

PUMPTALK  
December 2012

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## ECS 2013

From March 19 - 21, 2013 Yamada Europe B.V. will attend the European Coatings Show for the first time.

The European Coatings Show is the world's leading exhibition for the paint and coatings industry. Some 20,000 decision-makers, specialists and leaders from 100 countries will learn about the industry's latest developments at the European Coatings Show. We look forward to seeing you.



## Distributor Training

From November 5<sup>th</sup>-8<sup>th</sup>, 2012 we organized another successful Distributor Training in Hengelo. We welcomed 16 sales people from all over Europe, including some of our new distributors.

The Distributor Training consists of 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

## The Yamada Advanced Training Centre

Yamada Europe B.V. is working on a new tool to increase your knowledge about Yamada pumps in some very specific configurations, and we call it:

*The Yamada Advanced Training Centre*

Here we give you the answers to problems that you thought could not be solved during practice oriented assignments.

In 2013 the first training is scheduled to start in our new Advanced Training Centre.



Yamada Europe B.V.

Aquamarijnstraat 50  
7554 NS Hengelo  
The Netherlands

Phone:  
+31 (0)74-2422032  
Fax:  
+31 (0)74-2421055  
E-mail:  
sales@yamada-europe.com





## New Regional Sales Manager

On the 1st of November a new Regional Sales Manager started working at Yamada Europe B.V.

Alain Jeanclaude.  
(French, 45 years, married and 3 kids)

Alain will be responsible for the regions: South / West Europe, North / Middle Africa and the Middle East.

We welcome Alain and wish him all the luck!

## Acios Update

Due to computer operating system upgrade, the stock update is no longer correct, please contact your inside customer sales partner for accurate stock information.



NDP-20BTT-PP-FLG



## Price Update

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

These list prices are as published earlier.

Pumps	List price
NDP-05FTT	€ 1185,00
NDP-10BTT	€ 2230,00
NDP-15FTT	€ 2290,00
NDP-20BTT-PP-FLG	€ 4585,00
NDP-25BTT-PP-FLG	€ 7105,00

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

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## PVC Pumps Last Stock

In our warehouse we have some PVC Pump parts to build the following PVC Pumps:

4X NDP-05FXT  
3X DP-10BXT or 2x NDP-10BXT  
1X NDP-20BXT  
2X NDP-25BXT

Contact your Regional Sales Manager for more information and pricing.



NDP-05FXT



## Kit Name Change

Recently we renamed one of our kits with TU diaphragms.

K15D-PU → K15D-PTU  
K20D-PU → K20D-PTU  
K20D-MU → K20D-MTU  
K25D-PU → K25D-PTU  
K25D-MU → K25D-MTU

## EPL-240

At the beginning of December a new shipment of EPL-240's are coming in.

The EPL-240 is basically the same product as a KPL-24 with the exception that the EPL-240 works on 240V instead of 24V

The Yamada article number: 881-081

Contact your Regional Sales Manager for more information.



EPL-240

## 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.

On December 20<sup>th</sup> from 14:30 hours, 24<sup>th</sup>, 25<sup>th</sup> and 26<sup>th</sup> of December, 1<sup>st</sup> and 2<sup>nd</sup> of January our company is closed.

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



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