

Customer Testimonial



FE Fuji Electric
Innovating Energy Technology

KJ Electric Replaces Obsolete Drives Used for HVAC Applications with Fuji Electric FRENIC-MEGA

KJ Electric visited a university campus in Upstate New York to assess a total of 40 drives deployed in various HVAC applications, where 20 of them were GE/Fuji Electric and 20 were made by two other manufacturers.

“What really struck me is that the 20 GE/Fuji Electric AF300B drives at this location were obsoleted in 1997, but really, we stopped selling in 1995 when the GE/Fuji Electric Next Generation drive, AF300E\$, was introduced. Only 3 of them had failed in this time and been replaced by GE/Fuji Electric P11 Drives or Fuji Electric FRENIC Mega Drives.”

“Two 20 hp units were side by side, the cooling fans had failed a while ago, and while they were hot to the touch, they were still running at 54hz output Frequency! Of the other 20 drives provided by the other manufacturers, all much newer than the Fuji Electric drives, 11 units had failed and were operating in bypass mode at full speed.”

“It makes it so easy to promote confidence in Fuji Electric when you can point to a track record like that right on the customer's own wall” said Dave Sutherland of KJ Electric after a service visit to the university.



About Fuji Electric Corp. of America

Fuji Electric delivers high-performance inverters that offer automatically controlled motor operations and operating speeds for a wide variety of drive applications. This precision control allows our drives to operate at an optimal speed throughout your application, reducing overall power and energy consumption to minimize operating costs.

About KJ Electric

KJ Electric is the premier distributor of electric motors, drives, controls, and power transmission products. With in-house repair, servo, and custom panel shops along with on-site services including Thermography, energy audits, shaft voltage testing, retro-fits, turnkey, and drive startups the company offers everything needed to service the industry and remains the leading distributor throughout New York and beyond.