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WORKING TOGETHER
FOR A BETTER BUSINESS



Welcome to Toshiba's Additions Benefits Scheme, for professional air conditioning installers.

Since 1930 Toshiba has developed new technologies that led the air conditioning industry. In the last few years, Toshiba has introduced even more innovations, differentiating from the industry and excelling in energy efficiency. Working closely with installers to provide reliable, compact products and exceptional service to customers, we have achieved proven energy savings, adapted to new legislation and achieved award-winning results.

Toshiba recognises the contribution that its network of installers make towards this continued success. In light of this, we have enhanced our installer rewards program to maximise the benefit to Toshiba installers. The popular points system that enables installers to accumulate points for all invoiced purchases of Toshiba Air Conditioning products via Toshiba directly or via a Toshiba Authorised Distributor participating in the scheme still applies. However, the installer now has the choice to utilise the accumulated points and redeem them for free Toshiba Air Conditioning products or for free Toshiba LCD televisions, laptops, DVDs,

DVD Recorders and photo frames as an added benefit.

In addition, they can also enjoy a range of technical, commercial, business and marketing advantages as a part of Toshiba's Additions Benefits Scheme. Through the three levels of Additions membership, Toshiba Registered, Qualified and Accredited Installers can gain rewards that grow along with their business, while also benefiting from the customer assurance that accompanies concrete associations with a leading technology brand recognised worldwide.

Alongside the benefits of the points system, the advantages of Additions can, subject to the level achieved, extend to free diagnostic software licence* and simplified extended warranties. Also, training modules for your staff and subcontractors, livery signage and exclusive discounts on Toshiba consumer electronics goods are available.

Toshiba's reputation as a leading provider of such training in the industry has been cemented by the opening of

our new multi-functional training facility at the UK headquarters in Surrey. With its showroom, seminar areas, hands-on working equipment areas and provisions for delivering our CIBSE approved CPD training courses on industry legislation issues, the Leatherhead facility demonstrates Toshiba's commitment to setting and maintaining the highest industry standard. Toshiba training is free of charge to qualifying Additions members, as a commitment to increasing expert knowledge and skills in the industry.

By demonstrating their close relationship with Toshiba through Additions, installers can tap into the customer confidence that accompanies the Toshiba brand. The association that Toshiba Registered, Qualified and Accredited Installer status conveys will give your customers peace of mind and confidence in your working practice. Dependent on the level of membership, installers can also benefit from having their contact details on the Toshiba website, increasing awareness and sales enquiries.

* Subject to turnover



Registered Installer

To qualify for Toshiba **Registered Installer** Additions membership, installers must:

Adhere to F-Gas EU regulations, relating to Fluorocarbons

Achieve REFCOM compliance, and be registered with REFCOM to demonstrate competence in handling refrigerants

Commit to engineers attending Toshiba product training courses

Uphold Toshiba's excellent brand reputation

Maintain a consistently high level of industry professionalism and installation standards

additions
BENEFITS SCHEME



The benefits of becoming a Toshiba Registered Installer via the Additions Scheme allows the approved installer to:

- ✓ Gain certification, and so associate their business with the Toshiba brand. This will allow the installer's business to tap into the momentum generated by Toshiba's corporate activities and marketing, and so benefit from the prestige of partnering with one of the world's leading technology brands
- ✓ Free product training
- ✓ Provide a three-year warranty on all Toshiba products to customers, ensuring satisfaction and repeat custom
- ✓ Immediately accumulate points that can be redeemed in exchange for free Toshiba Air Conditioning products or for Toshiba LCD televisions, laptops, DVDs, DVD Recorders and photo frames



Qualified Installer

To qualify for Toshiba **Qualified Installer** level within the Additions membership, installers must:

Adhere to F-Gas EU regulations, relating to Fluorocarbons

Achieve REFCOM compliance, and be registered with REFCOM to demonstrate competence in handling refrigerants

Commit to training a minimum number of Engineers on all Toshiba's Products

Have achieved sufficient growth and demonstrated professional installations in compliance with Toshiba Registered Installer level (Contact Toshiba for further details)

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additions
B E N E F I T S S C H E M E



Toshiba Qualified Installers maintain all the benefits of the Registered Installers and gain access to:

- ✓ 3 Free one-day training modules for staff/subcontractors
- ✓ A free VRF Design Training module
- ✓ An extended warranty of five years, rather than the standard three
- ✓ Free Dyna Doctor software licence
- ✓ Branded Toshiba logbooks
- ✓ Branded Toshiba clothing
- ✓ Complementary vehicle signage
- ✓ Their company name and telephone number on the Toshiba website
- ✓ Immediately accumulate points that can be redeemed in exchange for free Toshiba Air Conditioning products or for Toshiba LCD televisions, laptops, DVDs, DVD Recorders, photo frames and Toshiba branded clothing



Accredited Installer

To qualify for Toshiba **Accredited Installer** Additions membership, installers must:

Adhere to F-Gas EU regulations, relating to Fluorocarbons

Achieve REFCOM compliance, and be registered with REFCOM to demonstrate competence in handling refrigerants

Commit to training a minimum number of Engineers on all Toshiba's Products

Have achieved sufficient growth and demonstrated professional installations in compliance with Toshiba Qualified Installer level [Contact Toshiba for further details]

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additions
BENEFITS SCHEME



Toshiba Accredited Installers maintain all the benefits of Toshiba Qualified Installers, whilst gaining access to extra Additions benefits:

- ✓ A streamlined warranty process
- ✓ Four free Dyna Doctor software licences
- ✓ Customised, branded quotation software
- ✓ Their company logo and a link to their company website from the Toshiba website
- ✓ Increased sales opportunities with sales leads from Toshiba
- ✓ Invitations to exclusive events
- ✓ On-line access to discounted Toshiba laptops and LCD televisions to enhance their business
- ✓ Immediately accumulate points that can be redeemed in exchange for free Toshiba Air Conditioning products or for Toshiba LCD televisions, laptops, DVDs, DVD Recorders, photo frames and Toshiba branded clothing

Simply complete and return the form to apply to join
Toshiba's Additions Benefits Scheme

