

In association with:



HOT 100

2013 EDITION

Lancashire's most profitable SMEs

Richard Slater

Publisher at Lancashire Business View

If our annual Hot 100 index of the county's most profitable SMEs is a fair representation of our commercial strength, then it's fair to say we've beefed up some over the past year.

On all key indicators, the county's top performers have stepped up since 2012.

In terms of jobs, revenues and profits, our Hot 100 businesses have generated increases deep into double digits.

The make-up is fascinating with every sector represented and supposedly struggling sectors continuing to out-perform national trends and defy media doom-mongers.

The whole of the county is represented too – every corner has a Hot 100 hero to cheer.

And they are heroes: their successes benefit supply chains across the county; they provide significant employment and they offer inspiration to businesses seeking to emulate them.

Welcome to the Hot 100.



Mark Schofield

Director at Haworths Chartered Accountants



Welcome to our latest interpretation of how the county's top performing businesses are doing.

I am proud to say that I have been elected President of the North West Society of Chartered Accountants (NWSCA) and one of my ambitions - and actually, I think, the responsibility of such a role - is to support the small and medium sized business community, and to let readers of Lancashire Business View know what a contribution these powerhouses of commerce and industry make to the county's economic wellbeing.

A recent BIS report indicated that this business community will spearhead the economic recovery of the UK. There are around 4.5 million such businesses in the UK representing 99.9 per cent of all businesses by number; accounting for over 50 per cent of private sector employment; and nearly half of private sector turnover. We must support the development and sustainability of this sector.

The good news is that our county's enterprises are doing well!

There is, according to our list, a 31 per cent increase in the number of companies achieving a profitability level of £1m. In the 2012 listing 35 companies achieved this figure; in this year's listing there are 46 companies reaching the benchmark.

In 2012 the 100th company in the list reported profits of £510,000; whereas in 2013 number 100 reported profitability of £643,000 – a 26 per cent increase.

Overall our Hot 100 generated sales of £1.47bn (2012 £1.15bn) total profits of £129m (£102m) and employed around 10,000 people (8,618). In addition there is the revenue generated by subcontractors, suppliers and service industries supporting all these industrious companies.

It seems that my new role will not be too difficult after all - these excellent businesses are making my job of reporting great news of high-performing growing businesses, supporting the economy and assisting in our nation's economic growth, relatively easy!

So here's to you all and an even better 2014.

Sue Taylor

Principal at Accrington and Rossendale College



This year's Hot 100 is quite literally a list of 100 great success stories. Each of these illustrates how, despite the rumours of a bleak economic climate, you can not only get by, but you can flourish.

Each of these companies also shows what the combination of hard work, expertise and a great workforce can achieve. We've had the pleasure of working with some of these companies and we're not surprised to see them posting such impressive profits.

The one common thread which we've seen run through successful businesses is a commitment to their workforce. The best organisations invest in training - it's that simple. Successful businesses understand that they are only as good as their workforce and therefore they nurture, support and promote their staff. It is an investment that is hard to beat.

We're always keen to hear what businesses think, which is why we're so happy about the statistics surrounding apprenticeships. 77 per cent of employers believe apprenticeships make them more competitive; 76 per cent say that they improve overall productivity; and 80 per cent feel they reduce staff turnover. It is great to see these apprentices contributing so much and being recognised so widely.

Whilst we are praising the current Hot 100, and rightly so, we've also got our eye on the next generation of business people. This is why we launched the Stanhill Enterprise Academy this year, backed by entrepreneur Ilyas Khan. This allows our young people to strive for the best in their career and celebrates innovation and achievement by giving students access to high profile internships across the globe. We firmly believe that giving our students opportunities is the key to their success and employability and real world experience is at the heart of all that we do.

For Lancashire to thrive, its business community needs to thrive. The good news is that everyone seems to be working together to make this happen. From MPs and councils, to the Chambers of Commerce and Colleges, great things are achieved in this area on a daily basis!

We're proud to sponsor the Hot 100 and long may the companies' successes continue.

HOT 100

2013 EDITION

100

BS Stainless, Blackburn

An independent supplier of stainless steel and stainless steel wire aluminised steel rivets and expansion springs. The company exports as far afield as North and South America, Asia and Australia.

2012: 68

99

Corkel, Morecambe

The holding company for Johnny's Entertainments, C&R and Shore Leisure, which each own and operate amusement centres. Together they amassed a turnover of £24m.

New entry

98

HB Panelcraft, Preston

HB Panelcraft operates a purpose-built vehicle repair centre in Preston, offering 24-hour recovery, accident repair, wheel and suspension alignment and other related services.

New entry

97

Create Construction, Lytham

Create offers new build, fit out and refurbishment services with a particular focus on education, student accommodation and hotels. Clients include Lancaster University and Hilton Worldwide.

New entry

96

The North Lancs Training Group, Accrington

NLTG is one of the largest training providers in the country, offering training for young people for over 40 years. It has trained several National Apprentice of the Year winners.

New entry

95

Collinson, Preston

Collinson operates across a number of industries, creating storage silos and feeding systems for livestock, tensile structures for the sports and leisure market, waste, recycling and warehousing for industry and silos and inventory control systems for biomass customers.

2012: 24

94

Warden Holdings, Kirkham

Warden undertakes construction projects in the commercial, education, health, leisure, residential and retail markets. The company has worked with Royal Mail, BAE Systems and a string of high street banks.

New entry

93

PSL Print Management, Preston

PSL offers print outsourcing and print management, including point of sale products, mailing and fulfilment and reprographics. The company has its own warehousing facilities and an international customer base.

2012: 58

92

Fondeo, Blackburn

Fondeo imports and exports motor vehicle parts. It has strong links to a number of related businesses, including the ownership of Arlequin Contracts, which specialises in the lease and contract hire of Ford and Mazda vehicles in Skipton.

New entry

91

Ameon Group, Blackpool

Ameon, previously known as Hirst & Danson Mechanical & Electrical Services and now incorporating the newly formed Electrical Installations North West, specialises in the provision of mechanical, electrical and environmental services, renewable technologies and utilities for construction projects in both the private and public sectors.

New entry

90

mi Technology Investments, Leyland

The mi Technology Group delivers analysis, development, testing and consultancy services to manufacturers and suppliers around the world working in the car, passenger vehicle, rail, aerospace and military industries.

New entry

89

Cleverboxes, Accrington

Cleverboxes.com sells IT equipment to trade and consumers. The company has utilised its website to earn a global audience, with 12 per cent of its £12.6m sales heading to Europe, and a further 7 per cent to the rest of the world.

New entry

88

Khanjra International Foods, Blackburn

Khanjra & Company is Blackburn's largest cash and carry, providing a vast range of products to both the retail and the catering trade. The company specialises in ethnic foods, specifically spices, and caters in particular for Indian takeaways, pizzerias, restaurants and cafes.

New entry

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86: Graham Engineering, Nelson

87

Bowland (Holdings), Preston

Bowland Foods is a family wholesale meat business, retailing to individual butchers, the food service industry and secondary wholesalers. The company sells a complete range of cuts and carcasses of beef, pork and lamb to suppliers all over the UK.

New entry

86

Graham Engineering, Nelson

Graham Engineering now employs more than 150 and specialises in fabrication, machining and pressing for industries including nuclear and aerospace. The company works with organisations such as the Atomic Weapons Establishment, British Nuclear Group and Rolls Royce.

2012: 92



84: ACDC, Barrowford

Hot Spots:

| | | | |
|--------------|----|------------|---|
| Preston | 16 | Burnley | 7 |
| Blackburn | 14 | Haslingden | 4 |
| Chorley | 8 | Accrington | 3 |
| Skelmersdale | 8 | Leyland | 3 |
| Blackpool | 7 | | |

85

Granby Marketing Services, Blackburn

Granby provides brand support for companies such as Coca Cola, Andrex and Dove. Services include prize draw marketing, database management, a contact centre and warehousing and distribution.

2012: 51

84

ACDC, Barrowford

ACDC enters the Hot 100 following a group reorganisation which brings together the lighting company's operations. Winner of two Lancashire Business View Red Rose Awards in 2013, the Barrowford firm's products can be found in some of the world's most iconic buildings across 50 territories.

New entry

fs ACCOUNTANTS

Sarah Sharples
Partner

Is the zoo like the business world?

At a recent visit to Chester Zoo I was intrigued by the animals' behaviour. Each animal enclosure reminded me of different businesses that I've dealt with.

The lions have one very definite top dog (or cat, perhaps). What he says goes, whether it be right or wrong. The pack does the hunting and brings the food back. It reminded me of those businesses where one person makes all the decisions and nothing happens unless that person approves it. It might be an efficient system, and it might lead to a great output, however it isn't always great for morale.

The meerkats are almost the polar opposite. They might be small creatures at greater risk of predators than the lions, but the way they work together as a team makes them strong. Some meerkats look out while others gather food and they take it back to the den to share. Some businesses really take this to heart; they include the team in decisions which can lead to a great output because everyone feels responsible for each other.

And finally there were the otters. They dashed here, there and everywhere then took a break to play. They look to have a great time but once food was introduced it was each otter for itself. Perhaps on the outside it looked a cohesive group but internally they didn't achieve much and didn't seem to get on. There are many businesses that seem to spend time on pointless activities and don't have a productive environment or team.

So which animal do you think you are most like? Tweet me at @sarahfsaccount and let me know.

Disclaimer - I am not an animal specialist and have not studied the intricacies of animal relationships, these are generalisations based on one day out.

For more tips and information keep up to date with us on Facebook, Twitter and our blog

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THE BUSINESSVIEW AWARDS 2013
FINALS
BUSINESS FINANCE ADVICE
ACCA

Hot Turnover: £1.4bn

Total turnover of the Hot 100 companies, up from £1.2bn 12 months ago

Hot Jobs: 10,000

The Hot 100 companies account for around 10,000 of the county's workforce, almost 1,500 more than last year

HOT 100

2013 EDITION



80: B Dugdale & Son, Clitheroe

83

Laila's Fine Foods, Bispham

Laila's Fine Foods is a family-run business specialising in authentic, prepared meals for both the food service and retail markets. The company places a particular focus on Indian, Italian and far eastern ranges.

New entry

82

Emerson & Renwick, Accrington

Emerson & Renwick designs and engineers machinery which is used primarily in wallpaper manufacture, heat exchange equipment and coating and laminating. The company has a particularly strong US operation.

2012: 55

81

Metflex Holdings Co, Blackburn

Metflex Precision Mouldings develops and manufactures gas diaphragms, regulators, rubber coupling blocks, rubber components, rubber seals and rubber mouldings for industries around the world in a wide range of elastomeric and rubber materials.

New entry

80

B Dugdale & Son, Clitheroe

Dugdale Nutrition offers animal feeds and nutritional advice to dairy, beef and sheep farms across the North of England. The family-owned company recorded £26.5m in sales, higher than at any other point in its 160-year history.

New entry

79

John Shaw & Son, Carnforth

John Shaw & Son trades as The Travellers Choice and has a fleet of 80 vehicles which deliver daily excursions from shopping trips to sightseeing tours, a comprehensive holiday programme with short breaks, UK and continental tours, educational visits, corporate travel and tailor-made tours for group travel.

New entry

78

Firwood Timber & Plywood Co, Ormskirk

Family firm Firwood, founded in 1975, imports timber and owns a builders merchants which serves the North West through ten depots across the region. The company employs 82 and sales reached £11.9m.

New entry

77

J Mallinson, Lathom

J Mallinson constructs and renovates sports turf at some of the most recognisable venues in the country, including Manchester United's Old Trafford, City of Manchester Stadium, Lord's cricket ground, Aintree racecourse and the Royal Lytham golf course.

2012: 81



81: Metflex Holdings Co, Blackburn

Hot Turnover:

| | | |
|----|------------------------------|-------------|
| 50 | Bako North Western | £41,935,000 |
| 1 | Solomon Holdings | £36,970,000 |
| 35 | Lunar Holdings | £35,186,000 |
| 32 | H&A Prestige Packing Co | £34,248,000 |
| 46 | Fairfield Universal Holdings | £31,966,000 |
| 58 | Trilanco | £31,746,000 |
| 88 | Khanjra International Foods | £30,849,000 |
| 16 | Barron Wood Distribution | £28,315,000 |
| 74 | Hillendale Group | £28,287,000 |
| 91 | Ameon Group | £28,248,000 |

76

Dreambase, Burnley

Dreambase, known alternatively as Sweet Dreams, is Riaz Ahmed's Nelson company which manufactures divans, mattresses, sofas, headboards, springs and other bed-related components.

2012: 57

75

Healthpoint, Blackpool

Founded in 1996, Healthpoint offers both an extensive range of health care and toiletry products under its own brand, and supplies own-label ranges to some of the major retailers in the high street.

New entry

74

Hillendale Group, Nelson

Hillendale is known throughout Lancashire for its Land Rover dealership, vehicle contracts division and Jaguar service centre. It is also behind a number of other businesses including Image Red creative, Promat video identification and the Orangey travel club.

2012: 82

Hillendale



65: Stocks Hall Care Homes, Skelmersdale

73

JSK Commercial, Lytham

Lytham-based JSK, trading as Gemini Imports, retails clothing on a wholesale level. Sales were up 11 per cent to £12m this year, though investment in a new £1.74m property dampened pre-tax profits.

2012: 14

72

Hills Holdings, Skelmersdale

Hill's Salvage & Recycling dismantles and recycles motor vehicle parts. The company has an 11 acre site in Skelmersdale and regularly holds auctions as well as offering parts by mail order.

2012: 54

71

Lancashire Double Glazing Group, Preston

LDG manufactures double glazing for use in windows, doors and conservatories. The company serves the whole of the North West from its base in Preston and has built and installed more than one million frames since 1986.

2012: 100



62: UK Insulations, Blackburn

70

SMD (Holdings), Preston

SMD designs, manufactures and sells textiles. The company is based in Preston, employs 81 and improved turnover by 7 per cent to reach £21m.

New entry

69

Hillcroft, Carnforth

Hillcroft Nursing Homes provides nursing and care for frail and mentally infirm elderly patients. The company has premises in Carnforth, Styne, Lancaster and Morecambe, and averaged an occupancy rate of 98 per cent.

2012: 62

68

Tharstern, Colne

Tharstern supplies innovative management information systems to the commercial printing and graphic arts industries. The company boasts 750 customers around the world, with a turnover of £3.5m.

2012: 70

67

Ascentis, Lancaster

Ascentis is a charity, created in 2009, to promote and advance the education and training of young people and adults. It is an awarding organisation with both Ofqual and Quality Assurance Agency (HE) recognition.

New entry

66

R&J Builders Hardware, Blackburn

R&J Builders Hardware, established more than four decades ago, retails a full range of building products throughout the UK. Revenues topped £10m for the family-owned firm.

2012: 72

65

Stocks Hall Care Homes, Skelmersdale

Stocks Hall Care Homes was founded in 1988 and has operations in Ormskirk, Burscough, Skelmersdale and Nelson and is expanding into Mawdsley. The company supplies general nursing care for the the physically disabled, domiciliary care and residential and respite care.

2012: 36

64

Evans Vanodine International, Preston

The family-owned firm manufactures janitorial, food process and livestock hygiene chemicals. The Preston company still makes the Hot 100 despite the Japanese earthquake and tsunami destroying its source of raw iodine - a major ingredient - which led to a doubling of global prices.

2012: 15

63

The 1st Stop Group, Blackpool

1st Stop reaches the Hot 100 in its third year of trading following a packaged administration, topping £4m in revenue and £840,000 in pre-tax profit. The company offers financial products such as home loans, car finance and instalment loans.

New entry

The Growing Organisation

Creating valuable, cutting edge qualifications

Ascentis is a UK-based Awarding Organisation and Access Validating Agency and we are proud to work with a wide range of providers including Further Education Colleges, Adult and Community Learning Centres, Schools and Private Learning Providers and operates both in the UK and internationally.

Since its creation in 1975, Ascentis has been passionate about creating user-friendly qualifications and providing impeccable customer service. All Ascentis' qualifications have been developed in close consultations with practitioners, industry leaders and government to ensure that they are relevant and meet the precise requirements of learners. Most qualifications are eligible for funding from the SFA (Skills Funding Agency) and the EFA (Education Funding Agency).

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- English and Mathematics (QCF)
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- Foundation Learning
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- Vocational
- Learning Resources

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www.ascentis.co.uk

e-mail marketing@ascentis.co.uk

or contact us on 01524 845 046



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62

UK Insulations, Blackburn

UK Insulations supplies low-voltage insulation materials to the generator, transformer and motor industries at home and abroad. The company has a significant presence in Europe, and reached sales of £8.7m in total.

2012: 47

61

Silicone Holdings, Blackburn

Silicone Engineering hit turnover of more than £12.7m selling its products around the world. The company also doubled the size of its research team and recruited a number of multilingual customer-facing staff in a bid to expand its global presence.

2012: 35

60

Braconash Plant, Chorley

The holding company behind Ambrose Hire, which specialises in the hire of plant machinery such as dumpers, excavators, compressors and access equipment. It employs 58 and made sales of £6.4m.

New entry

59

Inspired Energy Solutions, Preston

Inspired has become one of the largest energy consultants in the UK, providing a range of advisory services to the industrial and commercial sector. In 2011, the company became the first publicly quoted energy broker following a successful debut on AIM.

2012: 20

58

Trilanco, Poulton le Fylde

Poulton le Fylde-based Trilanco is a specialist animal health products wholesaler, operating in the agriculture, equine and pet markets. The company employs 50 and increased year-on-year sales by 11 per cent to £32m.

New entry

57

Fagan & Whalley, Haslingden

A family-owned business for more than 85 years, Fagan & Whalley has become a recognised name on the roads of the UK and Europe, transporting loads from single pallets through to aerospace parts. The firm recently added ten new vehicles to its fleet, taking staff levels up to 228 and turnover to £17.3m.

2012: 33

56

Addison Project, Thornton Cleveleys

Addison Project offers a full range of engineering and project management services on large scale projects, including conceptual and feasibility studies, design, procurement, installation and construction. The company has worked with London 2012 Olympics, NHS, LG, Manchester Airport and Shell.

2012: 26

55

Lakeview Rest Homes, St Annes

Lakeview Residential Care Homes has a number of properties in Lytham St Annes, including Rosewood Lodge, Lakeview, The Moorings and Newfield Lodge. The company increased fee income to £2.4m, with a pre-tax profit of £917,000. Lakeview employs 72.

2012: 52

54

Aqua Fabrications, Skelmersdale

Aqua Geocomposites supplies a range of non-woven, needle-punched geotextile, geomembrane and geocomposite products for civil engineering uses, whilst Aqua ST&S supplies specialist railway drainage, land drain and general drainage systems.

2012: 76

53

Aston Chemists, Blackburn

A chain of chemists overseen by entrepreneur Zafar Iqbal, with two premises in Blackburn, a third

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Hot Ratio:

Profit as percentage of sales

| | | |
|----|-----------------------------|-----|
| 59 | Inspired Energy Solutions | 59% |
| 55 | Lakeview Rest Homes | 38% |
| 17 | FX Leisure Ltd | 36% |
| 48 | The East Lancashire Hospice | 30% |
| 34 | Smith Jones (Solicitors) | 29% |
| 99 | Corkel | 27% |
| 67 | Ascentis | 26% |
| 20 | Pillbox38 (UK) | 26% |
| 8 | Hope Technology Holdings | 24% |
| 10 | Parkingeye | 24% |

in Accrington and three more in Scarborough, the company employs 49 and registered a turnover of £12.7m.

2012: 65

52

Age UK Lancashire, Chorley

The Lancashire division of the national charity, Age UK Lancashire organises care services for frailer older people, and activities such as computer lessons, lunch clubs and exercise classes for the more isolated. Money is raised through a string of high street shops, specific fund-raising events, legacies and grants. An exceptional donation meant an unusually large surplus in this period.

New entry

51

PEI-Delta Group, Poulton le Fylde

PEI-Delta is an electrical engineering and contracting company specialising in the retail and hotel sectors. The Poulton le Fylde firm designs, builds, installs, tests and maintains projects for organisations such as Ribby Hall, H&M stores and Premier Inn hotels.

New entry

petty
CHARTERED SURVEYORS

Brent Forbes
Director
Petty Chartered Surveyors

Top Tips for Moving Office

Moving from any commercial property can be a daunting prospect with many potential pitfalls along the way. Here are our top tips to ensure an efficient move.

1. Common area maintenance charges to watch out for.

Maintenance charges can be a service charge for maintaining the common areas often found in an office building or a retail location. This is in addition to your monthly rent and can change significantly from year to year so take into account the current charges and how they may fluctuate over the coming years.

2. Do you need to provide a Personal Guarantee?

This protects the landlord and is often put in place in case a tenant defaults on the lease and then claims bankruptcy. If you have given a personal guarantee to the landlord don't forget that he can come after the guarantor for the balance owed.

3. Do you have property taxes to pay for?

Some Landlords pay property taxes for commercial space and this can be relayed back to you and be included within the service charge. If you find this within your agreement ask for full clarification so that you are clear on exactly what it is you are paying for.

4. Transfer clauses.

Some of the more flexible leases will allow you to sublet or transfer your lease if you decide to move. However the landlord may require your incoming tenant to satisfy certain criteria. Consequently assigning your lease to a new tenant may not be straightforward and may hold up your relocation.

5. Limitation of use.

Check that there aren't any restrictions within your lease for example with opening times, signage or restricted access at certain times. These limitations could hinder your business and become prohibitive to your future success.

6. Pre-existing condition clauses.

Some landlords are now inserting these clauses which require tenants to restore the accommodation to its original condition and appearance when they move out. This can be a very costly expense and can make the changes that you have initially planned too costly to rectify when you leave.

7. Tenant repairs

Ensure you know who is responsible for the repair of central heating systems, lighting and leaking windows and so on. Many landlords will attempt to have tenants pay for the expenses so clarify the situation and have it written in to your lease so there is no ambiguity.

For further information and advice, please contact **Brent Forbes** at Petty Chartered Surveyors via email: b.forbes@petty.co.uk or call **01282 456677**.

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Improving your workforce is easier than you think...

Some employers are eligible for a £1,500 incentive grant when they take on an apprentice

Accrington and Rossendale College (accross) takes Pennine Lancashire's workforce very seriously and nothing is more important to the future of our area than a skilled, capable workforce. Our apprentices bring a host of benefits for the businesses that employ them, including:

- Improve your bottom line - 77% of employers believe Apprenticeships make them more competitive!
- Fill your skills gap - 83% of employers rely on their Apprenticeships programme to provide the skilled workers that they need for the future
- Keep your workforce - 80% feel that Apprenticeships reduce staff turnover
- Become more effective - 76% say that Apprenticeships provide higher overall productivity

Our team of specialised staff can help you with every aspect of hiring an apprentice. We will provide you with all the information you need, advice on funding and we will recruit an enthusiastic, capable apprentice.

For more information please call or email:

t **01254 354231** or **01254 354402** e apprenticeship@accross.ac.uk
(Mon-Wed) (Thu-Fri)



51: PEI-Delta Group, Poulton le Fylde

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Bako North Western, Preston

Launched almost half a century ago as a regional buying co-operative, today Bako North Western uses its sizeable purchasing power and logistics network to supply to the food industry at competitive prices. One of the largest networks of its kind in the UK, last year the company shipped more than 33,000 tonnes of produce and recorded a turnover of £42m.

New entry

49

PJD (Holdings), Chorley

The holding company for CP Davidson & Sons Ltd, a specialist in the design, production, sales, hire, manufacture, service, parts and tyres for all light and heavy commercial vehicles, most notably RCVs, gritters, road sweepers and crash cushions. It operates 11 sites around the UK and employs 52.

New entry

48

The East Lancashire Hospice, Blackburn

ELH provides palliative care for people with life-limiting illnesses in Blackburn, Hyndburn and the Ribble Valley. Services include a ten-bed inpatient unit, a day therapy unit and a team of clinical nurse specialists working with GPs. The charity raised £125,000 to repair its premises, on which it also extended the lease by 35 years, and increased its number of high street shops to seven.

2012: 44



41: Blackpool Transport Services, Blackpool

Hot History: Profit and Turnover

| | PROFITS | | | TURNOVER |
|------|------------|------------|----------|----------------|
| | #1 | Average | #100 | |
| 2007 | £3,698,104 | £551,191 | £199,878 | £729 million |
| 2008 | £2,156,000 | £604,656 | £225,000 | £1,111 billion |
| 2009 | £3,828,000 | £890,696 | £305,035 | £1,068 billion |
| 2010 | £3,034,378 | £845,742 | £312,757 | £1,206 billion |
| 2011 | £4,190,683 | £848,742 | £304,332 | £1,368 billion |
| 2012 | £4,690,000 | £1,018,634 | £486,000 | £1,155 billion |
| 2013 | £4,178,000 | £1,288,670 | £643,000 | £1,476 billion |

47

Lockhurst Holdings, Skelmersdale

Lockhurst is the company behind Skelmersdale's JB Rawcliffe & Sons, a specialist in various aspects of transport, including general cargo, the movement of indivisible and abnormal loads, heavy haulage, hydraulic lift systems, jacking, rigging, skidding and storage. Turnover rose 9 per cent to surpass £5m.

2012: 56

46

Fairfield Universal Holdings, Preston

Established in 1976 and trading as UPL since 2004, the company is a contract manufacturer specialising in the pharmaceutical and personal care markets. Ranges include haircare, skincare, shaving, sun care and spa products. The company employs 238 and registered sales of £32m.

New entry

45

Northern Packaging, Skelmersdale

With two sites based in Skelmersdale, Northern Packaging has provided a range of corrugated packaging services across a selection of industries for a quarter of a century. The company combined cost reduction exercises with securing new accounts to register a pre-tax profit of £1m on a turnover of £11.6m.

New entry

44

Panaz Holdings, Fence

Panaz designs and manufactures interior fabrics for hotels and the healthcare sector. The company's key markets include Europe, Russia, the Middle East and USA, as well as recent expansions into China, Korea, Israel and India. The company employs 73 and recorded sales of £13m.

New entry

43

Pet Food Brands, Blackburn

Blackburn-based Pet Food Brands operates as Pets Choice, a fishfood manufacturer, as well as Webbox dog and cat food and The Original Davies hypo-allergenic food and treats for dogs. The company recently extended its Whitebirk premises, with plans for a major recruitment drive. It currently employs 142 and sales reached £24m.

2012: 28

42

Flexipol Packaging, Haslingden

Flexipol specialises in the manufacture of flexible packaging for the food and pharmaceuticals industries. The company operates out of 40,000sq ft premises, retails to both the private and public sector, and saw sales increase 12 per cent year on year.

2012: 48

41

Blackpool Transport Services, Blackpool

Blackpool Transport Services covers the provision of buses and trams on the Fylde coast. Income was hit as passenger numbers fell, along with demand for advertising on its vehicles, heightened by the temporary closure of the tramway for refurbishment. However, this also helped saved running costs and the company's profitability actually increased over the year, with a pre-tax profit of £1.1m on revenues of £19.6m.

New entry

40

Nutrition Group, Preston

The Nutrition Group manufactures and sells health food products. Natrahealth develops vitamins, minerals and supplements, Gelti (UK) distributes nutritional supplements in bulk to the health food sector and RPL (UK) manufactures solid dose nutritional supplements on behalf of clients. Sales increased by 10 per cent to £8.8m, taking the company past £1m pre-tax profit.

2012: 50

39

DH Stainless, Clayton-le-Moors

DH Stainless supplies stainless steel piping and tubular products as well as stainless steel, copper and carbon steel press pipes and fittings. The company has additional stock centres in Glasgow and Essex, as well as its own transport fleet to handle goods. Total sales reached £12.9m with pre-tax profit at £1.1m.

New entry

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38

Tangerine Holdings, Blackpool

Blackpool-based Tangerine incorporates a number of companies, all with specialisms in animal products. The three key markets served are companion, farm and equine, served by brands such as FarmSense and Vet Plus. The group employs 123 in total and revenues were £14m.

New entry

37

Recycling Lives Holdings, Preston

Originally a metal recycling firm, Recycling Lives now offers a range of waste management facilities, recycling and a nationwide collection service. The charity employs homeless and long-term unemployed individuals, an idea for which founder Steve Jackson has since received an OBE.

2012: 66

36

Euravia, Kelbrook

Euravia is the main interest of entrepreneur Dennis Mendoros, who is also the chairman of Regenerate Pennine Lancashire and previously the High Sheriff of Lancashire. The Kelbrook company supplies aircraft engines and airborne ancillary power units to the aerospace industry at home and abroad.

2012: 41

35

Lunar Holdings, Preston

Lunar manufactures caravans under two main brands: Lunar, and the more compact and lightweight Venus. The company is based in Lostock Hall and employs 245 around the country. Sales reached £35m last year, which accounted for a market share of around 12 per cent.

New entry

Hot Sectors:

| | | | |
|---------------|---|---------------|---|
| Engineering | 7 | Manufacturing | 5 |
| Retail | 7 | Packaging | 5 |
| Motor vehicle | 6 | Logistics | 4 |
| Construction | 5 | Medical | 4 |
| Food | 5 | | |

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office interiors
looking at space differently



Bev Mercer
Managing director

Size is everything
and small is good!

Making the best use of space has always been a challenge for business. Less space means lower rents and now, thanks to new technologies and ways of working, it doesn't mean reduced efficiencies or cramped environments.

Since the arrival of smaller computers and hard drives, flat screen monitors, laptops and tablets, the need for large corner desks and masses of workspace has diminished.

Monitor arms and under-desk CPU holders have also helped to cut down on the need for oversized desks and incorporating storage with the desktops means you can cut down on floor space clutter and wasted costs.

Additionally, many companies are switching to straight-bench desking, which share central leg positions. Because more people can share the space, it's ideal for call centres or for staff training.

Hot-desking is also becoming more prevalent with multiple workers able to share a single workstation during different time periods. There is a privacy compromise, but for many firms this is outweighed by the cost savings associated with space savings.

Storage too is getting smarter. A storage wall can house a wide range of internal fittings bespoke to customer requirements – and with a range of finishing options they can look fantastic.

In short, if your office is creaking under the weight of near-redundant giant desks, it's probably time to review your use of space. We work smarter and smaller with each passing year – your office environment can reflect that. And we can help.

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HOT 100

2013 EDITION

Hot Profits: 27%

Total pre-tax profit across the Hot 100 hit £129m, up more than a quarter on last year's list

Hot 100th: £643,000

Pre-tax profit required to qualify in 100th position. Last year it was £486,000

34

Smith Jones Solicitors, Burnley

Burnley solicitors Smith Jones specialise in the personal injury market, and have become one of the fastest-growing practices of its kind in the UK. The company registered an income of £4.4m last year, of which £1.3m was pre-tax profit.

2012: 21

33

Computonics Group, Skelmersdale

Operating as C-Tec, the company specialises in safety-oriented electronics such as fire detection and alarms, emergency call systems and hearing induction loops. The company was founded in 1981, retails its products throughout 60 countries and recently invested heavily in a new research facility.

New entry

32

H&A Prestige Packing Co, Chorley

H&A is a contract bottler, provider of pre-packaged gifts and a distributor of specialist wine and spirit products. The company employs 129 and works out of a 130,000sq ft facility in Chorley, and has recently expanded its product ranges which helped turnover climb to £34m.

New entry

31

Clive Hurt (Holdings), Leyland

Clive Hurt Plant Hire owns a comprehensive range of more than 15 vehicles and 50 road-tipping

wagons and operates from a 110,000sq ft site in Leyland. The business also operates a quarry and sells aggregate to the building trade. The company employs 138 and registered a turnover of £12.9m.

2012: 34

30

Sustainable Building Services (UK), Skelmersdale

Previously known as St Annes Contractors, Sustainable Building Services offers property maintenance services such as repairs, window replacement and painting and decorating. It operates mainly as a building contractor on new-build and refurbished sustainable housing developments.

New entry

29

Learoyd Packaging (Holdings), Burnley

In recent years, Learoyd has evolved away from manufacturing bags printed with six or fewer colours to a more complex system of quality printed reel manufacturing requiring seven to ten colours demanding exact production standards. Today it counts Cadbury, Muller and Warburtons amongst its customers.

2012: 83



25: William Loughran, Walmer Bridge

28

Business Energy Solutions, Fleetwood

An independent supplier of natural gas to the business and commercial sector, the Fleetwood company made £1.4m pre-tax profit on sales of £17.3m. Director Andrew Pilley is also chairman of Fleetwood Town FC.

2012: 30

27

Staveley's Eggs, Chorley

Staveley's produces organic, free range and fresh eggs. The company was founded in 1970 by husband and wife team Ken and Mary Staveley as a small family business. Today, under the stewardship of son Dave, the company employs 121 and recorded a pre-tax profit of £1.5m.

New entry

26

The Holchem Group, Haslingden

Holchem Laboratories manufactures specialist detergents and sanitisers for the food and beverage industry. The family firm, established in 1982, recently moved to a dedicated nine acre site as it continues to grow. Sales last year topped £24m and the company employed 144.

New entry

25

William Loughran, Walmer Bridge

Prestige dealership William Loughran specialises in rare and premium marques such as Ferrari, Porsche, Bentley and Aston Martin. Car enthusiast William Loughran has now headed the business for almost four decades, and last year his company sold 116 new and used vehicles, an increase of 10 per cent.

2012: 74

24

CBC Holdings UK, Blackburn

CBC designs and manufactures cardboard packaging, trading as the Cardboard Box Company. It operates from an 80,000sq ft factory in Accrington and supplies point of sale displays, promotional retail packs, industrial packaging and supermarket boxes. The company saw turnover rise 12 per cent to £11.7m, with pre-tax profits up to £1.6m.

2012: 25

23

Handymain, Burnley

Handymain buys and sells the television rights to sporting events to markets primarily in central Asia and eastern Europe. The company shares ties with KOTV, which produces regular content focused on boxing; and Advisers Media International, which has contracts for the Premier League, FA Cup, F1, World Rally Championship and NHL hockey.

2012: 2

22

Hargreave Hale, Blackpool

Hargreave Hale, a specialist in financial services, handles investments, SIPPS and ISAs. In recent years the company has depended less on its traditional core activity as a stockbroker and added fund management to its portfolio. Revenues for the year rose slightly to top £20m, although pre-tax profits slipped from £2.4m to £1.7m.

2012: 6

21

Redwood Distribution, Skelmersdale

Redwood imports, processes and manufactures high performance fabrics and textile medical products and is also involved with the marketing and distribution of curtain linings to the global contract soft furnishings market. The company employs around 150, with sales increasing to £26m.

2012: 10

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accross
Accrington & Rossendale College



20: Totally Wicked (Pillbox38), Blackburn

20

Pillbox38 (UK), Blackburn

Better known as Totally Wicked, a supplier of electronic cigarettes and e-liquids. As well as selling around the world via its website, the company designed the UK's first e-cigarette, in conjunction with UCLan, manufactures e-liquid under the Red Label brand, and has high street shops in Blackburn, Burnley, Wigan and Lancaster.

New entry

19

Solfex, Preston

Solfex capitalised on the public's growing awareness of renewable energy and the incentives available to reach sales of almost £22m and leap into the Hot 100 with almost £1.9m in pre-tax profit. The company comprises four main activities: solar heat, solar panels, underfloor heating and heat pumps. Solfex employs 16.

New entry

18

Orthoproducts, Bacup

Bacup-based Orthoproducts went from red to black when it cut its losses on Orthoponents, a loss-making division of the organisation. The focus is now squarely on Orthoplastics, which manufactures implantable materials and components for the international orthopaedic joint industry. With processes running at near capacity for the full year, turnover reached £17.7m.

New entry

THE BUSINESS NETWORK

Karen Tems
Host,
The Business Network

Let networking lead you into the limelight

Good news at last! According to the leading think tank, the National Institute of Economic and Social Research, the British economy is gathering pace and looks set to grow by more than expected this year, with output increasing by a 'relatively robust' 0.6% between March and May.

If this fuels your hopes that Britain is finally on the road to recovery more than five years after the financial crisis struck, then now is the time to push the boat out and get your company firmly into the limelight. Networking is a key tool of performance and confirms what we always know – the better our connections the more successful we are likely to be.

However before you attempt to expand your clients and suppliers and share your expertise with others, think about the following when you attend a networking event:

Be interested in other members. Remember that those attending may be as nervous as you are, so show interest in them and what they do. Take time to ask people about their company. Draw them out and ask them to describe the products they manufacture or the services they provide.

Always find someone new to talk to. The more networking events you attend the more people you get to know, but bear in mind you are there to expand your connections, so always introduce yourself to new groups of people. Don't be shy – you already have the skill required – the art of conversation.

And remember to arrange and accept 121s after each event – getting to know people and seeing how you can help each other really does pay dividends in the long run.

Now that the economy is starting to recover networking has never been more essential. So don't miss out, seize the opportunities it provides.

For more information or to reserve your place at The Business Network Central and East Lancashire lunchtime events (11.45am – 2.15pm), on Wednesday, 17 July 2013 at the Preston Marriott and Thursday, 8 August at Stanley House, please visit www.business-network-central-and-east-lancashire.co.uk or email Karen Tems, e:karen@business-network.co.uk, tel: 0161 797 7710 / 07530 287629.

THE BUSINESS NETWORK

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HOT 100

2013 EDITION



17: FX Leisure, Leyland

17

FX Leisure, Leyland

FX, which owns health and fitness clubs around the north, moved into Leyland last year. The premises generally include gyms and fitness studios for yoga, zumba and high intensity cycling classes, as well as swimming pools and steam rooms. Turnover was £5.3m across its seven clubs, with pre-tax profit reaching £1.9m.

New entry

16

Barron Wood Distribution, Preston

Preston-based Barron Wood Distribution provides a range of services including tautliner, box van, rigid vehicles and flat trailers, as well as temperature controlled trailers, for transporting all types of cargo and offering same and next-day deliveries. The company has an additional depot in Glasgow and moves around 350 loads per day.

New entry

15

Holden Decor, Darwen

Holden Decor specialises in premium quality wallcoverings, sold through some of the high street's biggest stores. Brands include Statement wallpaper, K2 wallpaper, Holden wallpaper, Tiling on a Roll and Opus Vinyl Wallcoverings, and whilst sales fell by £2m across the year, the company managed to improve pre-tax profit beyond £2m without affecting staffing levels.

2012: 9

14

Cyclesport North, Preston

Cyclesport North sells bicycles and related products to the public as Ribble Valley Cycles and supplies to trade customers via its specialist business-to-business website. Sales of almost £15m represent an increase of more than 22 per cent on the previous year, whilst staffing levels rose from 42 to 49 and pre-tax profits jumped above £2m.

2012: 17

13

Michael Davies and Associates, Blackburn

MDA produces and sells branded point of sale marketing materials to a range of industries including beverage, grocery, travel and FMCG. Sales increased to almost £22m, with a pre-tax profit of £2.2m, marking a record year for the company. Since the accounts were filed, MDA has been purchased by FTSE 100 firm Bunzl plc.

2012: 18

12

All About Food, Chorley

A big year for All About Food, which takes the sauces and flavours from recognised restaurants and produces them for retail. The company, which has licences for Nando's, Pizza Express, Wagamama and The Gourmet Burger Kitchen amongst others, increased takings by more than £1m, and profit by £500,000. The Chorley firm also more than doubled its number of staff, up from 15 to 33.

2012: 8

11

Group First, Burnley

Group First is the group of businesses including Business First, Store First, Residential First and Park First. The rapidly expanding Store First division of the business has locations in Blackburn, Burnley, Preston, Liverpool, Rochdale, Manchester, Glasgow, Leeds, Wakefield, Birmingham and Barnsley, while the Business First arm has centres in 11 locations.

New entry

Hot Employers:

| | | |
|----|--------------------------------|-----|
| 41 | Blackpool Transport Services | 545 |
| 65 | Stocks Hall Care Homes | 500 |
| 52 | Age UK Lancashire | 305 |
| 96 | The North Lincs Training Group | 250 |
| 35 | Lunar Holdings | 245 |
| 46 | Fairfield Universal Holdings | 238 |
| 1 | Solomon Holdings | 231 |
| 57 | Fagan & Whalley | 228 |
| 37 | Recycling Lives Holdings | 201 |
| 69 | Hillcroft | 201 |

10

Parkingeye, Chorley

Parkingeye manages car parks, issuing fines for motorists who outstay their permitted time. The company uses advanced technology to monitor its car parks, as well as offering more traditional parking attendant services. Revenue for the year was £10.8m, and the company employs around 100.

New entry

9

CME UK (Holdings), Blackpool

CME Medical is a rapidly-growing specialist infusion company providing products for medical specialities including pain management, palliative care, oncology, nutrition and other clinical applications. The company increased sales by more than 50 per cent last year, up to £12m.

New entry

8

Hope Technology Holdings, Barnoldswick

Hope, which in 2010 expanded into larger premises in Barnoldswick, manufactures and retails high-quality bicycle parts including wheels, disc brakes and hubs. The company sells both at home and abroad, reaching £11.5m in sales and employing 97.

2012: 12

7

Elite Telecom Holdings, Chorley

Elite, launched in 2000, has placed four times on the Sunday Times Tech Track 100. It specialises in all aspects of telecommunications, including VoIP, contact management and data storage. The company has expanded rapidly through acquisitions, including three major purchases in the year of its latest accounts, taking turnover above £20m.

New entry

6

Direct Accident Management, Ormskirk

Direct Accident Management provides services such as vehicle replacement to customers who have been in motor accidents they didn't cause. The company leaped into last year's Hot 100 by adding motorcycles to its provision, and has built upon that to score a top ten place this year. Sales rose from £9m to £14.4m, and pre-tax profit fell just shy of £3m.

2012: 88

5

Metamark (UK), Lancaster

Metamark manufactures and distributes sign-making materials including vinyls, digital media, UV and latex printing. The company has grown in size and sales steadily over a number of years, topping £3m in pre-tax profit in its most recent accounts. The company, established in 1992, now employs 54.

2012: 5

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4

The Burnley Football & Athletic Co, Burnley

The Clarets finished a respectable 13th in the Football League Championship, scoring a place on the Hot 100 by virtue of its transfers. The club sold or released 13 players which were largely replaced by youth team members. Selling home-grown striker Jay Rodriguez to Southampton for a reported £7m helped Burnley finish the year with an overall pre-tax profit of £3.2m.

New entry

3

Rossendale Corporate, Rawtenstall

Rossendales climbs one place in the Hot 100 after pre-tax profit jumped from £2.6m to £3.2m. The company, which provides enforcement, debt collection and certificated bailiffs, was purchased by rivals Marston Holdings earlier this year for an undisclosed sum.

2012: 4

2

BAAS Construction, Burnley

2012's hottest company slips one place, despite a marginal increase in year-on-year sales - up to £20.7m from £20.1m - and pre-tax profit of more than £4m. Another family firm, BAAS handles both public and private sector construction projects across a range of industries. The company has formed strategic partnerships with organisations such as Salford City Council, Blackburn with Darwen Borough Council and Leeds City Council, and has worked with Manchester Airport and the Gleneagles Hotel in Scotland.

2012: 1

Hot 100 by Tim Aldred



9: CME UK (Holdings), Blackpool

LOVE.
TO BRAND
PROMOTIONAL MERCHANDISE

Danielle Crowther
Director
Love to Brand Ltd

Game, Set & Match!

We're all looking for opportunities to keep in front of our customers, but often clients will tell me that they struggle to find reasons or ways in which to make contact.

The beauty of promotional merchandise is its adaptability to different audiences and varying times of the year, and its ability to achieve many different marketing goals.

Everyday life is full of opportunities and combine this with the flexibility of promotional items and you've got a winning combination. While you're thanking your customers or reminding them how great you are, your company details are on the notepad, pen or mug that you've just sent them.

Here are a few 'winning combinations':

- Reward your most loyal customers - A quality promotional item is a great way to say "thank you" and will also encourage repeat business.
- Try a themed 'seasonal' campaign. Ice scrapers in Winter, desk flower pots in Spring, or how about frisbees in Summer?
- Send a promotional item on a customer's birthday; it goes a long way to reinforce loyalty.
- Offer a free gift with every order; a great way to drive up an average order value. Set a minimum order value and watch as customers order more products to claim their free gift.
- Allocate an 'order anniversary' - send clients a corporate gift on the 6/12 month anniversary of their 1st order; they won't be expecting that!
- As prizes on Twitter or Facebook - Not only is this an engaging way to get people talking about and sharing your brand, it's a great way to use promotional products as incentives to gather information.
- Align yourself with high profile events such as Wimbledon. 'Serve up' a great offer, or explain how you can increase their 'net profit'.
- Want to encourage clients or prospects to participate in surveys? Promotional products can provide the incentive required whilst ensuring you get something in return.
- Valentines Day, Easter, Halloween, Christmas - All opportunities not to be missed! Be their 'Valentine' or remind them how 'eggscellent' you are...

Simple products can be turned into powerful promotional tools if the right marketing message is applied. If you want help ensuring your company can win 'Game, Set & Match' in 2013, give us a call.

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HOT 100

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Motoring to the top

1

Solomon Holdings, Haslingden

Solomon Commercials tops this year's Hot 100, registering £4.2m pre-tax profit on sales of almost £37m. The company specialises in temperature controlled vehicles, including panel vans and rigid trucks from 3.5 to 23 tonne, as well as handling maintenance and repair. The family firm, established in 1981, added more than £1m to its wage bill over the last 12 months, expanding its team by 50.

2012: 7

They run one of the hottest businesses in Lancashire but Michael (pictured left) and Mark Solomon are remarkably chilled out about its success.

The family firm founded by their father is today one of Europe's leading manufacturers in its field. The refrigerated truck and van conversions that roll off its Haslingden production line carry fresh food products for household names like Ginsters, Asda, Sainsbury's and Tesco up and down the nation's roads.

Solomon's customised approach to its business has helped it soar to the top of this year's Hot 100 list with a searing set of impressive figures. It's a massive manufacturing success story. Turnover in 2012 hit £36.9m, up from £29.9m. Pre-tax profits grew to £4.17m.

And Solomon continues to grow. It has recently applied for planning permission to expand its production capacity. The current workforce of more than 300 will increase again if it gets the green light.

Production at its Haslingden operation goes on 24-hours a day, another indication of the strong demand that exists for the firm's products, which are created individually to the exact and differing specifications of every customer.

Mark says: "We've grown massively over the last 17 years. We have flexibility

and a very customised approach. The customer gets exactly what they want and we look after them. The credit crunch decimated a lot of the competition but it showed our strengths.

"We are a British manufacturer based in the North West and we have a lot of good supporting industries round us and we have got a customer base that wants a customised product. We are also competitive."

Michael puts a lot of the success down to the workforce. He says: "It's down to the hard work of the staff and the team around us. Lancashire is a good place to manufacture. There is a good, loyal workforce.

"Also, one thing we have always done is re-invest in the business. When recession came we didn't have any loans or overdraft. There was a dip but we rode it through."

Mark adds: "We keep growing and we see significant additional growth in the future. Bespoke manufacturing is incredible difficult and takes a lot of management. The product is designed around the client's operation. You might have expected this to become more standard over the years but it has gone the other way and become more customised.

"There's always price pressure, we are continually looking at ways to get more efficient to give the best value to the customer."

Their father started the firm after the company he worked for stopped its manufacturing operation. Michael says: "He was encouraged by one of the customers to have a go. It was Dunsters Farm and they paid him up front to build what they wanted.

"There are still a lot of his original apprentices in key roles. As we've grown there's been no change in our approach. People can speak to us, whether they are on the shop floor or a customer. We are very much a family business and we have held on to that.

"We aren't corporate. We have seen people work for us who have left, worked for a large corporate and have come back as they prefer that family feel."

Michael is 44 this year; younger brother Mark is 39. Solomon was founded in Bacup in 1976 by their dad Ray, a Mancunian. The brothers, like him City fans, were always destined to join the family business. There is sibling rivalry, but not in the workplace.

Michael says: "We are into our sport: cycling, running and swimming. There's a lot of rivalry there." Mark adds: "But there's no rivalry in business at all, we work very well together. We recognise the skills we have in different departments and play to that.

"When you are given the baton in a family business, the challenge is to take it on and move it forward."

There is another generation coming through, though both brothers are focused on many more years in charge before they hand over that baton.

Michael says: "We worked here during our summer holidays. I've just negotiated with my daughter for her to come and work here this summer. There was no negotiation in my day; it's a different generation!"

He joined the firm from school and through night school and further education went down the apprenticeship route. Mark went to university in Sheffield, joining his brother when he was 21. He says: "When I'd finished I asked dad if I could have a year to travel. I got six weeks."

He adds: "It helps when there are two of you and you have someone else who thinks the same way in terms of business. It's a definite strength in terms of the responsibility. Issues when they come up are shared, we cover more and less gets past us." His brother agrees, adding: "I wouldn't fancy it on my own!"

The Solomons are proud of their past, but firmly focused on the future. Mark says: "We want to continue to grow in the local area if we can. We very much need the support of the local council to do that and I have to say in the last 18 months they have been very supportive.

"It's not just about the jobs we create. We take great pride in the fact we spent £3m with local companies last year. We are not only an employer we keep another tier of people in work.

"We've spent 17 years growing from a company that owned 24,000 sq ft to one that operates on 30 acres, and owns it all. You don't get to that situation unless you're ploughing money back into the business.

"The technology, the machinery, everything is bought and paid for. That makes you incredibly strong. You can ride out storms that much better by being conservative. At the end of the day if the country had been run like that we'd be in a lot better position."

By John Henderson

HOT 100

2013 EDITION

Rules of Engagement

Haworths Chartered Accountants compiled a league table of the top 100 small and medium enterprises (SMEs) in Lancashire, ranked by pre-tax profit. Figures were compiled using the latest data publicly available from Tracker, with additional research based on accounts filed at Companies House. The criteria used for identifying an SME were based on the Companies Act 2006. To qualify as a SME, the company must satisfy two or more of the following: turnover of not more than £25.9 million, balance sheet total of not more than £12.9 million and not more than 250 employees. To be included, companies had to have a Lancashire post code. Companies had to show two years' turnover and profit before tax. Where the ultimate parent and subsidiary company were short-listed, the

ultimate parent was included and the subsidiary company excluded. Any company which is part of a larger group was excluded if the ultimate parent company did not qualify as a SME. Short-listed companies were reviewed by a panel comprising Haworths Chartered Accountants and Lancashire Business View. Their decision is final and no correspondence will be entered into. The league table is based on historical data and may not reflect individual companies' current performance. Neither Haworths nor Lancashire Business View endorse, guarantee or recommend any of the named companies. Company suggestions for next year are welcomed. Please email your details to: editor@lancashirebusinessview.co.uk

In association with:



| Ranking | Name | Location | Activity | Pre-tax profit | Turnover | Employees | Accounts date |
|---------|------------------------------------|------------------|-------------------------|----------------|-------------|-----------|---------------|
| 1 | Solomon Holdings | Haslingden | Logistics | £4,178,000 | £36,970,000 | 231 | 4/12 |
| 2 | BAAS Construction | Burnley | Construction | £4,028,000 | £20,720,000 | 80 | 12/11 |
| 3 | Rosendale Corporate | Rawtenstall | Certificated bailiffs | £3,168,000 | £16,220,000 | 167 | 1/12 |
| 4 | The Burnley Football & Athletic Co | Burnley | Football | £3,168,000 | £23,029,000 | 164 | 6/12 |
| 5 | Metamark (UK) | Lancaster | Signmaking | £3,018,000 | £16,811,000 | 54 | 3/12 |
| 6 | Direct Accident Management | Ormskirk | Financial services | £2,913,000 | £14,389,000 | 135 | 12/11 |
| 7 | Elite Telecom Holdings plc | Chorley | Telecom | £2,849,000 | £20,386,000 | 74 | 7/12 |
| 8 | Hope Technology Holdings | Barnoldswick | Manufacturing | £2,728,000 | £11,503,000 | 97 | 4/12 |
| 9 | CME UK (Holdings) | Blackpool | Medical | £2,620,000 | £12,144,000 | 55 | 12/11 |
| 10 | Parkingeye | Chorley | Business services | £2,559,000 | £10,805,000 | 97 | 8/11 |
| 11 | Group 1st | Burnley | Property | £2,433,000 | £18,874,000 | 5 | 12/11 |
| 12 | All About Food | Chorley | Food | £2,431,000 | £15,316,000 | 33 | 2/12 |
| 13 | Michael Davies and Associates | Blackburn | Point of sale materials | £2,152,000 | £21,780,000 | 181 | 12/12 |
| 14 | Cyclesport North | Preston | Retail | £2,132,000 | £14,868,000 | 49 | 10/11 |
| 15 | Holden Decor | Darwen | Wallcoverings | £2,065,000 | £11,343,000 | 30 | 4/12 |
| 16 | Barron Wood Distribution | Preston | Logistics | £1,949,000 | £28,315,000 | 62 | 10/12 |
| 17 | FX Leisure | Leyland | Health clubs | £1,918,000 | £5,301,000 | 89 | 2/12 |
| 18 | Orthoproducts | Bacup | Medical | £1,895,000 | £17,724,000 | 112 | 4/12 |
| 19 | Solfex | Preston | Energy | £1,861,000 | £21,881,000 | 16 | 10/12 |
| 20 | Pillbox38 (UK) | Blackburn | Retail | £1,854,000 | £7,190,000 | 5 | 3/12 |
| 21 | Redwood Distribution | Skelmersdale | Textiles | £1,724,000 | £25,839,000 | 154 | 12/11 |
| 22 | Hargreave Hale | Blackpool | Financial services | £1,675,000 | £20,553,000 | 150 | 3/12 |
| 23 | Handymain | Burnley | TV rights | £1,593,000 | £13,887,000 | 4 | 3/12 |
| 24 | CBC Holdings UK | Blackburn | Packaging | £1,578,000 | £11,685,000 | 52 | 6/12 |
| 25 | William Loughran | Walmer Bridge | Motor vehicle | £1,561,000 | £11,168,000 | 7 | 8/12 |
| 26 | The Holchem Group | Haslingden | Chemicals | £1,510,000 | £24,395,000 | 144 | 12/11 |
| 27 | Staveley's Eggs | Chorley | Food | £1,498,000 | £14,481,000 | 121 | 11/12 |
| 28 | Business Energy Solutions | Fleetwood | Utilities | £1,431,000 | £17,320,000 | 59 | 4/12 |
| 29 | Learoyd Packaging (Holdings) | Burnley | Packaging | £1,408,000 | £19,033,000 | 155 | 12/12 |
| 30 | Sustainable Building Services (UK) | Skelmersdale | Construction | £1,372,000 | £11,301,000 | 40 | 10/12 |
| 31 | Clive Hurt (Holdings) | Leyland | Motor vehicle | £1,324,000 | £12,858,000 | 138 | 10/11 |
| 32 | H&A Prestige Packing Co | Chorley | Packaging | £1,321,000 | £34,248,000 | 129 | 6/12 |
| 33 | Computonics Group | Skelmersdale | Engineering | £1,304,000 | £13,512,000 | 128 | 4/12 |
| 34 | Smith Jones (Solicitors) | Burnley | Professional services | £1,271,000 | £4,335,000 | 54 | 8/12 |
| 35 | Lunar Holdings | Preston | Caravans | £1,218,000 | £35,186,000 | 245 | 8/11 |
| 36 | Euravia Engineering & Supply Co | Kelbrook | Engineering | £1,200,000 | £8,202,000 | 52 | 12/11 |
| 37 | Recycling Lives Holdings | Preston | Charity | £1,198,000 | £23,446,000 | 201 | 9/11 |
| 38 | Tangerine Holdings | Blackpool | Vetinary | £1,151,000 | £13,978,000 | 123 | 6/12 |
| 39 | DH Stainless | Clayton le Moors | Steel | £1,147,000 | £12,941,000 | 35 | 12/12 |
| 40 | Nutrition Group plc | Preston | Food | £1,089,000 | £8,844,000 | 73 | 6/12 |
| 41 | Blackpool Transport Services | Blackpool | Transport | £1,074,000 | £19,643,000 | 545 | 3/12 |
| 42 | Flexipol Packaging | Haslingden | Packaging | £1,065,000 | £14,266,000 | 92 | 10/11 |
| 43 | Pet Food Brands | Blackburn | Pet food | £1,060,000 | £24,407,000 | 142 | 6/12 |
| 44 | Panaz Holdings | Fence | Furnishings | £1,035,000 | £12,938,000 | 73 | 3/12 |
| 45 | Northern Packaging | Skelmersdale | Packaging | £1,012,000 | £11,648,000 | 83 | 12/11 |
| 46 | Fairfield Universal Holdings | Preston | Medical | £1,006,000 | £31,966,000 | 238 | 10/12 |
| 47 | Lockhurst Holdings | Skelmersdale | Logistics | £997,000 | £5,009,000 | 51 | 5/12 |
| 48 | The East Lancashire Hospice | Blackburn | Charity | £992,000 | £3,346,000 | 73 | 3/12 |
| 49 | PJD (Holdings) | Chorley | Vehicle | £985,000 | £8,036,000 | 52 | 4/12 |
| 50 | Bako North Western | Preston | Retail | £962,000 | £41,935,000 | 144 | 9/11 |

| Ranking | Name | Location | Activity | Pre-tax profit | Turnover | Employees | Accounts date |
|---------|----------------------------------|--------------------|-----------------------|----------------|-------------|-----------|---------------|
| 51 | Pei-Delta Group | Poulton le Fylde | Electrical | £959,000 | £10,467,000 | 93 | 4/12 |
| 52 | Age UK Lancashire | Chorley | Charity | £954,000 | £5,679,000 | 305 | 3/12 |
| 53 | Aston Chemists | Blackburn | Chemists | £947,000 | £12,700,000 | 49 | 3/12 |
| 54 | Aqua Fabrications | Skelmersdale | Manufacturing | £926,000 | £7,735,000 | 38 | 10/12 |
| 55 | Lakeview Rest Homes | St Annes | Human health services | £917,000 | £2,438,000 | 72 | 7/12 |
| 56 | Addison Project plc | Thornton Cleveleys | Engineering | £909,000 | £7,430,000 | 26 | 12/11 |
| 57 | Fagan & Whalley | Haslingden | Logistics | £904,000 | £17,331,000 | 228 | 4/12 |
| 58 | Trilanco | Poulton le Fylde | Retail | £898,000 | £31,746,000 | 50 | 4/12 |
| 59 | Inspired Energy Solutions | Preston | Professional services | £897,000 | £1,528,000 | 39 | 12/11 |
| 60 | Braconash Plant | Chorley | Plant hire | £873,000 | £6,358,000 | 58 | 3/12 |
| 61 | Silicone Holdings | Blackburn | Manufacturing | £846,000 | £12,661,000 | 118 | 12/11 |
| 62 | UK Insulations | Blackburn | Engineering | £844,000 | £8,678,000 | 41 | 12/11 |
| 63 | The 1st Stop Group | Blackpool | Financial services | £841,000 | £4,089,000 | 60 | 3/12 |
| 64 | Evans Vanodine International plc | Preston | Chemicals | £828,000 | £22,936,000 | 138 | 3/12 |
| 65 | Stocks Hall Care Homes | Skelmersdale | Human health services | £816,000 | £9,739,000 | 500 | 10/11 |
| 66 | R&J (Builders Hardware) | Blackburn | Retail | £808,000 | £10,069,000 | 74 | 12/11 |
| 67 | Ascentis | Lancaster | Education | £803,000 | £3,068,000 | 36 | 7/12 |
| 68 | Tharstern | Colne | IT | £799,000 | £3,508,000 | 25 | 1/12 |
| 69 | Hillcroft | Carnforth | Human health services | £798,000 | £6,557,000 | 201 | 12/11 |
| 70 | SMD (Holdings) | Preston | Textiles | £798,000 | £21,077,000 | 81 | 9/11 |
| 71 | Lancashire Double Glazing Group | Preston | Glazing | £786,000 | £9,782,000 | 100 | 12/11 |
| 72 | Hills (Ormskirk) Holdings | Skelmersdale | Motor vehicle | £776,000 | £11,250,000 | 104 | 11/11 |
| 73 | JSK Commercial | Lytham | Clothing | £775,000 | £11,964,000 | 30 | 7/12 |
| 74 | Hillendale Group | Nelson | Motor vehicle | £769,000 | £28,287,000 | 46 | 12/12 |
| 75 | Healthpoint | Blackpool | Medical | £766,000 | £11,238,000 | 12 | 3/12 |
| 76 | Dreambase | Burnley | Furniture | £754,000 | £13,801,000 | 161 | 3/12 |
| 77 | J Mallinson (Ormskirk) | Lathom | Landscaping | £753,000 | £6,045,000 | 40 | 4/12 |
| 78 | Firwood Timber & Plywood Co | Ormskirk | Timber | £752,000 | £11,883,000 | 82 | 3/12 |
| 79 | John Shaw & Son | Carnforth | Tourism | £751,000 | £10,261,000 | 155 | 3/12 |
| 80 | B Dugdale & Son | Clitheroe | Engineering | £751,000 | £26,530,000 | 59 | 4/12 |
| 81 | Metflex Holdings Co | Blackburn | Manufacturing | £737,000 | £7,709,000 | 78 | 12/11 |
| 82 | Emerson & Renwick | Accrington | Engineering | £733,000 | £14,177,000 | 127 | 12/11 |
| 83 | Laila's Fine Foods | Bispham | Food | £725,000 | £12,636,000 | 115 | 6/12 |
| 84 | AC/DC LED | Barrowford | Manufacturing | £721,000 | £8,372,000 | 72 | 12/11 |
| 85 | Granby Marketing Services | Blackburn | Promotional marketing | £719,000 | £5,601,000 | 133 | 12/11 |
| 86 | Graham Engineering | Nelson | Engineering | £715,000 | £12,204,000 | 151 | 8/11 |
| 87 | Bowland (Holdings) | Preston | Food | £710,000 | £24,661,000 | 41 | 10/11 |
| 88 | Khanjra International Foods | Blackburn | Retail | £702,000 | £30,849,000 | 5 | 12/11 |
| 89 | Cleverboxes | Accrington | Retail | £701,000 | £12,662,000 | 27 | 11/11 |
| 90 | mi Technology Investments | Leyland | Research | £700,000 | £7,687,000 | 98 | 4/12 |
| 91 | Ameon Group | Blackpool | Construction | £694,000 | £28,248,000 | 166 | 3/12 |
| 92 | Fondeo | Blackburn | Motor vehicle | £690,000 | £16,363,000 | 5 | 4/12 |
| 93 | PSL Print Management | Preston | Print | £684,000 | £14,796,000 | 39 | 2/12 |
| 94 | Warden Holdings | Kirkham | Construction | £678,000 | £17,747,000 | 80 | 11/12 |
| 95 | Collinson plc | Preston | Property | £671,000 | £9,952,000 | 90 | 4/12 |
| 96 | The North Lancs Training Group | Accrington | Education | £667,000 | £10,689,000 | 250 | 3/12 |
| 97 | Create Construction | Lytham | Construction | £651,000 | £17,003,000 | 40 | 9/11 |
| 98 | HB Panelcraft | Preston | Motor vehicle | £649,000 | £10,313,000 | 105 | 12/11 |
| 99 | Corkel | Morecambe | Tourism | £647,000 | £2,385,000 | 59 | 3/12 |
| 100 | BS Stainless | Blackburn | Steel | £643,000 | £9,172,000 | 16 | 3/12 |