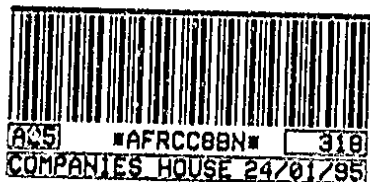


Registration Number: 1011956

NELSON GROUP SERVICES (MAINTENANCE) LIMITED
DIRECTORS' REPORT AND FINANCIAL STATEMENTS
YEAR ENDED 30 SEPTEMBER 1994



NELSON GROUP SERVICES (MAINTENANCE) LIMITED

CONTENTS

	PAGE
Details of the Company	1
Directors' Report	2 - 3
Auditors' Report	4
Profit and Loss Account	5
Balance Sheet	6
Cash Flow Statement	7
Notes to the Financial Statements	8 - 16
Trading and Profit and Loss Account	17

NELSON GROUP SERVICES (MAINTENANCE) LIMITED

YEAR ENDED 30 SEPTEMBER 1994

DETAILS OF THE COMPANY

Directors:

J Nelson
A A Draper
M W Orme
Q Harflett
L Cuming

Registered Number:

1011956

Registered Office:

Dixon Road
Kirkby Industrial Estate
Liverpool
L33 7XP

Company Secretary:

M W Orme

Bankers:

National Westminster Bank PLC
P O Box 138
1st Floor
22 Castle Street
Liverpool
L69 2BE

Solicitors:

Bremner Sons and Corlett
1 Crosshall Street
Liverpool
L1 6DH

Auditors:

John Fairhurst & Co
Douglas Bank House
Wigan Lane
Wigan
WN1 2TB

**NELSON GROUP SERVICES (MAINTENANCE) LIMITED
DIRECTORS' REPORT**

The Directors present their report with the audited financial statements of the Company for the year ended 30 September 1994.

PRINCIPAL ACTIVITY

The principal activity of the Company in the year under review was that of electrical and heating maintenance.

REVIEW OF BUSINESS

The Directors consider that the results for the year are encouraging showing a profit before tax of £258,243 (1993 - £276,699).

However Trading Losses at the branches of Halifax and Weston of £161,763 and £52,641 respectively have resulted in decisions being taken to terminate business activities at these branches. A further impact on profits as a consequence of this decision was to incur costs of £90,000 in respect of the early termination of a contract, these costs being reflected in the attached financial statements.

Following this rationalisation of the company's activities, the Directors expect the results for the forthcoming year to be substantially improved.

RESULTS AND DIVIDEND

The results for the year and recommended transfer to reserves are set out on page 5.

The Directors do not recommend the payment of a dividend (1993-£NIL).

DIRECTORS

The Directors in office during the year were as follows:

J Nelson	-	(Chairman)
A A Draper	-	
P F Kershaw	-	(Resigned 31 January 1994)
Q Harflett	-	(Appointed 1 March 1994)
L Cuming	-	(Appointed 1 March 1994)
M W Orme	-	(Appointed 1 March 1994)

None of the Directors has any beneficial interest in the Issued Share Capital of the Company. The interests of the Directors in the Issued Share Capital of the parent company are disclosed in the financial statements of that company.

DIRECTORS' RESPONSIBILITIES

Company law requires the Directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company and of the results of the Company for that period. In preparing those financial statements, the Directors are required to

- select suitable accounting policies and then apply them consistently;
- make judgments and estimates that are reasonable and prudent;
- prepare the financial statements on the 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 to enable them to ensure that the financial statements comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

NELSON GROUP SERVICES (MAINTENANCE) LIMITED

DIRECTORS REPORT (CONTINUED)

FIXED ASSETS

The changes in tangible and intangible fixed assets, details of which are set out in notes 6 and 7 to the financial statements, arose out of normal business requirements.

STAFF

It is the Company's policy to give full consideration to suitable applications for employment by disabled persons.

Disabled employees are eligible to participate in all career development opportunities available to staff. Opportunities also exist for employees of the Company who become disabled to continue in their employment or to be retrained for other positions in the Company.

The Company is committed to involve all employees in its performance and development. Employees are encouraged to discuss with management matters of interest to the employee and subjects affecting day-to-day operations of the Company.

Discussions take place regularly, on a wide range of issues, with the trade unions representing the Company's employees.

AUDITORS

The auditors, John Fairhurst & Co, will be proposed for re-appointment in accordance with Section 385 of the Companies Act, 1985.

Approved by the Board on...*20th January 1995*.....
Signed on behalf of the Board

.....*[Signature]*.....Secretary

NELSON GROUP SERVICES (MAINTENANCE) LIMITED

REPORT OF THE AUDITORS TO THE SHAREHOLDERS OF
NELSON GROUP SERVICES (MAINTENANCE) LIMITED

We have audited the financial statements on pages 5 to 16 which have been prepared under the historical cost convention and the accounting policies set out on pages 8 and 9.

Respective responsibilities of directors and auditors

As described on page 2 the company's directors are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.

Basis of opinion

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgments made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

Opinion

In our opinion the financial statements give a true and fair view of the state of the company's affairs as at 30 September 1994 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

John Fairhurst & Co.

JOHN FAIRHURST & CO
Chartered Accountants
Registered Auditor
Douglas Bank House
Wigan Lane
Wigan WN1 2TB

Dated: 25.1.95

NELSON GROUP SERVICES (MAINTENANCE) LIMITED

PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30 SEPTEMBER 1994

		1994	1993
	<u>Notes</u>	£	£
Turnover	1(b)	17,437,117	17,369,294
Cost of Sales		(12,417,927)	(12,459,505)
		<hr/>	<hr/>
Gross Profit		5,019,190	4,909,789
Administrative Expenses		(4,670,947)	(4,720,590)
		<hr/>	<hr/>
Operating Profit	2	348,243	189,199
Profit on Sale of Lease		-	87,500
Loss on Termination of Contract		(90,000)	-
		<hr/>	<hr/>
Profit on Ordinary Activities before Taxation		258,243	276,699
Tax on Profit on Ordinary Activities	5	(61,500)	(62,982)
		<hr/>	<hr/>
Retained Profit for the Year	16	196,743	213,717
		<hr/>	<hr/>

There were no recognised gains or losses other than those included in the profit and loss account

The notes attached form part of these financial statements

NELSON GROUP SERVICES (MAINTENANCE) LIMITED

BALANCE SHEET AS AT 30 SEPTEMBER 1994

	Notes	£	1994	£	1993	£
FIXED ASSETS						
Intangible Assets	6		9,000		35,600	
Tangible Assets	7		1,654,467		1,874,250	
Investments	8		396		396	
			<u>1,663,863</u>		<u>1,910,146</u>	
CURRENT ASSETS						
Stocks and Work in Progress	9	486,094		430,670		
Debtors	10	4,161,159		3,595,844		
Cash at Bank and in Hand		7,462		1,701,377		
			<u>4,654,715</u>	<u>5,727,891</u>		
CREDITORS: Amounts Falling Due Within One Year	11	(4,716,290)		(5,996,671)		
NET CURRENT LIABILITIES			<u>(61,575)</u>	<u>(268,780)</u>		
TOTAL ASSETS LESS CURRENT LIABILITIES			<u>1,602,288</u>	<u>1,641,366</u>		
CREDITORS: Amounts Falling Due After More Than One Year						
Hire Purchase and Finance Leases	13		(225,693)		(461,514)	
PROVISION FOR LIABILITIES AND CHARGES						
Deferred Taxation	14		(86,459)		(86,459)	
			<u>1,290,136</u>	<u>1,093,393</u>		
CAPITAL AND RESERVES						
Called Up Share Capital	15		100		100	
Capital Reserve	16		16,050		16,050	
Profit and Loss Account	16		1,273,986		1,077,243	
Shareholders' Funds	17		<u>1,290,136</u>	<u>1,093,393</u>		

Approved by the Board of Directors on.....*20th January 1995*.....
and signed on its behalf

.....*[Signature]*..... Director

The notes attached form part of these financial statements

NELSON GROUP SERVICES (MAINTENANCE) LIMITED

CASH FLOW STATEMENT FOR THE YEAR ENDED 30 SEPTEMBER 1994

	1994	1993
	£	£
Net Cash (Outflow)/Inflow from Operating Activities	(1,193,714)	736,042
Taxation		
Corporation Tax Paid	(56,699)	-
	(56,699)	-
Investing Activities		
Purchase of Tangible Fixed Assets	(132,500)	(79,439)
Disposal of Tangible Fixed Assets	5,743	96,019
Disposal of Intangible Fixed Assets	9,750	-
Net Cash (Outflow)/Inflow from Investing Activities	(117,007)	16,580
Net Cash (Outflow)/Inflow before Financing	(1,367,420)	752,622
Financing		
Capital Element of Finance Lease and Hire Purchase Payments	(561,000)	(449,374)
(Decrease)/Increase in Cash and Cash Equivalents	(1,928,420)	303,248

Notes to the Cash Flow Statement are contained in note 22

NELSON GROUP SERVICES (MAINTENANCE) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 1994

1. ACCOUNTING POLICIES

(a) Basis of Preparation of Financial Statements

The financial statements have been prepared under the Historical Cost Convention and in accordance with applicable Accounting Standards.

The financial statements include the results of the Company's activities described in the Directors Report, all of which are continuing

(b) Turnover

Turnover represents the net invoiced value of goods and services provided excluding Value Added Tax. All the Company's turnover was derived in the United Kingdom from the provision of heating maintenance services.

(c) Tangible Fixed Assets and Depreciation

No depreciation is provided on the Company's freehold property because, in view of the type and expected life of the property concerned, any charge required by standard accounting practice would not materially affect the financial statements.

Depreciation is calculated on other tangible fixed assets to write off the cost of the assets over their estimated useful lives, as follows:

Long Leasehold Property	-	1.67%	Reducing Balance
Short Leasehold Property	-	12.5%	Reducing Balance
Fixtures and Equipment	-	15%	Reducing Balance
Motor Vehicles	-	25%	Reducing Balance

(d) Goodwill

Goodwill acquired is capitalised and amortised over a period of ten years.

(e) Leases and Hire Purchase Contracts

Rentals payable under operating leases are charged to the profit and loss account on a straight line basis over the period of the lease. Assets acquired under hire purchase contracts and finance leases are capitalised as tangible fixed assets and depreciated in accordance with the accounting policy on depreciation. The related obligations, net of finance costs allocated to future periods, are included in creditors. Finance costs are charged against profits on a straight line basis over the period of the contracts. Details of future obligations under operating leases are set out in note 18.

(f) Stocks and Work-in-Progress

Stocks are valued at the lower of cost and net realisable value.

Work in Progress has been valued by the Directors at the lower of net realisable value and cost plus attributable overheads.

(g) Pension Costs

The Company's contributions to its pension schemes are expensed in order to allocate the cost of providing the pensions over the working lives of the relevant employees.

NEILSON GROUP SERVICES (MAINTENANCE) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 1994

1. ACCOUNTING POLICIES (Continued)

(h) Taxation

Corporation Tax is provided on taxable profits at the current rate. Deferred Taxation is provided using the liability method in respect of the taxation effect of material timing differences, only to the extent that the directors consider there is a reasonable probability that a liability will crystallise in the foreseeable future. Details of deferred tax are given in note 14 to the financial statements.

2. OPERATING PROFIT

	1994 £	1993 £
Operating Profit is stated after charging/(crediting):-		
Depreciation of Tangible Fixed Assets		
- Owned Assets	66,595	68,859
- Leased Assets	313,817	284,134
Amortisation of Goodwill	5,100	7,200
Loss/(Profit) on Disposal of Motor Vehicles	1,851	(917)
Loss on Disposal of Other Assets	16,216	-
Hire of Plant and Equipment	669,418	681,752
Management Charge from fellow subsidiary	800,000	800,000
Auditors' Remuneration		
- Audit Work	7,500	10,000
- Non-Audit Work	5,000	5,000
	<u>7,516,734</u>	<u>7,291,467</u>

3. STAFF COSTS

	1994 £	1993 £
Employee costs during the year (including Directors) amounted to:		
Wages and Salaries	6,825,757	6,583,661
Social Security Costs	635,027	648,368
Other Pension Costs	55,950	59,238
	<u>7,516,734</u>	<u>7,291,467</u>

The average number of persons (including Directors) employed by the Company during the year was:

	1994 Number	1993 Number
Management and Administration	63	61
Operatives	403	380
	<u>466</u>	<u>441</u>

NELSON GROUP SERVICES (MAINTENANCE) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 1994

4.	DIRECTORS' REMUNERATION	1994	1993
		£	£
	Management Remuneration	111,254	42,192
	Pension Costs	9,714	5,290
		<u>120,968</u>	<u>53,482</u>
	The Directors' emoluments shown above (excluding pension contributions) included:		
	Chairman	<u>N11</u>	<u>N11</u>
	Highest Paid Director	<u>49,759</u>	<u>48,192</u>
	Other Directors received emoluments (excluding pension contributions) in the following ranges:	Number	Number
	£0 - £ 5,000	1	2
	£15,001 - £20,000	1	-
	£20,001 - £25,001	2	-
		<u> </u>	<u> </u>
5.	TAX ON PROFIT ON ORDINARY ACTIVITIES	1994	1993
		£	£
	The tax charge comprises:		
	U K Corporation Tax at current rates	61,500	31,250
	Deferred Tax	-	31,167
	Adjustments relating to prior years:		
	Corporation Tax	-	565
		<u>61,500</u>	<u>62,982</u>
6.	INTANGIBLE FIXED ASSETS - GOODWILL		1994
			£
	COST		
	At 1 October 1993		75,000
	Disposal		(45,000)
	At 30 September 1994		<u>30,000</u>
	AMORTISATION		
	At 1 October 1993		39,400
	Charge for the Year		5,100
	Disposal		(23,500)
	At 30 September 1994		<u>21,000</u>
	NET BOOK VALUE		
	At 30 September 1994		<u>9,000</u>
	At 30 September 1993		<u>35,600</u>

NELSON GROUP SERVICES (MAINTENANCE) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 1994

7. TANGIBLE FIXED ASSETS

	Freehold Land & Buildings £	Leasehold Property £	Furniture and Fittings £	Motor Vehicles £	Total £
COST					
At 1 October 1993	90,988	380,493	547,399	1,536,151	2,555,031
Additions	-	-	155,286	249,150	404,436
Disposals	-	(1,987)	(15,632)	(103,492)	(121,111)
Intergroup transfer	-	(183,172)	-	-	(183,172)
At 30 September 1994	<u>90,988</u>	<u>195,334</u>	<u>687,053</u>	<u>1,681,809</u>	<u>2,655,184</u>
DEPRECIATION					
At 1 October 1993	-	87,844	203,348	89,689	680,881
Charge for the Year	-	10,549	56,046	313,817	380,412
Eliminated on Disposals	-	(250)	(6,367)	(42,434)	(49,051)
Intergroup transfer	-	(11,525)	-	-	(11,525)
At 30 September 1994	<u>-</u>	<u>86,618</u>	<u>253,027</u>	<u>661,072</u>	<u>1,000,717</u>
NET BOOK VALUE					
At 30 September 1994	<u>90,988</u>	<u>108,716</u>	<u>434,026</u>	<u>1,020,737</u>	<u>1,654,467</u>
At 30 September 1993	<u>90,938</u>	<u>292,649</u>	<u>344,051</u>	<u>1,146,462</u>	<u>1,874,150</u>
NET BOOK VALUE OF ASSETS HELD UNDER HIRE PURCHASE CONTRACTS				£	£
At 30 September 1994				<u>947,491</u>	<u>947,491</u>
				1994	1993
				£	£
THE NET BOOK VALUE OF LEASEHOLD PROPERTY COMPRISES:					
Leases with 50 years or more unexpired				39,892	212,220
Leases with less than 50 years unexpired				<u>68,824</u>	<u>80,429</u>
				<u>108,716</u>	<u>292,649</u>

NELSON GROUP SERVICES (MAINTENANCE) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 1994

8. INVESTMENTS IN SUBSIDIARIES

The Company has the following dormant subsidiaries, all of which are unlisted and registered in England and Wales:

Name of Company	% of £1 Ordinary Shares held	Cost of Shares £
J & F Nelson (Surrey) Limited (formerly Carshalton Boiler Services Limited)	100	99
J & F Nelson (South West) Limited (formerly R & R Rutland Limited)	100	99
Combustion Services Limited	100	99
Wood and Rutland Limited	100	99
		<u>396</u>

The Company itself is a wholly owned subsidiary of Nelson Group Services Limited and therefore, under the provisions of S229 (2) of the Companies Act 1985, group accounts are not required.

9. STOCKS	1994 £	1993 £
Raw materials, goods for resale and general stores	253,647	256,475
Work in Progress	232,447	174,195
	<u>486,094</u>	<u>430,670</u>

The net replacement value of stock is not considered to be materially different from that as stated in the Balance Sheet.

10. DEBTORS	1994 £	1993 £
Trade Debtors	3,834,929	3,441,520
Amounts due from Group Undertakings	111,235	-
Other Debtors	126,588	120,947
Prepayments and Accrued Income	88,407	33,377
	<u>4,161,159</u>	<u>3,595,844</u>

NELSON GROUP SERVICES (MAINTENANCE) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 1994

11. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	1994 £	1993 £
Bank Overdrafts (see note 12)	1,845,948	1,611,443
Trade Creditors	852,351	1,099,696
Amounts due to Group Undertakings	-	1,660,874
Corporation Tax	69,028	64,227
Other Taxation and Social Security	1,007,648	708,329
Hire Purchase and Finance Leases (see note 13)	387,986	501,613
Other Creditors	439,139	289,818
Accruals and Deferred Income	114,190	60,671
	<u>4,716,290</u>	<u>5,996,571</u>

12. SECURITY

The bank facilities are secured as follows :

- a) a floating charge over the assets of the Company;
- b) fixed charges on the freehold and leasehold property of the Company;
- c) a fixed charge on the debts of the Company.

The Company continues to cross-guarantee all monies due from members of the Group.

NELSON GROUP SERVICES (MAINTENANCE) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 1994

13.	OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND FINANCE LEASES	1994 £	1993 £
	Year ending 30 September 1995	495,486	631,820
	Year ending 30 September 1996	240,768	429,952
	Year ending 30 September 1997	47,493	112,642
	Year ending 30 September 1998	-	28,820
		<u>783,747</u>	<u>1,203,234</u>
	Less: Finance charges allocated to future periods	(170,068)	(240,107)
		<u>613,679</u>	<u>963,127</u>

	1994 £	1993 £
Analysed as:		
Current Obligations	387,986	501,613
Non-Current Obligations	225,693	461,514
	<u>613,679</u>	<u>963,127</u>

The hire purchase contracts are secured on the assets concerned.

14.	DEFERRED TAXATION	Provided 1994 £	1993 £	Potential 1994 £	1993 £
	Accelerated Capital Allowances	86,459	86,459	86,459	86,459

15.	CALLED UP SHARE CAPITAL	1994 £	1993 £
	Authorised, issued and fully paid 100 Ordinary Shares of £1 each	100	100

16.	RESERVES	Profit and Loss Account £	Capital Reserve £
	The movement for the year comprised:		
	At 1 October 1993	1,077,243	16,050
	Retained Profit for the Year	196,743	-
	At 30 September 1994	<u>1,273,986</u>	<u>16,050</u>

NELSON GROUP SERVICES (MAINTENANCE) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 1994

17. RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS	1994	1993
	£	£
Retained Profit for the Year	196,743	213,717
Shareholders' Funds at 1 October 1993	1,093,393	879,676
Shareholders' Funds at 30 September 1994	<u>1,290,136</u>	<u>1,093,393</u>

18. OBLIGATIONS UNDER OPERATING LEASES

	1994		1993	
	Land & Buildings £	Other £	Land & Buildings £	Other £
Minimum payments due during the year ended 30 September 1995 under operating leases expiring:				
- within one year	1,875	136,294	-	48,020
- within two to five years	15,500	332,892	-	362,124
- after five years	53,250	-	83,600	-
	<u>70,625</u>	<u>469,186</u>	<u>83,600</u>	<u>410,144</u>

19. CONTINGENT LIABILITIES

There is an unlimited multilateral guarantee in respect of counter indemnities for the bank overdraft and bank indemnities on due performance bonds of the Nelson Group Services Limited group of companies.

20. PENSION COMMITMENTS

The company operates a defined benefits pension scheme for its directors and employees, details of which are disclosed in the financial statements of the parent company.

21. ULTIMATE HOLDING COMPANY

The ultimate holding company is Nelson Group Services Limited, a company registered in England and Wales.

NELSON GROUP SERVICES (MAINTENANCE) LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 1994

22.	CASH FLOW STATEMENT	1994	1993
(a)	Net Cash (Outflow)/Inflow From Operating Activities	£	£
	Operating Profit	258,243	189,199
	Depreciation	380,412	352,993
	Loss/(Profit) on Disposal of Assets	18,067	(917)
	Amortisation	5,100	7,200
	(Increase)/Decrease in Stocks	(55,424)	75,198
	Increase in Debtors	(454,080)	(338,451)
	(Decrease)/Increase in Creditors	(1,346,032)	450,820
	Net Cash (Outflow)/Inflow	<u>(1,193,714)</u>	<u>736,042</u>
(b)	Cash and Cash Equivalents	1994	1993
		£	£
	At 1 October 1993	89,934	(213,314)
	Net Cash (Outflow)/Inflow	<u>(1,928,420)</u>	<u>303,248</u>
	At 30 September 1994	<u>(1,838,486)</u>	<u>89,934</u>
(c)	Cash and Cash Equivalents as shown in the Balance Sheet	1994	1993
		1994	1993
		£	£
		Change	Change
		£	£
	Cash at Bank and in Hand	7,462	1,701,377
	Bank Overdrafts	(1,845,948)	(1,611,443)
		<u>(1,838,486)</u>	<u>89,934</u>
		<u>(1,838,486)</u>	<u>89,934</u>
		<u>(1,928,420)</u>	<u>303,248</u>
(d)	Financing		

During the year the Company entered into hire purchase and finance lease arrangements in respect of assets with a total capital value at the inception of the leases of £249,150.

NELSON GROUP SERVICES (MAINTENANCE) LIMITED

TRADING AND PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30 SEPTEMBER 1994

	1994		1993	
	£	£	£	£
Sales		17,437,117		17,369,294
Cost of Sales		(12,417,927)		(12,459,505)
Gross Profit		<u>5,019,190</u>		<u>4,909,789</u>
Less Wages and National Insurance	1,324,821		1,418,873	
Directors Remuneration	102,271		44,292	
Pension Costs	9,714		5,290	
Rent and Rates	127,246		160,166	
Light and Heat	22,515		29,129	
Motor Expenses	1,317,583		1,374,381	
Repairs and Renewals	104,944		80,026	
Leasing Costs	26,472		28,495	
Telephone	189,470		166,689	
Insurances	19,979		11,980	
Sundry Expenses	43,316		24,198	
Printing, Postage, Stationery and Advertising	113,358		131,460	
Travel and Entertaining	56,689		74,147	
Legal and Professional Fees	8,990		12,188	
Loss/(Profit) on disposal of Motor Vehicles	1,851		(917)	
Loss on Disposal of Assets	16,216		-	
Depreciation of Tangible Fixed Assets	380,412		352,993	
Amortisation of Goodwill	5,100		7,200	
Management Charge	800,000		800,000	
Exceptional Charges (Income):				
Surrender of Lease on London Property	-		(87,500)	
Compensation Payment re Termination of Contract	90,000		-	
		<u>(4,760,947)</u>		<u>(4,633,090)</u>
Net Profit		<u>258,243</u>		<u>276,699</u>