

30 October 2017

Dear Valued Customer,

**Sullair to manage the Hitachi Air Compressor business in Australia/New Zealand from 1 November 2017**

We are pleased to announce that in July 2017, following an agreement between Hitachi Ltd and Accudyne Industries, Hitachi has now acquired the business assets and subsidiaries of Accudyne that manufacture and sell air compressors under the “Sullair” brand. This acquisition makes Hitachi and Sullair together, one of the world’s largest suppliers of air compressors.

Sullair, established in 1965, is a global leader in oil-flooded screw and portable compressors; now together with Hitachi, a global leader in oil-free screw compressors, it will offer an enhanced product line that will meet customer needs across diverse end-markets. <http://www.sullair.com/australia/>

For Hitachi business partners, many things will remain consistent with your experience today. However going forward, the air compressor business in Australia and New Zealand will now be managed by Sullair Australia Pty Limited. We believe that Sullair has the necessary infrastructure, network and eco-system to support your on-going and evolving needs.

**Transitional Arrangements**

Effective from **1 November 2017**:

- All enquiries, product orders and support related matters need to be directed to the Sullair branch or Sullair representative in your state.
- Orders placed with Hitachi prior to this date will remain unaffected and will be supplied directly by Hitachi.
- Any invoices raised by Hitachi will remain payable to Hitachi and any queries in relation to these invoices can be discussed with Hitachi.

We have attached a list of Sullair branches and representatives along with contact information and a link to the online credit application form. Please feel free to raise any further queries with your Sullair representative.

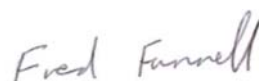
Your satisfaction remains our top priority and therefore we are planning for minimal disruption to your normal business as a result of these changes. Both Hitachi and Sullair are committed to making this transition as seamless as possible while ultimately delivering world-class innovative products and solutions matched with best-in-class service and support.

Sincerely,



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**Gaurav Sethi**  
General Manager- Channel Business Group  
Hitachi Australia Pty Limited



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**Fred Funnell**  
Managing Director  
Sullair Australia Pty Limited