


## **Mitsubishi Electric Welcomes New Distributors in Northeastern, Southern Zones**

**SUWANEE, Ga., March 21, 2011** – [Mitsubishi Electric Cooling and Heating Solutions](#) (Mitsubishi Electric), an industry leader in split-zoning and variable refrigerant flow (VRF) cooling and heating technology in the U.S. marketplace, has added to its extensive distribution network with the addition or expansion of five distributors in the Northeastern and Southern Zones.

“The relationship between Mitsubishi Electric and its distributors is critical, as distributors are a key connection between our company and the end-users of split-ductless, ducted, zoned comfort control and VRF systems in the United States,” said William Rau, senior vice president and general manager, Mitsubishi Electric Cooling and Heating Solutions. “We are pleased to welcome these new distributors, and congratulate those distributors who have expanded their territories.”

 With three north Alabama locations in Birmingham, Huntsville and Muscle Shoals, [Airon Supply, Inc.](#) is a new distributor of Mitsubishi Electric residential and commercial HVAC products. Airon Supply opened its first commercial sales office in northern Alabama to support Mitsubishi Electric commercial products. Airon Supply is a wholly owned subsidiary of Mingledorff's, Inc., and a wholesale distributor specializing in HVAC equipment, parts and supplies. The goal of Airon Supply is to provide a top-quality, highly skilled customer service-oriented sales force that is backed by a complete and efficient distribution system, well-stocked warehouses, sales and technical assistance, advertising and sales promotion programs, and product and service training.

[Ed's Supply Co., Inc.](#), Nashville, Tenn., was founded more than 50 years ago and since then has expanded to 13 locations in Arkansas, Georgia and Tennessee to supply products to mechanical



contractors across the region. Ed's Supply has been a Mitsubishi Electric distributor since June 2009 and four of its locations in Tennessee currently distribute residential Mitsubishi Electric products. Ed's Supply's great service, dedicated and knowledgeable staff and their large inventory make them the place to go for HVAC needs in central Tennessee.

[The Granite Group](#), Concord, N.H., is expanding its northeastern territory with three new zones. Previously just serving the Connecticut area for Mitsubishi Electric, The



Granite Group is expanding its territory with 19 new branches scattered throughout northeastern Massachusetts, Vermont, New Hampshire and Maine, allowing opportunities for Mitsubishi Electric product to be more accessible in New England. The Granite Group and Mitsubishi Electric are pleased to be able to provide customers with more convenient access to equipment and quality service.



[Mingledorff's, Inc.](#) has been dedicated to meeting the overall needs of the HVAC industry since 1939, and has had a long-standing relationship with Mitsubishi Electric for both commercial and residential solutions in its Georgia locations. Mingledorff's has recently expanded to include south Alabama, south Mississippi and the Florida panhandle. Mingledorff's takes pride in its commitment to providing customers with the best quality and support.

Celebrating 30 years in business, [The Ware Group](#) has 12 locations in central and northern Florida distributing commercial and residential Mitsubishi Electric HVAC products. The Ware Group strives to provide excellent marketing and distribution services to licensed HVAC/R contractors and suppliers committed to the



HVAC/R supply chain. The Ware Group won a "Superior Sales" award at Mitsubishi Electric's recent Distributors Conference for surpassing sales quota in 2010.



[Yandle-Witherspoon Supply, Inc.](#) has 11 locations in

North and South Carolina and now distributes

Mitsubishi Electric residential HVAC products. Proudly serving the Carolinas in the HVAC industry since 1960, Yandle-Witherspoon has built a solid reputation by servicing the HVAC industry with quality products, outstanding technical assistance and friendly, reliable customer service.

To learn more about products from Mitsubishi Electric Cooling and Heating Solutions, visit [www.mehvac.com](http://www.mehvac.com).

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**About Mitsubishi Electric Cooling and Heating Solutions:**

For more than 30 years, Mitsubishi Electric Cooling and Heating Solutions, with headquarters in Suwanee, Ga., has been a leading marketer of intelligent air-conditioning and heating technology, manufactured by its parent corporation, Mitsubishi Electric. The Division's market distribution includes North America, Latin America, the Caribbean and Bermuda. In 2011, the Dedicated Outdoor Air System received a first place AHR Innovation award in the ventilation category, and the VRF H2i<sup>®</sup> Y-Series and the Hydronic Heat Exchanger both received honorable mentions in the heating category and green building category, respectively. In 2009, the CITY MULTI<sup>®</sup> VRF system was judged a Product of the Year Gold Award winner in the HVAC/R category by subscribers of *Consulting-Specifying Engineer (CSE)*. Mitsubishi Electric HVAC's Mr. Slim<sup>®</sup> P-Series Hyper-Heat INVERTER systems received a Readers' Choice Award from *Building Products* magazine and CITY MULTI received Honorable Mentions in the HVAC Commercial Equipment and Dealer Design award competitions from *ACH&R News*. In 2008, Mitsubishi Electric HVAC not only received a Top Products Award from *Building Operating Management* for its P-Series four-way cassette, but its Mr. Slim MSZ-FD09/12NA was voted #1 in the *Contracting Business* HVAC Comfortech Product Showcase Awards in the Forced Air Heating category.

Contact: [Jordan Wells](#)  
Griffin & Company, Inc.  
888/420-0256 ext. 120