



PUMPTALK  
DECEMBER  
2011

Distributors  
&  
Maintenance  
Training

Valve Kits

Acios  
Update

Best  
Wishes

## Distributor & Maintenance Training

From November 7<sup>th</sup>-10<sup>th</sup>, 2011 we organized another successful Distributor Training in Hengelo. We welcomed 18 sales people from all over Europe, including some of our new distributors.

The Distributor Training consist both theoretical and practical courses, such as:

- AODD in general
- Pump selection
- Maintenance seminar including practise with all Yamada standard pump ranges
- How and where to sell Yamada pumps
- Competition analyses including practise with competitor pumps
- Trouble shooting including very intensive practise
- Maintenance seminar including practise with the complete Yamada pump range

**We notice that it gives a very good boost to the sales of the Yamada pumps.**

***Convince yourself!***

On November 29<sup>th</sup> & 30<sup>th</sup> 2011 Yamada Europe organized another successful Maintenance Training course in Hengelo. This course was specifically focused on "pump service", 12 service engineers from our distributors, from all over Europe were in attendance. The Maintenance training consisted primarily of "hands-on" practical & technical training.

In this course we covered;

- AODD's in general
- An extended and interactive maintenance seminar
- Intensive practise with all size pumps and materials
- Trouble shooting including an intensive hands-on practise

We are sure that this course will give an additional boost to the confidence & service capability of our partners.

**Next Distributor Training is March 12-15 2012**

mail [m.knispel@yamada.nl](mailto:m.knispel@yamada.nl) for your seat at the training





## Valve Kits

Due to a problem with our CMS system the prices of the following valve kits are not correct, below you can find the correct list prices for the valve kits.

Valve kit	List price
K40V-PC	€ 146,66
K40V-PE	€ 146,66
K40V-PN	€ 146,66
K80V-PC	€ 550,00
K80V-PE	€ 575,00
K80V-PN	€ 570,00

## Acios Update

Due to computer mainenance the stock update is not correct, please contact your inside customer sales partner for accurate stock information.

## Best Wishes



Even during the holidays we want to be at your service, therefore we are open during office hours from 8:00 - 16:30 hours.

Only on December 22<sup>th</sup> from 14:30 hours and 2<sup>nd</sup> Christmas day our company is closed.

Yamada wishes you and your family a Merry Christmas and a Happy New Year.

Yamada Europe B.V.