FOR IMMEDIATE RELEASE

**"We invest in our network and technology."**

Interview with a manager of Yanmar Europe's European Agriculture Department, Peter van der Vorst, about Yanmar's position, model range and new products.

**Mr. Van der Vorst, the market for compact tractors in Europe is very competitive. In addition to the established specialists, manufacturers from India and Asia are increasingly entering the market. Where do you place the Yanmar brand here?**

Peter van der Vorst: With our range of tractors from 22 to 60 hp, we are clearly addressing the professional user who is looking for a reliable, durable machine with professional service. Thanks to direct injection, our tractors are very economical in terms of diesel consumption and designed for daily use for several hours. We prove our high-quality standards with our warranty of five years or, alternatively, 5000 operating hours, even for commercial use.

**Why should I, as an industry professional, take a closer look at the Yanmar brand?**

First of all, Yanmar is an international Japanese brand. The name stands for more than 111 years of experience in technology, and with over 20,000 employees and an annual turnover of 6.5 billion euros, we are not a small player.

**What differentiates Yanmar Tractor from other brands?**

It is simple, with a five-year warranty at no additional cost to the user. As far as I know, we are the only brand today offering this value. Our product range is becoming more and more interesting: now, we can also offer the compact YM tractor series with fully synchronised mechanical 12x12 transmission. Our YT3 series with a continuously variable transmission, also known as the Vario, is especially impressive. It offers a very attractive price-performance ratio that appeals to professional landscapers in particular. We are increasingly working with attachment manufacturers. Our sales network is being expanded, and we are happy to welcome new dealers to our network.

**With YTAGRI, Yanmar announces its entry into the attachment business, correct?**

The complete range includes 250 implements in twelve categories. These include milling machines, mulchers, small balers and equipment for sowing and tillage, including those for semi-professional use. Almost all of the implements are built by partner companies in Turkey. They are sold and serviced by the Yanmar network in Europe. The range is suitable for tractors from 15 to 300 hp. Potentially, it's also accessible to new Yanmar traders. The advantage: the dealer has only one contact person for an attractively priced, very wide range of equipment and the professional Yanmar service from us.

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| READER ENQUIRIES TO: | Dana van Kammen, Marketing. A. Manager |
| MEDIA ENQUIRIES TO: | YANMAR Europe BV, Marketing dpt., PO Box 30112, 1303 AC Almere, The Netherlands, dana\_vankammen@yanmar.com |

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