

NEWS RELEASE

For Release March 3, 2025

Press Contact: George Babka, Sales General Manager
Tel. (619) 301-5802
E-mail: george_babka@yamaha-motor.com

YAMAHA Robotics and YAMAHA Financial Services Expand the Concept of “One Stop Smart Solution” at Danlaw Electronics Assembly and Logistics in Novi, Michigan

Kennesaw, Georgia, U.S.A. – Yamaha Motor Corporation, U.S.A. and Yamaha Motor Finance Corporation, U.S.A. (Yamaha Financial Services) announces the first of many collaborations to provide complete SMT line solutions with in-house financing to its customers.

In a pilot program to expand the “One Stop Smart Solution” concept to provide financial options to its customers, Yamaha’s group of companies have partnered with Danlaw Electronics Assembly and Logistics (DEAL) in Novi, Michigan to present a complete package of machines and leasing options for their first production line in the U.S.A.



From Left to Right: Eugene Sumskas and the DEAL Operations Team with Andy Wittbrodt of Yamaha Robotics

In making the announcement, George Babka of Yamaha Robotics said, “We are very excited about this new partnership with DEAL and Yamaha Financial Services to ease the transition for DEAL in their ongoing efforts to bring manufacturing to the U.S.A.. This continuing trend to create new manufacturing facilities in the U.S.A. is rapidly ramping up. With the addition of financing options for our customers, we aim to ease much of the financial burden for customers looking to make these investments in the future of ‘Made in the USA’ Electronics Manufacturing.”

Eugene Sumskas of DEAL added, “We are excited about our new partnership with Yamaha as we increase our U.S.A. footprint for manufacturing of connected vehicle solutions. Reducing the up front costs to undertake this effort has allowed us to move forward more rapidly with the assurance of a full team from Yamaha to support us now and in the years to come.

Regarding the new partnership with Yamaha Financial Services and Yamaha Robotics, Carrie Kosztowny of Yamaha Financial Services said, “We are excited to announce this expansion of our offerings to include financing for manufacturing equipment, sold and serviced by the Yamaha Robotics Team. This partnership marks the start of a new era of collaboration, paving the way for many successful ventures ahead.

To find out more, please visit www.yamaha-usa-robotics.com or contact George Babka at Yamaha Motor Corporation, U.S.A.: tel. + 619.301.5802; E-mail: george_babka@yamaha-motor.com.

About Danlaw Electronics Assembly and Logistics (DEAL)

At Danlaw Electronics Assembly and Logistics (DEAL), we don’t just build products — we build trust. With over 40 years of experience in IoT, telematics, and automotive electronics, DEAL has established itself as a leader in high-quality design, manufacturing, and logistics solutions. Based in the heart of the Midwest, our U.S.-based facility is home to cutting-edge technology, innovation, and a dedicated team committed to exceeding client expectations.

About Yamaha Robotics

Yamaha Motor Robotics, U.S.A., a division of Yamaha Motor Corporation, USA offers a comprehensive lineup of high-speed, high precision SMT equipment for PCB assembly and electronics manufacturing. This includes SCARA Robots & Linear Conveyor Modules (LCM) for advanced manufacturing. Yamaha is one of the few manufacturers providing a fully integrated SMT solution, covering solder paste printing, SPI, component placement, and pre- and post-reflow AOI. Yamaha’s One Stop Smart Solution leverages M2M communication, smart manufacturing, IoT, AI, and data driven production systems delivering seamless automation and Industry 4.0 readiness.

Yamaha Robotics maintains a global sales and service network across the Americas, Asia/Oceania, Europe, Africa, and Japan, ensuring best-in-class support and a commitment to innovation in manufacturing and automation.

About Yamaha Motor Finance Corporation, U.S.A.

Yamaha Motor Finance Corporation, U.S.A., (Yamaha Financial Services), an affiliate of Yamaha Motor Corporation, U.S.A., offers financing solutions to support Yamaha Dealers and loyal Yamaha Customers nationwide. Yamaha Financial Services provides retail and commercial financing for the diverse line of Yamaha brand motor products based out of Cypress, CA and Marietta, GA.

#####