

THERMAL LINES



Grayson
THERMAL SYSTEMS

NEWS FROM GRAYSON THERMAL SYSTEMS
SUMMER 2017

BLUE SKY
THINKING
FROM GTS



 *Grayson*
THERMAL SYSTEMS

CREATING THE
FUTURE OF THERMAL
MANAGEMENT

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GRAYSON TARGETS HIGHER PERFORMANCE AND LONGER MOTOR LIFE WITH NEW WATER PUMP TECHNOLOGY

One of the world's leading manufacturers of cooling, heating and air conditioning solutions has launched its first new product of 2017.

Grayson Thermal Systems, which employs over 290 people across four sites in the West Midlands and a US operation in Indiana, will unveil its new 24-volt electric water pump this week and has already received orders from customers in the bus and coach sector.

The company's R&D team has spent the last 3 years developing this latest technology, which promises to deliver higher flow pressure at lower pump speed, can be mounted in various orientations and offer a motor with a performance life of up to 40,000 hours.

Suitable for global use in a variety of operating and environmental territories, the pump is lightweight, whilst offering vastly improved performance and exceptional corrosion and water resistance.

"This is a very exciting product introduction for our business and builds on more than 50,000 high-performing water pumps that we have supplied into the marketplace to date," explained Ian Hateley, Technical Director at Grayson Thermal Systems.

"We have been listening to the vehicle manufacturers and fleet operators, who are asking for even longer product life, quieter operation and guaranteed flow pressure...three attributes we have delivered with our new 24-volt electric pump that integrates a number of new designs and technology." He continued: "The other element we are rightly proud of is the versatility of our product, which can be used in bus, truck, hydrogen, gas, hybrid and electric vehicle applications.

"This has been proven following extensive testing and significant field trials and has already led to a clutch of new orders."

Grayson Thermal Systems is embarking on a major marketing campaign to launch the water pump as part of its desire to promote the benefits of using

the product throughout the industry, see it making a positive difference to vehicles and secure more than £2m of sales in the first 12-months.

This will include a new brochure, splash page on the website and digital marketing campaign, as well as being one of the featured products at APTA and Bus World in October 2017.

Ian continued: "Customers benefit from the full Grayson Thermal Systems service, from the installation of the water pump on new or existing vehicles to a comprehensive servicing and maintenance programme to ensure optimum performance.

"We have a network of global service partners and an extensive team of engineers continually on the road working with our customers and this is growing with further investment this year."

Established in 1978 by current Chairman Graham Hateley as a small car radiator repair business, Grayson Thermal Systems is now regarded as a world leader in the design, manufacture and supply of bespoke engine cooling, heating and air conditioning products.

The company plans to bring a wave of new products to the market over the remainder of the year, including a V3 Cooling System Controller to reduce installation time for the OEM, thermal management systems for hybrid and electrical vehicles and, thanks to the design capability of simulation software, new heat exchanger platforms.

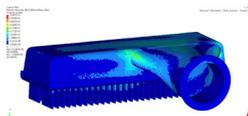


OUR VISION

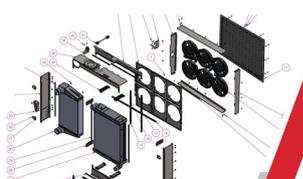
Grayson Thermal Systems is a respected brand across all chosen markets. Our brand stands for Innovation, Reliability, Quality and Value, whilst observing environmental and ethical standards, delivering Excellence expected in best business practice across the World.



RESEARCH & DEVELOPMENT



DESIGN



ENGINEERING & TEST CAPABILITY



MANUFACTURING



AFTERSALES, MAINTENANCE & SERVICING



CUSTOMER SERVICE



NEW PRODUCTS

GILLIG | CASSETTE

The Gillig Cassette has an improved method to allow quicker removal. It has the same mounting method as the original radiator and is now an all-aluminium brazed product. Charge and oil cooler inserts can be purchased without the need to replace steelwork. The service friendly solution to OEM product.



NEW FLYER | D40

The New Flyer D40 E-Drive is redesigned to improve serviceability, reduce downtime and allow for cost effective replacement modules that can be changed quickly and efficiently.

All heat exchangers are covered by a 2 year warranty.





A WORD FROM STUART HATELEY MANAGING DIRECTOR

"I am delighted to see the latest issue of Thermal Lines bringing you more information on some of new exciting products as a result of our long term NPD program. The market continues to change at such a rapid pace, we cannot take the foot off the gas exploring new opportunities to deliver technically advanced cost effective solutions. In parallel to the advanced products now available from Grayson, the market signals are so strong we will shortly announce in more detail our plans to lay down a new manufacturing facility for the production of E Mobility products within the range now available from GTS. This capability will be replicated in our Franklin facility enabling delivery of the complete suite of new technologies whilst meeting the US content requirement for this important market. This will also coincide with the strengthening of our After Parts & Service arm of the business. We recognise the need to support our products from cradle to grave.

We are undertaking the next development in the business plan whilst keeping a watchful eye on the UK economic position, which remains very uncertain in the wake of the recent UK election and commencement of Brexit talks. The strength of sterling continues to slide against the Euro, which has a large effect on the EU priced goods we purchase for our product range. Our Purchasing and Manufacturing team are working hard to make every effort to offset this increase in the product price with improved manufacturing processes and supplier negotiations where possible to gain price support.

Finally we are putting the final touches to show case in October the Grayson Group at Eurobus – Kortrijk (Belgium) and APTA – Atlanta (USA), we hope to see you there where our sales team will be on hand to meet and discuss the wide range of products available."

UPCOMING EXHIBITIONS

Come find us at...

9th - 11th October 2017

APTA
Atlanta, GA, USA



20th - 25th October 2017

Bus World Kortrijk
Belgium



DID YOU KNOW

We have spent
£4.2M
over that last 4
years in **business
improvements &
investments.**



GOLF DAY & CURE PARKINSONS TRUST

Grayson raise money and awareness for The Cure Parkinson's Trust

Grayson Thermal Systems recently hosted a charity golf day for staff and invited companies in a competition for team and individual prizes at The Astbury Golf Club in Bridgnorth.

Raising money and awareness for The Cure Parkinson's Trust, 16 teams, including 2 made up of Grayson staff enjoyed a sporting day out in the heart of the Shropshire countryside, with 300 acres of rolling hills and one of England's finest championship golf courses.

Sertec Group Holdings, one of 10 other companies participating, entered with 4 teams of great golfers and picked up both team prizes. Our very own Applications Engineer, Josh Clibbery picked up the individual prize and every participant enjoyed a fantastic day for a fantastic cause.

THE GOLF DAY RAISED AN AMAZING £4,000

We're pleased to announce that the day raised an amazing £4,000 for the trust and everyone at Grayson would like to thank the staff and fellow participants for making it such a special occasion. The Cure Parkinson's Trust (CPT) seeks to bring about positive outcomes in research to slow, stop, reverse Parkinson's and to improve the quality of life of those living with the condition.

Keep your ear to the ground for announcements on forthcoming charity events and perhaps even a follow-up golf day next year. A huge thank you to all participants on the day and the very generous donations, participants are listed below.

ISO 9001:2015 RAISING THE STANDARDS

GTS have now begun the journey to strategically improve our Business Operating System to fall in line with our customers and industry requirements. The transition to ISO 9001:2015 is now coming to the end of the Planning stage, and we will successfully accredit to the new standard in March 2018.

Following this accreditation the business will start to formulate the next step which will be to accredit to IATF 16949. We are also preparing our environmental policy and will look to obtain our ISO 14001 status in Sept of 2018. Finally we will look to formalise our Health and Safety system to ISO 45001 following the formal release in the first quarter of 2018.

"Continuous improvement is driven in the business through the review of Key Process Indicators within the Business Operating System. This provides the focus for the business to reduce inefficiencies within the supply chain, manufacturing processes and address non-value added activity from component supply to customer delivery. We are committed to our environmental performance through the elimination of pollution and waste at source using recognised environmental best practices where ever possible."



9001:2015

GRAYSON NEWS

WHERE WE HAVE COME FROM

At Grayson Thermal Systems we have great pride in what we have achieved from when we started nearly **40 years ago**.

Grayson has come a long way since 1978 when chairman, Graham Hateley, opened a radiator repair business from a small unit in Hay Mills, Birmingham. Previous to this, Graham worked in another family business with his father, which was formed in 1923.

This business during WWII made radiators for a number of military applications including trucks and the world renowned Spitfire aircraft which was also made in Birmingham.

Now, we are a proud family-run business with an excess of 290 employees across two continents, including three generations of the Hateley family.

James Hateley, Stuart Hateley, Bernard Szypulski, Ian Hateley and Graham Hateley.

First premises



USA Office, Franklin, Indiana



UK Office, Wharfdale House



SALES TEAM RESPONSIBILITIES UPDATE

The market challenges to win new business in a competitive market have never been greater, so to combat these challenges, a re-structure of the OE Sales team has taken place so that we can continue to develop the business portfolio of sales.

After 12 months in the business Grant Littlejohn has now taken over full Territory Management of the North American market – tasked with appointing new product dealers and growing sales through the US factory in Franklin, Grant will spend significant time in territory to further understand the market and push for sales growth.

Grant taking over the NA role means that the 12 month secondment undertaken by Andrew Hateley & Zachary Jordanou from May 2016 – May 2017 is complete. Andrew is back as European Business Development Manager, responsible for looking after existing accounts and to win new business in order to satisfy targets set by the business.

Zachary will Account Manage some of Graysons long standing customers and Matthew will commit significant time to undertake business development work across Europe and Rest of the World.

Pawel Cierniak will continue his efforts in the existing territories of Eastern Europe (Poland, Czech, Hungary), Spain & Portugal whilst putting strategic targets together with Andrew to pursue the German market.

We are confident that the re-aligned sales structure will help the business achieve its global growth targets of new business whilst ensuring existing customers are given the best commercial service to develop the product portfolio.



Andrew Hateley, Zachary Jordanou, Grant Littlejohn, Pawel Cierniak and Matthew Hateley

TRACK 200

GRAYSON RANKED 96TH IN HSBC INTERNATIONAL TRACK 200 LEAGUE TABLE



We at Grayson Thermal Systems have been recognised for the hard work and dedication to our business. We have been awarded an accolade for being one of the UK's top private companies!

We are now ranked number 96 in the HSBC International Track 200 awards 2017 who take into account the amount of international sales, total sales and annual growth of a company over two years.

We have had a 42% increase in international sales over the last 2 years and we are very pleased to be 1 of 20 UK Midlands based companies who have achieved a place on this league table.

We hope to keep growing further and gain higher rankings in the years to come.



CASE STUDY PROTERRA

In 2013 Grayson started its multi £Million investment to create and develop the GTS E-Mobility Range. As part of this range of products we have developed the BTMS. Our BTMS (Battery Thermal Management System) is the complete solution in regulating your battery temperatures for the transit vehicle.

The BTMS is the 'fit and forget' answer, designed for application on the transit vehicle. The BTMS receives signals via the vehicle CAN network, and then activates it's heating or cooling mode dependant on what the batteries need. By regulating the temperature of the batteries, we can look at the potential of extending battery life.

Grayson has approached the bus and transit industry looking for partners who had a specific need for BTMS. Grayson are and have been involved in a number of tenders all over the world with our market leading product and 3 years on from the initial investments, we have been successful in finding a number of select partners one of which being Proterra.

Proterra build and produce a fantastic all electric bus which services the North America operator and transit sector. This year, Proterra will release into the market approximately 150 all electric buses fitted with the Grayson BTMS giving the operator a range of benefits. Working closely with Proterra has been a valued shared experience for both Grayson and Proterra.

Looking into the future, Grayson are already working on the next generation of BTMS for the bus, rail, automotive, truck and military sectors.



BATTERY THERMAL MANAGEMENT SYSTEM



TEMPERATURE CONTROLS ARE CRITICAL TO THE FUNCTION & LIFE OF THE BATTERY CELL/S

Electric vehicle development is now accelerating and by 2020 it is expected that there will be significant number of electric vehicles built throughout the next decade. The key driver of the system is electrical energy storage and charging which is carried out by installing high value, large capacity batteries.

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