



**Sandwell  
Business Growth**



**Sandwell**  
Metropolitan Borough Council



**Top 50 Fastest Growing Companies Index**

Welcome to Sandwell’s Fastest Growing Companies Index for 2023. Here we celebrate many of our borough’s recent business success stories. We thank the teams behind them for their huge contribution to Sandwell’s local economy and employment landscape. We share insights to encourage other businesses in their journey to growth.

When Sandwell businesses thrive, they create jobs, raise aspirations, boost skills and generate wealth for our local economy. You’re Sandwell’s lifeblood – and so Sandwell Council is here to champion your business at every stage.

‘Grow in Sandwell’ is one of Sandwell Council’s seven economic priorities, as outlined in the Sandwell Business Growth Plan. The plan outlines how we support businesses to achieve sustainable and scalable growth by providing strategic guidance, resources, and solutions to

drive innovation, enhance competitiveness, and expand market reach. Our aim is to enable businesses to reach their full growth potential and thrive in dynamic markets.

Our Business Growth Team has published this Top 50 index to give recognition and special thanks to the businesses who have seen significant growth in turnover in the previous financial year. You have achieved this despite the economic uncertainty that still exerts pressure on every industry.

## An important note

Growth is just one of several measures of business success. Absence from this list does not suggest any business is in decline or standing still. We know many companies are busy investing in their growth plans - perhaps through training, recruitment, innovation or infrastructure - with rewards to be reaped in the near future.

We look forward to seeing which Sandwell businesses appear in our 2024 index.

Disclaimer: how we compiled the data

The companies included in the Top 50 Fastest Growing Companies 2023 were selected in partnership with The Economic Intelligence Unit (The EIU) by conducting an initial search of relevant business databases (FAME, DueDil and The Data City) for companies with registered offices in Sandwell. The fastest growing 50 companies by turnover were listed based on the most recent filed accounts and utilising the turnover growth rate in the latest year of individual company accounts. The current year’s financial information is based on the most recent filed accounts from the listed business databases, with the previous year comparatives based on the previous year’s financial results for 50 companies. Companies were excluded from the development lists for the following reasons (while some adjustments were also made to reflect financial volatility around the years of Covid-19 restrictions):

- No ‘real’ turnover data available since 30 June 2020/21
- Negative growth recorded over the last two available years
- Last annual turnover available less than £1m
- No ‘real’ current employment data
- Last available number of employees less than ten
- A parent company based in Sandwell – that is: only the largest company in a group would be included
- Registered charities
- Holding companies
- Quangos (quasi-autonomous non-governmental organisations).

Depending on the accounts filed, some of our figures will be based on consolidated accounts and some on entity-only accounts. In addition, some of the financial information will be based on UK generally accepted accounting principles accounts and others will be based on International Financial Reporting Standards accounts. The financial information in this report has been compiled exclusively from publicly available information under the key assumptions and limitations outlined in the first paragraph.

It has been designed solely to illustrate trends in revenue growth of the top 50 fastest growing companies in Sandwell. Sandwell Council or The EIU have not carried out any verification work on the financial information in this report and give no opinion on the financial information. Sandwell Council and the The EIU make no claims, promises or guarantees about the accuracy, completeness or adequacy of the contents of this report. No reliance should be placed on the information contained in this report and, to the fullest extent permitted by law; Sandwell Council and The EIU do not accept or assume any responsibility or liability to anyone for the information contained in this report. Sandwell Council and The EIU do not, and cannot, warrant the completeness or accuracy of the adjustments made during the aggregation.



Foreword

from Councillor Kerrie Carmichael,  
Leader of Sandwell Council

Congratulations to all the businesses listed in Sandwell’s Top 50 Fastest Growing Companies Index for 2023.



On behalf of Sandwell Council, I commend every company featured in this report. Thank you for creating and sustaining jobs in Sandwell and boosting our local economy.

Sandwell’s Top 50 for 2023 have a combined revenue of over £3bn. Collectively they employ over 7,200 people.

Every one of the 50 companies in this report has demonstrated 19% or greater growth in turnover over the past year. Fifteen have grown by more than 50%.

JH Lavender & Co – the West Bromwich manufacturing company topping the index – has grown by an amazing 158%. This is followed closely by Door-Kit Solutions (+116%) and GB Tyres (+78%).

Twenty-nine of the Top 50 businesses are in advanced manufacturing, with eighteen of those in the subsector of metals and materials manufacturing. This reflects our region’s strong heritage of innovation and engineering.

The 50 companies are spread across all six of Sandwell’s towns, with Oldbury home to the most (twelve), followed by West Bromwich and Smethwick, each with ten.

And 41 of our Top 50 businesses are categorised as small to medium enterprises. SMEs are the backbone of our UK economy; one of the many reasons our Business Growth Team works hard all year round to nurture them.

*Kerrie Carmichael*

If you are inspired by our Top 50 index, do visit **sandwellbusinessgrowth.com** to see how our Business Growth Team is ready to help you realise your own business growth ambitions.



Stronger businesses, thriving communities

We have rebranded and relaunched Sandwell Council’s service to businesses this year. Replacing Think Sandwell, our team is now called the Business Growth Team, while our new-look service and website are called Sandwell Business Growth.

Sandwell Business Growth is focused on seven economic priorities, underpinned by a commitment to inclusive economic growth: helping businesses elevate local people and communities alongside them.

- Support in Sandwell**
- Start Up in Sandwell**
- Grow in Sandwell**
- Invest in Sandwell**
- Innovate in Sandwell**
- Social Value in Sandwell**
- Net Zero in Sandwell.**

We have made significant improvements to the service that Sandwell businesses receive from our Business Growth Team: ‘Support in Sandwell’. The new website sandwellbusinessgrowth.com is a key component of our customer journey. We update the website daily with resources, news of business support programmes, useful event listings and even a funding search tool to help you access current grants and business finance opportunities.

We also have a new Sandwell Business Growth Plan, articulating how the team will support Sandwell businesses over the next two financial years. Find it at sandwellbusinessgrowth.com, along with details of all the support we are offering.



# Top 50 case studies



“Setting up our own manufacturing facility came at a crucial time”



Name: **A Perry Ltd**  
Where in Sandwell: **Cradley Heath**  
Position in Top 50: **21**  
Attributes growth to:  
**Establishing its own manufacturing facility in India which strengthened the company’s position during the pandemic and is aiding further product development.**

Established in 1925, A Perry Ltd is a fourth-generation family-owned and run company, now with a global trade network, a 140,000+ sq. ft. facility, more than five acres of land and a fully automated robot warehouse. The Perry brand is the UK market leader in agricultural and architectural ironmongery, threaded bars and fixings. It is also responsible for the award-winning brand Perry Equestrian and leading garden décor brand Primus.

Marketing Director Steve Perry explained the company’s most recent growth success.

“In 2019 we began the process of setting up our own manufacturing facility in India, where we had been purchasing our core product ranges for several decades. This came at a crucial time, as significant supply issues would soon come about due to the Covid-19 pandemic. We became the only supplier in our sector that was able to maintain a good level of supply when demand was at its highest for DIY and home improvement items. This naturally led to significant growth for us.”

Having its own manufacturing facility has also enabled A Perry to pursue valuable product development work.

Steve said: “Focusing on our relationships with key customers within our target demographic, we have learnt to combine our industry expertise to develop new ranges with those customers that align with our own range and theirs. This approach not only mitigates our exposure and risk from the process, but also guarantees demand from the customer.”



# Top 50 case studies



“Sandwell is a highly competitive location for national and international manufacturing”



Name: **Hadley Group**  
Where in Sandwell: **Oldbury and Smethwick**  
Position in Top 50: **17**  
Attributes growth to:  
**Strategic market development and employee-focused board decisions.**

Manufacturer Hadley Group has two ‘arms’: **Building Solutions**, largely serving the UK market, and **Custom Rollforming**, a global supply network which delivers to customers on four continents.

To date, Hadley has built over 7,500 residential units, as well as schools, care homes and hospitals, using its HadleyFRAME steel MMC system. This is all produced from its plant in Oldbury, then transported and erected by Hadley on sites from Edinburgh to Jersey.

Hadley continues to invest and expand, innovating its products and services in construction and custom rollformed profiles. It lends its industry expertise to global clients in the renewable energy and automated retail and fulfilment markets, with all design and engineering delivered from Hadley’s Smethwick HQ.

Hadley’s Sandwell location is a huge asset, given our

borough’s excellent links to the UK’s road network. Many of Hadley’s suppliers and partners are based nearby too, and the team prides itself on supporting the local community.

Ben Towe, Hadley Group’s managing director, said: “Sandwell is a highly competitive location for national and international manufacturing, in terms of logistics, educational opportunities, labour and skills, supply network and cost-base.”

Being a family owned and run business has also helped Hadley overcome several external challenges. For example, the board has been able to make decisions focused on what is best for its 600+ employees, without having to take shareholders into consideration.





# Top 50 case studies



Name: **KTC Edibles**  
Where in Sandwell: **Wednesbury**  
Position in Top 50: **11**  
Attributes growth to:  
**Strong buying power to overcome volatility and meet customer demands, higher commodity prices, the UK's growing appetite for world foods.**

**A fun fact about KTC Edibles: it sells enough cooking oil every year to fill 112 Olympic swimming pools. This Wednesbury-based giant supplies a broad range of world food products to manufacturers, retailers and wholesalers, specialising in cooking oils and fats.**

KTC Edibles has over 450 employees. It showed the highest revenue of all our Top 50 businesses: £592m. According to Grant Ferrier, Group CCO, the resulting buying power has helped KTC Edibles to weather a volatile time in the edible oils and fats UK marketplace, staying strong amid turbulence caused by the global pandemic and the war in Ukraine.

*"Our revenue growth has been supported by higher commodity prices and an ability to service our customers' volume requirements. We also have a significant world foods range that we supply into the marketplace across all channels. World foods is a key growth category in the UK," said Grant.*

**"World foods is a key growth category in the UK"**



*"Our purchasing leverage in oils and fats has enabled KTC to grow our market share, where commodity availability was challenging."*

KTC Edibles has plans for further growth. It recently acquired Cardowan Creameries in Glasgow and Trilby Trading in Louth, which will allow the company to develop its footprint in Scotland and Ireland.



# Top 50 case studies



Name: **CSS Support Systems Ltd**  
Where in Sandwell: **West Bromwich**  
Position in Top 50: **39**  
Attributes growth to:  
**Investment, increased industry demands, care for employees and high standards of customer service.**

**CSS Support Systems Ltd is one of the UK's leading importers of cable management products and associated fixings. Its products are used across the electrical, mechanical, air conditioning and plumbing industries.**

Founded by Chris, Michelle and Daniel Corbett in 2005, CSS has grown from being a family start-up to a multimillion pound business - with three locations nationwide and several custom rolling mills.

With a growth percentage this year of 26%, the West Bromwich-based business puts its recent success down to – among other factors – investment, its ability to meet increased industry demands, care for employees, and high standards of customer service.

Ben Thomas is CSS' Area Sales Manager for the Midlands and South Wales. He said the team was "over the moon" to appear in Sandwell's Top 50 index, and explained how CSS has approached business in recent years:

**"Investment in machinery has meant that our channel is equal to the best in the market"**



*"Investment in machinery has meant that our channel is equal to the best in the market and means that we are constantly making sure that we are in control of the products that we are manufacturing.*

*"Investment in our staff also has allowed for us to achieve a better working culture within the company. Increasing our workforce, staff training and treating staff when we can has given us huge output from them.*

*"Our sales team has also been working tirelessly in attacking new accounts and with our investment in stock, transport, our depots and distribution centres and staff, we have been able to impress and supply new accounts as well as continue to grow and maintain our customers."*







# Sandwell Business Ambassadors

## #DoingBusinessBetter

Sandwell Council launched the Sandwell Business Ambassadors programme in 2016 to combine the strengths (skills, experience and networks) of prominent businesspeople in the borough.

Ambassadors work closely with our Business Growth Team to voluntarily and independently voice the interests of Sandwell businesses to Sandwell Council. They also promote responsible business practices.

Here are four areas in which Ambassadors are seeking to build inclusive growth that benefits businesses, people and communities across Sandwell:

- **By lifting aspirations** – nurturing resilience and empowering individuals and businesses to have a mindset of boundless potential
- **Through local employment and skills** – investing in local talent and creating not only sustainable jobs but pathways for professional and personal growth
- **With local spend** – championing the value of investing in our local businesses, services and people, as a catalyst for shared and inclusive prosperity
- **Through constructive lobbying** – putting forward a responsible and informed voice to advocate for the collective interests of Sandwell businesses in local government decisions, for the betterment of our communities.

To learn more about the Sandwell Business Ambassadors, to suggest a topic for them to explore, or to express an interest in joining them, visit [sandwellbusinessambassadors.co.uk](https://sandwellbusinessambassadors.co.uk).

**Sandwell Anchor Network**  
Organisations use their collective assets and strengths to retain wealth in Sandwell, bringing economic, social, environmental and health benefits to people, communities and businesses in the borough.

Today, the Sandwell Anchor Network comprises:



Collectively, these organisations have a budget of more than £1.5bn and a workforce of over 15,000 people. By working collaboratively on procurement, employment and economic recovery, they will play a powerful role in 'community wealth building': shaping Sandwell's economy to ensure local people and communities benefit from investments made here.

See [sandwellbusinessgrowth.com/choose-sandwell/sandwell-anchor-network](https://sandwellbusinessgrowth.com/choose-sandwell/sandwell-anchor-network).

# Social Value in Sandwell

## Giving back to Sandwell

When commissioners award contracts, there is an opportunity to consider more than the financial transaction. They can look for suppliers who will go beyond their basic contract terms to secure wider benefits for the local community. We call this delivering 'social value'.

Social value looks at activities that can boost health and/or happiness, build community wealth, create and sustain safe, resilient communities, and bring about sustainable change and improvement for all. Its benefits can accrue for people, communities and organisations in different ways and so it is not always easy to define and measure.

For Sandwell we have designed four pillars of social value, through which outcomes can be defined, unlocked and delivered:

### The four pillars of Social Value in Sandwell

#### 1. Employment and skills

Creating employment opportunities for local people through jobs, work experience, trials, apprenticeships and T-levels

#### 2. Local spend

Investing money in the area – by subcontracting locally or using local suppliers; by investing in buildings and spaces

#### 3. Community benefit and engagement

Giving support, guidance, time or resources to non-corporate organisations such as schools, colleges, community groups and charities in the borough

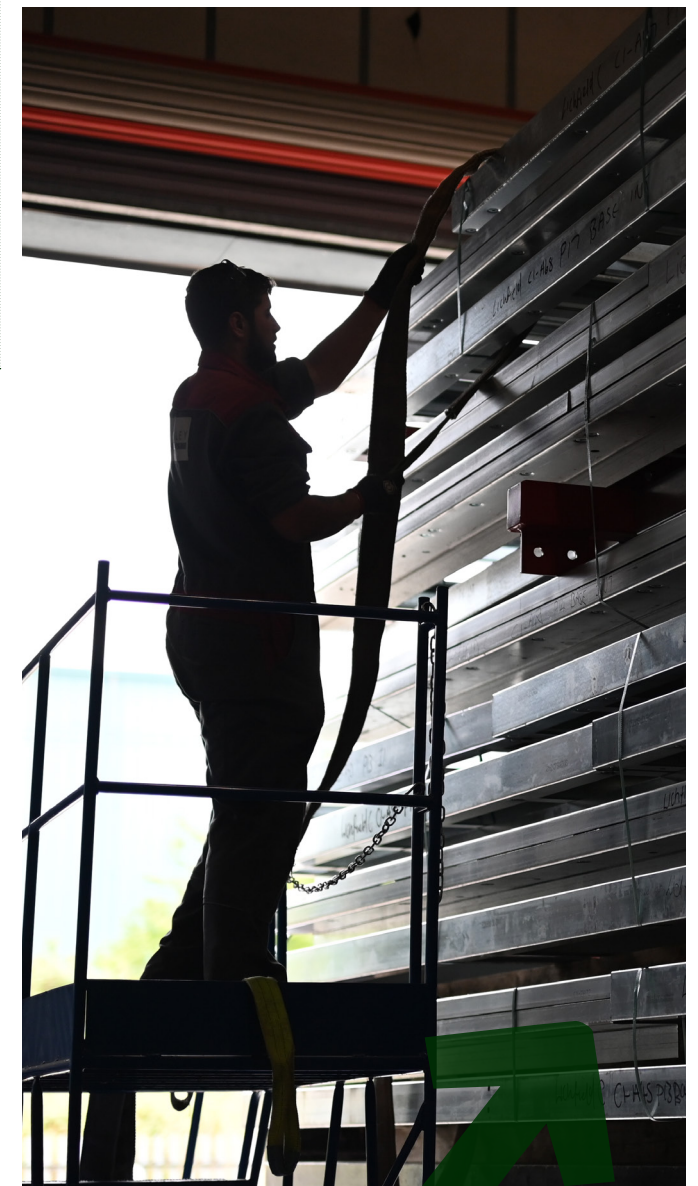
#### 4. Environmental impact

Bringing environmental benefits by reducing, reusing or recycling physical resources; reducing carbon output; reducing the amount of waste sent to landfill; reducing energy consumption.

Should a business be awarded a contract with Sandwell Council, our Social Value Officers within the Sandwell Business Growth Team support that business to create a Social Value Delivery Plan and celebrate its positive outcomes.

Go to

[sandwellbusinessgrowth.com/run-your-business/responsible-business/csr-and-social-value](https://sandwellbusinessgrowth.com/run-your-business/responsible-business/csr-and-social-value).



Sandwell's **stars** for 2023 have a **combined revenue** of

**OVER £3BN** 

Collectively they employ over

**7,200** **PEOPLE** 

Every one of the **50 companies** featured in this report has demonstrated

 **19% OR GREATER** 

**growth in turnover** over the past year

Fifteen of them have grown by

**MORE THAN 50%**

JH Lavender & Co – the company topping the index – has grown by

**158%**

This is followed closely by

Door-Kit Solutions	GB Tyres
<b>116%</b>	<b>78%</b>



Twenty-nine of the Top 50 businesses are in the advanced manufacturing sector

KTC Edibles showed the highest revenue of all, at

**£592M**

Number of employees across Hadley Industries

**600+**

**20%+**

growth rate by top 49 companies, and more than 50% growth rate by fifteen companies



The most common subsector is metals and materials manufacturing (eighteen companies)

The average growth rate of Top 50 companies in their latest account period is

**+44.2%**



The Top 50 are spread across Sandwell's six towns, with Oldbury having the most (twelve), followed by West Bromwich (ten) and Smethwick (ten)

**58%**

of companies in manufacturing, followed by wholesale & retail (16%)

**41**

(82%) of companies are SMEs

# Top 50 Fastest Growing Companies

Company Name	Sector	Sub-Sector	Turnover	Turnover Growth % in Last Year
JH LAVENDER & CO	Advanced Manufacturing	Metals & Materials	£13,372,455	157.5%
DOOR-KIT SOLUTIONS LIMITED	Advanced Manufacturing	Wider Advanced Manufacturing	£3,166,750	116.3%
G B TYRES (UK) LTD	Retail / Wholesale	Retail / Wholesale	£51,721,777	77.9%
REGALHILL LIMITED (RICHARDSON LLP)	Business Services	Support Services	£79,282,167	75.6%
SAFE FENCE LTD	Retail / Wholesale	Retail / Wholesale	£23,873,056	73.4%
CAB AUTOMOTIVE LTD.	Advanced Manufacturing	Automotive	£48,720,215	67.1%
TOP TUBES LIMITED	Advanced Manufacturing	Metals & Materials	£62,440,318	66.9%
CENTRAL WINDOW SYSTEMS LIMITED	Building Technologies	Building Technologies	£17,745,297	65.3%
BENBOW STEELS LIMITED	Advanced Manufacturing	Metals & Materials	£17,320,503	63.9%
H.L.THORNE & CO.LIMITED	Advanced Manufacturing	Metals & Materials	£76,988,280	54.9%
K.T.C. (EDIBLES) LIMITED	Advanced Manufacturing	Food & Drink Manufacturing	£591,846,616	54.5%
AEROPLAS (U.K.) LIMITED	Advanced Manufacturing	Metals & Materials	£15,317,361	53.3%
VOESTALPINE METSEC PLC	Advanced Manufacturing	Metals & Materials	£122,069,150	52.8%
ATPAC LIMITED	Building Technologies	Building Technologies	£10,232,256	52.7%
UNISTRUT LIMITED	Advanced Manufacturing	Metals & Materials	£79,752,825	52.5%
J B CONSTRUCTION 1 LIMITED	Building Technologies	Building Technologies	£27,488,271	47.7%
HADLEY INDUSTRIES LIMITED	Advanced Manufacturing	Metals & Materials	£151,010,000	45.7%
KELTRUCK LIMITED	Retail / Wholesale	Retail / Wholesale	£238,732,000	45.2%
SHELDON CLAYTON LIMITED	Transport Technologies	Transport Technologies	£37,385,198	42.2%
PALMER TIMBER LIMITED	Advanced Manufacturing	Wider Advanced Manufacturing	£39,851,618	41.9%
A.PERRY LTD	Advanced Manufacturing	Metals & Materials	£17,391,315	41.3%
CORRUGATED BOX SUPPLIES LIMITED	Advanced Manufacturing	Wider Advanced Manufacturing	£34,842,416	41.2%
THYSSENKRUPP MATERIALS (UK) LIMITED	Retail / Wholesale	Retail / Wholesale	£399,338,000	40.6%
METPRO LIMITED	Retail / Wholesale	Retail / Wholesale	£18,052,763	39.9%
R.S. RECOVERY LIMITED	Business Services	Other Service Activities	£18,636,828	38.0%
GENERATION (UK) LIMITED	Building Technologies	Building Technologies	£134,402,000	37.9%
SWISS STEEL UK LTD.	Retail / Wholesale	Retail / Wholesale	£24,211,924	37.3%
PDS GROUP HOLDINGS LIMITED	Transport Technologies	Transport Technologies	£11,382,003	36.6%
STEEL & ALLOY PROCESSING LIMITED	Advanced Manufacturing	Metals & Materials	£207,229,179	36.0%
KME SERVICE CENTRE UK LIMITED	Advanced Manufacturing	Metals & Materials	£30,436,013	35.4%
ALUTRADE LIMITED	Environmental Technologies	Environmental Technologies	£31,004,375	32.6%
APIC UK LIMITED	Advanced Manufacturing	Metals & Materials	£16,110,477	32.5%
M & A DOOCEY CIVIL ENGINEERING LIMITED	Building Technologies	Building Technologies	£55,007,717	32.2%
FIRE & ACOUSTIC SEALS LIMITED	Retail / Wholesale	Retail / Wholesale	£3,984,921	31.8%
DALAIR LIMITED	Advanced Manufacturing	Metals & Materials	£17,545,949	31.7%
DIAMOND BOX LIMITED	Advanced Manufacturing	Wider Advanced Manufacturing	£48,430,036	29.5%
JERSEYTEX LTD.	Advanced Manufacturing	Wider Advanced Manufacturing	£27,065,573	28.2%
MIDLAND BUILDING PRODUCTS LIMITED	Advanced Manufacturing	Wider Advanced Manufacturing	£23,240,099	27.1%
CORBETTS SUPPORT SOLUTIONS LIMITED	Advanced Manufacturing	Metals & Materials	£24,700,152	26.0%
B.B. PRICE LIMITED	Advanced Manufacturing	Metals & Materials	£16,643,411	25.2%
D. WILSON ARCHITECTURAL METALWORK LTD	Advanced Manufacturing	Metals & Materials	£7,186,973	25.0%
GEORGE GREEN TRANSPORT LIMITED	Transport Technologies	Transport Technologies	£2,803,056	24.2%
DIAMOND BUS LIMITED	Transport Technologies	Transport Technologies	£31,609,874	23.7%
N.SMITH & COMPANY LIMITED	Advanced Manufacturing	Wider Advanced Manufacturing	£10,726,138	23.4%
A.CLARKE & CO.(SMETHWICK)LIMITED	Transport Technologies	Transport Technologies	£57,119,752	23.1%
JOSEPH AND JESSE SIDDONS LIMITED	Advanced Manufacturing	Metals & Materials	£7,254,383	21.7%
TOKAI CARBON EUROPE LIMITED.	Advanced Manufacturing	Wider Advanced Manufacturing	£15,107,365	21.3%
NARROW AISLE LIMITED	Advanced Manufacturing	Wider Advanced Manufacturing	£29,689,549	20.5%
LINAK-UK LIMITED	Retail / Wholesale	Retail / Wholesale	£20,336,877	20.3%
ASH & LACY SOLUTIONS LIMITED	Advanced Manufacturing	Metals & Materials	£15,726,691	19.2%

## Contact the Business Growth Team

Our opening hours are  
Monday to Friday, 9am to 5pm  
except on public holidays and  
in the event of any council closures

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