



KIRKLEES  
**TOP  
100**

# FOCUS ON KIRKLEES SMEs 2023

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**Thomas Burwell**

Head of Sales and Operations  
at BOSS Training Limited

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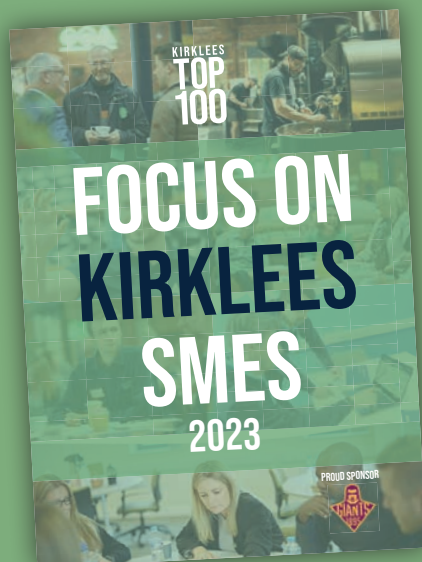
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# Celebrating SMEs in Kirklees

**I**n this our third year of the Kirklees Top 100 Companies we have taken some time to focus on the contribution of SMEs to the Kirklees business economy. Over 99% of businesses in Kirklees are SMEs, with many featuring in the regular Kirklees Top 100 Companies listing, and we have an award for the highest placed SME. During the pandemic we observed first-hand the speed, agility and ingenuity shown by SMEs in reacting to the challenging and unprecedented situation. Now, post-pandemic, it seems a good time to shine a spotlight on SMEs in Kirklees – their achievements and their challenges.

With so many SMEs, all making their own contributions to Kirklees, it's difficult to select the criteria for what is a necessarily short list in a brochure; the metrics of the regular Kirklees Top 100 Companies favour larger organisations and so are inappropriate when focusing solely on SMEs. We have therefore chosen to focus on growth – pipeline scaleups and high-growth SMEs to be specific. The resulting list of companies is a very diverse range of businesses – as you'd expect – across 13 different SIC code groups.

The list has been produced by Huddersfield Business School using published data drawn solely from the Beahurst data base, and the precise methodology agreed between the partners is explained by Professor Jill Johnes in the methodology article overleaf.

The brochure isn't just about the 100 companies being showcased, but also aims to bring to the fore important topics for SMEs and those supporting them. Thus, we highlight the challenges faced by SMEs in Kirklees as well as the many opportunities for support on offer in the region.

We'd like to thank the Huddersfield Giants for their generous support of this brochure which will be able to be viewed online at our website

[kirklees100.org](http://kirklees100.org).

Finally, a big thank you from our partners, the University of Huddersfield, Kirklees Council and 3M Buckley Innovation Centre for their support of the Kirklees Top 100 initiative. We hope that by taking time out showcasing SMEs in Kirklees we emphasise the diverse nature of the Kirklees business environment and its attractiveness as a destination for start-ups inward investment, business growth and talent.

**Professor Bob Cryan CBE DL  
CMgr CCMI FREng  
Vice-Chancellor & Chief Executive,  
University of Huddersfield**

**Sue Cooke  
Chief Executive,  
3M Buckley Innovation Centre**

**Cllr Shabir Pandor  
Leader,  
Kirklees Council**

*Please note: inclusion in the Focus on Kirklees SME list is based on objective criteria using company accounts published in the Beahurst database prior to July 2023 and does not imply the endorsement of the partner organisations listed above.*

**GET IN TOUCH: e-mail - [Kirkleestop100@hud.ac.uk](mailto:Kirkleestop100@hud.ac.uk)  
website - <https://kirklees100.org/> Twitter - [@KirkleesTop100](https://twitter.com/KirkleesTop100)  
LinkedIn - <https://www.linkedin.com/company/kirklees-top-100/>**



# The Kirklees Top 100 SMEs 2023: How the list was compiled

## Background

**H**aving produced the Kirklees Top 100 Companies for 3 years, and having seen the importance of small and medium sized enterprises (SMEs) in Kirklees in that listing, we felt the time had come for us to focus solely on SMEs in the Kirklees area. As will be seen elsewhere in this brochure, over 99% of companies in the UK private sector are SMEs; Kirklees is no different from the rest of the UK and this brochure will be a celebration of the contribution that SMEs make to the Kirklees economy. A challenge in producing a listing of SMEs is access to reliable and consistent data. The data source for the Kirklees Top 100 Companies (the FAME BVD database) relies on financial statements of companies. Since many SMEs do not need to file full financial statements, that database can be biased towards the larger companies and SMEs.

The SMEs listing is therefore compiled using as its source the Beauhurst database on around 5 million private UK companies, with data derived from a variety of sources such as Companies House, the Patent Office, advisors, company-owned websites, curator-derived private data, social media, granting bodies, universities, and spinouts. The information in the database includes data on financial statements, patents, people, contact details, deals, fundraisings, MBOs, grants, locations, descriptions and accelerators. The Beauhurst database is the only data source used for the listing.

Deriving a list of 100 SMEs from the 15,000 SMEs in Kirklees is inevitably extremely challenging and there needed to be strict criteria to derive a meaningful final list, especially when data (such as the metrics used for the Kirklees Top 100 Companies) are not routinely or consistently available for SMEs. A decision was made to focus the final choice of SMEs on growth – specifically compound annual growth in employee numbers because of the consistent reporting around that metric. A cut-off point of a minimum of 10% growth was selected to cover both high growth SMEs (with a value of at least 20% growth over 3 years) and pipeline scaleups with 10 to 19% growth. This brochure is therefore a celebration of SME growth in Kirklees.



Professor Jill Johnes, Professor of Production Economics, Huddersfield Business School

## METHODOLOGY

**S**trict parameters were used to derive the basic set of companies from the Beauhurst database (from which the final list was ultimately drawn).

Companies needed to have:

- SME status (where the EU definition of SME was used i.e. SMEs are defined as employing less than 250 persons. They should also have an annual turnover of up to EUR 50 million, and/or a balance sheet total of no more than EUR 43 million - Beauhurst uses net assets as an estimate of the latter). Note that we included companies operating in Kirklees fulfilling the SME definition even if they had one or more parent companies above them.
- a status of "Active" in Companies House
- a head office (where known, or other registered address) in Kirklees
- at least 10 employees in the most recent financial statement (excluded from the list if unknown)
- a compound annual growth rate in number of employees of at least 10% compared to 3 financial statements previously.

Huddersfield Business School researchers downloaded the relevant data on June 21st 2023 and any data available in the Beauhurst database after this date was not included in this

particular edition of the SMEs list. Around 260 SMEs fulfilled these criteria and a further selection process was agreed between the partners. Specifically the following companies were removed:

- Registered charities
- CICs and companies limited by guarantee
- Companies with no record of a business web address
- Companies operating in the education sector
- Companies with fewer than 10 employees at the start of the period (i.e. 3 financial statements prior to the latest one).

From the list, the top 100 SMEs in terms of compound annual growth rate in number of employees were selected. No businesses were offered the option of being included (or not). We have limited our SMEs to a minimum of 10 employees at the start of the period to reduce the issue of deriving growth rates based on very small numbers (and thereby potentially biasing the list towards very small companies), and we have chosen to present the final 100 companies in alphabetical order (by sector) rather than as a ranking. There is no doubt that, especially over the recent past with all the challenges companies have faced, growth (whatever its size) should be celebrated!





Michael Hayman MBE, Chair  
of the Small Business Charter

# Business GRAFT will define the next era for our economy and society

**I am delighted to write in support of the inaugural Focus on Kirklees SMEs. It's a phenomenal list that recognises the incredible diversity and range of businesses in the area.**

These businesses are all scaling success stories that will be at the heart of future wealth creation and community contribution. In turn, they underpin the reputation of the UK as a great place to start and scale a business.

Every year in the UK, there are over 800,000 business registrations. And for me, each of these registrations is a vote of confidence in the future. A start-up ready to trade, a scale-up prepared to grow.

Kirklees itself is a fantastic example of this economy of confidence, with 15,000 registered SMEs – that's one for every 30 people in the region. It's been wisely said that attitude is the small thing that makes a big difference and this positive and optimistic take on the future is very much in evidence with this list. It not only helps weather a period of unprecedented change, but is also a big part of the drive to deliver more positive future.

All great stories start with jeopardy – as a great entrepreneur, Wilfred Emmanuel-Jones, The Black Farmer, once told me – and leaders get this. Where it comes from cannot be predicted but it certainly can be prepared for, because there is no fate except that which we make.

When I co-founded my company, Seven Hills, in 2010, we were living in an era where going fast and breaking things was the mantra of the day. Now it's different. We must move quickly and fix things: people, progress, places, and the planet.

While the challenges of each of these areas creates so many of the challenges that we face, it will be business which will be at the heart of the innovation and invention to deliver solutions.

"The future is here, it just isn't evenly distributed," said William Gibson 20 years ago and it will be our businesses that will be at the heart of addressing the challenges by realising the opportunities from change.

And for those who think it's not possible to move ahead of challenge and define our own change, 2020 proved it was. The transition to an almost entirely digital economy during the pandemic happened at pace and proved the possibilities of human innovation and adaptability that can come from working together on a single, global issue.

Apply that today, when the world feels stuck on repeat in what feels like a constant state of change and "permacrisis", we need to not only catch up with the future but get ahead of it, to ensure it is one that is evenly distributed and delivered on our own terms.

In a time when more of the world's top 100 economies are corporations than countries – 69 to 31 at the last

count in 2018 – business matters more than ever in the economic story, and it can shine a light on the future we want. If there is a 'New Normal', it's change. And if there is a new challenge, it's how we master that change.

It's one of the reasons why the work of the Small Business Charter, which I chair is so vital. A collective of world class UK business schools, including Huddersfield exists to help equip our small firms with the tools to master change.

An example of this is Help To Grow: Management. It's a course which helps boost the performance and resilience of business through:

**50 hours of leadership training across 12 weeks**  
**10 hours of 1 to 1 mentoring**  
**50+ locations across the UK**  
**90% funded Government funding means you pay just £750 per person**

If you are interested in being future ready, it's a course tailor-made for you. The 100 businesses recognised in this report are a phenomenal showcase of scale up success and potential. It's an analysis of local talent with national and international relevance.

I wish to commend them all and Huddersfield Business School, 3M Buckley Innovation Centre and Kirklees Council for the activism and ambition to capture these superb stories and to provide the insights about what it means to make it today. *Michael Hayman MBE is Chair of the Small Business Charter.*



# Spotlight on SMEs

A focus on some of the high-growing Kirklees SMEs as chosen by the Kirklees Top 100 partners

## DARK WOODS

**D**ark Woods Coffee nestles on the banks of the River Colne between Marsden and Slaithwaite. Since its formation ten years ago, it has grown to be one of the country's leading speciality coffee roasters, with over 70 Great Taste Awards to its name. It provides coffee to many of the best cafes, restaurants, delis and farm shops locally, as well as customers further afield, such as Fortnum & Mason and the three Michelin starred L'Enclume. Dark Woods was started in 2013 by Damian Blackburn, Ian Agnew and Paul Meikle-Janney. Damian oversaw roasting and coffee buying for Meltham-based Bolling Coffee at the time. This put him in touch with Ian, whose charity and social enterprise work needed Damian's assistance roasting coffee for Ethiopian refugees in Manchester. Paul's barista school and coffee consultancy was also based in Meltham, and so the three met and made plans to start Dark Woods. The aim was always to roast only speciality grade coffee, with more



vibrant, sweet and distinct flavours. Speciality coffee was niche at the time, focusing solely on lighter, more fruity styles. Dark Woods wanted to include these but also offer more accessible mid and darker roasts, with no compromise on the quality of the beans. It also wanted to build strong relationships with the farms and farmers that it buys coffee from. Buying from some of the best producers in the world, at a price that respects its skill and quality, loyally year after year. The values behind the business are vital, and three years ago it became only the second coffee roaster to

be BCorp certified. BCorp look at a host of aspects of how a business is run, from its carbon footprint and sustainability to its integration into the local community, treatment of employees, supply chain, and a percentage of profits going to charity. In short, although profit is still important, it is balanced with people and the planet too. Finally, Dark Woods' home, the converted Victorian mill, has become a firm favourite for its pop-up events. From café days (third Saturday of the month, April - October), to barista classes, concerts, supper clubs and more.







## FOUREX CLOTHING LTD

**E**stablished in 2016 and based in Shaw Cross, Fourex Clothing are an apparel company focusing primarily on sportswear that currently consists of the brands: EV2, Ellgren, Sports Apparel and Matchwinner. Each brand aims to focus on different products and styles, whilst retaining the same high quality.

EV2 Sportswear offers custom team and group apparel to a variety of sports including football, cricket and hockey. The EV2 Online Kit Builder tool offers users the ability to easily design their own kits and/or accessories from over 100 unique designs, which is particularly popular for many amateur sports clubs.

Ellgren is an iconic brand in the world of rugby league having supplied some of the biggest names in the sport throughout the 80's and 90's including the formidable 1991 World Club Challenge winning Wigan RLFC. The brand was relaunched in 2020 and was purchased by Fourex Clothing in 2022. Current clubs supplied by Ellgren include Wakefield Trinity, Leigh Leopards, York Knights and Dewsbury Rams.

Matchwinner is a sportswear brand

that was founded in Lancashire in 1986 and is best known amongst football supporters for producing some of the most collectable shirts of the late 20th century, which was recently acquired by Fourex Clothing in 2023. The brand has recently relaunched retro kits for the likes of Bolton Wanderers, Bury FC and Chesterfield FC. These unique designs also feature on licensed products that the company produce, for example phone covers, pillows and beach towels.

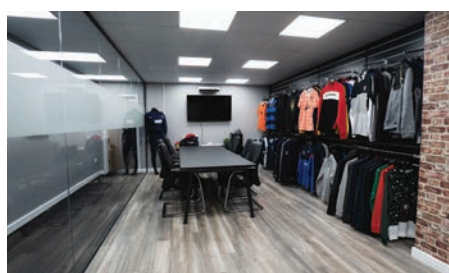
Fourex Clothing now have the facility to produce sports kits in-house. Using the latest technology, kits can be designed, printed, and manufactured all under one roof. The recent purchases of the newest equipment have allowed the company to significantly increase the volume of products manufactured on a week-to-week basis, often turning around 1000pcs per week.

Having the in-house manufacturing

allows the company to reduce lead times, with some kits being delivered 2 weeks after purchase.

The company is also expanding its use of fabrics and becoming more sustainable with the introduction of an eco-friendly 100% recycled polyester fabric now being used across many of the kits produced. Managing Director Gareth Moore said "The company has grown from strength to strength over the last 8 years, more so in the past 12-18 months as we have moved to bigger premises, introduced UK manufacturing and now have over 30 full-time staff members. We are working with over 6,000 grassroots clubs around the UK in all sports, as well as 25+ professional clubs, supplying them with kits, training wear, leisurewear, and fashion ranges.

It's a really exciting time at Fourex Group and we can't wait to see what the next 12 months brings to the business."





## ACCU

**Accu, one of the fastest growing engineering suppliers in the UK and a Kirklees Top 100 company for 2022/23, has begun its latest move - a multi-million-pound investment into bigger premises.**

Accu's new site on New Mill Road, Brockholes, offers a 600% increase on their current space. It's new home has a great deal of engineering heritage, having previously been occupied by Brook Motors - a company with over 100 years of history within the West Yorkshire region.

Having recently celebrated its 11th anniversary, Accu is still a young business by comparison. However, it has rapidly become a trusted supplier to over half of the world's top manufacturers, including leading aerospace, automotive, medical and engineering companies. Accu's origins have clear parallels to Brook Motors - having been founded with only a small starting capital but with an idea that would challenge conventions.

With a shoestring budget of just £200, Accu's mission was to disrupt the traditional engineering market with a modern e-commerce



platform, making precision components more accessible to designers and makers. Fusing the convenience of a world-class online store and rapid technical support, engineers could spend less time buying components and more time working on prototyping and developing their products.

"We want to be the most loved shopping destination for engineers and innovators. With Accu, they can quickly and easily find the components needed to bring their ideas to life." comments Martin

Ackroyd, CEO & Co-Founder. With the building renovations well underway and their move-in date fast approaching, Accu will leverage the latest technology and automation software across its new offices and warehouses, supporting even more customers worldwide with speed and precision. Its passion for innovation seems perfectly fitting then as it breathes new life into the former Brook Motors site; simultaneously honouring its history whilst building for the future.

## MAC'S TRUCKS

**Mac's is a family run business now in its fifth generation. One of the current managing directors, Alec founded Mac's as a transport business in London, later moving the business to Wakefield, where it became a logistics and sales business. Now situated in Huddersfield, the business has developed into a retail business selling used and nearly used vehicles.**

Alec's son Adrian joined the team aged 15 just as Macs began to manufacture vehicles to meet the individual needs of their customers, and his wife Joanne joined the team as Finance Director and Office Manager. Assembling an excellent technical team and manufacturing team and through word of mouth, Mac's started to sell, mainly new chassis adapted to the customers' individual needs. Aged 16, Alex Jnr. joined the team as an apprentice in the workshop, learning the business from the ground up to become one of Mac's top salesmen.

In 2017, Mac's moved to a new, purpose-built factory on Crosland Road, giving them the vital capacity



to do all work in-house. Mac's fast became a household name in the trucking world, providing customers with solutions, utilising advanced design and excellent engineers and mechanics. With an aim to satisfy its customers' every need, no matter how diverse, the past five years have seen Mac's more than quadruple its turnover and staff numbers.

Mac's are a vital local employer, across two sites, and proudly run an apprenticeship scheme. With a high emphasis on staff enrichment, it is passionate about upskilling colleagues and encourage personal and workplace development by offering a clear career path to all

its employees. Two members of their current board of directors started their careers with Mac's on the shop floor. The family connections are not restricted to Mac's owners - they have generations of families working for them throughout the business. 2016 saw the launch of Macs, rental fleet, now boasting 145 vehicles and still growing at an exponential rate. To continue its aim of manufacturing in-house, last year it invested heavily in a Laser engineering business, primarily, so it could manufacture everything in-house. This has now grown successfully in its own right and successfully supplies to a growing number of third parties. Joanne Mcdade, Finance Director, says "Our philosophy and mission statement has always been one of continual improvement, never sit still, keep on improving. Listen to your customers and staff. Without happy customers you have unmotivated staff. Keeping staff happy by listening to them and taking on board their suggestions keeps a happy and productive workforce."

# SMEs – backbone of the UK economy and drivers of economic growth

**A** small or medium sized enterprise (SME) has, according to the UK government definition, fewer than 250 employees and an annual turnover of under 50 million euros. Despite vast variations in size, from the micro-enterprise (with fewer

than 10 employees and an annual turnover of under 2m euros) to those at the larger end, SMEs are hugely important to the UK economy: in 2022 the UK private business sector had over 5.5 million SMEs contributing a turnover of over £2,000 billion to the economy and employing 16.432m (see

figure 1). To put this in perspective, almost 99.9% of UK private sector businesses are SMEs, generating 61% of employment and contributing 51% of turnover to the economy.

Source: BEIS, Business Population Estimates, 2022, Table 24

## PRIVATE SECTOR BUSINESSES IN THE UK BY NUMBER OF EMPLOYEES, 2022 - NUMBERS

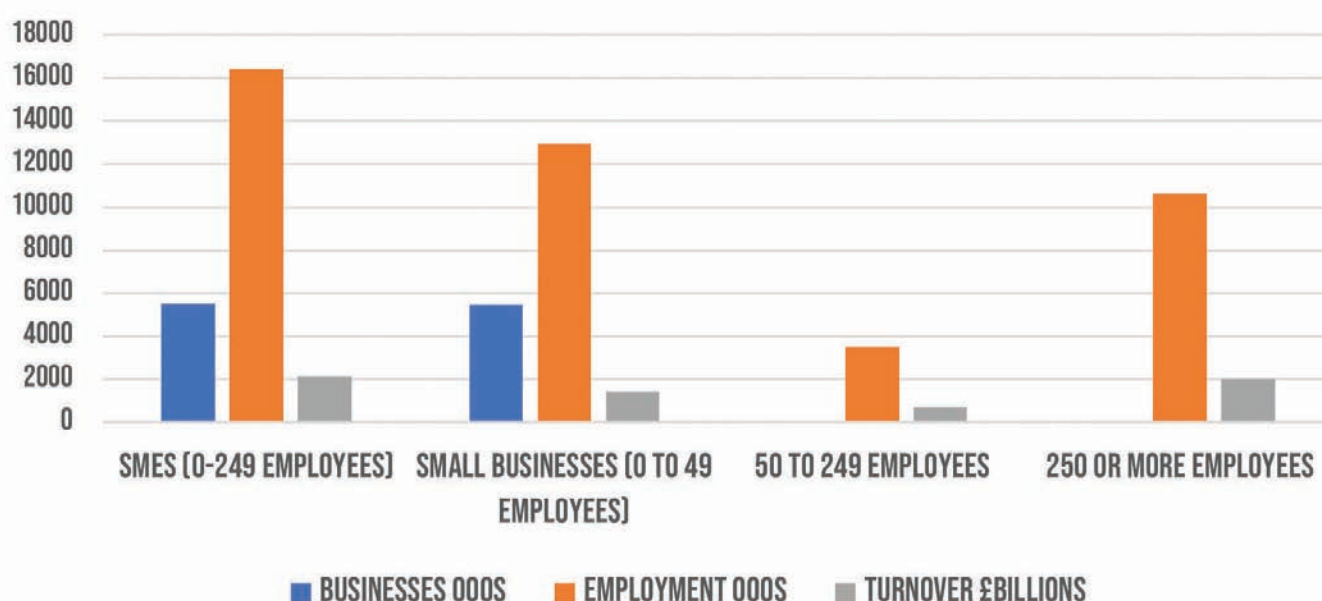


Figure 1

**I**f we look a little more closely at the SMEs, most of those 5.5 million SMEs (99.3%) are in the 0-49 employee range - and those businesses are employing almost 13m and contributing a turnover of almost £1.5b to the economy. In sum, SMEs are important to the UK economy, and micro and small enterprises are particularly crucial - they provide competition which holds down prices for consumers, and through their agility and innovation, SMEs are often seen as

**the backbone of the economy and drivers of economic growth.**

But this rosy picture of SMEs and their positive contribution to the economy should be treated with a degree of caution. First of all, a brief look at the regional location of SMEs (see figure below) highlights some worrying features, with regions in the North of England and in the devolved nations having a considerably lower than UK average number of SMEs per 10,000 adults. There is a clear North-South divide in SMEs density which is

potentially a problem if we're relying on them to generate economic growth through their agility and innovation, as the regions which need them most have the fewest per head. This in turn suggests that support for SMEs should perhaps be targeted carefully to try to level up the regional variation in SME numbers.

Source: BEIS, Business Population Estimates, 2022, Table 8



## SMES BY 10,000 RESIDENT ADULTS

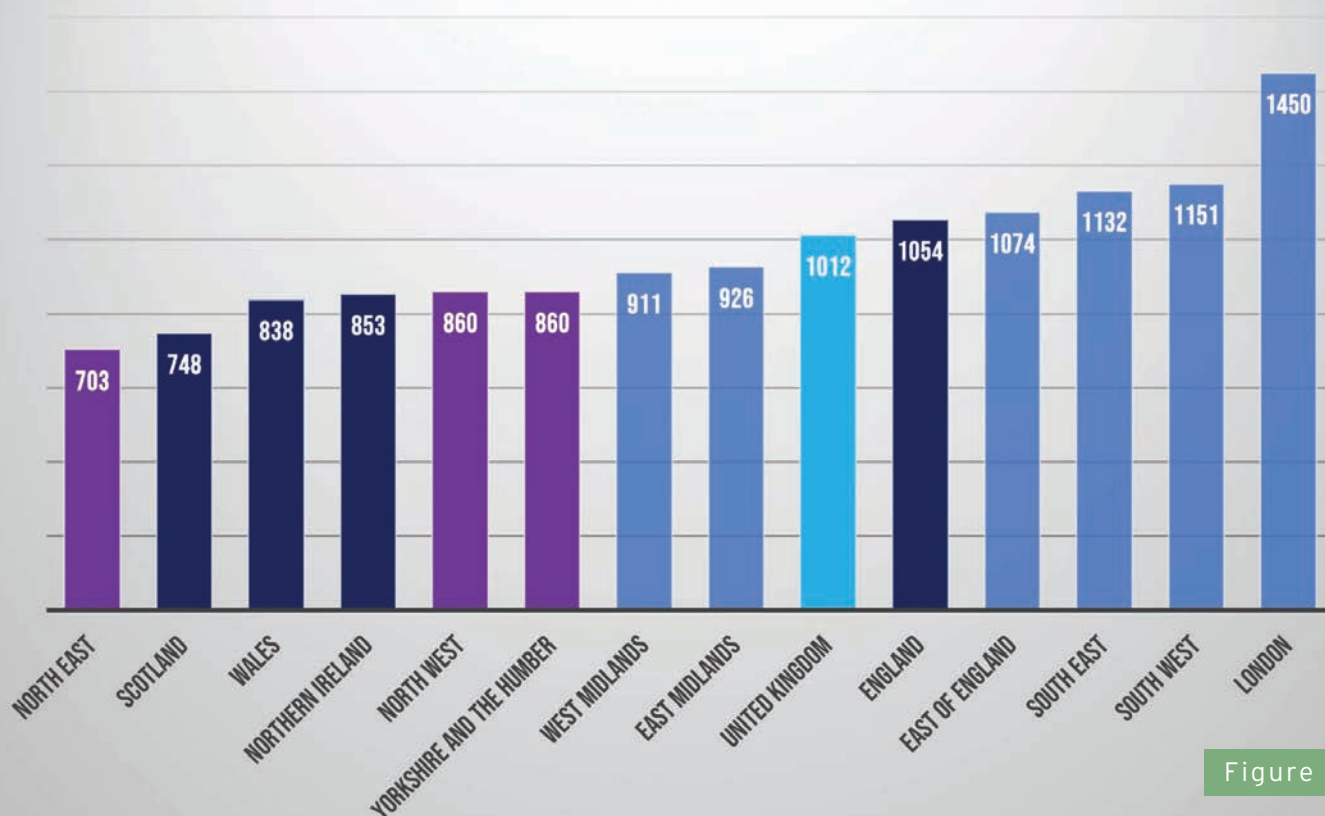


Figure 2

**W**e need to consider the longevity of SMEs. For businesses as a whole (not just SMEs) death rates of companies born in 2016 are around 5% after one year and 40% after 5 years (see figure 2 of Office for National Statistics, Business demography UK, 2021). These figures are of less concern at a macro-economic level if births exceed deaths. Scrutiny of data disaggregated by size of company shows that while there has been a steady growth in numbers of private sector businesses since 2000 until the start of the pandemic, there has been a drop in 2020 which has been particularly felt by the smallest SMEs (those with no employees) - see figure 3. Source: BEIS, Business population estimates for the UK and regions 2022: statistical release, Figure 4

What's more there are variations in business birth and death rates by both sector and by region. In 2021, transport and storage industry and the accommodation and food industry had the highest birth rates (at 25.9% and 15.8% respectively), but also had relatively high death rates (at 21.8% and 10.5% respectively). Industries where death rates exceeded birth rates include the information and communication industry and the professional, scientific and technical industry (see BEIS, Business demography UK: 2021, Table 2). The

highest business birth rates in 2021 were seen in West Midlands (14.2%) and London (14.1%) but these also saw some of the highest death rates (13% and 11.5% respectively). Only one region (Scotland) had a business death rate which exceeded its birth rate (see BEIS, Business demography UK: 2021, Table 5).

SMEs are likely to be especially hard hit by the current energy price and cost of living crises, as challenges in terms of cash flow and access to

finance will be exacerbated in such a climate. Resilience - of the companies and of the people who run them - will be especially crucial for survival. The good news is that there is plenty of help and support available for SMEs and those who work in them - often at little or no cost - and a local university or business school is a good place to start. Supporting SMEs to thrive is in everyone's interests to ensure that they continue to contribute so much to the UK economy.

## GROWTH IN THE NUMBER OF UK PRIVATE SECTOR BUSINESSES BY SIZE BAND, 2000 TO 2022 (INDEX: BASE YEAR = 2000)

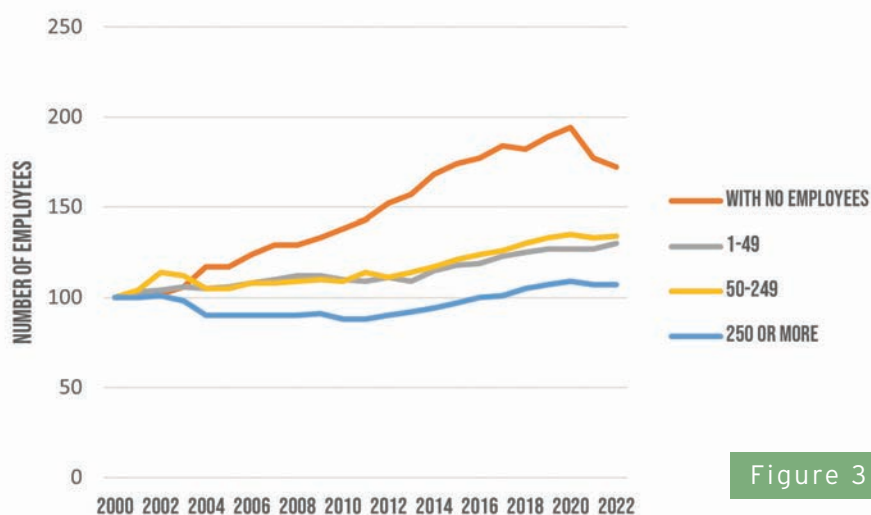


Figure 3

# Apprenticeship myths – busted

**H**ave you considered how an Apprenticeship programme might help with your talent retention and development needs? Maybe you have thought about it but then rejected the idea because of some commonly held misconceptions. Read on to find out more.

## Myth 1: Apprenticeships are hard to set up

Does the prospect of a lot of bureaucratic paperwork send a shiver down your spine? There is no need to worry about this - we can help you do the heavy lifting. We've been delivering apprenticeships for a number of years and have well-established processes in place to make the 'on-boarding' as painless as possible.

## Myth 2: Apprenticeships are expensive

If you are a small business with a wage bill of less than £3 million, the Government will fund 95% of the cost of an apprenticeship. In addition to this, you can apply for funding for the remaining 5% from your Local Enterprise Partnership (LEP). We can help you with this by signposting you to the right people.

And if your company is above this threshold, you'll already be paying into a levy pot, which you can use to fully fund the apprenticeship course.

## Myth 3: Apprenticeships are not proper qualifications

Apprenticeships provide a route for your employees to gain higher-level qualifications. Here at Huddersfield Business School, we offer an additional qualification with both our apprenticeship programmes. Those completing the Professional Manager Apprenticeship will be awarded a Certificate of Higher Education. Anyone completing the Senior Leader Higher Apprenticeship will gain a Postgraduate Diploma in Management.

## Myth 4: Apprenticeships are for people without qualifications

Apprenticeships are for everyone, regardless of academic background. Our apprenticeships are aimed at either aspiring or existing managers who wish to progress their career and personal development further. Because apprenticeships offer a work-based route to gaining a qualification, they are ideally suited to those already in employment.

## Myth 5: Apprenticeships are only available for technical roles

Apprenticeships cover most job roles. Here at Huddersfield Business School, our apprenticeship programmes are designed for people who want to develop their management and leadership capabilities. We cover topics such as marketing, finance, strategy and innovation, responsible leadership, and operational systems, and much more knowledge that can be embedded into the workplace.

## Myth 6: Apprentices don't do 'real' jobs

Apprentices are already employed in real jobs working on real projects. We offer high-quality and tailored development pathways for people at different levels in an organisation, with different levels of experience and responsibility. to

## Myth 7: Apprenticeships are only for school leavers or young people

There's no upper age limit for an apprenticeship - they are for people at any stage of their career. For small organisations, apprenticeships can help with growth strategies or succession planning, enabling you to develop people for future roles within the business.

## Myth 8: Apprenticeships are low quality

On the contrary - quality is at the heart of apprenticeships. Employer trailblazers develop new apprenticeship standards so apprentices can be sure the learning is comprehensive and relevant. Ofsted are responsible for inspecting providers to assess the quality of the delivery. You can view the outcome of Ofsted's most recent visit to the University of Huddersfield at <https://reports.ofsted.gov.uk/provider/43/133822>





## Professional development that delivers results for your business in real-time

### Professional Manager and Senior Leader Higher Apprenticeships



“ I feel I'm more able to influence policies and procedures because I understand all those pieces of the puzzle that make up the business. ”

“ I decided to join the Apprenticeship programme as I thought it was a good opportunity for progression within the company. ”

**Our accelerated apprenticeship programmes are flexible and learning is aligned to your business needs.**

#### Benefits for your organisation:

- Succession planning and innovation
- Talent development
- Identifying and implementing progress and change



Contact our Apprenticeship team to find out more [hbsenterprise@hud.ac.uk](mailto:hbsenterprise@hud.ac.uk)

**95%**funded for non  
levy payers

# Boosting business growth in Kirklees



## Why growth matters

**K**irklees is home to over 15,000 businesses. The vast majority of whom are micro-businesses with less than 10 employees. Each and every one plays a hugely important role in supporting and growing the district's economy, supplying goods and services, and providing jobs.

However, there is a growing body of evidence to indicate that those businesses who employ 10 or more people and are significantly growing year-on-year (20% or more), whether through increasing revenue or the number of people they employ are making a disproportionate contribution to this mix. According to the ScaleUp Institute, despite 'scaleups' making up less than 0.6% of the UK's SME population, they are generating more than 50% of the total SME turnover output and around 18% of total SME employment. Scaling businesses are a key driver for economic growth, providing jobs and boosting productivity, investment and innovation. Critically, whilst not every business will need or want to grow, growth is often good for business too.

Businesses that are visibly growing will be in a stronger position to attract the skills and talent they need, to capture new business opportunities and to innovate. Having a clear focus

on growth allows businesses to set goals, and understand what works (and what doesn't), to improve their products or processes, and boost their profits.

## The challenge of scaling

Growing a business carries a host of challenges. Inevitably you will need to adapt and change as you face new demands. These may require you to deal with a wide array of new issues such as financial constraints, managing a growing team, talent and skills shortages, lack of technology, or maintaining quality control and meeting customer expectations. Understanding these challenges and ensuring you have a clear plan and can respond appropriately when the time comes will help you grow more successfully and sustainably.

## Finding the right support

Growing a business is one of the most exciting tests you will face, but ensuring you are well positioned to meet the challenges head on requires the right support. Navigating the business support landscape can be difficult. There is a wide array of business support

available, and it is often hard to know where to start. What help is available? Are you eligible? Will it make a difference? But no matter where you are on your business journey there is support out there to help you achieve your goals.

Kirklees benefits from being part of strong local ecosystem made up of a wide range of organisations. At Business Kirklees we aim to provide a single point of access to a wide array of national, regional and local business support, making it easier to find the help and advice you need to thrive and grow.

Our expert Growth Managers work closely with key partners including the West Yorkshire Combined Authority, University of Huddersfield, 3M Buckley Innovation Centre, Innovate UK Edge and many more, to help you access the advice, networks, and knowledge that will enable you to develop a bespoke business growth plan and reach your goals. They can provide access to a wealth of specialist programmes offering tailored support. From accessing finance and funding, to boosting productivity, supporting innovation or accessing specialist knowledge and skills.

If you are looking to grow your business but are unsure where to start, get in touch with us and start your journey today.

[www.businesskirklees.com](http://www.businesskirklees.com)





Whatever your business, wherever you are  
on your journey, we're here to help.



Startup



Grow



Invest



Workspaces

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Whether you are starting your own business,  
a local SME with growth aspirations or an  
international investor seeking to relocate,  
our team of experienced advisors will  
support you on every step of your journey.

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Perfectly located between **Leeds, Manchester**  
and **Sheffield**, Kirklees provides access to a  
market of over 7 million people within a one-  
hour drive; a highly skilled workforce and  
competitive commercial property prices.

***We're a great place to invest  
and do business.***

Follow us...  

To learn more visit: [www.businesskirklees.com](http://www.businesskirklees.com)  
or email us at: [business.enquiries@kirklees.gov.uk](mailto:business.enquiries@kirklees.gov.uk)

COMPANY NAME	INCORPORATION DATE (COMPANIES HOUSE)	SIC CODES GROUP	FINANCIAL STATEMENT LATEST DATE	NUMBER OF EMPLOYEES
AgroSmart	5/3/2011	Manufacturing	5/31/2022	26
Angloco	11/14/1985	Manufacturing	3/31/2022	146
B M Packaging Limited	11/8/1990	Manufacturing	1/31/2022	44
Batley Carr Beds Ltd	5/24/2013	Manufacturing	3/31/2022	85
Brisant	12/13/2011	Manufacturing	12/31/2021	53
Calder Dyeing Limited	10/1/1998	Manufacturing	6/30/2022	26
Comfort24 Ltd	4/1/2014	Manufacturing	7/31/2022	39
Dark WOODS Coffee Ltd	12/6/2013	Manufacturing	12/31/2021	20
Dixons Milk Ices Limited	2/28/2011	Manufacturing	3/31/2022	45
Duvalay	2/27/2004	Manufacturing	3/31/2022	78
Essential Healthcare Solutions	12/11/2003	Manufacturing	12/31/2021	64
GB Projects Ltd	1/31/2000	Manufacturing	4/30/2022	32
GK & N Services Limited	1/24/2003	Manufacturing	3/31/2023	42
Holtex Limited	1/4/2011	Manufacturing	3/31/2022	18
Jade Windows (Brighouse) Limited	5/25/1995	Manufacturing	10/31/2022	37
Magic Rock Brewing	9/9/2010	Manufacturing	12/31/2021	65
Magma Combustion Engineering Limited	10/2/2017	Manufacturing	12/31/2021	49
Paxman Coolers Limited	4/23/1997	Manufacturing	12/31/2022	57
Pennine Food Ingredients Limited	3/28/1989	Manufacturing	8/31/2022	39
Phoenix Textiles	1/14/1954	Manufacturing	3/31/2022	183
Polyseam Limited	7/26/1993	Manufacturing	12/31/2021	101
Pristine Beds Limited	10/11/2016	Manufacturing	10/31/2021	47
S D C Enterprises Limited	10/24/2001	Manufacturing	12/31/2022	31
Salamander Fabrications	11/12/1968	Manufacturing	9/30/2021	57
Stag Sports Limited	3/5/2007	Manufacturing	3/31/2022	19
Sueno Beds Limited	10/20/2015	Manufacturing	10/31/2021	62
The Body Doctor	11/6/2012	Manufacturing	12/31/2021	24
Vitriton	3/6/1998	Manufacturing	12/31/2021	43
Wayland Additive	5/3/2019	Manufacturing	12/31/2022	48
Accu	4/2/2012	Wholesale and retail trade / repair of motor vehicles and motorcycles	3/31/2022	65
Cutwel Limited	5/23/1996	Wholesale and retail trade / repair of motor vehicles and motorcycles	4/30/2022	89
Fourex Clothing Ltd	3/23/2016	Wholesale and retail trade / repair of motor vehicles and motorcycles	3/31/2022	23
Furniture And Choice	2/1/2005	Wholesale and retail trade / repair of motor vehicles and motorcycles	3/31/2022	111
H S Components Limited	7/12/2000	Wholesale and retail trade / repair of motor vehicles and motorcycles	8/31/2022	49
Happy Beds Limited	7/26/2017	Wholesale and retail trade / repair of motor vehicles and motorcycles	5/31/2022	35
Hempel Special Metals Ltd	10/13/1982	Wholesale and retail trade / repair of motor vehicles and motorcycles	12/31/2022	20
Hoco Parts UK Ltd	3/9/1983	Wholesale and retail trade / repair of motor vehicles and motorcycles	12/31/2021	37
Home Furnishings U.K. Limited	12/1/2003	Wholesale and retail trade / repair of motor vehicles and motorcycles	12/31/2021	35
Huddersfield Bearings Limited	2/14/2001	Wholesale and retail trade / repair of motor vehicles and motorcycles	3/31/2022	18
I.C.S. (Northern) Limited	4/16/1986	Wholesale and retail trade / repair of motor vehicles and motorcycles	3/31/2022	19
Insydium Ltd	7/18/2013	Wholesale and retail trade / repair of motor vehicles and motorcycles	7/31/2022	29
JOHN Horsfall & Sons Limited	10/22/2004	Wholesale and retail trade / repair of motor vehicles and motorcycles	12/31/2021	21
JTD Building Supplies Limited	9/11/2009	Wholesale and retail trade / repair of motor vehicles and motorcycles	10/31/2021	41
Mac's Truck Sales Limited	1/23/1996	Wholesale and retail trade / repair of motor vehicles and motorcycles	4/30/2022	59
Medicare Chemists	3/4/1991	Wholesale and retail trade / repair of motor vehicles and motorcycles	9/30/2021	60
Patrol Base	5/14/2009	Wholesale and retail trade / repair of motor vehicles and motorcycles	5/31/2022	57
Prosell Building Products Ltd	4/16/1996	Wholesale and retail trade / repair of motor vehicles and motorcycles	12/31/2021	36
Robena Contract Furnishings Limited	6/12/2012	Wholesale and retail trade / repair of motor vehicles and motorcycles	12/31/2021	24
Sailbrand Limited	11/22/1984	Wholesale and retail trade / repair of motor vehicles and motorcycles	7/31/2022	65
Shaks Specialist Cars Ltd	10/25/2004	Wholesale and retail trade / repair of motor vehicles and motorcycles	10/31/2021	21

COMPANY NAME	INCORPORATION DATE (COMPANIES HOUSE)	SIC CODES GROUP	FINANCIAL STATEMENT LATEST DATE	NUMBER OF EMPLOYEES
The Hand Made Mattress Company Limited	4/21/2015	Wholesale and retail trade / repair of motor vehicles and motorcycles	10/31/2022	23
Walker Timber & Fencing Centre Limited	1/31/2001	Wholesale and retail trade / repair of motor vehicles and motorcycles	4/30/2022	18
Whiterose Catering Limited	1/11/2013	Wholesale and retail trade / repair of motor vehicles and motorcycles	2/28/2022	19
Wilson's Underlays Ltd	5/17/2016	Wholesale and retail trade / repair of motor vehicles and motorcycles	5/31/2022	28
Affleck Care Limited	12/16/2014	Human health and social work activities	3/31/2022	93
Comfort Home Care Ltd	4/28/2016	Human health and social work activities	4/30/2022	54
Forensic Testing Service Ltd	9/5/2009	Human health and social work activities	10/31/2021	107
Meadow Court Limited	12/29/1998	Human health and social work activities	5/31/2022	56
Stable Court Dental Surgery Ltd	1/12/2007	Human health and social work activities	3/31/2022	35
The Courtyard Huddersfield Limited	1/13/2009	Human health and social work activities	3/31/2022	25
Thomas Owen House	12/13/1988	Human health and social work activities	3/31/2022	148
Waves	5/25/2010	Human health and social work activities	8/30/2022	73
Adventoris	1/20/2012	Information and communication	12/31/2022	31
Appcheck Ltd	4/27/2009	Information and communication	4/30/2022	59
BOWE IQ Limited	9/13/1996	Information and communication	12/31/2022	34
Direct Telecommunications Systems Limited	9/27/1984	Information and communication	3/31/2022	36
Edriving Limited	2/5/1996	Information and communication	3/31/2022	45
PC Specialist	5/27/2003	Information and communication	8/31/2022	245
Pikcells Limited	8/18/2003	Information and communication	8/31/2022	30
The Bigger Boat Design and Marketing Ltd	12/12/2009	Information and communication	12/31/2022	24
Devour Limited	10/12/2016	Accommodation and food service activities	12/31/2021	29
Edgerton Hotel Limited	11/6/2014	Accommodation and food service activities	11/30/2021	17
Marstons Chicken Shop	9/26/2011	Accommodation and food service activities	9/30/2022	46
Shama Heckmondwike Limited	2/1/2017	Accommodation and food service activities	2/28/2023	20
The Bagden Group Limited	3/16/2016	Accommodation and food service activities	3/31/2022	77
WOK Ever Palace Ltd	11/1/2017	Accommodation and food service activities	3/31/2022	41
Achs Building Services Ltd	3/16/2012	Construction	3/31/2022	17
Concept Pools Limited	4/4/2011	Construction	4/30/2022	17
Dewsbury Rams RLFC (Holdings) Limited	4/19/1988	Construction	11/27/2021	44
Genco Electrical Projects Limited	11/19/2004	Construction	11/30/2021	22
PBSC (Pharma Biotech)	6/3/2004	Construction	3/31/2022	40
Rhino Precast Limited	2/2/2007	Construction	3/31/2022	19
Avant Consult Ltd	9/9/2003	Professional, scientific and technical activities	8/31/2022	38
Face Consultants Limited	5/13/1994	Professional, scientific and technical activities	12/31/2021	38
Inspectas Compliance Ltd	8/29/2013	Professional, scientific and technical activities	8/31/2022	23
JKN Oiltools Limited	8/30/2013	Professional, scientific and technical activities	8/31/2022	20
Splitpixel Creative Limited	7/11/2008	Professional, scientific and technical activities	12/31/2022	17
Vascular Perspectives Limited	8/6/2003	Professional, scientific and technical activities	9/30/2022	26
Medevent	6/25/2002	Administrative and support service activities	6/30/2022	42
Meltham Dental Care Limited	3/16/2010	Administrative and support service activities	3/31/2022	22
Rockshop Wholesale Limited	3/1/2017	Administrative and support service activities	12/31/2021	23
The FM Company (UK) Ltd	10/29/2015	Administrative and support service activities	10/31/2021	15
Croft Cargo Limited	4/30/2010	Transportation and storage	10/31/2022	19
Healthcare Distribution Direct	1/27/2011	Transportation and storage	1/31/2022	52
S.E.Broscombe, Limited	4/20/1945	Transportation and storage	3/31/2022	65
Highstone Building Services Ltd	2/22/2001	Real estate activities	3/31/2022	22
HUB 26	8/2/2017	Real estate activities	8/31/2022	22
Evolution Farming	1/18/2010	Agriculture, forestry and fishing	12/31/2021	58
Sandringham Financial Partners	4/10/2012	Financial and insurance activities	12/31/2021	81
Myers SKIP Hire Ltd	11/15/1977	Water supply, sewerage, waste management and remediation activities	9/30/2021	17



# FOCUS ON KIRKLEES SMEs - BY SECTOR

## Manufacturing



### AgroSmart

Formed in 2011 and based in Clayton West, AgroSmart is an international, industry-leading company providing toll manufacturing services to the agricultural and public health sectors.



### Batley Carr Beds Ltd

Trading as Wheatcroft Beds and based in Batley Carr, Batley Carr Beds is a high-quality bed and mattress manufacturer selling to retailers across the UK.



### Comfort24 Ltd

Comfort24 manufactures beds and mattresses at its factory in Cleckheaton.



### Duvalay

Established in 2003, Duvalay is an award-winning mattress manufacturer that specialises in mattresses and mattress toppers for caravans and motorhomes but also operates in the home market. In 2011, an appearance on BBC's 'Dragons' Den and subsequent investment from 'Dragon' Hilary Devey CBE meant it was able to expand its premises from which all its products are designed and made. The company continues to expand, developing new and innovative products alongside its core range. It's estimated that over one million people across the world are Duvalay customers with products available in the US, China and South Korea.



### GK & N Services Limited

GK & N Services are specialist tanker builders in Holmfirth, supplying drainage equipment, parts and accessories to councils, water authorities and contractors.



### Angloco

Fighting fire with innovation since 1965, Angloco Ltd designs, manufactures and supplies firefighting and rescue vehicles and equipment. It has customers in over 50 countries world-wide, supported by comprehensive after sales service and spare parts back-up.



### Brisant

Manufacturers of tools and locks for locksmiths, Brisant is one of Britain's fastest growing businesses, featuring in the Sunday Times Virgin Atlantic Fast Track 100 for a second-consecutive year in 2021. Since 2013, the Dewsbury-based company has raised the bar in the door industry, creating ultra-secure, corrosion resistant and aesthetical hardware through its brands Ultion and Sweet.



### DARK WOODS COFFEE

#### Dark WOODS Coffee Ltd

Dark Woods Coffee was established in 2013 in Marsden and are coffee merchants with a pop-up café and Barista Training School. They have a range of roasts and styles available and in 2022 won eighteen awards at The Great Taste Awards. They source 100% speciality grade green coffee beans for their blends and take steps to ensure that they minimise waste for landfill. In June 2020, it became a Certified B Corporation, passing with a score of 99.6, becoming one of the first coffee roasters in the UK to do this. In 2022, they were listed as BCORPS 'Best for the World 2022 List'.



### Essential Healthcare Solutions

Essential Healthcare is the UK's leading support service specialist that designs and deliver advanced, innovative solutions for pressure area care and cross infection prevention that make an essential difference. Based in Birstall, the company was awarded a Queens' Award for Innovation in 2022 for its patented range of Trezzo HS pressure area care support surfaces that help reduce the risk of developing pressure ulcers.



### B M Packaging Limited

Netherton-based BM Packaging are manufacturers of corrugated cases and design packaging, providing bespoke packaging solutions to customers across the north of England.

### Calder Dyeing Limited

Founded in 1998 and based in Dewsbury, Calder Dyeing specialises in finishing man-made fibre and silk broad woven fabrics.



### Dixons Milk Ices Limited

Dixons Milk Ices is a family-run business that has produced traditionally made milk ices in Huddersfield since 1961. Recent expansion now means that it currently has five sites across West Yorkshire with two in Huddersfield, Batley, Bradford and Halifax.



### GB Projects Ltd

GB Projects is a quality-driven furniture manufacturer that supplies high-specification commercial furniture for almost any industry. The company has been manufacturing commercial furniture since 1973 and works alongside designers, architects and contractors to manufacture bespoke and contract furniture for exceptional quality interior solutions for a range of high-profile brands, as well as many other customers.



### Holtex Limited

Started in 2014, Holtex is a problem-solving engineering company based in Skelmanthorpe. Operating across a range of sectors Holtex offers innovative bespoke engineering design, precision manufacturing, metrology and reverse engineering capabilities for its clients.



### Jade Windows (Brighouse) Limited

Jade Windows is a family-run business, established for almost twenty-five years, that specialise in the design, manufacturing and installation of uPVC doors and windows. All its products are Secure by Design, focusing on crime prevention of homes and commercial premises. Over recent years it has trebled its manufacturing capacity, reflecting the business' growth and rapid expansion.

# FOCUS ON KIRKLEES SMEs – BY SECTOR

## Manufacturing



### Magic Rock Brewing

Founded in 2011, Magic Rock produces 2.7 million pints of its award-winning craft beer every year from its Birkby-based brewery. Its products are available in major retailers across the United Kingdom and are exported to over 25 countries. The company opened its first taproom in 2015 at their Willow Lane Brewery with a second following in Holmfirth in December 2019. After a spell owned by Australian beer and beverage company Lion, its now owned by London based Odyssey Inns Ltd.



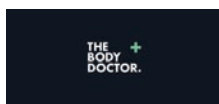
### Polyseam Limited

Polyseam has been independently manufacturing first class fillers and sealants for the majority of the world's leading suppliers since 1993. Specialising in the development of professional sealants, adhesives, fillers and firestopping products for almost any substrate or application, it uses its trade expertise to provide innovative products for the industry. Its comprehensive manufacturing experience and capabilities, matched with dedicated research and development investment, has positioned its products alongside other global market leaders.



### Salamander Fabrications

Since 1968, Salamander Fabrications have been creating high quality sheets of metal which they deliver to customers across the UK. They were established in Slaithwaite by Brian Haskell and initially worked out of an old mill building. The company has gone from supplying the food and catering sectors to now supplying for vending, construction, retail and leisure, science, and transportation sectors. As well as selling sheet metal fabrications, they offer sub-contracting services that allow them to remove the middleman and support customers from start to finish.



### The Body Doctor

Based in Denby Dale, The Body Doctor is a family-run business that was founded in 2012 with a vision to develop and supply innovative solutions to promote and optimise eye health. In 2016 & 2022 the Body Doctor received a Queen's Award for Enterprise in the category of innovation and were winners of Yorkshire's Fastest Growing Company in 2022.



### Magma Combustion Engineering Limited

Part of the Magma Group and based in Dewsbury, Magma Combustion Engineering design, build and maintain thermal process plant for energy intensive industries including aerospace, ceramics, forging, iron, automotive and more.



### Pennine Food Ingredients Limited

Pennine Food Ingredients is a family-run business based in Oakes, that has been established for over 25 years. Its is to provide quality and innovative dry ingredients to a clients based across various sectors of the food industry.



### Pristine Beds Limited

Based in Batley, Pristine Beds manufacture fabric upholstered sleigh bed frames, divan beds, mattresses and ottoman storage beds. They sell their products to trade and direct to consumer through their online store.



### Stag Sports Limited

Stag Sports have been based at their Liversedge factory for over 40 years, originally formed to supply bags and holdalls to world-renowned brands such as Coca Cola and British Airways. As the business expanded Stag Sports evolved and then went into the Rugby League market. Today it provides a comprehensive range of kit and teamwear for a variety of sports including Rugby, Hockey and Swimming.



### Vitriton

Liversedge based Vitriton specialises in the formulation and manufacture of liquid and powder food supplements. Some of its most popular products include children's multi-vitamin liquids, beauty supplements, fish oil emulsions, energy gels, vitamin and mineral powder blends, as well as general health and wellbeing supplements.



### Paxman Coolers Limited

Paxman Coolers, based in Fenay Bridge, has been pioneering scalp cooling technology to help prevent chemotherapy-induced alopecia worldwide for over 20 years and today Paxman are global leaders in scalp cooling and cryotherapy. At the beginning of 2019, Paxman and the University of Huddersfield initiated a multi-disciplinary research group establishing the Paxman Research and Innovation Centre.



### Phoenix Textiles

Phoenix Textiles were established in 1954 by Jack Mosley, who was a local weaver that began by making fabric for bus seats and traditional hearth rugs woven from locally sourced wool, acrylic and cotton from Lancashire. Three generations later its still manufacturing at its two sites in Scissett and Clayton West.



### S D C Enterprises Limited

With roots going back to the 1970s, SDC Enterprises offers a comprehensive range of premium consumables for textile testing. Known worldwide, SDC Enterprises has become the industry standard for colour fastness and other BS, EN and ISO procedures, offering consistent and reliable products for all aspects of textile quality control.



### Sueno Beds Limited

Sueno Beds is an independent family-run business that has been based in Dewsbury for over 30 years and is known for its high-quality handmade bedroom furniture.



### Wayland Additive

Established in 2019 and headquartered in Lockwood, Wayland Additive specialises in metal additive manufacturing systems, supporting a range of industries including aerospace, automotive, medical and energy generation.

# FOCUS ON KIRKLEES SMEs - BY SECTOR

## Wholesale and retail trade



### Accu

Established in 2012 and based in Honley, Accu is a worldwide supplier of precision engineering components, delivering to more than 125 countries across the world.



### Furniture And Choice

Brothers Tom and Howard started Furniture Choice in 2005 on a simple idea that stylish, quality furniture should be available for all. Changing its name to Furniture and Choice in 2020, its new name reflected its purpose to make it easy for customers to transform their homes.



### Hempel Special Metals Ltd

Dewsbury based Hempel Special Metals stock and distribute a range of metals and alloys globally to businesses operating across aerospace, marine, defence, oil, gas and process industries.



### Huddersfield Bearings Limited

Huddersfield Bearings supply bearing and power transmissions to a variety of businesses.



### JOHN Horsfall & Sons Limited

Established in 1863 John Horsfall and Sons celebrated its 160-year anniversary in 2023. The company based in Birkby specialises in aviation, developing soft furnishings for a wide range of customers, from major international airlines to smaller fleets and private jets. John Horsfall has been suppliers of British Airways bedding and linens for over 40 years and works with other major airlines including Qantas and Finnair. Its Birkby headquarters is home to its in-house design studio, product development, management, logistics and sales.



### Cutwel Limited

Cutwel has been servicing the UK & Irish engineering industry for over 25 years. Established in 1996 as a small family run company, Cutwel has grown to become one of the largest independent engineering tooling suppliers in the United Kingdom, serving over 10,000 precision engineering companies nationwide.



### H S Components Limited

From their base in Shaw Cross, HS Components provide original equipment and genuine packed parts for a wide variety of motor vehicle including Vauxhall, Nissan, BMW, Mini, Mercedes, and Volkswagen.



### Hoco Parts UK Ltd

Bradley-based Hoco Parts is the leading distributor of premium motorcycle parts and accessories in Europe offering a wide range of premium-quality parts, accessories and workshop equipment, alongside an extensive tyre programme and a comprehensive range of performance parts, helmets and clothing.



### I.C.S. (Northern) Limited

ICS Northern is a food and drink wholesaler located in Dewsbury.



### JTD Building Supplies Limited

Established in 2011, JTD Building Supplies, based in Holmfirth, is a local builders merchants providing materials and supplies to construction firms, trade customers and DIY enthusiasts across West Yorkshire and Greater Manchester.



### Fourex Clothing Ltd

Established in 2016 and based in Shaw Cross, Fourex Clothing is an apparel company focusing primarily on sportswear that currently consists of the brands EV2, Ellgren, Sports Apparel and Matchwinner. Each brand aims to focus on different products and styles, whilst retaining the same high quality.



### Happy Beds Limited

Founded in 2010, Batley based Happy Beds is a leading online bed and bedroom furniture retailer.



### Home Furnishings UK Limited

Cleckheaton-based Home Furnishings UK sell a wide range of beds and bedroom furniture online and in its Cleckheaton showroom.



### Insydium Ltd

Insydium makes software plugins for 3D modelling, animation, simulation and rendering software solution Cinema 4D. Its products allow users to create stunning particle effects, plant animations, realistic terrains and fulfil modelling tasks through to the final render.



# FOCUS ON KIRKLEES SMEs - BY SECTOR

## Wholesale and retail trade



### Mac's Truck Sales Limited

Mac's Truck Sales is a commercial vehicle dealer with two sites in Huddersfield selling new and used trucks, trailers and vehicles. Mac's Trucks was established over five decades ago and is a family-run firm that stretches almost three generations. Not only do they sell vehicles, but they offer full dealer warranties, build customisations and paint jobs. They are a Gold Certified member of the FASSI Authorised Installer Network and the sole authorised National distributor for FASSI cranes sold as part of a complete vehicle build.



### Prosell Building Products Ltd

Prosell Building Products trades as HolmeBuild Builders Merchant and DIY store and has branches in Honley and Saddleworth.



### Shaks Specialist Cars Ltd

With their luxury showroom in the centre of Huddersfield, Shaks Specialist Cars specialise in supplying super cars, prestige cars and sports cars. Each car that is available at Shaks Specialist Cars is personally selected to be able to offer the ultimate selection of cars built for fun, combined with power and beauty for an unforgettable driving experience.



### Whiterose Catering Limited

White Rose Catering is a food and drink wholesaler located in Dewsbury.



### Medicare Chemists

Medicare Chemists consists of eight pharmacies across the Holmfirth and Huddersfield and was established in 1987 by brothers Afzal and Ashgar Khan, both qualified pharmacists.



### Robena Contract Furnishings Limited

Robena Contract Furnishings make curtains and soft furnishings for the world's leading hotel and leisure brands as well as the healthcare and commercial markets.



### The Hand Made Mattress Company Limited

Based in Milnsbridge, The Hand Made Mattress Company is a mattress manufacturer and baby furniture retailer, that sells direct to trade as well as to the consumer through its store.



### Wilsons Underlays Ltd

Dewsbury based Wilsons Underlays manufacture and distribute high quality flooring underlays to a wide range of residential and commercial customers including the likes of Premier Inn. Every day over 800 rolls of underlay leave the Wilsons Underlays warehouse - meaning approximately 12,000m<sup>2</sup> of their underlay is being used in homes and businesses worldwide every 24 hours.



### Patrol Base

Milnsbridge based Patrol Base sells the latest airsoft kit and equipment through its retail and online stores.



### Sailbrand Limited

Sailbrand started life in 1980, sourcing fresh fish from the east coast of the United Kingdom and delivering door to door around West Yorkshire. Today it delivers daily to hundreds of restaurants throughout the North of England and to many retail customers through its onsite shop and online. Their product range has grown to include fresh poultry, continental meats, cheeses, deli products, as well as fresh fish and seafood.



### Walker Timber & Fencing Centre Limited

Established in the 1930's, Walker Timber and Fencing Centre is a family-run business that sells fencing supplies and offers skip hire across the region. Based in Birkby, it specialises in a range of services such as tanalised fencing, fence panels, floorboards and skirting boards. With its services covering both indoor and outdoor installation, it is able to serve its customers in any way needed. It also has a cartoon series on YouTube, which started in 2019 and helps to promote the business.

# FOCUS ON KIRKLEES SMEs - BY SECTOR

## Human health and social work



### Affleck Care Limited

Trading as Caremark Kirklees, Affleck Care provides personalised home care services across Kirklees.

### Meadow Court Limited

Meadow Court Limited operates the Meadow Court Residential Home in Slaithwaite.

### THOMAS OWEN HOUSE

specialist nursing & residential care

### Thomas Owen House

Thomas Owen House in Dewsbury, West Yorkshire was bought by Kevin and Ann Martin in 1988 and was opened as a nursing home for older people with mental health needs in 1989. It is a specialist nursing care home providing high quality, continuing care for people who have long term mental health problems.



### Comfort Home Care Ltd

Trading as My Homecare Huddersfield, the company provides a range of care services across Kirklees and Calderdale, including personal care and support around the home and specialist care services such as, 24-hour live-in care, palliative care, supported living & outreach.



### Stable Court Dental Surgery Ltd

Stable Court Dental Surgery is a family-friendly practice established in Holmfirth in 1995. It has grown over the last 25 years and now cares for over 20,000 patients.



### Waves

Located in Slaithwaite, Waves offer high quality and affordable care for adults with learning disabilities.



### Forensic Testing Service Ltd

Forensic Testing Service Ltd was founded in 2009 with the sole aim of helping improve the outcomes of childcare proceedings in the family court system. FTS uses the most sophisticated equipment and techniques available, testing for drug, alcohol and DNA at its own accredited laboratory in Mirfield.



### The Courtyard Huddersfield Limited

The Courtyard is a cosmetic dentist with over 10 years' experience in cosmetic dentistry, with services including Invisalign, composite bonding, whitening, implants, and facial rejuvenation. Over the years The Courtyard has won many prestigious awards including Best Private Practice in England at the Private Dentistry Awards.

## Information and communication



### Adventoris

Adventoris was established in 2012 by James Clarkson and Aman Shergill and is an innovative software company specialising in harnessing the latest technology and e-commerce security developments to empower businesses through their app Swiftcloud. Swiftcloud is a business-to-business e-commerce app exclusively for wholesalers, manufacturers and suppliers that gives their customers 24/7 access to products. Brands that currently utilise the app include Pipers Crisps, Barr Soft Drinks, Pukka and Staedtler.



### Direct Telecommunications Systems Ltd

Based in Skelmenothorpe and established over 35 years, Direct Voice and Data are a leading provider of expert business telephone systems and IT solutions.



### Appcheck Ltd

Established in 2003, AppCheck is a security software vendor based in Birstall that offers a leading security scanning platform, which automates the discovery of flaws within an organisation's website, application, networks and cloud infrastructure. AppCheck is trusted by some of the world's biggest brands including Adobe, eBay, Microsoft & Skype.



### EDriving Limited

Bradley based eDriving, has been helping organisations around the world for over 25 years to reduce incidents, collisions, injuries, carbon emissions, and the total cost of fleet ownership through its patented digital driver risk management programs. eDriving has supported over 1.2 million drivers across the globe with eDriving's research-validated programs recognised with over 125 awards around the world.



### BOWE IQ Limited

Delivering across a range of sectors including post and parcel, logistics, manufacturing and e-commerce, Holmfirth based BOWE IQ supplies smart IoT software solutions for system control, and process optimisation.



### PC Specialist

PC Specialist is Europe's leading system integrator, specialising in build-to-order PCs, Laptops, AIOs and Servers. It focuses on building high-performance systems for enthusiasts, gamers & professionals. Established in 2003 in the United Kingdom, they speak 10 languages and supply computers to over 30 countries across Europe. It has registered branches in France, Italy and Spain, a subsidiary in Germany and is registered for VAT in 13 countries.

### Pikcells Limited

Based in Lindley, Pikcells is an innovative content creation agency that brings products and spaces to life through photorealistic CGI, design and interaction.



### The Bigger Boat Design and Marketing Ltd

Established in 2010, The Bigger Boat is a full-service creative agency delivering every aspect of marketing and communications, from website design and development to search, content and social media marketing from its base in Mirfield.

# FOCUS ON KIRKLEES SMEs - BY SECTOR

## Accommodation and food service



### Devour Limited

Devour at the Dyehouse is an award-winning authentic Italian restaurant in Thongsbridge, Holmfirth. Head Chef Carl Frost aims to utilise the best of Yorkshire produce to create an evolving and tantalising menu of seasonal regional Italian dishes. Devour has featured in The Good Food Guide, Oliver Awards and Yorkshire Good Food Guide.



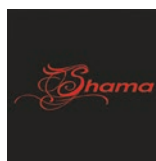
### Edgerton Hotel Limited

The Edgerton Hotel is a family-run hotel, located just a ten-minute walk from Huddersfield Town Centre. It offers a selection of rooms at competitive prices and is a member of the Yorkshire Tourist Board.



### Marstons Chicken Shop

Opened in 1985 by founder John Marston, Marstons Chicken Shop has become somewhat of a Huddersfield institution with its a wide variety of American fried and spit roast chicken products. Over the years, the site on Leeds Road has expanded and today, the shop is currently run by John's daughters Hazel and Jane and employs over 40 staff members.



### Shama Heckmondwike Limited

Shama is a dine-in and takeaway restaurant in Heckmondwike, offering a wide range of Indian cuisine.



### The Bagden Group Limited

The Bagden Group own and operate The Dunkirk pub and restaurant in Denby Dale.



### WOK Ever Palace Ltd

Wok Ever Palace is a contemporary Chinese restaurant in Cleckheaton based over two floors combining high quality service and affordable prices. It also has several sister venues across West Yorkshire, including Blue Sakura, a Japanese-style tapas bar in Leeds.

## Construction



### Achs Building Services Ltd

Based in Linthwaite, Huddersfield, Achs Building Services offer a wide range of property maintenance, home improvement and building services.



### Genco Electrical Projects Limited

Genco Projects, based in Huddersfield, is an organisation made up of four separate business divisions that have the combined aim of providing everything for a company's electrical needs from design to installation and maintenance. Genco Electrical has a massively experienced team that operates across the UK in variety of industries including education, hospitality and housing.



### Rhino Precast Limited

Rhino Precast specialises in the design, supply and installation of precast concrete solutions to the construction industry. It offers a comprehensive range of products from traditional beam and block flooring to precast stairs and landings, lift shafts.



### Concept Pools Limited

Based in Meltham, Concept Pools is a manufacturer of indoor and outdoor pools, spas, saunas and wet leisure facilities for both private use and commercial companies. It specialises in design, installation and maintenance as well as offering a range of additional products from heat pumps to filters and accessories.



### PBSC

Established in 1987, Mirfield-based PBSC design and manufacture products for cleanroom, high containment and material decontamination facilities. It offers an extensive product range, bespoke designs and assembly capabilities catering to the needs of customers with high-quality products and services within the healthcare, high containment, medical research and pharmaceutical sectors worldwide.



### Dewsbury Rams RLFC (Holdings) Limited

Dewsbury Rams is a professional rugby league club that currently plays in the third tier of rugby league, known as Betfred League One. The club's origin stretches all the way back to 1878 and was officially elected into the Northern Union in 1898, with the help of neighbours Batley. It has played their home games at FLAIR Stadium on Owl Lane since it was built in 1994 after a fire destroyed the old ground at Crown Flatt. Arguably the most successful day in the club's history came in 1973 when it beat Leeds RLFC at Odsal to win the Rugby League Championship. In 2009, the Rams became only the second professional side to make it through a whole season without losing a single league match. The club also has function rooms that can be hired for any occasion and 3G pitches that are available to use for local sports teams.



# FOCUS ON KIRKLEES SMEs - BY SECTOR

## Professional, scientific and technical



### Avant Consult Ltd

From its Head Office in Bradley, Avant Consult is a market-leading independent organisation specialising in the provision of solutions across all aspects of the automotive aftermarket. Avant Consult has enjoyed continuous growth and has developed into four divisions: Avant Automotive, Avant Repair Network, Avant Consulting and Avant IT Solutions.



**FACE CONSULTANTS LTD**  
Global Flooring Consultants

### Face Consultants Limited

Part of the Cogri Group Face Consultants are experts in the design, surveying and testing of commercial and industrial concrete flooring. With over 29 years of global experience in testing floor profile, performance and durability its leading experts are involved with over 10,000,000m<sup>2</sup> of warehouse flooring each year.



### Inspectas Compliance Ltd

Based in Birstall, Inspectas Compliance provides compliance services for asbestos and fire safety across a range of sectors including retail, healthcare, education, and industrial.



### JKN Oiltools Limited

Batley-based JKN Oiltools provide high quality contract metal working, CNC machining and fabrication services.



### Medevent

Established in 2001 and based in Lindley, Medevent Limited specialises in medical services and training to private individuals, businesses, film companies and sporting events. It is accredited to provide the Quasafe qualification for medical training courses starting from QA Level 2 to QA Level 5.



### Meltham Dental Care Limited

Meltham Dental Care is a dental surgery located in the heart of Meltham offering a wide range of cosmetic dental treatments as well as general treatments and services.



### Rockshop Wholesale Limited

Founded in 1989 by Clinton Burnhouse, Rockshop Wholesale is a semi-precious gemstone retailer with a unique range of natural products combining innovative print and packaging with minerals and fossils imported directly from countries such as South Africa, Brazil, Morocco and Madagascar. It operates directly with businesses and trade suppliers across the UK and Europe and has a showroom in Meltham.



### Splitpixel Creative Limited

Founded in 2008, Splitpixel Creative is a full-service web development and digital marketing studio based in Lindley.



### Vascular Perspectives Limited

Based in Holmfirth, Vascular Perspectives is a specialist distributor of medical devices for cardiology and peripheral vascular intervention.



### The FM Company (UK) Ltd

The FM Company provides a wide range of facilities management services from security guarding contracts and CCTV solutions to electrical installations and general facilities solutions, across the UK.

# FOCUS ON KIRKLEES SMEs - BY SECTOR

## Transportation and storage



### Croft Cargo Limited

Croft Cargo Limited was established in 2010 as a sea, air and road freight transportation company based in Cleckheaton. It has teams that specialise in domestic, cargo and international deliveries.



### Healthcare Distribution Direct

Healthcare Distribution Direct, based in Gomersal, is a nationwide, specialised healthcare delivery & installation service for suppliers of mobility equipment direct to consumers. It specialises in the safe and efficient delivery, expert installation, demonstration and handover by qualified engineers of all types of healthcare and mobility products.

### S.E.Broscombe,Limited

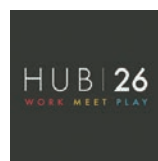
S.E. Broscombe is a family run haulage firm that has been operating out of Huddersfield for over 100 years.

## Real estate



### Highstone Building Services Ltd

From its new Head Office in Denby Dale, Highstone Housing Association specialises in supported living accommodation for vulnerable adults in partnership with local authorities across Yorkshire.



### HUB 26

First opened in 2017, Hub26 is a business centre situated in Cleckheaton close to the M62. By combining bespoke offices, luxury meeting spaces and a state-of-the-art gym, Hub26 can provide its residents and members with a space to work, meet and play. Hub26 has recently opened its second business centre named Lawrence House close by.

## Financial and insurance activities



### Sandringham Financial Partners

Huddersfield based Sandringham Financial Partners provide professionally qualified expert financial advice on investments, pensions, mortgages, protection and estate planning.



### Evolution Farming

Formed in 2010, Evolution Farming specialises in farm management, particularly in the dairy industry. The skilled team of 45 employees manages over 2,500 cows across six dairy units located across the UK. Evolution Farming Limited also manage beef, sheep, deer and arable enterprises.



## Waste management

### Myers SKIP Hire Ltd

Myers Skip Hire is part of family-owned construction services business, Myers Group. Myers Group acquired Myers Skip Hire (formerly Honley Skip Hire) in 1987 to provide skips to its customers from its base in Huddersfield.

# University collaborations: an SME perspective

**C**ollaborative links between universities and firms are increasingly seen by policymakers as an important method for supporting innovation in an economy. As a result, there has been a considerable academic interest in the phenomenon that has provided a broad range of key insights into the process. From an SME perspective, this academic research has shown that while SMEs are less likely than larger firms to collaborate with a university, they are more likely to engage in informal interactions with universities, and so SME/university interactions may in fact be under-recorded.

Crucially, SMEs and larger firms are equally likely to benefit from collaboration with a university in terms of generating new knowledge, expanding the range of activities they are able to undertake, and increasing their sales through the introduction of new products. In addition, many SMEs find that university collaboration enables them to learn new methods of working, and about

access to funding; they also find that the collaboration enhances their reputation through their association with a university. One of the key drivers to SME/university collaboration is spatial proximity, i.e. the physical closeness of the business to the university. This suggests that local universities are the most appropriate partners for SMEs to work with. Even in rural areas, where universities may be many miles away, firms tend to choose their closest university to work with. In addition, the closeness of the individuals involved in the partnership, in terms of shared social networks, shared knowledge of a particular technology, and shared ways of working, also promotes the formation of these collaborations.

More important than geographical proximity of the university though, from the perspective of SMEs, is finding the right person with the right knowledge and expertise to work with, suggesting the partnership is a personal one. This also tackles what has been

described as the 'two-worlds paradox', suggesting the worlds of business and academia are not necessarily compatible due to different motivations, timescales, and the methods of working they face. Therefore, successful collaborations are driven by the ability of partners from SMEs and universities to connect with, understand, and learn to work effectively with one another.



**P**rofessor Andrew Johnston's expertise focuses on the form and function of collaborations between universities and business. This piece summarises the findings of a wealth of academic studies looking at the benefits of engagement between universities and SMEs.

He is currently using survey data on UK SMEs to study the collaboration patterns of micro-firms, i.e. those with fewer than 10 employees. Early findings suggest that for these firms, university collaboration is more likely among those firms that are already collaborating with other organisations and those that generate a higher level of revenue from exports. He is always interested in hearing about experiences from university collaboration among SMEs, so please get in touch with Andrew on [a.johnston@hud.ac.uk](mailto:a.johnston@hud.ac.uk) if you wish to tell your story or would like any further information.







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# Current challenges and opportunities for kirklees SMEs

**W**e invited a group of dynamic SMEs to the University of Huddersfield to discuss their ideas for scaling up and barriers to growth. Professor Jill Johnes welcomed the Chair of the Small Business Charter, Michael Hayman, to listen to the views of the Kirklees business community. This is what they told us...

## Workforce

Attracting the right skills and talent is the biggest barrier for many companies in the region, such as digital skills and finding suitable apprentices. Graduate placements enable businesses to 'try before you buy' for fresh talent and new technology skills and are becoming an increasingly common route into industry. A business will train up a young person for a year inside the company and then recruit them part-time whilst they finish their degree.

In addition, planning an effective succession for current business leadership teams can be challenging, especially in family firms where there may be conflict. Mentoring and coaching were recommended by businesses as a solution. Several SMEs were participating in the Help to Grow business management programme run by Huddersfield Business School which focuses on future strategy and offers individual coaching to business managers.

## Cash

For scaling an early-stage business, cash can be the biggest barrier. One SME shared its start-up journey, going from a weekly turnover of £6 and making all its employees redundant before its fortunes turned around. It secured a major new client and has since grown to over forty employees and a turnover of £2m. The need for seed-finance before businesses are ready to raise investor finance was flagged as a key factor in later success.

## Climate Change

SMEs are generally aware of the demands from consumers and



From left to right: Jill Johnes, University of Huddersfield, Michael Hayman MBE, Small Business Charter, Sue Cooke, 3M Buckley Innovation Centre

supply chain pressure for greater sustainability of both their products and general business operations. The energy crisis has added to that pressure with rising costs forcing businesses to adopt new ways to

manage energy generation and usage, improve efficiency and save money. Many SMEs know they must act, but don't always know what to do, and where to seek independent advice.

## Resilience – Agile but Fragile

The pandemic and subsequent economic shocks from the war in Ukraine have tested SMEs in many ways, and resilience has become a more recognised ingredient in business survival and longer-term success. Supply chain resilience has become a bigger focus than simply cost savings for some firms, which has been good for UK suppliers versus overseas ones, however, the general reliance on electronic components from Southeast Asia remains a risk for many companies.

'Agile but fragile' was quoted as the new norm, with a book recommendation to read 'Anti-Fragile' by Nassim Nicholas Taleb, on the topic of 'Things That Gain From Disorder'.

## Expansion

SMEs looking to expand their businesses were not afraid to make plans for growth, including overseas. Those undertaking the Help to Grow programme value the space and thinking time it gives them away from the day-to-day business operations to explore different routes to expansion and

share ideas with other business owners.

Business founder and LEP interim Chair Mark Roberts facilitated the session and encouraged SMEs to make the most of the LEP's business support programmes, which are accessible locally via Business

Kirklees ([businesskirklees.com](http://businesskirklees.com)) or LEP website ([www.the-lep.com](http://www.the-lep.com)). Katey Curtis from Huddersfield Business School advised SMEs interested in joining the Help to Grow programme to contact her at [k.curtis@hud.ac.uk](mailto:k.curtis@hud.ac.uk) for more information.





# Celebrating 10 years of innovation and enterprise

**You may have driven past the 3M Buckley Innovation Centre on Firth Street in Huddersfield, with its striking glass façade, and assumed it is serviced offices - but it is more than office space.**

Inside remarkable things are happening. Businesses are creating new products and services, connecting, and collaborating with others, and growing into successful and thriving enterprises. A former textile mill, the 3M Buckley Innovation Centre, or 3M BIC as it is often known, has just celebrated its 10th anniversary. Part of the University of Huddersfield, the vision for the £12m centre was to bridge the gap between industry and academia and address the needs of businesses, particularly SMEs.

Essentially, the 3M BIC provides businesses with the tools they need to innovate, connect, and grow, opening doors for SMEs to access research and collaboration opportunities with the University and benefit from access to technology for innovation that would otherwise be out of reach due to limited budgets and skills. Ten years on and the 3M BIC has invested millions in technology



and expertise to support SMEs to innovate, and built a community of professionals, academics and associated organisations that collaborate and share knowledge, with the core aim to drive forward regional economic growth.

## A decade of enterprise

Over the last decade, the 3M BIC has been a leading hub for

innovation and enterprise, giving businesses access to technology, expertise, grow-on space, and research and collaboration opportunities with the University.



It has supported 500 businesses worldwide, with 55 businesses 'spinning in' and out of the centre. Several businesses have been at the centre since it first opened. The National Physical Laboratory (NPL) established its North of England Hub at the 3M BIC in 2012. Others include those in the software, nuclear, artificial intelligence (AI), legal, metrology and chemistry sectors, many of which sell their products all over the globe. The centre has received national recognition in government whitepapers and reports.

## Enabling innovation

What makes the 3M BIC unique is its capabilities for product design, product prototyping and product analysis.

Its Innovation Avenue houses 3D printers, X-ray machines and microscopy facilities. Access to this technology has allowed companies from a variety of sectors, including aerospace, automotive, manufacturing, engineering, MedTech, creative and heritage, to get to the next level on their innovation journeys.

Innovations that have emerged from the 3M BIC over the last 10 years include prototypes for aerospace parts, automotive headlamps, valve structures and piezoceramic sensors for hazardous environments, as well as screws for knee ligament surgery, AI traffic systems, and software to support B2B markets. Its Innovation and Technology

team - which boasts product designers, technicians, and business development experts - helps companies solve challenges and find solutions, design products, create 3D prototypes and investigate for internal faults - all crucial elements in the product development process.

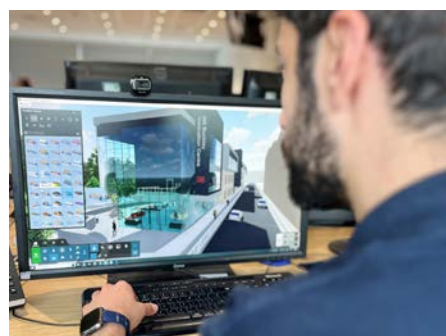
## Space for growth

Office space at the 3M BIC is designed to be flexible to support businesses at all stages of growth. Start-ups and microbusinesses can benefit from hot-desks and small offices, and medium and large offices are available for those looking to relocate to accommodate continual expansion.


Lab space is available for organisations requiring space for testing products or formulations, which can be configured to fit bespoke needs. Labs range from small, large to office/lab combos. Start-ups can also register their businesses at the 3M BIC and all businesses can take advantage of discount on meeting and event space as part of its membership. Event space at the 3M BIC varies from large conference spaces that accommodate up to 80 delegates, boardrooms for up to 14, and training suites, perfect for company offsites.

With great transport links, the 3M BIC is well-positioned between major towns and cities including Halifax, Wakefield, Bradford, Leeds, Sheffield, and Manchester. It is the ideal place for businesses looking to innovate, build networks or grow within a flexible and bespoke workplace and become part of a like-minded, supportive, and collaborative community.

[www.3mbic.com](http://www.3mbic.com)







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