



the sunday times 60 best green companies

4 Commercial
Office supplies

Environmental impact	Low
Employer/employee ranking	6/4
Staff numbers	143
Gas	n/a
Electricity	0.8 MWh (-17.4%)
Water	4.1 m ³ (-1%)

As a member of the London audience invited to hear former US vice-president Al Gore present An Inconvenient Truth, his film on climate change, Simone Mann, a co-founder of Commercial, was inspired to put the firm's impact on the environment at the heart of its business strategy. The company, which supplies everything from pens and fax machines to IT infrastructure, office furnishing and staff, has been carbon neutral ever since.

One of Britain's largest independently-owned office services firms with a £29m turnover and 143 employees, Commercial not only helps its 2,500 customers find greener ways to run their offices, with more than 10,000 products boasting measurable environmental benefits, it has a range of initiatives that reduce its environmental impact at its head office in Cheltenham.

Since 2008, the business has used biodiesel for its van fleet, which has reduced its carbon emissions by more than 50%. The company's use of a pioneering blending system using sustainable biodiesel has enabled staff with diesel cars to reduce vehicle emissions by up to 80%. Its award-winning dynamic routing system uses tracker data, and predictive analysis of deliveries and roadworks to make deliveries more efficient, saving more than 150,000 miles of travel and resulting in three vans being taken off the road.

Staff consider Commercial a leader



in its approach to environmental management (a positive green score of 96%). They think its green credentials are becoming more important to customers and help it win business (both 94%). All three are top five scores in our employee survey. Those attributes were also key in attracting people to the firm (63%, just five other organisations scored higher).

Commercial's carbon footprint has fallen by 15% since 2008 and 5% in the past year, and a paperless ordering e-commerce system accounts for more than 85% of orders. Air source heat pumps also provide up to 40% of its energy needs.

More Commercial employees feel encouraged to take part in the company's green community scheme than at any other but one firm on the list (89%). Arthur Hindmarch, the managing director, who co-founded the business with his sister and a friend from university, is open to suggestions for improvements (93%) and a focus on work-related travel has seen commuting emissions reduced by 27%, while facilities for those cycling, running or walking in are excellent (89%, and the top score).

commercial.co.uk

Making the world greener

% score for being encouraged to take part in firms' green programmes Page

1	Fourfront Group	90.7	26
2	Commercial	89.0	10
3	Marriott Hotels International	88.9	11
4	Olswang LLP	88.7	24
5	UKOS	88.0	11
6	Wiles Greenworld	87.0	8
7	AXA PPP Healthcare	85.2	23
8	British Land	81.6	16
9	Penguin Group	81.5	11
10	Lend Lease	81.4	10

The greenest employees

% green score Page

1	Wiles Greenworld	93.5	8
2	UKOS	89.7	11
3	Fourfront Group	85.6	26
4	Commercial	84.7	10
5	Warren Evans	84.6	18
6	Nikwax	82.4	26
7	Morgan Lovell	81.6	16
8	Purcell Miller Tritton	81.5	24
9	Marriott Hotels International	81.1	11
10	Octink	81.0	26

Leader of the pack

% score for leading the way on environmental management Page

1	Wiles Greenworld	99.3	8
2	UKOS	96.7	11
3	Commercial	95.9	10
4	Morgan Lovell	94.0	16
5	Warren Evans	92.5	18
6	Fourfront Group	92.1	26
7	Octink	89.8	26
8	Marks & Spencer	89.3	15
9	Nikwax	88.7	26
10	Infinis	87.6	10

THE SUNDAY TIMES



BEST GREEN COMPANIES

2011

The Sunday Times 60 Best Green Companies 2011

Green rank	2010 rank	Company	Industry	Size	Impact	UK headquarters	Staff	Sales (£m)	Profits (£m)	Founded	Green Policy and systems	Training and resources	Reporting and communications	Performance	Web address	Page
1	2	Skanska UK	Construction	Big	High	Maple Cross	5,127	1,277.0	38.0	2004	✔	✔	✔	✔	skanska.co.uk	8
2	12	Wiles Greenworld	Office supplies	Small	Low	London	50	6.1	0.3	1943	✔	✔	✔	✔	wilesgreenworld.co.uk	8
3	4	The Co-operative	Retailing and financial services	Big	Medium	Manchester	75,004	13,674.0	295.0	1863	✔	✔	✔	✔	co-operative.coop	9
4		Commercial	Office supplies	Small	Low	Cheltenham	143	29.0	1.0	1991	✔	✔	✔	✔	commercial.co.uk	10
5	3	Infinis	Power generation	Mid	High	Northampton	370	143.0	15.0	2006	✔	✔	✔	✔	infinis.com	10
6	34	Lend Lease	Construction	Mid	High	London	2,628	1,280.0	61.0	1991	✔	✔	✔	✔	lendlease.com	10
7	11	Penguin Group (UK)	Printing and newspaper publishing	Mid	Medium	London	828	356.0	14.0	1936	✔	✔	✔	✔	penguin.co.uk	11
8	1	UKOS	Office supplies	Small	Low	Hemel Hempstead	61	9.7	0.1	2000	✔	✔	✔	✔	ukosplc.com	11
9	7	Marriott Hotels International	Hotels and catering	Big	Medium	London	10,000	471.0	179.0	2000	✔	✔	✔	✔	marriott.com	11
10	8	Carillion	Construction	Big	High	Wolverhampton	21,187	3,848.0	126.0	1999	✔	✔	✔	✔	carillionplc.com	12
11	26	Building Research Establishment	Research and development	Mid	Low	Watford	587		1.3	1997			✔	✔	bre.co.uk	12
12	36	Eversheds LLP	Legal firm	Mid	Low	London	2,602	322.0	105.0	2000			✔	✔	eversheds.com	12
13	20	Muntons	Food and drink	Mid	High	Stowmarket	281	49.0	3.0	1917	✔			✔	muntons.com	13
14	25	BAM Construct UK	Construction	Mid	High	Hemel Hempstead	2,596	1,134.0	20.0	1997	✔	✔	✔	✔	bam.co.uk	14
15	19	thecentremk	Retailing	Small	Medium	Milton Keynes	112		11.4	1979	✔	✔	✔	✔	thecentremk.com	14
16	50	BAM Nuttall	Civil engineering	Mid	High	Camberley	3,030	690.0	16.0	2008	✔	✔	✔	✔	bamnuttall.co.uk	14
17	6	Willmott Dixon	Construction	Mid	High	Letchworth	2,605	979.0	26.0	1952	✔	✔	✔	✔	willmott Dixongroup.co.uk	14
18	44	B & Q	Retailing	Big	Medium	Chandlers Ford	21,942	4,000.0	217.0	1969			✔	✔	diy.com	15
19		Marks & Spencer	Retailing	Big	Medium	London	50,000	8,568.0	653.0	1884	✔		✔	✔	marksandspencer.com	15
20	41	Hain Celestial UK	Food and drink	Mid	High	Luton	525	39.0	0.5	2006		✔	✔	✔	hain-celestial.co.uk	15
21	14	Gentoo	Property development	Mid	Medium	Sunderland	1,684	144.0	-17.0	2007		✔	✔	✔	gentoogroup.com	16
22	51	British Land	Property development	Small	Medium	London	156	561.0	249.0	1856	✔			✔	britishland.com	16
23		Morgan Lovell	Office design	Small	Medium	London	105	55.0	3.5	1977	✔		✔	✔	morganlovell.co.uk	16
24		Wates Group	Construction	Mid	High	Leatherhead	1,989	981.0	44.0	1984	✔			✔	wates.co.uk	16
25	33	Johnson Tiles	Building materials	Mid	High	Stoke-on-Trent	403	44.1	1.3	2008			✔	✔	johnson-tiles.com	18
26		National Grid	Energy and fuel distribution	Big	Medium	Warwick	10,211	5,524.0	2,180.0	2002	✔	✔	✔	✔	nationalgrid.com/uk	18
27	28	Warren Evans	Manufacturing	Small	Medium	London	164	13.5	0.3	1979			✔	✔	warrenevans.com	18
28	39	Duraweld	Manufacturing	Small	Medium	Scarborough	66			1959			✔	✔	duraweld.co.uk	19
29	38	Kingspan	Building materials	Mid	High	Holywell	305	75.0	18.0	1972		✔	✔	✔	kingspanpanels.com	19
30	13	Milliken	Manufacturing	Mid	Medium	Wigan	678	103.0	7.0	1976	✔		✔	✔	milliken.com	19
31	32	BT Group	Telecoms	Big	Low	London	78,506	16,054.0		1984	✔	✔	✔	✔	btplc.com	19
32		Jestico + Whites	Architects	Small	Low	London	85	7.5	0.7	1994	✔			✔	jesticowhites.com	20
33		Ecotricity Group	Power generation	Small	High	Stroud	189	36.0	4.0	1998			✔	✔	ecotricity.co.uk	20
34		e2v Technologies	Manufacturing	Mid	Medium	Chelmsford	874	217.0	10.0	2002			✔	✔	e2v.com	20
35	22	Canary Wharf Group	Property development	Mid	Medium	London	760			2001			✔	✔	canarywharf.com	21
36	15	Logica	Information technology	Big	Low	Reading	5,477	709.0	60.0	2008			✔	✔	logica.com	21
37	31	MediaCom	Media	Mid	Low	London	626	1,025.4	16.0	1986			✔	✔	mediacom.com	21
38	27	PricewaterhouseCoopers	Professional services	Big	Low	London	14,875	2,331.0	665.0	1998			✔	✔	pwc.co.uk	21
39		Equity Solutions & Partners	Property investment	Small	Low	Stockport	89	18.8	1.3	2002		✔		✔	equitysolutions.org.uk	23
40		Sheppard Robson	Architects	Small	Low	London	199	15.0	3.0	1938	✔			✔	sheppardrobson.com	23
41	35	AXA PPP Healthcare	Financial services	Mid	Medium	Tunbridge Wells	1,986	1,035.0	43.0	1996		✔	✔	✔	axapphealthcare.co.uk	23
42	45	Johnson Cleaners UK	Retailing	Mid	Medium	Prescot	982	66.0	2.0	1995			✔	✔	johnsoncleaners.com	23
43		SITA UK	Waste management	Big	High	Maidenhead	6,115	717.0	80.0	1988		✔	✔	✔	sita.co.uk	24
44	42	Olswang LLP	Legal firm	Mid	Low	London	540	83.0	31.0	1981			✔	✔	olswang.com	24
45		Balfour Beatty	Construction	Big	High	London	32,460	5,953.0	319.0	2000			✔	✔	balfourbeatty.com	24
46	58	Purcell Miller Tritton	Architects	Small	Low	Norwich	154	9.8	1.5	1947			✔	✔	purcellmillertriton.com	24
47	24	Aggregate Industries	Building materials	Big	High	Markfield	5,109		n/a	1997			✔	✔	aggregate.com	25
48	48	Clear Channel UK	Advertising	Mid	Low	London	677	n/a	n/a	2002		✔		✔	clearchannel.co.uk	25
49	49	Capgemini UK	Information technology	Big	Low	Woking	8,552	n/a	53.5	1968		✔		✔	uk.capgemini.com	25
50	53	RSA Insurance Group	Financial services	Big	Medium	London	7,269	2,925.0	149.0	1996			✔	✔	rsagroup.com	25
51		Natural England	Government agency	Mid	Low	Sheffield	2,735	231.0	n/a	2006		✔	✔	✔	naturalengland.org.uk	26
52		McArthurGlen UK	Retailing	Small	Medium	London	161	n/a	n/a	2002	✔			✔	mcarthurglen.com	26
53		Peter Brett Associates LLP	Professional services	Mid	Low	Reading	387	29.0	0.4	2008	✔			✔	peterbrett.com	26
54	18	Octink	Manufacturing	Small	Medium	London	100	11.0	0.3	1961		✔		✔	octink.com	26
55	56	Nikwax	Manufacturing	Small	Medium	Wadhurst	80	7.0	0.7	1977			✔	✔	nikwax.co.uk	26
56		Fourfront Group	Information technology	Small	Low	Egham	91	33.0	0.6	2000			✔	✔	fourfrontgroup.co.uk	26
57		Microsoft	Information technology	Mid	Low	Reading	2,504	659.9	76.9	1982			✔	✔	microsoft.com/uk	26
58		Ricoh UK	Manufacturing	Mid	Medium	Northampton	2,800	417.0	1.0	2010			✔	✔	ricoh.co.uk	26
59	54	HarperCollins Publishers	Printing and newspaper publishing	Mid	Medium	London	954	118.3	28.0	1989			✔	✔	harpercollins.co.uk	26
60		Big Yellow Self Storage	Storage facilities	Mid	Low	Bagshot	252	57.9	16.5	1999			✔	✔	bigyellow.co.uk	26