



Top 50 Fastest Growing Companies Index | 2019

*think***Sandwell**



Sandwell's success stories in 2019

Think Sandwell is Sandwell Council's initiative to support businesses in our borough. Friendly and approachable, our team is here with free expert advice on areas such as accessing finance, recruiting staff, finding premises and forming partnerships. We want local companies and entrepreneurs to have the knowledge and contacts they need to thrive, so we are here to help.

We also want new and growing businesses to invest in Sandwell, so they will create jobs and training opportunities for our local residents. All year round we showcase the benefits of starting up or expanding a business in our borough, working closely with the Sandwell Business Ambassadors and supporting the Black Country Business Festival in its efforts to shine a light on the region. We also welcome delegations of international visitors.

We bring people together through workshops and networking events, encouraging collaboration and the forging of new partnerships. We publish local business success stories on our website and share your achievements through Twitter (search for the hashtag #madeinsandwell for our profiles on innovative local companies).

Whether you need support with finding finance for a development project or you're looking for planning advice on expanding your premises, Think Sandwell is here as your accessible way in to the council.

Our overriding aim is always to help local businesses grow, giving jobs and skills to people, raising living standards, and boosting our region's economy.

One of our philosophies is to celebrate the businesses that are doing well, so every summer we publish an index of the 50 fastest growing companies in Sandwell. Here we present 2019's list with our thanks to all businesses featured for their contribution to the prosperity of the borough. And, as always, they have our heartfelt congratulations.

If you would like to learn more about the Top 50, or see how Think Sandwell could help your business grow, 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

Councillor Yvonne Davies, Leader of Sandwell Council



Congratulations to the businesses listed in Sandwell’s Top 50 Fastest Growing Companies Index for 2019.

It is not easy to sustain an enterprise through times of economic and political uncertainty, let alone grow it. On behalf of Sandwell Council, I commend every company here and thank them for their huge contribution to our region’s economy.

Sandwell’s stars for 2019 have a combined revenue of £2.44bn. Collectively they employ over 11,400 people. Every one of the 50 companies featured in this report has demonstrated 10% or greater growth in turnover over the past year. Eleven of them have grown by more than 30%.

Direct Corporate Clothing PLC in Oldbury – the company topping the index – has grown by a staggering 70%. Read on to learn how the team achieved this.

Thirty-three of the Top 50 businesses are in the advanced manufacturing sector, reflecting the West Midlands’ rich heritage of innovation and engineering. There are 17 new entrants to the index this year including manufacturers of wastewater treatment plants - Jacopa, and high value metals distribution and warehousing services - Perkins Distribution Limited.

This year we also welcome care service providers Select Lifestyles from Oldbury to the Top 50. Read our case study for the latter on page 6 to learn the secrets to the team’s success.

DPD Local UK, the national carrier service with headquarters in Smethwick, showed the highest revenue of all, at £895m.

As in previous years, we at Sandwell Council are aware that growth is just one of several measures of a business’ success. Growth must be sustainable, in accordance with the aims, capacity and capabilities of the individual organisation. So absence from this list does not mean a business is in decline or standing still. Often it means the company is busily reinvesting profits in training, recruitment, technology or infrastructure – the rewards for which may be reaped further down the line.

It is wonderful to see businesses thriving in Sandwell, which continues to be an ideal place to set up, run and grow any enterprise, large or small. Located at the centre of England with excellent access to major motorway networks, and close to the UK’s second city, our borough is a gateway to the rest of the world. We are fortunate to have a skilled workforce.

Something I find particularly remarkable is that 46 of the Top 50 this year are categorised as small to medium sized enterprises. SMEs are the lifeblood of our UK economy; one of the many reasons Sandwell Council works hard throughout the year to nurture them.

If you are inspired by our Top 50 list, do contact our Think Sandwell team today and make use of their expertise to support your own business growth plans. We hope to celebrate your success here in a future report.



Top 50

Findings at a glance

11,430+

STAFF
EMPLOYED

BY TOP 50
COMPANIES

71%

HIGHEST REVENUE
GROWTH RATE

ACHIEVED BY
DIRECT CORPORATE CLOTHING PLC

IN TOP 50

MORE THAN

20%+

GROWTH RATE BY
TOP 18 COMPANIES

ALL
COMPANIES

IN THE TOP 50
EXPERIENCED GROWTH ABOVE

10%

Top 50

TOTAL REVENUE
£2.4 bn
FROM TOP 50 GROWTH COMPANIES

33%

OF TOP 50 COMPANIES IN
MANUFACTURING
FOLLOWED BY
WHOLESALE & RETAIL (11%)

46
ARE SMES
COMPANIES

HIGHEST REVENUE IN TOP 50
£895 m
DPD GROUP LIMITED UK

Top 50

GROWTH OF MORE THAN 70% AND NOT STOPPING: CONGRATULATIONS TO DIRECT CORPORATE CLOTHING



With astounding growth of 71%, Direct Corporate Clothing PLC is the clear leader of our Top 50 Fastest Growing Companies Index.

Established in 1999, the Sandwell company supplies many of the country's largest businesses with workwear, uniform, safety footwear and specialised head-to-toe PPE (personal protective equipment) – including BT, Openreach, XPO Logistics, Yodel, Veolia, Kier Group and Morrison Utility Services.

At DCC's headquarters in Oldbury, which includes a 72,000 sq. ft. purpose-built warehouse, in-house designers can create a complete uniform collection around each customer's brief and brand.

In Sri Lanka, DCC's 40-acre site can produce 50,000 garments per week to the highest standards.

Head of business development Graham Dobson attributed DCC's growth to the company's "super product portfolio", innovation and excellent customer service – allowing the company to win, retain and strengthen customer relationships.

"Our manufacturing capability in Sri Lanka sets us apart from our competition, offering flexibility, expertise and full control over our costings," he explained. "We also have an amazing supply chain partner portfolio with whom we are continually bringing new streams of innovative products to market".

The next stage is to recruit a team of regional business managers to grow DCC's client base.

"We currently turn over £36 million and we have the ambition to double the size of our business in the next five to seven years via organic growth, new customers and possible acquisition."

LOCAL FOCUS BRINGS A BIG BOOST: SELECT LIFESTYLES MAKES THE TOP 50 FOR THE FIRST TIME



Oldbury-based care company Select Lifestyles provides services for adults with learning disabilities across the West Midlands. It opened its first service in 2007 - a day centre in Birmingham.

The company's vision remains the same as it was then: to embrace the individuality of each person it supports, with a strong emphasis on maximising personal potential. This is particularly evident through Select Lifestyles' supported living services, which help people live more independent lives within their own purpose-built accommodation or shared home.

Thanks to strong leadership and governance, Select Lifestyles quickly built a reputation for consistent, high-level, flexible care. Now a new marketing strategy focused in Sandwell means growth has significantly accelerated for Select Lifestyles over the last year.

The successful strategy includes localised recruitment, working more closely with local councils, and obtaining new properties in the borough to develop into supported living accommodation. The organisation has shifted its focus from large asset development to smaller four-bedroom rental properties, enabling faster growth.

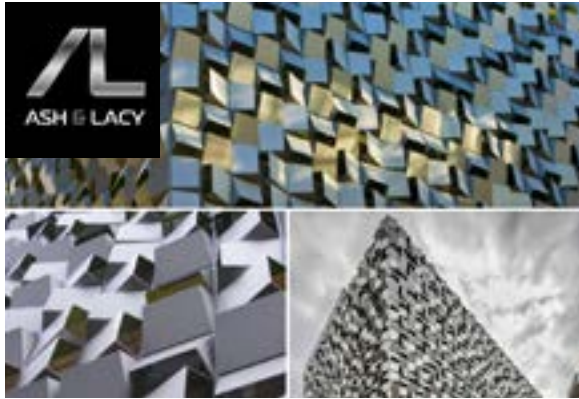
"We've achieved growing quickly without compromising on care quality," said director Les Trumpeter. "We plan to continue with this current strategy, and eventually return to building our own large developments alongside the rental business".

The company is rightly proud of its record of taking dilapidated buildings and upgrading them into supported living facilities. They are also very proud of the charity ball they organised which raised £15,000 for Cancer Research.

"Our manufacturing capability in Sri Lanka sets us apart from our competition, offering flexibility, expertise and full control over our costings"

NARROW AISLE LTD KEEPS REACHING UPWARDS AS TURNOVER CONTINUES TO GROW

HIGH STANDARDS OF ENGINEERING BRING SIGNIFICANT GROWTH FOR ASH & LACY



Featuring in our Top 50 Fastest Growing Companies Index for the second time, Narrow Aisle Ltd is proving that its growth strategy is really paying off.

In 2017 it came in at number 42; this year it has jumped to number 28.

Established in 1976, Narrow Aisle is a specialist manufacturer of space-saving warehouse trucks. Its front wheel drive (FWD) articulated truck concept and smart range of Flexi AC articulated trucks allow logistics companies to maximise use of their storage facilities and pallets.

With Narrow Aisle's trucks users can make up to 25% more safe pallet movements per hour than with traditional ride-on reach trucks.

Due to the space-saving solutions it offers, Narrow Aisle has recently experienced a growth in demand around the world. Turnover was up 15% last year on the previous year.

As well as the uniqueness of its products, the company attributes its significant growth to a refurbishment of its design and manufacturing facility in Tipton, additional people and apprenticeships and new product launches.

In January 2019 Narrow Aisle announced a major investment strategy for further increasing output at its Sandwell production site over the next three years.

Managing director John Maguire said: "Narrow Aisle Group is built on solid foundations and is a long-established, profitable, asset-rich British manufacturer and exporter. The company is set for further expansion and success in the buoyant global materials handling market".

West Bromwich firm Ash & Lacy Holdings Ltd has raised its turnover from £38.6m to £48.9m over the past year: that's an amazing 26.9% increase.

Next time you pass Sandwell College in West Bromwich, notice the stunning waveform roofs. These feature the Ash & Lacy Standing Seam roof system in stucco-embossed aluminium.

Ash & Lacy manufactures products and systems for global construction, automotive, aerospace, acoustic and audio markets. Its products include engineered facade and roofing systems for the architectural sector, alongside fasteners, load-bearing components and accessories.

The company attributes its growth to continued improvements to its manufacturing capabilities and the development of new products that meet and often exceed regulatory requirements.

Ash & Lacy keeps at the forefront of technical performance thanks to in-house testing facilities and world-class design and engineering analysis capabilities.

From humble beginnings over 160 years ago, the company now employs more than 350 staff across eight UK locations, plus a facility in Cape Town, South Africa. By continuing to raise its profile and exceed expectations, Ash & Lacy is experiencing a growth in demand for its products.

Ash & Lacy's chairman and CEO Dr Jonathan Evans said: "We expect to see growth in new product areas as our market share increases. In the construction industry, as we continue to respond to dynamic industry developments, we expect to see an increased demand for offsite modular manufacturing and growth opportunities for our business in this specific sector."

"We expect to see growth in new product areas as our market share increases."

Top 50 Fastest Growing Companies

	COMPANY NAME	SECTOR	TURNOVER £000S LAST AVAILABLE YEAR (N)	TURNOVER £000S IN PRIOR YEAR (N-1)	% GROWTH IN TURNOVER	LATEST ACCOUNTS DATE
1	Direct Corporate Clothing PLC	Wholesale & Retail	45,551	26,619	71.12	31/03/2018
2	Car Part Industries UK Limited	Manufacturing	12,398	7,561	63.97	31/12/2017
3	Lister Gases Limited	Wholesale & Retail	5,581	3,512	58.91	30/09/2017
4	Amari Precision Tubes Limited	Manufacturing	3,246	2,129	52.47	31/12/2017
5	Newby Foundaries Limited	Manufacturing	14,999	9,860	52.12	31/12/2017
6	Fabory UK Limited	Wholesale & Retail	3,974	2,670	48.80	31/12/2017
7	Dalair Limited	Manufacturing	16,355	11,546	41.65	31/12/2017
8	Brockhouse Group Limited	Manufacturing	6,044	4,379	38.03	31/03/2018
9	Joseph and Jesse Siddons Limited	Manufacturing	7,803	5,750	35.72	30/06/2018
10	Aurubis UK Limited	Manufacturing	23,569	17,496	34.71	30/09/2017
11	Unistrut Limited	Manufacturing	38,669	28,798	34.28	30/09/2017
12	Select Lifestyles Limited	Health & Social Care	5,747	4,450	29.13	29/06/2018
13	H.P. Chemie Pelzer (UK) Limited	Manufacturing	20,777	16,153	28.62	31/12/2017
14	Ash & Lacy Holdings Limited	Manufacturing	48,982	38,600	26.90	31/12/2017
15	Arcelormittal Tailored Blanks Birmingham Ltd	Manufacturing	54,567	43,664	24.97	31/12/2017
16	A. Perry Limited	Manufacturing	12,106	9,741	24.28	31/12/2017
17	Steel & Alloy Processing Limited	Manufacturing	201,392	164,772	22.22	31/12/2017
18	Midland Industrial Metals Limited	Wholesale & Retail	24,134	19,746	22.22	31/05/2018
19	Midshire Business Systems (Comms) Limited	Business Services	4,903	4,103	19.50	31/08/2018
20	BIP (Oldbury) Limited	Manufacturing	29,294	24,545	19.35	31/12/2017
21	Jacopa Limited	Environmental Technologies	15,434	12,961	19.09	31/03/2018
22	Diamond Box Limited	Manufacturing	27,820	23,474	18.51	31/03/2018
23	Conway Packing Services Holdings Limited	Business Services	7,285	6,173	18.01	31/12/2017
24	William King Limited	Manufacturing	186,902	158,597	17.85	30/06/2018
25	Linak-UK Limited	Wholesale & Retail	15,547	13,221	17.59	30/06/2018
26	Rimstock Limited	Manufacturing	18,744	16,242	15.40	31/03/2018
27	Mi-King Limited	Manufacturing	40,996	35,528	15.39	30/06/2018
28	Narrow Aisle Limited	Manufacturing	22,408	19,471	15.09	31/12/2017
29	Valbruna UK Limited	Wholesale & Retail	18,076	15,715	15.02	31/12/2017
30	K.T.C. (Edibles) Limited	Manufacturing	267,956	233,033	14.99	31/12/2017
31	B.T.C. Activewear Limited	Wholesale & Retail	58,732	51,123	14.88	31/12/2017
32	Kee Safety Logistics Limited	Manufacturing	18,832	16,407	14.78	31/12/2017
33	International Tyres & Trading Limited	Wholesale & Retail	26,350	23,004	14.54	28/02/2018
34	Orbit International PLC	Manufacturing	15,202	13,300	14.30	30/09/2017
35	Malthouse Engineering Company Limited	Manufacturing	8,305	7,307	13.66	31/12/2017
36	Weatherrite Holdings Limited	Manufacturing	25,729	22,676	13.46	28/02/2018
37	Lift and Engineering Services Limited	Manufacturing	11,766	10,370	13.46	30/09/2019
38	Tokai Carbon Europe Limited	Manufacturing	11,626	10,265	13.25	31/12/2017
39	Solair Limited	Manufacturing	9,371	8,274	13.25	28/02/2018
40	Trac Tooling Limited	Manufacturing	4,476	3,961	13.00	31/12/2017
41	Access Technologies Limited	Manufacturing	4,680	4,143	12.96	31/12/2017
42	Olympus Distribution Limited	Wholesale & Retail	22,461	19,900	12.87	31/03/2018
43	Industrial Power Units Limited	Manufacturing	13,223	11,726	12.77	31/10/2017
44	Darcast Crankshafts Limited	Manufacturing	23,932	21,236	12.70	31/03/2018
45	Signpost Solutions Limited	Manufacturing	9,063	8,042	12.69	31/12/2017
46	Essentia Protein Solutions Limited	Manufacturing	14,820	13,173	12.50	31/12/2017
47	Eliza Tinsley Limited	Wholesale & Retail	13,582	12,171	11.59	31/03/2018
48	DPD Group UK Limited	Transport & Storage	894,717	806,161	10.98	31/12/2017
49	Voestalpine High Performance Metals UK Ltd	Wholesale & Retail	47,187	42,628	10.69	31/03/2018
50	Perkins Distribution Limited	Transport & Storage	4,627	4,180	10.69	31/12/2017