

Cameron Head visit to GYS, France

R A Johnstone's Cameron Head visited the GYS HQ in France after his visit to Automechanika recently and filed this report.

To confirm the partnership between RA Johnstone and GYS, Cameron Head from RA Johnstone & Co Ltd recently visited the GYS factory in France which is located in Laval between Le Mans and Rennes.

R A Johnstone has been representing GYS in New Zealand now for over five years with some great success. Both GYS and RA Johnstone share something in common as both are family-run companies with proud histories, with GYS being formed in 1964 and RA Johnstone in 1947.

"The GYS factory certainly was an eye opener being 16,700sqm and employing 350 people. Land next to the factory has also recently been purchased with plans to expand production. The technology in the factory and attention to detail made it clear to see why vehicle manufacturers such as Mercedes-Benz, Toyota, Nissan, Peugeot, Citroen, Volvo and Ford give GYS equipment the stamp of approval. The GYS Inverter welder also has the approval from Thatcham's rigorous TQA awarding body.

"The lasting impression from the visit was the integration of the production under one roof and the manufacturing of as much in-house as possible. This includes everything from the design, the transformers, sheet metal cutting and painting, the wiring to the electronic circuit boards. This gives GYS total control over its quality and the ability to be flexible to the requirements of different markets. Importantly GYS is a European manufacturing success story because by producing as much in-house as possible it gives GYS the ability to be very competitive on price.

"A tour of the Research and Development Department was very interesting with some wonderful new products on their way. GYS has 30 people in R & D with eight in production engineering and four in quality management.

"What was constantly being re-enforced through the tour of the factory was the mantra 'Quality is everything'. For example every single circuit board is tested twice during manufacture and once again when it has been assembled in the machine. A comment that stood out was 'We want to be more German than the Germans in the way we organise our production. Quality is critical to us as we believe it is the basis for



long lasting relationships'."

Cameron also had training at the GYS Academy and what he found interesting was that panel beaters from all over the world share the same concerns when it comes to purchasing inverter welders.

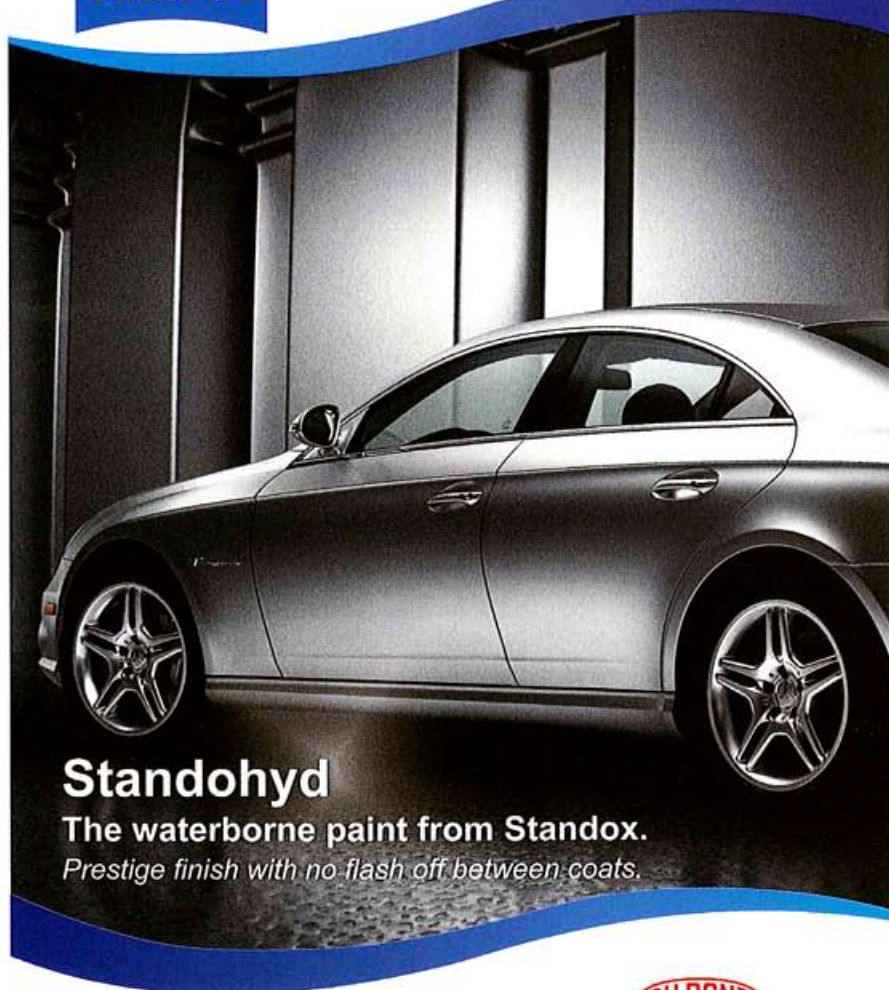
"Panel beaters want to be confident that the equipment they purchase is capable



of safely re-instating a vehicle to its pre-accident safety rating and at the same time to be able to satisfy their current and eventual needs," he said.

"Recently a group of four Auckland panel beaters banded together to evaluate different inverter welders and to bounce ideas off each other. After evaluating the inverter welders on offer and trialling them they were unanimous in choosing the GYS Inverter Welder. RA Johnstone's are very proud to be representing GYS in New Zealand and this feedback from customers is what makes it all worthwhile." **NZCA**

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