

1. Posted: 03/9/19 at 12:10

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Symach - names Stephen Healer (ex Nitrotherm Spray) as new UK Sales Manager ahead of opening UK subsidiary within next year

As reported by ABP Club on Saturday, Symach has appointed Stephen Healer as UK Sales Manager, [here's the official press release from Symach](#), which includes further details of the the bodyshop supplier's plans to open a Symach UK subsidiary within next year.

The new UK office will reinforce commercial structure in UK to give effective on-site support to its customers and provide timely responses to their needs.

Prior to joining Symach, Stephen worked at Nitrotherm Spray as National Sales Manager, UK. In that role, Stephen was involved in the coatings industry and built relationships with those in automotive manufacturing, tier 1 suppliers and the refinish sector.



Oswaldo Bergaglio, Symach's CEO, said:

"With Stephen's extensive experience in the coatings industry, he will be instrumental in helping Symach showcase its complete body shop solution. He will work closely with body shops across the UK to demonstrate how they can shift from using the conventional repair process to Symach's unique FixLine process, which drastically reduces the cost of repairs."

More than 25 years ago, Stephen joined the industry in a "temporary role" as a van sales representative for a regional coatings distributor. He said:

"I quickly developed a passion for the refinish industry and greatly value the relationships I have formed over the years. I'm excited to join Symach's international team and help collision repair facilities across the UK learn more about Symach's unique approach repairing vehicles based on the FixLine process."

In a constantly developing UK market, Stephen said it's important for shops to invest in innovative technologies, which will help their businesses achieve new growth targets.

"Over the last decade, the accident repair industry in the UK has declined by around 20 percent to just over 3,000 body shops, leading to a shortage in repair capacity," said Stephen. "We also see a shortage in skilled staff, specifically painters, contributing to increased staffing costs."

Stephen said this will lead to an increase in overall repair costs.

"As repair volumes decrease and costs increase, this is applying pressure on body shops to reduce their costs and increase productivity."

Stephen said the Symach process was developed for shops with the vision and drive to achieve continual growth in a changing market. He foresees dealership bodyshops; independent repair groups and insurer shops continue to expand.

"I look forward to building new relationships with these groups and demonstrating how Symach equipment and technology is perfectly aligned to help them be successful now and, in the future," said Stephen.