PAUL MURRAY PLC

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Report and Accounts

31 December 2001

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COMPANIES HOUSE 24/04/02

Registration number 1172728

PAUL MURRAY PLC Directors' Report

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The directors present their report and accounts for the year ended 31 December 2001.

Principal activities

The group's principal activity during the year was the manufacturing, wholesaling and packing of non-pharmaceutical products and surgical goods, and the distribution of cosmetics, fragrances and toiletries. On 29 June 2001 the net liabilities of Miner's International Limited, the company's subsidiary undertaking were hived up, whereupon Miner's International Limited ceased trading.

Results and dividends

The loss for the year, after taxation, amounted to £393,621. Ordinary dividends of £189,400 were paid in the year which leaves a loss of £583,021 to be retained.

Business review and future developments

Extensive and effective changes made towards the end of the year will prevent a repeat of the poor profitability this year. Factors within and outside the directors' control adversely affected performance.

Since the hive up referred to above, Paul Murray plc now incorporates Miners and operates as a single corporate entity. The health and beauty brands now offered will benefit from increased distribution through all health and beauty market channels. A stronger management team at both director and senior management level will ensure the implementation of planned strategic developments within the company.

Directors

The directors at the balance sheet date and their interests in the share capital of the company were as follows:

	£1 Ordinary share	
	2001	2000
P T Murray	69,000	69,000
Mrs K J Murray	1,000	1,000
Mrs D A Murray	-	-
P D Vanstone	-	-
A Allen	-	-
A J Hastings	-	-

The remaining 30,000 shares are held by a trust, the Paul Travis Murray Settlement, the trustees of which are P T Murray and J A Poulter. Mr Poulter is a partner in Rothman Pantall & Co, the company's auditors.

Political and charitable donations

During the year, the group made various charitable contributions totalling £715 (2000 £11,098).

Creditor payment policy

It is the company's policy whenever possible to pay suppliers at the end of the month following the invoice date, except in the case of some overseas suppliers whom the company may pay in advance. At 31 December 2001 the company's creditor days stood at 59 (2000 47 days). The company's subsidiary undertaking adopted a similar policy until it ceased trading on 29 June 2001.

PAUL MURRAY PLC Directors' Report

The introduction of the euro

The directors have considered the risks and uncertainties associated with the introduction of the euro. It is intended that the group should continue to invoice customers in sterling, and therefore the directors are of the opinion that costs relating to the introduction of the euro will not be significant at the present time.

Auditors

A resolution to reappoint Rothman Pantall & Co as auditors will be put to the members at the Annual General Meeting.

This report was approved by the board on 18 April 2002.

P T Murray Director

PAUL MURRAY PLC Statement of Directors' Responsibilities

Company law requires the directors to prepare accounts for each financial year which give a true and fair view of the state of affairs of the company and the group, and of the group's profit or loss for that period. In preparing those accounts, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent; and
- prepare the accounts on the going concern basis unless it is inappropriate to presume that the group will continue in business.

The directors are responsible for maintaining proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and the group, and to enable them to ensure that the accounts comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the company and the group, and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

PAUL MURRAY PLC

Independent auditors' report to the shareholders of PAUL MURRAY PLC

We have audited the accounts of Paul Murray plc for the year ended 31 December 2001 which comprise pages 5 to 21. These accounts have been prepared under the historical cost convention and the accounting policies set out therein.

Respective responsibilities of directors and auditors

As described in the Statement of Directors' Responsibilities the company's directors are responsible for the preparation of the accounts in accordance with applicable law and United Kingdom Accounting Standards.

Our responsibility is to audit the accounts in accordance with relevant legal and regulatory requirements and United Kingdom Auditing Standards.

We report to you our opinion as to whether the accounts give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you if, in our opinion, the Directors' Report is not consistent with the accounts, if the company or the group has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and transactions with the group is not disclosed.

We read the Directors' Report and consider the implications for our report if we become aware of any apparent misstatements within it.

Basis of audit opinion

We conducted our audit in accordance with United Kingdom 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 accounts. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the accounts, and of whether the accounting policies are appropriate to the company's and the group'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 accounts 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 accounts.

Opinion

In our opinion the accounts give a true and fair view of the state of the company's and the group's affairs as at 31 December 2001 and of the group's loss for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Rothman Pantall & Co

Chartered Accountants and Registered Auditors

10 Oxford Street Southampton Hampshire SO14 3DJ

18 April 2002

PAUL MURRAY PLC Consolidated Profit and Loss Account for the year ended 31 December 2001

	Notes	2001 £	2000 £
Turnover	2	9,018,150	10,140,419
Cost of sales		(6,174,704)	(7,171,393)
Gross profit		2,843,446	2,969,026
Distribution costs Administrative expenses Other operating income		(1,749,407) (1,244,867) -	(1,837,746) (1,500,580) 6,000
Operating loss	3	(150,828)	(363,300)
Interest receivable Interest payable	6	691 (233,382)	- (239,918)
Loss on ordinary activities before taxation		(383,519)	(603,218)
Taxation on ordinary activities	7	(10,102)	24,196
Loss on ordinary activities after taxation		(393,621)	(579,022)
Dividends: ordinary dividend on equity shares	9	(189,400)	(108,500)
Retained loss for the year	21	(583,021)	(687,522)

Continuing operations

None of the group's activities were discontinued during the above two financial years.

Statement of total recognised gains and losses

The company has no recognised gains or losses other than the loss for the above two financial years.

PAUL MURRAY PLC Consolidated Balance Sheet as at 31 December 2001

Ne	otes		2001 £		2000 £
Fixed assets Intangible fixed assets Tangible assets	10 11	-	294,138 1,857,206 2,151,344	-	311,440 1,996,083 2,307,523
Current assets Stocks Debtors Cash at bank and in hand	13 14	3,202,495 1,191,220 1,167 4,394,882		3,155,610 1,937,462 994 5,094,066	
Creditors: amounts falling due within one year	15	(3,360,129)		(3,466,849)	
Net current assets			1,034,753		1,627,217
Total assets less current liabilities			3,186,097	-	3,934,740
Creditors: amounts falling due after more than one year	16		(1,054,331)		(1,219,953)
		-	2,131,766	-	2,714,787
Capital and reserves Called up share capital Revaluation reserve Profit and loss account	19 20 21		100,000 755,965 1,275,801		100,000 755,965 1,858,822
Shareholders' funds	22	-	2,131,766	-	2,714,787

P T Murray Director

Approved by the board on 18 April 2002

PAUL MURRAY PLC Balance Sheet as at 31 December 2001

:

N	lotes		2001		2000
			£		£
Fixed assets					
Intangible fixed assets	10		303,234		-
Tangible assets	11		1,857,206		1,662,087
Investments	12	-	11,000	-	236,624
			2,171,440		1,898,711
Current assets					
Stocks	13	3,202,495		2,417,775	
Debtors	14	1,191,220		1,828,675	
Cash at bank and in hand	17	1,167		710	
Saon at Saint and in hard		4,394,882		4,247,160	
		1,00 1,002		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
Creditors: amounts falling due					
within one year	15	(3,371,129)		(2,006,792)	
Net current assets			1,023,753		2,240,368
Total assets less current		-		-	
liabilities			3,195,193		4,139,079
			-,,		,,
Creditors: amounts falling due					
after more than one year	16		(1,054,331)		(1,219,953)
		-		ب	
			2,140,862	_	2,919,126
Capital and reserves					
Called up share capital	19		100,000		100,000
Revaluation reserve	20		755,965		755,965
Profit and loss account	21		1,284,897		2,063,161
		-		-	
Shareholders' funds	22		2,140,862	-	<u>2,919,126</u>

P T Murray Director

Approved by the board on 18 April 2002

PAUL MURRAY PLC Consolidated Cash Flow Statement for the year ended 31 December 2001

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	Notes	2001 £	2000 £
Reconciliation of operating profit to net cash inflow from operating activities		* **	~
Operating loss Depreciation Amortisation of goodwill Loss on disposal of fixed assets Increase in stocks Decrease in debtors (Decrease)/increase in creditors		(150,828) 437,161 17,302 1,998 (46,885) 746,242 (403,116)	(363,300) 444,209 17,302 25,181 (184,512) 129,501 388,547
Net cash inflow from operating activities		601,874	456,928
CASH FLOW STATEMENT			
Net cash inflow from operating activities		601,874	456,928
Returns on investments and servicing of finance	23	(232,691)	(239,918)
Taxation		(10,102)	(57,660)
Capital expenditure	23	(300,282) 58,799	(382,281) (222,931)
Equity dividends paid			(108,500) (331,431)
Financing	23	(177,361)	(178,321)
Decrease in cash		(307,962)	(509,752)
Reconciliation of net cash flow to movement in net	debt		
Decrease in cash in the period Decrease in debt and lease financing		(307,962) 177,361	(509,752) 178,321
Change in net debt	24	(130,601)	(331,431)
Net debt at 1 January 2001 Net debt at 31 December 2001		(2,874,382) (3,004,983)	(2,542,951) (2,874,382)
not dest at 91 seedinsel 2001		(0,00+,303)	(2,074,002)

1 Accounting policies

Accounting convention

The accounts have been prepared under the historical cost convention, as modified by the revaluation of certain fixed assets, and in accordance with applicable accounting standards.

Basis of consolidation

The group accounts consolidate the accounts of the company and its subsidiary undertaking for the year ended 31 December 2001.

Goodwill

Goodwill on acquisitions, being the excess of purchase price over the fair value of net assets acquired, is capitalised and amortised over its useful economic life of 20 years, on a straight line basis.

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 over its expected useful life, as follows:

Freehold buildings over 50 years
Display stands over 3 years
Motor vehicles 25% reducing balance
Computers 25% straight line

Other plant and machinery 25% reducing balance

Stocks

Stock is valued at the lower of cost and net realisable value.

Deferred taxation

No deferred taxation has been provided because the directors have concluded, on the basis of reasonable assumptions and the intentions of management, that it is improbable that any such liability will crystallise.

Foreign currencies

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

Leasing and hire purchase commitments

Assets held under finance leases and hire purchase contracts, which are those where substantially all the risks and rewards of ownership of the asset have passed to the group, are capitalised in the balance sheet and depreciated over their useful lives.

The interest element of the rental obligations is charged to the profit and loss account over the period of the lease and represents a constant proportion of the balance of capital repayments outstanding. Rentals paid under operating leases are charged to income on a straight line basis over the lease term.

Pensions

The company operates two defined contribution pension schemes. Contributions are charged to the profit and loss account as they become payable in accordance with the rules of the scheme.

2 Turnover

Turnover represents the invoiced value of goods and services supplied by the group, net of value added tax and trade discounts. Sales within the group are excluded.

	Turnover is attributable to the following geographical markets:	2001 £	2000 £
	UK Europe Asia Other	8,028,882 922,117 40,385 26,766 9,018,150	9,218,711 729,938 148,742 43,028 10,140,419
		9,018,150	10,140,419
3	Operating profit	2001 £	2000 £
	This is stated after charging:		
	Depreciation of owned fixed assets Depreciation of assets held under finance leases and hire	430,869	431,320
	purchase contracts	6,292	12,889
	Amortisation of goodwill	17,302	17,302
	Operating lease rentals - plant and machinery	128,999	125,665
	Operating lease rentals - land and buildings	50,575	54,923
	Finance charges payable under finance leases and hire purchase contracts Auditors' remuneration, of which company was £11,000 (2000)	2,291	2,732
	£10,500)	15,500	21,000
	Non-audit remuneration relating to the auditors	22,614	9,814

4	Directors' emoluments	2001	2000
		£	£
	Emoluments	373,264	518,562
	Company contributions to money purchase pension schemes	9,981	9,282
		383,245	527,844
	I the beautiful after the second		
	Highest paid director: Emoluments	103,972	193,489
	Company contributions to money purchase pension schemes	4,000	5,000
		107,972	198,489
	Number of directors in company pension schemes:	2001 Number	2000 Number
	Money purchase schemes	6	6
	Money parenage contented		
5	Staff costs	2001	2000
		£	£
	Wages and salaries	1,840,938	2,031,344
	Social security costs	172,630	194,894
	Other pension costs	11,827_	10,660
		2,025,395	2,236,898
	Average number of employees during the year		
	Administration	44	56
	Operations	65	74_
		109	130
6	Interest payable	2001	2000
		£	£
	Bank loans and overdrafts	214,730	223,130
	Other loans	18,652	16,788
		233,382	239,918

7	Tax on profit on ordinary activities	2001 £	2000 £
	UK corporation tax refund due	-	(22,384)
	Adjustments recognised in respect of prior periods	10,102	(1,812)
		10.102	(24,196)

8 Loss dealt with in the accounts of the company

The loss for the financial year dealt with in the accounts of the company is £778,264 (2000 £326,328). As permitted by section 230 of the Companies Act 1985, the profit and loss account of the company is not presented.

9	Equity dividends	2001 £	2000 £
	Equity dividends on ordinary shares - interim paid	189,400	108,500

10 Intangible fixed assets

Group	Goodwill £
Cost	
At 1 January 2001	346,044
At 31 December 2001	346,044
Amortisation	
At 1 January 2001	34,604
Provided during the year	17,302
At 31 December 2001	51,906
Net book value At 31 December 2001	294,138
At 31 December 2000	311,440
Goodwill is being written off in equal annual instalments over its estimated ecor years.	nomic life of 20
Company	Goodwill £
Cost	044.000
Additions	311,009
At 31 December 2001	311,009
Amortisation	
Provided during the year	7,775
At 31 December 2001	7,775
Net book value At 31 December 2001	303,234
At 31 December 2000	

Goodwill is being written off in equal annual instalments over its estimated economic life of 20 years.

11 Tangible fixed assets

	Freehold land and	Plant and	
Group	buildings	machinery	Total
	£	£	£
Cost or valuation			
At 1 January 2001	1,396,175	1,499,116	2,895,291
Additions	-	311,732	311,732
Disposals		(340,886)	(340,886)
At 31 December 2001	<u>1,396,175</u>	1,469,962	2,866,137
Depreciation			
At 1 January 2001	46,520	852,688	899,208
Charge for the year	23,424	413,737	437,161
On disposals		(327,438)	(327,438)
At 31 December 2001	69,944	938,987	1,008,931
Net book value			
At 31 December 2001	1,326,231	530,975	1,857,206
At 31 December 2000	1,349,655	646,428	1,996,083

Freehold land and buildings were revalued at 31 December 1998 based on a valuation carried out by the directors. The transitional provisions of Financial Reporting Standard 15 are being followed and this valuation has not therefore been updated.

Freehold land at valuation included above not depreciated		225,000
Freehold land and buildings:	2001 £	2000 £
Historical cost	<u>89</u> 1,860	891,860
Cumulative depreciation based on historical cost	252,685	235,848
	2001 £	2000 £
Net book value of plant and machinery included above held	40.075	00.407
under finance leases and hire purchase contracts	18,875	28,167

	Freehold land and	Plant and	
Company	buildings £	machinery £	Total £
Cost or valuation			
At 1 January 2001	1,396,175	1,141,559	2,537,734
Additions	-	559,093	559,093
Disposals		(340,886)	(340,886)
At 31 December 2001	1,396,175	1, <u>3</u> 59,766	2,755,941
Depreciation			
At 1 January 2001	46,520	829,127	875,647
Charge for the year	23,424	327,102	350,526
On disposals		(327,438)	(327,438)
At 31 December 2001	69,944	828,791	898,735
Net book value			
At 31 December 2001	1,326,231	530,975	1,857,206
At 31 December 2000	1,349,655	312,432	1,662,087

Freehold land and buildings were revalued at 31 December 1998 based on a valuation carried out by the directors. The transitional provisions of Financial Reporting Standard 15 are being followed and this valuation has not therefore been updated.

Freehold land at valuation included above not depreciated		225,000
Freehold land and buildings:	2001 £	2000 £
Historical cost	891,860	891,860
Cumulative depreciation based on historical cost	252,685	235,848
	2001 £	2000 £
Net book value of plant and machinery included above held	10 075	0E 167
under finance leases and hire purchase contracts	<u> 18,875</u>	25,167

12 Investments

	subsidiary undertakings
Cost At 1 January 2001 Written off	236,624 (225,624)
At 31 December 2001	11,000
The company holds 20% or more of the share capital of the following companies:	

Company	Country of registration	Shares held	
	or incorporation	Class	%
Miner's International Limited	England and Wales	Ordinary	100

The principal activity of Miner's International Limited during the year was the distribution of cosmetics, fragrances and toiletries, until 29 June 2001 when it ceased trading. Miner's International Limited is included in the group accounts.

13 5	Stocks	Group			Company	
		2001	2000	2001	2000	
		£	£	3	£	
F	Finished goods and goods for					
r	resale	3,202,495	3,155,610	3,202,495	2,417,775	

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

14 Debtors	2001 £	Group 2000 £	2001 £	Company 2000 £
Trade debtors Amounts owed by group	1,087,183	1,839,182	1,087,183	1,129,379
undertakings	-	•	-	617,024
Other debtors	12,973	22,384	12,973	22,384
Prepayments and accrued income	91,064	75,896	91,064	59,888
	1,191,220	1,937,462	1,191,220	1,828,675

15 Creditors: amounts falling due

within one year	2001 £	Group 2000 £	2001 £	Company 2000 £
Bank loans and overdrafts Obligations under finance lease	2,142,329	1,834,194	2,142,329	916,541
and hire purchase contracts	4,490	16,229	4,490	13,469
Trade creditors Amounts owed to group	858,594	1,210,711	858,594	656,773
undertakings Other taxes and social security	-	-	11,000	49,502
costs	84,525	183,341	84,525	169,571
Other creditors	62,778	73,118	62,778	73,118
Accruals and deferred income	207,413	149,256	207,413	127,818
	3,360,129	3,466,849	3,371,129	2,006,792

Bank loans and overdrafts are secured on the company's freehold land and buildings and its subsidiary undertaking's assets generally.

16 Creditors: amounts falling due

after more than one year	2001 £	Group 2000 £	2001 £	Company 2000 £
Bank loans and overdrafts Obligations under finance lease	859,331	1,020,463	859,331	1,020,463
and hire purchase contracts	-	4,490	•	4,490
Other creditors	195,000	195,000	195,000	195,000
	1,054,331	1,219,953	1,054,331	1,219,953

Bank loans and overdrafts are secured on the company's freehold land and buildings.

17 Borrowings	2001 £	Group 2000 £	2001 £	Company 2000 £
Analysis of maturity of debt:	_	-		
Within one year or on demand	2,142,329	916,541	2,142,329	916,541
Between one and two years	161,132	161,132	161,132	161,132
Between two and five years	498,396	578,396	498,396	578,396
After five years	394,803	475,935	394,803	475,935
-	3,196,660	2,132,004	3,196,660	2,132,004
Amounts repayable by instalments any of which fall for payment after				
five years	800,463	881,595	800,463	881,595

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18	Obligations under finance leases and hire purchase				
	contracts		Group		Company
		2001	2000	2001	2000
		£	£	£	3
	Amounts payable:				
	Within one year	4,490	16,229	4,490	13,469
	Within two to five years		4,490		4,490
		4,490	20,719	4,490	17,959
4.0	a			0001	0000
19	Share capital			2001 £	2000 £
	Authorised:			£	£
	Ordinary shares of £1 each			100,000	100,000
	Ordinary shares of £1 odon			100,000	
		2001	2000	2001	2000
		No	No	£	£
	Allotted, called up and fully paid:				
	Ordinary shares of £1 each	100,000	100,000	100,000	100,000
20	Revaluation reserve		Group		Company
		2001	2000	2001	2000
		£	£	£	£
	At 1 January 2001	755,965	755,965	755,965	755,965
	At 31 December 2001	755,965	755,965	755,965	755,965
64	B (1) 11		Cuarra		Commons
21	Profit and loss account	2001	Group 2000	2001	Company 2000
		£	2000 £	2001 £	£
	At 1 January 2001	1,858,822	2,546,344	2,063,161	2,497,989
	Retained loss	(583,021)	(687,522)	(778,264)	(434,828)
	At 31 December 2001	1,275,801	1,858,822	1,284,897	2,063,161

22	Reconciliation of movements in				
	shareholders' funds	2001 £	Group 2000 £	2001 £	Company 2000 £
	At 1 January 2001 Loss for the financial year Dividends	2,714,787 (393,621) (189,400)	3,402,309 (579,022) (108,500)	2,919,126 (588,864) (189,400)	3,353,954 (326,328) (108,500)
	At 31 December 2001	2,131,766	2,714,787	2,140,862	2,919,126
23	Gross cash flows			2001 £	2000 £
	Returns on investments and servanterest received Interest paid	icing of financ	e	691 (233,382)	- (239,918)
	interest paid			(232,691)	(239,918)
				(202,001)	(200,010)
	Capital expenditure Payments to acquire tangible fixed Receipts from sales of tangible fixe			(311,732) 11,450	(429,349) 47,068
				(300,282)	(382,281)
	Financing New loans raised Loan repayments Capital element of finance lease re	ntal payments		(161,132) (16,229) (177,361)	45,000 (206,132) (17,189) (178,321)
24	Analysis of changes in net debt	At 1 Jan 2001 £	Cash flows	Non-cash changes £	At 31 Dec 2001 £
	Cash at bank and in hand Overdrafts	994 (1,673,062)	173 (308,135) (307,962)		1,167 (1,981,197)
	Debt due within 1 year Debt due after 1 year Finance leases	(161,132) (1,020,463) (20,719)	161,132 16,229 177,361		(161,132) (859,331) (4,490)
	Total	(2,874,382)	(130,601)		(3,004,983)

25 Other financial commitments

At the year end the company and its subsidiary undertaking had annual commitments under non-cancellable operating leases as set out below:

Group	Land and buildings 2001 £	Land and buildings 2000 £	Other 2001 £	Other 2000 £
Operating leases which expire:				
within one year	24,250	-	15,517	12,043
within two to five years	-	24,250	94,995	108,837
in over five years	26,325	26,325	-	
	50,575	50,575	110,512	120,880
Company	Land and buildings 2001 £	Land and buildings 2000 £	Other 2001 £	Other 2000 £
Operating leases which expire:	~	~	~	~
within one year	24,250	-	15,517	2,894
within two to five years	-	24,250	94,995	98,177
in over five years	26,325	26,325		
	50,575	50,575	110,512	101,071

26 Contingent liabilities

The group had outstanding liabilities under documentary credits of £10,375 at 31 December 2001 (2000 £247,934). The company had outstanding liabilities under documentary credits of £10,375 at 31 December 2001 (2000 £156,685).

27 Related parties

The company is controlled by P T Murray, a major shareholder and the chairman of the company.

Amounts due from related parties	2001	Group 2000	2001	Company 2000
	£	£	£	· £
Miner's International Limited	<u>-</u> -			617,024
Amounts due to related parties		Group		Company
	2001	2000	2001	2000
	£	£	£	£
Miner's International Limited	-	•	11,000	49,502
The Murray Pension Scheme	195,000	195,000	195,000	195,000
Directors' current account	43,528	47,625	43,528	47,625
	238,528	242,625	249,528	292,127
Transactions with related parties			2001	2000
•			3	£
interest payable:				
The Murray Pension Scheme			16,161	14,200
Directors' current account - Mrs D A Murray			2,491	2,588
			18,652	16,788