

# TOP 100 SMEs 2019

## TOP 10 INDUSTRIES BY PROFIT

## PEOPLE EMPLOYED BY SECTOR

**Services**  
2019: 4,740  
2018: 4,586

**Wholesale**  
2019: 971  
2018: 934

**Manufacturing**  
2019: 3,812  
2018: 3,626

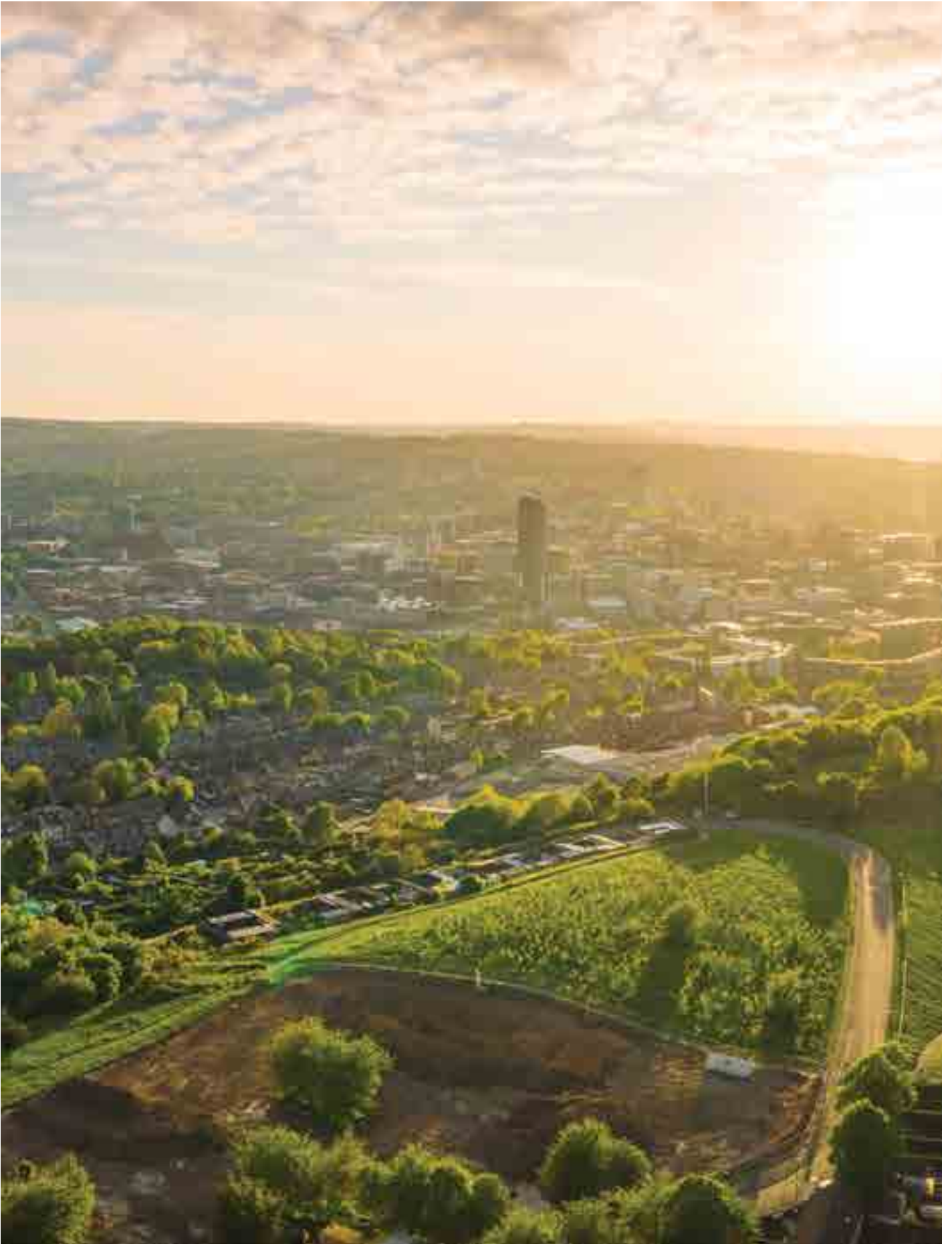
**Retail**  
2019: 380  
2018: 353

	2019	2018	Growth %
Manufacturing	3,812	3,626	5.1
Retail	380	353	7.6
Services	4,740	4,586	3.4
Wholesale	971	934	4.0
<b>Total</b>	<b>9,903</b>	<b>9,499</b>	<b>4.3</b>

Net profit up by **18.2%**

Turnover up by **12%**

	2019 £'000	2018 £'000	Growth
Turnover	1,947,544	1,738,231	12.0%
Profit before tax	185,333	156,854	18.2%
	2019	2018	Growth
Number of employees	9,903	9,499	4.3%



# Positive results for Sheffield City Region

Sheffield City Region's small and medium sized enterprises (SMEs) are reporting positive results despite the economic challenges and Brexit uncertainties.

Profits generated by this year's Top 100 SMEs stand at an impressive £185m, up from £157m last year. The businesses have seen an 18 per cent increase in profit before tax, together with a 12 per cent increase in turnover and four per cent increase in headcount.

Barnsley - based Glass Recycling (UK) has climbed to number one in the table with an impressive increase in profits from £1.8m to £5.1m. This growth is no doubt built on businesses and public sector organisations being more environmentally aware and Glass Recycling (UK) investing in new machinery to improve the removal of unwanted materials from the glass it collects.

The annual table welcomes 36 new entrants this year, the highest being the Tours Abroad Group, who saw an increase in profits from £0.4m to £3.4m. The Tours Abroad Group includes the Leger and Sunway brands and offers escorted holidays across the world.

New entrants have contributed £52m to the overall profits and 3,100 employees, with the service sector being dominant, accounting for 67 per cent and 56 per cent respectively.

Of the 36 companies which dropped out of the table this year, 17 were as a result of decreasing profitability and five as a result of growth which has taken them into the large company status. This certainly reflects a mixed picture in

the economy where some industries are faring better than others.

Reflecting on this further, the retail sector which is only a small percentage of our overall regional economy at 5%, was the only sector to experience a decline in the year. Profits had fallen from £12m to £9.2m. The service sector continues to dominate the local and national economy and this year has shown impressive growth in profits from £82m to £101m. This represents 54% of the total profit generated in the SCR in 2019.

Overall, the results indicate a positive trend for the SCR with profits, turnover and headcount all increasing despite a backdrop of Brexit uncertainties and a challenging economic environment. SMEs continue to contribute significantly to the local and national economy and should be at the forefront of the Chancellor's mind when he delivers his next Budget (to be confirmed!) to ensure the backbone of the economy can flourish.



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# Top 100 SMEs Sheffield

2019	2018	Company name	Location	Latest accounts date	Activity	Profit before Tax 2019 £000s	Profit before Tax 2018 £000s	Turnover 2019 £000s	No of Employees 2019
1	42	Glass Recycling	Barnsley	30/09/2018	Recovery and treatment of waste products	5,076	1,870	15,926	56
2	8	Moorhen	Chesterfield	30/06/2018	Roofing and cladding material manufacturers and distributors	4,680	4,128	26,152	57
3	6	Haywood And Padgett	Barnsley	31/10/2018	Production of wholesale bakery products	4,366	4,401	27,463	147
4	7	Derbyshire Aggregates	Bakewell	31/03/2018	Supply of rocks, stone and aggregates to the construction industry	4,140	4,283	20,543	58
5	61	SCX Special Projects	Sheffield	31/03/2018	Design and manufacture of materials handling and access equipment	4,079	1,576	28,402	69
6	17	Clear Line	Sheffield	31/03/2018	Installation and maintenance of curtain wall facades	3,967	2,949	19,632	53
7	11	Clee Hill Plant	Chesterfield	31/12/2017	Provision of plant for hire to the civil engineering industry	3,732	4,079	18,126	187
8		Tours Abroad Group	Rotherham	31/12/2018	Specialist holidays tour operator and wholesaler	3,352	356	38,555	105
9	20	Cidon	Barnsley	28/02/2018	Civil engineering	3,310	2,797	15,734	43
10	73	Eco-Power Environmental	Doncaster	31/07/2018	Waste recycling	3,167	1,359	26,277	80
11	2	Dransfield Properties Investments	Sheffield	30/09/2018	Property development and investment	3,084	6,595	9,867	23
12	31	Norton Finance Group	Rotherham	30/04/2019	Advancing secured and unsecured loans throughout the UK	3,058	1,654	14,725	164
13	13	Wild Life Group	Doncaster	30/11/2018	General commercial activities	3,049	3,350	12,941	241
14	12	National Floorcoverings Group	Matlock	31/12/2018	Manufacture and supply of carpets and allied products	2,888	3,478	22,828	124
15	29	Long Rake Spar Company	Bakewell	31/03/2019	Processing and sale of calcite spar	2,799	2,238	26,122	84
16	27	Lablogic Group	Sheffield	30/06/2018	Supply of scientific data systems	2,697	2,327	14,813	89
17		IFA Metals International	Sheffield	31/03/2018	Manufacture of high integrity forged products	2,615	866	23,284	155
18	23	Robinson Healthcare Group	Worksop	30/06/2018	Manufacture and distribution of personal hygiene, healthcare and veterinary products	2,431	2,680	24,733	158
19	35	Utopia	Chesterfield	31/08/2018	Design and creation of a full table and barware offer	2,421	2,102	35,112	110
20		Westdale Group	Doncaster	31/01/2019	External wall insulation and general contracting	2,420	1,338	16,400	63
21	16	Go Green	Doncaster	31/12/2018	Waste management brokers	2,419	2,960	25,810	100
22	18	Roy Hatfield	Rotherham	31/10/2018	Processing and distribution of metals, minerals and solid fuels	2,337	2,888	33,962	35
23	41	Liberty Group	Sheffield	30/06/2018	Manufacture, sale and hiring out of site cabins and equipment	2,320	1,901	13,147	101
24	54	OSL Group	Sheffield	31/12/2018	Manufacture and factoring of components and services in the markets of fire and security	2,314	1,705	24,533	192
25		8point8 Support	Doncaster	31/03/2018	Wireless telecommunications activities	2,313	2,434	22,378	175
26	34	MB Group	Sheffield	30/04/2018	Advertising and marketing	2,263	2,120	19,365	121
27	33	Talasey	Doncaster	31/12/2018	Import and distribution of stone and slate products	2,210	2,166	33,618	55
28	93	Kybotech	Worksop	30/06/2018	Manufacturing, retailing and distribution of garden products	2,114	1,109	22,689	118
29	64	Roofdec	Barnsley	31/08/2018	Roofing and cladding contractors	2,100	1,538	22,405	46
30	25	Rotor Clip	Sheffield	31/12/2018	Supply of retaining rings	2,085	2,447	17,654	139
31	65	History & Heraldry	Rotherham	31/12/2018	Gift distributor	2,057	1,454	33,114	238
32		Morris & CO.	Doncaster	01/10/2018	Sale of salvaged and reclaimed materials	2,017	348	25,307	40
33	45	IVY Cottage	Barnsley	31/03/2018	Provision of care for people	2,012	1,802	5,737	178
34	26	Houghton Textiles	Barnsley	31/12/2018	Manufacturing, processing and distribution of textile products	2,000	2,400	25,900	240
35		P R Marriott Drilling	Chesterfield	31/12/2017	Drillers to the mining, water and gas industries	1,974	994	15,804	56
36		Bridgstock	Chesterfield	31/03/2019	Sale of electrofusion fittings and electrical parts	1,957	-420	30,825	97
37	86	A.E.Spink	Doncaster	30/11/2018	Builders' and plumbers' merchants and ironmongers	1,931	1,195	30,581	88
38	76	Carver Engineering	Doncaster	31/03/2019	General engineering & fabrication	1,919	1,830	9,353	56
39	40	DSS Group	Doncaster	28/02/2018	Specialist foundation and piling services	1,907	1,296	17,085	83
40	46	Dearnside Fabrications	Sheffield	31/03/2019	Metal fabricators	1,886	1,754	12,350	90
41		Wcec Group	Chesterfield	30/11/2018	Provision of architectural services	1,883	345	9,152	130
42		Wordsworth Excavations	Barnsley	30/06/2018	Site preparation for development and excavation	1,864	246	12,100	56
43	21	Ronald Hull Jnr.	Rotherham	31/01/2018	Property investment, metal merchants, demolition and excavation contractors	1,789	2,737	27,952	145
44	24	Asmet	Dronfield	30/09/2018	Procurement, production, logistics management and supply of metallurgical consumables and specialist products	1,755	2,473	18,759	11
45	74	GO2 Foods	Doncaster	31/03/2018	Food manufacturer specialising in yorkshire puddings and associated products	1,715	1,353	13,010	148
46		Panache Lingerie	Sheffield	30/06/2018	Wholesale distribution of ladies undergarments and swimwear	1,686	452	24,989	117
47	39	GRI Libra	Sheffield	31/12/2018	Manufacture and distribution of chemical products	1,684	1,932	26,652	58
48	79	Pinelog Group	Matlock	28/10/2018	Manufacture of timber leisure buildings and operation of a holiday lettings	1,677	1,291	11,563	274

## Notes on Top 100 SMEs Sheffield City Region

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



# Sheffield City Region 2019



2019	2018	Company name	Location	Latest accounts date	Activity	Profit before Tax 2019 £000s	Profit before Tax 2018 £000s	Turnover 2019 £000s	No of Employees 2019
49	56	Roe Developments	Rotherham	31/12/2017	Provision of specialist construction services	1,671	1,484	17,079	30
50	57	Minorfern	Chesterfield	30/04/2018	Car and commercial motor spares factors	1,656	1,512	23,284	243
51		Braithwaite Excavations	Barnsley	31/03/2018	Earthworks contracting	1,601	923	10,656	24
52	88	Warwick Ward	Barnsley	30/09/2018	Plant and machinery	1,598	1,158	23,994	85
53		X-Cel Superturn	Rotherham	31/03/2019	Manufacture of precision engineering components	1,567	-1,023	21,856	163
54	66	Wilson's Furnishers	Rotherham	30/09/2018	Flooring wholesalers and retailers	1,564	1,432	25,588	122
55	36	Thos.Winnard & Sons	Rotherham	31/12/2018	Distribution of vehicle components	1,540	2,059	15,774	39
56	38	URA Ventures	Chesterfield	31/12/2018	Contract hire and sale of motor vehicles and other related services	1,533	1,958	11,696	33
57	70	SRS Rail System	Chesterfield	30/04/2018	Provision of specialist services to the railway industry	1,473	1,401	17,654	101
58		SPD	Sheffield	30/11/2018	Acquisition of land, reclamation and subsequent development	1,470	-222	5,106	4
59	80	Portland of Bawtry	Doncaster	31/08/2018	Used motor vehicle sales	1,435	1,285	23,414	9
60		Tickhill Engineering Company	Doncaster	31/12/2017	Manufacture of agricultural and food processing equipment	1,429	1,096	12,856	71
61	60	Penny Hydraulics	Chesterfield	30/06/2018	Manufacture and servicing of hydraulic and electrical components	1,404	1,578	8,740	83
62		Direct Trade	Doncaster	31/03/2018	Manufacture and distribution of window frames, doors and conservatories	1,397	1,059	20,548	214
63	63	Intake Developments	Barnsley	31/12/2018	Operation of self service petrol filling stations	1,367	1,570	37,751	8
64		BDB Design Build	Sheffield	31/03/2018	Design and build of industrial and commercial properties	1,365	454	33,280	23
65	52	Galaxy Insulation And DRY Lining	Sheffield	31/12/2018	Distribution of insulation materials and associated products	1,362	1,724	27,820	73
66		Compass Engineering	Barnsley	31/12/2018	Structural engineering	1,349	1,515	19,585	35
67	55	Excel Parking Services	Sheffield	29/04/2018	Provision and management of car parking facilities	1,243	1,682	15,648	334
68	78	Breasley Pillows	Matlock	30/04/2018	Foam conversion and the manufacture of bedding	1,225	1,292	36,002	218
69		Johnson Bros	Worksop	31/08/2018	Coach and tour operators	1,201	528	11,159	140
70		HRE Newco	Chesterfield	31/03/2018	Consultancy and labour recruitment	1,192	313	23,812	64
71		Gdma Group	Sheffield	31/08/2018	Residential care	1,178	-182	6,448	200
72		Plumbing Supplies Company	Sheffield	31/12/2018	Plumber's merchants	1,173	966	12,332	53
73		Raveningham	Rotherham	31/12/2018	Installation, servicing and maintenance of lifts	1,165	775	15,997	125
74	62	Mac's Transport	Barnsley	30/04/2018	Sale of commercial vehicles and the rental of residential properties	1,143	1,572	27,287	28
75	43	Planet X	Rotherham	29/03/2019	Sale of bicycles and bicycle parts	1,119	1,835	12,669	51
76		Panel Systems	Sheffield	31/12/2018	Manufacture of insulated building products, panels and cladding	1,097	908	13,082	70
77	96	One Health Group	Sheffield	31/03/2019	Provision of medical services	1,084	841	18,391	54
78		A Shade Greener	Barnsley	30/09/2018	Installation of solar panels.	1,064	732	9,412	15
79		Rotherham Healthcare	Rotherham	31/12/2018	Specialist residential care facility	1,053	998	4,683	151
80	100	Jepson	Sheffield	30/06/2018	Manufacture of vehicle number plates and signs	1,052	1,060	15,045	82
81	49	E.E.Blyth & CO	Worksop	31/03/2018	Trading in metals and minerals	1,052	1,737	18,951	75
82		Apollo Access	Sheffield	31/03/2018	Provision of access equipment	1,049	1,035	9,293	98
83	85	Lidget Compton	Barnsley	31/03/2018	Manufacture and erection of pre-cast concrete products	1,040	1,212	7,804	62
84		Navartis	Doncaster	31/03/2018	General commercial activities	1,033	990	31,717	53
85		Vidlearn	Sheffield	31/03/2019	Project management & consultancy	1,030	408	1,888	6
86		Millgate	Sheffield	31/07/2018	Sale of computer hardware and software and support	1,024	846	53,539	108
87		QWP	Doncaster	31/10/2018	Supply of fume extraction solutions	993	808	10,931	44
88	95	Datagraphic	Chesterfield	31/10/2018	Strategic document outsourcing through a multi-channel platform	954	1,105	13,464	113
89	84	Green Group International	Rotherham	31/10/2018	Provision of logistics and transport services	954	1,213	24,888	109
90	37	The Abbey Group UK	Sheffield	31/10/2018	Production, treatment and forging of steel	952	2,028	24,448	199
91	15	Saul Construction	Barnsley	31/03/2018	Building and civil engineering contractors	940	3,160	10,932	69
92		Kingfield Electronics	Chesterfield	31/03/2018	Production of electronic and electro-mechanical apparatus and sub-assemblies	930	574	12,773	111
93		Sargents Properties	Doncaster	30/06/2018	Manufacture of bakery and confectionery products	916	596	15,465	49
94	92	BEN Bennett JR	Rotherham	31/12/2018	Quarrying of limestone and manufacture of cold rolled and hardened and tempered steel strip	906	1,122	10,112	73
95		Loadhog	Sheffield	31/12/2018	Manufacture, distribution and hire of re- packaging systems	906	492	13,396	90
96		Milner	Matlock	31/10/2018	Sale of motor vehicle components	886	1,053	9,774	78
97	90	Fosters Bakery	Barnsley	27/10/2018	Bakers and confectioners	886	1,135	13,383	204
98		AEW Paddock Motors	Matlock	31/12/2018	Retailing of vehicle spares and property development	880	1,259	14,700	51
99	58	Paragon Foodservice	Doncaster	28/02/2018	Distribution of deep frozen foods	861	1,653	36,107	19
100		B.J. Waters	Matlock	31/03/2018	Haulage Contractors	849	967	11,906	94

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. The latest set of filed accounts (at the time of the search) has been used. Where this set has been included within previously published surveys these accounts have been omitted. Research finalised 21/10/2019.



# Top companies by location

Profit before tax (£,000)  
2019 16,864  
2018 12,407

## +35.9%

### Barnsley

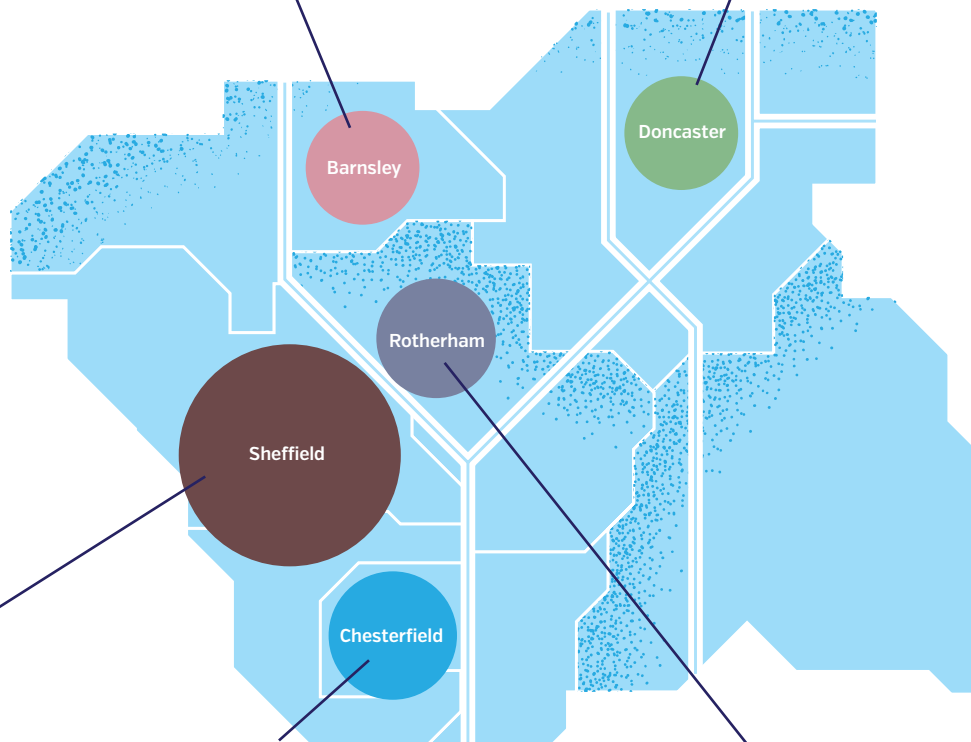
1. Glass Recycling (UK)
2. Haywood And Padgett
3. Cidon Holdings
4. Roofdec Holdings
5. IVY Cottage (Ackton)
6. Haughton Textiles
7. Wordsworth Excavations
8. Braithwaite Excavations Holdings
9. Warwick Ward (Holdings)
10. Intake Developments

Profit before tax (£,000)  
2019 13,367  
2018 11,441

## +16.8%

### Doncaster

1. Eco-Power Environmental Holdings (Formerly Attero Waste Group)
2. Wild Life Group
3. Westdale Group
4. Go Green
5. 8point8 Support
6. Talasey
7. Morris & CO. (Handlers)
8. A.E.Spink
9. Carver Engineering Holdings
10. DSS Group



Profit before tax (£,000)  
2019 27,310  
2018 24,239

## +12.7%

### Sheffield

1. SCX Special Projects Holdings
2. Clear Line Holdings
3. Dransfield Properties Investments
4. Lablogic Group Holdings
5. IFA Metals International
6. Liberty Group Holdings
7. OSL Group Holdings
8. MB Group (UK)
9. Rotor Clip
10. Dearnside Fabrications

Profit before tax (£,000)  
2019 14,763  
2018 10,884

## +35.6%

### Chesterfield

1. Moorhen Holdings
2. Clee Hill Plant Holdings
3. Utopia Holdings (Chesterfield)
4. P R Marriott Drilling
5. Bridgstock
6. Wcec Group
7. Minorfern
8. URA Ventures
9. SRS Rail System (Holdings)
10. Penny Hydraulics

Profit before tax (£,000)  
2019 12,593  
2018 9,089

## +38.6%

### Rotherham

1. Tours Abroad Group
2. Norton Finance Group
3. ROY Hatfield (Holdings)
4. History & Heraldry Holdings
5. Ronald Hull Jnr.
6. Roe Developments (UK)
7. X-Cel Superturn
8. Wilsons Furnishers (Holdings)
9. Thos.Winnard & Sons
10. Raveningham Holdings

# Planning for a successful business sale

Deciding to sell a business is one of the most important decisions a business owner will make.

For most it is about more than just realising the financial gains from years of grit, determination and dedication – an important factor for many is finding a good home for the business where both the company and its employees can continue to flourish.

Every deal is of course different and needs to be handled in its own unique way, however there are common mistakes that should be avoided.

## Little or no preparation

The earlier preparations start, the easier it is to identify and fix issues. Working with advisors a few years in advance can help to not only maximise interest in the business and the value of the offers received, but also reduce the risk of value leakage during due diligence or a deal failing to complete altogether.

## No exit plan

Leaving things to chance or reacting to a cold approach is less likely to result in achieving the optimal exit. A good exit plan will consider how the business is likely to be valued and what factors may make it more attractive. It's also an opportunity to review the quality of succession plans and how key staff have been factored into these. Reduced involvement by a business owner post-deal is often desirable, and early consideration of steps that may need to be taken to secure this with a buyer is important.

## Maintaining trading performance

Selling a business is both time consuming and immensely distracting, particularly for the senior members of the management team involved, and it is not uncommon to see trading suffer. A sales process is about building confidence in the company and its future, so it is important to maintain this focus as far as possible and minimise the impact that a process can have on trading results.

## Find a great advisor

Selling a company is an intense and often complex process and there is a huge amount of skill in ensuring a deal gets over the line. It is vital you find an advisor who is able to delicately manage the numerous negotiations and commercial points which will inevitably arise. Do not underestimate the importance of working with someone who is not only experienced at identifying and extracting the highest offers for your company, but who cares about the process as much as you do. With the intensity of the situation a close working relationship with advisors is key..... frank and honest conversations are often required!



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# Leading the way

## Sheffield City Region continues to lead the way in enterprise and innovation with a series of new projects and developments being announced recently.

The internationally renowned Advanced Manufacturing Innovation District will welcome the UK Atomic Energy Authority fusion energy research centre in 2020.

The £22m investment by the UKAEA sees South Yorkshire chosen for its research expertise and its increasingly important role in the Northern Powerhouse economy.

Elsewhere in the innovation corridor, building work has been completed on Sheffield Hallam University's Advanced Wellbeing Research Centre. This sits alongside the newly opened National Centre of Excellence for Food Engineering – a multi-million-pound facility designed to improve food engineering processes and boost the competitiveness of the country's largest manufacturing sector.

Collaboration between the region's two leading universities and local businesses has been further strengthened with the Sheffield Innovation Project securing an additional £1.8m in funding.

Working with the Higher Education Innovation Fund and the European Regional Development Fund, the second stage of the project will also involve the Sheffield City Region Local Enterprise Partnership and support SMEs until 2022.

The programme assists SMEs with access to world-class facilities, academic support and workshop-based innovation guidance, and as a result we're now seeing impressive solutions to real-life business problems as well as products being brought to market.

Entrepreneurs across the region are also benefitting from a new £3m business support programme set up by the Barnsley Business and Innovation Centre, Doncaster Chamber of Commerce, East Midlands Chamber of Commerce and Sheffield Hallam University.

The European funded project – Scale Up 360 – offers tailored, high-growth business support and expertise to young people, giving them the confidence and knowledge to succeed as entrepreneurs.

In addition to the specific items mentioned above the SCR Growth Hub continues to provide support to local businesses in a number of ways.

Also in recent months, Sheffield City Council has sought £50m in government funding for a proposed Clean Air Zone to help reduce pollution from the 20 per cent of vehicles emitting 50 per cent of the city's harmful nitrogen dioxide emissions.

The plans to upgrade the most polluting vehicles to electric, hybrid or cleaner engines are the latest in a series of green schemes which are attracting international attention and putting the region on the map as a place where more and more people want to live and work.

These are just some of the latest highlights demonstrating the vision and ambition of our city region. From growth support for start-ups through to world-leading industrial-research collaborations, we're in an exciting position as we enter the new decade.



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