

# Chantey

NEWSLETTER FOR YAMAHA MARINE DEALERS

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Chantey  
Special

## 4-stroke Commercial Models with All-new Graphics! New Graphics are the Sign of Reliability

Yamaha's outboard motors have an unequalled reputation for reliability. This reputation is the result of the longstanding Yamaha tradition of a dedicated market-based approach that tackles real problems head-on whenever and wherever they are found. The technological expertise and knowhow born of these efforts in the pleasure-use market and the utility/commercial-use sectors are what give Yamaha outboards the edge today in both functions and performance.

To further differentiate Yamaha from the competition, 4-stroke commercial-use models manufactured from January 2015 feature all-new graphics.

These models boast a reputation not only for their excellent performance but also for their durability and reliability, and are designed and engineered for the demands of commercial use in a wide range of fields, from commercial fishery and fish farming (aquaculture) to transportation and tourism. The "Commercial" logo on the casings of these models stands as a symbol of the high level of reliability Yamaha products have achieved and maintained for many years. Also, the logo not only stands for the high quality of these products but also the outstanding service that we support every model with in cooperation with our distributors and dealers around the world. Yamaha Motor is dedicated to working together with you to further build customer confidence in the Yamaha Brand.



*Yamaha Commercial outboards are at work in all kinds of industries worldwide, from fishing and aquaculture to transport and tourism*



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Special

4-stroke Commercial Models with All-new Graphics!

# A Model Lineup to Handle the Toughest of Conditions

There are currently seven models in Yamaha's lineup of 4-stroke commercial-use outboard motors.\* Each of these models is tailored to answer the needs of specific commercial-use sectors. In the general commercial markets, these outboards are often subjected to harsh use conditions in waters with high mud/silt content and floating debris, as well as fuels that contain sulfur or lead, etc. Thanks to long years of experience in developing commercial-use outboards to handle the stress of such specific use conditions, Yamaha has acquired a wealth of engineering knowhow.

A good example of this expertise is seen in the anti-abrasion measures adopted in our models designed for use in regions where the waters have high mud/silt content. In this case, a high level of abrasion resistance is achieved by use of chrome-plated parts in the water induction area of the water pump. The same chrome plating finish is also used on the piston

rings.

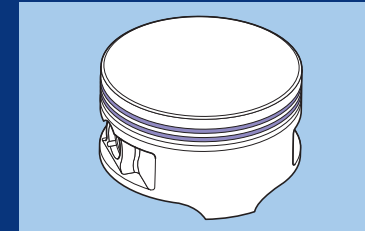
Another feature on models of 75 hp and over is the adoption of an anodic-coated muffler. Knowing that our commercial-use models may often be used with fuel of inconsistent quality containing small amounts of sulfur and/or lead, alumite processing is used for an anodic effect to help prevent corrosion in the exhaust passages due to the presence of these elements.

In addition, anodization is also used to strengthen corrosion resistance in the lower casing of the large-class F150F and F200B models.

Going forward, Yamaha will continue to listen to customer needs and work to improve our 4-stroke commercial-use models as we expand this lineup.

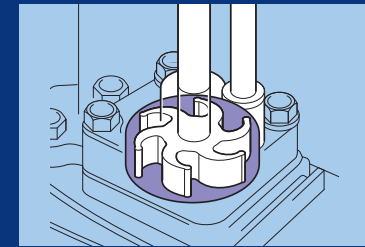
\*Please be aware that Yamaha's 4-stroke Commercial models are built with specifications that comply with the specific emissions regulations of the countries they are marketed and used in. There also may be some (or all) models not available due to the emissions regulations in place in certain areas.

## Main Features of Yamaha Commercial Models



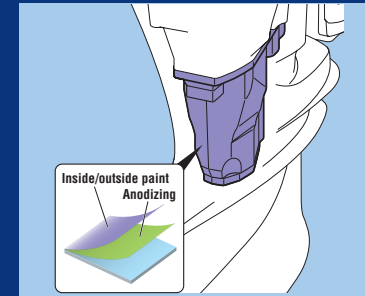
### Anti-abrasion piston rings

Anti-abrasion piston rings are adopted to protect the engine from lower grade fuels that contain lead and sulfur.



### Chrome-plated water pump

The chrome-plated water pump resists abrasion caused by muddy water.



### Anodic-coated muffler

The anodic-coated muffler fights corrosion caused by the lead and sulfur in lower grade fuels.



## Signal Tester

Currently, the Service Division at YMC is actively working to improve servicing methods and develop tools and devices to make outboard motor inspections, maintenance and repairs easier to perform.

In this issue, we'd like to introduce the "Signal Tester" device released last year. Many of you may already have read about it in the Workshop Guide, but we want to cover it again here.

### What is the Signal Tester?

Fuel-injected outboard motors have an engine control unit (ECU) and numerous other electronic parts that help them run. The Signal Tester is a device that is used together with the Yamaha Diagnostic System (YDIS) to test and confirm whether the ECU is sending and/or receiving signals properly.

The tester has three input signals that can be received from the ECU via the sensors and switches: whether the outboard is on or off, engine pressure and engine temperature. By interchanging the signals coming from the various parts of the engine with the signal of the Signal Tester, we can judge whether the parts are functioning properly or not.

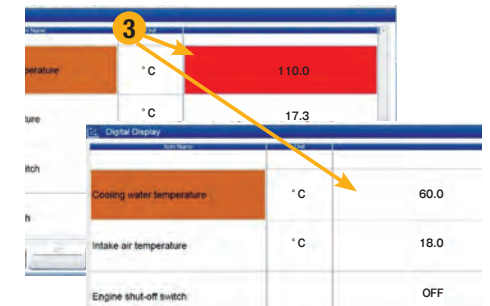
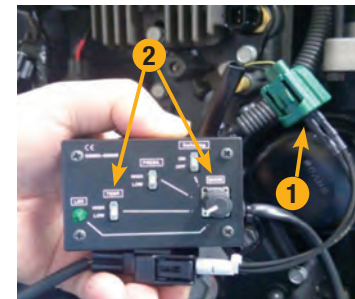
There are two types of output signals that the ECU generates to make the various parts of the engine function: 5-volt signals and 12-volt signals. By watching the LED lamp on the Signal Tester, we can see whether the signals are functioning properly or not.

The Signal Tester can be used independently, but it is easier to judge whether or not there are any malfunctions in the engine if you use it in conjunction with the YDIS' "Monitor" or "Active Test" functions.

### How to Use the Signal Tester

To explain its use, let's use a test of the F115A's thermosensor as an example (details in the Workshop Guide 14-03).

- 1) Connect Adaptor 1 to the Signal Tester and plug it into the thermosensor terminal.
- 2) Turn the MODE switch to the TEMP position and switch the TEMP switch from HIGH to LOW.
- 3) Check to see if the YDIS monitor shows HIGH: 110 °C and LOW: 60 °C.
- 4) If the water temperature reads within the evaluation ranges, that means the thermosensor is NOT functioning correctly.



### Points of Caution for Proper Use

- This device is not waterproof.
- This device is for use with outboards only. Do not use it with PWCs or other products.

#### 〈Points〉

Use the Check Engine function of the YDIS.

All of the information necessary for using the Signal Tester is in the YDIS, including the positions of the sensors and connectors, the steps to follow in a test, the evaluation ranges and the electrical wiring diagrams.

We believe that the easiest way to check and service the fuel injection system is to use the Check Engine function of the YDIS and the Signal Tester together, so please make use of them.

# News Round-up

Activities from distributors around the world, and more

## YMCIS Holds 10<sup>th</sup> Dealer Meeting in Russia

On November 29, 2014, Yamaha Motor CIS, LLC (YMCIS) held its commemorative 10<sup>th</sup> Dealer Meeting in Moscow, joined by representatives from 134 Yamaha brand-exclusive dealerships from all over Russia and Kazakhstan.

Yamaha Motor Co., Ltd. (YMC) President Hiroyuki Yanagi and several guests from YMC attended and celebrated at this landmark meeting.

YMCIS President Toshiya Kawano expressed gratitude to everybody that the Yamaha business in the region has grown significantly over the last 10 years and then explained the challenges that lie ahead. Russia went through many difficult changes in its business environment in 2014, but at the meeting, Yamaha presented and explained policies and

strategies to achieve greater success in the future by working closely with the dealerships. The dealers in attendance expressed their understanding, spirit of cooperation and renewed determination for the next 10 years.



## Distributor and Dealers from Turkey Visit Japan

From November 30 to December 4, 2014, Yamaha Motor's distributor in Turkey, Burla Machinery Trade and Investment Company (Burla), and ten other dealership owners visited Japan. The group visited the Communication Plaza at YMC headquarters, and distributor Burla gave presentations to over 50 Yamaha employees explaining the Turkish market and its current situation. Then, as part of their tour of Yamaha's facilities, they visited the Fukuroi South Factory where Yamaha's outboard motors are manufactured. To express Yamaha's thanks and appreciation to the dealers that have represented the Yamaha brand and delivered outboard motors to customers for many years, over 100 Yamaha employees greeted the group at the factory entrance. Burla and the dealership owners were surprised by the gesture, saying how they felt that all of their work over the years had been rewarded.

Through the continuous improvement of teamwork and communication with distributors and dealers, etc., that are the voices in their markets, Yamaha Motor will continue working to bring better products and services for even greater customer satisfaction.



## Marine Event Held on National Day in the UAE

In the United Arab Emirates from November 20 to December 2, 2014, a marine leisure event was put on by the country's royal family in celebration of the 43<sup>rd</sup> National Day. Yamaha's UAE distributor, Al Yousuf Motors LLC, joined in the event to promote safety on the water by providing life jackets and more.

The event itself was held in the two locations of Dubai and the emirate of Fujairah in the northeastern part of the country. In Dubai, demo-rides of personal watercraft and boats were held and a total of 156 riders and 74 craft were present in an attempt to set a Guinness World Record. Around 80% of the personal watercraft that joined in were Yamaha models. At the Fujairah venue, 14 riders (7 male and 7 female) went for a 68 km long-distance touring trip on the water.

The events were full of energy and numerous local newspapers

and media conducted interviews and provided coverage. Yamaha and its distributors will continue conducting safety promotion activities and working to spread the use of personal watercraft.



### Editor's Note



Hello, everybody! My name is Takumi Nomoto and I'm the new Editor of *Chantey*. Allow me to briefly introduce myself. Since joining Yamaha, I've worked in a number of areas including sales and planning for our marine engine business and marketing for Southeast Asia and the Middle East. Though it may sound cliché, we at Yamaha's marketing departments believe the essence of our job is connecting people together, and I hope that *Chantey* is serving as a tool to help connect Yamaha more closely to our distributors and dealers! Please do not hesitate to contact me so that I can let others know about your markets through this newsletter!

**YAMAHA OUTBOARDS WEB SITE** <http://global.yamaha-motor.com/business/outboards/index.html>

**WAVERUNNER FAN SITE** <http://global.yamaha-motor.com/business/waverunner/>

**Yamaha Outboards Channel on YouTube**

**View waterside scenes and scenes of Yamaha outboards in use around the world**

**Yamaha Outboards Channel** <http://www.youtube.com/user/Yamahaoutboardmotors>