

Mitsubishi Trane Announces Executive Leadership Team for Ductless Products Venture

MITSUBISHI ELECTRIC TRANE HVAC US

SUWANEE, GA — Mitsubishi Electric Trane HVAC US LLC (METUS), a leading supplier of Comfort Solutions and Variable Refrigerant Flow (VRF) cooling and heating systems, announced on Sept. 10, the appointment of Atsuhiko Yabu as president and chief executive officer; Mark Kuntz as chief operating officer; and Andrew Kelso as chief financial officer.

In his new role as president and CEO of METUS, Yabu leads the development, promotion and execution of METUS' business growth strategy and manages all departmental budgets.

"Yabu's leadership background and international experience make him an ideal choice to lead the joint venture between Mit-

subishi Electric and Ingersoll Rand," said Keijiro Hora, president and chief executive officer of Mitsubishi Electric US, Inc.

"He brings to the role an extensive knowledge of global engineering and manufacturing industries, and a proven track record of successful product launches designed and built for the European market. We look forward to working with him as METUS grows its VRF systems and ductless technologies business," Hora said.

Yabu has held several senior level positions at Mitsubishi Electric in Japan, including executive vice president of a MELCO subsidiary, Mitsubishi Electric Home Appliance and deputy senior manager of the Engineering Department of the Living Environment & Digital Media Equipment Group headquarters.

Chief operating officer Mark Kuntz reports to Yabu and oversees all METUS business units and functional areas. He provides focused strategic and operational leadership to the residential and commercial sales businesses, business planning, technical services and administrative functions. As part of the METUS executive team, he formulates long-range strategies and objectives for the brands supported by the joint venture. Kuntz chairs the METUS Leadership Team, providing oversight of senior management leadership.

"Mark will be an incredible asset to the company in his new role as chief operating officer," said Yabu. "He will be instrumental in coordinating the development and design of METUS products and services to support our overall business goals."

Kuntz joined Mitsubishi Electric US, Inc.'s Cooling & Heating Division in 2010 and previously held positions in sales, market-

ing, product development, engineering and administration.

Andrew Kelso was previously the vice president of finance at Ingersoll Rand, and assumed the role of CFO upon the formation of METUS. As CFO, Kelso provides financial guidance to the leadership team and has primary responsibility to plan, implement, manage and control all financial-related activities within the company.

"Andy's tenure with Ingersoll Rand brings a necessary perspective to METUS and a diversity in the background of our executive team," said Yabu. "He has global experience and an understanding of international economics that will help guide the financial well-being of the company." **CB**

METUS Moving Forward

Formed in May 2018, Mitsubishi Electric Trane HVAC US LLC (METUS) is a leading provider of ductless and VRF systems in the United States and Latin America. A joint venture between Ingersoll Rand plc and Mitsubishi Electric US, Inc., the company provides innovative products, systems and solutions capable of cooling and heating a broad range of applications from a home to a large commercial building.

Systems sold by the joint venture include a wide variety of technologically advanced products designed to deliver superior efficiency, comfort and control for every home or building type.

"The joint venture was put in place to support three brands: the legacy brand, Mitsubishi Electric Cooling & Heating products; the Trane Mitsubishi Electric brand, and the American Standard Mitsubishi Electric brand. Our position is to fully support all three brands in the field. You will always see those three brands going forward," said Michelle Robb, director of product planning for Mitsubishi Electric US, during an interview with Contracting Business.

"Products include those for residential and light commercial applications, however, an American Standard product will not be available for commercial applications," Robb said.

Robb shared that collaboration between the two teams has been moving along well.

"We are collaborating with various product teams within the Ingersoll-Rand group. They're learning and discussing with our product planning team what is coming in the near future," she said. Additionally, Robb said there has been interest in Mitsubishi products from cities and municipalities seeking energy savings solutions, and considerable activity in the residential sector over the past year. **CB**



Atsuhiko Yabu



Mark Kuntz



Andrew Kelso