FUJITSU | AIRSTAGE

Loyalty Rewards Programme RSR

Bonus RSR Points

Exclusive to MASTERCRAFT Members Earn Extra RSR Points

Purchase the below Fujitsu Air Conditioning product from J. A. Russell Ltd / Radcliffe Electrical during JULY 2025 and earn bonus RSR points!

COMFORT RANGE
WALL MOUNTED



40 BONUS RSR

$1099.00	COMFORT 3.4kW Cooling 4.0kW Heating	SET-ASTH12KNCA - M1050170
$1149.00	COMFORT 4.2kW Cooling 4.7kW Heating	SET-ASTH14KNCA - M1050180

$130.00

anywAiR® Technology Wi-Fi Adaptor II

SET-UTY-NXT – M1051510



80 BONUS RSR

$1439.00	COMFORT 5.0kW Cooling 5.2kW Heating	SET-ASTH18KNTA - M1050190
$1549.00	COMFORT 6.0kW Cooling 6.5kW Heating	SET-ASTH22KNTA - M1050200
$1999.00	COMFORT 7.1kW Cooling 8.0kW Heating	SET-ASTH24KNTA - M1050210

40 BONUS RSR points applies to: SET-ASTH12KNCA, SET-ASTH14KNCA.
80 BONUS RSR points applies to: SET-ASTH18KNTA, SET-ASTH22KNTA, SET-ASTH24KNTA.

HIGH STATIC SINGLE PHASE DUCTED



200 BONUS RSR

$3399.00	8.5kW Cooling 10.0kW Heating	SET-ARTH30-KHTA - M1050250
$3999.00	12.5kW Cooling 14.0kW Heating	SET-ARTH45KHTA - M1050270 (PICTURED)
$4299.00	14.0kW Cooling 15.5kW Heating	SET-ARTH54FHTA - M1050280



$1465.00

Zone Control Kit - 2 Sensor

UTY-ANY1 - M1051550

200 BONUS RSR points applies to: SET-ARTH30KHTA, SET-ARTH45KHTA, SET-ARTH54KHTA.

Terms & Conditions: **Extra RSR Points are for purchases of the above Fujitsu Heat Pumps at advertised prices during JULY 2025 ONLY. Other promotions including @Source Bonus RSR promotion is not valid in conjunction with this offer (i.e. this promotion already doubles the @Source Bonus RSR Promo). We reserve the right to correct pricing & displayed information where an error has occurred. This offer is valid at all J. A. Russell Ltd/Radcliffe Electrical branches. For all other Air Con enquiries: AIRCON@JARUSSELL.CO.NZ*

J. A. Russell Ltd ELECTRICAL & DATA SUPPLIERS

Radcliffe ELECTRICAL

MASTERCRAFT ELECTRICAL

AIRCON
J. A. Russell Ltd





YOU ARE INVITED TO A SPECIAL SALES WORKSHOP

INSTALLERS GUIDE TO IN-HOME SELLING

THIS WORKSHOP WILL BENEFIT BUSINESSES WHO:

- Visit homes to quote jobs and want to improve their sales success rate
- Want a process for their team that make sales easier & installations smoother
- Want to understand how to best utilise longterm payment plan options for customers
- Want to set themselves ahead of competitors

SESSION INCLUDES KEY STEPS FOR IN-HOME SELLING:

- Preparation
- Building repour & credibility
- Assessing a customer's needs
- Setting an agenda
- Avoiding common errors
- Presenting a proposal/quote
- Dealing with objections (money, time, authority)
- Utilising longterm payment plans
- Closing the sale

CLICK / SCAN TO BOOK & REGISTER INTEREST

AIR CON ENQUIRES

GENERAL	DESIGN	PROJECT PRICING
AIRCON@jarussell.co.nz	AIRCONDESIGN@jarussell.co.nz	AIRCONPRICE@jarussell.co.nz

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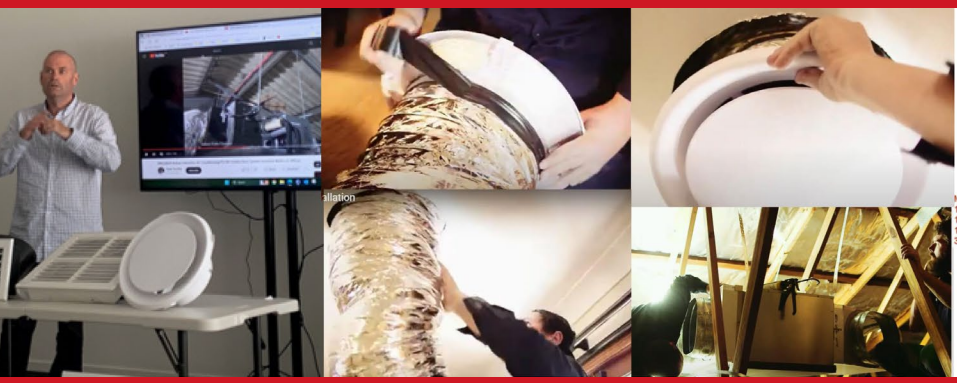
Radcliffe ELECTRICAL

MASTERCRAFT ELECTRICAL

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J. A. Russell Ltd

DUCTED HEAT PUMP INSTALLER WORKSHOP

Hear from Darren Hennessy of DHM Technologies
Tips, tricks and time saving techniques learnt from 20+ years of installing Ducted Systems



Who should attend and why?

1. Contractors who currently install Ducted Heat Pumps and want to discuss ways to improve installer competence, job performance and customer satisfaction.
2. Businesses who currently install Hi-Wall Heat Pumps and want to understand how to become a successful Ducted System installer.
3. Businesses who want to understand new market opportunities within Ducted Systems.

Covers key steps for a Ducted System Installation including:

- Assessing customer's needs
- Selling the benefits of a ducted system & options to upsell
- Zoning & Climate Control for home comfort & efficiency
- Fresh Air Ventilation & Heat/Energy Recovery Ventilation systems
- Considerations for unit & key component selection
- Common problems & installation errors
- Installation methodology & commissioning
- New market opportunities

CLICK / SCAN TO BOOK & REGISTER INTEREST

IN-PERSON WORKSHOPS & ONLINE OPTIONS

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DHM TECHNOLOGIES

SKILLSURE ACADEMY

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HEAT PUMP SERVICE & MAINTENANCE COURSE

This course is specifically designed for heat pump installers and service technicians to master fault diagnosis, repair skills and maintenance techniques. Utilising a hands-on practical approach mirroring real-world scenarios, this training is designed to empower a technician to efficiently service and maintain a wide range of residential heat pumps found in the NZ market.

COURSE OUTCOMES INCLUDE:

- Accurately diagnose faults & error codes
- Identify, test & repair faulty components (fan motors, expansion valves, compressors etc)
- Utilise wiring diagrams and manufacturer-specific documentation
- Safe & effective use of specialist tools for effective diagnosis
- Essential maintenance procedures
- Effective cleaning procedures & use of different chemical treatments

BENEFITS INCLUDE:

- New revenue streams and business opportunities through expanded service offerings
- Improve profitability by minimizing on-site time, incidence of misdiagnosis and repeat call-outs
- Optimised operation, energy efficiency & longevity of heat pump systems
- Improved customer satisfaction and business reputation through superior after-sales service
- Industry recognised certificate provided upon course completion/passing

PARTICIPANT REQUIREMENTS:

- Hold NZ electrical certification for testing live circuits and components
- Bring your own calibrated electrical test meters (meeting NZ electrical safety standards)

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DURATION 1 DAY: Cost $495 + GST per delegate

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HEAT PUMP
Training Courses

KEY POINTS
- Training run by Skillsure Academy; an industry endorsed HVAC training facilitator
- Lead facilitator Jason Roberts has 40 years' experience in HVAC installation, technical work and training
- Industry endorsed certificate provided upon course completion/passing
- Customers register themselves with Skillsure Academy [see QR Code/Link]
- Customers pay via their J. A. Russell trade account and earn RSR Reward points
- Branch will invoice the customer at time of the course
- Option for customers to "register their interest" if they want to do a course location that is currently not showing
- Special deals offered on recommended HVAC tools via J. A. Russell Ltd

MAIN COURSES
- Heat Pump Installers Course
  (3 days; $1,495 plus GST)
- Refrigerant Fillers License
  (1 day; $495 plus GST)
  Refrigerant Gas Fillers Certificate
- Ducted System Design & Installation Course
  (1 day; $495 plus GST)

SKILLSURE ACADEMY:
Jason Roberts
admin@skillsure.co.nz
021 859 680

CLICK / SCAN TO BOOK & REGISTER INTEREST

AIR CON ENQUIRES

GENERAL
AIRCON@jarussell.co.nz

DESIGN
AIRCONDESIGN@jarussell.co.nz

PROJECT PRICING
AIRCONPRICE@jarussell.co.nz

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COURSE INFORMATION

- System design, selection & sizing
- Air con technology & HVAC fundamentals explained
- Install & commission working units using best practice techniques
- Avoid costly mistakes with correct & safe use of specialist equipment
- Limited class size for focused coaching
- Access to design software & course books provided
- Special deals offered via J. A. Russell Ltd on recommended HVAC tools
- Industry endorsed certificate provided upon course completion/passing
- Lunch & refreshments provided
- Pay via J. A. Russell Ltd Account and earn RSR Reward points



HEAT PUMP INSTALLERS COURSE

This three days course teaches the fundamentals; and best practice installation; of hi-wall split system heat pumps. The correct use of specialist HVAC tools are explained along with system design, selection and sizing. Participants get hands-on practice commissioning working units as well as information regarding client hand over, maintenance and servicing. Course book and access to load estimating software provided.



DUCTED SYSTEM INSTALLATION & DESIGN

This one day course provides the fundamentals of design, installation & servicing for residential ducted systems. Content includes system sizing, duct & grille selection; air flow balancing; use of dampers & zone control systems as well as techniques to fix common problems. Duct sizing tool, course book and access to load estimating/airflow software provided. Enrolment requires participants have previously completed the 3 day installers course or are already experienced heat pump installers.



APPROVED GAS FILLERS LICENSE

This one day course provides instruction (theory & practical) on the safe filling and emptying of refrigerant gas cylinders. Enrolment requires participants have previously completed the 3 day installers course or are already working in the HVAC / Refrigeration industry (& understand how specialist tools are used). Approved Fillers License is currently valid for 5 years upon passing the course and can be renewed on-line in future.