



For Immediate Release
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Yanmar America and ABYC Enter Training Agreement

September 22, 2009, Annapolis, MD: Prominent marine diesel engine manufacturer, Yanmar America Corporation – Marine Engine Division (Yanmar) has signed a cooperative training agreement with The American Boat and Yacht Council (ABYC). According to the agreement, Yanmar will now require its top dealer's staff to include ABYC certified technicians. In return, ABYC will offer class discounts to these dealers through the Yanmar's Educational Department. Yanmar and ABYC will also offer these training discounts to all Yanmar dealers, regardless of volume or size. This opportunity for Yanmar dealers to acquire related ABYC certifications, reflects Yanmar's dedication to dealer education and customer service. Yanmar currently operates a world renowned in-house diesel engine training program, which enables Yanmar dealers to provide excellent service to its customer base worldwide.

This cooperative agreement is one of the first of its kind in the industry. "Yanmar understands that continuing education is an important part of the success of a diesel technician, said Skip Burdon, ABYC's President. He continued, "This agreement will increase the educational opportunities available to Yanmar dealer technicians and will lower the overall cost for these technicians to take advantage of ABYC training."

ABYC training is typically conducted across the United States, Canada, Europe, South Africa, Australia and southeast Asia. Yanmar dealer technicians will now have discounted, non-proprietary training opportunities in their local area. ABYC training is intended to supplement the factory training Yanmar technicians receive.

Mike New, ABYC's Education Director said, "ABYC is honored to be able to forge industry relationships with prestigious companies like Yanmar. Yanmar recognizes the need for top quality, non-proprietary training for their dealer network. It integrates non-proprietary standards-based training with proprietary training, which lowers business risk while benefiting the end-user. Everyone wins," concluded New.

Larry Laiskonis, Yanmar's Training Director said "ABYC is an excellent partner for Yanmar. ABYC's Industry Certifications are the best way to determine if a technician has the skills and knowledge to perform top notch service. ABYC training and certification programs compliment Yanmar's own training regimen perfectly."

Yanmar America - Marine Engine Division offers engines, drive systems and accessories for all types of boats, from runabouts to sailboats, from cruisers to mega yachts, and from light duty commercial to military applications. In marine leisure boating, the worldwide reputation of Yanmar is second to none. The entity, Yanmar America Corporation, headquartered in Adairsville, Georgia, is part of the Yanmar Company Ltd. Japan, which was established in 1912.

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ABYC offers technical training courses that progress from basic to advanced, and includes eight marine industry workforce certifications for marine technicians and professionals. Currently, Port-Supply and Garmin have similar working agreements with ABYC. Manufacturers, dealerships, supply outlets, marine trade associations and others may pursue similar working agreements, schedule an On-Site course, or receive more information on customized training programs, by contacting Michael New at (410) 990-4460, ext. 31 or via email at mnew@abycinc.org. For a listing of regularly scheduled ABYC Certification courses and other training programs, please visit www.abycinc.org.

ABYC has been developing, writing and updating the safety standards for boat building and repair in the United States for 55 years. ABYC is actively involved with the International Organization for Standardization (ISO) as well as certification programs for marine technicians. These standards are available on CD-ROM and in printed form. Membership and general information can be requested by calling (410) 990-4460 or by visiting the ABYC web site at www.abycinc.org.