
Consumer-related and Other Products

Orders during the fiscal year increased 2.9% to ¥83,297 million, accounting for 14.3% of nonconsolidated orders. Sales increased 1.9% to ¥83,084 million, or 14.8% of net sales.

Sales of vending machines declined slightly due to weak market conditions, despite efforts to renew demand with new products based on fresh concepts. However, freezing and refrigerated showcases recorded sales growth, supported by brisk capital investment in the convenience store industry.

In the specialty appliances business, sales were favorable for card systems, including lift gate systems for ski resorts using our exclusive noncontact scanner technology.



VENDING MACHINES AND SPECIALTY APPLIANCES

Vending machines, coin- and currency-related equipment, freezing and refrigerated showcases, card systems and hotel vendors are the main products of the Consumer-related and Other Products group.

In mainline vending machines, we expanded our product lineup with new products: space- and energy-saving models; Interior Series/Phase II machines, which are designed to blend with room interiors; a revolutionary type of cup dispensing vending machine that can quickly mix beverage ingredients inside the cup; and vending machines for beverages and for food items, such as lunch boxes, for the new double-deck Shinkansen (bullet train) of the Tohoku and Joetsu lines. Despite the Company's active development and promotion of these new products, the market is mature and sales were down slightly from the previous year.

Sales of freezing and refrigerated showcases increased as we successfully met demand from the following sources: supermarket chains that opened new stores and renovated existing stores in line with the liberalization of the Large-Scale Retail Store Law; the renovation of convenience stores in major metropolitan areas; and new convenience stores in medium-sized cities.

In card systems, Fuji Electric continued to make deliveries to ski resorts of lift gate systems that use noncontact scanner cards with built-in ICs. We also delivered an admission gate system to health centers for Asaka City. As a result, our experience in leisure and resort facilities is steadily broadening.

The Company began the production of water alkalizers. And in hotel vendors, we introduced refrigerators that use an electronic refrigeration method instead of compressors. Eliminating both CFCs and running noise makes these machines both environmentally friendly and quieter. With the development of products like these, Fuji Electric is energetically meeting new demand.



Our Interior Series/Phase II vending machines have warm, sophisticated designs that blend with offices and other interior spaces.

Fuji Electric's card gate systems use prepaid card technology to automatically check people into health centers, such as this one in Asaka City. These systems allow access to be automatically controlled, and improve efficiency.



We introduced a new hotel-room refrigerator that eliminates CFCs and reduces running noise by using Peltier effect refrigeration instead of compressors.