

Cold store contractor in Gloucester forecasts growth and creates jobs

A contractor in Gloucester has forecast “major growth” over the next 18 months after securing several large construction contracts for distribution centres during the pandemic.

ISD Solutions, based at 125 Business Park off Llanthony Road in Gloucester, specialises in the development of composite panel-based structures such as cold stores.

The firm, which has installed chilled facilities for supermarkets including Asda and Waitrose at their stores and distribution centres, said its business had been boosted from demand in the food sector.

The company saw turnover rise from under £34m in 2018 to £46m for its current financial year, which closes at the end of January. It added that its current booked orders and pipeline sales have surpassed any previous annual performance.

The business said that Brexit has added complexity to larger food companies’ logistics, meaning they required better UK-based food storage facilities.

It added that growth in online shopping had meant it was now more efficient for supermarket chains to store food in bigger refrigeration buildings, rather than localised stores.

ISD Solutions is looking to expand its workforce as a result of the growth from 180 to more than 220. The company is looking to add more site installers, project and site managers, as well as fill group finance vacancies.

The firm said many of the required site staff would be supplied by cold store installation company Tysoe Holdings,

which was recently acquired by ISD Solutions' parent company The P&M Group. The company's growth is also expected to result in additional opportunities for its many subcontractor staff.

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Andy Moon, chairman of The P&M Group said, recruitment has been a "key area of focus" for the business over the past three years, as group sales had increased by some 40%.

Mr Moon said: "The company is in a very active part of the economy – food production, distribution, retail and

construction – boosted by both Brexit and the more recent growth in online shopping.

“Our forecasts and pipeline expect our relationships with existing and new clients to generate significantly more business for us over the next calendar year.

“It’s an increase across all divisions of our group, albeit with an emphasis on cold stores, as our reputation for excellence and diligence continues to grow and become more relevant in the current business environment.”

The recruitment drive follows a restructuring of the company in October last year, which saw a broadening of the management team and a reduction in office space, with staff working from home more.

Founded in 1946, ISD Solutions, also has offices in Scotland and Australia.

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