



**SO MANY  
COOL REASONS  
TO CELEBRATE  
THIS FESTIVE  
SEASON.**



## Director's note



Hello Everyone!

It's a pleasure to connect with you again through this Newsletter.

I trust that you are taking good care of yourself and your loved ones during this crisis of Covid-19 situation and I strongly believe that we all will collectively come out of this global challenge together.

First and foremost, I would like to thank our loyal customers, dealers, service engineers and MEI team members for the support during this crisis and am sure that we will recover soon in the coming months as our company is all prepared to cope up with this situation. Your commitment makes all the difference.

We followed Government instructions & unlock guidelines & started our operations in almost every part of country with limited staff strength & continuously looking forward to improve and ensure coming closer to customer expectations.

As preventive health measures, we issued guidelines in Q1, streamlined responsibilities to deployed team members and technicians, ensuring safety measures and hygiene regulation for daily on-site operations. All measures are taken to ensure the ability to provide customer service, as well as to protect the health of the employees, associates, partners and valuable customers.

We have received a good response when it comes to Safety & hygiene precautions taken by our teams during the pandemic. We have been able to improve the overall quality of Service and even the response time. This has also resulted into huge jump in AMC results. Our customers and employees' health & safety have always been top priority for us.

I really appreciate MEI-LE members' constant efforts in improving overall sales results during Q2-FY20, which indicates that the situation is getting better and more conducive for business.

I am proud and inspired by the way we all are striving together to rise above this challenge. The FY20-21 is a special year and we need extra care to surpass the adversity and grow stronger than before. Hence, we have placed our strategies in line with the market dynamics and believe that we will adequately manage the COVID-19 pandemic and come out stronger than before.

I hereby, end my message with the best wishes and belief that we will conquer this global challenge together. We will strive for business development as a new beginning for all of us. Please keep safe, healthy and learn new things for self-development. These times are hard, but this too shall pass. Stay Strong. Please always take care of yourself and your family's health. Nothing is more important than that.

Thank you very much.

A handwritten signature in black ink, consisting of a large, stylized 'H' followed by a horizontal line that extends to the right and then curves back down.

**Naohiko Hosokawa**

Director & Business Head  
of Living Environment Division







**ME TECHNOLOGY**  
How to improve indoor air quality?







## **Best strategy to improve Indoor Air Quality (IAQ) in healthcare facility.**

Indoor Air Quality (IAQ) in healthcare facility is more critical as, the patients have less immunity. The best strategy to improve the air quality is to invest in proper forced air ventilation system that can bring the fresh air to replace polluted air. Mitsubishi Electric Air Conditioners offers advanced ventilation systems that can create sustainable and healthy environment for occupants.

To safeguard people from extreme temperature and pollution and to enhance the indoor air quality, the company provides Lossnay Ventilation System. Lossnay systems were developed and refined over the past 35 years. The Lossnay has perfected mechanical ventilation with recovery of heat energy that would otherwise have been wasted. This helps to reduce overall energy cost by extracting stale air and then recovering the heating or cooling energy to either warm or cold incoming fresh air thereby minimising energy loss, maximum heat recovery leading to substantial energy savings. City Multi VRF system along with Lossnay ventilation system works as perfect combination for healthcare facilities.

## **Concept of Indoor Air Quality (IAQ) post-COVID-19**

The concept of Indoor Air Quality (IAQ) has become important & changed perception of people in post Covid-19 scenario. Earlier the term maintaining Indoor Air Quality for most of the customers was limited only upto air conditioner filter cleaning but now we need advance measures to remove stagnant polluted air and bring clean fresh air in to the room. Still few factors would remain same for contributing low air quality such as pollution from the outside air, poor building materials as well as emission from heating and appliances. The proper air circulation helps to remove humidity and keep indoors healthy.

## **Indoor Air Quality (IAQ)-related product post-COVID-19**

Although, we already have products to maintain Indoor Air Quality (IAQ), but specific technology for protection from Covid-19 not yet commercialised. We are currently emphasizing on the measures to maintain the Indoor Air Quality to minimise the impact of spreading of Covid-19 in air-conditioned areas.





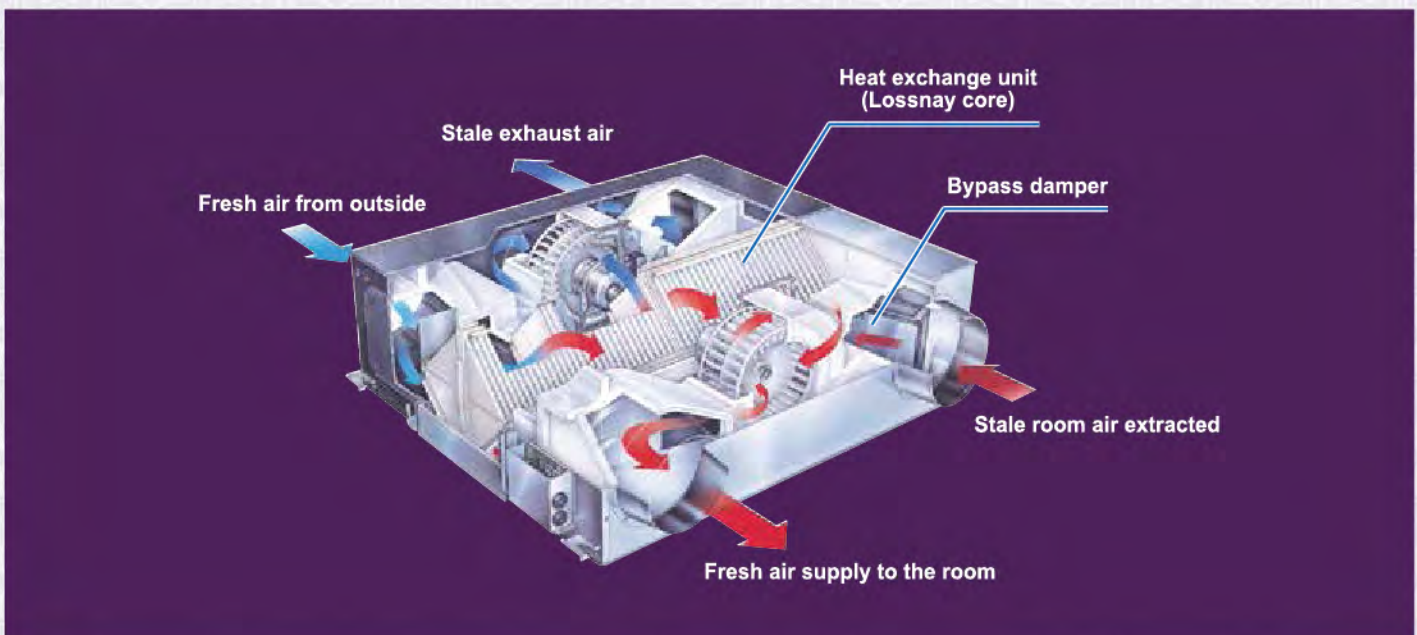


Having said that, the environmental problems are still affecting the human health and deteriorating the air we breathe. The technology behind the energy efficiency of Lossnay lies in the construction of the core which enables the exchanges of both latent heat (humidity/moisture) and sensible heat (temperature) to maintain a comfortable internal environment for minimal energy consumption and without cross-contamination. The core is made from ultra-thin paper and is the heart of the system. Core makes it more efficient and advanced is the 'Energy Recovery System' without any chance of cross contamination from stale air to fresh air.

# LOSSNAY

**Indoor air quality inside a building is optimised through this.**

Lossnay is a total heat exchange ventilation system that uses paper characteristics to perform temperature (sensible heat) and humidity (latent heat) exchange





**PROMOTIONAL  
ACTIVITIES**

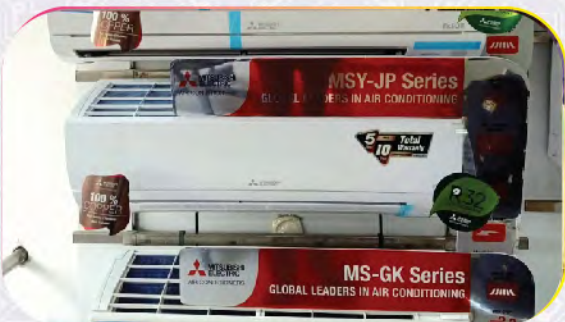




# Launch of New Point of Sale Collaterals



Showroom POS Display







## Buntings



## Crowners

### Buntings



## Cone Tent Card





**DIGITAL CAMPAIGN**





# Being Social on Digital



Mitsubishi Electric Air-conditioners paved its way through digital campaign and promotion to boost brand visibility digitally and amplify lead generation. The medium was adopted as a cost-effective means to increase the brand favourability amidst the lockdown to air-conditioner consumers. The campaign incorporated promoting e-commerce platform through a separate section “connect to store” on our website at <https://mitsubishielectric.in/products/air-conditioning-systems/split-air-conditioners/connect-to-store> as online key platform to explore the available product range and offerings. Also others campaign carried out to communicate new air-conditioner series, extended warranty schemes and regional offerings.

Mitsubishi Electric  
Approved by  
**MITSUBISHI ELECTRIC**  
AIR CONDITIONERS

**COMPLETE WARRANTY  
COMPLETE TRUST**

ON THE ENTIRE RANGE OF  
ROOM AIR CONDITIONERS  
(INVERTER AND NON INVERTER)  
WITH **10** TRACK CODE

PCB  
**1 year**  
**5 YEARS**

COMPRESSOR  
**5 years**  
**10 YEARS**

Mitsubishi Electric  
Approved by  
**MITSUBISHI ELECTRIC**  
AIR CONDITIONERS

**LARGE SPACES**

**MSY - JR** RANGE OF  
INVERTER AIR CONDITIONERS

DESIGN FOR BIGGER ROOM APPLICATION

POWER SAVING LIGHT

★ ★ ★ ★

Customer Care Support No. 1800 102 2224  
Website: [MITSUBISHI-ELECTRIC.IN](http://MITSUBISHI-ELECTRIC.IN)

**MITSUBISHI ELECTRIC**  
AIR CONDITIONERS

*Changes for the Better*

## IT'S GOOD TO BE SAFE!

Presenting '**CONNECT TO STORE**'  
Easiest way to buy air conditioner of your choice  
with never before offers from anywhere, anytime.  
Just with a click!

Log on to:  
<https://mitsubishielectric.in/products/air-conditioning-systems/split-air-conditioners/connect-to-store>

- Browse
- Make A Choice
- Get Connected
- Just Done...

For more information and best offers,  
please log-on to our website:  
[www.mitsubishielectric.in](http://www.mitsubishielectric.in)

100% No. 1 Green Initiative

Mitsubishi Electric  
Approved by  
**MITSUBISHI ELECTRIC**  
AIR CONDITIONERS

*Changes for the Better*

GREATER LEVEL OF PERFORMANCE,  
GREATER LEVEL OF COMFORT.

**GK**  
INVERTER

100% Inverter  
100% Power Saving  
100% Quiet  
100% Comfort

**Dark Side**

Mitsubishi Electric  
Approved by  
**MITSUBISHI ELECTRIC**  
AIR CONDITIONERS

*Changes for the Better*

PEAK PERFORMANCE  
AT THE PEAK OF  
**SUMMERS**

**JP**  
INVERTER

**10°C GUARANTEED OPERATING RANGE**

100% Inverter  
100% Power Saving  
100% Quiet  
100% Comfort

**Dark Side**





**PRINT CAMPAIGN**





# Leading the way with print campaign in leading newspapers.



Mitsubishi Electric Air Conditioners initiated a print campaign in Mumbai and Goa region, on the eve of Ganesh Chaturthi and Independence day through the leading newspapers like Nav Hind Times, O'Herald and Mumbai Mirror. The purpose of the advertisement was to promote the new extended warranty scheme on the entire range of room air conditioners along with newly introduced "Connect to Store" module on the website, keeping the focus on Inverter air conditioners.



*Changes for the Better*



**May the divine light of Lord Ganesha fill your life with everything you have wished for.**

**HAPPY GANESH CHATURTHI**

Entire Range of Mitsubishi Electric Range of Split Air Conditioners Now Comes with **EXTENDED WARRANTY** on PCB and Compressor at **NO EXTRA COST\*\***!







Fast Cooling Mode



Dual Barrier Coating



Quiet Operation 18dB(A)\*



High CFM 777\*



PM2.5 Filter (Optional)



Electronic Metal Housing Box

**Connect To Store** [www.mitsubishielectric.in](http://www.mitsubishielectric.in)

**MITSUBISHI ELECTRIC INDIA PVT. LTD.**  
Contact No.: 9167113443

**Mitsubishi Electric COOLING Planet (Exclusive Showroom):** Vallankanni Refrigeration, Shop No. 5A/5B, Block 3, Duke Heaven, Tamdimali, Taleigao, Tiswadi, Goa - 403002. Contact No.: 9890219452

**Authorised Sales & Service Dealer:** Panaji: Airwell Cooling # 9326106655, Vallankanni Refrigeration # 7038559264, Divine Air # 9823564142, Shree Mangurish Airconditioning # 9822388850, Dew Point # 0764155752 | Porvorim: Aircon # 9823179990 | Santacruz: Perfect Engg. HVAC # 9850036109.

**For VRF Enquiry, Contact: 9322164448. Consumer Finance Available**

\*Available in select Showrooms. \*\*Available in specific models.

The E-waste Collection & Disposal process: Customer can get complete details of company process on collection, disposal of e-waste products like Mitsubishi Electric Inverter Air Conditioner. Printed and assembled - exchange scheme for returning of a waste on Company website ([www.mitsubishielectric.in](http://www.mitsubishielectric.in)) or for toll free number 1800 102 2025.



*Changes for the Better*

**HAPPY INDEPENDENCE DAY**

**Freedom Redefined...**

Entire Range of Mitsubishi Electric Range of Split Air Conditioners Now Comes with **EXTENDED WARRANTY** on PCB and Compressor at **NO EXTRA COST\*\***!







**Connect To Store** [www.mitsubishielectric.in](http://www.mitsubishielectric.in)

**MITSUBISHI ELECTRIC INDIA PVT. LTD.** 2nd Floor, 2nd No. 209-210, Shilpi Bazar Plaza Complex, Andheri Kurla Road, J.K. Nagar, Andheri (E) Mumbai - 400058. Maharashtra. India. Contact No.: 9890219452. **Customer Care 24x7 Helpline:** 1800 102 2025 | Website: [www.mitsubishielectric.in](http://www.mitsubishielectric.in)

**Product also available in vijaya vijaya Consumer Finance Available**



*Changes for the Better*

**May the divine light of Lord Ganesha fill your life with everything you have wished for.**

**HAPPY GANESH CHATURTHI**

Entire Range of Mitsubishi Electric Range of Split Air Conditioners Now Comes with **EXTENDED WARRANTY** on PCB and Compressor at **NO EXTRA COST\*\***!







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**Product also available in vijaya vijaya Consumer Finance Available**





# RWA AND OUTDOOR CAMPAIGN

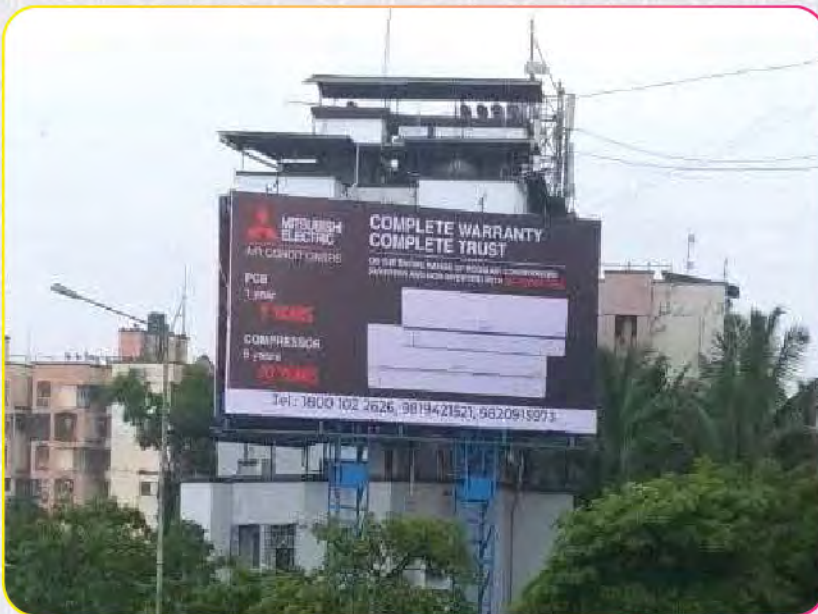




# ME campaigns across India



Mitsubishi Electric Air conditioners launched RWA and Outdoor campaign in cities like Ahmedabad, Rajkot, Mumbai, Baroda, Surat, Vijayawada, Visakhapatnam, Nellore, Guntur and Rajahmundry. The campaign intends to achieve the desired reach of the population in achieving objectives of creating awareness and communicating 10 years warranty scheme on entire range of Inverter and Non- Inverter Room Air Conditioner. The campaign targets to instill trust among the local audiences post lockdown.







**DEALERS FACILITATION EVENT**



# Top performers got Top Awards



Mumbai Branch organized an event, which was held on 01<sup>st</sup> Oct'20 in Mumbai to felicitate key dealers who were the top performers during FY19-20. During the meet MEI discussed current market scenario & future business plans. After discussion, the session was opened for Q&A. All our partners participated actively in the session. Event ended on a high note with the acknowledgement of our dealer partner's hardwork. The company thanked them for their continuous support to ME.

## Dealer Awards

Mumbai







All India branches facilitated our dealer partners & personally presented awards announced for FY19-20 to the Top Performers.

### Hyderabad



### Chennai



### Delhi-NCR



### Vijayawada







# Navratna Awardees

Iceberg Enterprises, Delhi



Hitech Air Systems, Delhi



Vigasa Industries, Delhi



QC Engineering, Mumbai



Vishvas International, Delhi



Cool Corner, Indore



Rathna Cools Pvt. Ltd, Chennai



Sangeet Electronics, Palakollu



Anand Cooling Equipments Pvt. Ltd, Ahmedabad





**SPECIAL AWARDS**  
**For Sales Collection & Providing Exceptional**  
**Service during COVID-19 Lockdown**







### MEQ COOLING PLANET



### PRIORITY CHANNEL PARTNER



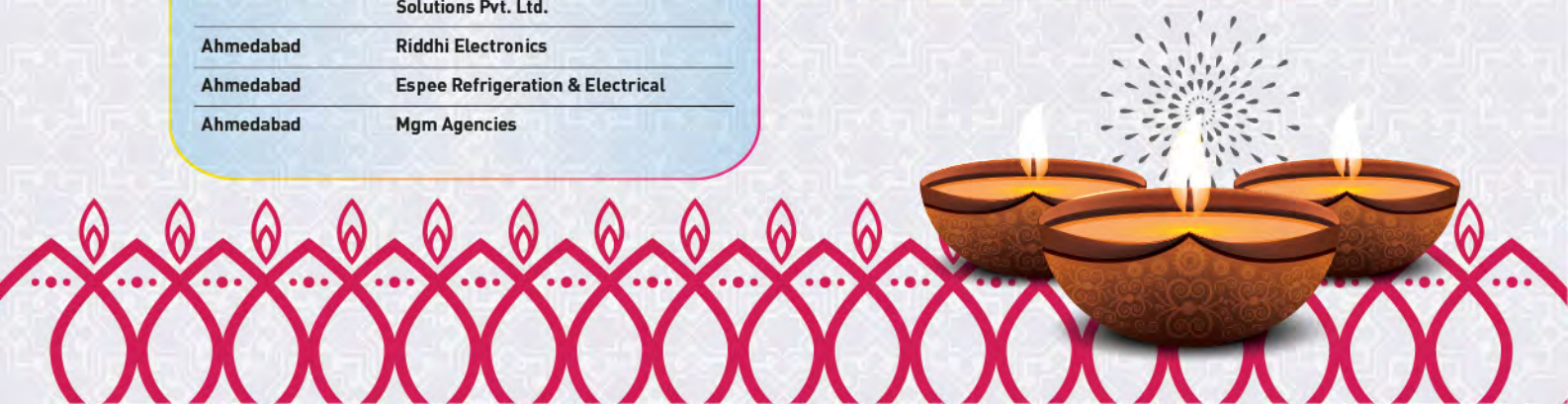
### HIROBA



### Awarded Dealer Partners

BRANCH	DEALER PARTNERS NAME
Ahmedabad	Anand Cooling Equipment Pvt Ltd.
Ahmedabad	Aditi Airconditioning Pvt. Ltd.
Ahmedabad	Airbizz Airconditioning Pvt. Ltd.
Ahmedabad	S.A. Airconditioning
Ahmedabad	Vijay Incorporation
Ahmedabad	Gopi Corporation
Ahmedabad	Shree Krishna Enterprise
Ahmedabad	Jkr Enterprise
Ahmedabad	Jigar Air
Ahmedabad	Ramdev Cooling System
Ahmedabad	Finair Airconditioning Pvt. Ltd.
Ahmedabad	Intel Air Technologies
Ahmedabad	Aims Enterprise
Ahmedabad	Kothari Agencies
Ahmedabad	Das Air Conditioning Pvt. Ltd.
Ahmedabad	H H Enterprise
Ahmedabad	Ankita Enterprises
Ahmedabad	Sales Media Ltd
Ahmedabad	Advait Engineers
Ahmedabad	Vivaan Hvac System
Ahmedabad	Shree Hari Aicon
Bangalore	Premium Cooling And Interior Solution Pvt. Ltd.
Bangalore	Impra Distributors
Bangalore	Symetrix Engineering Solutions Pvt. Ltd.
Ahmedabad	Riddhi Electronics
Ahmedabad	Espee Refrigeration & Electrical
Ahmedabad	Mgm Agencies

BRANCH	DEALER PARTNERS NAME
Ahmedabad	Amair Corporaton
Ahmedabad	Ideal Refrigeration
Ahmedabad	Utsav Electrotech
Ahmedabad	Phrizeir Sales & Services
Ahmedabad	Bombay Television
Ahmedabad	Skai Air Control Pvt Ltd
Bangalore	Comfort Solutions
Bangalore	Suchi Refrigeration
Bangalore	Express Cool
Bangalore	JMJ Cooling Systems
Bangalore	Sharanu Air Conditioning & Refrigeration Services
Bangalore	Tushara Solutions
Bangalore	ADP Systems
Bangalore	ABS Aicon Engineers Pvt. Ltd.
Bangalore	Eswar Radio & TV
Bangalore	Shri Sai Refrigertion Systems
Bangalore	Comfort Cooling
Ghaziabad	Anil Electronics
Ghaziabad	Frontline Traders
Ghaziabad	Sunny Sales
Ghaziabad	P.P Electronics
Ghaziabad	Prime Inc
Ghaziabad	Indian Refreigeration





**BRANCH DEALER PARTNERS NAME**

Bangalore	Suraj Mani Engineers Pvt. Ltd.
Chandigarh	Delight Radios
Chandigarh	Band Box Electronics (P) Ltd.
Chandigarh	Rama Electronics
Chandigarh	Ravinder Kumar Sunil Kumar
Chandigarh	S K Enterprises
Chandigarh	Satguru Engineers
Chandigarh	Alfa Electronic World
Chandigarh	Unitech Sales Corporation
Chandigarh	A G Electronics
Chandigarh	Dee Kay Electronics
Chandigarh	Rai Enterprises
Chandigarh	Anand Electronics
Chennai	Cabco Paradise (P) Ltd.
Chennai	Swastiks Enterprises
Chennai	Sri Guru Air System
Chennai	Ambalal Electronics
Chennai	Rathna Cools Pvt. Ltd.
Chennai	Royal Engineers
Chennai	Orion Airconditioners
Chennai	Clima Cool Systems Pvt. Ltd.
Chennai	Air Cool Systems
Chennai	Intellect Air Systems
Chennai	Lakshmi Aircons Mep India Pvt. Ltd.
Delhi	Vidhi Aircon
Delhi	Hari Om Retail Pvt. Ltd.
Delhi	Iceberg Enterprises
Delhi	Gagan Entrepreneur Pvt. Ltd.
Delhi	Aman Aircon
Delhi	Metro Airconditioners
Delhi	Vishvas International
Delhi	Kool Mart
Delhi	Vigasa Industries Pvt. Ltd.
Delhi	Humidair (India)
Ghaziabad	Ace Enterprises
Ghaziabad	Irani Traders
Ghaziabad	New Era Electricals
Ghaziabad	Siva Aircon
Ghaziabad	Vrinda Marketing
Ghaziabad	Krishna Electronics
Ghaziabad	Xian Overseas Pvt. Ltd.
Ghaziabad	Oz Airconditioning Systems
Ghaziabad	Climater
Ghaziabad	Rajpal Marketing Pvt. Ltd.
Ghaziabad	Muskan Aircon
Ghaziabad	Muskan Aircon

**BRANCH DEALER PARTNERS NAME**

Ghaziabad	Value Plus Retail Pvt. Ltd.
Ghaziabad	Healthy Air Cool
Ghaziabad	Shri Balaji Distribution House
Ghaziabad	Guru Maa Enterprises
Ghaziabad	National Electronics
Hyderabad	Cimetrics Solutions & Systems
Hyderabad	Aircon India
Hyderabad	Sri Kakatiya Cooling Systems
Hyderabad	Airvision
Hyderabad	A K Cooling Solutions
Hyderabad	Quantumm Systems
Hyderabad	Indian Agencies
Hyderabad	Sri Balaji Cool Care
Indore	Cool Corner
Indore	Prince Tv & Electronics
Indore	Anil Agencies
Indore	Aagrim Corporation
Indore	Rani Sati Electronics
Indore	Universal Service
Indore	Fortune Airconditioning
Indore	Air Sales
Jaipur	Agoan Electronics
Jaipur	National Airco.
Jaipur	Bharat Marketing
Jaipur	Yogesh Refrigeration Engineers
Jaipur	Vatanukulan Engineers
Jaipur	Raj Engineers
Jaipur	Electrozone Nice
Jaipur	Tritech Engineers
Jaipur	Vision 4 Comfort Technologies
Jaipur	Comfort Sales
Jaipur	Varnam
Jaipur	Harsh
Jaipur	Atmos Engineers & Contractors
Jaipur	Akash Electricals
Jaipur	Laxmi Machines
Jaipur	Hissaria Power Equipments
Kochi	Yes Yes Trades and Services Limited Liability Partnership
Kochi	Naza Air Conditioning
Kochi	Weather Solutions
Kochi	Mr. Cool





BRANCH	DEALER PARTNERS NAME
Kochi	Tranzcend Air Systems
Kochi	Star Airconditioners Sales & Services
Kochi	Kannankandy Sales Corporation
Kochi	Sheetal Refrigeration
Kochi	Optcool
Kochi	Helios
Kochi	Ultra Cool
Kolkata	Unitek Engineers
Kolkata	Ac Solutions
Kolkata	A.P.Enterprises
Kolkata	Elektrokraft
Kolkata	Shah Marketing
Kolkata	Glacier Technologies
Kolkata	Essgee Enterprise
Kolkata	Ankur
Kolkata	S.R. Refrigeration
Kolkata	Lamya Aircon
Lucknow	Climate Engineers
Lucknow	Refrico
Lucknow	Saraf Cooling Company Pvt. Ltd.
Lucknow	Tayalco Automobiles
Lucknow	Airfusion
Lucknow	Ashirwad Marketing
Lucknow	Baba Battery Services
Lucknow	R P Associates
Mumbai	Koolwell Hvac Systems
Mumbai	Aircon India
Mumbai	Vailankanni Refrigeration
Mumbai	Allied Aero Systems Pvt. Ltd.
Mumbai	Shree Hvac Systems
Mumbai	Zenith Universal LLP
Mumbai	Airtech Enterprises
Mumbai	Intercool Solutions
Mumbai	Mercury Airconditioners Ltd
Mumbai	Kool Services
Mumbai	OHM Trac
Mumbai	A-1 Ac Sales
Mumbai	Arctic Cool Sales & Services
Mumbai	Pawanputra Engineers Pvt. Ltd.
Mumbai	Divine Air
Mumbai	Cosmos Aircon Pvt. Ltd.
Mumbai	Weather Cool Sales Pvt. Ltd.
Mumbai	Cooling House Corporation
Mumbai	Ever Rise Air Conditioning Pvt. Ltd.
Mumbai	Purva Refrigeration
Pune	Arihant Aircon

BRANCH	DEALER PARTNERS NAME
Pune	Bharat Furnitures
Pune	Caretech Services
Pune	DC Engineering
Pune	K D Building Solutions Pvt. Ltd.
Pune	Linkwell Enterprises
Pune	Perfect Hvac Engineering Work
Pune	Ram Refrigeration
Pune	Vikas Refrigeration
Pune	Easycool Systems
Pune	Comfort Care Co.
Pune	Jain Brothers
Pune	Ice-o-matic Services
Pune	Ekdant Enterprises
Pune	Breezewell Engineering
Pune	S S Engineers
Pune	Air Cool
Surat	Arihant Refrigeration
Surat	Om Sai Sales
Surat	Snow Cool Refrigeration
Vijayawada	Vijay Tv And Video Home
Vijayawada	Karthik Agencies
Vijayawada	S V Engineers
Vijayawada	Vamsi Electronics
Vijayawada	S R R E City
Vijayawada	Sneha Electronics





**COVID-19  
NINJA**

**COVID NINJAS**



S. No.	Branch	ASP Name
1	Ghaziabad	NEW ERA SERVICES
2	Chandigarh	Zephyr Aircon
3	Jaipur	Jai Mata Di Refrigeration
4	Kolkata	Cool Control
5	Mumbai	A.R. COOL SERVICES
6	Mumbai	FAIZAN REFRIGERATION
7	Pune	ICELAND COOLING
8	Vijayawada	Chinni Bala Sai Air Conditioners
9	Bangalore	Nagee Air conditioner Services





# CASE STUDIES







# NEELIMA HOSPITAL, HYDERABAD

Neelima Hospital is one of the most reliable chains of multi-specialty hospitals in India. The hospital aspires to become number one in terms of providing the best treatment as well as comfort to its patients. This is the reason, they chose India's most reliable AC brand when it came to installing highly efficient Air Conditioning System in their hospitals.

- Total installed Capacity - 36 HP







## SURAT INSTITUTE OF MEDICAL SCIENCE LPP (SIMS HOSPITAL), SURAT

SIMS hospital is one of the oldest and very renowned Hospital in our Surat region. This Super speciality Hospital has 120 Bed with 30 Bed ICU rooms with CT Scan, Cath Lab, Dialysis Unit & 5 Modular Operation Theatre with new cutting edge technology.

After lockdown Mitsubishi Electric bagged this prestigious project over competition after series of negotiations and technical presentations. Finally client was convinced to use premium technology for their prestigious project.

- Total HP : 244 HP







 **MITSUBISHI  
ELECTRIC**  
AIR CONDITIONERS

**MITSUBISHI ELECTRIC INDIA PVT. LTD**



**Head Office:** 2nd Floor, Tower A & B,  
Dlf Cyber City, Dlf Phase 3, Gurgaon 122002 (Haryana)  
**Tel. No.:** 0124-6739300, **Fax No.:** 0124-4630399,  
**Website:** [www.mitsubishielectric.in](http://www.mitsubishielectric.in),  
**Email:** [customersupport@asia.meap.com](mailto:customersupport@asia.meap.com),  
**Customer Care Toll Free No.:** 1800 102 2626



**E-waste Information:**

For E-waste Collection & disposal process: Customer can get complete details of company process on collection, disposal of e-waste product (i.e 'Mitsubishi Electric' make Air Conditioners / Printers) and incentive / exchange scheme for returning of e-waste on Company website ([www.mitsubishielectric.in](http://www.mitsubishielectric.in)) and / or Toll Free No. 1800 102 2626.