



Electric Motor Systems consume
of all electricity generated in the U.S.

59%

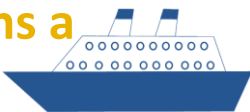


You can't manufacture time. Downtime in continuous process plants simply can't be made up. Every minute that a process is down costs you money.

Whether continuous, discrete or HVAC/facility, **there is a price to be paid for unreliable motor control.**

We manufacture our own IGBTs, so we have 100% control over the quality. And

Fuji Electric runs a tight ship.



Running additional shifts or paying overtime in Discrete Process Manufacturing to make up for downtime results in

increased labor costs and increased energy costs.



398,964 hours

The high MTBF rating on Fuji Electric's FRENIC-HVAC means less unplanned downtime for your equipment.

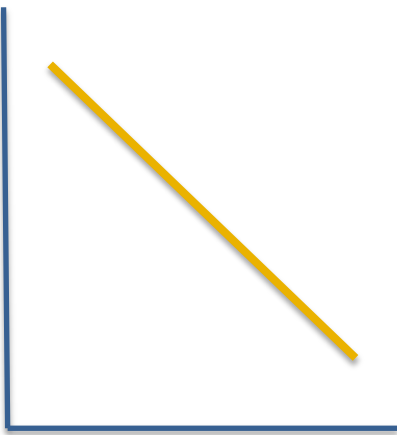


With over **1.2 billion** electric motors used in the US and often tucked out-of-sight, outages occur more often they should. And they always cost more than you want.



Fuji Electric monitors capacitors and other critical components; **Maintenance alarms will alert you BEFORE an outage occurs.**

Worker Productivity



Office Temperature

FACT: The only place hot air is good is in a balloon. Studies show that air is perceived as very fresh and acceptable when it is cool and dry, while warm and humid air is always perceived as stuffy and unacceptable even if the air is clean.

When a building's HVAC system fails, **personnel productivity** ↓ and **labor costs** ↑

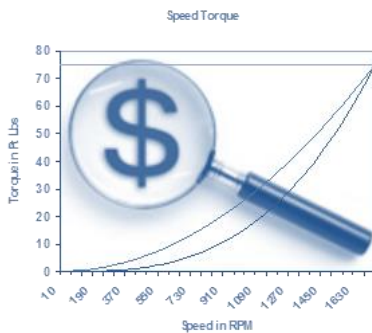


Our proprietary IGBT technology results in **high efficiency for Drives**



Downtime costs can range from \$5,000/hour up into the millions for critical applications. **Investing in your equipment is like a game of finance—you can pay now, or you can pay later (with interest). And by interest, we mean unplanned downtime and sky high outage costs.**

Would you regulate your car's speed with just the brakes?



We didn't think so.

It makes sense to adjust motor operating speed to demands of the load.

High starting currents of AC Motors (6-10 times full-load amps) stress windings, generate heat, and shorten motor and machine life.



AC Drives extend Motor & Machine life by starting at zero frequency and voltage.



The **modular construction** of FRENIC-HVAC means easy maintenance and reduced costs for you