

CUSTOMER TESTIMONIAL

YANMAR AND SEB INTERNATIONAL

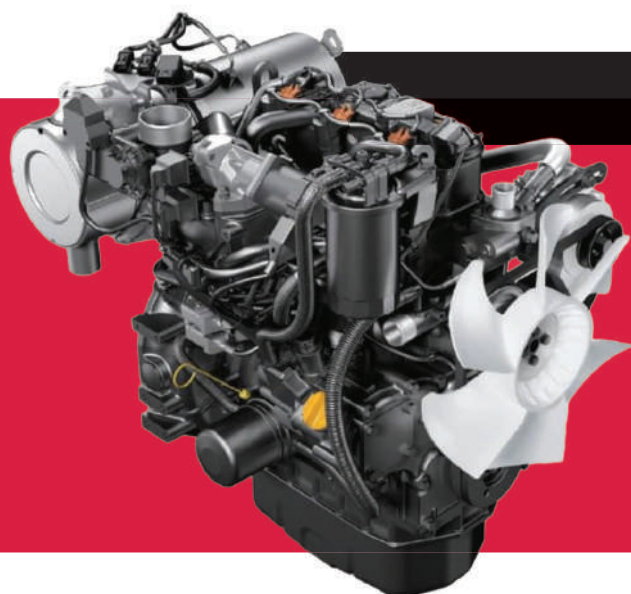
Compact, powerful and low-noise engine solutions for heavy-duty cable recovery

When a major UK telecoms infrastructure provider needed to recover the old cables across residential areas working exclusively at night, under strict weight limits, and with minimal tolerance for noise, SEB International faced a development challenge that left little room for compromise.

SEB International, headquartered in Nottinghamshire, England, has been manufacturing cable-laying, cable-recovery, and handling equipment for more than 50 years. The family-owned company supplies customers across the United Kingdom and exports to markets including Belgium, the Czech Republic, the United States, and the Middle East.

In developing a new generation of heavy-duty cable recovery winches for that project, SEB International required an engine that could meet strict weight constraints, deliver reliable hydraulic power under load, and operate quietly in residential environments. Following evaluation of available options, the company selected Yanmar as its engine supplier, with units supplied through Barrus, Yanmar's authorised UK distributor.





YANMAR 3TNV88C

Model	YANMAR 3TNV88C
Configuration	3-cylinder, water-cooled diesel
Displacement	1.642 L
Rated output	27.5 kW
Emissions compliance	Stage V / EPA Tier 4 Final
Application	Hydraulic transmission, heavy-duty cable recovery winches
Local distributor	Barrus (United Kingdom)

Meeting demanding weight and power requirements

The new winch range is trailer-mounted and subject to a maximum permitted weight of 3,000 kilograms. This constraint placed the engine's power-to-weight ratio at the centre of the selection process.

SEB International selected the **YANMAR 3TNV88C**: a 3-cylinder, water-cooled diesel engine with a displacement of 1.642 litres and a rated output of 27.5 kW. The engine is certified to Stage V and EPA Tier 4 Final emissions standards, reflecting Yanmar's commitment to compliance across global markets.

“THE WEIGHT OF THE ENGINE RELATIVE TO THE POWER OUTPUT WAS A DECISIVE FACTOR.”

Paul Millett, Managing Director of SEB International, explained the rationale behind the choice:

“We considered other diesel engines, but they were physically much larger. The compactness of the Yanmar engine frees up space on the winch that we can use for ancillary equipment, making the units self-contained — something competing models cannot achieve without a dedicated support vehicle.”

Noise reduction in residential operating environments

The new winch range operates exclusively at night, frequently in or adjacent to residential areas. Noise mitigation was therefore a primary design consideration in the redevelopment programme. SEB International developed a new acoustic canopy for the winch, complementing the Yanmar engine's inherently low noise.

The result is a significant reduction in operating noise compared to the previous generation of equipment.

Paul Millett noted:

“When the winches are operating at night, the noise level is minimal — a quiet hum rather than the sound of a conventional diesel engine. The combination of the Yanmar engine and the new canopy has been very effective.”

An established supply relationship

The selection of Yanmar for the new winch range reflects an ongoing supply relationship rather than a first engagement. SEB International has incorporated Yanmar engines into its products for a number of years, and the decision to continue that partnership for the latest development was supported by positive experience with both the product and the support infrastructure.

Barrus, as Yanmar's authorised UK distributor, has provided ongoing supply and technical support throughout the relationship. Paul Millett commented:

“The service and support from both Yanmar and Barrus have been very good. We have been happy with the engines and with the relationship, and that continuity matters when you are developing new products that depend on reliable components.”



YANMAR

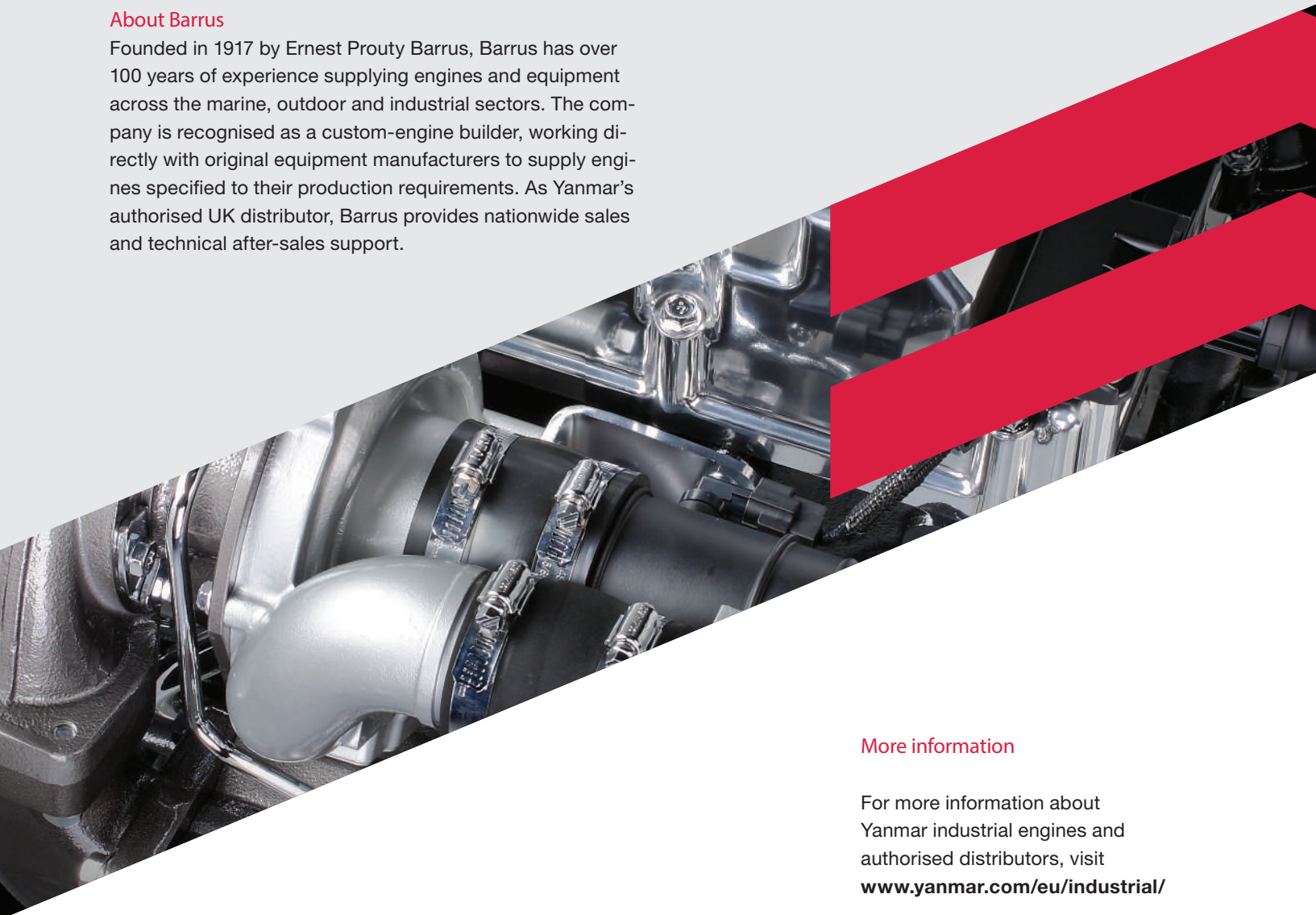
About SEB International

SEB International Ltd has manufactured cable laying and handling equipment for over 50 years, developing one of the largest ranges of cabling equipment available worldwide.

The company specialises in producing reliable, fit-for-purpose equipment designed to deliver a cost-effective cable-laying solution over the long term.

About Barrus

Founded in 1917 by Ernest Prouty Barrus, Barrus has over 100 years of experience supplying engines and equipment across the marine, outdoor and industrial sectors. The company is recognised as a custom-engine builder, working directly with original equipment manufacturers to supply engines specified to their production requirements. As Yanmar's authorised UK distributor, Barrus provides nationwide sales and technical after-sales support.



More information

For more information about Yanmar industrial engines and authorised distributors, visit www.yanmar.com/eu/industrial/

For UK sales and support, contact Barrus at www.barrus.co.uk

