

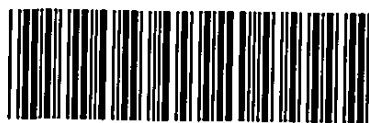


# Financial Statements GHL Holdings Limited

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**For the Year Ended 31 December 2010**

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**Company No. 3229039**

## Company information

<b>Company registration number</b>	3229039
<b>Registered office</b>	Unit 10 Hewitts Industrial Estate Elmbridge Road Cranleigh Surrey GU6 8LW
<b>Directors</b>	D Alger S Law M Sheldon
<b>Secretary</b>	M Sheldon
<b>Bankers</b>	Royal Bank of Scotland Plc London
<b>Solicitors</b>	Buss Murton Solicitors Tunbridge Wells
<b>Auditor</b>	Grant Thornton UK LLP Chartered Accountants Registered Auditor Central Milton Keynes

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## Report of the directors

The directors present their report and the financial statements of the group for the year ended 31 December 2010

### **Principal activities and business review**

The group is principally engaged in the sale, hire and maintenance of forklift trucks, plant and associated equipment

There was a profit for the year after taxation amounting to £303,271 (2009 £106,056) A dividend of £50,000 (2009 £nil) was declared in the year

### **Summary of key performance indicators**

The group uses a variety of financial and non-financial indicators to monitor performance versus budget and prior year The principal indicators are

	2010	2009
Sales growth/(decline)	8.77%	(24.4%)
Operating profit margin	3.83%	1.95%

Sales and margins remain under pressure due to the continuing economic uncertainty and the group has responded by reducing its cost base to enable it to remain profitable

The other key performance indicators include labour efficiencies, unit sales, order intake, salesman performance and margin analysis by region and business sector, which are reviewed on a monthly basis

### **Future developments for the business**

The group continues to look at diversification in non core activities to secure future growth It has also continued to invest in core activities to ensure the group is positioned to take advantage of any economic upturn

The group renewed its banking facilities in May 2010 and, based on a review of the group's forecasts, the directors are satisfied that the group will be able to operate within those facilities and settle its debts as they fall due for 12 months from the date of signing these financial statements

### **Principal risks and uncertainties**

The management of the business and the nature of the group's strategy are subject to a number of risks The directors set out below the principal risks facing the business

#### ***Competition***

Competition remains very strong in the markets occupied by the group We continue to develop the product and widen the services we offer, in order to strengthen our market position

## Report of the directors (continued)

### *Economic Downturn*

The slow down in the economy has reduced the potential market for capital equipment. This is being addressed through an active marketing campaign, an effective sales presence in the marketplace and competitive pricing.

### *Cost Inflation*

The group continues to review and benchmark its cost base, in order to ensure its competitiveness in the market place, through constant review of existing suppliers and by keeping an open dialogue with alternative sources of supply.

### **Financial risk management**

The group uses various financial instruments including cash, finance leases, loans and items such as trade debtors and trade creditors that arise directly from its operations. The main purpose of these financial instruments is to raise finance for the group's operations.

The existence of these financial instruments exposes the group to a number of financial risks. The main risks arising from these financial instruments are currency risk, credit risk, interest rate risk and liquidity risk.

### *Currency risk*

The group is exposed to foreign currency risk as it purchases trucks from its principal supplier in US \$. It limits this exposure through the use of forward purchase contracts.

### *Credit risk*

The group's principal financial assets are cash and trade debtors. The credit risk associated with cash is minimal and so the principal credit risk arises on trade debtors. The group manages this risk by carrying out credit checks on new customers, setting credit limits for each customer and regular review of each debtor account. The overall credit risk is limited as no customer accounts for more than 10% of the group's sales.

### *Interest rate risk*

The interest rates on the bank facilities are variable in line with the bank rate but the group's exposure to interest rate fluctuations is limited by the use of fixed rate finance leases.

### *Liquidity risk*

The group seeks to manage liquidity risk by ensuring that sufficient liquidity is available to meet forecast needs. Short term flexibility is achieved through the use of an overdraft facility, letters of credit and import loans.

## Report of the directors (continued)

### **The directors**

The directors who served the company during the year were as follows

D Alger  
S Law  
M Sheldon

### **Directors' responsibilities**

The directors are responsible for preparing 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 Accounting Standards (United Kingdom Generally Accepted Accounting Practice). The financial statements are required by law to give a true and fair view of the state of affairs of the group and the company 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 judgements and estimates that are reasonable and prudent,
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements, and,
- 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 proper accounting records that 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.

In so far as the directors are aware

- there is no relevant audit information of which the company's auditor is unaware, and
- the directors have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information.

## Report of the directors (continued)

### **Donations**

During the year the group made the following contributions

	2010	2009
	£	£
Charitable	<u>100</u>	<u>20</u>

### **Auditor**

Grant Thornton UK LLP offer themselves for reappointment as auditor in accordance with section 485 of the Companies Act 2006

ON BEHALF OF THE BOARD

  
D Alger  
Director



## Report of the independent auditor to the members of GHL Holdings Limited

We have audited the financial statements of GHL Holdings Limited for the year ended 31 December 2010 which comprise the principal accounting policies, the consolidated profit and loss account, the consolidated and parent company balance sheets, the consolidated cash flow statement and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an 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.

### **Respective responsibilities of directors and auditor**

As explained more fully in the Statement of directors' responsibilities set out on page 6, 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 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**

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](http://www.frc.org.uk/apb/scope/private.cfm).

### **Opinion on financial statements**

In our opinion the financial statements

- give a true and fair view of the state of the group's and the parent company's affairs as at 31 December 2010 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.

### **Opinion on other matter prescribed by the Companies Act 2006**

In our opinion the information given in the Report of the directors for the financial year for which the financial statements are prepared is consistent with the financial statements.



## Report of the independent auditor to the members of GHL Holdings Limited (continued)

### **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 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

*Grant Thornton UK LLP*

Simon Jones  
Senior Statutory Auditor  
for and on behalf of Grant Thornton UK LLP,  
Statutory Auditor, Chartered Accountants

Central Milton Keynes

*18 July 2011*

## Principal accounting policies

### **Basis of accounting**

The financial statements have been prepared under the historical cost convention, and in accordance with applicable accounting standards

The accounting policies have remained unchanged from the prior year

### **Basis of consolidation**

The group financial statements consolidate those of the company and of its subsidiary undertakings drawn up to 31 December 2010

As a matter of accounting policy, goodwill arising on consolidation first accounted for in accounting periods ending before 23 December 1998, the implementation date of the Financial Reporting Standard No 10, was written off to reserves immediately on acquisition. Such goodwill will be charged or credited to the profit and loss account on the subsequent disposal of the business to which it relates

### **Turnover**

Turnover shown in the consolidated profit and loss account represents income recognised during the year for goods supplied and services provided. Income from truck sales is recognised on despatch. Rental income from operating leases, excluding charges for services provided, is recognised on a straight line basis over the period of the lease. Service income is recognised over the period of the service.

Where a warranty is granted on the sale of a truck, a provision is created in respect of the warranty costs estimated to arise over the warranty period.

### **Investment**

Investments are included at cost.

### **Fixed assets**

All fixed assets are initially recorded at cost.

### **Depreciation**

Depreciation is calculated so as to write off the cost of an asset, excluding freehold land, less its estimated residual value, over the useful economic life of that asset as follows:

Freehold buildings	-	10% straight line
Short leasehold land and buildings	-	period of lease
Plant and machinery	-	10 - 50% straight line

### **Stocks**

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

### **Work in progress**

Work in progress is stated at the lower of cost and net realisable value.

## Principal accounting policies (continued)

### **Leased assets**

#### **Lessee**

Assets held under finance leases and hire purchase contracts are capitalised in the balance sheet and depreciated over their expected useful lives. The interest element of leasing payments represents a constant proportion of the capital balance outstanding and is charged to the profit and loss account over the period of the lease.

All other leases are regarded as operating leases and the payments made under them are charged to the profit and loss account on a straight line basis over the lease term.

#### **Lessor**

Assets held for use in operating leases by the group are capitalised as a fixed asset and depreciated over their useful economic life. Rental income from an operating lease, excluding charges for services, is recognised on a straight line basis over the period of the lease.

### **Pension costs**

The company operates a defined contribution pension scheme for employees. The assets of the scheme are held separately from those of the group. The annual contributions payable are charged to the consolidated profit and loss account.

### **Deferred taxation**

Deferred tax is recognised on all timing differences where the transactions or events that give the group an obligation to pay more tax in the future, or a right to pay less tax in the future, have occurred by the balance sheet date. Deferred tax assets are recognised when it is more likely than not that they will be recovered.

Deferred tax is measured on an undiscounted basis using rates of tax that are expected to apply in the periods in which the timing differences reverse, based on tax rates and laws enacted or substantially enacted by the balance sheet date.

### **Foreign currencies**

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date, unless covered by forward exchange contracts. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of the transaction. Exchange differences are taken into account in arriving at the operating profit.

### **Financial instruments**

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the entity after deducting all of its financial liabilities.

Where the contractual obligations of financial instruments (including share capital) are equivalent to a similar debt instrument, those financial instruments are classed as financial liabilities. Financial liabilities are presented as such in the balance sheet. Finance costs and gains or losses relating to financial liabilities are included in the profit and loss account. Finance costs are calculated so as to produce a constant rate of return on the outstanding liability.

Where the contractual terms of share capital do not have any terms meeting the definition of a financial liability then this is classed as an equity instrument. Dividends and distributions relating to equity instruments are debited direct to equity.

## Consolidated profit and loss account

	Note	2010 £	2009 £
<b>Group turnover</b>	1	<b>12,236,935</b>	<b>11,250,595</b>
<b>Operating costs:</b>			
Change in stock of finished goods and work in progress		57,135	257,276
Raw materials and consumables		4,970,231	3,802,963
Other external charges		252,782	209,756
Staff costs	2	4,308,777	4,394,359
Depreciation written off fixed assets	3	597,746	755,057
Other operating charges	3	1,581,386	1,611,538
<b>Operating profit</b>	3	<b>468,878</b>	<b>219,646</b>
Interest receivable		1,894	121
Interest payable and similar charges	5	(66,702)	(84,929)
<b>Profit on ordinary activities before taxation</b>		<b>404,070</b>	<b>134,838</b>
Tax on profit on ordinary activities	6	100,799	28,782
<b>Retained profit transferred to reserves</b>	20	<b>303,271</b>	<b>106,056</b>

All of the activities of the group are classed as continuing

The group has no recognised gains or losses other than the results for the year as set out above

The company has taken advantage of section 408 of the Companies Act 2006 not to publish its own profit and loss account

**The accompanying accounting policies and notes form part of these financial statements.**

## Consolidated balance sheet

	Note	2010 £	2009 £
<b>Fixed assets</b>			
Tangible assets	9	2,158,794	1,573,272
<b>Current assets</b>			
Stocks	11	1,234,708	1,291,843
Debtors	12	1,858,529	1,742,710
Cash at bank		166,017	1,144
		<u>3,259,254</u>	<u>3,035,697</u>
<b>Creditors amounts falling due within one year</b>	13	(2,762,182)	(2,496,439)
<b>Net current assets</b>		<u>497,072</u>	<u>539,258</u>
<b>Total assets less current liabilities</b>		<u>2,655,866</u>	<u>2,112,530</u>
<b>Creditors: amounts falling due after more than one year</b>	14	(659,399)	(362,728)
<b>Provisions for liabilities</b>			
Provisions for liabilities and charges	16	(183,473)	(190,079)
		<u>1,812,994</u>	<u>1,559,723</u>
<b>Capital and reserves</b>			
Called-up share capital	19	10,010	10,010
Share premium account	20	820,578	820,578
Other reserves	20	19,703	19,703
Profit and loss account	20	962,703	709,432
<b>Shareholders' funds</b>	21	<u>1,812,994</u>	<u>1,559,723</u>

These financial statements were approved by the board on 18 July 2011 and are signed on their behalf by



D Alger  
Director

Company number 3229039

The accompanying accounting policies and notes form part of these financial statements.

## Company balance sheet

	Note	2010 £	2009 £
<b>Fixed assets</b>			
Investments	10	<u>391,000</u>	<u>391,000</u>
<b>Current assets</b>			
Debtors	12	839,935	803,376
<b>Creditors, amounts falling due within one year</b>	13	<u>(22,152)</u>	<u>(19,000)</u>
<b>Net current assets</b>		<u>817,783</u>	<u>784,376</u>
<b>Total assets less current liabilities</b>		<u>1,208,783</u>	<u>1,175,376</u>
<b>Capital and reserves</b>			
Called-up share capital	19	10,010	10,010
Share premium account	20	820,578	820,578
Other reserves	20	19,703	19,703
Profit and loss account	20	358,492	325,085
<b>Shareholders' funds</b>		<u>1,208,783</u>	<u>1,175,376</u>

These financial statements were approved by the directors on 18 July 2011 and are signed on their behalf by



D Alger,  
Director

Company number : 3229039

The accompanying accounting policies and notes form part of these financial statements.

## Consolidated cash flow statement

	Note	2010 £	2009 £
<b>Net cash inflow from operating activities</b>	22	1,323,470	513,439
<b>Returns on investments and servicing of finance</b>			
Interest received		1,894	121
Interest paid		(15,396)	(7,277)
Interest element of finance leases and hire purchase		(51,306)	(77,652)
<b>Net cash outflow from returns on investments and servicing of finance</b>		(64,808)	(84,808)
Taxation		(96,853)	(119,143)
<b>Capital expenditure and financial investment</b>			
Payments to acquire tangible fixed assets		(418,656)	(107,394)
Receipts from sale of fixed assets		104,362	47,335
<b>Net cash outflow for capital expenditure and financial investment</b>		(314,294)	(60,059)
Equity dividends paid		(50,000)	–
<b>Cash inflow before financing</b>		797,515	249,429
<b>Financing</b>			
Capital element of finance leases and hire purchase		(499,343)	(447,330)
<b>Net cash outflow from financing</b>		(499,343)	(447,330)
<b>Increase/(decrease) in cash</b>	23	298,172	(197,901)

The accompanying accounting policies and notes form part of these financial statements.

## Notes to the financial statements

### **1 Turnover**

The turnover and profit before tax are attributable to the one principal activity of the group  
 An analysis of turnover is given below

	2010 £	2009 £
United Kingdom	<u>12,236,935</u>	<u>11,250,595</u>

Turnover includes income from operating leases of £1,374,179 (2009 £1,376,635)

### **2 Staff costs**

The average number of staff employed by the group during the financial year amounted to

	2010 No	2009 No
Operational	100	101
Office administration and clerical	41	43
	<u>141</u>	<u>144</u>

The aggregate payroll costs of the above were

	2010 £	2009 £
Wages and salaries	3,881,247	3,935,857
Social security costs	394,375	401,635
Other pension costs	33,155	56,867
	<u>4,308,777</u>	<u>4,394,359</u>



## Notes to the financial statements (continued)

### **3 Operating profit**

Operating profit is stated after charging/(crediting)

	2010 £	2009 £
Depreciation of owned fixed assets	316,963	446,280
Depreciation of assets held under finance leases and hire purchase agreements	280,783	308,777
Profit on sale of tangible fixed assets	(18,916)	(21,334)
Auditor's remuneration		
Fees payable to the auditor of the company's annual accounts	6,000	5,500
Fees payable to the company's auditor for other services		
- The audit of the company's subsidiaries pursuant to legislation	15,450	15,000
- Taxation services	4,075	6,420
Operating lease costs		
Land and buildings	182,539	192,932
Plant and equipment	8,508	8,508
	<u>          </u>	<u>          </u>

### **4 Directors**

Remuneration in respect of directors was as follows

	2010 £	2009 £
Emoluments receivable	285,073	281,581
Value of company pension contributions to money purchase schemes	14,369	14,304
	<u>299,442</u>	<u>295,885</u>

Emoluments of highest paid director

	2010 £	2009 £
Total emoluments (excluding pension contributions)	<u>110,854</u>	<u>109,213</u>

The number of directors who accrued benefits under company pension schemes was as follows

	2010 No	2009 No
Money purchase schemes	<u>2</u>	<u>2</u>

## Notes to the financial statements (continued)

### **5 Interest payable and similar charges**

	2010 £	2009 £
Interest payable on bank borrowing	15,396	7,277
Finance charges	51,306	77,652
	<u>66,702</u>	<u>84,929</u>

### **6 Taxation on ordinary activities**

#### (a) Analysis of charge in the year

	2010 £	2009 £
Current tax		
UK Corporation tax based on the results for the year at 28% (2009 28%)	75,091	99,000
Over provision in prior year	(2,147)	(284)
Total current tax	<u>72,944</u>	<u>98,716</u>
Deferred tax		
Origination and reversal of timing differences	27,855	(69,934)
Tax on profit on ordinary activities	<u>100,799</u>	<u>28,782</u>

#### (b) Factors affecting current tax charge

	2010 £	2009 £
Profit on ordinary activities before taxation	<u>404,070</u>	<u>134,838</u>
Profit on ordinary activities multiplied by rate of tax	113,140	37,755
Capital allowances (greater)/less than depreciation	(27,855)	71,005
Expenses not deductible for tax purposes	6,448	2,446
Marginal relief	(9,242)	(14,064)
Other timing differences	(7,400)	1,858
Adjustments in respect of previous periods	(2,147)	(284)
Total current tax (note 6(a))	<u>72,944</u>	<u>98,716</u>

### **7 Profit attributable to members of the parent company**

The parent company has taken advantage of section 408 of the Companies Act 2006 and has not included its own profit and loss account in these financial statements. The group profit after tax for the year includes £83,407 (2009 £71,520) which is dealt with in the financial statements of the company.

## Notes to the financial statements (continued)

### 8 Dividends

	2010 £	2009 £
<b>Dividends on shares classed as equity</b>		
Paid during the year		
Ordinary shares	50,000	—
	<u>50,000</u>	<u>—</u>

### 9 Tangible fixed assets

#### Group

	Freehold land and buildings £	Short leasehold land and buildings £	Plant and machinery £	Total £
<b>Cost</b>				
At 1 January 2010	281,241	73,949	4,527,246	4,882,436
Additions	25,837	—	1,242,877	1,268,714
Disposals	—	—	(693,612)	(693,612)
At 31 December 2010	<u>307,078</u>	<u>73,949</u>	<u>5,076,511</u>	<u>5,457,538</u>
<b>Depreciation</b>				
At 1 January 2010	90,273	73,466	3,145,425	3,309,164
Charge for the year	5,600	483	591,663	597,746
On disposals	—	—	(608,166)	(608,166)
At 31 December 2010	<u>95,873</u>	<u>73,949</u>	<u>3,128,922</u>	<u>3,298,744</u>
<b>Net book value</b>				
At 31 December 2010	<u>211,205</u>	<u>—</u>	<u>1,947,589</u>	<u>2,158,794</u>
At 31 December 2009	<u>190,968</u>	<u>483</u>	<u>1,381,821</u>	<u>1,573,272</u>

The figures stated above include assets for use in operating leases as follows

	2010 £	2009 £
<b>Cost</b>		
Accumulated depreciation	2,705,412	2,483,562
	<u>1,518,095</u>	<u>1,549,763</u>
<b>Net book amount</b>	<u>1,187,317</u>	<u>933,799</u>

Included within the net book value of £2,158,794 is £1,686,816 (2009 £1,080,295) relating to assets held under finance leases and hire purchase agreements. The depreciation charged to the financial statements in the year in respect of such assets amounted to £280,783 (2009 £308,777).

## Notes to the financial statements (continued)

### 10 Investments

Company	Investment in subsidiaries £
Cost and net book value At 1 January 2010 and 31 December 2010	<u>391,000</u>

At 31 December 2010, the company held investments in the share capital of the following subsidiary undertakings

Name of subsidiary undertaking	Country of registration	Class of share	Amount held	Nature of business
GHL Liftrucks Limited	England and Wales	Ordinary £1	100%	Sale, hire, and maintenance of forklift trucks
*Panther Lift Trucks Limited	England and Wales	Ordinary £1	100%	Dormant
*Puma Forklifts Limited	England and Wales	Ordinary £1	100%	Dormant
*Grant Handling Limited	England and Wales	Ordinary £1	100%	Dormant
*Heli Liftrucks Limited	England and Wales	Ordinary £1	100%	Dormant
*GHL Engineering Services Limited	England and Wales	Ordinary £1	100%	Dormant

\* Held by GHL Liftrucks Limited

All of the subsidiary undertakings have been consolidated in the group financial statements

### 11 Stocks

	2010	The group 2009	2010	The company 2009
	£	£	£	£
Fuel and spares	325,553	308,394	—	—
Work in progress	181,526	58,371	—	—
Finished goods	727,629	925,078	—	—
	<u>1,234,708</u>	<u>1,291,843</u>	<u>—</u>	<u>—</u>

## Notes to the financial statements (continued)

### 12 Debtors

	The group		The company	
	2010	2009	2010	2009
	£	£	£	£
Trade debtors	1,549,112	1,435,989	—	—
Amounts owed by group undertakings	—	—	839,935	803,376
Other debtors	8,438	7,320	—	—
Deferred tax asset	61,528	89,382	—	—
Prepayments and accrued income	239,451	210,019	—	—
	<u>1,858,529</u>	<u>1,742,710</u>	<u>839,935</u>	<u>803,376</u>

The amounts owed by group undertakings are due in more than one year

The deferred tax asset consists of the tax effect of timing differences in respect of

	2010	2009
	£	£
Capital allowances less than depreciation	<u>61,528</u>	<u>89,382</u>

### 13 Creditors: amounts falling due within one year

	The group		The company	
	2010	2009	2010	2009
	£	£	£	£
Bank overdraft	50,435	183,734	—	—
Trade creditors	1,370,181	1,022,663	—	—
Amounts due under finance leases and hire purchase agreements	557,489	503,445	—	—
Corporation tax	75,091	99,000	22,152	19,000
Other taxation and social security	290,587	284,833	—	—
Other creditors	898	1,200	—	—
Pension contributions	8,496	8,842	—	—
Accruals and deferred income	409,005	392,722	—	—
	<u>2,762,182</u>	<u>2,496,439</u>	<u>22,152</u>	<u>19,000</u>

The overdraft is secured by a fixed and floating charge over the assets of the company. Finance leases are secured on the assets to which they relate.

## Notes to the financial statements (continued)

### **14 Creditors: amounts falling due after more than one year**

	2010	The group 2009	2010	The company 2009
	£	£	£	£
Amounts due under finance leases and hire purchase agreements	<u>659,399</u>	<u>362,728</u>	<u>—</u>	<u>—</u>

### **15 Commitments under finance leases and hire purchase agreements**

Future commitments under finance leases and hire purchase agreements are as follows

	2010	The group 2009	2010	The company 2009
	£	£	£	£
Amounts payable within 1 year	557,489	503,445	—	—
Amounts payable between 1 and 2 years	354,893	283,650	—	—
Amounts payable between 3 and 5 years	<u>304,506</u>	<u>79,078</u>	<u>—</u>	<u>—</u>
	<u>1,216,888</u>	<u>866,173</u>	<u>—</u>	<u>—</u>

### **16 Provisions for liabilities and charges**

	Warranty £
Balance brought forward	190,079
Profit and loss account movement arising during the year	<u>(6,606)</u>
Balance carried forward	<u>183,473</u>
	Warranty £
Balance brought forward	190,079
Provided during the year	85,288
Utilised	(61,308)
Released during the year	<u>(30,586)</u>
Balance carried forward	<u>183,473</u>

The warranty provision is in respect of trucks. The directors consider the provision to be adequate in the light of experience.

## Notes to the financial statements (continued)

### 17 Commitments under operating leases

At 31 December 2010 the group had annual commitments under non-cancellable operating leases as set out below

The group	2010		2009	
	Land and buildings £	Other items £	Land and Buildings £	Other items £
Operating leases which expire				
Within 1 year	38,600	8,508	61,700	8,508
Within 2 to 5 years	12,600	–	32,000	–
After more than 5 years	131,339	–	88,839	–
	<u>182,539</u>	<u>8,508</u>	<u>182,539</u>	<u>8,508</u>

### 18 Contingent liability

#### The company

The company has given a cross guarantee in respect of the bank overdraft of GHL Liftrucks Limited  
At the year end the overdraft amounted to £50,435 (2009 £183,734)

### 19 Share capital

Authorised share capital

	2010 £	2009 £
920,000 Cumulative preference shares of £0.01 each	9,200	9,200
80,000 'A' ordinary shares of £0.10 each	8,000	8,000
130,714 Ordinary shares of £0.10 each	13,071	13,071
	<u>30,271</u>	<u>30,271</u>

Allotted and called up

	2010		2009	
	No	£	No	£
Ordinary shares of £0.10 each	<u>100,104</u>	<u>10,010</u>	<u>100,104</u>	<u>10,010</u>

## Notes to the financial statements (continued)

### **20 Reserves**

#### **The Group:**

	Share premium account £	Capital redemption reserve £	Profit and loss account £
At 1 January 2010	820,578	19,703	709,432
Profit for the financial year	—	—	303,271
Equity dividends paid	—	—	(50,000)
<b>At 31 December 2010</b>	<b>820,578</b>	<b>19,703</b>	<b>962,703</b>

#### **The Company:**

	Share premium account £	Capital redemption reserve £	Profit and loss account £
At 1 January 2010	820,578	19,703	325,085
Profit for the financial year	—	—	83,407
Equity dividends paid	—	—	(50,000)
<b>At 31 December 2010</b>	<b>820,578</b>	<b>19,703</b>	<b>358,492</b>

### **21 Reconciliation of movements in shareholders' funds**

	2010 £	2009 £
Profit for the financial year	303,271	106,056
Dividends	(50,000)	—
Net addition to shareholders' funds	253,271	106,056
Opening shareholders' funds	1,559,723	1,453,667
Closing shareholders' funds	<b>1,812,994</b>	<b>1,559,723</b>



## Notes to the financial statements (continued)

### **22 Reconciliation of operating profit to net cash inflow from operating activities**

	2010 £	2009 £
Operating profit	468,878	219,646
Depreciation	597,746	755,057
Profit on sale of tangible fixed assets	(18,916)	(21,334)
Decrease in stocks	57,135	257,276
(Increase)/decrease in debtors	(143,673)	78,480
Increase/(decrease) in creditors	368,906	(741,846)
(Decrease)/increase in provisions	(6,606)	(33,840)
Net cash inflow from operating activities	<u>1,323,470</u>	<u>513,439</u>

### **23 Reconciliation of net cash flow to movement in net debt**

	2010 £	2009 £
Increase/(decrease) in cash in the year	298,172	(197,601)
Cash outflow in respect of finance leases and hire purchase	<u>499,343</u>	<u>542,010</u>
Change in net debt resulting from cash flows	797,515	344,109
New finance leases	<u>(850,058)</u>	<u>(280,631)</u>
Movement in net debt in the year	(52,543)	63,478
Net debt at 1 January 2010	<u>(1,048,763)</u>	<u>(1,112,241)</u>
Net debt at 31 December 2010	<u>(1,101,306)</u>	<u>(1,048,763)</u>

### **24 Analysis of changes in net debt**

	At 1 Jan 2010 £	Cash flows £	Non-cash £	At 31 Dec 2010 £
Net cash				
Cash in hand and at bank	1,144	164,873	—	166,017
Bank overdraft	(183,734)	133,299	—	(50,435)
	<u>(182,590)</u>	<u>298,172</u>	<u>—</u>	<u>115,582</u>
Debt				
Finance leases and hire purchase agreements	(866,173)	499,343	(850,058)	(1,216,888)
	<u>(1,048,763)</u>	<u>797,515</u>	<u>(850,058)</u>	<u>(1,101,306)</u>

### **25 Capital commitments**

Amounts contracted for but not provided in the financial statements amounted to £488,042 (2009 £476,027)

## Notes to the financial statements (continued)

### **26 Related party transactions**

During the year, the Group has paid out a dividend to directors based on their shareholdings in the business. This is split as £25k (2009 £nil) for D Alger, £12.5k (2009 £nil) for S Law and £12.5k (2009 £nil) for M Sheldon.

There have been no other related party transactions during the year.