

Chantey

NEWSLETTER FOR YAMAHA MARINE DEALERS

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CONTENTS

- P1: Chantey Special: Regional Marine Technician Grand Prix Contests Underway
- P3: One-point Service Advice: Quick Tips for Draining Engine Oil
- P4: News Round-up: YTA Silver Outboard Rigging Training and more

Chantey
Special

Regional Marine Technician Grand Prix Contests Underway

Through the Yamaha Technical Academy (YTA) program, the Service Division of YMC's Marine Business Operations is working to strengthen the skills of the Yamaha marine service specialists around the world that perform maintenance and repairs on Yamaha marine products, and provide customers with the assurance of knowing they receive a high level of service. The Marine Technician Grand Prix contests held at regional distributorships are one part of the program aimed at boosting the motivation of Yamaha technicians and to improve their knowledge and skills. These competitions are currently underway around the world and here we introduce some of them and their results.

Russia and Kazakhstan

Competing with Speed, Accuracy, Knowledge and Professionalism

Compared to the 32 service technicians who entered the preliminaries last time, there were 50 contestants from 44 dealerships this time for the regional qualifying rounds. Of them, nine were selected to participate in the final contest. The winner of this final represented Russia in the Yamaha World Technician Grand Prix 2016 held in Japan on October 12th.

Held: May 23, 2016

Venue: Moscow

Organizer: OOO Yamaha Motor CIS (YMCIS)

Results:

Winner: Sergey Zavyalov from Motocenter Motomir LLC in the Ural region

2nd: Vladimir Pozdeev from Motostyle LLC in the Volga region

3rd: Dmitry Balashov from Radar Holding LLC in the Central region



China

The Zhuo yue fen jin Spirit

This was the second holding of the biennial Marine Technician Grand Prix in China. Under the slogan of *Zhuo yue fen jin* (Get fired up to progress to excellence), 265 technicians holding YTA Bronze certification competed to be the No. 1 Yamaha marine technician in China. From the five qualifying rounds held around China beginning in May, the 11 top-finishing technicians were selected to compete in the final contest that began on October 17th.

Held: October 17–19, 2016

Venue: Shanghai

Organizer: Yamaha Motor China Co., Ltd. (YMCN)

Results:

Winner: Wang Chao from Qingdao Yuandong dealership

2nd: Xu Wei from Hefei Dawei dealership

3rd: Li Shouzhi from Dalian Mingyuan dealership

[Marine Technician Grand Prix in China website](#)



1

Winner



2nd



3rd

Indonesia

The Country's Inaugural Marine Technician GP

This was the first Marine Technician Grand Prix organized by Indonesia's Yamaha marine product distributor PT. Karya Bahari Abadi (KBA). From a total of 57 YTA Bronze certified applicants from across Indonesia, 16 were chosen to participate in the final contest. On the first day, the contestants attended a YTA seminar and took a written exam. On the second day, the preliminary practical skills and troubleshooting tests were held. The top four finishers in the preliminaries then competed in the third day's final test of service skills while on actual boats and also in the workshop.

Held: October 24–27, 2016

Venue: Jakarta

Organizer: PT. Karya Bahari Abadi (KBA)

Results:

Winner: I Gde Putu Artha Wiguna from AMS Marine dealership in Bali
2nd: Hariyanto Efendi from TUNGGAL JAYA dealership in Padang
3rd: Andy Lesmana from Sentra Bahari dealership in Tarakan
4th: Ferdy Pallar from Hasjrat Abadi dealership in Manado



The winner I Gde Putu Artha Wiguna and Adhi Yuliawan from KBA



Winner



2nd



3rd



4th

*A video of this event can be seen [here](#).

Australia and New Zealand

Crowning Oceania's Best Marine Technician

The Oceania Marine Technician Grand Prix has been running biennially since 2002. It is a knowledge- and skills-based contest in which Yamaha marine technicians from all over Australia and New Zealand are selected to represent their state, territory and country to compete head-to-head. Marine technicians aspire to be selected to attend the Technician Grand Prix, which for them is virtually "race day" in the Yamaha Technical Academy program. It is not only a competition but also a training platform to maintain high skill levels for marine technicians in Yamaha dealerships throughout Australia and New Zealand.

Held: November 16, 2016

Venue: Brisbane

Organizer: Yamaha Motor Australia Pty Limited (YMA)

Results:

Winner: Tony Powell from Telfer Marine dealership in Rotorua, New Zealand
2nd: Mathew Barlow from Tristram Marine dealership in Hamilton, New Zealand



Winner



2nd



The finalists

(Back row, left to right)
Mathew Barlow from Tristram Marine
Brendan Morrisby from Lewis Marine
Angus Short from Coast Road Motors
Graham Coulter from Northside Marine

(Front row, left to right)
Chris Willson from Broadwater Boating Centre
Peter Sertis from Boat City
Tony Powell from Telfer Marine
Brett Muller from Marina Bayside

Quick Tips for Draining Engine Oil

An outboard motor's engine oil deteriorates with use and has to be changed periodically when the engine comes in for inspections or servicing. When changing the oil, we recommend that you use an oil changer, but here we introduce some tips and methods for draining the oil out of small to mid-size Yamaha outboards.

Tip 1: How to remove the drain plug without spilling oil

You can remove the oil drain plug on small to mid-size models without any oil running out when the motor is in the full tilt-up position and with the steering centered. Screw a threaded fitting with a length of hose attached to the drain hole (finger tight only, no tools), then lower the motor to the full trimmed-down position with the other end of the hose in the drain pan.

It is strongly suggested that you use a hose barb or length of tube with the correct metric M14 x 1.50 threads.

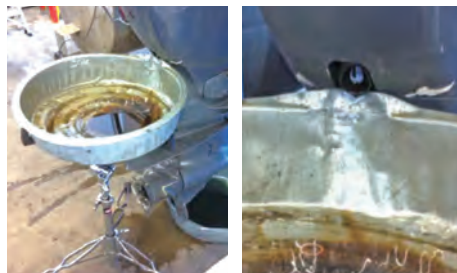


Tip 2: Modify the oil catch pan

1) If you have tried using a standard automotive oil drain system on casters, you may have found it won't get close enough to the drain opening on the in-line 4-cylinder motors because of the anti-cavitation plate. To solve this problem, enlarge the catch pan.

An inverted garbage can lid with the center cut out affixed to the original catch pan with a good adhesive/sealer will solve the problem.

2) A standard metal catch pan fits the stand just right. The stand can be adjusted to get the right height and a little modification to the lip of the pan allows it to tuck right in under the rubber drain tube as shown in the photos below. These stands can be found on the internet at reasonable prices.



Tip 3: Modifying the hose so wind doesn't blow oil away

Using a hose to guide the oil into a drain pan or container saves a lot of mess, at least until a gust of wind blows the hose away from the drain pan. To combat this, insert a length of rigid but bendable wire

inside the drain hose. Add a few squiggly bends to keep the wire in place inside the hose. This makes the hose semi-rigid but easily shaped to drain the oil or lube into the drain pan or container, even if the drain pan can't be placed directly under the motor. A gust of wind or incidental contact with the hose while the oil is draining won't move it away from its intended target, thus saving clean-up time and minimizing the risk of oil and lube spilling on the shop floor, which can be a potential slip hazard. Gusts of wind can have the same effect when changing gear oil so this tip is helpful when performing gear oil changes as well.



Draining engine oil might be one of the most routine tasks we do as marine technicians, but it can also be one of the messiest tasks we do. So, we hope you will try some of these tips and find one that suits you. If you have methods or tips that you regularly use in your service work, please share them with us!

YTA Silver Outboard Rigging Training in Brisbane, Australia

Yamaha outboard distributor technicians from seven countries in the South Pacific completed a Yamaha Technical Academy (YTA) Silver outboard rigging training course at Yamaha Motor Australia Pty Limited (YMA) in July 2016. This was the first YTA Silver accredited course for distributors in the region, and two Overseas Market Development Operation Business Unit (OMDO) service staff from Japan were present to observe and support the training. The South Pacific that extends from Papua New Guinea in the west to French Polynesia in the east is a region that relies heavily on tourism and fishing, with a growing number of commercial vessels that mount new 4-stroke outboard models. These newly introduced models bring the need for higher levels of installation and product support.

Subjects covered in the YTA training included Yamaha's range of gauges, controls, propellers and accessory components. Hands-on training in numerous practical tasks were carried out in YMA's world-class Brisbane training facility, followed by a day of testing in the Brisbane River using a range of different Yamaha propellers and driving instruction. Instruction in the use of common aftermarket marine products was also included, showing a variety of boating packages and outboard rigs. The final day included a tour of local Yamaha outboard and personal watercraft dealers, offering examples of workshop layout and operations in Australia's marine industry. Follow-up on-the-job training from OMDO in the following months will add to the technicians' training.

From Ryan Zell, OMDO



First "Go Beyond Caravan" Held in Dominican Republic

The Dominican Republic on the island of Hispaniola is the second-largest Caribbean nation in the region and has the 3rd largest population with about 10.08 million people. The first Yamaha outboard motors arrived in the Dominican Republic in 1970, and during distributor Fernando Giraldez, S.R.L.'s first years, the company's outboard sales were 30–40 units per year. Sales began to increase with the introduction of the P165 (8 hp), which became a favourite of local fishermen and prompted the spread of the Yamaha brand. Today, Fernando Giraldez sells around 750 units per year and is the market leader in commercial and sport fishing and in transportation, giving Yamaha a roughly 90% share in the Dominican Republic's outboard motor market. In 2016, Fernando Giraldez held its first "Go Beyond Caravan" along with YMC's Overseas Market Development Operation Business Unit (OMDO) and Yamaha Motor Distribution Latin America Inc. (YDLA) staff. The program offered free engine maintenance while educating local fishermen about the advantages of Yamalube oil and environmental awareness. The main purpose of the Yamaha Go Beyond Caravan is to share quality time with our customers and grow ties with the Yamaha brand in fishing communities.

Fernando Giraldez will close 2016 with a record 25% increase in unit sales, and with an all-time record of 6.5 million tourists expected here in 2017, the future looks promising for the marine industry.

From Manuel Mera, Fernando Giraldez, S.R.L.



News Round-up

Activities from distributors around the world, and more

8th Marine Clean-up Campaign at Lake Hamana

Launched in 2013 with the aim of using Yamaha products to help protect and preserve the natural environment of nearby Lake Hamana, Yamaha Motor Co., Ltd. ran its 8th Marine Clean-up Campaign at Lake Hamana on October 21, 2016. The target of the clean-up activities this time was Shonai Inlet and neighboring sand areas. The shore breakwaters set up at this part of the lake have a tendency for trash and debris to accumulate. In the sand areas, reeds grow in some parts and these reeds trend to trap trash. Also, due to the large number of shallow shoals, even the bottom of a PWC can scrape on them when trying to approach the shore if the rider isn't sufficiently cautious. However, thanks to the presence of experienced



captains on boats they know well and their spot-on decisions, they were able to get the volunteers to the shore to gather trash without running aground. In all, the 97 volunteers gathered 147 trash bags full of debris with a total weight of 190 kg.

10th Anniversary Event Held by KBA in Indonesia

On November 25, 2016, Indonesian Yamaha marine product distributor PT. Karya Bahari Abadi (KBA) held its 10th anniversary dealer meeting and celebration ceremony with attendance by Mr. Hirofumi Usui, Executive Officer, Yamaha Motor Co., Ltd. and Mr. Nobuhiko Nakajima, Vice Managing Director, Yamaha Motor Distribution Singapore Pte. Ltd. Dealers from across the country were present at the meeting while the ceremony saw boatbuilders, government officials and more in attendance to celebrate KBA's tenth year of business.

Since the company began operations, KBA has doubled its sales of Yamaha outboard motors, and sales numbers for 2016 are expected to exceed 15,000 units, not only maintaining a dominant Yamaha market share of 75% but also putting Indonesia on course to become the second largest market in the world for outboards after the United States. At the dealer meeting held with the theme of "A Decade of Journey," KBA's achievements over the last ten years were reviewed, and KBA management outlined their commitment to not only increasing the scale of

operations but also further improving aftersales service quality by greater expansion of the service network and more.

At the ceremony held after a celebratory dinner, awards were presented to the top finishers of the first Marine Technician Grand Prix conducted in Indonesia, followed by award presentations for this year's best performers in the dealer sales competition and recognition of outstanding KBA employees.

In this event that spurred on everybody in attendance, KBA, the dealers and YMC renewed their dedication to work as one towards greater achievements in the marine industry in Indonesia.

From Jamil Kobong, KBA



Editor's Note



In this issue, we introduced Marine Technician Grand Prix contests held around the world and handy tips for changing engine oil. What helps us maintain the high level of quality of Yamaha products in the market is thanks to such talented technicians and helpful servicing methods.

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

WAVERUNNER WEBSITE <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>