

Rapid rise of the innovative building firm

FASTEST GROWING BUSINESS BEST NEW BUSINESS

Andy Robins started from scratch when he decided to set up his own building business. He established Snibor in the utility room at his home. Three years on it has chalked up annual growth averaging almost 200pc and has a target of doubling turnover in the current financial year to £6m.

The rapid growth and the way the company has quickly established a reputation for quality has earned Snibor the Fastest-Growing Business award in the 26-100 employee category.

Mr Robins has set his sights high, introducing business disciplines and objectives more common in bigger businesses. He also has original ideas for expansion, such as setting up a decorating business with young mothers who would like to work but are only available during school hours.

Hilton Lewis has achieved equally spectacular growth since launching Lewis Day Transport three years ago with a staff of nine and a fleet of 15 vehicles. By August this year, the business had more than 1,100 vehicles, nine branches throughout the country and 230 staff.

Over the three-year period, turnover has soared by 420pc, jobs per month by more than 300pc to



Sally Preston of Babylicious Ltd with (left to right) Andy Robins, David Price and Nigel Dawe of Snibor Ltd, winner of a Fastest-Growing Business award

almost 100,000, while net profit has jumped by 500pc.

The achievements have earned Lewis Day the award for the Fastest-Growing Business in the 100-plus employee group. "Mr Lewis has changed the face of the courier industry," say his enthusiastic colleagues.

At the other end of the size scale, Rensow, founded just 20 months

ago by James Averdieck and Motty Wosner to exploit the rapidly growing market in premium chilled desserts, employs just four full-time and three part-time staff.

They invested £65,000 out of their own pockets, hired a top chef to produce three "outstanding" chocolate desserts and in less than a year have seen their products sold in more than

1,600 stores under the Gü brand - an achievement that has won Rensow the Best New Business award.

The brand is now estimated to be worth more than £5m at retail selling prices. Manufacturing has been outsourced and the founders were able to achieve their objective of being the number one brand in the sector in just six months.