

## Bradford offers a great landscape for businesses to thrive in

Bradford has always been a fantastic place to do business, as well as being a successful breeding ground for entrepreneurs, and our Top 50 SMEs league table demonstrates how much potential there is for ambitious companies to expand and prosper here.

The table includes businesses from across a vast range of industries from engineering to manufacturing and retailers to dairy farmers that are all expanding and helping to put the city on the map.

The fact that a structural engineering firm tops the table this year is also a clear indication that the region is building again. PAW Holdings' stunning figures saw profits soar from £28,000 in 2015 to nearly £2.7 million in 2016, as work finally started on lots of mothballed projects and developments throughout the region.

One such development that is difficult to ignore is Bradford's recently opened £260 million Broadway Shopping Centre which is leading the city's resurgence as a superb retail destination. The fact it was 90 per cent let when it opened demonstrates just how much confidence national retailers, as well as global property giant Westfield, have in Bradford.

Nearly nine months on and The Broadway Centre is already acting as a catalyst for the wider improvement of the city centre, with estimates suggesting more than £500 million is being invested in the surrounding area as a result of its opening.

The confidence that this level of investment brings cannot be underestimated and it's something that all businesses can benefit from, especially when it is combined with other positive initiatives such as the Northern Powerhouse agenda.

A key question for Bradford is how the city becomes part of the Northern Powerhouse agenda and thus benefits from it. George Osborne has outlined transport, logistics, science and innovation as key enabling factors for northern economic growth – and these are all areas that Bradford excels in.

Another area where Bradford is hugely successful is in its ability to export, with a recent survey showing 86 per cent of the city's SMEs trade with other countries.

This is partly down to the fact there are more than 150 different languages spoken in and around Bradford, which certainly helps the city's businesses to forge global connections. This continues to be a driver in businesses attracting global investment which in turn delivers new jobs and prosperity for local people.

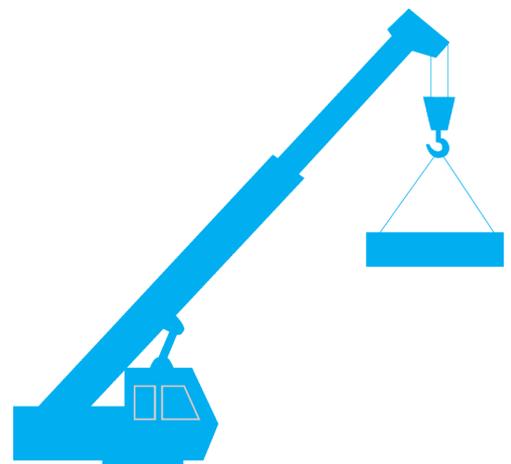
Closer to home, the success of Bradford, and the Northern Powerhouse, will be based on our ability to join up both physically, with improved transport links, and politically with a more collaborative approach to business.

This collaborative approach is something we pride ourselves on at BHP Clough & Company, working with all four of Yorkshire's Local Enterprise Partnerships and numerous funding organisations to deliver advice on how companies of all shapes and sizes can access finance to grow.

As part of the largest independent firm of Chartered Accountants in Yorkshire, we already work with many of Bradford's most successful SMEs and our team is hugely experienced in supporting growth and ensuring businesses maximise their full potential – and there are plenty doing just that.



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# Top 50 SMEs

Top 50 2016	Company Name	Activity
1	PAW (Holdings)	A group engaged in structural engineering
2	Platinum Rails Holdings	The manufacture, distribution and service of stairlifts
3	Astonish Holdings	A group engaged in the manufacture and distribution of cleaning chemicals and materials
4	Styrene Packaging & Insulation	The manufacture of polystyrene packaging and insulation products
5	Money Made Simple (UK)	Regulated claims management, insurance brokerage and personal debt management
6	Ortho-Care (U.K.)	Supply of orthodontic products
7	TL Dallas Group	Provision of Insurance services
8	Dennis Baldwin Group	A group engaged in the manufacture, maintenance and hire of steam producing boilers
9	Hindle Gears	General engineers, gear specialists, engine re-manufacturers, distributors of engineering products and manufacturer of industrial products
10	Peaspring	A group engaged in the manufacture, merchant and wholesale of clothing and fabric, together with worsted spinning
11	Spellman & Walker Direct	A group engaged in commercial printing & graphic design
12	Sonic Megastore	Electrical appliances and consumer electronics
13	Airedale Catering Equipment Group	The distribution of catering and refrigeration equipment and ancillary supplies
14	Info Supplier	A group engaged in the manufacture and supply of office filing and furniture systems
15	Hurst Group (Northern)	The provision of shopfitting and joinery services
16	Midas Paper Converters	A group engaged in manufacture of till rolls and related products
17	Tailormade Design	To design sourcing and sale of greeting cards and associated products
18	Northern Paper Board	The provision of paper, board and fabric merchants
19	Mobili Office	Office furniture sales
20	Folding Sliding Doors	The manufacturing of folding sliding doors
21	Techmotion	A group engaged in the provision of management services to group
22	Universal A.V. Services	A group engaged in the retail of audio-visual equipment
23	C T Glass	The manufacture of glass-based furniture components
24	Bunton Plant Hire	A group engaged in the renting of construction and civil engineering activities
25	Manor Coating Systems (Holdings)	A group engaged in the manufacture and supply of paint and related liquid products
26	Yorkshire Vets	The operation of veterinary surgeons
27	Thomas Fattorini (Holdings)	A group engaged in the manufacture of badges and insignia
28	Bull Brand	The supply and production of tobacco products
29	Surefreight (International)	Road haulage and freight forwarding
30	Bower Green	The provision of warehousing, haulage, shipping and forwarding services
31	King Cole	The distribution of hand knitting yarns and associated products
32	Town Head Farm Products	Dairy farmers, and processors of bulk milk for supply to wholesalers and retailers
33	The Label Makers	The printing of labels
34	Marpak Extrusions	Polymer extrusion
35	Nat Flex Group	A group engaged in the manufacture and distribution of packaging materials
36	Peter Ramsey & Sons	A group engaged in timber merchants and processors
37	Wrapid Group	A group engaged in the conversion and sale of packaging materials
38	Merritt & Fryers	Operation of a motor vehicle garage and petrol station
39	Whitakers Chocolates	The manufacture and distribution of chocolates
40	Bermar Building Company	Building contractors
41	Refreshment Systems	The supply and operation of vending machines and supply of ingredients
42	Dominium Print	Screen and digital printing
43	Advanced Forwarding	International freight forwarding
44	Trycare	The sale of dental and chiropody goods to practitioners
45	Expect Distribution	Haulage and transport contractors involved in pallet delivery and warehousing
46	Joda Holdings	A group engaged in haulage and storage
47	Victor Manufacturing	The manufacture and distribution of commercial catering equipment
48	Delifresh	The wholesale of food produce
49	E P E International	A distributor of premium small domestic appliances
50	Q.R.I.	The manufacture and sale of clothing

#### Notes on Top 50 SMEs

Figures compiled by BHP Chartered Accountants using latest published financial information at the time of carrying out this survey filed at Companies House and financial data provided by Bureau van Dijk's Fame. To qualify for inclusion, businesses must: • be an independent company OR the ultimate holding company of a UK group, be an SME, i.e. meets two of the following measures - less than 250 employees - less than £25.9m turnover - less than £12.9m gross assets. • not be a charity, academy, Limited Liability Partnership or listed Public Limited Company. • be up-to-date filing accounts at Companies House. • have a registered or primary trading address in the BD postcode.

# Bradford 2016

Location	Latest Accounts Date	2016 Profit Before Tax	2015 Profit Before Tax	Turnover £000's	No. of Employees
Skipton	9/30/2015	2,695	28	15,881	73
Keighley	3/31/2015	2,605	938	13,016	103
Bradford	5/31/2015	2,436	1,979	17,055	70
Bradford	5/31/2015	2,209	1,608	17,101	101
Bradford	6/29/2015	1,965	[252]	5,767	75
Shipley	12/31/2014	1,925	1,730	7,593	46
Bradford	12/31/2014	1,791	1,210	7,434	97
Keighley	12/31/2014	1,755	1,269	13,548	98
Bradford	11/30/2014	1,729	1,300	9,689	76
Keighley	12/31/2014	1,622	1,803	21,842	94
Bradford	12/31/2014	1,491	559	11,954	102
Bradford	1/31/2016	1,363	836	14,758	53
Bradford	12/31/2014	1,360	307	29,380	202
Bradford	8/31/2015	1,271	1,136	19,389	120
Bradford	3/31/2015	1,258	19	33,705	291
Bradford	9/30/2014	1,245	1,240	14,945	78
Bradford	3/31/2015	1,185	1,388	13,077	42
Skipton	2/28/2015	1,181	822	10,488	23
Skipton	12/31/2014	1,178	493	9,754	58
Bradford	12/31/2014	1,089	852	6,794	70
Bradford	11/30/2014	1,066	2,217	6,029	76
Bradford	12/31/2014	1,018	377	13,658	83
Bradford	2/28/2015	1,005	785	8,438	78
Bradford	3/31/2015	989	925	9,182	74
Shipley	11/30/2015	940	534	10,580	76
Bradford	12/31/2014	799	827	4,199	67
Skipton	12/31/2014	796	86	6,477	116
Keighley	4/30/2015	774	664	21,568	12
Bradford	3/31/2015	758	484	18,756	74
Bradford	7/31/2015	752	335	9,969	62
Skipton	6/30/2015	746	513	8,646	30
Skipton	3/31/2015	743	441	12,667	57
Bradford	10/31/2015	731	239	7,040	66
Shipley	12/31/2014	729	598	11,473	20
Bradford	1/2/2015	725	624	12,849	40
Bradford	9/30/2015	696	590	13,402	104
Bradford	12/31/2014	661	364	17,904	118
Skipton	9/30/2014	632	164	8,506	57
Skipton	12/31/2015	629	604	10,811	131
Bradford	4/30/2015	603	250	10,511	48
Bradford	3/31/2015	585	616	9,102	115
Bradford	3/31/2015	565	540	6,496	100
Bradford	10/31/2014	558	169	13,675	10
Bradford	3/31/2015	551	618	10,610	64
Bradford	11/30/2015	548	665	21,694	228
Keighley	12/31/2014	529	663	8,882	103
Bradford	3/28/2015	526	127	8,612	97
Bradford	9/30/2014	522	934	20,203	124
Bradford	9/30/2015	491	497	14,381	43
Bradford	3/31/2015	490	212	13,058	48

For financial periods of more than or fewer than 52 weeks, the figures have been annualised on a pro-rata basis. Private company information can be incomplete: in preparing this table every reasonable effort has been made to ensure that no qualifying companies have been omitted. In certain circumstances the compilers of the table have made exceptions to the qualification criteria and their decision is final. Nominations for next year's table are welcome at [info@bhp.co.uk](mailto:info@bhp.co.uk).

Research finalised on 28/04/16

# SME sector is essential to growing performance

The Telegraph & Argus has teamed up with BHP Clough & Company to compile a definitive list of the district's Top 50 small and medium enterprises. BHP has crunched the numbers to reveal the best performing companies across the Bradford district, the Aire Valley and Skipton.

The figures reveal some shining examples of impressive profit growth across a range of sectors, including construction services, manufacturing, packaging, financial services, logistics and distribution, retailing, printing and confectionery. The data tells a story of the progress and resilience among the SME sector, which is crucial to the district's economy, innovation and job creation.

Bradford is forecast to contribute 15.4 per cent of the total growth within the Leeds City Region between now and 2020. Bradford promotes itself as a Producer City, being home to 1,300 manufacturing businesses employing 24,700 people. They account for 12.8 per cent of all employees, compared to 9.8 per cent in the UK as a whole.

The Bradford district has an economy worth around £9.2 billion, the third largest in the region behind Leeds and Sheffield, with predicted growth of around 25 per cent over the next ten years.

The digital technologies sector also plays an important part of the local economic mix with key research and development operations based here. The term "world wide web" was first used in a journal published by the Bradford based publisher Emerald.

The University of Bradford has close ties with many local businesses. It has been named as the number one university for graduate-level employment in Yorkshire and is in the top 20 nationally.

Bradford, as part of the Leeds city region, is in an area with a financial and businesses services sector worth more than over £13bn every year which is projected to grow by 51 per cent between now and 2022, offering stable, secure investment opportunities.

The district also offers firms operating costs that are 30 per cent less than in London and the South East, providing a carrot for inward investment, new start-ups and helping growing small and medium firms.

One company attracted to Bradford was household cleaning materials manufacturer Astonish Holdings. The business relocated from Leeds in 2010 into a £4.5 million factory on Staithgate Lane near the M606 motorway.

Astonish is in third place in the Top 50 table. The £17m business with 70 employees continues to grow, with profits rising from £1.98m in the 2014-15 financial year to nearly

£2.5m in its latest accounts. Astonish exports around 40 per cent of its products – underlining the message from Bradford Chamber of Commerce that a greater percentage of Bradford small and medium firms are exporting goods or services than any other city in the country – 86 per cent of them last year.

Heading the Top 50 SMEs league table is Skipton-based PAW Holdings, a private limited structural engineering company which saw a staggering 864 per cent surge in profits from £28,000 in 2015 to £2.7m. With a turnover of £15.8m, it employs 73 staff. PAW designs and supplies bespoke light gauge steel frame and structural steelwork for a range of construction projects, including recently the design and installation of the superstructure for a £12m retirement development in Dorset for McCarthy & Stone. The company is named after founder and managing director P Alan Walker, who launched it in 2001 and has more than 40 years' experience in the industry.

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BHP are delighted to act for **nine** of the Top 50 companies in this survey - congratulations to everyone featured