

Sales exceed pre-pandemic levels as Birmingham manufacturer wins string of new contracts

Sales have exceeded pre-covid levels after a Birmingham manufacturer secured a string of new contract wins.

Grayson Thermal Systems – which specialises in the design and manufacturer of cooling, heating and air conditioning products for the transport sector – has secured more than £8 million of orders from customers including ABB, Solaris, Skoda and Wrightbus.

Group turnover has now risen to £32 million and more than 40 new jobs have already been created, with another 12 positions now available across engineering, operations and administration.

Matt Hateley, European sales manager at Grayson Thermal Systems, said: “Like many manufacturers, Covid-19 caused a fair bit of disruption to day-to-day activities and a temporary drop in sales, but what it did give us was the opportunity to accelerate new innovations, focus on product R&D and improve our manufacturing capabilities at our three sites in Birmingham.

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“Our customers were also keen to spend some of their downtime exploring new thermal management solutions for their vehicle range – and this is definitely paying off with 25 per cent growth since pandemic restrictions eased in early 2021 and a

multi-million pound pipeline of opportunities to take advantage of in 2022 and beyond.”

Matt added: “With COP26 still fresh in the mind, zero emission mobility is on everyone’s minds and how we can heat and cool electric vehicles in an energy efficient and cost-effective way are two questions we believe we already have the answers to.”

Grayson Thermal Systems – which serves 280 customers in more than 32 countries across the globe – has recently launched its third generation Battery Thermal Management System (BTMS) technology which helps to regulate the temperature of electric vehicle batteries.

Since 2015, the company has focused heavily on developing BTMS units for the rail sector which is a relatively new market for the firm.

This week, Grayson will be showcasing its technology at the Battery Show Europe 2021 in Stuttgart.

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