



# GYS Make Big Changes to UK Bodyshop Proposition for Welding

GYS, the largest provider of Welding equipment to Bodyshops across Europe, the French manufacturer has changed its distribution strategy from previously an exclusive arrangement with Stanners Equipment to working with a wider range of distributors with technical support provided directly by GYS.

This enables Bodyshops to work with perhaps their existing everyday suppliers (typically their paint or parts supplier) for a wider range of services with the added advantage of technical support direct from GYS, the manufacturer.

Neil Pulsford (UK Commercial Director) commented 'Our decision to take direct control of the distribution of our range brings us in line with how we operate in Germany and France. Our early impressions are that this has been very well received by the market, Bodyshops are pleased to be able to have direct contact with the equipment manufacturer and by working with their existing suppliers costs to the Bodyshop appear to more competitive.

GYS has been present with its own subsidiary in the UK (Warwick) since 2008 and now has a team with a team of 17 people including Technical Sales Engineers in the field to provide support to Bodyshops.





## New for 2014

New in the range for 2014 is the Energy Dynamic Control technology now fitted across the range of C Arm Spot Welders. EDC - allows the fully automatic operation of the Spot Welders with no operator input as to the parameters required. This saves time and reduces the risk of errors.

This technology is now fitted to the 2014 model range which are now available for demonstration.

## 2014 Promotion

GYS have also launched a promotion featuring 'bundle' deals on many of the major product offering additional value, this 16 page document is available through distributors.

The 60 page GYS Car Body Equipment catalogue contains the widest range of equipment covering Spot Welding, Dent Pulling and MIG Welding / Brazing equipment as well as a myriad of smaller bodyshop tools

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## Car Body Welding System

Catalogue Carrosserie • Karosserie-Schweißtechnik Katalog  
Catálogo de Soldadura para Carrocería

2014

[www.gys.fr](http://www.gys.fr)

SPOTTER • DENT PULLER • MIG • PLASMA • HANDTOOLS • ACCESSORIES

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**GYS**