



Three decades of success in Northern Italy

In 2023 Italian company Canziani Paolo celebrates 30 years of collaboration with Yanmar Compact Equipment. The company is one of the brand's oldest European dealers and remains active in the sale and rental of the entire Yanmar range across northern Italy

The company Canziani Paolo is based in Saronno, in Lombardia, in northern Italy, and operates in the sale of earthmoving, construction and road machinery. The year of its foundation, 1993, saw the beginning of a 30-year collaboration with Yanmar Compact Equipment (CE). It began by distributing articulated wheel loaders, tracked carriers and mini-excavators. Later – from 1998 – it included in its offer the entire line of mini-excavators. Today Canziani Paolo offers the market a sales and rental service of new and used machines and is a reference point for Yanmar in its vast network of dealers in Italy.

"Thanks to the extensive breadth of the Yanmar range," explains company administrator, Paolo Canziani, "We have

consolidated relations with customers operating in the industrial and floriculture sectors. We then expanded our portfolio to operators in the road and construction sectors. Today our territory covers - in whole or in part - the provinces of Milano, Varese, Como, Lecco, Novara, Verbania, Vercelli, Lodi, Cremona and Pavia, and the important area of Lombardia and Piemonte. The initial goal, 30 years ago, was to explain to Italian customers that Yanmar CE was not just a manufacturer of industrial and marine engines, but that the Japanese company could also be an influential player in the construction sector as well, which is what it has since become".

Today Yanmar CE machines are a combination of technology and reliability, widely recognised by operators all over the world. "The technological content, together with the extreme reliability of the machines, represents an important strength of Yanmar solutions and are well received by operators in the sector," confirms Paolo Canziani. "Added to this there is the ease of resale of the machines. So whoever buys the Yanmar brand knows that have many business opportunities also in the 'second-hand' sector, thanks to the fact that these machines are guaranteed to be fully operational over a long lifetime. This includes the entire Yanmar range: from mini-excavators from 1 to 5 tons to midi-excavators from 8 to 11.5 tons, from wheeled excavators from 7.5 to 11.5 tons to wheeled loaders from 5 to 7 tons, to tracked carriers from 0.5 to 6 tons."

Currently the market in which Canziani Paolo operates offers many opportunities, in particular the water and gas maintenance sector. Here the company's mini-excavators - Yanmar's 'top' line – and the range of wheeled excavators are in high demand. Paolo Canziani adds: "We are talking about very compact and versatile machines, able to operate in construction sites in urban or rural environments or in works of landscaping maintenance. With the Yanmar-supported Certified Pre-Owned program we are also able to meet all the expectations of quality, safety and reliability demanded from customers looking to purchase a used machine. Thanks to a competitive price this choice makes sense from a financial point of view: the lower costs are accompanied by traceable maintenance, original spare parts and warranty programs."