

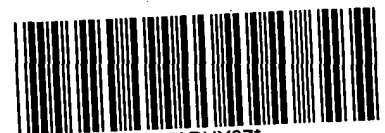
Registered number
02058425

Alltype Roofing Supplies Limited

Report and Accounts

30 September 2015

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Alltype Roofing Supplies Limited
Report and accounts
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Alltype Roofing Supplies Limited
Company Information

Directors

V F Bick
J D C Bick
M L Jervis

Secretary

D J Roche

Auditors

Fairman Harris
Third Floor North
224-236 Walworth Road
London
SE17 1JE

Bankers

Barclays Bank plc
6 Market Place
Bexleyheath
Kent
DA6 7DY

Registered office

5 Ripon Road
Plumstead
London
SE18 3PS

Registered number

02058425

Alltype Roofing Supplies Limited

Registered number: 02058425

Directors' Report

The directors present their report and accounts for the year ended 30 September 2015.

Principal activities

The company's principal activity during the year continued to be that of the supply of roofing and other building materials to the construction industry.

Events since the balance sheet date

No major events affecting the Company have occurred since the balance sheet date, nor are any future developments presently envisaged.

Directors

The following persons served as directors during the year:

V F Bick
J D C Bick
M L Jervis

Political and charitable donations

There were no political donations during the year under review. Charitable donations were £2,470.

Directors' responsibilities

The directors are responsible for preparing the report and accounts in accordance with applicable law and regulations.

Company law requires the directors to prepare accounts for each financial year. Under that law the directors have elected to prepare the accounts in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the accounts unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these accounts, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the accounts;
- prepare the accounts on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the accounts comply with the Companies Act 2006. 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.

Disclosure of information to auditors

Each person who was a director at the time this report was approved confirms that:

- so far as he is aware, there is no relevant audit information of which the company's auditor is unaware; and

Alltype Roofing Supplies Limited

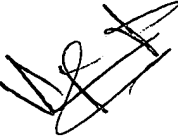
Registered number: 02058425

Directors' Report

- he has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the company's auditor is aware of that information.

This report was approved by the board on/06/2016 and signed on its behalf.

Vince Bick
Director

A handwritten signature in black ink, appearing to be 'Vince Bick', written over a horizontal line.

Alltype Roofing Supplies Limited

Strategic Report

Strategic Management

A privately owned family business the company operates from 5 depots in the Greater London Area. 3 in the South East London area, 1 in Mitcham Surrey and 1 in Bromley Kent.

The company started its operations in 1999, from the evolution of a similar partnership business between 2 brothers which started trading in 1979.

One of the main objectives of the company is to position itself as the "One Stop Wholesaler/Retailer" to businesses in the building industry in general, and roofing in particular. The company unashamedly adopts the slogan, "Roofings No 1 Supplier".

The company believes that the objective to achieve this position brings with it both financial and non financial rewards.

Among the measures adopted to achieve its main objective include:

1. A range of over 1400 different products stocked up and ready for delivery in all of its 5 depots.
2. The products are sourced direct from major UK manufacturers and suppliers.
3. Delivery of bulk orders can be arranged through the specialised fleet of lorries operated by the company.
4. Same or next day deliveries arranged through a lighter fleet of lorries operated by the company.
5. To improve its delivery service, a new "faster track" service is offered. This encourages clients to phone up with their orders ahead of collection and payment. This ensures that orders are packaged and ready for delivery when clients turn up.
6. For customers who choose to visit the depots personally, a trade counter serviced by experienced and friendly staff, who take the pains to help clients with their orders.

The business model adopted to meet these objectives could be summarised as using the vast experience gained over several years to obtain very competitive prices direct from its major manufacturers and suppliers and pass same on to its clients.

Business environment

100% of the company's turnover is generated in the UK and largely in the London area. The CITB projects an increase in construction output at 4.2% between 2015 to 2019. This is one of the significant external factors that could impact on the company's operations. Other factors that have been identified include the regulatory environment, the weather and political stability.

The directors believe that the impact on the company's business, with regards to the factors mentioned above, all which are out of the company's control, and which impact on other competitors equally, would be well managed, given the vast experience gained over several years, and the excellent relationship established with its major suppliers, and a loyal client base.

Significant internal factors identified, include the need to establish good internal controls to safeguard the company's assets, and also run the company's operations efficiently to minimise operational costs.

The directors recognise the crucial role that management and staff play in the implementation of policies put into place in order to meet the company's objectives.

To this extent, among other things, management meetings are held on a monthly basis to monitor, review and adopt policies required to meet its objectives.

The company is proud of a good staff retention record with a significant number of employees having been in the company's employ for over five years.

Other internal factors under consideration include the expansion of the company's operations through the opening of more depots at suitable locations.

With the advantage of staff retention, the directors believe that implementation of the expansion programme would be made easier as and when a good location is found.

The directors are aware that a significant proportion of its sales turnover is generated from its top twenty customers.

This is symptomatic of the industry in which the company operates.

The company's own SWOT analysis highlights this as a potential threat in terms of the reliance on a relatively small number of customers and the exposure the associated higher credit limits create.

The company continues to court this size and calibre of customers as they are a key part of its business model.

Procedures established to mitigate the risk identified include;

1. A permanent team of 2 credit controllers, supported by an external credit reference agency.
2. A relationship management team under a newly appointed Senior Relationship Manager to drive forward a "KNOW YOUR CLIENT" initiative.
3. The formation of a formal credit committee that meet regularly to discuss new proposals and ongoing matters.
4. A new "Cash Account" initiative to promote cash/debit card sales to reduce the exposure to credit.
5. The development of an online service that can be accessed by account customers who can obtain cheaper prices but need to pay by card.
6. The appointment of a new Senior Business Manager to review account spending and use the company's sales representatives to help spread work more effectively across the company's account base.
7. An insurance policy has been put into place with specific regards account customers.

In pursuit of its obligations as a member of the community, the company has adopted Great Ormond Street hospital for children as its official charity. Annual donations and other events are organised to support the charity. Support is also given to the local Cray Wanderers Football club.

Business Performance

The directors believe that key performance indicators that measure the company's performance for the year under review should focus on strategies adopted to attain its main objectives. To this extent, the directors report as follows:

Financial Performance

	<u>2015</u>	<u>2014</u>
Turnover (£)	19,001,213	17,508,833
Gross Profit %	24.32%	24.52%
Net Profit/ (Loss) Before Tax (£)	891,173	1,107,778
Net Profit/ (Loss) After Tax (£)	698,778	850,034
Return on Capital Employed	26.42%	43.70%

Non-Financial Performance

The company spent just over £120,000 on improvements to one of its leasehold properties. Other majors repairs were carried out across all the 5 operating depots.

The company retained all its top twenty customers.

Staff retention continued to be good.

No penalties were imposed for failure to comply with any regulatory or human rights issues.

The directors are happy to report that all the indicators point to a good performance on the strategies adopted to meet its objectives for the year under review.

This report was approved by the board on 13/06/2016 and signed on its behalf.

Vince Bick
Director

A handwritten signature in black ink, appearing to be 'Vince Bick', written over a horizontal line.

Alltype Roofing Supplies Limited
Independent auditors' report
to the members of Alltype Roofing Supplies Limited

We have audited the accounts of Alltype Roofing Supplies Limited for the year ended 30 September 2015 which comprise the Profit and Loss Account, the Balance Sheet, the Cash Flow Statement and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of directors and auditors

As explained more fully in the Statement of Directors' Responsibilities, the directors are responsible for the preparation of the accounts and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the accounts in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the accounts

A description of the scope of an audit of financial statements is provided on the APB's website at www.frc.org.uk/auditscopeukprivate

Opinion on the accounts

In our opinion the accounts:

- give a true and fair view of the state of the company's affairs as at 30 September 2015 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Opinion on other matters prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report and the Strategic Report for the financial year for which the accounts are prepared is consistent with the accounts.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the accounts are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.



Fahreen Meghani
(Senior Statutory Auditor)
for and on behalf of
Fairman Harris
Accountants and Statutory Auditors
...../06/2016

Third Floor North
224-236 Walworth Road
London
SE17 1JE

Alltype Roofing Supplies Limited
Profit and Loss Account
for the year ended 30 September 2015

	Notes	2015 £	2014 £
Turnover	2	19,001,210	17,508,832
Cost of sales		(14,380,049)	(13,214,855)
Gross profit		<u>4,621,161</u>	<u>4,293,977</u>
Administrative expenses		(3,755,800)	(3,217,274)
Other operating income		28,881	29,990
Operating profit	3	<u>894,242</u>	<u>1,106,693</u>
Interest receivable		4,115	426
Interest payable	6	(184)	659
Profit on ordinary activities before taxation		<u>898,173</u>	<u>1,107,778</u>
Tax on profit on ordinary activities	7	(199,395)	(257,744)
Profit for the financial year		<u>698,778</u>	<u>850,034</u>

Continuing operations

None of the company's activities were acquired or 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 profit for the above two financial years.

Alltype Roofing Supplies Limited
Balance Sheet
as at 30 September 2015

	Notes	2015 £	2014 £
Fixed assets			
Intangible assets	8	113,068	145,372
Tangible assets	9	<u>529,888</u>	<u>269,374</u>
		642,956	414,746
Current assets			
Stocks	10	1,467,977	1,183,410
Debtors	11	2,662,290	2,336,516
Cash at bank and in hand		<u>1,417,478</u>	<u>1,843,331</u>
		5,547,745	5,363,257
Creditors: amounts falling due within one year	12	(3,321,813)	(3,803,739)
Net current assets		<u>2,225,932</u>	<u>1,559,518</u>
Total assets less current liabilities		<u>2,868,888</u>	<u>1,974,264</u>
Creditors: amounts falling due after more than one year	13	(169,213)	(11,108)
Provisions for liabilities			
Deferred taxation	15	(55,778)	(18,040)
Net assets		<u>2,643,896</u>	<u>1,945,116</u>
Capital and reserves			
Called up share capital	16	20,002	20,002
Profit and loss account	17	2,623,891	1,925,113
Shareholders' funds	18	<u>2,643,893</u>	<u>1,945,115</u>

Vince Bick
Director



Approved by the board on ...3/06/2016

Alltype Roofing Supplies Limited
Cash Flow Statement
for the year ended 30 September 2015

	Notes	2015 £	2014 £
Reconciliation of operating profit to net cash inflow from operating activities			
Operating profit		894,242	1,106,693
Depreciation and amortisation		179,289	112,152
Increase in stocks		(284,567)	(48,398)
Increase in debtors		(325,774)	(239,255)
(Decrease)/increase in creditors		(798,207)	464,701
Net cash (outflow)/inflow from operating activities		<u>(335,017)</u>	<u>1,395,893</u>
CASH FLOW STATEMENT			
Net cash (outflow)/inflow from operating activities		(335,017)	1,395,893
Returns on investments and servicing of finance	19	3,935	1,085
Taxation		(216,695)	(33,997)
Capital expenditure	19	<u>(407,499)</u> <u>(955,276)</u>	<u>(66,416)</u> <u>1,296,565</u>
Financing	19	187,373	(20,178)
(Decrease)/increase in cash		<u>(767,904)</u>	<u>1,276,388</u>
Reconciliation of net cash flow to movement in net debt			
(Decrease)/increase in cash in the period		(767,904)	1,276,388
(Increase)/decrease in debt and lease financing		(187,373)	20,178
Change in net debt	20	<u>(955,277)</u>	<u>1,296,566</u>
Net funds at 1 October		<u>1,826,891</u>	<u>530,325</u>
Net funds at 30 September		<u>871,614</u>	<u>1,826,891</u>

Alltype Roofing Supplies Limited
Notes to the Accounts
for the year ended 30 September 2015

1 Accounting policies

Basis of preparation

The accounts have been prepared under the historical cost convention and in accordance with applicable United Kingdom Accounting Standards.

Turnover

Turnover represents the value, net of value added tax and discounts, of goods provided to customers and work carried out in respect of services provided to customers.

Depreciation

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

Freehold land	not provided
Improvements to property	10% straight line
Plant and machinery	25% reducing balance
Motor vehicle	25% reducing balance
Fixtures, fittings and equipment	25% reducing balance

Stocks

Stock is valued at the lower of cost and net realisable value after making due allowance for obsolete and slow moving stock.

Deferred taxation

Full provision is made for deferred taxation resulting from timing differences between the recognition of gains and losses in the accounts and their recognition for tax purposes.

Deferred tax is calculated at the tax rates which are expected to apply in the periods when the timing differences will reverse, and discounted to reflect the time value of money using rates based on the post-tax yields to maturity that could be obtained at the balance sheet date on government bonds with similar maturity dates.

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 company, are capitalised in the balance sheet and depreciated over their useful lives. The corresponding lease or hire purchase obligation is treated in the balance sheet as a liability.

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.

Alltype Roofing Supplies Limited
Notes to the Accounts
for the year ended 30 September 2015

2 Analysis of turnover	2015	2014
	£	£
By activity:		
Roofing materials	<u>19,001,210</u>	<u>17,508,832</u>
By geographical market:		
UK	<u>19,001,210</u>	<u>17,508,832</u>
3 Operating profit	2015	2014
	£	£
This is stated after charging:		
Depreciation of owned fixed assets	146,985	79,848
Amortisation of goodwill	32,304	32,304
Operating lease rentals - land buildings	287,664	287,664
Auditors' remuneration for audit services	<u>12,250</u>	<u>12,250</u>
4 Directors' emoluments	2015	2014
	£	£
Emoluments	<u>228,700</u>	<u>228,700</u>
Highest paid director:		
Emoluments	<u>122,100</u>	<u>122,100</u>
5 Staff costs	2015	2014
	£	£
Wages and salaries	2,012,748	1,731,674
Social security costs	<u>221,032</u>	<u>183,059</u>
	<u>2,233,780</u>	<u>1,914,733</u>
Average number of employees during the year	Number	Number
Warehouse and yard	13	11
Drivers	11	13
Management and other clerical staff	26	24
Accounting	4	4
Marketing and credit control	<u>4</u>	<u>6</u>
	<u>58</u>	<u>58</u>

Alltype Roofing Supplies Limited
Notes to the Accounts
for the year ended 30 September 2015

6 Interest payable	2015	2014
	£	£
Bank loans and overdrafts	184	402
Finance charges payable under finance leases and hire purchase contracts	-	(1,061)
	<u>184</u>	<u>(659)</u>

7 Taxation	2015	2014
	£	£
Analysis of charge in period		
Current tax:		
UK corporation tax on profits of the period	161,657	249,899
Deferred tax:	37,738	7,845
	<u>199,395</u>	<u>257,744</u>
Tax on profit on ordinary activities		

Factors affecting tax charge for period

The differences between the tax assessed for the period and the standard rate of corporation tax are explained as follows:

	2015	2014
	£	£
Profit on ordinary activities before tax	<u>898,173</u>	<u>1,107,778</u>
Standard rate of corporation tax in the UK	20%	22%
	£	£
Profit on ordinary activities multiplied by the standard rate of corporation tax	183,137	240,603
Effects of:		
Expenses not deductible for tax purposes	5,068	3,972
Capital allowances for period in excess of depreciation	(26,548)	5,324
Current tax charge for period	<u>161,657</u>	<u>249,899</u>

Alltype Roofing Supplies Limited
Notes to the Accounts
for the year ended 30 September 2015

8 Intangible fixed assets	£
Goodwill:	
Cost	
At 1 October 2014	646,088
At 30 September 2015	<u>646,088</u>
Amortisation	
At 1 October 2014	500,716
Provided during the year	<u>32,304</u>
At 30 September 2015	<u>533,020</u>
Net book value	
At 30 September 2015	<u>113,068</u>
At 30 September 2014	<u>145,372</u>

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

9 Tangible fixed assets

	Land and buildings £	Plant and machinery £	Fixtures, fittings, tools and equipment £	Total £
Cost				
At 1 October 2014	199,689	815,924	334,062	1,349,675
Additions	120,684	236,669	53,920	411,273
Disposals	-	(43,203)	-	(43,203)
At 30 September 2015	<u>320,373</u>	<u>1,009,390</u>	<u>387,982</u>	<u>1,717,745</u>
Depreciation				
At 1 October 2014	129,292	720,109	230,900	1,080,301
Charge for the year	25,538	82,177	39,270	146,985
On disposals	-	(39,429)	-	(39,429)
At 30 September 2015	<u>154,830</u>	<u>762,857</u>	<u>270,170</u>	<u>1,187,857</u>
Net book value				
At 30 September 2015	<u>165,543</u>	<u>246,533</u>	<u>117,812</u>	<u>529,888</u>
At 30 September 2014	<u>70,397</u>	<u>95,815</u>	<u>103,162</u>	<u>269,374</u>
 Freehold land:			2015	2014
			£	£
Historical cost			<u>65,000</u>	<u>65,000</u>
Cumulative depreciation based on historical cost			<u>-</u>	<u>-</u>

Alltype Roofing Supplies Limited
Notes to the Accounts
for the year ended 30 September 2015

	2015 £	2014 £
Net book value of fixed assets included above held under finance leases and hire purchase contracts	<u>5,775</u>	<u>16,661</u>
10 Stocks	2015 £	2014 £
Finished goods and goods for resale	<u>1,467,977</u>	<u>1,183,410</u>
The difference between purchase price or production cost of stocks and their replacement cost is not material.		
11 Debtors	2015 £	2014 £
Trade debtors	2,461,713	2,194,110
Other debtors	51,926	14,218
Prepayments and accrued income	<u>148,651</u>	<u>128,188</u>
	<u>2,662,290</u>	<u>2,336,516</u>
12 Creditors: amounts falling due within one year	2015 £	2014 £
Bank loans and overdrafts	342,051	-
Obligations under finance lease and hire purchase contracts	34,600	5,332
Trade creditors	1,324,546	1,930,130
Corporation tax	161,033	216,071
Other taxes and social security costs	276,380	421,809
Other creditors	1,156,986	1,194,956
Accruals and deferred income	<u>26,217</u>	<u>35,441</u>
	<u>3,321,813</u>	<u>3,803,739</u>
13 Creditors: amounts falling due after one year	2015 £	2014 £
Obligations under finance lease and hire purchase contracts	<u>169,213</u>	<u>11,108</u>
14 Obligations under finance leases and hire purchase contracts	2015 £	2014 £
Amounts payable:		
Within one year	34,600	5,332
Within two to five years	<u>169,213</u>	<u>11,108</u>
	<u>203,813</u>	<u>16,440</u>

Alltype Roofing Supplies Limited
Notes to the Accounts
for the year ended 30 September 2015

15 Deferred taxation			2015	2014
			£	£
Accelerated capital allowances			55,778	18,040
Undiscounted provision for deferred tax			55,778	18,040
			2015	2014
			£	£
At 1 October			18,040	10,195
Deferred tax charge in profit and loss account			37,738	7,845
At 30 September			55,778	18,040
16 Share capital	Nominal value	Number	2015	2014
			£	£
Allotted, called up and fully paid:				
Ordinary shares	£1 each	20,002	20,002	20,002
17 Profit and loss account			2015	
			£	
At 1 October 2014			1,925,112	
Profit for the financial year			698,778	
At 30 September 2015			2,623,891	
18 Reconciliation of movement in shareholders' funds			2015	2014
			£	£
At 1 October			1,945,115	1,095,081
Profit for the financial year			698,778	850,034
At 30 September			2,643,893	1,945,115
19 Gross cash flows			2015	2014
			£	£
Returns on investments and servicing of finance				
Interest received			4,115	426
Interest paid			(184)	(402)
Interest element of finance lease rental payments			-	1,061
			3,931	1,085
Capital expenditure				

Alltype Roofing Supplies Limited
Notes to the Accounts
for the year ended 30 September 2015

Payments to acquire tangible fixed assets	(411,273)	(66,416)
Receipts from sales of tangible fixed assets	3,774	
	<u>(407,499)</u>	<u>(66,416)</u>
Financing		
Capital element of finance lease rental payments	<u>187,373</u>	<u>(20,178)</u>

20 Analysis of changes in net debt

	At 1 Oct 2014 £	Cash flows £	Non-cash changes £	At 30 Sep 2015 £
Cash at bank and in hand	1,843,331	(425,853)	-	1,417,478
Overdrafts	-	(342,051)		(342,051)
		<u>(767,904)</u>		
Finance leases	(16,440)	(187,373)	-	(203,813)
Total	<u>1,826,891</u>	<u>(955,277)</u>	<u>-</u>	<u>871,614</u>

21 Other financial commitments

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

	Land and buildings 2015 £	Land and buildings 2014 £
Operating leases which expire:		
within one year	115,333	153,000
within two to five years	-	115,333
	<u>115,333</u>	<u>268,333</u>

22 Related party transactions

The company operates from a number of premises some of which are jointly owned in the estate of FGW Bick (deceased) and JDS Bick. Rental payments to the two directors are at a normal commercial rate.

VF Bick, a director of Alltype Roofing Supplies Limited is a joint owner of Alltype Roofing Company (2014) Ltd, a company registered in England and Wales. As at the year end the amount owed to Alltype Roofing Company (2014) Ltd by Alltype Roofing Supplies Limited was £5,756.88. (2014- £81,766 was owed by Alltype Roofing Company (2014) to the company).

Alltype Roofing Supplies Limited
Notes to the Accounts
for the year ended 30 September 2015

23 Ultimate controlling party

The ultimate controlling parties is VF Bick by virtue of his sole 50% share holding in the ordinary share capital of the company .

Alltype Roofing Supplies Limited
Detailed profit and loss account
for the year ended 30 September 2015

	2015 £	2014 £
Sales	19,001,210	17,508,832
Cost of sales	(14,380,049)	(13,214,855)
Gross profit	<u>4,621,161</u>	<u>4,293,977</u>
Administrative expenses	(3,755,800)	(3,217,274)
Other operating income	28,881	29,990
Operating profit	<u>894,242</u>	<u>1,106,693</u>
Interest receivable	4,115	426
Interest payable	(184)	659
Profit before tax	<u>898,173</u>	<u>1,107,778</u>

Alltype Roofing Supplies Limited
Detailed profit and loss account
for the year ended 30 September 2015

	2015 £	2014 £
Sales		
Sales	<u>19,001,210</u>	<u>17,508,832</u>
Cost of sales		
Purchases	15,579,146	13,972,316
Increase in stocks	(284,567)	(48,398)
Rebates	(810,070)	(588,340)
Discount received	(104,600)	(120,949)
Discounts allowed	140	226
	<u>14,380,049</u>	<u>13,214,855</u>
Administrative expenses		
Employee costs:		
Wages and salaries	1,773,548	1,502,974
Directors' salaries	239,200	228,700
Employer's NI	221,032	183,059
Staff training and welfare	45,271	27,993
Travel and subsistence	11,279	8,772
Motor expenses	403,856	383,859
Entertaining	24,949	18,376
	<u>2,719,135</u>	<u>2,353,733</u>
Premises costs:		
Rent	286,493	287,664
Rates	68,367	70,978
Light and heat	32,087	22,768
	<u>386,947</u>	<u>381,410</u>
General administrative expenses:		
Telephone and fax	31,988	28,123
Stationery and printing	24,889	20,409
Subscriptions	10,994	14,046
Bank charges	53,472	60,450
Insurance	38,746	37,711
Equipment hire	37,219	32,400
Computer cost	21,435	21,734
Repairs and maintenance	107,638	60,990
Depreciation- Plant and machinery	81,481	29,751
Depreciation- Motor vehicles	696	2,187
Depreciation- Fixtures and fittings	32,860	28,049
Depreciation- Computer equipment	6,410	6,392
Depreciation- Improvements to property	25,538	13,469
Amortisation of goodwill	32,304	32,304
Bad debts	8,607	7,016
Sundry expenses	49,600	36,924
P/L on sale of fixed assets	2,429	-
	<u>566,306</u>	<u>431,955</u>

Alltype Roofing Supplies Limited
Detailed profit and loss account
for the year ended 30 September 2015

	2015	2014
	£	£
Legal and professional costs:		
Audit fees	12,250	12,250
Accountancy fees	7,787	6,783
Advertising and PR	31,588	22,795
Other legal and professional	31,787	8,348
	<u>83,412</u>	<u>50,176</u>
	<u>3,755,800</u>	<u>3,217,274</u>
Other operating income		
Other operating income	<u>28,881</u>	<u>29,990</u>