



# CRUCIBLE ALBA WINS SPRINT

By ALASDAIR NORTHROP

**P**ROPERTY developer **Crucible Alba Group** is Scotland's fastest growing small company after seeing its turnover soar by 430.9 per cent to £7.8m over the last three years.

The company, which was formed by former Ashleigh Construction chairman Alex Steel and former Business Homes development director Brian Robinson in 2011, was number two in last year's Sprint 100 listing.

It is one of 30 companies which were in last year's listing and 19 of them, including Crucible Alba, have risen up the rankings.

Some 10 have slipped down the listing and one was unchanged.

The Sprint100 companies have between £250,000 and £8m turnover in their current year. We rank them by total percentage turnover growth over three years and they cannot be loss-making in their latest year.

The day-to-day focus of the business is commercial development

projects throughout Scotland and the north of England.

Last year they were joined by chartered surveyor Michael Smart, who was previously development director for BAM Properties in Scotland and North of England.

Its developments have included

Above: L-R, Crucible Alba's Brian Robinson (director), Alexander Steel (chairman) and Michael Smart (director)

**It's been a difficult year with all the uncertainties. For lots of reasons people are delaying making decisions, everything is just taking a ridiculous amount of time**

Michael Smart, Crucible Alba

a new Premier Inn and Marks & Spencer's Simply Food on the site of a former abattoir in St Andrews.

Robinson says the company has been working hard to deliver further development projects in what has been a very difficult time for the property industry in Scotland as a whole.

Smart says: "It has obviously been a difficult year with all the uncertainties. For lots of reasons people are delaying making decisions. The message across the board at the moment from anyone you speak to is that everything is just taking a ridiculous amount of time."

Nevertheless work on its latest project, a 4,600 sq ft store for the Co-op in Gretna, is due to start in December.

"We are working on a number of projects at the moment ranging from small convenience retail and drive-through coffee developments up to large mixed use development sites which will include buildings in the leisure, office, hotel, care home and retail sectors," says Robinson.

"We can't be specific on the coffee drive-through locations at the moment as we are just about to complete on the legals. We are working with both Costa and Starbucks on different opportunities across the country.

"The way we operate is we find a site that we think will work and we



▶ try and find the occupier that we think will fit that site.

“In terms of our plans for the future, the development pipeline we have at present will keep us busy however our aim is to continue to steadily grow the business and to become a successful developer across the property sectors.

“We are currently working on a couple of urban regeneration projects where we have been approached to become involved which are very exciting.

“They involve some very big projects, two of which are hopefully about to go to the next stage.

“Our aim is to grow the business. We have got a really good team of consultants around us as well. There are about 10 to 12 consultants we work very closely with on each development.

Number two in the listing is sustainability software and data firm **Ecometrica**, which has seen turnover growth of 179 per cent in the last three years to £2.25m. It is one of 70 new companies in the listing.

Ecometrica's software supports all aspects of sustainability planning, operations and reporting and its clients include many large listed companies.

The company was co-founded by executive chairman Richard Tipper, chief executive Gary Davis and chief product officer Bertrand Revenaz in 2008.

The three of them previously worked together at Edinburgh Centre for Carbon Management (ECCM).

“I went to work for Richard in 2003 as a greenhouse gas analyst,” says Davis, who has advised multinational companies across many industry sectors, including oil and gas, petrochemicals, aviation, public transport, finance, and professional services.

He has also been involved in the design of industry standards having advised on the development of the PAS2050 product standard, the Carbon Trust Standard and has been on UK Government working groups for biofuel greenhouse gas accounting.

“Those were in the days when nobody knew what a carbon footprint was.



Kennox directors Peter Boyle (l) and Charles Heenan

## We were doing consulting but the mission was always to build the leading environmental and sustainability accounting platform with this space mapping angle to it

Gary Davis, Ecometrica (below)

“I rang up businesses and said would you like to know what your carbon footprint is and they would say to me oh we haven't got a carbon footprint.

“It was really in the days of people not understanding. But that changed quite considerably over the next five years or so.”

Davis says that Tipper has been a leader and innovator in his field for two or three decades.

Tipper has worked as an adviser on climate change issues for many government, business and international organisations.

He founded the Edinburgh Centre for Carbon Management (ECCM), and was appointed to the UK Roster



of Experts on Climate Change.

He also advised on numerous standards and methodologies for accounting for greenhouse gas emissions and did the first carbon footprint assessment for Ford Europe in 1996.

Davis said that in essence what they were doing was accounting.

“It wasn't financial accounting but the discipline was almost exactly the same,” he says.

“We thought why isn't there a package out there that can do this? We should be the first to build that.

“Richard was thinking even bigger thoughts about not just getting numerical information into a system but also using observation data from satellites because we did a lot of land use and forestry work on a consulting basis.

“His vision was to have a platform that brought all of that together. It was bold and well ahead of its time as Richard's visions tend to be.

“So we wanted to go and do that but we couldn't really get the attention of the parent company at the time to come and let us do that with the investment needed to build a platform.

“In 2008 we began planning to go our separate ways. Richard managed to raise a substantial amount of money for the business.

“I found a place on the Edinburgh Pre-incubator Scheme at the University of Edinburgh, run by Adrian Smith, who is now our CFO.

“That was the kind of impetus we needed to get going. So we got our money and had some clients as well and got off to a decent flying start but then of course – I think it was almost the next month – the crash happened and we could have done without that.

“We were doing consulting but the mission was always to build the leading environmental and sustainability accounting platform with this space mapping angle to it.” He admits it was a fairly slow and painful process developing the software but it was finally ready around 2011.

The majority of its customers are large corporates based in the UK including Aggreko and Aberdeen Asset Management in Scotland

as well as major companies like ARM, Compass Group and National Express.

The company is also expanding into North America with offices in Montreal and Boston.

“We are headquartered in Edinburgh and we have a commercial operation in London because a lot of our clients are based there or have operations there,” he says.

The company also helps businesses and governments identify risks and opportunities by combining satellite earth observation data with local information and business intelligence.

Last year it landed one of its most significant contracts with a role where it coordinated a major new international project on behalf of the UK Space Agency.

The firm took the role of main contractor in one of the first projects of the agency's International Partnership Space Programme (IPSP), setting up a network of virtual regional Earth Observation (EO) Labs to develop suitable products for the forest sector.

The project was aimed at addressing a lack of usable data from the unparalleled numbers of images being sent to Earth from satellites.

It used advanced cloud computing systems and Ecometrica's software platform to allow data to be managed, made relevant and shared.

Last month it teamed up with The University of Edinburgh to establish a new Earth Observation Lab aimed at deriving maximum benefit from the vast amounts of spatial data produced by satellites.

It will allow researchers around the world to share data and create customised applications to monitor environmental changes in forests, agriculture and coastal ecosystems.

Dropping down from first to third position is Edinburgh-based **Kennox Asset Management**, which achieved a still remarkable 173 per cent increase in turnover to £2.6m.

Kennox, which was launched in 2009 by its current management team Peter Boyle, Charles Heenan and Geoff Legg has just one product, a global equities fund called The Kennox Strategic Value Fund.

The £210m fund is managed by Heenan, a former First State and Stewart Ivory equities manager and Legg, previously with Towers Perrin.

Boyle says: “The Kennox Fund has performed well through the uncertainties seen this year, up 35 per cent year to date.

“We run just the one fund, which we've been looking after for almost 10 years now, and have no intention of adding to this. You can only have 100 per cent commitment to one thing.”

Number four is Ayrshire-based

landscape company **Glen Services (WK)**, whose sales have risen by 103 per cent to £582,000.

Boutique investment manager **Dundas Partners** is number five with a 95 per cent rise in turnover to £1.67m.

The firm, which manages global equity portfolios for long-term, sustainable capital and dividend growth was founded in 2010 by Alan McFarlane.

His investment career began in 1980 in private equity at what is now 3i Group. He joined Ivory & Sime plc in 1983 to manage global equity portfolios.

Before starting Dundas in 2010 he was CEO of Walter Scott & Partners Ltd, an Edinburgh-based global equity manager acquired by BNY Mellon in 2006.

The firm is headed by Russell Hogan who has been managing partner since April 2012.

He spent 17 years at Aegon Asset Management, now Kames Capital, starting as a trainee and rising to become CIO in 1995 and thereafter CEO with responsibility for £33bn of clients' funds.

**Ace Builders Ltd** is sixth in the listing with turnover up by just over 90 per cent to £846,000.

The company was founded in February 2010 by David Bowes and business partner Barry Cousins.

Initially the firm was primarily a brickwork contractor however now it undertakes all construction and civil engineering work.

It has worked in the housing, public, rail, and private sectors and its projects have included upgrades to Motherwell, Bowling, Maybole and Cambuslang rail platforms for Balfour Beatty.

Edinburgh-based property investment, development and asset management company **Ediston International Holdings**, whose turnover had leapt by 89 per cent to £2.6m is in seventh position.

Founded in 2004 by Danny O'Neill the company works with clients throughout the UK and globally.

In eighth position is **Revera Asset Management**, which was in sixth position last year. Revera's turnover rose by 57.7 per cent to £774,000.

The company, which was founded in 2003, is headed by Glen Nimmo and Stephen Grant – who are the two fund managers in the business.

The firm runs two regulated investment funds, which focus on identifying and investing in established, profitable and cash generative UK businesses, which have the potential to deliver medium and long-term growth.

Number nine is egg producer **Gosford Organics** whose sales have risen by 48.8 per cent to £807,000. ■



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## Addressing Scotland's leadership gap

START-UPS are increasing at twice the rate of the UK average, yet, the number of high growth companies is in decline.

Entrepreneurial spirit and innovation in business continues to be a hot topic, but we must not shy away from the challenges facing companies as they seek to grow. Our report, Scale-up UK: Growing Business, Growing our Economy examined these under two broad categories – the management challenge and the financing challenge.

As a bank, we clearly have a role addressing the latter which we are tackling with, among other initiatives, the launch of our 'Barclays High Growth and Entrepreneurs' proposition. But what about the management challenges, in particular having the right people in place to lead and grow these business?

Scale-up leaders have identified difficulties finding the right talent locally, often having to recruit overseas. Scotland has always had a history as a hub of home grown talent but experts have highlighted the 'brain-drain', the longstanding trend of Scottish graduates gravitating towards London. We need to ensure there is a sustainable pipeline of suitably skilled workers by making sure the younger generation are aware of the evolving skillset they need and inspired by the breadth of career choices Scotland can offer them.

There is much we can do to future-proof our leadership pool but we also need to address the current day challenges. There can be a lack of experience in some businesses' senior leadership teams when it comes to managing the unique demands of rapid growth. There is a shortage of role models who have 'made it big' to provide vital mentoring and advice to 'first-timers'.

Mentoring from business leaders who have scaled companies before can have a major impact on those lacking in experience. The business community must develop the support structures companies need when they are ready to move up the ladder.

Through collaboration and nurturing enterprising Scottish businesses, we can help scale-ups fulfil their potential, driving economic growth and inspiring more budding entrepreneurs to follow suit.



RANK	COMPANY NAME	ACTIVITY	LOCATION	3 YEAR TURNOVER % GROWTH	LATEST TURNOVER £000	LATEST PROFIT £000	LATEST EMPLOYEE NO.	YEAREND	START-UP YEAR	
1	2	<b>CRUCIBLE ALBA GROUP</b>	Property development and asset management	Glasgow	430.93	<b>7816</b>	<b>1248</b>	n/d	Mar-16	2011
2	New	<b>ECOMETRICA</b>	End-to-end environmental software provider	Edinburgh	179.77	<b>2250</b>	<b>6405</b>	26	Mar-16	2008
3	1	<b>KENNOX ASSET MANAGEMENT</b>	Investment manager	Edinburgh	173.43	<b>2683</b>	<b>800</b>	7	Jun-15	2006
4	New	<b>GLEN SERVICES (W.K.)</b>	General property maintenance	Largs	103.09	<b>583</b>	<b>128</b>	n/d	Mar-15	2003
5	New	<b>DUNDAS PARTNERS</b>	Investment management	Edinburgh	95.44	<b>1678</b>	<b>576</b>	5	Mar-16	2012
6	New	<b>ACE BUILDERS</b>	General builders	Clackmannan	90.08	<b>847</b>	<b>211</b>	n/d	Dec-15	2010
7	New	<b>EDISTON INTERNATIONAL HOLDINGS</b>	Property investment	Edinburgh	89.31	<b>2612</b>	<b>199</b>	n/d	Dec-15	2006
8	6	<b>REVERA ASSET MANAGEMENT</b>	Investment boutique	Edinburgh	57.70	<b>775</b>	<b>96</b>	6	Dec-15	2003
9	New	<b>GOSFORD ORGANICS LLP</b>	Organic egg production	Longniddry	48.87	<b>807</b>	<b>46</b>	n/d	Apr-15	2006
10	5	<b>PORT ELLEN HOTEL</b>	Hotelier	Isle Of Islay	47.31	<b>1130</b>	<b>161</b>	n/d	Jun-15	2003
11	New	<b>PACIFIC CARE</b>	Day care facilities	Renfrew	42.51	<b>7064</b>	<b>778</b>	296	Apr-15	1997
12	New	<b>THE WAYERLEY BAKERY</b>	Ice-cream manufacturer	Glasgow	41.96	<b>6146</b>	<b>473</b>	71	Dec-14	1999
13	New	<b>PARKLANDS</b>	Care home provider	Buckie	38.96	<b>7055</b>	<b>122</b>	401	Dec-14	1993
14	27	<b>ISLE OF ARRAN DISTILLERS</b>	Malt whisky distiller	Isle Of Arran	37.34	<b>6257</b>	<b>1035</b>	34	Dec-15	1991
15	New	<b>LOMOND PLANT</b>	Self drive plant hire	Falkirk	36.32	<b>7734</b>	<b>1014</b>	109	Dec-15	1988
16	New	<b>DAWNCREST</b>	Bars and nightclubs	Glasgow	36.08	<b>5132</b>	<b>994</b>	81	Jan-15	2008
17	34	<b>NEVIS RANGE DEVELOPMENT COMPANY</b>	Ski facilities	Fort William	35.48	<b>2916</b>	<b>243</b>	79	Oct-15	1988
18	New	<b>NORTH EAST STEVEDORING COMPANY</b>	Frieght and logistics operator	Aberdeen	33.63	<b>4038</b>	<b>858</b>	n/d	Dec-14	1984
19	New	<b>FINDRACK (HOSTELS)</b>	Hostel accommodation	Edinburgh	33.55	<b>4518</b>	<b>317</b>	114	Dec-15	2010
20	40	<b>SIMPSINNS</b>	Hospitality	Irvine	30.13	<b>6175</b>	<b>329</b>	216	Jul-15	2001
21	45	<b>BRUDOLFF HOTELS</b>	Hotelier	Aberdeen	29.84	<b>7008</b>	<b>1455</b>	132	Mar-15	1985
22	New	<b>HEATHFIELD CARE AND RESIDENTIAL HOMES</b>	Care home provider	Johnstone	29.37	<b>2683</b>	<b>434</b>	n/d	Feb-15	2011
23	48	<b>@SIPP</b>	Pension administration services	Glasgow	28.73	<b>1545</b>	<b>11</b>	35	Mar-15	2001
24	New	<b>SUBURBAN TAVERNS</b>	Public houses	Glasgow	28.41	<b>3664</b>	<b>199</b>	100	Sep-15	1982
25	New	<b>G CROLLA AND FAMILY</b>	Bars and restaurants	Edinburgh	28.11	<b>3086</b>	<b>262</b>	85	Nov-14	2006

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26	New	<b>APUC</b>	Procurement services	Stirling	27.18	<b>2798</b>	<b>11</b>	50	Jul-15	2007
27	New	<b>ARGONAUT CAPITAL PARTNERS</b>	Investment management	Edinburgh	26.37	<b>6310</b>	<b>3377</b>	14	Jun-15	2005
28	New	<b>AUBREY CAPITAL MANAGEMENT</b>	Specialist investment manager	Edinburgh	25.41	<b>2337</b>	<b>18</b>	18	Oct-15	2006
29	New	<b>RHL DIRECT</b>	Air quality solutions	Glasgow	25.17	<b>6339</b>	<b>1486</b>	241	Jun-15	2000
30	New	<b>NGS TRADING COMPANY</b>	Scottish national galleries retailer	Edinburgh	24.98	<b>2452</b>	<b>0</b>	n/d	Mar-16	2006
31	37	<b>GSR DISTRIBUTIONS</b>	Ethnic food wholesaler	Glasgow	23.22	<b>6472</b>	<b>70</b>	n/d	Jun-15	2003
32	38	<b>RIVENDELL OUTDOOR</b>	Outdoor leisure equipment and clothing	Paisley	23.21	<b>1170</b>	<b>173</b>	n/d	Sep-15	2010
33	69	<b>PIPERDAM GOLF &amp; LEISURE RESORT</b>	Golf and outdoor activities	Dundee	22.02	<b>5107</b>	<b>824</b>	114	Jun-15	1994
34	New	<b>ABBEY TOURS SCOTLAND</b>	Inbound inclusive tours	Edinburgh	21.73	<b>1402</b>	<b>177</b>	25	Dec-14	2008
35	16	<b>DL BLOOMER</b>	Financial advisers	Glasgow	21.71	<b>586</b>	<b>171</b>	n/d	Oct-15	2011
36	New	<b>SCOTTISH FRIENDLY ASSET MANAGERS</b>	Financial services	Glasgow	21.71	<b>2119</b>	<b>815</b>	n/d	Dec-15	1998
37	New	<b>CENTRAL CAR AUCTIONS</b>	Motor vehicle auctioneers	Glasgow	21.49	<b>6414</b>	<b>80</b>	58	Dec-14	1965
38	New	<b>BRIDGEALL LIBRARIES</b>	Software solutions	Glasgow	21.01	<b>4509</b>	<b>1107</b>	32	Jun-15	2006
39	39	<b>INTELLIGENT PENSIONS</b>	Retirement planning advisor	Glasgow	20.93	<b>2767</b>	<b>286</b>	28	Dec-15	1987
40	New	<b>BOLAND HOLDINGS</b>	Property development	Edinburgh	20.51	<b>3581</b>	<b>53</b>	17	Dec-15	1984
41	New	<b>LAW AT WORK</b>	Employment law	Glasgow	20.41	<b>2123</b>	<b>396</b>	n/d	May-15	1986
42	New	<b>THE HYDROPATHIC HOTEL PITLOCHRY</b>	Hotelier	Pitlochry	19.39	<b>5725</b>	<b>628</b>	71	Mar-15	2001
43	63	<b>FINESCO FINANCIAL SERVICES</b>	Financial adviser	Glasgow	18.62	<b>2000</b>	<b>228</b>	11	Apr-15	1984
44	61	<b>MILTON HOTELS</b>	Hotel and leisure facilities	Inverness	18.24	<b>3564</b>	<b>700</b>	89	Mar-16	1992
45	New	<b>HOLT LEISURE PARKS</b>	Marine leisure services	Greenock	18.14	<b>5718</b>	<b>633</b>	91	Dec-15	1968
46	New	<b>THE LEGAL DEFENCE UNION</b>	Providing legal advice	Brechin	17.75	<b>329</b>	<b>99</b>	n/d	Apr-15	1987
47	79	<b>FWM INVESTMENTS</b>	Garden centre	Inverurie	17.64	<b>4276</b>	<b>943</b>	78	Aug-15	1989
48	93	<b>C &amp; L HOUSTON</b>	Pharmacy	Dundee	17.30	<b>1411</b>	<b>225</b>	n/d	Oct-15	2006
49	46	<b>MANSFIELD CARE</b>	Nursing care	Edinburgh	17.30	<b>6301</b>	<b>1512</b>	258	Mar-15	2007
50	New	<b>ARDROSSAN HARBOUR COMPANY</b>	Port facilities	Glasgow	17.21	<b>1362</b>	<b>947</b>	0	Mar-15	1968



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51	New	<b>RECYCLE-TO-CYCLE TRADING</b>	Bicycle refurbishment and sell	Edinburgh	16.27	<b>429</b>	<b>78</b>	n/d	Mar-15	2002
52	New	<b>VERASE</b>	Restaurateurs and hoteliers	Glasgow	15.82	<b>5424</b>	<b>2064</b>	84	Dec-14	1991
53	85	<b>CRAIGARD CARE</b>	Nursing care	Aberdeen	15.81	<b>4276</b>	<b>267</b>	181	Mar-15	1996
54	New	<b>BALBIRNIE HOUSE HOTEL</b>	Country house hotel	Glenrothes	15.56	<b>3296</b>	<b>84</b>	111	Apr-15	1988
55	New	<b>MAR ESTATES</b>	Real estate development	Glasgow	14.93	<b>5880</b>	<b>2277</b>	118	Dec-14	2000
56	New	<b>ABBEYFORD LEISURE</b>	Holiday park industry	Dunfermline	14.54	<b>6489</b>	<b>582</b>	75	Dec-15	2011
57	New	<b>DOIG AND SMITH</b>	Project management	Glasgow	14.53	<b>5075</b>	<b>368</b>	73	Feb-16	2010
58	New	<b>ROSTURK HOUSE</b>	Care homes	Kirkcaldy	14.43	<b>5401</b>	<b>730</b>	226	Mar-16	1999
59	New	<b>BRODIE COUNTRYFARE</b>	Catering	Aberdeen	13.07	<b>4283</b>	<b>223</b>	96	Jan-15	1993
60	75	<b>JOHN CODONA'S PLEASURE FAIRS</b>	Licensed restaurants	Aberdeen	13.01	<b>5907</b>	<b>593</b>	169	Jan-16	1944
61	74	<b>AUCHRANNIE LEISURE</b>	Hotels and similar accommodation	Isle Of Arran	12.56	<b>5292</b>	<b>280</b>	138	Mar-15	1986
62	New	<b>J. &amp; R. GROUP</b>	Painting / Decorating	Pitlochry	12.32	<b>2863</b>	<b>350</b>	69	Mar-15	2007
63	9	<b>FC APARTMENTS</b>	Hotels and similar accommodation	Edinburgh	12.28	<b>4656</b>	<b>2232</b>	67	Sep-15	2011
64	New	<b>AYRSHIRE CHAMBER OF COMMERCE</b>	Promotion of commerce and industry	Prestwick	12.16	<b>701</b>	<b>23</b>	n/d	Mar-16	1989
65	New	<b>THE SCOTCH WHISKY HERITAGE CENTRE</b>	Scotch whisky exhibition	Edinburgh	12.15	<b>6190</b>	<b>822</b>	59	Nov-15	1986
66	New	<b>INVESTORS IN PEOPLE SCOTLAND</b>	Management consultancy activities	Edinburgh	11.94	<b>2190</b>	<b>12</b>	21	Mar-16	1991
67	New	<b>LINSTONE HOUSING ASSOCIATION</b>	Residential care	Paisley	11.85	<b>6460</b>	<b>446</b>	n/d	Mar-14	1997
68	New	<b>KIDZCARE</b>	Pre-primary education	Edinburgh	11.73	<b>2536</b>	<b>199</b>	n/d	Jun-15	2000
69	71	<b>MEADOWHEAD</b>	Ownership and operation of caravan parks	Duns	11.44	<b>4148</b>	<b>1088</b>	52	Oct-15	1974
70	New	<b>MELDRUM HOUSE ESTATES</b>	Hotelier	Aberdeen	11.40	<b>3780</b>	<b>119</b>	125	Dec-14	1997
71	New	<b>ROBERT RARITY FUNERAL SERVICES</b>	Funeral Director	Largs	10.91	<b>409</b>	<b>19</b>	n/d	Jun-15	2001
72	43	<b>WATER WEIGHTS</b>	Specialist proof load testing equipment	Aberdeen	10.89	<b>2504</b>	<b>847</b>	21	Apr-15	2009
73	New	<b>LUFFNESS NEW GOLF CLUB</b>	Golf and outdoor activities	Longniddry	10.71	<b>796</b>	<b>91</b>	n/d	Nov-15	1979
74	New	<b>NORTH EAST INTERIORS (ABERDEEN)</b>	Kitchen and bathroom fitter	Aberdeen	10.53	<b>1953</b>	<b>40</b>	n/d	Aug-15	1997
75	94	<b>STOBO CASTLE HEALTH SPA</b>	Health resort	Peebles	9.85	<b>6508</b>	<b>718</b>	n/d	Dec-15	1986

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76	New	<b>GLYNHILL HOTEL</b>	Hotelier	Glasgow	8.85	<b>5142</b>	<b>362</b>	152	Apr-15	1967
77	New	<b>PETTYCUR BAY HOLIDAY PARK</b>	Holiday park industry	Burntisland	8.50	<b>5288</b>	<b>895</b>	64	Feb-15	1984
78	New	<b>PRIORITY CARE GROUP</b>	Elderly residential care	Dundee	8.28	<b>7086</b>	<b>628</b>	247	Jun-15	1998
79	New	<b>WEBER MARKING</b>	Labelign and coding solutions	Tranent	8.14	<b>6755</b>	<b>370</b>	50	Dec-15	1996
80	New	<b>LANARKSHIRE ENTERPRISE SERVICES</b>	Business growth	Coatbridge	8.07	<b>4007</b>	<b>216</b>	n/d	Mar-15	1987
81	92	<b>THE DUNDEE UNITED FOOTBALL COMPANY</b>	Football club	Dundee	7.92	<b>5816</b>	<b>3948</b>	88	Jun-15	1925
82	New	<b>BALMER CARE HOMES GROUP</b>	Residential nursing homes	Renfrew	6.97	<b>7140</b>	<b>1265</b>	316	May-15	2005
83	New	<b>PIERSLAND HOUSE HOTEL COMPANY</b>	Hotelier	Troon	6.54	<b>2445</b>	<b>177</b>	78	Jan-15	1975
84	New	<b>NFU SCOTLAND</b>	Farming	Newbridge	6.35	<b>2829</b>	<b>55</b>	30	Oct-15	2001
85	New	<b>WESTERN FERRIES (CLYDE)</b>	Ferry services	Dunoon	6.34	<b>7733</b>	<b>2659</b>	66	Mar-15	1985
86	New	<b>BANDRUM NURSING HOME</b>	Care home provider	Dunfermline	6.29	<b>3445</b>	<b>249</b>	143	Aug-15	1986
87	New	<b>CIAO ROMA RESTAURANTS</b>	Restaurateurs	Edinburgh	6.09	<b>2065</b>	<b>117</b>	53	Aug-15	1996
88	New	<b>ELDER HOMES</b>	Medical nursing home	Edinburgh	6.09	<b>5618</b>	<b>1254</b>	180	Dec-14	1994
89	New	<b>PEACOCK MEDICARE</b>	Care home provider	Livingston	6.05	<b>4870</b>	<b>766</b>	203	Jul-15	1988
90	71	<b>SCOTTISH GLIDING UNION</b>	Gliding services	Kinross	5.84	<b>313</b>	<b>39</b>	n/d	Dec-15	1938
91	New	<b>DUNDEE CITY DEVELOPMENTS</b>	Buying and selling of own real estate	Dundee	5.06	<b>401</b>	<b>240</b>	n/d	Apr-15	1999
92	New	<b>SKERRYVORE</b>	A licenced, arts and entertainment venue	Glasgow	4.98	<b>5677</b>	<b>292</b>	175	Feb-15	1999
93	New	<b>AVONDALE CARE (SCOTLAND)</b>	Residential care	Falkirk	4.64	<b>5072</b>	<b>594</b>	262	Apr-15	1996
94	New	<b>DEMURE</b>	Retail sale of leather goods	Inverness	4.24	<b>658</b>	<b>642</b>	n/d	Dec-15	2004
95	New	<b>CAMERON INVESTORS</b>	Investment company	Aberdeen	4.00	<b>327</b>	<b>318</b>	n/d	Apr-15	1957
96	New	<b>J2 PROPERTY DEVELOPMENTS</b>	Real estate	Aberdeen	3.09	<b>267</b>	<b>233</b>	n/d	Dec-15	2002
97	63	<b>123V</b>	Manufacture of soft furnishings	Tillcultray	2.93	<b>1445</b>	<b>169</b>	16	Mar-15	1997
98	New	<b>MALCOLM PROPERTIES (HOLDINGS)</b>	Estate agency	Paisley	2.67	<b>4962</b>	<b>119</b>	4	Jan-15	2005
99	New	<b>RICHARD MACKAY &amp; SONS (DURNESS)</b>	Retail sale in non-specialised stores	Lairg	2.41	<b>1047</b>	<b>67</b>	5	Jan-15	1977
100	78	<b>MORISONS</b>	Solicitors	Edinburgh	0.74	<b>6650</b>	<b>1729</b>	76	Mar-15	2006



Barclays is proud to support businesses in Scotland