

Regional companies are manufacturing a solid future



With plenty of talk about the manufacturing industry facing difficult and uncertain times, it's hugely encouraging to see so many of our regional companies bucking the trend, with collective growth of more than 10%, which speaks volumes about South Yorkshire and North Derbyshire as a place to do business.

The Top 50 companies in this year's table have a combined turnover in excess of £800 million, which has soared by more than £75 million on the previous year. Crucially, profit has also risen by just over 9% from £48.86 million to £53.41 million. As a result, the sector has created 540 new jobs and now employs a 6,531-strong workforce, which is testament to the skills that exist in the region.

There isn't one company that has significantly over-achieved and distorted the table either, with the vast majority of the top 50 manufacturers recording growth over the previous 12 months. This is encouraging to see and demonstrates the strength and grit of the local economy, which powers on through the uncertainty of potential headwinds including Brexit, US trade tariffs and the

exchange rate pressures that importers currently face.

There's no doubt that having supportive local councils and clear direction from Sheffield City Region leaders, who assist with everything from grant funding through to networking, as well as continually championing the region, has also played a part in this success.

The companies in our list manufacture a diverse variety of goods and there are several that are putting the region on the global map, with a range of highly technical and pioneering products. One such company is Sheffield based C.W.Fletcher & Sons, which has climbed to number 10 in this year's table from 16th place last year.

The company has over a century of experience in precision engineering and although it works with a diverse range of sectors, it has now firmly established a foothold in the aerospace, nuclear and space exploration industries.

Topping the table for the second year running is Matlock based Breasley Pillows Ltd which is the UK's largest foam

converter and manufactures mattresses, divans and headboards. The company posted a stunning set of figures in its latest accounts, which saw turnover grow to £30.79 million from £24.92 million the year before.

Profits also rose to £1.29 million and the firm created eight new jobs during the year, taking its total headcount to 216 – I am sure the entire team all sleep well at night knowing they work for the region's largest manufacturing company.



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Top 50 Manufactu

2018	2017	Company name	Activity
1	1	Breasley Pillows (The)	Foam conversion and bedding manufacture
2	3	Jigsaw Foods	Manufacture & cryogenic freezing of sauces and condiments.
3		Moorhen Holdings	Roofing and cladding material manufacturers and distributors
4	11	Solpro Manufacturing	Processing of brazing alloys, the manufacture of electrical contacts and goldsmiths
5		Samuel Hodge Holdings	Gas pressure valves and dispensing equipment.
6	6	Libra Speciality Chemicals	Manufacture and distribution of chemical products.
7	7	The Abbey Group UK	Production, treatment and forging of steel.
8	10	OSL Group Holdings	Manufacture of components and services in the markets of fire and security.
9	4	Novoferm UK Holdings	Manufacture and sale of garage doors.
10	16	C.W.Fletcher & Sons,	Manufacture of precision components mainly for aeronautical and nuclear industries.
11	8	Robinson Healthcare Group	Manufacture and distribution of personal hygiene, healthcare and veterinary products
12	20	Robson Handling Technology	Manufacture, marketing and distribution of personal hygiene, healthcare and
13	17	Griffingold	UPVC window manufacture.
14	13	Cathelco	Iccp and anti-fouling equipment for the marine industry through its' engineering and
15	23	Teampartner	Production and sale of popcorn and confectionery items.
16	14	A.T.C. Manufacturing	Manufacture, processing and distribution of textile products.
17		SCX Special Projects	Design & manufacture of materials handling & access equipment.
18	20	Direct Trade (Yorkshire)	Manufacture and distribution of UPVC window frames, doors and conservatories.
19	24	John Smedley Limited	Manufacture and sale of knitwear.
20	30	Icon Aerospace Technology	Manufacture and sale of natural and synthetic elastomeric polymer components
21	19	IFA Metals International	Manufacture of high integrity forged products.
22	25	TGW (Holdings)	Machine knife manufacturers and factors.
23	33	Rotor Clip	Supply of retaining rings.
24	27	Sash UK	Manufacture of UPVC doors, windows and conservatories.
25	18	Compass Engineering	Structural engineers.
26	31	Jepson Holdings	Manufacture of vehicle number plates and signs.
27	12	X-Cel Superturn	Manufacture of precision engineering components.
28	47	Advanced Engineering Techniques	Laser engineers, component producer and fabricator.
29	29	Dearnside Fabrications	Metal fabricators.
30	32	Charles Thompson (UK)	Design and manufacture of process plant equipment
31	43	Castlegate 263	Manufacture of upvc double glazing.
32	36	Tinsley Bridge	Manufacture and sale of stabiliser bars for the European truck market.
33	26	Drishaun Holdings	Manufacture and assembly of electrical enclosures
34	40	A1 Sheet Metal Flues	Manufacture and installation of stainless steel flues for commercial use.
35	39	Thos.Winnard & Sons	Distribution of vehicle components.
36		Thos. C. Wild	Manufacture of forged rings for high integrity applications.
37		Liberty Group Holdings	Manufacture, sale and hiring out of site cabins and related equipment.
38	37	Metalliform Holdings	Manufacture and sale of contract and educational furniture and office furniture
39		Kingfield Electronics	Production and assembly of electronic and electro-mechanical aparatus
40	44	Wolf Safety Lamp Company(The)	Manufacture and sale of safety lamps.
41		Mccalls Special Products	Design and manufacture of high strength bars and fittings.
42		BEN Bennett JR	Quarrying of limestone and the manufacture of cold rolled, hardened and tempered
43		Timber Garden Buildings	Manufacture of timber sheds and buildings.
44	48	Harvest Healthcare	Manufacture and distribution of pressure therapy and patient handling products.
45		Chapmans Agricultural	Manufacture of and supply of agricultural and earthmoving parts.
46		Taylor's Eye Witness	Manufacture and distribution of houseware products.
47		Lidget Compton	Manufacture and erection of pre-cast concrete products.
48		J.B. Ingall	Manufacture of steel and alloy foundry castings.
49		Atomising Systems	Consultant and contracting engineers, specialising in powder metallurgy processes
50		Penny Hydraulics	Design, manufacture and servicing of hydraulic and electrical components

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 £36m turnover per annum - less than £18m gross assets • not be a charity, academy, Limited Liability Partnership or listed Public Limited Company • be up-to-date in filing accounts at Companies House • be based in Sheffield City Region • with a manufacturing SIC code listed on FAME

Supporting SMEs 2018

Location	Latest accounts date	Turnover £'000 Last avail. yr	Profit (Loss) before Tax £'000 Last avail. yr	No. of employees	Total assets £'000
Matlock	4/30/2017	30,794	1,292	216	9,795
Mansfield	5/31/2017	29,293	1,109	196	10,437
Chesterfield	6/30/2017	28,720	4,128	67	27,021
Sheffield	12/31/2017	27,244	41	100	17,161
Sheffield	3/31/2018	27,076	1,722	217	18,598
Sheffield	12/31/2017	25,398	2,198	57	13,247
Sheffield	10/31/2017	24,207	2,028	197	47,966
Sheffield	12/31/2017	23,447	1,705	189	11,722
Sheffield	12/31/2016	23,388	821	266	9,564
Sheffield	12/31/2017	23,074	732	190	12,869
Worksop	6/30/2017	23,029	2,680	171	15,293
Sheffield	6/29/2017	22,723	-439	167	10,058
Sheffield	12/31/2017	20,282	1,397	193	7,291
Chesterfield	3/31/2017	20,201	2,223	127	24,877
Sheffield	12/31/2016	20,144	496	125	10,316
Barnsley	12/31/2016	20,053	1,218	204	33,959
Sheffield	3/31/2017	19,172	2,314	59	15,243
Doncaster	3/31/2017	19,155	1,059	193	8,144
Matlock	3/31/2018	18,000	582	350	13,545
Retford	9/30/2017	17,836	1,999	270	15,102
Sheffield	3/31/2017	17,769	866	131	13,094
Sheffield	3/31/2017	17,360	4,101	165	16,740
Sheffield	12/31/2016	16,591	1,373	139	11,376
Barnsley	9/30/2017	16,463	-220	186	11,411
Barnsley	12/31/2016	14,263	2,082	52	7,331
Sheffield	6/30/2017	14,115	1,060	80	14,718
Rotherham	3/31/2017	14,087	-137	129	17,842
Barnsley	10/31/2017	13,435	7	166	8,302
Sheffield	3/31/2018	13,318	1,754	98	8,432
Mexborough	3/31/2017	12,948	84	165	14,535
Mansfield	10/31/2017	12,884	352	135	2,578
Sheffield	9/30/2017	12,735	772	91	6,138
Sheffield	12/31/2016	12,026	-870	115	9,322
Newark	12/31/2016	11,387	161	141	5,750
Rotherham	12/31/2016	11,295	1,613	30	10,390
Sheffield	8/31/2017	10,968	553	65	9,414
Sheffield	6/30/2017	10,187	1,901	78	16,646
Barnsley	6/30/2017	10,147	327	126	4,553
Chesterfield	3/31/2017	9,958	574	87	6,729
Sheffield	6/30/2017	9,763	1,816	38	12,127
Sheffield	12/31/2016	9,636	414	61	8,615
Rotherham	12/31/2016	9,164	1,152	72	10,272
Rotherham	6/30/2017	8,955	332	93	6,620
Rotherham	5/31/2017	8,915	-519	61	5,483
Sheffield	12/31/2017	8,837	86	134	6,793
Sheffield	1/31/2018	8,562	453	55	7,307
Barnsley	3/31/2017	8,508	1,212	70	5,651
Sheffield	1/31/2017	8,467	351	66	6,165
Sheffield	9/30/2017	8,442	877	63	6,939
Chesterfield	30/06/2017	8,082	1,578	85	6,922

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.

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Manufacturers must keep an eye on the basics

This year's table demonstrates how most key indicators in the manufacturing industry are currently looking positive, but we all know how quickly things can change in today's marketplace and as advisors, we're always looking ahead at both threats and opportunities, looming on the horizon.

At the moment, most of the economic data looks positive. The manufacturing industry is showing steady growth out of recession, unemployment is fairly stable, interest rates remain low and although inflation is under pressure due to wage acceleration, it's close enough to the Government's 2% target for it not to be a major concern.

However, one issue that many manufacturers must address, is how to fill their productivity gap. This is productivity measured by output per worker, or per hour, and despite positive growth, many UK manufacturers are still lagging behind their EU competitors.

This is often due to low skills, poor infrastructure or even both. We've also seen lots of evidence recently that manufacturers are deferring investment decisions until they understand exactly what Brexit will mean for them.

To a certain extent, this is understandable. Why would a business risk making a substantial investment now, that could potentially leave them hugely exposed in the very near future?

In the meantime, even if a manufacturer has battened down the hatches until we have more clarity surrounding EU trade deals, the company still needs to focus on the basics and take advantage of the incentives and tax breaks that can benefit them. We regularly see manufacturers only claiming back a fraction of what's available.

Investments in Research and Development (R&D) remains one of the most overlooked tax breaks we come across because lots of manufacturers are unaware of the vast scope for these claims. A claim for enhanced tax relief can generate tax relief at the rate of 25% or even a tax repayment at the rate of 33% which can be used to support growth and investment.

Manufacturers should also make full use of the Annual Investment Allowance (AIA) which is a tax relief to support businesses investing in plant and machinery. Companies can currently obtain 100% tax relief on £200,000 of expenditure on qualifying plant and machinery.

When it comes to rewarding key employees, granting share options under the Enterprise Management Incentive scheme is often a highly tax efficient and sought-after reward, as well as a great way of retaining and incentivising significant people. In addition, businesses looking to expand or recruit new talent should take advantage of the Apprenticeship Levy to fund training.

Finally, there's a whole host of grant funding options open to manufacturers and a specialist advisor will have an in-depth knowledge of exactly what's available and how to access it.



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