Allied Paper Products Limited

Report and Accounts

31 October 2012

TUESDAY

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Allied Paper Products Limited Report and accounts Contents

	Page
Company information	1
Directors' report	2 - 4
Independent auditors' report	5
Profit and loss account	6
Balance sheet	7
Cash flow statement	8
Notes to the accounts	9-19

Allied Paper Products Limited Company Information

Directors

M C L Blackhall A M Mclean J Prentice

Secretary

A M Mclean

Auditors

Wesley Cooper Limited Parker House 44 Stafford Road Wallington Surrey SM6 9AA

Registered office

Unit 5 Centurion Way Erith Kent DA18 4AF

Registered number

02565067

Allied Paper Products Limited

Registered number:

02565067

Directors' Report

The directors present their report and accounts for the year ended 31 October 2012

Principal activities

The company's principal activity during the year continued to be the manufacture and distribution of hygienic wipes and associated products

Review of the business

Turnover has shown an increase of 10 8% (2011-increase of 3-4%) during the year, which the company believe to be as a result of the ongoing product development, flexibility to meet clients demands without the loss of quality it has also been achieved with related party sales increasing by 5% and represents 30% of the turnover

The directors' consider the principal risks and uncertainties facing Allied Paper Products Limited to be their ability to fulfil orders on a timely and cost effective manner, the increasing cost of raw materials and maintaining customer service. The continued tight control on production during the year has enabled the company to consolidate from increased efficiency achieved in previous years which enables them to fulfil orders more effectively and the directors are constantly reviewing alternative sources of supply and invest in training support of the staff

The directors consider the key performance indicators to be the gross profit and net profit return after tax, this is shown by the gross profit percentage amounting to 26% (2011 - 26%) is in line with expectations as the company have not compromised on quality and sustained their effeciency. The net profit after tax percentage has increased to 1.1% (2011 - 0.3%) which meets with expectations as the company continue to recognise the importance of investment and training in the right personnel to maintain standards and service the increased turnover

Future developments

The directors aim to consolidate the management policies which have resulted in the company's commitment to quality and service and continue to increase turnover within the current trading conditions whilst maintaining their margins

The company also continues to develop its products and quality to make it more competitive. In addition the ability to be flexible to meet customer demands increases its unique selling criteria.

The company is to continue to focus on production efficiency and sourcing raw materials which has continued in the use of suppliers from around the world and in particular China. The company also intends to continue is investment and training in the right personel to achieve is objectives.

Allied Paper Products Limited

Registered number:

02565067

Directors' Report

Principal risks and uncertainties

The market for hygienic wipes remains highly competitive, the company seeks to manage this risk by providing a superior quality of product, improved customer service and flexibility in meeting their requirements

The primary risks are considered to be fluctuations in the price of raw materials and the safekeeping of manufactured stock. These are managed by monitoring costs and margins and having a responsible official reporting to the directors.

Exchange rate risk is present and is monitored and if considered significant the pricing structure is reviewed in accordance with normal practice. In addition the company seeks to minimise its exposure by the future purchase of foreign currency rates.

The directors do not consider any risks in connection with the adequacy of the current financing arrangement and with any future funding which maybe required and any additional financing can be met within it current trading criteria

Dividends

The directors do not recommend the payment of a final dividend

Directors

The following persons served as directors during the year

M C L Blackhall A M Mclean J Prentice

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,
- 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.

Allied Paper Products Limited

Registered number:

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Directors' Report

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 19 July 2013 and signed on its behalf

M C L Blackhall

Director

Allied Paper Products Limited Independent auditors' report to the shareholders of Allied Paper Products Limited

We have audited the accounts of Allied Paper Products Limited for the year ended 31 October 2012 which comprise the Profit and Loss Account, the Balance Sheet, the Cash Flow Statement, the Statement of Total Recognised Gains and Losses 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 set out on page 3, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on 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 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/apb/scope/private.cfm

Opinion on the accounts

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 31 October 2012 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 for the financial year for which the financial statements are prepared is consistent with the financial statements

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 financial 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

Richard Wesley

(Senior Statutory Auditor)

for and on behalf of

Wesley Cooper Limited

Accountants and Statutory Auditors

19 July 2013

Parker House

44 Stafford Road

Wallington

Surrey

SM6 9AA

Allied Paper Products Limited Profit and Loss Account for the year ended 31 October 2012

	Notes	2012 £	2011 £
Turnover	2	8,779,229	7,920,514
Cost of sales		(6,466,809)	(5,914,728)
Gross profit		2,312,420	2,005,786
Administrative expenses		(2,200,658)	(1,951,123)
Operating profit	3	111,762	54,663
Interest payable	6	(7,543)	(8,736)
Profit on ordinary activities before taxation		104,219	45,927
Tax on profit on ordinary activities	7	(30,987)	(29,886)
Profit for the financial year		73,232	16,041

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

The notes on pages 10 to 20 form part of these financial statements

Allied Paper Products Limited Balance Sheet as at 31 October 2012

	Notes		2012 £		2011 £
Fixed assets					
Tangible assets	8		614,617		695,885
Current assets					
Stocks	9	1,281,606		1,075,162	
Debtors	10	2,591,720		2,102,012	
Cash at bank and in hand		56_		556_	
		3,873,382		3,177,730	
Creditors: amounts falling due)				
within one year	11	(3,453,406)		(2,910,387)	
Not assument annata			410.076		267,343
Net current assets			419,976		207,343
Total assets less current		-		_	
liabilities			1,034,593		963,228
Creditors: amounts falling due	P				
after more than one year	12		(37,233)		(30,403)
-					
Provisions for liabilities			(0.4.500)		(40.000)
Deferred taxation	14		(34,503)		(43,200)
Net assets		-	962,857	_	889,625
		-		_	
Capital and reserves					
Called up share capital	15		10,692		10,692
Profit and loss account	16		952,165		878,933
Shareholders' funds	17	-	962,857	_	889,625
Silarenoiders fullus	17	-	902,037	_	003,023

M C L Blackhall

Director

The financial statements were approved and authorised for issue by the by the board on 19 July 2013

The notes on pages 9 to 19 form part of these financial statements

Allied Paper Products Limited Cash Flow Statement for the year ended 31 October 2012

	Notes	2012 £	2011 £			
Reconciliation of operating profit to net cash inflow from operating activities		~	_			
Operating profit		111,762	54,663			
Depreciation and amortisation Increase in stocks		107,374 (206,444)	102,189 (3,453)			
Increase in debtors		(489,708)	(86,269)			
Increase in creditors		320,782	103,267			
Net cash (outflow)/inflow from operating activities		(156,234)	170,397			
CASH FLOW STATEMENT						
Net cash (outflow)/inflow from operating activities		(156,234)	170,397			
Returns on investments and servicing of finance	18	(7,543)	(8,736)			
Taxation		-	(42,002)			
Capital expenditure	18	(26,106)	(45,231)			
·		(189,883)	74,428			
Financing	18	(14,901)	(19,974)			
(Decrease)/increase in cash		(204,784)	54,454			
Reconciliation of net cash flow to movement in net debt						
(Decrease)/increase in cash in the period		(204,784)	54,454			
Decrease in debt and lease financing		14,901	19,974			
Change in net debt	19	(189,883)	74,428			
Net debt at 1 November		(1,054,776)	(1,129,204)			
Net debt at 31 October		(1,244,659)	(1,054,776)			

The notes on pages 10 to 20 form part of these financial statements

1 Accounting policies

Basis of preparation

The accounts have been prepared under the historical cost convention

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

Leasehold improvements Plant and machinery Freehold property 10% straight line 10% - 25% straight line 2% straight line

Stocks

Stock of raw materials, finished goods and work in progress is valued at the lower of cost and net realisable value. Stock of raw materials are based on cost of purchase. Stock of finished goods is based on direct cost plus direct production costs on a first in first out basis. Work in progress is valued at cost plus a proportion of direct production cost based on stage of completion. Net realisable value is based on estimated selling price less additional costs to completion and disposal.

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

Foreign currencies

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

1 Accounting policies (continued)

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

Pensions

The company operates a money purchase pension scheme. Contributions are charged to the profit and loss account as they are paid

Factored debts

Separate presentation has been adopted due to the with recourse agreement. The gross asset (equivalent to the gross amount of the debts) is shown in note 10 as a debtor and a corresponding liability in respect of the proceeds received from the factor is shown in note 11. The interest element of the factor's charges and other factoring costs are charged to the profit and loss account.

2	Analysis of turnover	2012	2011 £
	By activity	£	L
	Hygiene product sales	8,779,2 <u>29</u>	7,920,514
		8,779,229	7,920,514
	By geographical market		
	UK	8,504,419	7,736,573
	Europe	234,594	156,171
	Rest of world	40,216	27,770
		8,779,229	7,920,514

3	Operating profit	2012 £	2011 £
	This is stated after charging	-	~
	Depreciation of owned fixed assets Depreciation of assets held under finance leases and hire	87,374	82,385
	purchase contracts	20,000	19,804
	(Profit)/loss on disposal of plant and machinery	(1,581)	1,926
	Operating lease rentals - plant and machinery	85,040	65,885
	Auditors' remuneration for audit services	9,000	9,000
4	Directors' emoluments	2012	2011
•		£	3
	Emoluments	67,709	68,901
	Company contributions to money purchase pension schemes	5,000	5,000
	-	72,709	73,901
	Number of directors in company pension schemes:	2012 Number	2011 Number
	Money purchase schemes	1_	1
5	Staff costs	2012 £	2011 £
	Wages and salaries	1,053,959	980,618
	Social security costs	103,917	96,762
	Other pension costs	4,713	5,000
		1,162,589	1,082,380
_	Otali a cata (a catanga di		
5	Staff costs (continued) Average number of employees during the year	Number	Number
	Administration	13	13
	Director	1	1
	Manufacturing	23	23
	Sales	4	3
		41	40
6	Interest payable	2012	2011
0	πιτει εστ μαγανίε	£	3
		-	·
	Finance charges payable under finance leases and hire purchase contracts	7,543	8,736

7	Taxation	2012 £	2011 £
	Analysis of charge in period Current tax		
	UK corporation tax on profits of the period	39,696	22,961
	Adjustments in respect of previous periods	(12)	2,419
		39,684	25,380
	Deferred tax		
	Origination and reversal of timing differences	(8,697)	4,506
	Tax on profit on ordinary activities	30,987	29,886
	Factors affecting tax charge for period The differences between the tax assessed for the period and the st are explained as follows	andard rate of cor	poration tax
		2012 £	2011 £
	Profit on ordinary activities before tax	104,219	45,927
	Standard rate of corporation tax in the UK	24%	26%
		3	£
	Profit on ordinary activities multiplied by the standard rate of corporation tax	25,013	11,941
	Effects of		
	Expenses not deductible for tax purposes	14,683	11,020
	Adjustments to tax charge in respect of previous periods	(12)	2,419

8	Tangible fixed assets				
	•	Plant and	Land and	Leasehold	
		machinery	buildings	Improvts	Total
		£	£	£	£
	Cost				
	At 1 November 2011	1,104,026	253,853	158,336	1,516,215
	Additions	72,045	-	-	72,045
	Disposals	(66,110)			(66,110)
	At 31 October 2012	1,109,961	253,853	158,336	1,522,150
	Depreciation				
	At 1 November 2011	704,225	48,890	67,215	820,330
	Charge for the year	87,908	5,077	14,389	107,374
	On disposals	(20,171)	5,077	14,000	(20,171)
	•			04.004	
	At 31 October 2012	771,962	53,967	81,604	907,533
	Net book value				
	At 31 October 2012	337,999	199,886	76,732	614,617
				2012	2011
				£	3
	Net book value of fixed assets include	ded above held	under finance		
	leases and hire purchase contracts			108,747	155,175
9	Stocks			2012 £	2011 £
	Raw materials and consumables			1,146,167	928,867
	Finished goods and goods for resal	е		135,439	146,295
				1,281,606	1,075,162
	The difference between purchase p not material	orice or producti	on cost of stocks	and their replac	cement cost is
10	Debtors			2012 £	2011 £
	Trade debtors			2,194,758	1,775,939
	Amounts owed from related parties			348,854	283,854
	Other debtors			48,108	42,219
	20.01 0001010			2,591,720	2,102,012
	Factored debts included in Trade D	ebtors above		1,444,652	1,483,312

11	Creditors: amounts falling due within one year	2012 £	2011 £
	Amount due to debt factor Bank loans and overdrafts Obligations under finance lease and hire purchase contracts Trade creditors Amounts owed to related parties Corporation tax Other taxes and social security costs Other creditors Accruals and deferred income	1,073,182 112,313 21,987 1,275,526 712,060 62,645 177,184 18,509 3,453,406	957,247 23,964 43,718 1,163,140 484,084 22,961 196,027 500 18,746 2,910,387
12	Creditors: amounts falling due after one year	2012 £	2011 £
	Obligations under finance lease and hire purchase contracts	37,233	30,403
13	Secured liabilities	2012 €	2011 £
	Aggregate of secured liabilities	1,244,715	1,055,332
13	Obligations under finance leases and hire purchase contracts	2012 £	2011 £
	Amounts payable Within one year Within two to five years	21,987 37,233 59,220	43,718 30,403 74,121
14	Deferred taxation	2012 £	2011 £
	Accelerated capital allowances	34,503	43,200
	Undiscounted provision for deferred tax	34,503	43,200
		2012 £	2011 £
	At 1 November Deferred tax charge in profit and loss account	43,200 (8,697)	38,694 4,506
	At 31 October	34,503	43,200

15	Share capital	Nominal value	2012 Number	2012 £	2011 £
	Allotted, called up and fully paid A Ordinary shares B Ordinary shares	£1 each £1 each	10,560 132	10,560 132	10,560 132
40				10,692	10,692
16	Profit and loss account			2012 £	2011 £
	At 1 November 2011 Profit for the financial year			878,933 73,232	862,892 16,041
	At 31 October 2012			952,165	878,933
17	Reconciliation of movement in sh	areholders' fund	ds	2012 £	2011 £
	At 1 November Profit for the financial year			889,625 73,232	873,584 16,041
	At 31 October			962,857	889,625
18	Gross cash flows			2012 £	2011 £
	Returns on investments and serv Interest element of finance lease re	_		(7,543)	(8,736)
	Capital expenditure Payments to acquire tangible fixed a Receipts from sales of tangible fixed			(72,045) 45,939 (26,106)	(60,420) 15,189 (45,231)
	Financing Loan repayments Capital element of finance lease rer	ntal payments		(14,901) (14,901)	(3,136) (16,838) (19,974)

19 Analysis of changes in net debt

The state of the s	At 1 Nov 2011 £	Cash flows	Non-cash changes £	At 31 Oct 2012 £
Cash at bank and in hand Overdrafts Debt factoring	556 (23,964) (957,247)	(500) (88,349) (115,935) (88,849)		56 (112,313) (1,073,182)
Finance leases	(74,121)	14,901		(59,220)
Total	(1,054,776)	(73,948)	<u> </u>	(1,244,659)

20 Other financial commitments

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

	Other 2012	Other 2011
	£	£
Operating leases which expire		
within one year	24,907	4,182
within two to five years	52,910	74,514
	<u>77,817</u> _	78,696

21 Contingent liabilities

The company has cross guaranteed the bank overdarft and loans of A D Disposables Limited ,Global Hygiene Products Limited and Allied Commercial Properties Ltd companies of which A M Mclean, M Blackhall and J Prentice are directors

At 31 October 2012 A D Disposables Limited had a bank overdraft of £387,030 (2011 - £100,849) and a bank loan of £194,013 (2011 - £165,072)

At 31 October 2012 Global Hygiene Products Limited had a bank overdraft of £69,448 (2011 - £182,760) and a bank loan of £40,428 (2011 - £60,636) At 31st October 2012 Allied Commercial Properties had a loan of £2,403,095 (2011-£2,403,095)

22 Transactions with directors

During the year the company paid rent of £11,897 (2011 - £11,897) for rental of business premises owned by the directors

23	Related party transactions	2012 £	2011 £
	A D Disposables Limited Related by virtue of A Mclean who is a shareholder and director of both companies		
	During the year the company sold goods and services Amount due from related party at the year end	80,402 17,490	75,732 19,034
	During the year the company purchased goods and services Amount due to related party at the year end	800,439 170,105	721,536 126,953
	Loan balance due from the related party at the year end	145,660	145,660
	Global Hygiene Products Limited Related by virtue of M Błackhall and A Mclean who are shareholders and directors of both companies		
	During the year the company sold goods and services Amount due from related party at the year end	440,212 59,229	474,188 96,519
	During the year the company purchased goods and services Amount due to related party at the year end	810 1,625	1,584 383
	Loan balance due from the related party at the year end	52,193	52,193
	Allied Hygiene Limited Related by virtue of M Blackhall, A Mclean and J Prentice who are shareholders and directors of both companies		
	During the year the company sold goods and services Amount due from related party at the year end	1,607,010 223,232	965,558 132,257
	Loan balance due to related party at the year end	712,060	484,085
	Allied Hygiene Europe Limited Related by virtue of M Blackhall, A Mclean and J Prentice who are shareholders and directors of both companies		
	During the year the company sold goods and services Amount due from related party at the year end	478,070 143,215	368,624 79,785
	During the year the company purchased goods and services Amount due to related party at the year end	735	2,564 988

23	Related party transactions (continued)	2012	2011
	C & D Limited Related by virtue of A Mclean who is a shareholder and director of both companies	£	£
	During the year the company sold goods and services	12,937	10,664
	Amount due from related party at the year end	2,615	3,678
	During the year the company purchased goods and services Amount due to related party at the year end	41,232 14,066	46,417 7,304
	Complete Hygiene Consultants Limited Related by virtue of A Mclean and M Blackhall who were shareholders of the company and also shareholders and directors of Global Hygiene Products Limited-The company was sold to an unrelated party in October 2012		
	During the year the company sold goods and services	9,847	5,384
	Amount due from related party at the year end	10,203	2,967
		2012	2011
		£	3
	Intacare Hygiene Limited Related by virtue of M Blackhall and A Mclean who are shareholders and directors of both companies		
	During the year the company sold goods and services	59,432	50,785
	Amount due from related party at the year end	10,063	8,531
	During the year the company purchased goods and services Amount due to related party at the year end	4,849	238
		2,200	26_
	Allied Commercial Properties Limited Related by virtue of M Blackhall, A Mclean and J Prentice who are shareholders and directors of both companies		
	Loan balance due from the related party at the year end	151,000	86,000
	During the year paid rental for property let from related party	380,103	360,000
	The loans above are interest free and are repayable on demand		
	Allied Tissue Limited Related by virtue of M Blackhall, A Mclean and J Prentice who are shareholders and directors of both companies		
	During the year the company purchased goods and services	5,837	-
	Amount due to related party at the year end	6,644	

24 Controlling party

The directors' control the entity by virtue of their shareholdings and directorships. No individual is considered to be the ultimate controlling party