## James M. Brown Limited

## **Abbreviated Accounts**

31 December 2006

Registered Number 382434

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## Registered No 382434

## **DIRECTORS**

N W Gibson

(Chairman)

M G Hughes K A Alexander W P Alexander

#### **SECRETARY**

N Sımcock

## **AUDITORS**

Bentley Jennison 5 Ridge House Ridge House Drive Festival Park Stoke on Trent Staffordshire ST1 5SJ

#### **BANKERS**

Bank of Scotland West End Branch 14/16 Cockspur Street London SW1 5BL

## **REGISTERED OFFICE**

Napier Street Fenton Stoke-on-Trent Staffordshire ST4 4NX

### **DIRECTORS' REPORT**

The directors submit their report and accounts for the year ended 31 December 2006

#### **RESULTS AND DIVIDENDS**

The profit for the year after taxation amounted to £868,000 (2005 £187,000) and has been transferred to accumulated profits. Dividends of £117,000 (2005 £810,000) were paid during the year.

#### PRINCIPAL ACTIVITY AND REVIEW OF THE BUSINESS

We aim to present a balanced and comprehensive review of the development and performance of the business during the year and its position at the year end. Our review is written in the context of the risks and uncertainties we face

The company's principal activity is the manufacture and sale of pigments and inorganic chemicals

We consider that our key financial performance indicators are those that consider the financial performance of the company, being profit margins

The gross profit has increased by 18% from £3,007,000 last year to £3,536,000 this year Profit before tax has increased from £304,000 to £875,000, whilst profit after tax has risen from £187,000 to £868,000

The business environment in which we operate continues to be challenging. With these risks and uncertainties in mind, we are aware that any plans for the future development of the business may be subject to unforeseen events outside of our control. However we will continue to show flexibility and respond to market conditions as they arise.

#### MARKET VALUE OF LAND AND BUILDINGS

In the opinion of the directors the market value of freehold land and buildings exceeds its book value but, in the absence of a professional valuation, they are unable to quantify the amount

#### **FIXED ASSETS**

The changes in fixed assets during the year are summarised in notes 8 and 9 to the accounts

## **DIRECTORS' REPORT**

## **DIRECTORS AND THEIR INTERESTS**

The directors who served throughout the year were

N W Gibson

(Chairman)

M G Hughes K A Alexander

W P Alexander

K A Alexander retires by rotation and being eligible offers himself for re-election

K A Alexander, W P Alexander and N W Gibson are directors of the ultimate parent undertaking and their interests in the shares of the ultimate parent undertaking are shown in that company's accounts

No other director had an interest in the shares of the company or any group undertakings at any time during the year

#### **AUDITORS**

The auditors, Bentley Jennison, will be proposed for re-appointment in accordance with section 385 of the Companies Act 1985

By order of the board

N Simcock Secretary

14 March 2007

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

#### Directors' responsibilities

The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and United Kingdom Generally Accepted Accounting Practice

Directors are required by company law to prepare financial statements which give a true and fair view of the state of affairs of the company at the end of the financial year and of the profit or loss of the company for the period ending on that date. In preparing those financial statements, directors are required to

- select suitable accounting policies and apply them consistently,
- make judgments and estimates that are reasonable and prudent,
- prepare the financial statements on a going concern basis unless it is inappropriate to presume that the company will continue in business

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure the financial statements comply with the Companies Act 1985. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the company and to prevent and detect fraud and other irregularities.

Each director has taken steps that they ought to have taken as a director in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information. The directors confirm that there is no relevant information that they know of and which they know the auditors are unaware of

## INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF JAMES M. BROWN LIMITED UNDER SECTION 247B OF THE COMPANIES ACT 1985

We have examined the abbreviated accounts of James M Brown Limited, set out on pages 6 to 17 together with the financial statements of the company for the year ended 31 December 2006 prepared under section 226 of the Companies Act 1985

This report is made solely to the company, as a body, in accordance with Section 247B of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company, for our audit work, for this report, or for the opinions we have formed

#### Respective responsibilities of directors and auditors

The directors are responsible for preparing the abbreviated accounts in accordance with section 246A of the Companies Act 1985. It is our responsibility to form an independent opinion as to whether the company is entitled to deliver abbreviated accounts prepared in accordance with sections 246A(3) of the Act to the registrar of companies and whether the abbreviated accounts to be delivered are properly prepared in accordance with those provisions and to report our opinion to you.

### Basis of opinion

We conducted our work in accordance with Bulletin 2006/3 "The special auditor's report on abbreviated accounts in the United Kingdom" issued by the Auditing Practices Board In accordance with that Bulletin we have carried out the procedures we consider necessary to confirm, by reference to the financial statements, that the company is entitled to deliver abbreviated accounts and that the abbreviated accounts to be delivered are properly prepared

#### Opinion

In our opinion the company is entitled to deliver abbreviated accounts prepared in accordance with section 246A(3) of the Companies Act 1985, and the abbreviated accounts are properly prepared in accordance with that provision

Newton Jenn

5 Ridge House Ridge House Drive Festival Park Stoke-on-Trent ST1 5SJ

Bentley Jennison

Chartered Accountants& Registered Auditors

Date 27 Alarch 2007

# PROFIT AND LOSS ACCOUNT for the year ended 31 December 2006

|   | Notes  | 2006<br>£'000  | 2005<br>£'000          |
|---|--------|----------------|------------------------|
| GROSS PROFIT Operating costs  |        | 3,536<br>2,752 | 3,007<br>2,741         |
| OPERATING PROFIT  | 5      | 784            | 266                    |
| Profit on disposal of fixed assets  | 6<br>6 |                | 20                     |
| Exceptional items   | 6      |                | (129)<br>————<br>(109) |
| Interest receivable   |        | 91             | 147                    |
| PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION  Tax on profit on ordinary activities | 7      | 875<br>7       | 304<br>117             |
| PROFIT FOR THE FINANCIAL YEAR   | ,      | 868            | 187                    |
|   |        | =====          | =====                  |

## **CONTINUING OPERATIONS**

All amounts relate to continuing operations

## STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES

There are no recognised gains or losses for the year other than the profit attributable to the shareholders of this company of £868,000 for the year ended 31 December 2006 (2005 £187,000)

## **BALANCE SHEET** at 31 December 2006

|   | Notes | 2006<br>£'000 | 2005<br>£'000 |
|---|-------|---------------|---------------|
| FIXED ASSETS                                  |       | -             |               |
| Intangible assets                             | 8     | 765           | -             |
| Tangible assets                               | 9     | 847           | 881           |
|   |       | 1,612         | 881           |
| CURRENT ASSETS                                |       |               |               |
| Stocks  | 11    | 2,492         | 2,471         |
| Debtors                                       | 12    | 4,386         | 3,208         |
| Cash and short term deposits                  |       | 735           | 1,295         |
|   |       | 7,613         | 6,974         |
| CREDITORS amounts falling due within one year | 13    | 1,874         | 1,255         |
| NET CURRENT ASSETS                            |       | 5,739         | 5,719         |
| TOTAL ASSETS LESS CURRENT LIABILITIES         |       | 7,351         | 6,600         |
| PROVISION FOR LIABILITIES AND CHARGES         |       |               |               |
| Deferred taxation                             | 14    | <del>-</del>  | -             |
|   |       | 7,351         | 6,600         |
|   |       |               |               |
| CAPITAL AND RESERVES                          |       |               |               |
| Called up share capital                       | 15    | 450           | 450           |
| General reserve                               | 16    | 850           | 850           |
| Profit and loss account                       | 16    | 6,051         | 5,300         |
| EQUITY SHAREHOLDERS' FUNDS                    | 16    | 7,351         | 6,600         |
|   |       |               |               |

The accounts are prepared in accordance with the special provisions of Part VII of the Companies Act 1985 relating to medium sized companies

The financial statements were approved by the board on 14 March 2007 and signed on its behalf

N W Gibson Director

M G Hughes

Director

#### 1. ACCOUNTING POLICIES

#### Accounting convention

The accounts are prepared under the historical cost convention and in accordance with applicable accounting standards

#### Cash flow statement

The company has taken advantage of the exemption not to prepare a cash flow statement under FRS1 (Cash Flow Statements) as it is a wholly owned subsidiary

#### Stocks

Stocks are stated at the lower of cost and net realisable value. Cost includes all costs incurred in bringing each product to its present location and condition, as follows

Raw materials and goods for resale

purchase cost on a first in, first out basis

Work in progress and finished goods

cost of direct materials and labour plus attributable overhead based on normal level of activity

Net realisable value is based on estimated selling price less any further costs expected to be incurred to completion and disposal

#### Fixed Assets

The cost of tangible fixed assets is their purchase cost, together with any incidental expenses of acquisition. The carrying values of tangible fixed assets are reviewed for impairment in periods if events or changes in circumstances indicate the carrying value may not be recoverable.

#### Goodwill

Positive goodwill is capitalised, classified as an asset on the balance sheet and amortised on a straight line basis over its useful economic life of 3 years. Goodwill is reviewed for impairment at the end of the first financial year following acquisition and in other periods if events or changes in circumstances indicate that the carrying values may not be recoverable.

#### Depreciation

Depreciation is provided on all tangible fixed assets, other than freehold land, at rates calculated to write off the cost or valuation, less estimated residual value, of each asset evenly over its expected useful life, as follows

Freehold building Plant and machinery Motor vehicles over 20 years

over 3 to 10 years over 4 years

### Investments

Investments are disclosed in the accounts at historical cost, less any provision considered for a permanent diminution of value. The carrying values of investments are reviewed for impairment in periods if events or changes in circumstances indicate the carrying value may not be recoverable.

#### Research and development expenditure

Research and development expenditure is written off in the year in which it is incurred

#### 1. ACCOUNTING POLICIES (continued)

#### Foreign currencies

Transactions in foreign currencies are recorded at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are re-translated at the rate of exchange ruling at the balance sheet date. All differences are taken to the profit and loss account.

#### Pension benefits

The company participates in the Tennants Consolidated Limited Pension Fund, operated by the ultimate parent company. Formerly a defined benefit scheme, on 31 January 2002 the defined benefit section was placed on a paid up basis and all members were invited to join a defined contribution section from that date.

#### Defined benefit section

Pension benefits are funded over the employees' periods of service. The cost is calculated by an independent, qualified actuary and deficiencies or surpluses arising from triennial valuations of the group's scheme are amortised over the remaining service lives of employees.

It is not possible to identify the company's share of the underlying assets and liabilities on a consistent and reasonable basis and therefore the company accounts for contributions as if they were being paid into a defined contribution scheme

#### Defined contribution section

Contributions are charged to the profit and loss account as they become payable in accordance with the rules of the scheme

## Deferred taxation

Provision is made in full for all taxation deferred in respect of timing differences that have originated but not reversed by the balance sheet date, except for gains on disposal of fixed assets which will be rolled over into replacement assets. No provision is made for taxation on permanent differences

Deferred tax assets are recognised to the extent that it is more likely than not that they will be recovered

#### Related Party Transactions

The company has taken advantage of the exemption not to disclose related party transactions with other members of the group under FRS8 (Related Party Disclosures), as it is a wholly owned subsidiary

## 2. TURNOVER

Turnover disclosure is not required

| _  | <br>      |      |  |
|----|-----------|------|--|
| -2 | <br>A L L | COST |  |
|    |           |      |  |

| 3 | STAFF COSTS  |                |              |
|---|--|----------------|--------------|
|   |  | 2006           | 2005         |
|   |  | £'000          | £'000        |
|   |  |                |              |
|   | Wages and salaries   | 1,593          | 1,699        |
|   | Social security costs  | 175            | 184          |
|   | Pension costs for the defined contribution scheme                | 131            | 146          |
|   | Additional contribution for the shortfall in the company's       | ,,,,           | ,            |
|   | defined benefit pension scheme                                   | 65             | _            |
|   | Solmos Bollon, parialen oariatio                                 |                |              |
|   |  | 1,964          | 2,029        |
|   |  |                |              |
|   |  |                |              |
|   | The average number of persons employed by the company during the | vear, includir | a directors. |
|   | was as follows   | •              | ,            |
|   |  | 2006           | 2005         |
|   |  | No             | No           |
|   |  |                |              |
|   | Management and administration                                    | 17             | 18           |
|   | Sales  | 4              | 5            |
|   | Production   | 44             | 47           |
|   |  | <del></del>    |              |
|   |  | 65             | 70           |
|   |  |                |              |
|   | DIDECTORS PAGE UNENTO  |                |              |
| 4 | DIRECTORS' EMOLUMENTS  |                |              |
|   |  | 2006           | 2005         |
|   |  | £'000          | £'000        |
|   | First west.  | 405            | 400          |
|   | Emoluments   | 165            | 182          |
|   | Contributions to money purchase pension scheme                   | 6              | 9            |
|   |  |                | ====         |
|   |  | 2006           | 2005         |
|   |  | 2006<br>No     | 2005<br>No   |
|   |  | NO             | 100          |
|   | Members of defined benefit pension schemes                       | 1              | 1            |
|   | Members of defined contribution pension schemes                  | 1              | 1            |
|   | Michipers of delined contribution bension schemes                | ı              | ı            |
|   |  |                |              |

The member of the defined contribution pension scheme is also a member of the defined benefit scheme but for deferred benefits only

| 5  | OPERATING PROFIT  |               |               |
|----|---|---------------|---------------|
|    |   | 2006<br>£'000 | 2005<br>£'000 |
|    | This is stated after charging/(crediting)   | 2 000         | 2 000         |
|    | Sales commissions received Net loss/(gains) on foreign currency transactions              | -<br>16       | (50)<br>45    |
|    | (Profit)/loss on disposal of fixed assets   | 4             | (11)          |
|    | Auditors' remuneration Depreciation of tangible fixed assets                              | 11<br>120     | 11<br>238     |
|    | Amortisation of intangible fixed assets   | 219           | -             |
| 6. | EXCEPTIONAL ITEMS   |               |               |
|    |   | 2006<br>£'000 | 2005<br>£'000 |
|    | Profit on disposal of property  | -             | 20            |
|    | Exceptional items   |               |               |
|    | Income from closure of subsidiary Costs incurred on closure of subsidiary                 | <del>-</del>  | 70<br>(51)    |
|    | Exceptional redundancy costs  | -             | (109)         |
|    | Additional contribution for the shortfall in the company's defined benefit pension scheme | -             | (39)          |
|    | •   |               | (129)         |
|    |   | <del></del>   | (129)         |
| 7. | TAXATION OF PROFIT ON ORDINARY ACTIVITIES   | 2222          | 0005          |
|    |   | 2006<br>£'000 | 2005<br>£'000 |
|    | Based on the profit for the year  |               |               |
|    | Current year Corporation tax at 30% (2005 30%)  | 265           | -             |
|    | Amount payable to fellow subsidiary undertakings  |               | 120           |
|    | in respect of tax saved by group relief Deferred taxation                                 | -             | 129<br>(11)   |
|    |   | 265           | 118           |
|    | Amounts under/(over) provided in previous years   |               |               |
|    | Corporation tax   | (258)         | (1)           |
|    |   | 7             | 117           |
|    |   |               |               |

## 7. TAXATION OF PROFIT ON ORDINARY ACTIVITIES (continued)

Factors affecting tax charge for the period. The tax assessed for the period is lower than the standard rate of corporation tax in the UK (30%) The difference is explained below 2005 2006 £'000 £'000 Profit on ordinary activities before tax 875 304 Profit on ordinary activities multiplied by the relevant standard rate of corporation tax in the UK of 30% (2004 30%) 262 91 Other expenses not deductible for tax purposes Depreciation for period in excess of capital allowances (1)31 Origination and reversal of timing differences Group relief (129)

265

Factors affecting future tax charge.

There are no factors that affect future tax charges

#### 8 INTANGIBLE FIXED ASSETS

|   | Goodwill |
|---|----------|
|   | £'000    |
| Cost At 31 December 2005 Additions                    | -<br>984 |
| At 31 December 2006                                   | 984      |
| Amortisation At 31 December 2005 Charged for the year | <br>219  |
| At 31 December 2006                                   | 219      |
| Net book value<br>At 31 December 2006                 | 765      |
| At 31 December 2005                                   | -        |
|   |          |

## 9. TANGIBLE FIXED ASSETS

|                      | Freehold<br>land and<br>buildings<br>£'000 | Motor<br>vehicles<br>£'000 | Plant and<br>Machinery<br>£'000 | Total<br>£'000 |
|----------------------|--|----------------------------|---------------------------------|----------------|
| Cost                 |  |                            |                                 |                |
| At 31 December 2005  | 1,572                                      | 106                        | 3,353                           | 5,031          |
| Additions            | •  | -                          | 100                             | 100            |
| Disposals            | -  | (21)                       | -                               | (21)           |
| At 31 December 2006  | 1,572                                      | 85                         | 3,453                           | 5,110          |
| Depreciation         |  |                            | <del> </del>                    |                |
| At 31 December 2005  | 909  | 46                         | 3,195                           | 4,150          |
| Disposals            | -  | (7)                        | -                               | (7)            |
| Charged for the year | 48   | 21                         | 51                              | 120            |
| At 31 December 2006  | 957  | 60                         | 3,246                           | 4,263          |
| Net book value       |  |                            | · · · · · · · · ·               | ···            |
| At 31 December 2006  | 615  | 25                         | 207                             | 847            |
| At 31 December 2005  | 663  | 60                         | 158                             | 881            |
|                      |  |                            |                                 |                |

#### 10 INVESTMENTS

| Name of company | Country of<br>registration | Holding         | Proportion<br>held | Nature of<br>business |
|-----------------|----------------------------|-----------------|--------------------|-----------------------|
| Ratauds Limited | England &<br>Wales         | Ordinary shares | 100%               | Dormant               |

The company is itself a subsidiary company and is exempt from the requirement to prepare group accounts by virtue of section 228 of the Companies Act 1985. These financial statements therefore present information about the company as an individual undertaking and not about its group.

| 1 | 1 | ST | ra | C | KS |
|---|---|----|----|---|----|
|   |   |    |    |   |    |

|                                     | 2006  | 2005  |
|-------------------------------------|-------|-------|
|                                     | £'000 | £'000 |
| Raw materials and consumables       | 255   | 396   |
| Work in progress                    | 144   | 256   |
| Finished goods and goods for resale | 2,093 | 1,819 |
|                                     | 2,492 | 2,471 |
|                                     |       |       |

The difference between purchase price or production cost of stocks and their replacement cost is not material

## 12. DEBTORS

|  | 2006  | 2005  |
|--|-------|-------|
|  | £'000 | £'000 |
| Amounts falling due within one year            |       |       |
| Trade debtors                                  | 2,902 | 1,900 |
| Amounts owed by parent undertaking             | 1,218 | 1,234 |
| Amounts owed by fellow subsidiary undertakings | 79    | 8     |
| Other taxes                                    | -     | 2     |
| Other debtors                                  | 6     | 1     |
| Prepayments and accrued income                 | 181   | 63    |
|  | 4,386 | 3,208 |
|  |       |       |

## 13 CREDITORS: Amounts falling due within one year

|  | 2006<br>£'000 | 2005<br>£'000 |
|--|---------------|---------------|
| Trade creditors                                | 1,354         | 836           |
| Amounts owed to parent undertaking             | 30            | 16            |
| Amounts owed to fellow subsidiary undertakings | 19            | 18            |
| Other taxes and social security costs          | 178           | 73            |
| Corporation tax                                | 96            | -             |
| Group relief                                   | -             | 129           |
| Accruals                                       | 197           | 183           |
|  | 1,874         | 1,255         |
|  |               |               |

| 14. | PROVISIONS FOR LIABILITIES AND CHARG<br>Deferred taxation provided in the accounts is as |            |            |   |                             |
|-----|--|------------|------------|---|-----------------------------|
|     | At 1 January 2006<br>Charge for the year   |            |            | 2006<br>£'000<br>-<br>-   | 2005<br>£'000<br>11<br>(11) |
|     | At 31 December 2006  |            |            | <u>-</u>  |                             |
|     | Amounts provided Accelerated capital allowances  |            |            | <u>-</u>  | <del>-</del>                |
|     |  |            | ;          | <del>-</del>  |                             |
| 15  | SHARE CAPITAL  |            | Au         | ithorised<br>2006   | 2005                        |
|     | Ordinary shares of £1 each   |            |            | £'000<br>500  | £'000<br>500                |
|     |  | 2006<br>No | 2005<br>No | Allotted, called up<br>and fully paid<br>2006 2005<br>£'000 £'000 |                             |
|     | Ordinary shares of £1 each   | 450,000    | 450,000    | 450<br>   | 450<br>———                  |

## 16. RECONCILIATION OF SHAREHOLDERS' FUNDS AND MOVEMENTS ON RESERVES

|                     |       | Share   | General | Profit and   |       |
|---------------------|-------|---------|---------|--------------|-------|
|                     |       | capıtal | reserve | loss account | Total |
|                     | Notes | £'000   | £'000   | £'000        | £'000 |
| At 1 January 2005   |       | 450     | 850     | 5,923        | 7,223 |
| Profit for the year |       | -       | -       | 187          | 187   |
| Dividend            | 17    | -       | -       | (810)        | (810) |
| At 1 January 2006   |       | 450     | 850     | 5,300        | 6,600 |
| Profit for the year |       | -       | -       | 868          | 868   |
| Dividend            | 17    | -       | -       | (117)        | (117) |
| At 31 December 2006 |       | 450     | 850     | 6,051        | 7,351 |
|                     |       |         |         |              |       |

## 17 DIVIDENDS

| inal dividend for 2005 paid<br>hterim dividend paid | 2006<br>£'000<br>47<br>70 | 2005<br>£'000<br>-<br>810 |
|---|---------------------------|---------------------------|
|   | 117                       | 810                       |

#### 18 PENSION COSTS

The company participates in the Tennants Consolidated Limited Pension Fund, a combined defined benefit and defined contribution scheme, operated by the ultimate parent company. An actuarial valuation of the scheme took place as at 30 September 2004 and further details are shown in the financial statements of Tennants Consolidated Limited.

The cost of the company's contributions to the defined contribution section of the Group scheme (note 3) amounted to £131,000 (2005 £146,000) Additional company contributions (note 3) in respect of the shortfall in the defined benefit section of the Group scheme amounted to £65,000 (2005 £39,000) There were outstanding contributions of £11,000 (2005 £18,000) payable to the fund at the balance sheet date

#### 19. CONTINGENT LIABILITIES

The bank holds a terminal indemnity to H M Customs & Excise for £50,000

#### 20 ULTIMATE PARENT UNDERTAKING AND CONTROLLING PARTY

The ultimate parent undertaking and controlling party is Tennants Consolidated Limited, a company registered in England and Wales. It has included the company in its group accounts, copies of which can be obtained from Companies House.