



EXPORT SALES

1 669.0%

Delga Group, Strood

Artists like Adele, Jessie J, Rihanna and Pixie Lott have all been seen at the Delga Group's warehouse. The printing firm has topped the pile of MegaGrowth's new list of leading exporters in the county, mainly through its dealings in the music industry.

Delga Group's success has been built in two main niche markets. It's longest running one is in the entertainment industry, printing trays and booklets for clients like Sony, Universal and Warner.

"If you go into HMV, we have printed a huge amount of the physical material you find in there," said finance director Steven King, speaking at the company's headquarters in the Midway City Estate, Strood.

Its plant in Aylesford looks after an entirely different client: the NHS. In the South East, anything you can write on in an hospital has most likely to have come from Delga.

In the future, this is where expansion will probably come from. The firm has recently landed a government tender for the public sector which has seen it pick up a big contract

from Surrey Police. Delga already deals with at least four councils in the UK. Yet its impressive export figures over the last four years have come from its music industry contracts.

Founded as Delga Press in the late 1950s, the company was incorporated in 1960. Built up by the Edwards family, at its peak the group covered 13 companies but this number has been scaled down after it was taken over by Allan Wells and Olive Gregory in 2006. Delga now deals with record labels in Germany, France, the Czech Republic and the Netherlands.

Turnover has grown from £126k in 2008/09 to £969k in 2011/12, up 669%.

Mr King said: "Over the last few years our niche market has been rationalised. There used to be five or six printers in our sector. Now we are one of two [the other being AGI Stonewood].

"We are a lot more professional now. The music industry used to be a bit more cavalier in the way it operated. Also over the last 10 years, music has changed and is now run more as a corporate business rather than a broke producing records and selling them out the back of his car."

And the key to their success?

"We are very much customer focussed," said Mr King. "We will do everything we can to make sure the customer is happy. One of our largest departments is customer services. Each customer has their own rep who manages their account. In our market we are unique from that point of view."

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2 539.5%

CSO Technik Limited, Edenbridge

This privately owned company provides solutions in the fields of air pollution control, waste water treatment and anaerobic digestion. CSO Technik manufactures equipment and distributes the complementary products and services of its partners. Based in Edenbridge, the firm operates nationally and internationally via a number of partner companies.

3 276.5%

HV Wooding Limited, Hythe

Thanks to over 40 years of experience, HV Wooding offers an unrivalled wealth of expertise and knowledge. Its services include pro-crank and tooling, CNC machining, design assistance and prototyping, all under one roof. The company's computerised manufacturing system allows for full traceability throughout the production process, while an innovative management practice helps maintain an outstanding delivery performance.

4 273.4%

Charco 2010 Limited, Dartford

Through its subsidiaries CP Hart & Sons Limited and Colourwash Limited, Charco 2010 operates a luxury bathroom business. CP Hart has been one of the UK's leading bathroom retailers and suppliers of bespoke bathrooms since 1937. Since its creation it has used innovative products and built long lasting relationships with the world's best manufacturers. Colourwash has a number of high quality showrooms across London.

5 234.8%

Crown Products (KENT) Limited, Herne Bay

A family-owned business that has been running since 1946 and has been based in Herne Bay since 1959. Its beginnings were with children's toys and furniture, before expanding his office furniture for the government. In recent times it has established itself as a kitchen furniture manufacturer and has opened a new showroom which has more than 80 furniture displays.

6 120.3%

John Hellyar and Company Limited, Whitstable

Hellyar Plastics has been the UK's leading independent compounder and distributor of thermoplastics for more than 50 years. Internationally, their name is synonymous with the consistent and reliable supply of quality plastic solutions. With operations in the UK, Ireland and mainland Europe, plus exclusive

distribution alliances with world-leading polymer suppliers, they are ideally placed to offer fast international delivery including meeting 24-hour lead times when required.

7 113.6%

Denmaur Independent Papers Limited, Sittingbourne

With nearly 30 years' experience working with some of the world's best known magazine brands, Denmaur aims to be the first choice independent supplier of fine papers. The company has been recognised by its customers and presented twice with the prestigious Professional Publishers Association Best Magazine Paper Supplier of Year Award, most recently in 2012. Appearing in the MegaGrowth Awards for the second consecutive year, Denmaur employs 73 staff and sells about 360,000 tonnes of paper a year.

8 109.5%

Wozair Limited, Gillingham

A worldwide market leader in design manufacture and supply of specialist ventilation equipment for the offshore and oil and gas, marine, nuclear and process industries. Based in Gillingham Business Park, Wozair has offices in the US, Asia, Dubai and Australia and works with some of the world's most prestigious organisations including BP, Shell and British Gas.

9 104.4%

WM Lillico & Son (Holdings), Aylesford

Lillico Atlee is the agricultural trading division of WM Lillico & Son. Lillico Atlee has a wide range of agricultural inputs including animal feed, minerals, milk powders, yeasts, liquid feeds, feed blocks, grass seeds, maize seed, cereal seeds, sludge additives and fertiliser. Lillico's Country Stores in Aylesford, Dorking and Speldhurst, form the retail division of Lillico Atlee and supply a large range of products to equestrians, pet owners, farmers and small holders.

10 81.2%

BMM Weston Holdings Limited, Faversham

The BMM Weston Group is a leading designer and manufacturer of engineering products. It provides products and services to livestock, commercial laundry, textile, foundry and engineering fields worldwide. Originally established in London in 1882, the group now operates from offices in Faversham. As well as serving a flourishing UK market, BMM Weston exports globally, bringing its specialist expertise, manufacturing quality and traditional business values to industries, organisations and people across every continent.