

# SME 100 list unveiled

*One hundred of the best SMEs in the region make up our Thames Valley SME 100, unveiled in The Business Magazine this month. The SME 100 lists companies below £10 million turnover. It includes a wide diversity of businesses, reflecting the variety of small and medium-sized enterprises that exist across the region*

The SME 100 is supported by Santander bank; Haines Watts chartered accountants and business advisers; VitalSix, the business experts who support business growth; and new sponsor, the renowned law firm, Field Seymour Parkes.

Ranked by sales, the SME 100 includes only private independent businesses. Public companies and foreign-owned enterprises are excluded.

David Murray, publisher of *The Business Magazine*, said: "This is the second year of the SME 100 and it's interesting to see that together they account for £857 million turnover.

"The Government sees SMEs as being vital to the UK economy. Nearly 50% of all

business turnover in the UK is derived from SMEs and it's intriguing to realise that the vast majority of SMEs are actually micro businesses employing less than 10 people.

"The companies in our list on the whole have bigger workforces, but it is still apparent that there is a great deal of business being generated by a relatively small number of employees here. It's the SME sector where enterprise, innovation and productivity are at their best."

At the top of the SME 100 are three companies with £10m turnover – Southern Business Technologies of Basingstoke, Williams Performance Tenders of Berinsfield, near Oxford, and RL Maynard of Gerrards Cross.

**Southern Business Technologies** operates from Dummer, near Basingstoke, offering communications systems, from office telephone systems to business mobiles. Trading under Southern Communications, it was established in 1965 and employs more than 70 people

– [www.southern-comms.co.uk](http://www.southern-comms.co.uk)

**Williams Performance Tenders** was founded as Williams Marine in 1995 by brothers Mathew and John Hornsby. In 2004 business partner Roy Parker joined the team and Williams Performance Tenders was founded. The company now employs 36 staff and operates in 24 European locations, enjoying a reputation as the world's leading jet tender specialist

– [www.williamsjettenders.com](http://www.williamsjettenders.com)

Property developer **RL Maynard**, based in Gerrards Cross, was formed in 1973, and is best known as Nationcrest, the privately-owned housebuilding company, developing high-quality homes throughout Surrey, Berkshire, Buckinghamshire and Hertfordshire. Latest properties include four homes in Bourne End and two substantial properties at Felde Herts

– [www.nationcrest.co.uk](http://www.nationcrest.co.uk)

## Rules of engagement

- SME 100 companies must be private, independent businesses
- SME companies are those with turnover below £10 million
- Listed companies (either LSE or foreign stockmarkets) are excluded
- Companies must be trading in the Thames Valley region, with their main headquarters located in the region
- Companies that list their registered office in the region, but don't trade from that address, are excluded
- Companies that are foreign-owned are excluded
- Companies House records are used, provided by Experian and OneSource
- The Thames Valley region is defined as Berkshire, most of Oxfordshire, plus south Bucks, parts of Surrey and northern parts of Hampshire. It follows the circulation of the Thames Valley edition of *The Business Magazine*

## SPONSORS



	Company Name	Town	Description	Sales	Sales(m) Previous	Employees	Year-end
1=	Southern Business Technologies	Basingstoke	Telecoms services	10.00	9.8	72	Mar 31, 2011
1=	Williams Performance Tenders	Berinsfield	Boat manufacturer	10.00	NA	36	Dec 31, 2011
1=	RL Maynard (Nationcrest)	Gerrards Cross	Property construction	10.00	9.0	24	Sep 30, 2011
4	Agmet	Reading	Chemical products manufacturer	9.97	NA	27	Dec 31, 2011
5	Oxford Gene Technology IP	Kidlington	IP management	9.93	7.4	64	Sep 30, 2011
6=	Independent Commodity Supplies	Marlow	Chemicals & packaging	9.90	9.2	9	May 31, 2011
6=	Vectair Holdings	Basingstoke	Hygiene products	9.90	9.2	40	Oct 31, 2011
8	Basingstoke Skip Hire & Southern	Basingstoke	Waste management services	9.89	9.1	68	Jun 30, 2011
9	Norsk European Wholesale	Slough	Wholesale delivery services	9.82	8.8	83	Dec 31, 2011
10	Matefile	Slough	Design consultants	9.81	NA	2	Nov 30, 2011
11	Fordway Solutions	Godalming	IT installation & support	9.70	8.5	32	Aug 31, 2011
12=	Fontain Motors	Iver	Motor dealerships	9.67	9.7	13	Apr 30, 2011
12=	Murrill Construction	Wokingham	Building contractors	9.67	15.8	58	Mar 31, 2012
14	Quantum Technology Marketing	Reading	Telemarketing agency	9.63	6.4	109	Dec 31, 2010
15	Airdri	Witney	Hand dryer manufacturers	9.62	8.9	47	Dec 31, 2011
16=	Aston Chemicals	Aylesbury	Chemical distributors	9.60	9.2	31	Jun 30, 2011
16=	Tile And Stone Depot	Slough	Ceramic tiles retailer	9.60	8.8	103	Dec 31, 2011
18	Britannic Group	Guildford	Comms & networking equipment	9.51	9.6	69	Mar 31, 2012
19	R Robson (Guinot)	Ascot	Beauty treatment products	9.50	10.0	85	Dec 31, 2011
20	James Armstrong and Co	Newbury	Laundry equipment	9.45	9.3	57	Jun 30, 2011
21=	Tuffin Ferraby Taylor LLP	Guildford	Architectural and engineering	9.42	8.5	25	Mar 31, 2011
21=	Pavestone	Carterton	Stone & concrete supplier	9.42	9.9	39	Dec 31, 2010
23=	Hicks Holdings	Reading	Housebuilder	9.40	10.3	59	Apr 30, 2011
23=	Violia Media Services	Abingdon	Book distribution	9.40	9.3	150	Dec 31, 2011
25	Langland Advertising & Design	Windsor	Advertising agency	9.37	9.4	66	Sep 30, 2011
26	Drennan International	Oxford	Fishing tackle manufacturer	9.34	8.5	87	Dec 31, 2011
27	Guralp Systems	Aldermaston	Seismic instrumentation	9.32	8.6	85	Mar 31, 2011
28	Intelligent Engineering (UK)	Gerrards Cross	Research: natural sciences & eng	9.30	8.9	30	Mar 31, 2011
29=	Phlexglobal	Amersham	Labour recruitment	9.26	9.7	190	Dec 31, 2011
29=	Lion Hudson plc	Oxford	Book publisher	9.26	9.0	54	Mar 31, 2012
31=	Swain & Jones	Farnham	Motor dealerships	9.20	9.9	45	Dec 31, 2011
31=	Clarkslegal LLP	Reading	Legal services	9.20	8.5	98	Jul 31, 2011
33	Rebellion Developments	Oxford	Computer games & magazines	9.12	9.0	124	Jun 30, 2011
34	Crocus.Co.Uk	Windlesham	Online plant sales	9.10	8.4	76	Oct 31, 2011
35	Stemaco (Raw Materials)	Maidenhead	Rubber & chemicals distributor	9.08	10.4	8	Jan 31, 2012
36	Dega Broadcast Systems	Basingstoke	Broadcast systems	9.01	4.5	5	Mar 31, 2011
37=	HESL	Hounslow	Building contractors	8.99	8.0	80	Aug 31, 2011
37=	Hazlemere Holdings	High Wycombe	Replacement windows & conserv	8.99	8.7	64	Jan 31, 2012
37=	Pulleyn	Reading	Transport & storage	8.99	9.0	74	May 31, 2010
40	Connect Catering	Wallingford	Contract catering	8.98	8.3	346	Jun 24, 2011
41	Stubbings Group	Maidenhead	Horticulture & retail	8.95	7.9	NA	Dec 31, 2010
42=	Naturalmotion	Oxford	3D animation solutions	8.90	NA	90	Oct 31, 2011
42=	Powersource Projects	Godalming	Diesel generators and parts	8.90	8.4	10	Dec 31, 2011
44	TXO Systems	Windsor	Telecoms supplier	8.83	NA	31	Jun 30, 2011
45=	CF Lake	Slough	Electrical products provider	8.80	8.8	50	Apr 30, 2010
45=	Chartridge Developments	Beaconsfield	Housebuilder	8.80	9.7	8	Mar 31, 2011
47=	Henmans LLP	Oxford	Legal services	8.79	9.3	104	Sep 30, 2011
47=	The Unbeatable Group	Reading	Non-life insurance	8.79	8.6	105	Jun 30, 2011
47=	Colourgen	Maidenhead	Digital print solutions	8.79	9.3	29	Jun 30, 2011
50	Pharmalink Consulting	Maidenhead	Healthcare consultancy	8.76	8.0	46	Apr 30, 2010

	Company Name	Town	Description	Sales	Sales(m) Previous	Employees	Year-end
51=	KTA Group t/a Worleys	High Wycombe	Sale of motor vehicles	8.70	8.7	32	Dec 31, 2010
51=	Robert Kerr Agriculture	Bicester	Grain traders	8.70	6.7	2	Jun 30, 2011
53=	Aitchison Raffety	Berkhamsted	Property consultants	8.68	9.6	163	Sep 30, 2011
53=	Trading Scents	Iver	Perfume wholesalers	8.68	8.2	3	Sep 30, 2011
55	SDK Jewellers	Reading	Jewellers and watches	8.66	NA	4	Feb 28, 2011
56	Sovrin Plastics	Slough	Plastic injection moulders	8.64	9.3	136	Dec 31, 2011
57	Atex Media	Reading	Software systems	8.58	7.6	49	Dec 31, 2011
58	Deacon Holdings (John George)	Reading	Ironmongery traders	8.51	6.8	63	Dec 31, 2011
59=	Sollatek (UK)	Slough	Manufacturer of valves & tubes	8.50	8.3	41	Jun 30, 2011
59=	QTR Transport	Reading	Distribution	8.50	8.4	96	Dec 31, 2011
61	Cleenol Group	Banbury	Cleaning materials	8.45	8.3	74	Oct 31, 2011
62	Warburton Building Services	Oxford	Plumbing	8.44	8.3	77	Nov 30, 2011
63=	Oxford Strategic Marketing	Oxford	Strategic business advisers	8.41	8.5	23	Dec 31, 2011
63=	Oak Cash & Carry	Banbury	Grocery wholesalers	8.41	8.2	58	Sep 30, 2011
65	Inventive Tax Strategies	Bracknell	Tax consultancy	8.37	NA	NA	Feb 28, 2011
66	Berkshire Labels	Hungerford	Adhesive label printers	8.34	8.4	59	Jul 31, 2011
67	Guildford Tyre Company	Guildford	Tyre retailer	8.24	7.8	15	Jun 30, 2011
68	FB Leasing	Basingstoke	Aircraft leasing	8.22	7.5	NA	Dec 31, 2010
69	Azio	Reading	Electronic keyboard manufacturer	8.20	6.9	48	Dec 31, 2011
70	Milton Sandford Wines	Reading	Wine sales	8.09	6.7	11	Jun 30, 2011
71	Gekko Partners	Newbury	Marketing services	8.07	NA	747	Mar 31, 2012
72	George Lines (Holdings)	Slough	Concrete distributors	8.04	8.6	25	Mar 31, 2011
73	RR Alden Oxford	Oxford	Meat wholesalers	8.03	6.9	40	Aug 31, 2011
74	Bosham Holdings (Technik)	Berkhamsted	Printing & graphic solutions	7.86	9.0	99	Dec 31, 2010
75	Bower & Bailey	Witney	Legal services	7.85	NA	72	May 31, 2011
76	Allied Worldwide	High Wycombe	IT solutions	7.82	7.3	98	Dec 31, 2010
77=	Hampshire Tile Warehouse	Aldershot	Tile wholesaler	7.80	7.6	66	Mar 31, 2011
77=	Critchleys	Oxford	Chartered accountants	7.80	NA	103	May 31, 2011
79=	Numerical Algorithms	Oxford	Numerical engineering	7.70	7.9	89	Mar 31, 2011
79=	Hichrom	Theale	Manufacturer	7.70	7.6	74	Dec 31, 2011
81	Newbury News	Newbury	Newspaper printing	7.57	7.3	81	Dec 31, 2011
82	Aggregated Telecom (8el)	Reading	Telecoms services	7.50	8.2	50	Mar 31, 2011
83	Crossroads Garage (Oxfordshire)	Abingdon	Car dealerships	7.47	6.3	34	Mar 31, 2011
84	Hook Norton Brewery	Banbury	Beer manufacturer	7.45	7.4	45	Sep 30, 2011
85	Speedboard Assembly Services	Windsor	Electronic manufacturing	7.43	5.6	82	Jun 30, 2011
86	RGB Communications	Hungerford	Audio and cable suppliers	7.41	7.6	33	Sep 30, 2011
87	Wolfram Research	Witney	Software consultancy	7.40	7.0	21	Dec 31, 2011
88	Carlton Ceilings & Partitions	Slough	Ceiling installations	7.35	4.5	16	Jun 30, 2011
89	Sol-Tec	Reading	Network services	7.34	6.7	28	Jun 30, 2011
90	Lewis Fire & Security	Oxford	Fire & security equipment	7.29	8.5	85	Aug 31, 2011
91	Complete IT	Bourne End	IT solutions	7.26	5.5	70	Jan 31, 2011
92	Kognitio Holdings	Bracknell	Computer software & consultancy	7.00	7.9	55	Mar 31, 2011
93	Ovation Systems	Thame	Electronic design & manufacturing	6.98	6.8	23	Dec 31, 2010
94	Harvey Water Softeners	Woking	Water softener manufacturers	6.85	8.7	65	Dec 31, 2010
95	Claremont Automatics	Chinnor	Amusement machine rental	6.80	8.1	116	Jun 30, 2011
96	Tradedrive	Windsor	Chemicals trading	6.58	NA	NA	Jul 31, 2011
97	Krisco Services	Reading	Petrol retailer	6.55	10.1	NA	Jul 31, 2011
98	Pacific Computers	Basingstoke	IT systems	6.50	6.1	30	Dec 31, 2011
99	Freestyle IT	Hook	IT reseller	6.45	4.9	18	Dec 31, 2010
100	Network Critical Solutions	Reading	IT hardware manufacturer	6.40	NA	10	Dec 31, 2010