

Now an Authorized FANUC Distributor



**AUTOMATION
& FACTORY
SOLUTIONS**



About FANUC America Corporation

FANUC America Corporation is a subsidiary of FANUC CORPORATION in Japan, and provides industry-leading CNC systems, robotics, and factory automation solutions. FANUC's innovative products and services help manufacturers maximize productivity, reliability, and profitability.

FANUC

**ROBOT
DISTRIBUTOR**

First Authorized Midwest Distributor

FANUC America's CRX Collaborative Robots

This new relationship with FANUC America enables GCG to focus on the CRX cobot series—which are known for their ease of use, reliability and safety—from initial purchase, system integration and hardware add-ons to ongoing support and optimization throughout the entire ownership experience.



"We are proud to join FANUC America in this first-of-its-kind CRX-focused distributor relationship in the Midwest."

**-Michael Mahfet,
President of GCG AFS**

What GCG Will Deliver

- ✓ **Assessments**
Health assessments and optimization for CRX cobot assets
- ✓ **Support**
Comprehensive support for the entire CRX system ecosystem
- ✓ **Scalability**
Offerings ranging from hardware add-ons to turnkey systems

Who is GCG Automation & Factory Solutions?

GCG is a national automation distributor representing leading technology providers such as Siemens, Banner, Turck, 80/20, and Festo. With years of proven success in selling, supporting, and integrating robotic technologies—particularly collaborative robots—GCG has built a reputation as a trusted automation partner. As FANUC's first Authorized Robot Distributor, GCG meets all the requirements and is an excellent choice to support your next CRX collaborative robot project.

What is an Authorized FANUC Robot Distributor?

An Authorized FANUC Robot Distributor is a partner authorized to market, sell, and support FANUC collaborative robots (CRX) across North America. While they also have access to FANUC LR Mate and SCARA robots, their primary focus is on delivering the CRX line of collaborative robots and ensuring customers receive expert guidance, service, and support.

Why was this new FANUC sales channel created?

FANUC's world-class Authorized System Integrators (ASIs) have long been critical to the growth and success of its industrial robot lineup. Recognizing the unique needs of small and medium-sized manufacturers, FANUC established a new sales and support channel dedicated to the CRX line of collaborative robots. This channel ensures that CRX customers—whose projects and applications are often smaller in scale than large industrial enterprises—receive the same high level of expertise, service, and support that FANUC's industrial customers have come to expect.

What qualifications and characteristics does FANUC require to be Authorized Robot Distributor?

To ensure the highest level of support for CRX collaborative robot customers, FANUC requires distributors to demonstrate the following qualifications and characteristics:

- **Collaborative Robot Expertise** – Proven focus, success, and hands-on experience with collaborative robot technologies and applications.
- **Comprehensive Automation Offering** – A robust line card of automation products (e.g. PLC, grippers, vision, sensors, HMI, bases, material handling) that complement and enhance collaborative robot deployments.
- **Value-Add & Integration Capabilities** – Demonstrated ability to deliver application support, engineering expertise, and system integration services that create complete customer solutions. Value-added services may include risk assessments, programming, layouts, and end-of-arm tooling design.
- **Regional Scale & Resources** – A strong regional presence with multiple sales people, supported by deep organizational resources to ensure consistent local coverage, service, and customer success.

Can I purchase a CRX without any value add or integration services from an Authorized Robot Distributor?

Yes. A FANUC Authorized Robot Distributor is a reliable source to purchase a CRX, even without additional value-added or integration services. They will provide the necessary pre-sales support to ensure you select the right collaborative robot for your application, and can respond, consult, and quote services as needed later on.

Can I still purchase a CRX through my existing FANUC sales channels?

Yes. Customers will continue to have the option to purchase a CRX directly from FANUC or through an existing Authorized System Integrator (ASI). A Distributor offers a focused support team geared toward collaborative applications, with industry relationships allowing access to the best standard solutions and peripheral equipment in a one-stop shop.

Will it be more expensive to purchase a CRX from an Authorized Robot Distributor than directly from an existing ASI?

No. Our Authorized Robot Distributors have access to the same pricing levels as our ASIs or if purchased directly from FANUC.

If I work with an Authorized Robot Distributor, will I still be supported by my local FANUC District Account Manager?

Yes. Your locale FANUC District Manager will partner closely with our Authorized Robot Distributors in support of your projects.

Will I lose any warranty if I purchase a FANUC CRX through an Authorized Robot Distributor?

No. All FANUC warranties will remain in effect when purchased through an Authorized Robot Distributor.

Can Authorized FANUC Distributors do risk assessments and ensure cobots are deployed safely?

Yes, they are experienced with collaborative applications and consulting end users on risk assessments for cobots, robots, and even mobile solutions.

How do Authorized FANUC Robot Distributors work with Integrators?

Distributors have established relationships with qualified experienced integrators and can recommend integrators for applications outside of the Distributor's scope of work. FANUC America may also participate in recommending the best fit integrators as well.

Considering cobots but don't know where to start?

Whether you have questions about an application, need a custom solution or just want to explore your options, we're here to help.

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automation.gogcg.com/cobots



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The Cobot Ecosystem

GCG is your all-in-one cobot partner, delivering the hardware, software, engineering, and application expertise you need to build high-performance systems that maximize throughput and accelerate ROI.



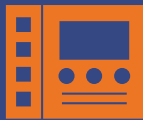
The Robot

Access the world's leading robotic brands, including FANUC, UR, & Yaskawa



Staging

Efficient staging of materials to minimize downtime



Accessories

Dress packs, risers/bases, PLCs & electrical controls for a complete robotic system



End of Arm Tooling (EoAT)

Customization for specific tasks



Egress

Optimized for downstream handling



Safety

Implementing safety measures beyond the robot's design



Preventative Maintenance

Regular maintenance to ensure longevity



Programming

User-friendly programming interfaces



Electrical Interface

Compatibility with existing systems



Vision Hardware & Programming

Find and guide parts reliably

