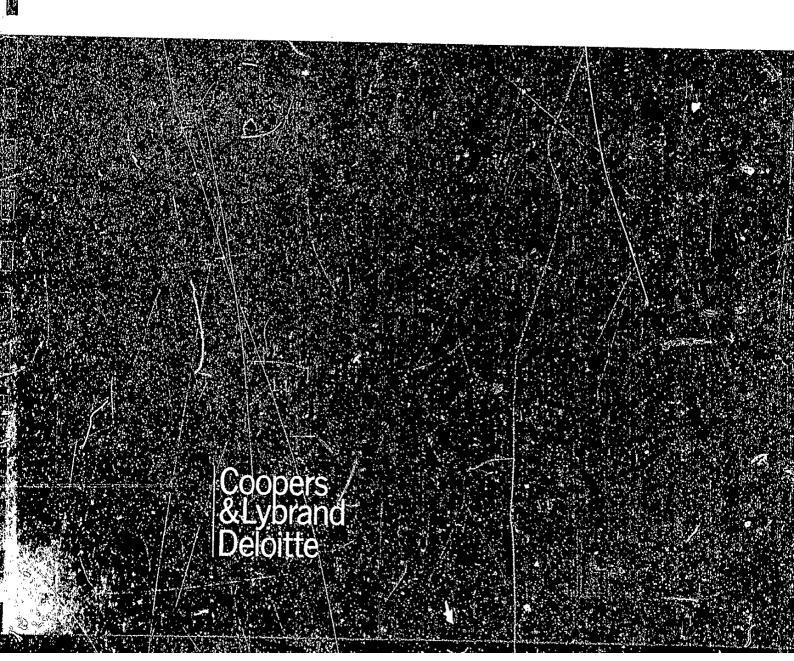
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MODIFIED ACCOUNTS for the year ended 31 DECEMBER 1988 1603021



## REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 1988

1 The directors present herewith the audited accounts for the year ended 31 December 1988.

#### Results and principal activities

2 The profit and loss account for the year is set out on page 4. The principal activity of the company continues to be specialised international haulage.

#### Review of business and future developments

Both the level of business and the year end financial position were satisfactory, and the directors expect that the present level of activity will be sustained for the foreseeable future.

#### **Dividends**

The directors recommend that no dividend be declared in respect of the year ended 31 December 1988.

#### Fixed assets

The changes in fixed assets during the year are set out in note 12 to the accounts. In the opinion of the directors the current open market value of the leasehold land and buildings exceeds the amount of £755,377 at which it is included in the balance sheet at 31 December 1988.

#### Post balance sheet events

6 Post balance sheet events are set out in note 19 to the accounts.

#### **Directors**

7 The directors of the company at 31 December 1988, both of whom have been directors for the whole of the year ended on that date, were:-

Mr S Gibson (Managing Director)
Mr M O'Neill

- 8 On 5 April 1988 Mr S Gibson resigned as company secretary and Mr T Jackson was appointed in his place.
- 9 On 1 January 1990 Mr T Jackson, Mr J G Trenholm and Mr D B Beattie were appointed as directors of the company.

COMPANIES HOUSE

10 In accordance with the Articles of Association, Mr S Gibson retires by rotation and, being eligible, offers himself for re-election.

#### Directors' interests in shares of the company

11 The Interest of the directors of the company at 31 December 1988 in the shares of the company, according to the register required to be kept by Section 325 of the Companies Act 1985, were as follows:-

#### Ordinary shares of £1 each

	At 31 December 1988	At 31 December 1987
	<u>Number</u>	<u>Number</u>
Mr S Gibson Mr M O'Neill	19,444 5,556	19,444 5,556
	25,000	25,000

#### Close company status

12 In the opinion of the directors, the company is a close company within the terms of the Income and Corporation Taxes Act 1988. There has been no change in this respect since the end of the financial year. The directors expect that no apportionment of income will be made under sections 423-430, Income and Corporation Taxes Act 1988.

#### <u>Auditors</u>

Our auditors Coopers & Lybrand are in the process of merging their practice with Deloitte Haskins & Sells and in the meantime have adopted Coopers & Lybrand Deloitte as their business name. They have signed the auditors' report in their new name. A resolution to reappoint Coopers & Lybrand Deloitte as the company's auditors will be proposed at the annual general meeting.

BY ORDER OF THE BOARD

Company Secretary

19 April 1990

#### Registered office

Brignell Road
Riverside Industrial Park Industrial Estate
Middlesbrough
Cleveland
TS2 1PS

#### REPORT OF THE AUDITORS TO THE DIRECTORS OF

#### BULKHAUL LIMITED

#### 1 In our opinion:

- (a) you are entitled to deliver modified accounts for the year ended 31 December 1988 on the grounds that the company is entitled to the benefit of Sections 247 to 249, Companies Act 1985 as a medium sized company;
- (b) the attached modified accounts set out on pages 4 to 18 are properly prepared in accordance with Schedule 8 to the Companies Act 1985.

We are not required to express an audit opinion on these modified accounts.

- We reported, as auditors of Bulkhaul Limited, to the members on 19 April 1990 under Section 236, Companies Act 1985 on the group's accounts for the year ended 31 December 1988 as follows:-
- 3 We have audited the accounts on pages 4 to 18 in accordance with approved Auditing Standards except that the scope of our work was limited by the matter referred to below.
- As set out in note 12(d), the balance sheet includes an investment of f125,000 in 125,000 fl ordinary shares in Middlesbrough Football and Athletic Company (1986) Limited. The directors consider that no provision is required in these accounts against this investment. No recent accounts or alternative evidence has been made available to allow us to satisfy ourselves that this is the case. Accordingly we have not received all the information and explanations we required for the purposes of our audit.
- Subject to the effect of any adjustment which may have been shown to be necessary in respect of the matter referred to in paragraph 4, in our opinion the accounts give a true and fair view of the state of the company's affairs at 31 December 1988 and of its profit and source and application of funds for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Coopers & LYBRAND DELOITTE
Chartered Accountants

MIDDLESBROUGH, 19 April 1990

#### PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 1988

#### (MODIFIED IN ACCORDANCE WITH THE PROVISIONS OF THE COMPANIES ACT 1985)

	<u>Notes</u>	<u>1988</u> £	<u>1987</u> £
PROFIT ON ORDINARY ACTIVITIES	2	371,253	434,264
SHARE OF PROFITS OF ASSOCIATED COMPANIES	3	133,728	99,711
PROFIT BEFORE TAXATION		504,981	533,975
TAXATION: Investing Company Associated Companies	8 3	(15,098)	(24,303)
RETAINED PROFIT FOR THE FINANCIAL YEAR		489,883	509,672
STATEMENT O	F RETAINED	PROFITS	
RETAINED PROFITS AT 1 JANUARY 1988 AS PREVIOUSLY REPORTED PRIOR YEAR ADJUSTMENTS	:- 9	1,047,875	654,574 7,731
AS RESTATED		1,047,875	662,305
SHARE OF EXCHANGE ADJUSTMENTS OF ASSOCIATED COMPANIES		(4,008)	(6,648)
WRITE DOWN OF INVESTMENT IN TEESSIDE INSURANCE CONSULTANTS LIMITED		(451)	(4,454)
REDEMPTION OF SHARES		-	(89,800)
BONUS ISSUE OF SHARES		-	(23,200)
RETAINED PROFIT FOR THE YEAR		489,883	509,672
RETAINED PROFITS AT 31 DECEMBER 19	88	1,533,299	1,047,875

The notes on pages 7 to 18 form part of these accounts. Report of the Auditors' to the Directors page 3

#### BALANCE SHEET - 31 DECEMBER 1988

			1988		1987
	<u>Notes</u>	£	£	£	£
FIXED ASSETS Tangible assets Investments	10 11		3,955,445 683,511		2,595,585 329,940
CURRENT ASSETS Stock Debtors Cash at bank	12	20,733 1,767,626 7,529	4,638,956	6,419 1,299,276 625	2,925,525
CREDITORS: amounts falling due within one year	13	1,795,888 2,648,834		1,306,320 2,045,655	
NET CURRENT LIABILITIES			(852,946)		(739,335)
Total assets less current liabilities			3,786,010		2,186,190
CREDITORS: amounts falling due after more than one year	14	2,179,998		1,077,315	
PROVISIONS FOR LIABILITIES AND CHARGES Deferred taxation	9	-		-	
ACCRUALS AND DEFERRED INCOME	15	47,713	(2,227,711)	36,000	(1,113,315)
CAPITAL AND RESERVES Called up share capital Profit and loss account	16		25,000 1,533,299 1,558,299		25,000 1,047,875 1,072,875

In preparing these modified accounts we have relied upon the exemptions for individual accounts, contained in Sections 247 to 249, Companies Act 1985.

We have done so on the grounds that the company is entitled to the benefits of these exemptions, as a medium sized company.

) Directors

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The notes on pages 7 to 18 form part of these accounts. Report of the Auditors' to the Directors page 3

# STATEMENT OF SOURCE AND APPLICATION OF FUNDS FOR THE YEAR ENDED 31 DECEMBER 1988

		1988	<del></del>	1987
SOURCE OF FUNDS  Profit before taxation  Adjustment for items not  involving the movement  of funds:	£	£ 504,981	£	£ 533,975
Depreciation Profit on disposal of	493,796		232,496	
fixed assets Prior year adjustments Share of profits of	(23,671)		(404) 7,731	
associated companies Grant release	(133,728) (73,728)		(99,711) (128,000)	
Bonus issue of shares Redemption of shares	-		(23,200) (89,800)	
<b>TOTAL</b>		262,669	<del></del>	(100,888)
TOTAL FROM OPERATIONS		767,650		433,087
FUNDS FROM OTHER SOURCES Hire purchase				
finance received Disposal of tangible fixed	651,564		391,755	
assets Grants received	108,775		18,522	
Loans received	85,441 716,825		164,000	
Share issue	710,025		500,000 25,000	
		1,562,605		1,097,277
APPLICATION OF FUNDS Purchase of tangible fixed		2,330,255		1,530,364
assets Purchase of investments	1,938,760		1,484,078	
Corporation tax paid	239,400		-	
Repayment of bank loan	72,885		173 65,209	
	<del></del>	(2,251,045)		(1,549,460)
		79,210		410.004
DEGER OF THE STATE		77,210		(19,096)
DECREASE IN WORKING CAPITAL Stocks Debtors	14,314 468,350		6,419	
Creditors falling due within one year excluding bank	400,330		605,573	
overdraft and taxation	(150,655)	332,009	(610,195)	(1,797)
Movement in net liquid funds: Cash in hand		•		(1,757)
Bank overdraft	6,904 (259,703)	(252,799)	(14,712) (6,181)	(20.000)
			<del></del>	(20,893)
		79,210		(19,096)
				***************************************

Report of the Auditors to the Directors page 3.

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## NOTES TO THE ACCOUNTS - 31 DECEMBER 1988

#### Principal accounting policies

1 The accounts are prepared in accordance with the historical cost convention. The following is a summary of the more important accounting policies used by the company.

#### (a) Depreciation

Depreciation has been calculated, so as to write off the cost of fixed assets on a straight line basis over the expected useful lives of the assets concerned. The principal rates used for this purpose, which are consistent with those of last year, are:-

Motor vehicles Office equipment and commercial	25
vehicles Tanks Long Leasehold land	20 10 over the remaining
Buildings	period of the lease 2 - 4

#### (b) Government grants

Revenue based government grants are credited to revenue in the period in which they were earned. Capital based grants are credited to a grant reserve and released to revenue over a three year period. This is not in accordance with Statement of Standard Accounting Practice Number Four which states that capital based grants should be released to revenue over the expected useful lives of the assets (see note 15).

#### (c) <u>Hire purchase agreements</u>

Assets obtained on hire purchase are capitalised on commencement of the agreement and are depreciated over their estimated useful lives. Obligations for future repayments are shown as liabilities in the balance sheet.

#### (d) <u>Deferred taxation</u>

Provision is made for deferred taxation by the liability method at the rate of corporation tax at which timing differences are expected to reverse, except in respect of any tax reduction which can reasonably be expected to continue for the future.

## NOTES TO THE ACCOUNTS - 31 DECEMBER 1988 - Continued

## Principal accounting policies - Continued

## (e) <u>Foreign currencies</u>

Trading transactions denominated in foreign currencies are translated into sterling at the exchange rate ruling when the transaction was entered into. Assets and liabilities denominated in foreign currencies are translated into sterling at the exchange rates ruling at the balance sheet date. Exchange gains or losses are included in operating profit.

### (f) <u>Associated companies</u>

The results of associated companies are incorporated in the accounts using the equity method.

## Profit on ordinary activities

2	1988	1987
	٤	<u> </u>
Gross profit Administration expenses	1,382,274 (816,063)	931,920 (538,762)
Operating profit (note 4) Interest receivable Exceptional Income (note 5)	566,211 2,272 73,728	393,158 6,629 128,000
Interest payable and similar charges Bank overdraft and loans Hire purchase agreements	(105,204) (165,754)	(25,005) (68,518)
Profit on ordinary activities before taxation	371,253	434,264

#### NOTES TO THE ACCOUNTS - 31 DECEMBER 1988 - Continued

#### Share of profits of associated companies

3	ı	^	
	4	•	

	Keiserling (NK) Limited	Teesside Insurance Consultants Limited	Total
	£	£	£
Share of profit before taxation	131,044	2,684	123,728
Share of taxation charge	(14,163)	(935)	(15,098)
	116,881	1,749	118,630
	**************************************		

#### Operating profit

4 Operating profit is stated after charging/(crediting):-

<u>1988</u> £	<u>1987</u> £
3,750	3,000
103,652	47,290
493,796	232,496
125,401	124,183
(23,671)	(404)
	3,750 103,652 493,796 125,401

#### Exceptional income

5 Exceptional income comprised the following:-

	73,728	128,000
Grant release (note 15)	23,856	•
Development Grant receivable Capital based Regional Development	29,872	48,000
Grants receivable under Regional Selective Assistance Scheme Revenue based Regional	20,000	80,000
Exceptional income complised the lollowing.	1988 £	<u>1987</u> £

#### Directors' emoluments

6 Emoluments of the directors of the company, including persion contributions, were as follows:

For management services	136,828	124,183
	100.000	1.
·	<u>1988</u>	<u> 1987</u>

## NOTES TO THE ACCOUNTS - 31 DECEMBER 1988 - Continued

## Directors' emoluments - continued

Particulars of directors' emoluments (excluding pension contributions), disclosed in accordance with Part V of Schedule 5 of the Companies Act 1985, are as follows:

	1988 £	1987 £
Emoluments of the chairman who is the highest paid director	76,652	74,258
Number of other directors whose emoluments were within the ranges:	<del></del>	<del></del>
£0 to £ 5,000 £45,001 to £50,000	-	1.
£50,001 to £55,000	- 1	1

#### Employee information

7 (a) The average number of persons employed by the company (including executive directors) during the year is analysed below:-

	1988	1987
Office and management Selling and distribution	25	14
Drivers and mechanics	3	3
	30	7
	58	0.4
		24
	==	==

(b) Employment costs of all employees included above:-

	1988	1987
	£	£
Gross wages and salaries Employer's national	702,782	262,563
insurance contributions Employer's pension contribution under the company pension	43,074	26,781
scheme	17,973	6,385
	763,829	295,729

#### NOTES TO THE ACCOUNTS - 31 DECEMBER 1988 - Continued

#### Tax on profit on ordinary activities

8 The tax charge is based on the profit on ordinary activities for the year and comprises:-

	1988	1987
	£	£
UK Corporation tax	-	<u>.</u>
	•	-
	<del></del>	

On the basis of the company's planned capital expenditure over the next three years the amount of capital allowances in respect of eligible additions will exceed the charge for depreciation on existing and new assets on which allowances are claimed. In accordance with the accounting policy set out in note 1(d), deferred tax is not being provided in respect of such timing differences. The full potential liability for deferred tax at 31 December 1988 amounts to approximately £520,000 (1987: £380,00°).

9	Prior year adjustment	1988	1987
		£	£
	Write back of invoice provisions no longer required	-	20,857
	Final settlement re purchase of assets	-	(13,126)
		-	7,731

## NOTES TO THE ACCOUNTS - 31 DECEMBER 1988 - Continued

#### Fixed assets

10 The changes in fixed assets during the year were as follows:-

	Leasehold land & buildings	Commercial vehicles & tanks	Motor vehicles	Office equipment & sundry tools	Total
	£	£	£	£	£
Cost					
At 1 January 1988 Additions Disposals	542,951 230,909 -	2,092,130 1,250,486 (30,296)	139,736 286,155 (74,912)	243,833 171,210 (35,063)	3,018,650 1,938,760 (140,271)
At 31 December 1988	773,860	3,312,320	350,979	379,980	4,817,139
Depreciation					
At 1 January 1988 Charge for year Disposals	550 17,933	349,056 362,411 (5,923)	37,520 52,574 (37,452)	35,939 60,878 (11,792)	423,065 493,796 (55,167)
At 31 December 1988	18,483	705,544	52,642	85,025	861,694
Net book value					
At 31 December 1988	755,377	2,606,776	298,337	294,955 ———	3,955,445
At 31 December 1987	542,401	1,743,074	102,216	207,894	2,595,585

## NOTES TO THE ACCOUNTS - 31 DECEMBER 1988 - Continued

#### Fixed assets - continued

Included above at 31 December 1988 the following assets were held under hire purchase agreements:

	Cost	Accumulated Depreciation	Net book value
Commercial vehicles	£	£	£
and tanks Motor vehicles Office equipment and	2,297,796 323,069	324,813 37,181	1,972,983 285,888
sundry tools	147,028	29,407	117,621
	2,767,893	391,401	2,376,492
Investments			
11		1988 £	1987 ——
Investments are in comp in the United Kingdom u	nless otherwise	stated .	
Kieserling (UK) Limited below) 49,000 ordinary (representing 49% of ordinary shall below) 750 ordinary shall below) 750 ordinary shall below 1500 ordinary shall be shall	y shares of fl e rdinary shares) are of net asset ices Limited (se ares of fl each	each s 311,518	198,645
(representing 51% of or Cost of shares	rdinary shares)	51	51
Teesside Insurance Consu (c) below) 750 ordinary (representing 37.5% of Investing company's sha	/ shares of 50p ordinary shares	each )	6,243
Middlesbrough Football a (1986) Limited (see (d) 125,000 ordinary shares (representing 15.2% of Cost of shares	below) of fl each		125,000
Cancara Limited (see (e) Deposit on purchase of of £1 each, (representi shares)	9 ordinary share	nary	
		117,985	•

## NOTES TO THE ACCOUNTS - 31 DECEMBER 1988 - Continued

	1988	1987
	£	£
Holcroft Limited (see (e) below) Deposit on purchase of 9 ordinary shares of £1 each, (representing 100% of ordinary shares)	119,415	-
Mullet Limited (see (f) below) 1000 ordinary shares of £1 each (representing 100% of ordinary shares) Cost of shares	1,000	-
Portadown Limited (see (f) below) 1000 ordinary shares of £1 each (representing 100% of ordinary shares) Cost of shares	1,000	-
Other investment	683,510	329,939
	683,511	329,940

- (a) Kieserling (UK) Limited are specialised international hauliers.
- (b) Teesside Transport Services Limited has not yet commenced trading.
- (c) Teesside Insurance Consultants Limited are insurance brokers.
- (d) Middlesbrough Football and Athletic Company (1986) Limited operates Middlesbrough Football Club. The directors of Bulkhaul Limited consider that no provision is required against this investment.
- (e) Cancara Limited and Holcroft Limited are both incorporated in Jersey and had not commenced trading at 31 December 1988 (see note 19(d)).
- (f) Mullet Limited and Portadown Limited are both incorporated in Gibraltar and had not commenced trading at 31 December 1988 (see note 19(d)).
- (g) As all of the subsidiary companies; Teesside Transport Services Limited, Cancara Limited, Holcroft Limited, Mullet Limited and Portadown Limited, had not commenced trading at 31 December 1988, the directors consider that consolidated accounts would be of no value to the members and accordingly they have not been prepared.

## NOTES TO THE ACCOUNTS - 31 DECEMBER 1988 - Continued

Debtor	<u>'s</u>		
12		1988	1987
		£	£
	Trade debtors (see (a) below) Other debtors (see (b) below) Amounts due from subsidiary companies	1,288,771 103,649	912,111 146,339
	(see (c) below) Prepayments and accrued income Recoverable advance corporation tax	214,242 150,547 10,417	240,826 -
		1,767,626	1,299,276

- (a) Trade debtors include amounts due from Kieserling (UK) Limited and its subsidiary companies totalling £88,545 (1987 : £44,357) (see note 11).
- (b) Other debtors includes a £31,250 loan to Mr S Gibson (Managing Director) which has no specified terms of repayment and bears no interest. The maximum amount outstanding on the loan during the year was £31,250.
- (c) The amounts due from subsidiary companies represent advances to Mullet Limited and Portadown Limited (see notes 11(f) and 19(d)).

## Creditors: amounts falling due within one year

4	. 3
_	_

	1988	1987
	£	£
Bank overdraft (see (a) below) Bank loan	265,884	6,181
Debenture loan (see (b) below)	16.000	72,885
Trade creditors	16,233 1,156,667	906 000
Other creditors including taxation	-, -00,007	806,980
and social security (see (c) below) Accruals	872,730	614,524
Accidats	337,320	545,085
	2,648,834	2,045,655

- (a) The bank overdraft is secured by a fixed charge over the company's land and buildings, investments and debts and a floating charge over the remaining assets of the company.
- (b) This loan is secured by a second floating charge over the company's assets, bears interest at an annualised rate of 9.8% and is repayable in quarterly instalments to 25 January 1991.

#### NOTES TO THE ACCOUNTS - 31 DECEMBER 1988 - Continued

#### Creditors: amounts falling due within one year - continued

(c) Included in other creditors including taxation and social security are the following amounts:-

	1988	1987
	€	£
Hire purchase liability fall	_	-
due within one year	769,455	519,982
Social security	59,131	76,956
Taxation	149	•
Advance corporation tax	10,417	•
Creditors: amounts falling due after more	than one year	
14	1988	1987

4		1988	1987
		<u> </u>	
	***************************************	•	2
	Hire purchase amounts due after more than one year (see (a) below)	979,406	577,315
	Long term loans (see (b) below)	678,037	500,000
	Long term loan (see (c) below)	500,000	· <del>-</del>
	Debenture loan (see note 13(b))	22,555	-
		2,179,998	1,077,315

- (a) These amounts are all due within five years from the balance sheet date.
- (b) These loans bear interest at rates of approximately 2½ above the base lending rate of the National Westminster Bank Plc. They are secured by a debenture over all present and future property and assets of the company including goodwill and book debts and were repayable on 31 July 1993. During 1989 this facility was increased to £875,000 with £500,000 still repayable on 31 July 1993 and the remainder due on demand.
- (c) This loan bears interest at the rate of 8.75% per annum. It is repayable by four equal annual instalments of £125,000 commencing on 31 January 1993 and is secured by a guarantee from the company's bankers secured on the same terms as the bank overdraft (see note 13(a)).
- (d) The security for each of the long term loans described in (b) and (c) above rank pari passu with each other.

#### NOTES TO THE ACCOUNTS - 31 DECEMBER 1988

#### Creditors: amounts falling due after more than one year - continued

(e) An analysis of the above balance by date of repayment is set out below:-

	£
Repayable between 1 and 2 years Repayable between 2 and 5 years Repayable after 5 years	827,333 977,665 375,000
	2,179,998

#### Accruals and deferred income

15 A summary of the movements on the grant reserve during the year is given below:-

	1988	1987
	£	£
At 1 January 1988	36,000	-
Capital grants received	35,569	36,000
Released to revenue	(23,856)	•
At 31 December 1988	47,713	36,000

As stated in note 1(b), capital based grants received and receivable are credited to a grant reserve and released to revenue over three years. This is not in accordance with Statement of Standard Accounting Practice Number Four. If the accounts had been prepared in accordance with this standard the amount released to revenue for the year would have been approximately £2,000 (1987 : £NIL).

#### Share Capital

16		1988	1987
	Authorised - Ordinary £1 shares	25,000	25,000
	Issued - Ordinary £1 shares	25,000	25,000

#### NOTES TO THE ACCOUNTS - 31 DECEMBER 1988 - Continued

#### Transactions with associated company

During the year the company entered into a number of transactions with Kinserling (UK) Limited (see note 11). Freight and office services were sold to Kieserling (UK) Limited to the value of £177,309. Freight services purchased from Kieserling (UK) Limited totalled £14,931.

#### Contingencies and commitments

18(a) At 31 December 1988 the following capital expenditure had been contracted for by the company.

Long leasehold land

£ 63,000

(b) The company has received financial assistance under government grant aid schemes. Under the conditions of this assistance, the company may be liable to repay some or all of the grants received should it fail to comply with the terms and conditions laid down. The directors are of the opinion that no such liability will arise and accordingly no provision is required in these accounts for any such liability.

#### Post balance sheet events

- 19(a) On 1 March 1989 the company incorporated a subsidiary company; Bulkhaul Belgium NV, of which it owns the entire paid up capital of B Fr 1,700,000 shares issued on that date, which was also the date on which this company commenced trading.
  - (b) On 28 March 1989 the company entered into an agreement for a 125 year lease on land at Brignell Road, Middlesbrough, which includes the site upon which its premises are located, for the payment of a premium of £70,000 and a peppercorn rent
  - (c) With effect from 1 September 1989 the company became the beneficial owner of the entire share capital of Kieserling (UK) Limited, comprising of 100,000 ordinary shares of £1 each. On that date the company increased its holding from 49,000 ordinary shares by the purchase of a further 26,000 ordinary shares and by giving notice of the exercise of its option to purchase at a later date the remaining 25,000 ordinary shares. The business and assets of Kieserling (UK) Limited were transferred to Bulkhaul Limited on 1 January 1990.
  - (d) During 1989 the company made further investments in and advances to Cancara Limited, Holcroft Limited, Mullet Limited and Portadown Limited, following which such amounts totalled approximately £800,000.

#### Pension commitments

The company operates a self administered pension scheme. The company has no liability other than to pay the employers contributions to this scheme.

Report of the Auditors to the Directors page 3