

## **Kempston Controls makes ‘biggest move in a decade’ with new Mitsubishi Electric distribution agreement**

**Hatfield, UK – April 2025**

Kempston Controls has signed a new distribution agreement with Mitsubishi Electric that will enable the distributor to now offer an end-to-end automation solution for customers.

The UK-headquartered specialist technical distributor will now offer the full suite of Mitsubishi Electric automation products and services, specifically variable speed drives, motion control, PLCs, HMIs, robots and licensed training.

As part of the agreement, Kempston Controls will make an immediate investment in training, technical and service support, including a sizeable investment in stock at distribution facilities that service customers nationwide.

Kempston Controls aims to use the agreement as a springboard to target new sectors with automation solutions, particularly the process industries including key verticals such as pharmaceutical and food and beverage.

Damian Wynne, Managing Director at Kempston Controls, says the agreement completes Kempston Controls’s automation offering.

“This is Kempston Controls’s biggest move in a decade and a very exciting new venture that opens up significant opportunities for both companies. This agreement fills a gap in our technical capability and enables us, with Mitsubishi Electric’s support, to provide full turnkey automation solutions to our customers.

“Our commitment to this agreement is clearly demonstrated by our sizeable investment in stock, training and support and we are confident that together we can provide outstanding technical solutions for our customers and grow our respective businesses.”

Kempston Controls employs 300 staff with operations in the UK, including distribution sites in Earls Barton in Northamptonshire and Huddersfield, along with manufacturing sites in Manchester and Holyhead. Overseas, the company has distribution centres and sales support in Ireland and UAE, along with a sales support in North America, India and Sri Lanka.

Mitsubishi Electric recently attended Kempston Controls’s two-day ‘Plugged-In’ event with excellent feedback from customers. “The reaction from our customer base was very positive,” says

Damian. “Our customers can see that this agreement will enable us to provide an end-to-end automation solution from design and technical support through to aftersales service that is market leading in the UK.”

Mike Cairns, Divisional Director of Mitsubishi Electric’s Automation System Division in the UK, comments: “This agreement is about more than bringing another distributor onboard. Our strategy is to develop incremental business for both partners by increasing market reach and penetration.”

He continued: “There are strong synergies between the two companies with Kempston Controls adding a further dimension to our channel strategy and will have a very strategic role in the development of Mitsubishi Electric’s portfolio of automation solutions in the UK market.

“Most importantly, our sales and technical teams will work closely together, with the Kempston Controls team focused on market serve and our own Mitsubishi Electric team focused on market creation – all for the benefit of the end-user.”

Hartmut Pütz, President, Factory Automation EMEA, Mitsubishi Electric, says the agreement is part of a long-term strategy. “Mitsubishi Electric’s Automation Systems Division is on a journey to increase its market share in Europe. In the UK, we are transitioning from being a stable business to a growth business, moving away from being a product-focused company to a solutions provider, focused on select market segments. Kempston Controls has a very complementary approach with a multi-level service capability that mirrors our own approach to the market.”

For more information on Kempston Controls, please visit: [www.kempstoncontrols.co.uk](http://www.kempstoncontrols.co.uk).

Further details on Mitsubishi Electric’s portfolio of automation products, please visit: <https://gb.mitsubishielectric.com/fa>.

**ENDS**



**Photo caption:** (L-R) Hartmut Pütz, President, Factory Automation EMEA, Mitsubishi Electric; Mike Cairns, Divisional Director, Mitsubishi Electric; and Damian Wynne, Managing Director, Kempston Controls.

## About Mitsubishi Electric Corporation

With more than 100 years of experience in providing reliable, high-quality products, Mitsubishi Electric Corporation (TOKYO: 6503) is a recognized world leader in the manufacture, marketing and sales of electrical and electronic equipment used in information processing and communications, space development and satellite communications, consumer electronics, industrial technology, energy, transportation and building equipment. Mitsubishi Electric enriches society with technology in the spirit of its “Changes for the Better.” The company recorded a revenue of 5,257.9 billion yen (U.S.\$ 34.8 billion\*) in the fiscal year ended March 31, 2024.

For more information, please visit [www.MitsubishiElectric.com](http://www.MitsubishiElectric.com)

*\*U.S. dollar amounts are translated from yen at the rate of ¥151=U.S.\$1, the approximate rate on the Tokyo Foreign Exchange Market on March 31, 2024.*

## About Mitsubishi Electric Factory Automation Business Group

Offering a vast range of automation and processing technologies, including controllers, drive products, power distribution and control products, electrical discharge machines, electron beam machines, laser processing machines, computerized numerical controllers, and industrial robots, Mitsubishi Electric helps bring higher productivity – and quality – to the factory floor. In addition, its extensive service networks around the globe provide direct communication and comprehensive support to customers. The global slogan “Automating the World” shows the company’s approach to leverage automation for the betterment of society, through the application of advanced technology, sharing know how and supporting customers as a trusted partner.

For more about the story behind “Automating the World” please visit:

[www.MitsubishiElectric.com/fa/about-us/automating-the-world](http://www.MitsubishiElectric.com/fa/about-us/automating-the-world)

## Factory Automation - UK

Mitsubishi Electric Europe, Industrial Automation – UK branch is located in Hatfield, United Kingdom. It is a part of the European Factory Automation Business Group based in Ratingen near Dusseldorf, Germany which in turn is part of Mitsubishi Electric Europe B.V. that has been represented in Germany since 1978, a wholly owned subsidiary of Mitsubishi Electric Corporation, Japan. The role of Industrial Automation – UK Branch is to manage sales, service and support across its network of local branches and distributors throughout the United Kingdom.

For more information, please visit [automation@meuk.mee.com](mailto:automation@meuk.mee.com)

## About e-F@ctory

e-F@ctory is Mitsubishi Electric’s integrated concept to build reliable and flexible manufacturing systems that enable users to achieve many of their high speed, information driven manufacturing aspirations. Through its partner solution activity, the e-F@ctory Alliance, and its work with open network associations such as the CC-Link Partners Association (CLPA), users can build comprehensive solutions based on a wide ranging “best in class” principle.

In summary, e-F@ctory and the e-F@ctory Alliance enable customers to achieve integrated manufacturing but still retain the ability to choose the most optimal suppliers and solutions.

*\*e-F@ctory, iQ Platform are trademarks of Mitsubishi Electric Corporation in Japan and other*

**Follow us on:**



[youtube.com/user/MitsubishiFAEU](https://youtube.com/user/MitsubishiFAEU)



[Twitter.com/MEUKAutomation](https://twitter.com/MEUKAutomation)



[linkedin.com Mitsubishi Electric – Automation Systems UK](https://linkedin.com/Mitsubishi%20Electric%20-%20Automation%20Systems%20UK)

**Press contact:**

**Mitsubishi Electric Europe B.V.**

Automation Systems Division

**Melanie Bright**

**Media Relations**

Tel: +44 (0)1707 276100

Mob: +44 (0)7738 483859

[Melanie.bright@meuk.mee.com](mailto:Melanie.bright@meuk.mee.com)

**Story/Editor:**

**WPR Agency**

**Andy Williams**

**Associate Director**

Mob: +44 (0)7880 381 665

[andy@wpragency.com](mailto:andy@wpragency.com)

*countries.*

*\*Other names and brands may be claimed as the property of others.*

*\*All other trademarks are acknowledge*