Alltype Roofing Supplies Limited

Report and Accounts

30 September 2014

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Alltype Roofing Supplies Limited Company Information

Directors

V F Bick

M L Jervis

J D C A Bick

FGW Bick - deceased (resigned 02/02/2014)

Secretary

D J Roche

Auditors

Fairman Law

Fairman Law House

Park Terrace

Worcester Park

Surrey

KT4 7JZ

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 2014.

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 occured 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
M L Jervis
J D C A Bick
FGW Bick - deceased (resigned 02/02/2014)

Political and charitable donations

There were no political or charitable donations during the year under review. Charitable donations last year however amounted to £1,624.

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
- 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 24 June 2015 and signed on its behalf.

Vince Bick

Director

Alltype Roofing Supplies Limited Strategic Report

Strategic Management

The company was established in 1999, having evolved from a partnership which started operating in 1979. A private family business, at the heart of its main objectives is the desire to be recognised as the No 1 supplier of building materials in South East London in particular and further afield as opportunities arise. The directors believe that the benefits, financial and non-financial will fall into place once these objectives are met.

The directors have identified that in order to achieve this main objective, there was a need to consolidate and strengthen its market position. As wholesalers and suppliers of building products to the construction industry, the company currently buys and sells through 5 depots situated at Plumstead, Woolwich, Dulwich, Mitcham and Bromley.

Operating in a very competitive market, the directors have identified that in order to gain a competitive advantage over its competitors there is a need to be customer focussed in order to retain same, and get them coming back. To this extent the experience and insight built by management over several years is exploited to the core.

The business model is based on using this business experience and insight to establish what our customers want now, and would in the future, based on technological advances; buy competitively from our suppliers and sell back to our customers in a friendly environment aimed at growing and retaining customer loyalty.

Business environment

100% of the company's turnover is generated in the United Kingdom, and largely in the London area. External factors that could impact on the company's operations include improvements in the economy as a whole, improved activity in the housing market, the regulatory environment, the weather and political stability amongst others.

The directors believe that with the competitive advantage gained over several years, the company is well placed to take advantage of improvements in any of the external environments which impact on its operations.

On internal factors, the company continues to look for opportunities to expand its business by location. There is the ambition to open additional depots when the opportunities arise. Management and staff play a crucial role in the implementation of the company's objectives. The directors are very much aware of the need to recruit and more importantly retain staff. The company is proud of a good staff retention record, with most members of staff having been in the company's employ for over five years.

With this advantage in staff retention, the directors believe that implementation of the company's expansion programmes would be made easier. The directors are aware that a significant proportion of its sales turnover is generated from its top twenty customers. This is symptomatic of the company's business industry. The company's 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. To mitigate the risks associated with this, the directors have:

- 1 Careful credit control processes in place. An additional credit reference agency has been signed up for alternative analysis and opinion.
- 2 The establishment of 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 The establishment of a new "cash account" initiative to promote cash/debit card sales and reduce the exposure to credit.
- 5 The development of an online business 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 3 company representatives to help spread work more effectively across the company's account base.

In the course of the current year a comprehensive health and safety review has been conducted across all the company's operating units in order to meet regulatory requirements.

A day long "First Aid Course" was organised for total of 30 managers and staff from all 5 depots. The company offers and pays for professional courses for all members of staff who require it, aimed at improving their continuous professional development, efficiency and regulatory requirement.

The company recognises its responsibility to respect the human rights of its employees, suppliers, customers and the communities in which it operates. To this end, the company upholds basic human rights and support the UN Universal Declaration Of Human Rights.

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>2014</u>	<u>2013</u>
17,508,833	13,869,177
24.50%	20.40%
1,107,768	(241,665)
848,575	(207,561)
43.60%	(19%)
	17,508,833 24.50% 1,107,768 848,575

Non-Financial Performance

The company retained all its customers in the top 20 bracket and staff retention continued to be maintained.

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

The directors are happy to report that all the indicators point to an improved performance on the strategies adopted to meet its objectives for the year under review. We look to the future with great optimism.

This report was approved by the board on 24 June 2015 and signed on its behalf.

Vince Bick

Director

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 2014 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 2014 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 Law
Accountants and Statutory Auditors

24 June 2015

Fairman Law House
Park Terrace
Worcester Park
Surrey
KT4 7JZ

Alltype Roofing Supplies Limited Profit and Loss Account for the year ended 30 September 2014

	Notes	2014 £	2013 £
Turnover	2	17,508,832	13,869,176
Cost of sales		(13,214,855)	(11,039,372)
Gross profit		4,293,977	2,829,804
Administrative expenses		(3,217,274)	(3,094,735)
Other operating income		29,990	34,106
Operating profit/(loss)	3	1,106,693	(230,825)
Exceptional items:			
loss on the disposal of tangible fixed assets	4		(2,841)
		1,106,693	(233,666)
Interest receivable		426	327
Interest payable	7	659	(8,327)
Profit/(loss) on ordinary activities before taxation	on	1,107,778	(241,666)
Tax on profit/(loss) on ordinary activities	8	(257,744)	34,104
Profit/(loss) for the financial year		850,034	(207,562)

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/(loss) for the above two financial years.

Alltype Roofing Supplies Limited Balance Sheet as at 30 September 2014

	Notes		2014		2013
			£		£
Fixed assets					
Intangible assets	9		145,372		177,676
Tangible assets	10		269,374		282,806
		-	414,746	_	460,482
Current assets					
Stocks	11	1,183,410		1,135,012	
Debtors	12	2,336,516		2,097,261	
Cash at bank and in hand		1,843,331		567,639	
		5,363,257		3,799,912	
Creditors: amounts falling					
due within one year	13	(3,803,740)		(3,138,680)	
Net current assets			1,559,517		661,232
Total assets less current liabilities		-	1,974,263	-	1,121,714
Creditors: amounts falling due after more than one year	ar 14		(11,108)		(16,439)
Provisions for liabilities					
Deferred taxation	16	-	(18,040)	_	(10,195)
Net assets		-	1,945,115	-	1,095,080
Capital and reserves					
Called up share capital	17		20,002		20,002
Profit and loss account	18		1,925,113		1,075,078
Shareholders' funds	19	-	1,945,115	-	1,095,080

Vince Bick

Director

Approved by the board on 24 June 2015

Alltype Roofing Supplies Limited Cash Flow Statement for the year ended 30 September 2014

	Notes	2014	2013
		£	£
Reconciliation of operating profit to net cash			
inflow from operating activities			
Operating profit/(loss)		1,106,693	(230,825)
Depreciation and amortisation		112,152	112,088
(Increase)/decrease in stocks		(48,398)	200,225
(Increase)/decrease in debtors		(239,255)	91,795
Increase in creditors		464,701	259,896
Net cash inflow from operating activities		1,395,893	433,179
CASH FLOW STATEMENT			
Net cash inflow from operating activities		1,395,893	433,179
Returns on investments and servicing of finance	20	1,085	(8,000)
Taxation		(33,997)	337
Capital expenditure	20	(66,416)	(20,138)
		1,296,565	405,378
Financing	20	(20,178)	(6,263)
Increase in cash		1,276,388	399,115
Reconciliation of net cash flow to movement in ne	et debt		
Increase in cash in the period		1,276,389	399,115
Decrease in debt and lease financing		20,178	6,263
Change in net debt	21	1,296,567	405,378
Net funds at 1 October		530,324	124,946
Net funds at 30 September		1,826,891	530,324

Alltype Roofing Supplies Limited Notes to the Accounts for the year ended 30 September 2014

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 $o\ u\ t\ s\ t\ a\ n\ d\ i\ n\ g\ .$

Rentals paid under operating leases are charged to income on a straight line basis over the lease term.

2	Analysis of turnover	2014 £	2013 £
	By activity:	L	L
	Roofing materials	17,508,832	13,869,176
	By geographical market:		
	UK	17,508,832	13,869,176
3	Operating profit	2014	2013
		£	£
	This is stated after charging:		
	Depreciation of owned fixed assets	79,848	79,785
	Amortisation of goodwill	32,304	32,304
	Operating lease rentals - land buildings Auditors' remuneration for audit services	287,664	289,287
	Auditors remuneration for audit services	12,250	12,250
4	Exceptional items	2014	2013
		£	£
	Loss on disposal of plant and machinery		(2,841)
5	Directors' emoluments	2014	2013
		£	£
	Emoluments	228,700	223,600
	Highest paid director:		
	Emoluments	122,100	117,000
6	Staff costs	2014	2013
		£	£
	Wages and salaries	1,731,674	1,645,527
	Social security costs	183,059	173,115
		1,914,733	1,818,642
	Average number of employees during the year	Number	Number
	Warehouse and yard	11	13
	Drivers	13	12
	Management and other clerical staff	24	22
	Accounting	4	3

	Marketing and credit control	6	2
		58	52
7	Interest payable	2014	2013
		£	£
	Bank loans and overdrafts	402	1,862
	Finance charges payable under finance leases and hire	(1.061)	C 165
	purchase contracts	(1,061) (659)	6,465 8,327
		(039)	0,327
٥	Taxation	2014	2013
8	Taxation	2014 £	2013 £
	Analysis of charge in period	Σ.	L
	Current tax:		
	UK corporation tax on profits of the period	249,899	_
	Adjustments in respect of previous periods	2-10,000	(33,659)
			(00,000)
	Deferred tax:		
	Origination and reversal of timing differences	7,845	(445)
	Tax on profit/(loss) on ordinary activities	257,744	(34,104)
	Factors affecting tax charge for period The differences between the tax assessed for the period and the tax are explained as follows:	ne standard rate o	of corporation
		0044	2012
		2014 £	2013 £
	Profit/(loss) on ordinary activities before tax	1,107,778	(241,666)
	Trong (1888) of Fordinary doll video before tax		(211,000)
	Standard rate of corporation tax in the UK	22%	20%
		£	£
	Profit on ordinary activities multiplied by the standard rate of		
	corporation tax	243,711	(48,333)
	Effects of:		
	Expenses not deductible for tax purposes	4,043	2,766
	Capital allowances for period in excess of depreciation	5,373	10,561
	Adjustments/Utilisation of tax losses	(3,228)	1,347
	Adjustments to tax charge in respect of previous periods		33,659
	Current tax charge for period	249,899	
	- .		

Cost

At 1 October 2013	646,088
At 30 September 2014	646,088
Amortisation	
At 1 October 2013	468,412
Provided during the year	32,304
At 30 September 2014	500,716
Net book value	
At 30 September 2014	145,372
At 30 September 2013	177,676

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

10 Tangible fixed assets

			Fixtures, fittings,	
	Land and	Plant and	tools and	
	buildings	machinery	equipment	Total
	£	£	£	£
Cost				
At 1 October 2013	199,689	810,483	273,087	1,283,259
Additions		5,441	60,975	66,416
At 30 September 2014	199,689	815,924	334,062	1,349,675
-				
Depreciation				
At 1 October 2013	115,823	688,171	196,459	1,000,453
Charge for the year	13,469	31,938	34,441	79,848
At 30 September 2014	129,292	720,109	230,900	1,080,301
Net book value				
At 30 September 2014	70,397	95,815	103,162	269,374
At 30 September 2013	83,866	122,312	76,628	282,806
Freehold land:			2014	2013
			£	£
Historical cost			65,000	65,000
			2014	2013
			£	£
Net book value of fixed assets	included above he	eld under		
finance leases and hire purcha	ase contracts		16,661	22,215

11	Stocks	2014	2013
		£	£
	Finished goods and goods for resale	1,183,410	1,135,012
12	Debtors	2014	2013
		£	£
	Trade debtors	2,194,110	1,956,863
	Other debtors	14,218	36,876
	Prepayments and accrued income	128,188	103,522
		2,336,516	2,097,261
13	Creditors: amounts falling due within one year	2014	2013
	• • • • • • • • • • • • • • • • • • •	£	£
	Bank loans and overdrafts		697
	Obligations under finance lease and hire purchase contracts	5,332	20,179
	Trade creditors	1,930,130	1,614,753
	Corporation tax	216,071	1,014,733
	Other taxes and social security costs	421,809	264,013
	Other creditors	1,194,956	1,201,274
	Accruals and deferred income	35,441	37,595
	Accidals and deletted income		
		3,803,740	3,138,680
14	Creditors: amounts falling due after one year	2014	2013
		£	£
	Obligations under finance lease and hire purchase contracts	11,108	16,439
15	Obligations under finance leases and hire purchase	2014	2013
10	contracts	£	£
	contracts	£	L
	Amounts payable:		
	Within one year	5,332	20,179
	Within two to five years	11,108	16,439
		16,440	36,618
16	Deferred taxation	2014	2013
		£	£
	Accelerated capital allowances	18,040	10,195
	Undiscounted provision for deferred tax	18,040	10,195

				2014	2013
				£	£
	At 1 October			10,195	10,640
	Deferred tax charge in profit and los	ss account		7,845	(445)
	At 30 September			18,040	10,195
	у на стория на применения на п				
17	Share capital	Nominal		2014	2013
		value	Number	£	£
	Allotted, called up and fully paid:				
	Ordinary shares	£1 each	20,002	20,002	20,002
18	Profit and loss account			2014	
				£	
	At 1 October 2013			1,075,079	
	Profit for the financial year			850,034	
	At 30 September 2014			1,925,113	
19	Reconciliation of movement in sl	hareholders' fo	unds	2014	2013
				£	£
	At 1 October			1,095,081	1,302,642
	Profit/(loss) for the financial year			850,034	(207,562)
	At 30 September			1,945,115	1,095,080
20	Gross cash flows			2014	2013
	Detrime an investment and com			£	£
	Returns on investments and servinterest received	ricing of finan	c e	426	327
	Interest paid			(402)	(1,862)
	Interest element of finance lease re	intal navmente		1,061	(6,465)
	microst dicinality of imance lease to	mai payments		1,085	(8,000)
	Canital avacaditura				
	Capital expenditure	anasta		(66 416)	(26.425)
	Payments to acquire tangible fixed Receipts from sales of tangible fixe			(66,416)	(36,135) 15,997
	rveceipis from sales of tangible fixe	u asseis		(66,416)	(20,138)
	Financia				
	Financing				(4.050)
	Loan repayments	ntal naumat-		(00.470)	(1,958)
	Capital element of finance lease re	niai payments		(20,178)	(4,305)

21 Analysis of changes in net debt

	At 1 Oct 2013	Cash flows	Non-cash changes	At 30 Sep 2014
	£	£	£	£
Cash at bank and in hand Overdrafts	567,639 (697)	1,275,692 697 1,276,389	-	1,843,331 -
Finance leases	(36,618)	20,178	-	(16,440)
Total	530,324	1,296,567		1,826,891

22 Other financial commitments

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

	Land and buildings	Land and buildings
	2014	2013
	£	£
Operating leases which expire:		
within one year	115,333	153,000
within two to five years	-	115,333
	115,333	268,333

23 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 by Alltype Roofing Company (2014) Ltd to Alltype Roofing Supplies Limited was £81,766.13.

24 Ultimate controlling party

The ultimate controlling parties are the estate of FGW Bick (deceased) and JDS Bick by virtue of the fact that they each own one (1) share more than those held by VF Bick and ML Jervis individually.

This document was delivered using electronic communications and authenticated in accordance with the registrar's rules relating to electronic form, authentication and manner of delivery under section 1072 of the Companies Act 2006.