which is why they developed the Elite Contractor status for their Halcyon™ and AIRSTAGE™ contractors. There's no catch; you simply go above and beyond, like you already do, including extra trainings with their materials and you'll quickly earn extras like:

**Extended warranty options** – Everyone will be more confident when you're able to offer extended warranties on the systems you install. Fujitsu Halcyon systems come standard with either a 6-year compressor / 2-year parts or a 7-year compressor / 5-year parts warranty. You can extend this to a 12-year parts and compressor warranty with your Elite status.

**Priority Listing** – Fujitsu maintains a list of qualified and trained installers for their products at FujitsuGeneral.com, but Elite Contractors bubble up to the top. Not only are they listed first, making it easier for you to scoop up leads, Elite Contractors are marked as such so that everyone looking for a contractor knows your commitment to quality.

**Free In-Person Training** – When you attain Elite status, Fujitsu will cover one employee per year at a Fujitsu Training Academy. Choose from their 2-day Halcyon course "Fujitsu Inverter Technology (FIT) and Hybrid Flex Inverter Technology (HFIT)" or the AIRSTAGE™ In-Depth Training course, valued up to \$900.

It's important to provide the very best service and products that you can for your clients, both commercial and residential. That means aligning yourself with some of the best distributors in North America where you can purchase Fujitsu heating and cooling systems. They have a reputation for outpacing, outthinking and outperforming for you and your clients.

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<http://www.contractortalk.com/articles/2017/06/climate-control-systems-provide-ultimate-flexibility/>