

# FUJITSU GENERAL (AUST.) PTY LIMITED

A.C.N. 001 229 554

## HEAD OFFICE:

EASTERN CREEK DRIVE, EASTERN CREEK, N.S.W 2171  
P.O BOX 6504, BLACKTOWN, N.S.W 2148  
TELEPHONE: (02) 8822 2500  
FAX: (02) 8822 2501



Mr Sebastian Roberts  
General Manager, Network Regulation  
Australian Energy Regulatory  
GPO Box 520  
Melbourne, VIC, 3001

Dear Mr Roberts,

My name is Peter Cashel and I am the National Product Manager at Fujitsu General (Aust.) Pty Limited who is the manufacturer and importer of Fujitsu Air Conditioners. I am writing to you today in support of the Demand Management Funding proposal that has been submitted to you by Energex.

Energex first started their Peak Smart Demand Response trial in 2012 and Fujitsu has had its air conditioners involved in the program since its inception. For an air conditioner to be involved in the program, you must have a demand response enabled device connection on your air conditioner which is compliant under the requirements of AS/NZS4755.3.1. While this standard has not yet been mandated in Australia at this time, manufacturers such as Fujitsu have spent a large amount of money and time developing their products to be able to be part of peak demand trials such as the Positive Payback Scheme that Energex has been running.

I'm writing to express our company's support of Energex's funding proposal to continue this work for the following reasons:

- These programs reduce forward growth in demand which will result in less infrastructure being built whilst at the same time lower ongoing electricity costs for the consumer.
- They reduce localised peaks in demand through demand management programs such as these with no negative impact to the consumer.

If supported the funds will continue to be used to:

- Promoting the use of peak smart air conditioners in QLD.
- To continue to advocate appropriate tariff reform to replace direct incentives and give consumers choice
- To help investigate future technologies like home networks.

Should you wish to discuss the contents of this letter with me further, I can be contacted on the below numbers.

Kind Regards

A handwritten signature in black ink, appearing to read "P. Cashel".

**Peter Cashel**  
National Product Manager

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**Fujitsu General (Aust.) Pty Limited**

Eastern Creek Drive, Eastern Creek, NSW, 2766  
Office: +61 2 8822 2500, Mobile: +61 408 220 779