

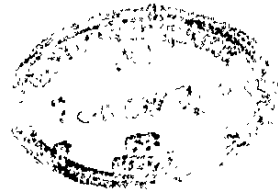
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# VIBROPLANT PLC



ANNUAL REPORT AND STATEMENT OF ACCOUNTS  
1986



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# DIRECTORS AND OFFICERS

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## **Directors**

Jeremy F. G. Pilkington  
(Chairman and Managing Director)

Harry F. Staiano

Brian St. John

Neil R. Partridge, B.A., A.C.A.

Simon H. J. A. Knott, B.A.

Margaret A. Pilkington

## **Secretary**

Neil R. Partridge, B.A., A.C.A.

## **Registered Office**

Prospect Road, Starbeck,  
Harrogate, North Yorkshire, HG2 7PW.

## **Auditors**

Learoyd & Longbottom,  
(Chartered Accountants)  
4, North Park Road,  
Harrogate, North Yorkshire, HG1 5PA.

## **Solicitors**

Kirbys,  
32, Victoria Avenue,  
Harrogate, North Yorkshire, HG1 5PT.

## **Bankers**

National Westminster Bank PLC,  
3, Cambridge Crescent,  
Harrogate, North Yorkshire, HG1 1PJ.

## **Registrars and Transfer Office**

W. H. Stentiford & Co.,  
Woodland House, Collingwood Road,  
Witham, Essex, CM8 2TS.



# NOTICE OF MEETING

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NOTICE IS HEREBY GIVEN that the FOURTEENTH ANNUAL GENERAL MEETING of the Company will be held at the QUEEN'S HOTEL, LEEDS, on Monday 22nd September, 1986 at 1-00 p.m. for the following purposes:—

- 1 To receive and adopt the Directors' Report and Financial Statements for the year ended 31st March, 1986.
- 2 To declare a Final Dividend.
- 3 To re-elect Directors.
- 4 To re-appoint Messrs. Learoyd & Longbottom as Auditors and to authorise the Directors to fix their remuneration.

## Special Business

To consider and, if thought fit, pass the following resolution which will be proposed as a special resolution:—

- 5 That:—
  - (a) The Directors be generally authorised pursuant to Section 80 of the Companies Act 1985 to exercise for the period ending on the date of the next annual general meeting or on 31st December, 1987, whichever is the earlier, all the powers of the Company to allot and make agreements to allot relevant securities up to the aggregate nominal amount of £500,000 provided that equity securities allotted or offered or agreed to be allotted wholly for cash otherwise than in connection with a rights issue shall not exceed the aggregate nominal amount of £100,000.
  - (b) The Directors be empowered to allot and to make offers or agreements to allot equity securities pursuant to and during the period of the said authority as if Section 89(1) of the said Act did not apply.
  - (c) The said authority and power shall allow and enable the directors to make offers or agreements which would or might require the making of allotments after the expiry of the said period.
  - (d) In this resolution words and expressions defined in or for the purpose of Part IV of the said Act bear the same meaning.

By Order of the Board  
N. R. PARTRIDGE  
*Secretary.*

29th August, 1986

## Notes

- 1 A member entitled to attend and vote is entitled to appoint a proxy to attend and, on a poll, vote instead of him, and that proxy need not also be a member. A form of proxy is enclosed for this purpose
- 2 The register of directors' share interests will be available for inspection by members at the registered office from this date until the close of business on 19th September, 1986, and at the place of the meeting for fifteen minutes prior to and until the termination of the meeting.
- 3 There are no directors' service agreements

# REPORT OF THE DIRECTORS

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The Directors submit their report and the group accounts for the year ended 31st March, 1986.

## PRINCIPAL ACTIVITY AND BUSINESS REVIEW

The principal activity of the group is plant hire and the turnover and contribution of this activity is shown in Note 2 to the Accounts.

In January, 1986 the Group made a further investment in the United States by subscribing 90% of the newly issued share capital of Georgia Hi-Lift Corporation. At the same time Georgia Hi-Lift acquired the hire fleet and other operating assets of a business specialising in the hire and sale of aerial access equipment in Atlanta, Georgia, for a consideration of £761,486.

A review of the development of the business of the group during the year and of the current trading position is provided in the Chairman's Review on page 7.

RESULTS AND DIVIDEND	£	£
Group profit after taxation and minority interests		2,095,881
Dividend recommended : ordinary shares		
Interim paid 3.7p (1985-3.3p)	222,000	
Proposed final 6.8p (1985-5.7p)	<u>408,000</u>	630,000
Group profit retained and added to General Reserve		<u>1,465,881</u>

The final dividend will be paid to Shareholders registered in the books of the Company on the 12th September, 1986, and it is proposed to post dividend warrants on the 13th October, 1986.

## FIXED ASSETS

Details of the movements in the fixed assets of the group and the company are given in Note 14 to the Accounts.

It is now the Group's policy to provide depreciation on freehold buildings and the sum of £195,748 has been charged against reserves to restate prior years as a result of this change in accounting treatment.

## CHARITABLE AND POLITICAL DONATIONS

Donations totalling £511 were contributed to charities during the year. No political contributions were made in the year.



## EMPLOYEE MATTERS

The directors are committed to maintaining effective communication with employees on matters which affect their occupations and future prospects while at the same time increasing their awareness of the group's overall activities and performance. To this end information is provided both formally and informally on a regular basis to develop and encourage employee participation in the group's affairs.

It is the policy of the group to employ and train disabled people whenever their skills and qualifications allow and suitable vacancies are available. If existing employees become disabled, every effort is made to find them appropriate work and training is provided if necessary.

## DIRECTORS

The following Directors have served during the year:—

Mr. J. F. G. Pilkington	Mr. H. F. Staiano
Mr. B. St. John	Mr. N. R. Partridge
Mr. S. H. J. A. Knott	Mrs. M. A. Pilkington

Mr. B. St. John retires by rotation and, being eligible, offers himself for re-election.

Mr N. R. Partridge was appointed a Director on 6th January, 1986 and in accordance with the Articles of Association retires and, being eligible, offers himself for re-election.

## DIRECTORS' SHARE INTERESTS

The interests, all of which are beneficial, of the Directors and their families in the shares of Group Companies were as follows:—

	31.3.86 Number	1.4.85 Number
<b>Vibroplant plc 25p Ordinary</b>		
Mr. J. F. G. Pilkington	502,500	342,500
Mrs. M. A. Pilkington	8,900	3,169,000
Mr. H. F. Staiano	10,539	10,539
Mr. B. St. John	2,484	2,484
Mr. S. H. J. A. Knott	5,000	5,000
Mr. N. R. Partridge	500	—
<b>V.I. Leisure Limited £1 Ordinary</b>		
Mr. H. F. Staiano	6,666	6,666
Mr. B. St. John	6,666	6,666

The reduction shown above in Mrs. M. A. Pilkington's interest arises largely because she has transferred shares in Ackers P. Investment Company to a Trust of which Mr. J. F. G. Pilkington is a beneficiary. The Trust's holding is shown on the following page. Under the provisions of Schedule 13 to the Companies Act 1985 there is no longer a duplication between the figure shown above for Mrs. M. A. Pilkington's interest and the table on the following page.

Since 31st March, 1986 Mr. N. R. Partridge has bought 1,500 shares in Vibroplant plc. There have been no other changes in the interests of the Directors between 31st March, 1986 and 18th August, 1986.

# REPORT OF THE DIRECTORS continued

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## DIRECTORS' INTERESTS IN CONTRACTS

No Director had any material interest in any contract of significance to the business of the Company at any time during the period under review.

## SUBSTANTIAL SHAREHOLDINGS

At the date of this report the following are interested in 5% or more of the Company's ordinary shares:—

	Number	Percentage
Ackers P. Investment Company and Ackers P. Trust	3,000,100	50.001
Oakbridge Corporation	352,500	5.875

Ackers P. Investment Company is controlled by the Pilkington family interests and Ackers P. Trust is a Pilkington family trust.

## SPECIAL BUSINESS

Section 80 of the Companies Act 1985 requires that the authority of the directors to allot "relevant securities" shall be subject to the approval of shareholders in general meeting. Accordingly shareholders are being asked at the forthcoming annual general meeting to renew, for the period until the date of the annual general meeting in 1987, the directors' authorisation to allot the Company's unissued shares up to a nominal amount not exceeding one third of the issued share capital of the Company at the date of this report.

Additionally, shareholders are being asked to authorise the directors to allot, wholly for cash otherwise than in connection with a rights issue, shares of an amount equal to 5% of (a) the unissued share capital of the company covered by the above mentioned authority and (b) the issued share capital of the company. There is no present intention of issuing further shares but the directors wish to ensure that their power to allot relevant securities can be freely exercised, as and when appropriate, in the best interests of the Company.

## TAXATION STATUS

So far as the Directors are aware, the Company is not a close company within the provisions of the Income and Corporation Taxes Act 1970.

## AUDITORS

A resolution proposing the re-appointment of Messrs. Learoyd & Longbottom as auditors to the Company will be put to the Annual General Meeting.

By Order of the Board of Directors

N. R. PARTRIDGE

Prospect Road  
Starbeck  
Harrogate

Secretary

18th August, 1986.

# CHAIRMAN'S REVIEW

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The Group has continued the strong growth in profits reported at the interim stage and I am pleased to announce pre-tax profits for the full year of £3,286,162, an improvement of 33%, on turnover up by 10% at £21.7m. Your Directors are recommending a final dividend of 6.8p net per share making a total for the year of 10.5p, a 16.6% increase over last year's dividend of 9.0p.

In the U.K., our range of general plant has performed very satisfactorily and this activity has received much of the extra capital invested during the year. We believe that there exists considerable further scope for profitable investment in general plant and it is our intention to continue this programme of modernisation and selective expansion in the future. Our specialist divisions have also improved their contributions during the period. Airpac International, the large air compressor division, has further developed its expertise in providing integrated air systems for construction and industrial users. The recent volatility in crude oil prices has depressed Airpac's level of activity in the North Sea but we have been able to utilise surplus plant in other applications and the division's overall performance has not been significantly affected. Hi-Work Platform has also continued to progress and remains at the forefront of the suppliers of aerial access equipment in the U.K. Significant capital expenditure has been committed to the Trench Shoring and Portable Accommodation divisions and we anticipate growing contributions from these activities in the future.

Overseas, our investment in the United States has been increased considerably by further expansion of our fleet in Florida and with the establishment of our new business in Georgia. Florida Hi-Lift has had a very successful year with good results from both the sales and rental activities. Georgia Hi-Lift has made a small profit in its first three months of trade and will provide a strong contribution to the future growth of our U.S. operations.

As I intimated in my last statement, capital expenditure has reached record levels during the year under review. In the U.K., investment has been directed in part to expansion of modern, highly utilised lines of equipment and in part to more routine replacement programmes essential to maintaining a stable base for future growth. This commitment demonstrates our confidence in the future of the U.K. plant hire market and I am pleased to advise that profits in the current financial year are again ahead of the corresponding period for the year just ended.

Looking further ahead, the deferral of essential public sector work cannot be prolonged indefinitely and these projects will be of considerable benefit to the industry when they are finally undertaken.

There remains for me the pleasurable duty of thanking my colleagues on the Board and throughout the Company for their very hard work during the past year and for their contribution to the results we are now reporting.

J.F.G. PILKINGTON  
Chairman

18th August, 1986



# GROUP PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31st MARCH

		1986	1985
	Notes	£	£
<b>TURNOVER</b>	2	21,734,814	19,679,275
Cost of sales		<u>14,703,935</u>	<u>13,228,633</u>
<b>GROSS PROFIT</b>		7,030,879	6,450,642
Administrative and other operating expenses		<u>3,176,591</u>	<u>3,291,122</u>
<b>OPERATING PROFIT</b>	3	3,854,288	3,159,520
Interest payable	6	<u>568,126</u>	<u>697,495</u>
<b>PROFIT ON ORDINARY ACTIVITIES BEFORE TAX</b>	2	3,286,162	2,462,025
Tax on profit on ordinary activities	8	<u>1,160,074</u>	<u>1,127,476</u>
<b>PROFIT ON ORDINARY ACTIVITIES AFTER TAX</b>		2,126,088	1,334,549
Minority Interests		<u>30,207</u>	<u>13,768</u>
<b>PROFIT BEFORE EXTRAORDINARY ITEMS</b>		2,095,881	1,320,781
Extraordinary items less tax		<u>—</u>	<u>107,653</u>
<b>PROFIT ATTRIBUTABLE TO MEMBERS</b>	9	2,095,881	1,428,434
Dividends	10	<u>630,000</u>	<u>468,000</u>
<b>RETAINED PROFIT TRANSFERRED TO RESERVES</b>		1,465,881	960,434
<b>EARNINGS PER 25p ORDINARY SHARE</b>	11	<u>34.93p</u>	<u>22.01p</u>

## STATEMENT OF RETAINED PROFITS FOR THE YEAR

		1986	1985
		£	£
<b>Retained profits at 1st April, 1985:—</b>			
As previously reported		10,006,593	8,941,103
Prior year adjustment	12	<u>(195,748)</u>	<u>(146,409)</u>
		9,810,845	8,794,694
Retained profit for year		1,465,881	960,434
Other movements in reserves	21	<u>(133,146)</u>	<u>55,717</u>
<b>Retained profits at 31st March, 1986</b>		<u>11,143,580</u>	<u>9,810,845</u>

# GROUP BALANCE SHEET 31st MARCH



		1986		1985	
	Notes	£	£	£	£
<b>FIXED ASSETS</b>					
Intangible assets	13		—		19,421
Tangible assets	14		<u>22,858,505</u>		<u>17,346,565</u>
			22,858,505		17,365,986
<b>CURRENT ASSETS</b>					
Stocks		1,106,556		1,255,744	
Debtors	15	6,215,186		5,651,060	
Cash at bank and in hand		<u>46,864</u>		<u>81,680</u>	
		7,368,606		6,988,484	
<b>CREDITORS FALLING DUE WITHIN ONE YEAR</b>					
	16	<u>11,156,765</u>		<u>6,614,281</u>	
<b>NET CURRENT LIABILITIES</b>					
			<u>3,788,159</u>		<u>1,625,797</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>					
			19,070,346		15,740,189
<b>CREDITORS FALLING DUE AFTER MORE THAN ONE YEAR</b>					
	17		<u>2,677,552</u>		<u>815,504</u>
			16,392,794		14,924,685
<b>PROVISION FOR LIABILITIES AND CHARGES</b>					
Deferred taxation	19	2,328,432		2,228,211	
Minority interests		<u>57,671</u>	<u>2,386,103</u>	<u>22,518</u>	<u>2,250,729</u>
			£14,006,691		£12,673,956
<b>CAPITAL AND RESERVES</b>					
Called up share capital	20		1,500,000		1,500,000
Share premium		8,466		8,466	
Capital reserve	21	1,354,645		1,354,645	
General reserve	21	<u>11,143,580</u>	<u>12,506,691</u>	<u>9,810,845</u>	<u>11,173,956</u>
			£14,006,691		£12,673,956

Approved by the Board on 18th August, 1986

J. F. G. PILKINGTON }  
N. R. PARTRIDGE } Directors

N.B. These Accounts should be read in conjunction with the notes on pages 13 to 19.

# COMPANY BALANCE SHEET 31st MARCH

		1986	1985
	Notes	£	£
<b>FIXED ASSETS</b>			
Investment in subsidiaries	13	64,000	64,000
Tangible assets	14	<u>19,212,702</u>	<u>15,729,582</u>
		<b>19,276,702</b>	<b>15,793,582</b>
<b>CURRENT ASSETS</b>			
Stocks		1,004,962	1,215,771
Debtors	15	7,512,092	6,959,698
Cash at bank and in hand		<u>11,627</u>	<u>9,328</u>
		<b>8,528,681</b>	<b>8,184,797</b>
<b>CREDITORS FALLING DUE WITHIN ONE YEAR</b>	16	<u>10,266,629</u>	<u>7,407,652</u>
<b>NET CURRENT (LIABILITIES) ASSETS</b>		<u>(1,737,948)</u>	<u>777,145</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<b>17,538,754</b>	<b>16,570,727</b>
<b>CREDITORS FALLING DUE AFTER MORE THAN ONE YEAR</b>	17	<u>10,848,030</u>	<u>11,058,560</u>
		<b>6,690,724</b>	<b>5,512,167</b>
<b>PROVISION FOR LIABILITIES AND CHARGES</b>			
Deferred taxation	19	<u>2,300,592</u>	<u>2,228,211</u>
		<u><b>£4,390,132</b></u>	<u><b>£3,283,956</b></u>
<b>CAPITAL AND RESERVES</b>			
Called up share capital	20	1,500,000	1,500,000
Share premium		8,466	8,466
Capital reserve	21	5,753	5,753
General reserve	21	<u>2,875,913</u>	<u>1,769,737</u>
		<u><b>£4,390,132</b></u>	<u><b>£3,283,956</b></u>

Approved by the Board on 18th August, 1986

J. F. G. PILKINGTON }  
N. R. PARTRIDGE } Directors

N.B. These Accounts should be read in conjunction with the notes on pages 13 to 19.

# GROUP SOURCE AND APPLICATION OF FUNDS YEAR ENDED 31st MARCH



	1986		1985	
	£	£	£	£
<b>SOURCE OF FUNDS</b>				
Profit on ordinary activities before tax				
after minority interests		3,255,955		2,448,257
Depreciation		3,963,901		3,111,193
Proceeds from disposals of fixed assets		1,527,859		912,336
Movement on minority interest account		35,153		14,870
Extraordinary items before tax		—		230,333
Increase (decrease) in creditors due after one year		1,862,048		(245,055)
		<u>10,644,916</u>		<u>6,471,939</u>
<b>APPLICATION OF FUNDS</b>				
Asset purchase by new U.S. subsidiary	761,486		—	
Expenditure on fixed assets	10,242,214		4,556,770	
Dividends paid	518,400		391,600	
Tax paid	1,479,152		747,429	
Exchange differences	113,725	13,114,977	(55,717)	5,640,082
		<u>(2,470,061)</u>		<u>831,857</u>
<b>MOVEMENTS IN WORKING CAPITAL</b>				
Stocks	149,188		120,588	
Debtors	(509,784)		(3,634)	
Creditors falling due within one year	2,501,766	2,141,170	969,675	1,086,629
		<u>2,141,170</u>		<u>1,086,629</u>
<b>MOVEMENT IN NET LIQUID FUNDS</b>		<u>£(328,891)</u>		<u>£1,918,486</u>

# VIBROPLANT PLC

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## REPORT OF THE AUDITORS TO THE MEMBERS

We have audited the financial statements on pages 8 to 19 in accordance with approved auditing standards.

In our opinion the financial statements give a true and fair view of the state of affairs of the Company and of the Group at 31st March, 1986 and of the profit and source and application of funds of the group for the year then ended and comply with the Companies Act 1985.

HARROGATE  
18th August, 1986.

LEAROYD & LONGBOTTOM  
*Chartered Accountants*

# NOTES ON THE ACCOUNTS



## 1 STATEMENT OF ACCOUNTING POLICIES

### (a) Accounting Convention

The accounts have been prepared under the historical cost accounting convention, modified to include the revaluation of freehold land and buildings.

### (b) Turnover

Turnover represents the value of goods and services at invoiced value exclusive of value added tax and sales between group companies.

### (c) Depreciation

Depreciation on fixed assets is provided at the following annual rates, principally on the reducing balance basis:—

	%
Freehold Buildings	2
Leasehold Buildings	term of lease
Hire Plant	20 (average rate)
Motor Vehicles	25
Computers	25
Fixtures, Fittings and Office Equipment	10

The net profit of £362,015 incurred in the sale and scrapping of plant and equipment has been credited against depreciation charge in the profit and loss account.

### (d) Finance Leases

Lease payments are charged to profit and loss account as incurred and the equipment financed is not capitalised within fixed assets.

### (e) Stocks

Stocks of spares and loose tools have been valued at the lower of cost and net realisable value.

### (f) Deferred Taxation

Deferred taxation is provided for future liabilities in respect of accelerated tax allowances except to the extent that these liabilities are not regarded as likely to become payable in the foreseeable future. The amounts provided take account of the normal pattern of capital expenditure and have been calculated at the proposed corporation tax rates for the periods when the liabilities are expected to crystallise.

### (g) Basis of Consolidation

The consolidated profit and loss account and balance sheet include accounts of the parent company and each of its subsidiaries, all of which made up accounts to 31st March, 1986.

Trading results, assets and liabilities of foreign subsidiaries are translated into sterling at the rate of exchange ruling at the balance sheet date. Translation differences are shown separately in movements on reserves.

The difference between the book value of net assets and the cost of investments in subsidiary companies at the date of acquisition is written off against reserves.

## 2 TURNOVER AND PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION

		Turnover		Profit before tax	
		1986	1985	1986	1985
		£	£	£	£
Plant Hire	U.K.	18,958,674	17,715,478	2,919,018	2,301,945
Plant Hire	U.S.A.	2,776,140	1,963,797	367,144	160,080
		<u>21,734,814</u>	<u>19,679,275</u>	<u>3,286,162</u>	<u>2,462,025</u>

# NOTES ON THE ACCOUNTS continued

## 3 OPERATING PROFIT

Operating profit is stated after charging the following items:—

	Notes	1986 £	1985 £
Directors' emoluments	4	133,375	116,000
Employees' emoluments	5	6,396,236	6,133,838
Auditors' remuneration		20,700	14,400
Depreciation - tangible assets	1	3,963,901	3,111,193
Finance lease payments	7	<u>478,557</u>	<u>574,378</u>

## 4 DIRECTORS' EMOLUMENTS

	1986 £	1985 £
Fees	5,000	6,000
Other emoluments including pension contributions	<u>149,692</u>	<u>130,003</u>

The directors' remuneration disclosed above (excluding pension contributions) includes amounts paid to:—  
Chairman, also the highest paid director

<u>45,440</u>	<u>42,682</u>
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The number of other directors who received emoluments (excluding pension contributions) in the following ranges was:—

Up to £5,000	1	2
£5,001 to £10,000	2	—
£10,001 to £20,000	—	2
£20,001 to £45,000	2	—

## 5 EMPLOYEES

	1986 £	1985 £
Aggregate remuneration during the year:—		
Wages and salaries	5,706,795	5,461,290
Social security costs	538,189	557,173
Pension costs	<u>151,252</u>	<u>115,375</u>

The average number of persons employed by the group during the year was 766 (1985-757)

## 6 INTEREST PAYABLE

	1986 £	1985 £
On bank loans and overdrafts	413,094	507,036
On hire purchase loans repayable within 5 years	<u>155,032</u>	<u>190,459</u>
	<u>568,126</u>	<u>697,495</u>

## 7 FINANCE LEASES

Future obligations under finance leases at 31st March, 1986 are as follows:—

	1986 £
Year ending 31st March, 1987	480,000
Years ending 31st March, 1988 to 31st March, 1991 inclusive	340,000
Years subsequent to 31st March, 1991	<u>—</u>

No further finance lease arrangements have been entered into since 31st March, 1986.



## 8 TAX ON PROFIT ON ORDINARY ACTIVITIES

The charge is made up as follows: --

	1986	1985
	£	£
Corporation tax based on the profit for the year at 40%	1,007,534	1,384,354
Transfer to (from) deferred taxation account (note 19)	139,840	(256,878)
Overseas taxation	12,700	—
	<u>1,160,074</u>	<u>1,127,476</u>

The corporation tax charge has been decreased by £139,840 (1985 — increased by £256,878) as a result of timing differences between capital allowances and depreciation, with a compensating transfer to (from) deferred tax account.

Taxation on profits from U.S. activities is not yet chargeable at maximum overseas rates.

## 9 PROFIT ATTRIBUTABLE TO MEMBERS

	1986	1985
	£	£
Dealt with in the accounts of the holding company	1,736,176	1,172,756
Retained by subsidiary companies	359,705	255,678
	<u>2,095,881</u>	<u>1,428,434</u>

## 10 DIVIDENDS

	1986	1985
	£	£
Ordinary: —		
Interim paid of 3.7p per share (1985-3.3p)	222,000	198,000
Final proposed of 6.8p per share (1985-5.7p)	408,000	342,000
	<u>630,000</u>	<u>540,000</u>
Less dividends waived	—	72,000
	<u>630,000</u>	<u>468,000</u>

## 11 EARNINGS PER SHARE

The calculation of earnings per 25p ordinary share is based on earnings of £2,095,881 (1985 £1,320,781) on 6,000,000 shares.

## 12 PRIOR YEAR ADJUSTMENT

	1986
	£
Depreciation on freehold buildings	<u>195,748</u>

In compliance with Statement of Standard Accounting Practice No. 12 the Group is now providing depreciation on freehold buildings and the comparatives for 1985 have been restated to reflect this change in accounting policy.

## 13 INTANGIBLE FIXED ASSETS

Group	1986	1985
	£	£
Goodwill on consolidation	189,715	189,715
Cost	189,715	170,294
Amounts written off	<u>—</u>	<u>19,421</u>

The net book value of £19,421 of goodwill at 1st April, 1985 has been written off against reserves in the current year (note 21).

Company	1986	1985
	£	£
Investment in Subsidiaries	94,000	94,000
Cost	30,000	30,000
Amounts written off	<u>64,000</u>	<u>64,000</u>



# NOTES ON THE ACCOUNTS continued

## 14 TANGIBLE FIXED ASSETS

### (a) Group

	Land and Buildings Freehold	Buildings Leasehold	Hire Plant	Motor Vehicles	Other Assets	Total
	£	£	£	£	£	£
Cost or Valuation at 1.4.85	3,970,839	612,996	32,202,209	2,229,322	778,267	39,793,633
Exchange differences	(5,595)	—	(316,501)	(29,836)	(4,093)	(356,025)
Asset purchase by new U.S. subsidiary	—	—	721,959	31,419	8,108	761,486
Additions	241,422	—	9,188,186	612,383	200,223	10,242,214
	<u>4,206,666</u>	<u>612,996</u>	<u>41,795,853</u>	<u>2,843,288</u>	<u>982,505</u>	<u>50,441,308</u>
Disposals	80,975	—	2,470,997	392,708	47,480	2,992,160
Cost or Valuation at 31.3.86	<u>4,125,691</u>	<u>612,996</u>	<u>39,324,856</u>	<u>2,450,580</u>	<u>935,025</u>	<u>47,449,148</u>
Depreciation at 1.4.85	195,748	53,238	20,590,450	1,196,409	411,223	22,447,068
Exchange differences	—	—	(111,459)	(11,533)	(1,633)	(124,625)
Charge for year	51,337	7,767	3,839,236	359,341	68,235	4,325,916
	<u>247,085</u>	<u>61,005</u>	<u>24,318,227</u>	<u>1,544,217</u>	<u>477,825</u>	<u>26,648,359</u>
Disposals	—	—	1,769,802	269,363	17,951	2,057,716
Depreciation at 31.3.86	<u>247,085</u>	<u>61,005</u>	<u>22,548,425</u>	<u>1,274,254</u>	<u>459,874</u>	<u>24,590,643</u>
Net Book Value at 31.3.86	<u>3,878,606</u>	<u>551,991</u>	<u>16,776,431</u>	<u>1,176,326</u>	<u>475,151</u>	<u>22,858,505</u>
Net Book Value at 31.3.85	<u>3,775,091</u>	<u>559,758</u>	<u>11,611,759</u>	<u>1,032,913</u>	<u>367,044</u>	<u>17,346,565</u>
N.B. Land and Buildings	1986	1985				
Long Leasehold	532,427	538,984				
Short Leasehold	19,564	20,774				
	<u>£551,991</u>	<u>£559,758</u>				

If Freehold Land and Buildings had not been revalued in 1982, they would have been included in tangible fixed assets at cost of £2,802,151 (1985 £2,647,299).



(b) Company	Land and Buildings Freehold	Leasehold	Hire Plant	Motor Vehicles	Other Assets	Total
	£	£	£	£	£	£
Cost or Valuation at 1.4.85	3,806,861	612,996	30,165,596	2,029,794	718,070	37,333,317
Additions	118,075	—	7,274,978	459,515	182,422	8,034,990
	3,924,936	612,996	37,440,574	2,489,309	900,492	45,368,307
Disposals	—	—	2,150,387	285,214	13,618	2,449,219
Cost or Valuation at 31.3.86	3,924,936	612,996	35,290,187	2,204,095	886,874	42,919,088
Depreciation at 1.4.85	195,748	53,238	19,873,236	1,114,660	366,853	21,603,735
Charge for period	51,327	7,767	3,477,182	324,878	62,019	3,923,183
	247,085	61,005	23,350,418	1,439,538	428,872	25,526,918
Disposals	—	—	1,626,482	210,076	16,026	1,820,532
Depreciation at 31.3.86	247,085	61,005	21,723,936	1,229,462	444,898	23,706,386
Net Book Value at 31.3.86	3,677,851	551,991	13,566,251	974,633	441,976	19,212,702
Net Book Value at 31.3.85	3,611,113	559,758	10,292,360	915,134	351,217	15,729,582
N.B. Land and Buildings	1986	1985				
Long Leasehold	532,427	538,984				
Short Leasehold	19,564	20,774				
	<u>£551,991</u>	<u>£559,758</u>				

	Group		Company	
15 DEBTORS	1986	1985	1986	1985
	£	£	£	£
Trade debtors	4,736,505	4,351,141	4,159,888	3,871,695
Prepayments and accrued income	1,355,375	1,247,860	1,306,563	1,188,514
Other debtors	123,306	52,059	24,369	27,497
Amounts owed by subsidiary companies	—	—	2,021,272	1,871,992
	<u>6,215,186</u>	<u>5,651,060</u>	<u>7,512,092</u>	<u>6,959,698</u>

#### 16 CREDITORS FALLING DUE WITHIN ONE YEAR

Bank borrowings (note 18)	3,083,751	2,789,676	2,697,798	2,134,237
Current hire purchase instalments	349,816	435,363	210,530	199,150
Trade creditors	5,352,497	2,322,691	5,159,883	2,196,822
Corporation tax	1,084,099	1,510,275	1,077,370	1,391,275
Advance corporation tax	261,791	200,572	261,791	200,572
Proposed dividend	408,000	296,400	408,000	296,400
Other creditors	244,662	743,258	174,541	708,085
Accruals	372,149	316,046	288,384	27,256
Amounts owed to subsidiary companies	—	—	8,332	8,855
	<u>11,156,765</u>	<u>8,614,281</u>	<u>10,266,629</u>	<u>7,407,652</u>

# NOTES ON THE ACCOUNTS continued

## 17 CREDITORS FALLING DUE AFTER ONE YEAR

	Group		Company	
	1986	1985	1986	1985
	£	£	£	£
Bank borrowings (note 18)	2,260,248	—	—	—
Hire purchase instalments	417,304	815,504	258,480	469,010
Subsidiary company loan	—	—	10,589,550	10,589,550
	<u>2,677,552</u>	<u>815,504</u>	<u>10,848,030</u>	<u>11,058,560</u>

The subsidiary company loan is of a long term nature, interest free.

## 18 BANK BORROWINGS

	Group		Company	
	1986	1985	1986	1985
	£	£	£	£
Due within one year: —				
U.K.	2,698,785	2,134,237	2,697,798	2,134,237
Overseas	384,966	655,439	—	—
	<u>3,083,751</u>	<u>2,789,676</u>	<u>2,697,798</u>	<u>2,134,237</u>
Due within two and five years: —				
Overseas	2,260,248	—	—	—
Total borrowings	<u>5,343,999</u>	<u>2,789,676</u>	<u>2,697,798</u>	<u>2,134,237</u>

The Company's U.K. bankers hold a mortgage and general charge over the assets of Vibroplant plc and Vibroplant Investments Limited with composite cross guarantees.

The overseas borrowing is secured by foreign subsidiary assets, guaranteed by Vibroplant plc.

## 19 DEFERRED TAXATION

Deferred taxation provided in the accounts and the total potential liability, including the amounts for which provision has been made, are as follows:—

	Amount provided		Total potential liability	
	1986	1985	1986	1985
	£	£	£	£
<b>Group</b>				
Tax effect of timing differences due to:				
Excess of tax allowances over depreciation	2,495,080	2,355,240	3,839,840	3,782,800
Revaluation and sale of land and buildings	—	—	419,163	419,163
	<u>2,495,080</u>	<u>2,355,240</u>	<u>4,259,003</u>	<u>4,201,963</u>
Less: Advance Corporation Tax	166,648	127,029	166,648	127,029
	<u>2,328,432</u>	<u>2,228,211</u>	<u>4,092,355</u>	<u>4,074,934</u>
<b>Company</b>				
Tax effect of timing differences due to:—				
Excess of tax allowances over depreciation	2,467,240	2,355,240	3,812,000	3,782,800
Revaluation and sale of land and buildings	—	—	397,062	397,062
	<u>2,467,240</u>	<u>2,355,240</u>	<u>4,209,062</u>	<u>4,179,862</u>
Less: Advance Corporation Tax	166,648	127,029	166,648	127,029
	<u>2,300,592</u>	<u>2,228,211</u>	<u>4,042,414</u>	<u>4,052,833</u>

The movements on the group provision for deferred taxation are as follows:—

	£
Balance at 1st April, 1985	2,355,240
Provided in year (note 8)	139,840
Balance at 31st March, 1986	<u>2,495,080</u>

**20 SHARE CAPITAL**

Authorised:--

8,000,000 ordinary shares of 25p each

Allotted, called up and fully paid:--

6,000,000 ordinary shares of 25p each

1986

£

2,000,000

1,500,000

1985

£

2,000,000

1,500,000

**21 RESERVES**

General

£

Capital

£

**Group**

Balance at 1st April, 1985

10,006,593

1,354,645

Prior year adjustment (note 12)

(195,748)

—

9,810,845

1,354,645

Deficit on translation of foreign subsidiaries

(113,725)

—

Goodwill written off (note 13)

(19,421)

—

Retained profit for year

1,465,881

—

Balance at 31st March, 1986

11,143,580

1,354,645

**Company**

Balance at 1st April, 1985

1,965,485

5,753

Prior year adjustment (note 12)

(195,748)

—

1,769,737

5,753

Retained profit for year

1,106,176

—

Balance at 31st March, 1986

2,875,913

5,753

**22 PENSION COMMITMENTS**

The group has a contributory pension scheme designed to provide retirement benefits for eligible employees. The group's cost of these benefits is determined by actuarial valuation and is charged against profit and loss account.

**23 CAPITAL COMMITMENTS**

Hire Plant

Contracted group expenditure

£2,100,000

**24 SUBSIDIARY COMPANIES**

The interests of Vibroplant plc in its subsidiaries, which are incorporated in Great Britain unless otherwise indicated, are as follows:—

Subsidiary	Activity	Holding	Issued Capital (number of shares)
Vibroplant Investments Limited	Holding company	100%	10,000
V.I. Leisure Limited*	Dormant	95%	400,000
Eltech Microwave Limited*	Dormant	96%	5,002
Coinvideo Rentals Limited*	Dormant	95%	100
Fred Pilkington & Son Limited	Dormant	100%	50,000
Ackers USA Incorporated* (USA)	Holding company	100%	125,000
Florida Hi-Lift Corporation* (USA)	Plant hire	90%	50,000
Georgia Hi-Lift Corporation* (USA)	Plant hire	90%	50,000

\* Indirect holdings of Vibroplant plc.

**25 ULTIMATE HOLDING COMPANY**

The ultimate holding company is Ackers P. Investment Company, a company registered in England.



## FIVE YEAR RECORD

	1982	1983	1984	1985	1986
	£	£	£	£	£
Turnover	<u>11,541,170</u>	<u>16,412,925</u>	<u>20,007,066</u>	<u>19,679,275</u>	<u>21,734,814</u>
Profit on ordinary activities	353,775	534,080	1,857,013	2,462,025	3,286,162
Taxation	<u>333,403</u>	<u>(235,671)</u>	<u>(960,361)</u>	<u>(1,127,476)</u>	<u>(1,160,074)</u>
Profit after Taxation	687,178	298,409	896,652	1,334,549	2,126,088
Minority interests	<u>69,441</u>	<u>18,185</u>	<u>12,500</u>	<u>(13,768)</u>	<u>(30,207)</u>
	756,619	316,594	909,152	1,320,781	2,095,881
Extraordinary Items	<u>—</u>	<u>—</u>	<u>(416,182)</u>	<u>107,653</u>	<u>—</u>
Profit attributable to Members	756,619	316,594	492,970	1,428,434	2,095,881
Dividends	<u>(639,100)</u>	<u>(319,550)</u>	<u>(352,000)</u>	<u>(468,000)</u>	<u>(630,000)</u>
Capital — Ordinary Shares	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000
Reserves	<u>11,076,735</u>	<u>10,147,758</u>	<u>10,304,214</u>	<u>11,173,956</u>	<u>12,506,691</u>
Total Shareholders' Funds	<u>12,576,735</u>	<u>11,647,758</u>	<u>11,804,214</u>	<u>12,673,956</u>	<u>14,006,691</u>

### Share Statistics (Based on Issued Capital of 6,000,000 shares of 25p each)

Asset Value	<u>209.61p</u>	<u>194.13p</u>	<u>196.74p</u>	<u>211.23p</u>	<u>233.44p</u>
Earnings	<u>12.61p</u>	<u>5.28p</u>	<u>15.15p</u>	<u>22.01p</u>	<u>34.93p</u>
Dividend	<u>14.525p</u>	<u>7.2625p</u>	<u>8.0p</u>	<u>9.0p</u>	<u>10.5p</u>
Times Covered	<u>1.18</u>	<u>0.99</u>	<u>1.40</u>	<u>3.05</u>	<u>3.33</u>