## Kirwin Brothers Limited

Directors' Report and Financial Statements for the Year Ended 30 June 2010

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Forrester Boyd Chartered Accountants 26 South Saint Mary's Gate Grimsby North East Lincolnshire DN31 1LW









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# KIRWIN BROTHERS LIMITED COMPANY INFORMATION

**Directors** 

L Kirwin

G Kırwın

Secretary

L Kirwin

Registered office

North Quay Fish Docks

Grimsby North East Lincolnshire

**DN31 3SY** 

Solicitors

Wilkin Chapman P O Box 16 Town Hall Square

Grimsby DN31 1HE

**Bankers** 

Yorkshire Bank 12 Bethlehem Street

Grimsby

North East Lincolnshire

**DN31 1JZ** 

SME Invoice Finance Limited Kingfisher Business Centre Rawtenstall Near Rossdale

BB4 8ES

**Accountants** 

Forrester Boyd

Chartered Accountants 26 South Saint Mary's Gate

Grimsby

North East Lincolnshire

**DN31 1LW** 



# KIRWIN BROTHERS LIMITED DIRECTORS' REPORT FOR THE YEAR ENDED 30 JUNE 2010

The directors present their report and the financial statements for the year ended 30 June 2010

#### **Directors' responsibilities**

The directors are responsible for preparing the Directors' Report and the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements 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 financial statements 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 financial statements, the directors are required to

- select suitable accounting policies and apply them consistently,
- make judgements and accounting estimates that are reasonable and prudent,
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business

The directors are responsible for keeping 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 the financial statements comply with the Companies Act 2006. They are also responsible for safegaurding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### Principal activity

The principal activity of the company is that of wholesale fish merchants

#### **Business review**

### Fair review of the business

The company has continued to experience difficult conditions, with erratic fish supplies, falling Cod quotas, and rising fish prices generally. A strong sales performance and more favourable mix of species sold has enabled the company to sustain and improve turnover. The investment in factory improvements in the year should help the company mitigate these risks going forward. Product and raw material can now be frozen and stored allowing the directors to buy higher quantities when prices are low and sell higher quantities when prices are high

#### Development and performance of the business

	2010	2009	2008	2007	2006
Turnover	£19,143,755	£17,305,381	£15,064,584	£14,130,643	£13,826,743
Turnover growth	11%	15%	7%	2%	22%
Gross profit margin	5%	5%	6%	7%	6%
Profit before tax	£175,900	£160,440	£87,287	£123,432	£18,160

## Position of the business

After a period of sustained and significant investment in its factory operation, the company is now well positioned to provide improved processing efficiency and flexibility

### Principal risks and uncertainties

The principle risks and uncertainties faced by the company remain the availability and price of raw material fish supplies which affects the ability of the company to utilise factory capacity, achieve sales, and maintain operating margings



# KIRWIN BROTHERS LIMITED DIRECTORS' REPORT FOR THE YEAR ENDED 30 JUNE 2010

continued

#### Financial risk

### Financial risk management objectives and policies

The balance sheet position of the company at the year end shows an improvement in net assets, attributable to retained profits in the year. Working capital remains relatively tight, but this is as a result of recent factory capital expenditure. The directors are hopeful that continued profitability and cash generation in the forthcoming year will help the company's cash flow and working capital position to improve

### Price risk, credit risk, liquidity risk and cash flow risk

The business' principal financial instruments comprise bank balances, bank overdrafts, trade debtors, trade creditors, loans to the business and finance lease agreements. The main purpose of these instruments is to finance the business' operations.

In respect of bank balances, the liquidity risk is managed by maintaining a balance between the continuity of funding and flexibility through the use of overdrafts at floating rates of interest. All of the business' cash balances are held in such a way that achieves a competitive rate of interest.

Trade debtors are managed in respect of credit and cash flow risk by policies concerning the credit offered to customers and the regular monitoring of amounts outstanding for both time and credit limits. The amounts presented in the balance sheet are net of allowances for doubtful debtors.

Trade creditors' liquidity risk is managed by ensuring sufficient funds are available to meet amounts due

#### Results and dividend

The results for the company are set out in the financial statements

An interim ordinary dividend of £32,900 was paid during the year

### **Directors**

The directors who held office during the year were as follows

L Kirwin

- G Kırwın

Approved by the Board on 8 September 2010 and signed on its behalf by

Director



# KIRWIN BROTHERS LIMITED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30 JUNE 2010

	Note	2010 £	2009 £
Tumover		19,143,755	17,305,381
Cost of sales		(18,125,461)	(16,372,273)
Gross profit		1,018,294	933,108
Administrative expenses		(799,823)	(713,094)
Other operating income	2	34,411	36,895
Operating profit	3	252,882	256,909
Interest payable and similar charges	6	(76,982)	(96,469)
Profit on ordinary activities before taxation		175,900	160,440
Tax on profit on ordinary activities	7	(38,622)	(6,714)
Profit for the financial year	17	137,278	153,726

Turnover and operating profit derive wholly from continuing operations

The company has no recognised gains or losses for the year other than the results above



# KIRWIN BROTHERS LIMITED BALANCE SHEET AS AT 30 JUNE 2010

			2010		2009
	Note	£	£	£	£
Fixed assets			4		0.40 550
Tangible assets	8		1,305,996		940,559 100
Investments	9		1,305,996		940,659
			1,303,990		340,033
Current assets					
Stocks	10	276,991		256,280	
Debtors	11	1,829,628		1,962,777	
Cash at bank and in hand		1,750		3,918	
		2,108,369		2,222,975	
Creditors. Due withın one year	12	(2,329,087)		(2,341,854)	
Net current liabilities			(220,718)		(118,879)
Total assets less current liabilities			1,085,278		821,780
Creditors: Amounts falling due after more than one year	13		(148,088)		(21,394)
Provisions for liabilities	14		(128,469)		(96,043)
Net assets			808,721		704,343
Capital and reserves					
Called up share capital	16		10,000		10,000
Profit and loss reserve	17		798,721		694,343
Shareholders' fynds	18		808,721		704,343

Approved by the Board on 8 September 2010 and signed on its behalf by

L Kirwin Director



# KIRWIN BROTHERS LIMITED CASH FLOW STATEMENT FOR THE YEAR ENDED 30 JUNE 2010

		2010	2009
	Note	£	£
Net cash flow from operating activities	20	475,580	9,235
Returns on investment and servicing of finance	21	(76,982)	(96,469)
Taxation	21	(25,626)	(4,755)
Capital expenditure and financial investment			
Purchase of tangible fixed assets		(509,964)	(178,199)
Sale of tangible fixed assets		6,000	3,039
	_	(503,964)	(175,160)
Equity dividends paid		(32,900)	-
Cash outflow before management of liquid resources and financin	g	(163,892)	(267,149)
Financing			
Increase in loans and borrowings		_	97,500
Repayment of loans and borrowings		70,622	-
Capital element of finance lease/HP contract rental payments		(65,675)	(45,630)
Capital dismonit of minarios issues.	<u>.</u>	4,947	51,870
Decrease in cash	x	(158,945)	(215,279)

## RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET DEBT

		2010	2009
Decrease in cash in the year Cash inflow from increase in debt and lease financing Change in net funds resulting from cash flows	Note 22	(158,945) (4,947) (163,892)	£ (215,279) (51,870) (267,149)
Net debt at the start of the year	22	(1,166,029)	(898,880)
Net debt at the end of the year	22	(1,329,921)	(1,166,029)



## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

### Accounting policies

## **Basis of preparation**

The financial statements have been prepared under the historical cost convention

#### Turnover

Turnover represents amounts chargeable, net of value added tax, in respect of the sale of goods and services to customers

### Depreciation

Depreciation is provided on tangible fixed assets so as to write off the cost or valuation, less any estimated residual value, over their expected useful economic life as follows

Land and buildings

5% straight line

Plant and machinery

10%-50% reducing balance, or 25%-30% straight line

Motor vehicles

25% straight line

#### Fixed asset investments

Fixed asset investments are stated at historical cost less provision for any diminution in value

#### Stock

Stock is valued at the lower of cost and net realisable value, after due regard for obsolete and slow moving stocks. Net realisable value is based on selling price less anticipated costs to completion and selling costs.

#### **Deferred taxation**

Deferred tax is recognised, without discounting, in respect of all timing differences between the treatment of certain items for taxation and accounting purposes, which have arisen but not reversed by the balance sheet date, except as required by FRS19

Deferred tax is measured at the rates that are expected to apply in the periods when the timing differences are expected to reverse, based on the tax rates and law enacted at the balance sheet date

#### Hire purchase and finance lease contracts

Assets held under finance leases, which are leases where substantially all the risks and rewards of ownership of the asset have passed to the company, are capitalised in the balance sheet as tangible fixed assets and are depreciated over their useful lives. The capital elements of future obligations under the leases are included as liabilities in the balance sheet. The interest element of the rental obligation 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.

Assets held under hire purchase agreements are capitalised as tangible fixed assets and are depreciated over their useful lives. The capital element of future finance payments is included within creditors. Finance charges are allocated to accounting periods over the length of the contract.

### Operating leases

Rentals payable under operating leases are charged in the profit and loss account on a straight line basis over the lease term



# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

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## **Pensions**

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

#### Financial instruments

Financial instruments are classified and accounted for, according to the substance of the contractual arrangement, as financial assets, financial liabilities or equity instruments. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

## 2 Other operating income

		2010 £	2009 £
	Rent receivable	34,411	36,895
3	Operating profit		
	Operating profit is stated after charging/(crediting)		
		2010 £	2009 £
	Hire of plant and machinery - operating leases	-	969
	Hire of other assets - operating leases	50,095	43,710
	The audit of the company's annual accounts	6,750	6,500
	(Profit)/loss on disposal of tangible fixed assets	(64)	1,359
	Depreciation of owned assets	138,691	108 355



## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

continued			
	 <u> </u>	 	

## 4 Particulars of employees

The average number of persons employed by the company (including directors) during the year, analysed by category, was as follows

	2010 No.	2009 No.
Production	85	84
Sales	5	5
Administration	3	3
Management	2	2
	95	94
The aggregate payroll costs of these persons were as follows		
	2010	2009
	£	£
Wages and salaries	2,185,809	2,179,377
Other pension costs	62,400	62,381
	2,248,209	2,241,758

## 5 Directors' remuneration

The directors' remuneration for the year are as follows

	2010 £	2009 £
Directors' remuneration (including benefits in kind)	35,828	84,058
Directors' money purchase schemes	60,000	59,981
· ·	95,828	144,039

During the year the number of directors who were accruing benefits under company pension schemes was as follows

	2010	2009
	No.	No.
Money purchase	2	2
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# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

	continued		
6	Interest payable and similar charges		
		2010 £	2009 £
	Interest on bank borrowings	61,122	77,231
	Other interest payable	4,500	4,500
	Finance charges	11,360	14,738
		76,982	96,469
7	Taxation		
	Analysis of current period tax charge		
		2010 £	2009 £
	Current tax		
	Corporation tax charge	6,196	25,626
	(Over)/under provision in previous year		59
	UK Corporation tax	6,196	25,685
	Deferred tax		
	Origination and reversal of timing differences	32,426	(18,971)
	Total tax on profit on ordinary activities	38,622	6,714
	Factors affecting current period tax charge		
	The tax assessed on the profit on ordinary activities for the year is low standard rate of corporation tax in the UK of 21 00% (2009 - 21 00%)	er than (2009 - I	ower than) the
	The differences are reconciled below		
		2010 £	2009 £
	Profit on ordinary activities before taxation	175,900	160,440
	Standard rate corporation tax charge	36,939	33,692
	Expenses not deductible for tax purposes (including goods)	1 <b>17</b>	493
	Accelerated capital allowances	(59,971)	(31,314)
	Adjustments to prior periods	- 30 125	59
	Depreciation add back Other differences	29,125 (14)	22,755
		6,196	25,685
	Total current tax for the year	0,100	20,000



## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

continued

## 8 Tangible fixed assets

	Land and buildings	Plant and machinery £	Motor vehicles £	Total £
Cost As at 1 July 2009	172,044	1,384,515	_	1,556,559
Additions	105,142	388,583	16,239	509,964
Disposals	(1,720)	(15,065)	(7,000)	(23,785)
As at 30 June 2010	275,466	1,758,033	9,239	2,042,738
Depreciation				
As at 1 July 2009	38,997	577,003	-	616,000
Eliminated on disposals	(1,720)	(15,065)	(1,164)	(17,949)
Charge for the year	11,346	125,602	1,743	138,691
As at 30 June 2010	48,623	687,540	579	736,742
Net book value				
As at 30 June 2010	226,843	1,070,493	8,660	1,305,996
As at 30 June 2009	133,047	807,512	_	940,559

## Land and buildings

The net book value of land and buildings includes

## Land and buildings

2010 £	2009 £
226,843	41,819
-	91,228
226,843	133,047
	£ 226,843

## Hire purchase agreements

Included within the total net book value of tangible fixed assets is £86,330 (2009 - £241,930) in respect of assets held under finance leases and similar hire purchase contracts. Depreciation for the year on these assets was £17,042 (2009 - £38,202)



# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

	continued		
9	Investments held as fixed assets		
			Shares in group undertakings £
	Cost As at 1 July 2009 Disposals As at 30 June 2010		100 (100)
	Net book value As at 30 June 2010 As at 30 June 2009		100
	Meldrum Limited, which was a dormant company, has been struck of	off in the year	
10	Stocks and work in progress		
		2010 £	2009 £
	Stocks	276,991	256,280
11	Debtors		
		2010 £	2009 £
	Trade debtors Other debtors Prepayments and accrued income	1,654,010 96,867 78,751	1,782,940 108,489 71,348

1,962,777

1,829,628



## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

continued

## 12 Creditors Amounts falling due within one year

	2010	2009
	£	£
Bank loans and overdrafts	1,166,711	1,083,434
Obligations under finance leases and hire purchase contracts	16,872	65,119
Trade creditors	875,774	974,718
Corporation tax	6,196	25,626
Taxation and social security	49,361	36,682
Other creditors	12 <b>7</b> ,945	116,422
Director current accounts	17,722	17,722
Accruals and deferred income	68,506	22,131
	2,329,087	2,341,854

Creditors amounts falling due within one year includes the following liabilities, on which security has been given by the company

	2010	2009
	£	£
Bank loan	24,000	97,500
Hire purchase	16,872	65,119
Bank overdraft	1,142,711	985,934
	1,183,583	1,148,553
	<del></del>	

Bank loans and overdrafts include an advance from an invoice discounting company amounting to £811,293 (2009—812,729) This fluctuates on a daily basis and is secured by a fixed and floating charge over the company's assets. Personal guarantees have been given by G kirwin and L Kirwin in respect of this debt, subject to a maximum of £50,000 each.

Hire purchase contracts are secured on the assets they finance



# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

	continued		
13	Creditors: Amounts falling due after more than one year		
		2010 £	2009 £
	Bank loans and overdrafts	144,122	-
	Obligations under finance leases and hire purchase contracts	3,966	21,394
		148,088	21,394
	Creditors amounts falling due after more than one year includes the followhas been given by the company	wing liabilities, or	n which security
		2010 £	2009 £
	Bank loan	174,122	-
	Hire purchase	3,966	21,394
		178,088	21,394
	Included in the creditors are the following amounts due after more than five	years	
		2010	2009
	After more than five years by instalments	£ 48,122	£ -
	The more than two years by motuments		<del></del>
14	Provisions for liabilities		
			Deferred tax provision £
	As at 1 July 2009		96,043
	Deferred tax provision charged to the profit and loss account		32,426
	As at 30 June 2010		128,469
	Deferred tax		
	Deferred tax is provided at 21 00% (2009 - 21 00%)	2010	2009
		£	2005 £
	Taxation timing differences	128,469	96,043



## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

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## 15 Pension scheme

## Defined contribution pension scheme

The company operates a defined contribution pension scheme. The pension cost charge for the period represents contributions payable by the company to the scheme and amounted to £62,400 (2009 - £62,381).

## 16 Share capital

	2010 £	2009 £
Allotted, called up and fully paid		
Equity		
10,000 Ordinary shares of £1 each	10,000	10,000

### 17 Reserves

	Profit and loss reserve £
Balance at 1 July 2009	694,343
Transfer from profit and loss account for the year	137,278
Dividends	(32,900)
Balance at 30 June 2010	798,721

## 18 Reconciliation of movements in shareholders' funds

	2010 £	2009 £
Profit attributable to members of the company	137,278	153,726
Dividends	(32,900)	-
	104,378	153,726
Opening shareholders' funds	704,343	550,617
Closing shareholders' funds	808,721	704,343
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## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

continued

## 19 Operating lease commitments

As at 30 June 2010 the company had annual commitments under non-cancellable operating leases as follows

Operating leases which expire

	Land and Buildings		Other	
	2010 £	2009 £	2010 £	2009 £
Within one year	-	-	-	24,965
Within two and five years	-	-	36,915	-
Over five years	17,985	17,985	•	-
•	17,985	17,985	36,915	24,965



## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

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20	Reconciliation of	operating profit to operating cash flows	
ZU	Reconcination of	operating bront to operating cash nows	

	2010	2009
	£	£
Operating profit	252,882	256,909
Depreciation, amortisation and impairment charges	138,691	108,355
(Profit)/loss on disposal of fixed assets	(64)	1,359
Increase in stocks	(20,711)	(50,952)
Decrease/(increase) in debtors	133,149	(319,667)
(Decrease)/increase in creditors	(28,367)	13,231
Net cash inflow from operating activities	475,580	9,235

## 21 Analysis of cash flows

	2010 £	2009 £
Returns on investment and servicing of finance HP interest paid Other interest paid	(11,360) (65,622) (76,982)	(14,738) (81,731) (96,469)
Taxation Taxation paid	(25,626)	(4,755)

## 22 Analysis of net debt

	At start of period £	Cash flow £	At end of period £
Cash at bank and in hand	3,918	(2,168)	1,750
Bank overdraft	(985,934)	(156,777)	(1,142,711)
Cash and bank net funds	(982,016)	(158,945)	(1,140,961)
Debt due within one year	(97,500)	(70,622)	(168,122)
Debt due after one year	-	•	-
Finance leases and hire purchase contracts	(86,513)	65,675	(20,838)
Change in debt	(184,013)	(4,947)	(188,960)
Net debt	(1,166,029)	(163,892)	(1,329,921)



## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2010

continued

## 23 Related parties

#### Controlling entity

The company is controlled by the directors who each own 50% of the issued share capital

## Related party transactions

Sales amounting to £16,023 (2009 £18,602) and purchases of £8,280 (2009 £8,280) were made to/from Igloo Seafoods (Louth), an unicorporated business operated and controlled by Mrs J P Kirwin, the mother of the directors. At the balance sheet date there was an amount owing to the company of £6,105 (2009 £Nil)

At the balance sheet date there was also a balance owing to the company of £37,125 (2009 £37,125) from Divineskills Limited, a company controlled by Mr L Kirwin and Mr G Kirwin

The company has received an unsecured personal loan from Mrs J P Kirwin. The balance outstanding at the balance sheet date, and included within other creditors, amounted to £90,000 (2009 £90,000). Interest charges of £3,825 (2009 £4,275) were paid to Mrs Kirwin on this loan during the year.

The following dividends were paid to the directors in the year

- L Kırwın £16,450
- G Kirwin £16,450

## Directors' advances

The following balances owed to the directors were outstanding at the year end

	Maximum Balance £	2010 £	2009 £
Mr G Kırwın	-	-	-
Mr L Kırwın	17,722	17,722	17,722
	17,722	17,722	17,722

No interest is charged in respect of these balances



# INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF KIRWINS BROTHERS LIMITED

We have audited the financial statements of Kirwin Brothers Limited for they earended 30 June 2010, set out on pages 7 to 19. 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 thecompany'smembers, as a body, in accordance with Sections 495 and 496 of the Companies Act 2006. Our work has been undertaken so that we might state to thecompany'smembers 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 thecompanyand thecompany'smembers 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 theDirectors'Responsibilities Statementset out on page2, thedirectorsareresponsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit the financial statements 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 (APB's) Ethical Standards for Auditors.

### Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the the company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the directors, and the overall presentation of the financial statements.

### Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of thecompany's affairs as at30 June 2010and ofitsprofit or theyearthen 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 matter prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report for the financial yearfor which the financial statements are prepared is consistent with the financial statements



# INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF KIRWINS BROTHERS LIMITED

## 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
- thefinancial statements 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

Kevin Hopper

**Senior Statutory Auditor** 

for and on behalf of Forrester Boyd, Statutory Auditor 26 South Saint Mary's Gate Grimsby North East Lincolnshire DN31 1LW

9 September 2010