

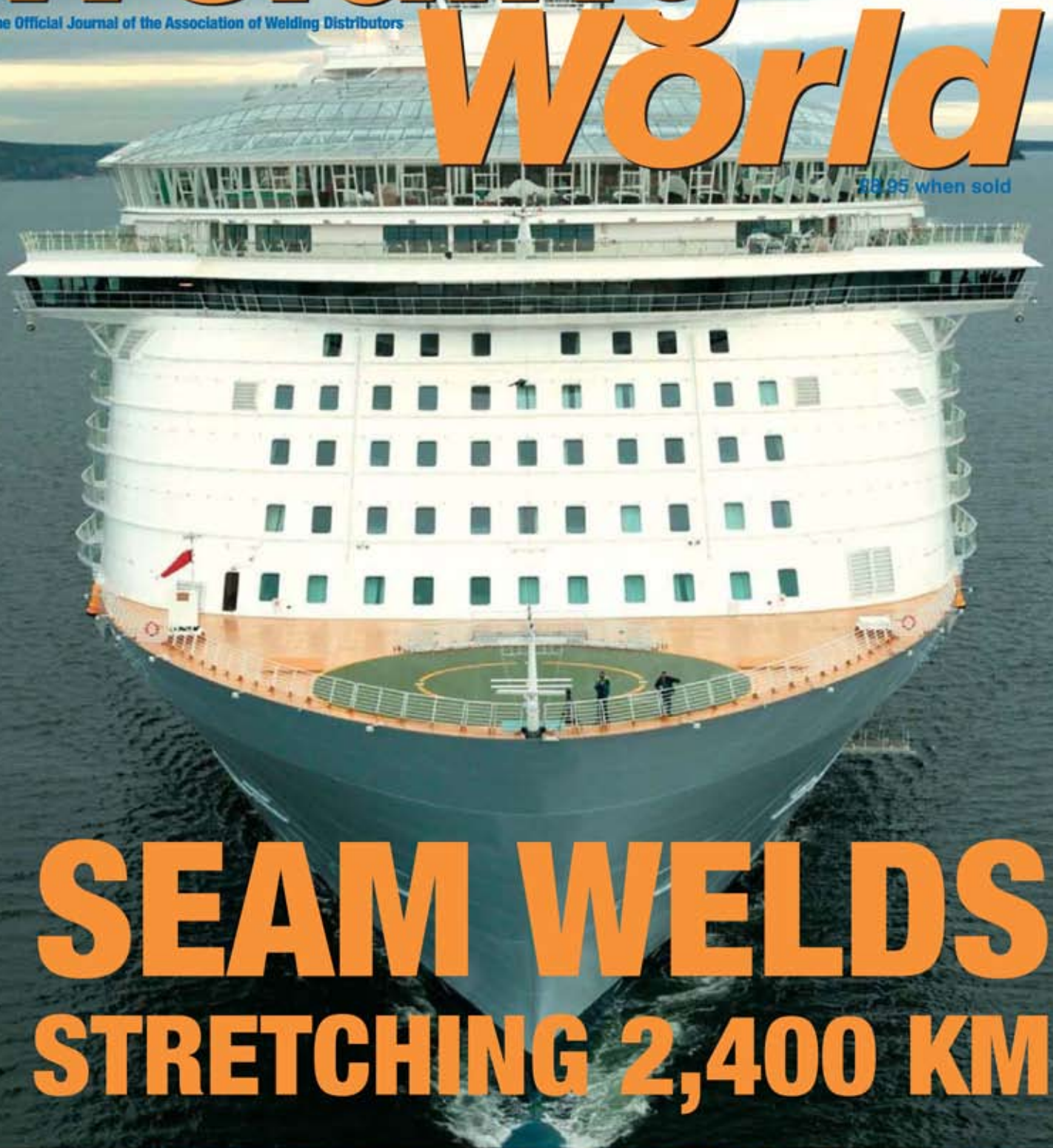
Issue 4/2010 Spring

Welding World

The Official Journal of the Association of Welding Distributors



£8.95 when sold



SEAM WELDS STRETCHING 2,400 KM

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AWD

M A T T E R



21 October 2008

Mr David Callaghan
The Welding Institute
81 Colindale Avenue
London NW9 1EQ
Tel: 020 885 5700
Fax: 020 885 5701
www.welding.org.uk

Dear David,
I am pleased to hear of the success of your recent visit to the Association and the support you have provided in the form of a grant to fund the Bowel Cancer Campaign.

Your donation will help us to fund research into the causes of bowel cancer and also help us to provide support for people affected by the disease. We are grateful for your support and will ensure that your contribution is put to good use.

We have made arrangements to ensure that your support is put to good use and will ensure that your contribution is put to good use. We are grateful for your support and will ensure that your contribution is put to good use.

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DID YOU KNOW?

1.5 MILLION WORKING DAYS AND
£145 MILLION ARE LOST TO BOWEL
CANCER EACH YEAR?

PLEASE DON'T LET YOUR EMPLOYEES
BECOME ANOTHER STATISTIC

WAYS YOUR COMPANY CAN GET INVOLVED WITH BEATING BOWEL CANCER

Wherever you work, your organisation may be able to provide invaluable help and support in the fight against bowel cancer.

As well as arranging a Health in the Workplace presentation to employees, there are other ways that your company or workplace can help to raise awareness of bowel cancer and support our work.

- Adopt Beating Bowel Cancer as your Charity of the Year
- Team building events - we can work with you to engage your employees in our charity events, talks, runs, etc. or create a bespoke fundraising event for your company
- Incorporate a Give As You Earn (GAYE) scheme via payroll
- Support one of our many projects or campaigns through a charitable donation

Visit our website for more information - www.beatingbowelcancer.org

NEW WAREHOUSE FOR SIA ABRASIVES (GB)



The Company's brand new spacious warehouse in Halifax, West Yorkshire stocks over 1,000 product lines of coated, non-woven and foam abrasive products. It has increased the limit of what they can stock at any one time!

sia Abrasives has also introduced sidprint™ to enable customers to order any belt from the Belt Price List with delivery within 5 working days. This fast response service works in support of our FREE Belt Calculator software program, which enables the immediate calculation of any belt price.

The sia Group, headquartered in Frauenfeld, Switzerland, ranks among the world's top three suppliers of coated abrasives. sia Abrasives develops, manufactures and markets complete abrasive systems tailored to specific requirements and applications for surface preparation and finishing of all kinds. sia Abrasives employs approximately 1,250 people worldwide and is represented with partners in over 80 countries. www.sia-abrasives.com

RECENT APPOINTMENTS



Fein Industrial Power Tools UK Ltd has appointed Chris Bull as Managing Director. He replaces Tony Merritt who has retired after 43 years in the power tool industry.

GYS Ltd, Warwick has announced the following appointments as part of their development of the UK market.

Cedric Ougergouz, **UK Sales Manager**
Phil Styles, **Area Sales Manager, Midlands**
John Hill, **After Sales Engineer**
David Deventer, **Business Development**
Anthony Pierre, **Sales Office Manager**
Fay Staton, **Sales Administrator**
Anthony Deronzier, **Warehouse Office Assistant**

NEW MEMBERS

The AWD welcomes the following new members to the Association

Code A Weld Holdings Ltd, Redstock
Mr Clive Stoccombe Tel: 01761 410410
Stark Thermal Equipment Ltd, Southport
Mr Nigel Blackley Tel: 01704 215600
Coverline Ltd, Aldershot
Mr R Archer Tel: 01252 517766
Derek Ferguson Consultancy, Stockton on Tees
Derek Ferguson Tel: 07872 064716

THE AWD NATIONAL COUNCIL CONTACTS

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Mr Adrian Hawkins
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Mr Mike Hill
Director, AWD
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REGIONAL CHAIRS

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Air Products plc. Email: tranterp@airproducts.com
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Midlands: Mr Stephen Heymes
BOC. Email: stephen.heymes@bo.com
Midlands - Vice Chair: Mr Lee Denton
Flextraction Ltd. Email: lee@flextraction.co.uk
South West: Mr Albert Lamour
Parkline Industrial Supplies Ltd. Email: albert@pih.co.uk

PRODUCT REVIEWS

GYS LTD

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E: n.pulsford@gys.fr

W: www.gys.fr



GYSMI 146 DV



GYSMI 196 FV

NEW DUAL VOLTAGE AND FLEXIBLE VOLTAGE MMA/TIG WELDING MACHINES



The Gysmi 146 DV is a dual voltage 140A MMA and TIG inverter based welding machine, which automatically selects between 110V and 230V power supply, whilst the Gysmi 196 FV is a flexible voltage 160A MMA and 190A TIG welding machine with advanced PFC (Power Factor Correction) enabling it to operate automatically on any voltage between 110V to 230V. High duty cycle enables the Gysmi 146 DV to be used with 1.6mm to 3.2mm diameter basic electrodes including stainless steel, cast iron and mild steel electrodes, whilst the Gysmi 196 FV can be used with either rutile or basic 1.6mm - 4.0mm diameter electrodes including mild steel, stainless steel and cast iron electrodes.

KEMWELD LTD

For details contact Mike Parley

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W: www.kemweld.com



SUPERSHIELD™ TIG WELD PROTECTOR - AN ULTRA LONG WELDING SOLUTION FOR WELDING WELDING

SuperShield™ TIG200 is a 100, 150, 200 and 250 amp and water cooled welding system for stainless steel, heating and neutral gases (MIG/MAG) welding, allowing the user to transport heavy wire feed coils and cable coils to the fabrication. Designed for a variety of applications including ship and offshore fabrication yards, chemical process and boiler manufacturing industries, automotive manufacturing and general process fabrication. It provides a rich blend of heat delivery wire feed system, feeding a wide range of filler wires including ferrous, stainless and aluminium wires. SuperShield™ incorporates Kemweld's 'E' Shielding™ wire drive system and Kemweld patented 'E' Valve flow technology, which reduces spatter flow and the force required to push the wire through the heat length.

TECHNICAL ARC

For details contact Richard Spurr

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E: richard@technicalarc.co.uk

W: www.technicalarc.co.uk



SINGLE PHASE MIG WELDER

The new 201000 220 V is designed to allow heavy duty high quality MIG welding on a single phase supply. The 201000 220 V has been carefully developed to give excellent arc characteristics on a wide range of materials with performance normally associated with large 3 phase models. This robust British made product is suitable for many different industries from general fabrication workshops to maintenance applications & agricultural welding. Energy efficiency is expert & has a standby power of just 25 watts. This model is part of a range of MIG welding machines which will expand to include MMA, TIG, PLASMA arc later in the year.

THE SPA GROUP

For details contact Bryan Whitlatch

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E: bryan.whitlatch@spa-group.net

W: www.spa-uk



LIGHTWEIGHT SINGLE PHASE INVERTER

Spa's 140 is a new lightweight single phase inverter for use in MMA & TIG welding. Its innovative design and use of cutting edge materials and components have combined to reduce the overall weight to 10kg. The machine is controlled by a 32 bit microprocessor that gives precise control over all the vital parameters. Thanks to the Spa's state of the art power control and protection system it is extremely safe to use in a domestic environment. It is quite capable of handling from a 500w generator and can also be used with ordinary mains cables or welding leads thanks to its large contacts.

EXTRACTOR LTD

For details contact Lee Suttan

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E: lee@extractor.co.uk

W: www.extractor.co.uk



SELF SUPPORTING INFEEED POSITIONING DEVICES (SPD)

The Extractor SPD, Extended SPD, Mini SPD and Extended SPD all incorporate new mounting brackets, feeds and hoses for the capture and extraction of industrial fumes and fumes including hazardous and corrosive fumes at the point of source. These SPDs have been designed to be used in a multitude of industrial applications, including surface grinding, welding and all manufacturing applications, where dust and fumes are created. They meet HSE requirements for the correct positioning and design of all fume capturing and processing of a wide range of fumes in different sizes, weights and designs. Without any internal obstructions, there is no wear, corrosion, flow restrictions or cables built up within the hoses.

ONE ADVANCE LTD

For details contact Andy Jagger

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W: www.one-advances.com



CARBIDE CUTTING DISC FOR STAINLESS STEEL

4071 carbide is an aggressive ceramic abrasive disc for heavy duty grinding on stainless steel. One-Advances offers a versatile and high performance range of products specifically developed for manufacturing. Within this industry, stainless steel (SS) is becoming ever more popular. To satisfy this demand, we created a new ceramic product family - 4071 carbide. This high performance disc removes more material in less time, protects the work piece from heat distortion, offers a longer product life and low grinding costs. 4071 carbide features a special long lasting ceramic grit and its active surface guarantees a cool cutting process.

THE AWD INTERVIEW WITH...

BRUNO BOUYGUES

THE CEO OF GYS, ONE OF FRANCE'S LEADING INVERTER WELDING EQUIPMENT, CAR BODY SPOT WELDING EQUIPMENT AND BATTERY CHARGER MANUFACTURERS



I UNDERSTAND GYS WAS STARTED BACK IN THE 1960'S MANUFACTURING AUTO TRANSFORMERS. HOW DID THE TRANSFORMATION TO BUILDING WELDING EQUIPMENT COME ABOUT?

GYS started in 1964 but my father acquired it in 1997. From 1964 to 1997, the company was mainly held by the founder family (the Stephany family - the 'S' in GYS) and slowly moved its business model from the manufacturing of auto-transformers to arc welding machines and battery chargers. At the time of the acquisition in 1997, welding machines were still made of traditional technologies, which mainly meant winding copper transformers. Soon after, the industry witnessed a technological change with the arrival of high frequency electronics in power conversion. In short, the business changed to manufacturing electronic cards. To highlight the significance of the change, it is a bit similar to the evolution from typewriter to computers. To survive, we had to adapt and we used these technological changes to invest in modern production capability. In 1997, we were manufacturing less than 8 000 traditional machines. In 2009, we manufactured more than 180 000 inverter welding machines.

CAN YOU TELL ME ABOUT GYS? WHEN DID YOUR FAMILY ACQUIRE IT?

My father acquired GYS twelve years ago, in 1997. At the time, the company employed 40 people in an old-fashioned factory and there had been no significant commitment to R&D for years. Today the company employs about 400 people in four countries and we manufactured over a quarter of a million machines in 2009. At the time of the acquisition, in 1997, my father took a very methodical approach to rebuilding the fundamentals of the company. At first, GYS focused on developing a new range of electrode welding machines, then moved on to battery chargers and automotive body shop equipment. Now that GYS is a strong contender in each of these areas it has turned the full focus of its R&D on becoming a full range Tier 1 supplier of industrial welding equipment within the next three years.

WHAT IS THE IMPACT OF BEING A FAMILY BUSINESS IN THE WELDING INDUSTRY?

As a family business, GYS has never really had a short-term approach - what mattered was the excitement of growing the company. Finding new ways to do things, developing products and providing people with challenges, being innovative in our products, manufacturing processes and marketing - these are the things that really have mattered to us. I strongly believe that these long term values associated with a taste for new challenges is the cement of our relationship with our dealers.

Also, many product improvements are a direct result of these relationships with our distributors around the world. With thirty people in R&D and over 12 persons in production engineering and quality management, GYS can quickly mobilise a team to put its ideas into action. If we want to change a small detail in a product we can pretty much do it the next day. Without our customers, we couldn't have evolved from where we were 12 years ago to where we are today.



CAN YOU TELL ME ABOUT YOUR CAREER PATH TO THE WELDING INDUSTRY? HOW DO YOU SEE YOUR ROLE AS CEO OF GYS?

I have graduated as an engineer from MIT (USA) and from INSEAD with a MBA. Prior to join the GYS group, I worked in finance and management consulting. After a couple of discussions with my father, I decided to join GYS about 6 years ago and I did a rather intensive program to learn most aspects of the industry and the business. In particular, I first spent a lot of time in the export department to visit international clients and to understand each unique market specifics. I then spent a lot of time and energy building the international subsidiaries. Today, I of course need to participate in the daily general management of the group, but I try as much as possible to spend a maximum of time in the factories and within the R&D teams. It is clear that in today's extremely competitive environment, the GYS general management needs to be both extremely hands-on and needs to participate in a lot of decisions to ensure the group coherency.



YOU ENTERED THE UK MARKET DURING A PERIOD OF RECESSION. WAS THIS NOT A RISKY STRATEGY?

We started GYS Ltd in Warwick at the end of 2008. In my opinion, it is not such a bad time to start a company during a recession, and it was very much the right time for us. You have to remember that GYS is a very different company to even 3 or 4 years ago. When GYS decides to open a subsidiary, it always takes a long term perspective. In the case of GYS Ltd, the GYS Group signed up to an 8 year business plan, and during that time GYS will change and grow even more. We have today finished the first initial 18-months period and I am very satisfied of what has been done. Good foundations are there, and we are now recruiting at all level (salesmen, sales manager, welding technicians, and marketing) to bring the company to the next phase.

ARE YOU A SUPPORTER OF THE DISTRIBUTION ROUTE TO THE END USER? WHAT ARE YOUR DISTRIBUTION AIMS FOR THE UK AND HOW WILL THEY DEVELOP?

GYS never sells products to an end-user. We will be working closely with welding equipment distributors in the UK to market our industrial welding products. For battery chargers and car body spot welders we will be working with automotive equipment distributors, whilst for some of our smaller welding products, we will be also look to agricultural equipment distributors. We are currently developing a training centre at our factory in France and all our distributors will be invited to visit this centre for training, if they wish to do so.



WHAT PLANS DO YOU HAVE TO FURTHER DEVELOP YOUR ARC WELDING PRODUCT RANGE?

In recent years, GYS R&D has concentrated on the development of our car body spot welding equipment. We are now one of the world leaders in this field and we would like to focus more our R&D effort on industrial arc welding equipment. I think that our distributors will soon be surprised with the launch of new and very innovative products during 2010.

ONE LAST QUESTION: AS WE ENTER 2010 HOW DO YOU SEE THE FUTURE FOR UK MANUFACTURING? DO YOU THINK FUTURE GROWTH WILL BE RELATIVELY SLOW?

I think that, like in France, general investment in capital goods including welding equipment will be relatively flat. Companies will be careful as they have to rebuild both their cash level and their equity. In my mind, I believe the market will be relatively low for another 3 years. In this environment, I believe that quality of service, quality of products and a complete trust on long term strategy will differentiate suppliers. Thank you very much.

THE MASTER 200 FV

- HIGH PERFORMANCE -
MMA/TIG WELDING MACHINE

EQUIPPED WITH:



Flexible Voltage

OPERATES AT ANY VOLTAGE IN THE RANGE OF 85V-265V



Power Factor Correction

OPTIMISES WELDING ON EXTENSION CABLES

- ▶ 200A MMA / 200A TIG
- ▶ Inverter technology
- ▶ Microprocessor controlled
- ▶ Touch button controls and digital display panel
- ▶ 35/50mm DINZE connectors
- ▶ Lift TIG & Automatic Downslope
- ▶ ADJUSTABLE HOTSTART & ARC FORCE • ANTI STICKING

MASTER 200 FV PERFORMANCE

230V

Genuine capability to weld 4mm electrodes on a 13Amp Plug

110V

Welds 3.2mm electrodes on long extension cables without power drop



Power Factor Correction



Flexible Voltage



Specification Tunnel



400V Tested In Production



Secondary Regulation



Protected & Compliant



Power Factor Corrector



Flexible Voltage

110V

230V

85V

265V

GYS Ltd. - Your distribution partner

Founded in Laval, France in 1964
360 employees - 39 in Research & Development
ISO 9001:2000, TUV, and Thatcham certification
Export to 90 countries
260,000 machines manufactured in 2008



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