

Equipment Gateway Products Work Miracles for NY Three-Shop MSO

EQUIPMENT
GATEWAY

by Autobody News Staff

Precision Auto Works in Long Island City consists of three facilities: *LIC Auto Repair and Maintenance Shop*, *LIC Collision Body Shop*, and *Certified Collision of LI*.

The three shops are stocked with the industry's best equipment, including a variety of high-quality frame machines, welders, spray booths and more. The most beneficial of all are Equipment Gateway's Miracle Steel System, Miracle Aluminum System, Miracle Glue System, Airopower System and welding blankets.

According to **Eric Ross**, general manager at Precision Auto Works, "Since 2014, we have invested in every product Equipment Gateway offers because their equipment affords us the ability to repair vehicles quickly, accurately and with little effect on corrosion barriers. The biggest benefit of using these products has been the competitive edge it gives us in our market. The capabilities of the equipment opened up more opportunity to repair damaged panels rather than replacing them."

Equipment Gateway's products are easy to learn and implement on a day-to-day basis.

"It was not difficult at all to get started using the Miracle System or any of their other equipment. The machines are all self-contained, well-organized and extremely user-friendly," Ross said. "For each new product we've purchased, Equipment Gateway provides training to educate us on set-up, use and maintenance. This practical information has been more than sufficient to help us understand the products. In a relatively short period of just a couple weeks, our entire staff was able to acquire a high level of comfort and proficiency with the equipment, so it's been very easy to implement this into our normal business practices."

Equipment Gateway boasts an impressively quick return on investment for its products, particularly the Miracle System—a claim that Ross confirmed to be true.

"We use this machine every single day, and it has saved us a tremendous amount of time. Time obviously translates to money, and while it's hard to say exactly how quick we saw the ROI, I'd say it only took around six months," he said.



Precision Auto Works is a three-shop MSO in Long Island City, NY, that relies on the Miracle System and other products from Equipment Gateway to deliver high-quality repairs.

The Miracle Steel System is the original panel repair system designed for dent repair. Equipment Gateway's website states that other dent repair systems are merely imitations that strive unsuccessfully to live up to the authentic version. The Miracle Aluminum System takes aluminum repair to a new level by using lift arch technology to create a one-step aluminum MIG weld to attach slotted keys to the aluminum panel. Miracle Glue allows technicians to make pre-pulls to reduce damage without damaging the paint, and the Airopower System is an incredibly versatile tool capable of 5.25 tons of push and pull.

"All of Equipment Gateway's products are extremely versatile, without a doubt," Ross shared. "All of the tooling, especially the Airopower System, can be used alongside other tools and benches, or they can be utilized as standalone systems. It can be used alongside a diverse set of straightening frames, or we can set it up outside a working bay area as a standalone."

"Everyone in the shop who uses any of the Miracle System products loves the machines and their versatility. Our frame and body technicians use it the most in our shops, and one of our body repair technicians told me, 'The Miracle System has allowed me to work faster and more accurately on a consistent basis.' It's far better than other products that we have used in the past for a number of reasons. Each of these products has helped us improve productivity and efficiency by cutting access time down to a minimum, shortening the prep time needed before moving on

to body filler, and minimizing the heat affect zone to protective corrosion barriers."

Precision Auto Works was founded in 1996 by **George Anastopoulos** and **Michael Giannakos**, who first opened a mechanical repair and maintenance shop before expanding into collision repair in their subsequent locations. The company is now composed of three locations, encompassing 25,000 square feet and employing 28 automotive industry professionals who repair an average of 250 to 275 vehicles each month for New York's motoring public.

Ross attributes the shop's continued success to its motto: "Customer appreciation and satisfaction above all else." We recognize the importance of repairing beyond expectations in order to ensure customer retention and referral. Customer service is an imperative part of any company, and that's another reason why we enjoy doing business with Equipment Gateway. Whenever we have needed to contact their customer service department for any inquiry, we've received excellent assistance. Everyone has been a pleasure to deal with and very helpful."

Precision Auto Works also believes in quality over quantity. In addition to being an I-CAR Gold-certified facility, the shop has received BMW Factory Training and is certified through Tesla, Ford F-150 Aluminum, Cadillac CT6, Volkswagen, Infiniti, Nissan, Chrysler and Honda. Ross vehemently believes in "adherence to OEM-recommended practices and procedures by factory-trained technicians."

Precision Auto Works

Location: Long Island City, NY

(718) 786-2923

www.precisionautonewyork.com

Company At A Glance...

Type: MSO

Facility Employees: 28

In Business Since: 1996

Number of Locations: Three

DRP Programs: One

Combined Production Space:

25,000 square feet



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Equipment Gateway

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