

## News Release

### Yamaha Motor IM Europe announces its agent's agreement with Stepan for the Austrian market

Yamaha Motor IM Europe and Stepan announce their partnership to best serve their Austrian customers by offering Yamaha state of the art Pick and Place models and solutions.

Yamaha, developing and producing total solutions in the SMT field for almost 35 years, will profit of the strong established Austrian company Stepan GmbH to provide the full range of Yamaha's machines for electric/electronic parts mounting and propose optimum production-line makeup to answer the diversifying current needs of manufacturers. Mr. Stefan Kessler, General Manager of Stepan GmbH is enthusiastic of this agreement and the upcoming positive development to increase Yamaha's marketshare in the region.

"Yamaha and Stepan are embracing this collaboration and look forward to gain further market opportunities and respond to the demand of the customers in Austria. Thanks to Stepan's in depth experience in the industry, Yamaha's high quality, reliable and very flexible machines and the very effective provided services will be available in the area." commented Mr. Ichiro Arimoto, General Manager of Yamaha Motor IM Europe.

#### ABOUT YAMAHA MOTOR IM

Yamaha Motor IM is a subdivision of Yamaha Motor Corporation. Yamaha IM surface mounters are highly acclaimed in the market for their "module concept" that enables them to keep pace with the trend toward smaller and more diverse electric/electronic parts being mounted on circuit boards.

Yamaha Motor IM has created a strong business in the surface mounter industry that enables design and engineering, manufacture, sales and service to be conducted in one comprehensive system. Furthermore, the Company has used its core technologies in the areas of servo-motor control and image recognition technology for vision (camera) systems to develop solder paste printers, printed circuit board inspection machines, flip chip hybrid placers and dispensers. This allows Yamaha Motor IM to offer a full line of machines for electric/electronic parts mounting and

propose optimum production-line makeup to answer the diversifying needs of today's manufacturers.

Yamaha Motor IM has sales and service offices in Japan, China, Southeast Asia, Europe and North America and provide a truly global sales and service network that will safeguard best in class on-site sales & service support for clients.

[www.yamaha-motor-im.eu](http://www.yamaha-motor-im.eu)

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