

T Crossling & Co Limited

Annual Report

31 December 2018



T Crossling & Co Limited

Company Information

Directors	R R Errington C P H Errington S M Errington K C Clifford
Company secretary	K C Clifford
Registered number	02749235
Registered office	PO Box 5 Coast Road Newcastle upon Tyne NE6 5TP
Independent auditor	UNW LLP Chartered Accountants Citygate St James' Boulevard Newcastle upon Tyne NE1 4JE
Bankers	Lloyds TSB Plc Black Horse House 91 Sandyford Road Newcastle upon Tyne NE99 1JW
Solicitors	Sintons The Cube Barrack Road Newcastle upon Tyne NE4 6DB

T Crossling & Co Limited

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T Crossling & Co Limited

Group strategic report Year ended 31 December 2018

Introduction

The principal activity of the group continues to be that of plumbers, pipeline and tool merchants.

Business review and review of future developments

The directors are satisfied with the results for the year.

Price competition from national merchants and local independents continued to remain strong throughout the period with competitors also opening in close proximity to some of our branches. The group continues to focus on margin and tight cost control to maintain profitability, although as the table below illustrates, certain costs such as payroll have increased largely as a result of government initiatives on the minimum wage and auto enrolment which we cannot avoid. We were pleased to successfully implement a new computer system, specially written for distribution industries, in October 2018 and are confident this will improve our business through improved management information and other efficiencies.

The group finances continue to remain in a healthy position with the balance sheet showing net assets at 31 December 2018 in excess of £26.6 million. Strong working capital ratios allow the group to maximise the use of its resources although the interest rate received on surplus cash remains extremely low by historical standards.

After a steady start to 2019 the construction sector has slowed since April when the original Brexit deadline was passed. Despite this the group is positive for 2019 and confident of continuing to be profitable in a challenging market. With the second Brexit deadline looming there is still uncertainty over the potential impact on business and consumer investment and this could increase if a no-deal Brexit is the ultimate outcome. In the short term local authorities continue to spend although their budgets remain under pressure due to conflicting demands such as social care which are reducing their normal spend on housing refurbishment, repair and maintenance.

Key performance indicators

The group monitors certain financial key performance indicators to measure movements and evaluate trends in revenues and profits. These are detailed below:

	2018	2017
	£000	£000
Sales	50,727	51,395
Gross profit	12,696	12,965
No of employees	252	255
Payroll costs	6,436	6,298
Other expenses	3,646	3,705
Sales per employee	201.3	201.5
Gross profit percentage	25.0%	25.2%
Gross profit per employee	50.4	50.8
Payroll costs per employee	25.5	24.7
Other expenses per employee	14.4	14.5

The group does not maintain key performance indicators for non-financial information, but does ensure it complies with all of its environmental responsibilities. The group also recognises the importance of its staff and actively promotes staff training and development.

T Crossling & Co Limited

Group strategic report (continued) **Year ended 31 December 2018**

Principal risks and uncertainties

The main risks associated with the group's financial assets and liabilities are set out below.

Credit risk

The profile of the group's debtors is well spread. The group monitors the accounts of its customers closely including setting and monitoring credit limits. Old debts are chased promptly. The directors believe that although the group is exposed to credit risk they have adequate measures in place to reduce the risk to an acceptable level.

Liquidity risk

The group aims to mitigate liquidity risk by managing cash generated by its operations in the most effective manner. It is group policy to invoice amounts due as soon as possible and all amounts owed by debtors are collected promptly. All major capital expenditure must be approved by the directors.


Interest rate risk

All surplus cash is invested in high interest bank deposits at a variable rate. Interest on any overdraft is charged at a variable rate. Therefore financial assets, liabilities, interest charges, interest receivable and cash flows can be affected by movements in interest rates. This risk is reduced by the fact that the amount of interest received exceeds the amount of interest charged and therefore there is minimal risk to the group.

Price Risk

The group is exposed to commodity price risk as a result of its operations. However given the size of the group's operations, the cost of managing this exposure exceeds the potential benefits.

This report was approved by the board on 23 September 2019 and signed on its behalf by:



K C Clifford
Director

T Crossling & Co Limited

Directors' report Year ended 31 December 2018

The directors present their report and the financial statements for the year ended 31 December 2018.

Results and dividends

The profit for the year, after taxation, amounted to £2,208,000 (2017: £2,463,000).

Dividends paid during the year are detailed in note 24 to the financial statements. The directors do not recommend a final dividend in respect of the year.

Directors

The directors who served during the year were:

R R Errington
C P H Errington
S M Errington
K C Clifford

Employee involvement

The group's policy is to discuss and consult with employees on matters likely to affect employees' interests.

Information on matters of concern to employees is given through information bulletins and reports which seek to achieve a common awareness on the part of all employees of the financial and economic factors affecting the group's performance.

Disabled employees

The group's policy is to recruit disabled workers for those vacancies that they are able to fill. All necessary assistance with initial training courses is given. Once employed, a career plan is developed to ensure suitable opportunities exist for each disabled person. Arrangements are made, where possible, for retraining employees who become disabled, to enable them to perform work identified as appropriate to their aptitudes and abilities.

Matters covered in the strategic report

Information on future developments and financial risk management objectives and policies, which would otherwise be disclosed in the directors' report, is instead disclosed in the strategic report, as permitted by s414(11) of the Companies Act 2006.

Disclosure of information to auditor

Each of the persons who are directors at the time when this directors' report is approved has confirmed that:

- so far as the director is aware, there is no relevant audit information of which the company's auditor is unaware, and
- the director has taken all the steps that ought to have been taken as a director in order to be aware of any relevant audit information and to establish that the company's auditor is aware of that information.

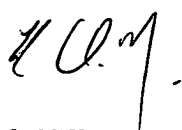
T Crossling & Co Limited

Directors' report (continued) **Year ended 31 December 2018**

Auditor

Pursuant to section 487 of the Companies Act 2006, the auditor will be deemed to be reappointed and UNW LLP will therefore continue in office.

This report was approved by the board on 23 September 2019 and signed on its behalf by:



K C Clifford
Director

T Crossling & Co Limited

Directors' responsibilities statement Year ended 31 December 2018

The directors are responsible for preparing the group strategic report, the directors' report and the consolidated 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 applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'. 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 the group and of the profit or loss of the group for that period.

In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and accounting 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 financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions, disclose with reasonable accuracy at any time the financial position of the company and the group, and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.



Independent auditor's report to the members of T Crossling & Co Limited

Opinion

We have audited the financial statements of T Crossling & Co Limited ('the parent company') and its subsidiaries (together, 'the group') for the year ended 31 December 2018, which comprise the group profit and loss account, the group and company balance sheets, the group statement of cash flows, the group and company statements of changes in equity and the related notes, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the group's and of the parent company's affairs as at 31 December 2018 and of the group's 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.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) ('ISAs (UK)') and applicable law. Our responsibilities under those standards are further described in the 'Auditor's responsibilities for the audit of the financial statements' section of our report. We are independent of the group in accordance with the ethical requirements that are relevant to our audit of the financial statements in the United Kingdom, including the Financial Reporting Council's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the group's or the parent company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.



Independent auditor's report to the members of T Crossling & Co Limited (continued)

Other information

The directors are responsible for the other information. The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Opinion on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the group strategic report and the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the group strategic report and the directors' report have been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the group and the parent company and its environment obtained in the course of the audit, we have not identified material misstatements in the group strategic report or the directors' report.

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

- adequate accounting records have not been kept by the parent company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent company 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.



Independent auditor's report to the members of T Crossling & Co Limited (continued)

Responsibilities of directors

As explained more fully in the directors' responsibilities statement on page 5, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the group's and the parent company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the group or the parent company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

Use of our report

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 auditor's 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.

A handwritten signature in black ink, appearing to read 'Andrew Wilson', written over a horizontal line.

Andrew Wilson BA FCA (Senior Statutory Auditor)
for and on behalf of UNW LLP, Statutory Auditor
Chartered Accountants
Newcastle upon Tyne

23 September 2019

T Crossling & Co Limited

Consolidated profit and loss account Year ended 31 December 2018

	Note	2018 £000	2017 £000
Turnover	5	50,727	51,395
Cost of sales		(38,031)	(38,430)
Gross profit		12,696	12,965
Distribution costs		(6,168)	(5,937)
Administrative expenses		(3,914)	(4,066)
Other operating income	6	86	84
Operating profit	7	2,700	3,046
Interest receivable and similar income	11	69	55
Profit on ordinary activities before taxation		2,769	3,101
Tax on profit on ordinary activities	12	(561)	(638)
Profit for the financial year		2,208	2,463

There were no recognised gains and losses for 2018 or 2017 other than those included in the consolidated profit and loss account.

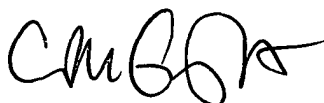
The notes on pages 15 to 31 form part of these financial statements.

T Crossling & Co Limited

Consolidated balance sheet At 31 December 2018

	Note	2018 £000	2017 £000
Fixed assets			
Tangible assets	13	3,849	4,037
Investment property	14	680	680
		<u>4,529</u>	<u>4,717</u>
Current assets			
Stocks	16	7,217	6,707
Debtors	17	10,214	9,561
Cash at bank and in hand		9,764	8,428
		<u>27,195</u>	<u>24,696</u>
Creditors: amounts falling due within one year	19	(5,099)	(4,840)
Net current assets		<u>22,096</u>	<u>19,856</u>
Net assets excluding pension asset		<u>26,625</u>	<u>24,573</u>
Pension asset	26	-	-
Net assets		<u><u>26,625</u></u>	<u><u>24,573</u></u>
Capital and reserves			
Called up share capital	22	39	39
Capital redemption reserve	23	11	11
Other reserves	23	68	68
Profit and loss account	23	26,507	24,455
Total equity		<u><u>26,625</u></u>	<u><u>24,573</u></u>

The financial statements were approved and authorised for issue by the board and were signed on its behalf on 23 September 2019.



C P H Errington
Director

Company registered number: 02749235

The notes on pages 15 to 31 form part of these financial statements.

T Crossling & Co Limited

Company balance sheet At 31 December 2018

	Note	2018 £000	2017 £000
Fixed assets			
Investments	15	3,585	3,585
		<u>3,585</u>	<u>3,585</u>
Current assets			
Debtors	17	3,637	1,637
		<u>3,637</u>	<u>1,637</u>
Creditors: amounts falling due within one year	19	(336)	(180)
		<u>(336)</u>	<u>(180)</u>
Net current assets		3,301	1,457
		<u>3,301</u>	<u>1,457</u>
Net assets		6,886	5,042
		<u>6,886</u>	<u>5,042</u>
Capital and reserves			
Called up share capital	22	39	39
Capital redemption reserve	23	11	11
Profit and loss account	23	6,836	4,992
		<u>6,836</u>	<u>4,992</u>
Total equity		6,886	5,042
		<u>6,886</u>	<u>5,042</u>

The company has taken advantage of the exemption allowed under section 408 of the Companies Act 2006 and has not presented its own profit and loss account in these financial statements. The profit after tax of the parent company for the year was £2,000,000 (2017 - £2,000,000).

The financial statements were approved and authorised for issue by the board and were signed on its behalf on 23 September 2019.



C P H Errington
Director

T Crossling & Co Limited

Consolidated statement of changes in equity Year ended 31 December 2018

	Called up share capital £000	Capital redemption reserve £000	Other reserves £000	Profit and loss account £000	Total equity £000
At 1 January 2017	39	11	68	22,148	22,266
Profit for the year	-	-	-	2,463	2,463
Dividends	-	-	-	(156)	(156)
At 1 January 2018	39	11	68	24,455	24,573
Profit for the year	-	-	-	2,208	2,208
Dividends	-	-	-	(156)	(156)
At 31 December 2018	39	11	68	26,507	26,625

The notes on pages 15 to 31 form part of these financial statements.

T Crossling & Co Limited

Company statement of changes in equity Year ended 31 December 2018

	Called up share capital £000	Capital redemption reserve £000	Profit and loss account £000	Total equity £000
At 1 January 2017	39	11	3,148	3,198
Profit for the year	-	-	2,000	2,000
Dividends	-	-	(156)	(156)
At 1 January 2018	39	11	4,992	5,042
Profit for the year	-	-	2,000	2,000
Dividends	-	-	(156)	(156)
At 31 December 2018	39	11	6,836	6,886

The notes on pages 15 to 31 form part of these financial statements.

T Crossling & Co Limited

Consolidated statement of cash flows Year ended 31 December 2018

	2018 £000	2017 £000
Cash flows from operating activities		
Profit for the financial year	2,208	2,463
Adjustments for:		
Depreciation of tangible assets	679	669
Profit on disposal of tangible assets	(56)	(38)
Interest receivable	(69)	(55)
Taxation charge	561	638
Increase in stocks	(510)	(1,256)
Increase in debtors	(626)	(975)
Increase in creditors	323	620
Corporation tax paid	(652)	(615)
Net cash generated from operating activities	1,858	1,451
Cash flows from investing activities		
Purchase of tangible fixed assets	(495)	(368)
Sale of tangible fixed assets	60	39
Interest received	69	55
Net cash from investing activities	(366)	(274)
Cash flows from financing activities		
Dividends paid	(156)	(156)
Net cash used in financing activities	(156)	(156)
Net increase in cash and cash equivalents	1,336	1,021
Cash and cash equivalents at beginning of year	8,428	7,407
Cash and cash equivalents at the end of year	9,764	8,428
Cash and cash equivalents at the end of year comprise:		
Cash at bank and in hand	9,764	8,428

The notes on pages 15 to 31 form part of these financial statements.

T Crossling & Co Limited

Notes to the financial statements Year ended 31 December 2018

1. General information

T Crossling & Co Limited ('the company') and its subsidiaries (together 'the group') are merchants to the plumbing, pipeline and tool trades.

The company is a private company limited by shares, incorporated and domiciled in the United Kingdom. The address of the registered office is given in the company information page of this report.

2. Statement of compliance

The financial statements have been prepared in accordance with United Kingdom Accounting Standards, including Financial Reporting Standard 102 *'The Financial Reporting Standard applicable in the United Kingdom and the Republic of Ireland'* ('FRS 102') and the Companies Act 2006.

3. Accounting policies

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the periods presented, unless otherwise stated.

3.1 Basis of preparation

These financial statements comprise the consolidated (group) financial statements and the company's separate financial statements. However, as permitted by section 408 of the Companies Act 2006, the separate profit and loss account of the company is not presented.

The financial statements are prepared on a going concern basis and under the historical cost convention, other than the measurement of investment properties at fair value. They are presented in pounds sterling, which is the functional currency of the group, and rounded to £000.

Reduced disclosures

FRS 102 allows a qualifying entity certain disclosure exemptions. The company meets the definition of a qualifying entity in respect of its separate (non-group) financial statements and has taken advantage of the exemptions relating to certain financial instruments disclosures, presentation of a cash flow statement and remuneration of key management personnel. The equivalent disclosures, on a consolidated basis, are included in the consolidated financial statements.

3.2 Basis of consolidation

The group financial statements consolidate the financial statements of the company and its subsidiary undertakings as if they formed a single entity. Intercompany transactions and balances are therefore eliminated in full.

T Crossling & Co Limited

Notes to the financial statements Year ended 31 December 2018

3. Accounting policies (continued)

3.3 Revenue recognition

Turnover

Turnover comprises revenue recognised in respect of goods supplied during the year, net of returns, discounts and rebates allowed by the company and Value Added Tax. The group recognises revenue on despatch / collection of the goods.

Rental income

Rental income (within other operating income) is recognised on a straight line basis over the period of the lease.

Interest income

Interest receivable is recognised on an accruals basis.

3.4 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost, less accumulated depreciation and accumulated impairment losses. Cost includes the purchase price, plus any further costs directly attributable to bringing the asset to its working condition for its intended use.

Depreciation is provided on all tangible fixed assets, other than investment properties, from the point they are ready for use, at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life as follows:

Freehold property	-	50 years straight line
Long leasehold property	-	50 years straight line
Plant, fixtures and fittings	-	3 to 10 years straight line
Motor vehicles	-	4 years straight line

3.5 Investment property

Investment properties are measured at fair value at each reporting date, with any changes in fair value recognised in the profit and loss account. Investment properties are not depreciated.

3.6 Fixed asset investments

In the company balance sheet, investments in subsidiary undertakings are stated at cost less accumulated impairment losses.

3.7 Stocks

Stocks are stated at the lower of cost or estimated selling price less costs to complete and sell. Stocks are recognised as an expense in the period in which the related revenue is recognised.

Cost is determined using the FIFO (first-in first-out) method, and reflects the invoice price adjusted for retrospective rebates and allowances.

Provision is made for obsolete or slow-moving items as necessary.

T Crossling & Co Limited

Notes to the financial statements Year ended 31 December 2018

3. Accounting policies (continued)

3.8 Financial instruments

The company and group only enter into financial instruments transactions that result in the recognition of basic debt financial assets and liabilities, for example trade, intercompany and other debtors and creditors, cash and bank balances and loans to related parties, including fellow group companies.

Debt instruments which on inception are due within one year are measured initially and subsequently at the transaction price. Debt instruments which on inception are due after more than one year are measured initially at the transaction price and subsequently at amortised cost using the effective interest method.

At the end of each reporting period, debt financial assets are assessed for impairment, and their carrying value reduced if necessary. Any impairment charge is recognised in the profit and loss account.

3.9 Taxation

The taxation expense for the year comprises current tax and deferred tax, and is recognised in the profit and loss account.

Current tax is the amount of tax payable in respect of the taxable profit for the current or past reporting periods. It is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred tax represents the future tax consequences of transactions and events recognised in the financial statements of current and previous periods and arises from 'timing differences' (where transactions or events are included in the financial statements in periods different from those in which they are assessed for tax). Deferred tax is recognised in respect of all timing differences, except that unrelieved tax losses and other deferred tax assets are recognised only to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits.

Deferred tax is measured using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date that are expected to apply to the reversal of timing differences.

T Crossling & Co Limited

Notes to the financial statements Year ended 31 December 2018

3. Accounting policies (continued)

3.10 Pensions

Defined benefit pension plan

The group operates a defined benefit plan for certain employees. The scheme was closed to new members on 1 October 2000, and accrual of benefits for existing members ceased on 31 October 2011.

The amount recognised in the balance sheet in respect of the defined benefit plan is the net of the present value of the defined benefit obligation at the reporting date and the fair value of the plan assets at the reporting date.

The defined benefit obligation is calculated using the projected unit credit method. The group engages annually with independent actuaries to calculate the obligation. The present value is determined by discounting the estimated future payments using market yields on high quality corporate bonds that are denominated in sterling and that have terms approximating the estimated period of the future payments ('discount rate').

The plan's assets comprise listed equities and bonds; their fair value is the quoted price on the reporting date.

Defined contribution pension plan

The group operates a defined contribution plan for its employees. Contributions are recognised as an expense when they fall due. Amounts due but not yet paid are included within creditors on the balance sheet.

The assets of both the defined benefit and defined contribution plan are held separately from the group in independently administered funds.

3.11 Operating leases

Leases that do not confer rights and obligations approximating to ownership are classified as operating leases. Rental payments under operating leases are charged to the profit and loss account on a straight-line basis over the lease term, even if payments are not made on such a basis.

T Crossling & Co Limited

Notes to the financial statements Year ended 31 December 2018

4. Judgments in applying accounting policies and key sources of estimation uncertainty

Estimates and judgments are continually evaluated and are based on historical experience and other factors, including best expectations of future events.

Significant judgments in applying the group's accounting policies

No significant judgments were required, other than those involving estimates, which are set out below.

Key sources of estimation uncertainty

Defined benefit pension scheme

The group has an obligation to defined benefit pension benefits to certain employees and past employees. The cost of these benefits and the present value of the obligation depend on a number of factors, including; life expectancy, pension increases, asset valuations and the discount rate on corporate bonds. Management estimates these factors in determining the net pension obligation (or asset) in the balance sheet. The assumptions reflect historical experience and current trends. Management have sought advice from an independent, qualified actuary to establish a reasonable range for the various assumptions, and the actuary has performed all the ensuing calculations.

The scheme is currently in surplus (calculated assuming a continuing basis) however no asset has been recognised in the balance sheet, as the directors consider there is insufficient certainty that the surplus will ultimately be realised by the group. See note 26 for disclosures relating to the defined benefit pension scheme.

Useful lives of tangible fixed assets

The annual depreciation charge for tangible fixed assets is sensitive to changes in the estimated useful lives and the residual values of the assets, which are re-assessed annually and amended when necessary to reflect current estimates. There have been no changes in the estimation bases during the current reporting period.

Stock provisioning

Some of the group's stock lines are subject to changing customer preferences, and/or product advances. As a result it is necessary to consider the need for a provision against the cost of stocks. When calculating the stock provision, management consider the nature and condition of the stock, as well as applying assumptions around anticipated future saleability.

Impairment of debtors

The group estimates the recoverable value of trade and other debtors. When assessing impairment of trade and other debtors, management consider factors including the current credit rating of the debtor, the ageing profile and historical experience.

Valuation of investment property

Investment properties are valued based on the terms of the leases in place at the date of the valuation. A nominal equivalent yield is applied to the future rental cash flows from the property to generate the market value of the property. The nominal equivalent yield applied is assessed by reference to similar market transactions. The valuations were undertaken by the directors, informed by market knowledge obtained during recent commercial lease negotiations.

5. Turnover

The whole of the turnover is attributable to the sale of goods within the United Kingdom.

T Crossling & Co Limited

Notes to the financial statements Year ended 31 December 2018

6. Other operating income

	2018 £000	2017 £000
Rents receivable	86	84

7. Operating profit

The operating profit is stated after charging/(crediting):

	2018 £000	2017 £000
Depreciation of tangible fixed assets	679	669
Profit on disposal of fixed assets	(56)	(38)
Stock recognised as an expense	38,148	38,425
Impairment of stock (net of reversals)	(137)	(14)
Operating lease rentals	314	326

Stock impairments / reversals are included in cost of sales.

8. Auditor's remuneration

	2018 £000	2017 £000
Audit fees - audit of these financial statements	2	2
Audit fees - audit of financial statements of subsidiaries	24	23
Taxation compliance services	4	4
	30	29

T Crossling & Co Limited

Notes to the financial statements Year ended 31 December 2018

9. Employees

Staff costs, including directors' remuneration, were as follows:

	Group 2018 £000	Group 2017 £000	Company 2018 £000	Company 2017 £000
Wages and salaries	5,771	5,638	-	-
Social security costs	485	471	-	-
Employer contributions to defined contribution pension schemes	180	189	-	-
	6,436	6,298	-	-

The average monthly number of employees in the group, including the directors, during the year was as follows:

	2018 No.	2017 No.
Distribution	227	230
Administrative	25	25
	252	255

10. Directors' remuneration

	2018 £000	2017 £000
Directors' emoluments	254	250
Company contributions to defined contribution pension schemes	40	33
	294	283

During the year retirement benefits were accruing to 3 directors (2017: 3) in respect of defined contribution pension schemes.

The highest paid director received remuneration of £114,000 (2017: £92,000).

The value of the group's contributions paid to a defined contribution pension scheme in respect of the highest paid director amounted to £25,000 (2017: £18,000).

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Notes to the financial statements Year ended 31 December 2018

11. Interest receivable and similar income

	2018 £000	2017 £000
Bank interest receivable	69	55

12. Taxation

	2018 £000	2017 £000
Current tax		
UK Corporation tax on profits for the year	594	658
Adjustments in respect of previous periods	(6)	5
Total current tax	588	663
Deferred tax		
Origination and reversal of timing differences	(33)	(23)
Adjustment in respect of prior periods	3	(5)
Effect of change in tax rates	3	3
Total deferred tax	(27)	(25)
Taxation on profit on ordinary activities	561	638

Factors affecting tax charge for the year

The tax assessed for the year is higher than (2017: higher than) the standard rate of corporation tax in the UK of 19.00% (2017:19.25%). The differences are explained below:

	2018 £000	2017 £000
Profit on ordinary activities before taxation	2,769	3,101
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19.00% (2017:19.25%)	526	597
Effects of:		
Expenses not deductible for tax purposes	36	38
Adjustments to tax charge in respect of prior periods	(4)	-
Effect of changes in tax rates	3	3
Total tax charge for the year	561	638

T Crossling & Co Limited

Notes to the financial statements Year ended 31 December 2018

13. Tangible fixed assets

Group

	Freehold property £000	Long-term leasehold property £000	Plant and machinery £000	Motor vehicles £000	Total £000
Cost					
At 1 January 2018	4,256	890	2,761	2,038	9,945
Additions	-	-	152	343	495
Disposals	-	-	(379)	(405)	(784)
At 31 December 2018	4,256	890	2,534	1,976	9,656
Depreciation					
At 1 January 2018	1,803	221	2,385	1,499	5,908
Charge for the year	99	18	188	374	679
Disposals	-	-	(379)	(401)	(780)
At 31 December 2018	1,902	239	2,194	1,472	5,807
Net book value					
At 31 December 2018	2,354	651	340	504	3,849
At 31 December 2017	2,453	669	376	539	4,037

Freehold property includes land of £603,000 (2017: £603,000) which is not depreciated.

T Crossling & Co Limited

Notes to the financial statements Year ended 31 December 2018

14. Investment property

Group

Freehold
investment
property
£000

Valuation

At 1 January 2018 and 31 December 2018

680

The 2018 valuations were made by the directors, on an open market value for existing use basis.

15. Fixed asset investments

Company

Investments
in subsidiary
companies
£000

Cost and net book value

At 1 January 2018 and 31 December 2017

3,585

The company owns 100% of the ordinary share capital of the following companies:

Name	Nature of business
Crossling Limited	Plumbers, pipeline and tool merchants
Crossling Properties Limited	Property management
Northern Tools and Accessories Limited	Dormant
Potter Cowan Pipe Fittings Limited	Dormant
Crossling CBM Limited	Dormant
Crossling Bancroft Limited	Dormant
Crossling Mitchells Limited	Dormant
Stockplas Limited	Dormant

The company's investments in Crossling Limited and Crossling Properties Limited are direct ownership, all other investments are indirect ownership.

All of the companies have their registered office c/o Crossling Limited, Coast Road, Newcastle upon Tyne, NE6 5TP, other than Potter Cowan Pipe Fittings Limited, whose registered office is Unit 1 Block 2, Dumfries Enterprise Park Tinwald Road, Heathhall, Dumfries, DG1 2SJ.

T Crossling & Co Limited

Notes to the financial statements Year ended 31 December 2018

16. Stocks

	Group 2018 £000	Group 2017 £000	Company 2018 £000	Company 2017 £000
Goods for resale	7,217	6,707	-	-

17. Debtors

	Group 2018 £000	Group 2017 £000	Company 2018 £000	Company 2017 £000
Trade debtors	9,679	9,040	-	-
Amounts owed by group undertakings	-	-	3,637	1,637
Prepayments and accrued income	483	496	-	-
Deferred tax asset (note 21)	52	25	-	-
	10,214	9,561	3,637	1,637

Trade debtors are stated after provisions for impairment of £268,000 (2017: £341,000).

18. Cash

Cash includes £5,557,000 (2017: £6,556,000) placed on long term deposits which will mature between 6 and 9 months from the balance sheet date. (2017: 6 to 11 months).

19. Creditors: amounts falling due within one year

	Group 2018 £000	Group 2017 £000	Company 2018 £000	Company 2017 £000
Trade creditors	3,998	3,772	-	-
Amounts owed to group undertakings	-	-	336	180
Corporation tax	313	377	-	-
Other taxation and social security	450	398	-	-
Other creditors	47	10	-	-
Accruals and deferred income	291	283	-	-
	5,099	4,840	336	180

T Crossling & Co Limited

Notes to the financial statements Year ended 31 December 2018

20. Financial instruments

	Group 2018 £000	Group 2017 £000
Financial assets		
Financial assets that are debt instruments measured at amortised cost	<u>9,679</u>	<u>9,040</u>
Financial liabilities		
Financial liabilities measured at amortised cost	<u>4,339</u>	<u>4,065</u>

Financial assets that are debt instruments measured at amortised cost comprise trade debtors.

Financial liabilities measured at amortised cost comprise trade creditors, other creditors and accruals.

21. Deferred tax asset

Group

	2018 £000	2017 £000
At beginning of year	25	-
Credit/(charge) to profit and loss account in the year	27	25
At end of year	<u>52</u>	<u>25</u>

The deferred tax asset is made up as follows:

	Group 2018 £000	Group 2017 £000
Fixed assets timing differences	38	21
Short term timing differences	14	4
	<u>52</u>	<u>25</u>

T Crossling & Co Limited

Notes to the financial statements Year ended 31 December 2018

22. Share capital

	2018 £000	2017 £000
Allotted, called up and fully paid		
39,034 Ordinary shares of £1 each	39	39

There is a single class of ordinary shares which carries no fixed right to income. There are no restrictions on the distribution of dividends or the repayment of capital.

23. Reserves

Capital redemption reserve

The capital redemption reserve is a non distributable reserve.

Other reserves

Other reserves is a merger reserve arising on a group reconstruction.

Profit and loss account

The profit and loss account represents cumulative profits and losses, net of cumulative dividends paid. The consolidated profit and loss account reserve include unrealised gains on investment properties of £147,000. This amount is not distributable until the gains are realised through disposal of the properties.

24. Dividends

	2018 £000	2017 £000
Dividends paid on equity capital	156	156

25. Capital commitments

At 31 December 2018 the group and company had capital commitments as follows:

	Group 2018 £000	Group 2017 £000
Contracted for but not provided in these financial statements	175	-

T Crossling & Co Limited

Notes to the financial statements Year ended 31 December 2018

26. Post employment benefits

(a) Defined contribution scheme

The group operates a defined contribution pension scheme whose assets are held in a separate trustee administered fund. The pension costs for the year in respect of this scheme were £180,000 (2017: £189,000).

(b) Defined benefit scheme

The group also operates a funded pension scheme, the T Crossling & Co Limited Staff Pension and Assurance Scheme ("the plan"). This provides benefits based on final pensionable earnings. The assets of the plan are held in separate trustee administered funds.

Under the scheme, the employees are entitled to retirement benefits varying on a percentage of final pensionable salary on reaching retirement age of 65. No other post-retirement benefits are provided. The plan is a funded scheme and is closed to new members.

The employer expects to make no further contributions to the plan which was closed to future accrual on 31 October 2011 with all active members at this date becoming deferred members.

The amounts recognised in the balance sheet are as follows:

	2018 £000	2017 £000
Fair value of plan assets	22,444	24,118
Present value of funded obligations	(17,148)	(17,759)
Limit on recognition of surplus	(5,296)	(6,359)
Net pension scheme asset recognised	-	-

Net pension scheme liability

The amounts recognised in profit or loss are as follows:

	2018 £000	2017 £000
Expected return on scheme assets	455	575
Interest on obligation	(399)	(495)
Administrative costs (including PPF levy)	(56)	(80)
Total	-	-

T Crossling & Co Limited

Notes to the financial statements Year ended 31 December 2018

26. Post employment benefits (continued)

Movements in the present value of the defined benefit obligation were as follows:

	2018 £000	2017 £000
Opening defined benefit obligation	17,759	19,645
Interest cost	399	495
Changes to assumptions	(177)	(69)
Experience (gain)/loss on obligation	-	(1,111)
Benefits paid	(833)	(1,201)
Closing defined benefit obligation	17,148	17,759

Changes in the fair value of scheme assets were as follows:

	2018 £000	2017 £000
Opening fair value of scheme assets	24,118	23,111
Interest on assets	455	575
Administration costs	56	(80)
(Loss)/gain on assets less interest	(1,240)	1,713
Benefits paid	(833)	(1,201)
	22,556	24,118

The cumulative amount of actuarial gains and losses recognised in the consolidated statement of other comprehensive income was £nil (2017: £nil).

The group expects to contribute £nil to its defined benefit pension scheme in 2019.

Principal actuarial assumptions at the balance sheet date (expressed as weighted averages):

	2018 %	2017 %
Discount rate	2.5	2.3
Inflation (retail prices index)	3.4	3.3
Pension increase	2.5	2.4
Inflation (consumer prices index)	2.6	2.5

T Crossling & Co Limited

Notes to the financial statements Year ended 31 December 2018

26. Post employment benefits (continued)

Amounts for the current and previous five periods are as follows:

	2018	2017	2016	2015	2014
	£000	£000	£000	£000	£000
Defined benefit obligation	(17,148)	(17,759)	(19,645)	(16,584)	(17,326)
Scheme assets	22,444	24,118	23,111	21,080	21,248
Surplus (not recognised)	5,296	6,359	3,466	4,496	3,922

27. Commitments under operating leases

Future minimum lease payments under non-cancellable operating leases fall due as follows:

	Group	Group
	2018	2017
	£000	£000
Not later than one year	268	269
Later than one year and not later than five years	495	358
Later than five years	12	38
Total	775	665

The company had no commitments under non-cancellable operating leases.

T Crossling & Co Limited

Notes to the financial statements Year ended 31 December 2018

28. Related party transactions

Group

Key management personnel remuneration in the year totaled £524,000 (2017: £506,000), which includes the directors' remuneration disclosed at note 10.

Dividends paid to the directors in the year were £156,000 (2017: £156,000).

The group operates a pension scheme for its employees: the T Crossling & Co Limited 1972 Staff Pension and Assurance Scheme. At the balance sheet date £21,008 (2017: £78,360) is owed to the group by the scheme in relation to expenses paid by the group on behalf of the scheme.

Creditor due to Brocks Properties

Creditors includes £10,047 (2017: £9,895) owed to Brocks Properties. Brocks Properties is a partnership owned and controlled by persons connected to R R Errington and C P H Errington, who themselves have a minority holding.

Creditor due to Regional Engineers Distributors Group

Creditors includes £4,463 (2017: £nil) owed to Regional Engineers Distributors Group, a company in which R R Errington and C P H Errington are directors.

Company

Other than the payment of dividends disclosed above, the company's other related party transactions were with its wholly owned subsidiaries and therefore have not been disclosed.

29. Ultimate controlling party

There is no ultimate controlling party.