

Top 50 Fastest Growing Companies Index | 2016



think **Sandwell**



Introduction

Here's why we're celebrating . . .

Think Sandwell is Sandwell Council's initiative to promote the benefits of doing business in Sandwell. We make it easier for companies to start up, relocate to and invest in our borough.

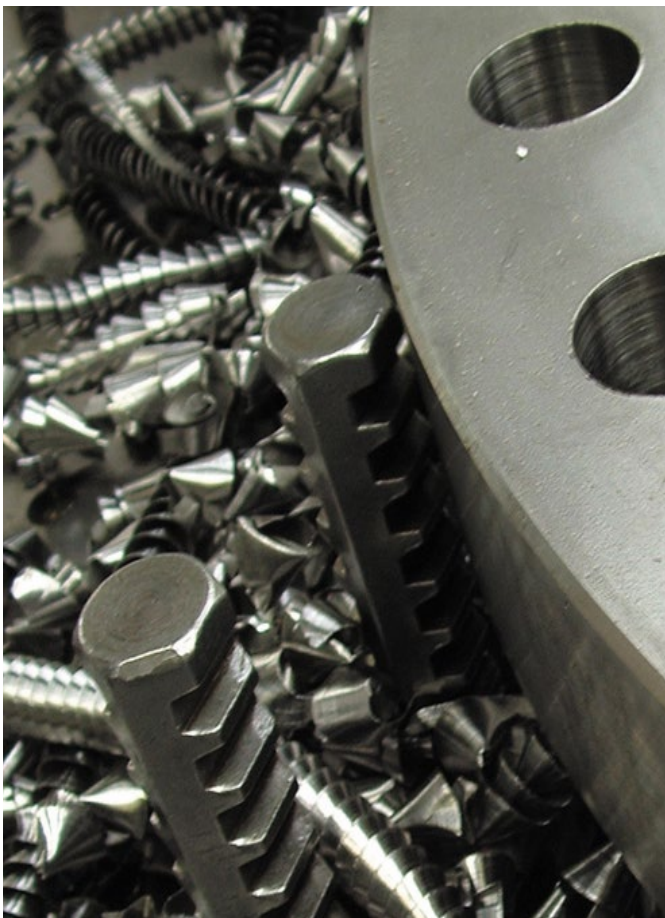
We're committed to supporting all Sandwell businesses in their growth – from start-ups to large and long-established enterprises. Whether businesses need help in accessing finance or wish to build relationships with valuable new contacts, Think Sandwell provides tailor-made guidance to maximise their chances of success.

Since 2015 we have helped to secure approximately £1.3m of funding for new and existing businesses in Sandwell. This has resulted in the creation and/or safeguarding of over 100 jobs.

We have organised dozens of events for sharing knowledge and networking, and helped many companies make strategic business contacts. Our efforts have resulted in new commercial partnerships being forged and new contracts being won.

As part of our continued drive to boost Sandwell's economy and showcase the accessibility, vitality and profitability of our borough as a place to do business, we have identified 50 of the fastest-growing companies in Sandwell. This report showcases their achievements and celebrates the contribution they are making to Sandwell and indeed the economic prosperity of the West Midlands region.

We hope it will inform and inspire. If you would like to know more about this year's Top 50, or find out how Think Sandwell could help your business, contact us today via www.thinksandwell.com.



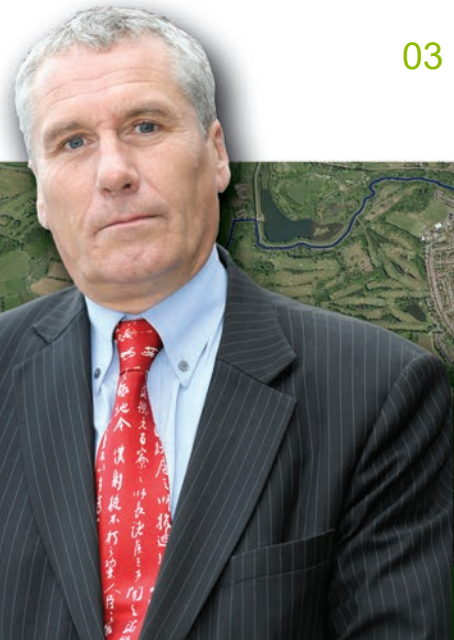
Disclaimer

The companies included in the Top 50 Fastest Growing Companies were selected by conducting an initial search of FAME for companies with registered offices in Sandwell. We took the fastest growing 50 companies by turnover, based on the most recent filed accounts. The current year financial information is based on the most recent filed accounts available on FAME, with the previous year comparatives based on the previous year's financial results for 50 companies.

To produce the financial information we analysed the data contained within FAME, with no consolidation adjustments. Depending on the accounts filed, some of our figures will be based on consolidated accounts and some on entity-only accounts. In addition, some of the financial information will be based on UK generally accepted accounting principles accounts and others will be based on International Financial Reporting Standards accounts.

The financial information in this report has been compiled exclusively from publicly available information under the key assumptions and limitations outlined in the first two paragraphs.

It has been designed solely to illustrate trends in revenue growth of the Top 50 fastest growing companies in Sandwell. Sandwell Council have not carried out any verification work on the financial information in this report and give no opinion on the financial information. Sandwell Council make no claims, promises or guarantees about the accuracy, completeness or adequacy of the contents of this report. No reliance should be placed on the information contained in this report and, to the fullest extent permitted by law, Sandwell Council do not accept or assume any responsibility or liability to anyone for the information contained in this report. Sandwell Council do not, and cannot, warrant the completeness or accuracy of the adjustments made during the aggregation.



Foreword

by Councillor Steve Eling, Leader of Sandwell Council

“Working hard to nurture Sandwell’s business strengths, ensuring our borough sustains its diverse economy continuing to increase the opportunities available to our businesses and residents”

Welcome to Sandwell’s Top 50 Fastest Growing Companies Index for 2016.

Here we celebrate the progress made by Sandwell’s 50 strongest businesses of the past year, ranked by the rate of their growth in turnover.

These businesses collectively employ more than 12,000 people and have a combined revenue of £2.1bn. They contribute greatly towards our region’s economy and in doing so they also help to secure Sandwell’s reputation as a profitable place to do business and an attractive place to invest.

All of the companies in this year’s Top 50 have seen growth of 10% or more, while the top 23 have grown by a trend-bucking 20%. This is fantastic to see, particularly in the current economic climate.

More than half of these businesses are in the manufacturing sector and 10% are in the construction industry.

These figures are in no small part down to our skilled workforce, years of expertise in advanced manufacturing and Sandwell’s strategic location in the heart of England – as well as the enduring spirit of innovation that characterises the West Midlands region as a whole.

As a council, we are working hard to nurture Sandwell’s business strengths, ensuring our borough sustains its diverse economy and continues to increase the numbers of jobs and training opportunities available to our residents.

Through business programmes such as Think Sandwell we are creating a culture that continually fosters business confidence, development and growth.

Since the last recession, SMEs have been vital in the UK’s economic recovery. We are particularly proud of our support for SMEs and we encourage entrepreneurship in Sandwell – in fact, four out of five of the businesses indexed here are classed as small to medium sized enterprises.

So, congratulations to all the businesses who have made this list – and indeed Sandwell organisations of all sizes which are striving to grow. Britain may be facing political and economic uncertainty but thanks to your determination and commitment we as a council are optimistic about Sandwell’s future.

Whatever the next 12 months bring we will continue to showcase Sandwell as the destination of choice for businesses and investors seeking success.



Top 50

Findings at a glance

12,000+
STAFF
EMPLOYED
BY TOP 50
COMPANIES

210%
HIGHEST REVENUE
GROWTH RATE
ACHIEVED BY
ARCELORMITTAL TAILORED
BLANKS BIRMINGHAM LTD
IN TOP 50

20%
GROWTH RATE BY
TOP 23 COMPANIES

ALL
COMPANIES
IN THE TOP 50
EXPERIENCED GROWTH ABOVE
10%

Top 50

TOTAL
REVENUE IN TOP 50
GROWTH
COMPANIES
£2.1 bn

52%

- OF TOP 50 COMPANIES IN
- **MANUFACTURING**
- FOLLOWED BY
- **WHOLESALE & RETAIL** (18%)
- **CONSTRUCTION** (10%)

4/5
ARE SMES
COMPANIES

HIGHEST
REVENUE IN TOP 50
DPD GROUP UK LTD
£0.87 bn

Top 50

PEOPLE POWER CREATES GROWTH



ArcelorMittal Tailored Blanks is a leading supplier of laser welded and unwelded blanks, offering automotive companies across the world a manufacturing technology that improves the performance of car parts in a vehicle.

Over the last year the Sandwell company has achieved a significant growth in revenue, partly as a result of the merger of two ArcelorMittal sites, Distribution Solution in Rowley Regis and Tailored Blanks in Smethwick. The company is now located at Cakemore Road, Rowley Regis.

Its rapid annual growth is also due to an increase in the volume of orders by its main customers, increased machine efficiency, optimised transport costs and improved line efficiency through various means, including 5S methodology, world class manufacturing (WCM) processes, cost deployment and a management team restructure.

ArcelorMittal Tailored Blanks enjoys a high level of employee loyalty and has a policy of developing staff with a training budget of £42,000 to be used for external and internal courses. It has a dedicated university based in Luxembourg that provides bespoke training for roles within the business, with training carried out both online and at the university.

The company attributes its successful growth in part to a high level of customer service provided by its skilled, loyal team. It aims to continue its growth trend into 2016 and beyond.

The Rowley Regis company now employs 83 people, an increase of ten people within 12 months. Last year it saw 210% growth in turnover on the previous year, taking turnover from £13.5m to just over £42m.

FAST REACTIONS SECURE GROWTH



Fred Smith & Sons was founded in 1937 and is still run today by the founder's great-grandchildren. Over the years, the West Bromwich operations have expanded from the original site on Lyng Lane to additional premises in Sams Lane and Kelvin Way. The business, which started as coach builders, now spans HGV, van and car repair as well as vehicle rentals and MOT services.

While in many ways a traditional family firm, the business has moved with the times. It was one of the first companies to install new specialist HGV repair equipment in the 1990s and this forward thinking has helped the company achieve its significant growth.

Fred Smith & Sons recently used a major change in legislation as an opportunity to plan in advance and get ahead of the competition.

"Due to our diverse service range, we can react very quickly to the market, and expand wherever there is a need," explained managing director Greg Smith.

Greg believes that Sandwell is a great place to do business. "The wide variety of companies within the area means that there are always new opportunities for new customers. Plus the diverse population provides a good mix of people to employ.

"It is vital to make and maintain good working relationships with all local businesses, be they suppliers or customers. Think Sandwell can help with that by increasing our visibility within the borough," he said.

The company, which employs 84 people in Sandwell, had a turnover of £6.7m over the last year, representing an increase of 11% on the previous year.

"Our merger helped us to achieve our growth, proving the idea that if you want to go fast, go alone. if you want to go far, go together".

Top 50

ZERO TO HERO GROWTH

GROWTH REFLECTS INVESTMENT



Established 25 years ago, Midshire is one of the largest independent office technology resellers in the UK. It provides a full range of photocopiers, printers, telecommunication and IT solutions for schools and businesses. With four regional offices, including its flagship headquarters in West Bromwich, the company services over 12,000 machines for customers across the country. Midshire recently developed Desktop Monster, its own in-house cloud-hosted desktop, providing business data and documents anywhere in the world.

The company attributes its remarkable growth to a number of factors, including investment in a company-wide rebrand and new marketing strategy, with a strong focus on digital and social media channels. Midshire aims to provide outstanding service and the best products at highly competitive prices in order to build strong, long-term relationships with customers.

Phil Powell, Midshire's Managing Director explained: "Midshire has never acquired another company. Our growth, from nothing to where we are today, has been driven purely by sticking to our core principles – looking after our existing customers and actively seeking new ones."

Midshire was founded in Birmingham in 1990, and moved its headquarters to West Bromwich in 2014. "The council was absolutely key to Midshire moving to Sandwell," said Phil. "Sandwell Council helped us to secure a £218,000 grant to develop our new head office. They also supported us by subsidising half the salary of a new member of staff for one year. I've never experienced a council that is so proactive and keen to promote business locally."

The group of companies employs exactly 250 people (170 in West Bromwich). It turned over £28m last year, £15m of which was attributed to Midshire Business Systems (representing an increase of 13.4% on the previous year). For the first time in its history, the group is set to exceed a £30m turnover this year.

As one of the largest independent glass manufacturing companies in Europe and with over 75 years' experience in glass, MiGlass offers both skill and innovation in flat glass processing. The Sandwell company specialises in decorated and volume supply glass for blue-chip customers.

Over the past few years MiGlass has invested heavily in new processes and machinery, helping it to stand out in the glass market. As a result it has been involved in many prestigious projects, including the street mapping systems in Birmingham, London and New York.

The company partly attributes its successful growth to an LEP Growing Priority Sectors Grant received in 2015, enabling it to invest in a fully automatic CNC (computer numerical controlled) machine line costing £400,000. MiGlass also attributes its success to its team and over the last 18 months has employed and trained several key members of staff.

It has employed several apprentices from the Sandwell area and is now expanding its apprenticeship programme to involve local colleges.

The MiGlass team believes it makes good business sense to use local suppliers, working closely with them to ensure efficient operations. Managing director Alan Taylor said: "We are proud to be a growing and ambitious company based in the Sandwell area. With a supportive council such as Sandwell we genuinely feel that we are in the best place to do business."

During 2016 MiGlass is expanding its factory space in Smethwick by 50% and will continue its investment in machinery and processes with the ambition to grow the business by over 10% per year.

The company had a turnover of nearly £6m last year, representing an increase of 13.7% on the previous year's trading.

"With a supportive council such as Sandwell we genuinely feel that we are in the best place to do business"

Top 50 Fastest Growing Companies

COUNT	COMPANY NAME	SECTOR	TURNOVER £000s LAST AVAILABLE YEAR (N)	TURNOVER £000s IN PRIOR YEAR (N-1)	% GROWTH IN TURNOVER	LATEST ACCOUNT DATE
1	Arcelormittal Tailored Blanks Birmingham Limited	Manufacturing	42,058	13,554	210.3	31/12/2014
2	Trac Tooling Limited	Manufacturing	10,001	4,243	135.7	31/12/2014
3	Thyssenkrupp Materials (UK) Limited	Wholesale & retail	296,569	160,758	84.5	30/09/2014
4	Dpdgroup UK Ltd (formerly Geopost)	Transport & storage	872,547	492,252	77.3	04/01/2015
5	Aquila Truck Centres (Italia) Limited	Wholesale & retail	14,871	9,670	53.8	31/12/2014
6	HUF U.K. Limited	Manufacturing	43,938	28,839	52.4	31/12/2014
7	Spire Manufacturing Limited	Manufacturing	9,095	6,053	50.3	31/03/2015
8	Kuka Robotics UK Ltd	Manufacturing	7,611	5,071	50.1	31/12/2014
9	Orbit International PLC	Manufacturing	16,827	11,599	45.1	30/09/2014
10	Midland Building Products Limited	Manufacturing	13,439	9,444	42.3	31/03/2015
11	Bevan Motor Bodies Limited	Manufacturing	16,874	12,325	36.9	31/12/2014
12	DBM Pinfold Limited	Construction	15,562	11,386	36.7	30/06/2014
13	Direct Corporate Clothing PLC	Wholesale & retail	20,503	15,026	36.5	30/09/2014
14	CAB Automotive Limited	Manufacturing	44,169	32,648	35.3	31/12/2014
15	Apic UK Limited	Manufacturing	12,128	9,108	33.2	31/12/2014
16	Wrights Plastics Limited	Manufacturing	8,306	6,480	28.2	30/04/2015
17	Scheff Foods Limited	Food	10,518	8,221	27.9	31/12/2014
18	Bromford Iron And Steel Company Limited	Manufacturing	14,706	11,712	25.6	31/03/2015
19	West Bromwich Albion Football Club Limited	Other services	86,769	69,734	24.4	30/06/2014
20	Hasco-Thermic Limited	Manufacturing	2,299	1,854	24.0	31/03/2015
21	Tentec Limited	Manufacturing	11,416	9,243	23.5	31/12/2014
22	Car Parts Industries UK Limited	Recycling	13,299	10,831	22.8	30/06/2015
23	Midshire Business Systems Limited	Other services	13,803	11,490	20.1	31/08/2014
24	Flexello Limited	Manufacturing	4,144	3,471	19.4	31/12/2014
25	Baylis Automotive (Smethwick) Limited	Manufacturing	9,230	7,744	19.2	31/01/2015
26	Weatherite Air Conditioning Limited	Manufacturing	17,670	14,875	18.8	28/02/2015
27	Signpost Solutions Limited	Manufacturing	9,250	7,822	18.3	31/12/2014
28	UK Access Solutions Limited	Construction	4,784	4,085	17.1	30/09/2015
29	Ash & Lacy Building Systems Limited	Manufacturing	28,814	24,632	17.0	31/12/2014
30	Generation (UK) Limited	Construction	80,531	68,951	16.8	31/08/2015
31	Signature Limited	Manufacturing	14,100	12,148	16.1	31/12/2014
32	Sure Care (UK) Limited	Human health & social work	5,116	4,438	15.3	31/10/2014
33	Dukehill Limited	Property	21,880	19,113	14.5	31/12/2014
34	Stanford Industrial Concrete Flooring Limited	Construction	22,540	19,690	14.5	31/03/2015
35	MI Glass Limited	Manufacturing	5,752	5,058	13.7	31/08/2014
36	Sherwood Truck And Van Ltd	Transport & storage	26,907	23,667	13.7	31/12/2014
37	Harper Group Construction Limited	Construction	3,046	2,682	13.6	31/12/2014
38	Corbetts Support Solutions Limited	Wholesale & retail	10,736	9,462	13.5	31/08/2014
39	Voestalpine Metsec PLC	Manufacturing	85,663	75,535	13.4	31/03/2015
40	Tuke And Bell Limited	Manufacturing	6,930	6,153	12.6	31/12/2014
41	Alutrade Limited	Recycling	17,676	15,710	12.5	31/03/2015
42	Mi-King Limited	Wholesale & retail	30,075	26,758	12.4	30/06/2014
43	Reca-UK Ltd	Wholesale & retail	7,929	7,083	11.9	31/12/2014
44	Olympus Distribution Limited	Wholesale & retail	16,575	14,816	11.9	31/03/2015
45	A. MIR & CO. Limited	Manufacturing	10,388	9,341	11.2	30/11/2014
46	Wilson Vale Catering Management Limited	Food	20,031	18,030	11.1	31/12/2014
47	Fred Smith & Sons (Motor Bodies) Limited	Manufacturing	6,720	6,056	11.0	30/06/2014
48	B.T.C. Activewear Limited	Wholesale & retail	53,211	47,981	10.9	31/12/2014
49	Newby Foundries Limited	Manufacturing	12,979	11,724	10.7	31/12/2014
50	Eliza Tinsley Limited	Wholesale & retail	13,226	11,965	10.5	31/03/2015