

# Birway Garage Limited

*Willenhall based vehicle solutions provider*

**Trading Since:** 1972  
**Number of employees:** 21  
**Turnover:** £2.6m

## Client

Birway Garage Limited are a vehicle solutions company based in Willenhall who have been trading for over 40 years.

The company works with various Blue Chip organisations, fleet operators, vehicle finance companies, housing associations and banks by providing them with a range of services. These include the movement of vehicles, servicing, accident repair and preparation for sale.

Adrian Hammonds, Company Director, contacted Black Country Growth Hub by using the online contact form at the BCGH website. The team responded promptly to provide Adrian with general guidance regarding growth support in the current circumstances.

## COVID-19 - impact

Birway Garage recognised that vehicle transportation was slowing down because of the effects of Coronavirus and wanted to look at diversifying their offer based on what their supply chain was doing.

As part of the Hammonds Group Ltd, the company has utilised its contacts and has been producing PPE equipment in order to supply the UK population with the protective items needed.



## COVID-19 - response

Birway Garage are actively promoting their PPE items to local healthcare organisations, the NHS, surgeries, police forces, local authorities and care homes and are working hard to offer immediate shipping to guarantee quick supply.

Despite the current climate, Birway Garage have been able to explore growth opportunities.

The BCGH team have referred the company on to the Mentoring for Growth programme via Be the Business.

This programme will help them prepare for the next 'business restart' phase by helping them to understand what their priorities should be moving forward.