

REGISTERED NUMBER: 03431352

C & O TRACTORS LIMITED
ABBREVIATED ACCOUNTS
FOR THE YEAR ENDED 31 MARCH 2010

Hopper Williams & Bell Limited
Statutory Auditor
Chartered Accountants
Highland House
Mayflower Close
Chandler's Ford
Eastleigh
Hampshire
SO53 4AR



C & O TRACTORS LIMITED

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FOR THE YEAR ENDED 31 MARCH 2010**

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C & O TRACTORS LIMITED

**COMPANY INFORMATION
FOR THE YEAR ENDED 31 MARCH 2010**

DIRECTORS.

A G Coles
L W Spiers
D P Maidment
S J Read
G E Ayres

SECRETARY:

Mrs L R Coles

REGISTERED OFFICE:

Blandford Heights
Blandford
Dorset
DT11 7TF

REGISTERED NUMBER:

03431352

**SENIOR STATUTORY
AUDITOR:**

Alan Williams FCA

AUDITORS:

Hopper Williams & Bell Limited
Statutory Auditor
Chartered Accountants
Highland House
Mayflower Close
Chandler's Ford
Eastleigh
Hampshire
SO53 4AR

C & O TRACTORS LIMITED

REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 MARCH 2010

The directors present their report with the accounts of the company for the year ended 31 March 2010

PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of the buying and retailing of agricultural machinery and associated parts

REVIEW OF BUSINESS

The results for the company show turnover of £33,222,888 (2009 £27,498,149) and a profit before tax of £369,435 (2009 £230,003) for the year

The company has net assets of £1,547,971 (2009 £1,304,770)

Development and performance of the company

The company has performed strongly during the year. Turnover increased by 20.8% and profit before tax increased by 60.6% compared to the prior year. The company has invested in strengthening its management team and implementing best practice throughout the business. This has assisted the company in achieving its strong financial result for the year.

Future outlook

The directors are confident that the company will consolidate its position. The company's performance has remained strong during the current financial year to date. There is however evidence in the marketplace that overall demand for the company's services will level or slightly decline this year as a result of decreases in capital expenditure and the world-wide recession.

Principal risks and uncertainties

The management of the business and the execution of the company's strategy are subject to a number of risks.

The key business risks and uncertainties affecting the company are considered to relate to relationships with key suppliers and customers, the retention of key staff and the wider economic climate.

Key performance indicators ("KPIs")

Given the complexity of the business, the company's directors are of the opinion that analysis using KPIs is necessary for an understanding of the development, performance or position of the company.

DIVIDENDS

An interim dividend of £3 per share was paid on the Ordinary B £1 shares on 31 March 2010. No dividends were paid on any other classes of shares.

The total distribution of dividends for the year ended 31 March 2010 will be £30,000.

FIXED ASSETS

In the opinion of the directors, the book value of land shown in the balance sheet is lower than the market value at the balance sheet date by approximately £1m.

DIRECTORS

The directors shown below have held office during the whole of the period from 1 April 2009 to the date of this report.

A G Coles
L W Spiers
D P Maidment
S J Read

Other changes in directors holding office are as follows:

G E Ayres - appointed 1 March 2010

C & O TRACTORS LIMITED

REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 MARCH 2010

STATEMENT OF DIRECTORS' RESPONSIBILITIES

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to

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

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements 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.

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director 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 auditors are aware of that information.

ON BEHALF OF THE BOARD:



A G Coles - Director

Date 10/11/2010

**REPORT OF THE INDEPENDENT AUDITORS TO
C & O TRACTORS LIMITED
UNDER SECTION 449 OF THE COMPANIES ACT 2006**

We have examined the abbreviated accounts set out on pages five to sixteen, together with the full financial statements of C & O Tractors Limited for the year ended 31 March 2010 prepared under Section 396 of the Companies Act 2006

This report is made solely to the company, in accordance with Section 449 of the Companies Act 2006. Our work has been undertaken so that we might state to the company those matters we are required to state to it in a special 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, for our work, for this report, or for the opinions we have formed.

Respective responsibilities of directors and auditors

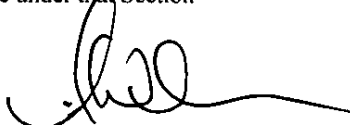
The directors are responsible for preparing the abbreviated accounts in accordance with Section 445 of the Companies Act 2006. It is our responsibility to form an independent opinion as to whether the company is entitled to deliver abbreviated accounts to the Registrar of Companies and whether the abbreviated accounts have been properly prepared in accordance with the Regulations made under that Section and to report our opinion to you.

Basis of opinion

We conducted our work in accordance with Bulletin 2008/4 issued by the Auditing Practices Board. In accordance with that Bulletin we have carried out the procedures we consider necessary to confirm, by reference to the financial statements, that the company is entitled to deliver abbreviated accounts and that the abbreviated accounts to be delivered are properly prepared.

Opinion

In our opinion the company is entitled to deliver abbreviated accounts prepared in accordance with Section 445(3) of the Companies Act 2006, and the abbreviated accounts have been properly prepared in accordance with the Regulations made under that Section.



Alan Williams FCA (Senior Statutory Auditor)
for and on behalf of Hopper Williams & Bell Limited
Statutory Auditor
Chartered Accountants
Highland House
Mayflower Close
Chandler's Ford
Eastleigh
Hampshire
SO53 4AR

Date

11/11/10

C & O TRACTORS LIMITED

**ABBREVIATED PROFIT AND LOSS ACCOUNT
FOR THE YEAR ENDED 31 MARCH 2010**

	Notes	2010 £	2009 £
TURNOVER	2	33,222,888	27,498,149
Cost of sales and other operating income		(30,862,301)	(25,547,927)
		2,360,587	1,950,222
Distribution costs		(37,199)	(38,973)
Administrative expenses		(1,877,563)	(1,531,704)
OPERATING PROFIT	4	445,825	379,545
Interest receivable and similar income		545	-
		446,370	379,545
Interest payable and similar charges	5	(76,935)	(149,542)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		369,435	230,003
Tax on profit on ordinary activities	6	(96,234)	(55,216)
PROFIT FOR THE FINANCIAL YEAR AFTER TAXATION		273,201	174,787

CONTINUING OPERATIONS

None of the company's activities were acquired or discontinued during the current year or previous year

TOTAL RECOGNISED GAINS AND LOSSES

The company has no recognised gains or losses other than the profits for the current year or previous year

The notes form part of these abbreviated accounts

C & O TRACTORS LIMITED

**ABBREVIATED BALANCE SHEET
31 MARCH 2010**

	Notes	2010 £	2009 £
FIXED ASSETS			
Tangible assets	8	1,180,742	1,164,919
CURRENT ASSETS			
Stocks	9	4,075,450	3,895,612
Debtors	10	9,552,134	13,107,132
Cash at bank and in hand		83,187	1,482
		<u>13,710,771</u>	<u>17,004,226</u>
CREDITORS			
Amounts falling due within one year	11	(12,959,697)	(16,442,922)
NET CURRENT ASSETS		<u>751,074</u>	<u>561,304</u>
TOTAL ASSETS LESS CURRENT LIABILITIES		<u>1,931,816</u>	<u>1,726,223</u>
CREDITORS			
Amounts falling due after more than one year	12	(380,484)	(402,362)
PROVISIONS FOR LIABILITIES	16	(3,361)	(19,091)
NET ASSETS		<u><u>1,547,971</u></u>	<u><u>1,304,770</u></u>
CAPITAL AND RESERVES			
Called up share capital	17	270,000	270,000
Profit and loss account	18	1,277,971	1,034,770
SHAREHOLDERS' FUNDS	23	<u><u>1,547,971</u></u>	<u><u>1,304,770</u></u>

The abbreviated accounts have been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to medium-sized companies

The financial statements were approved by the Board of Directors on its behalf by

10/11/2010

and were signed on



A G Coles - Director

The notes form part of these abbreviated accounts

C & O TRACTORS LIMITED

NOTES TO THE ABBREVIATED ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2010

1 ACCOUNTING POLICIES

Accounting convention

The financial statements have been prepared under the historical cost convention

Financial Reporting Standard Number 1

Exemption has been taken from preparing a cash flow statement on the grounds that the parent company includes the subsidiary in its published consolidated financial statements

Turnover

Turnover represents net invoiced sales of goods, excluding value added tax. Turnover is recognised when the goods are physically delivered to the customer

Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life or, if held under a finance lease, over the lease term, whichever is the shorter

Freehold property	- 2% Straight line
Plant and machinery	- 10% Straight line
Fixtures and fittings	- 16.67% Straight line
Motor vehicles	- 33% Reducing balance
Computer equipment	- 33% Straight line

No depreciation is provided on freehold land

Stocks

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

Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date

Hire purchase and leasing commitments

Assets obtained under hire purchase contracts or finance leases are capitalised in the balance sheet. Those held under hire purchase contracts are depreciated over their estimated useful lives. Those held under finance leases are depreciated over their estimated useful lives or the lease term, whichever is the shorter

The interest element of these obligations is charged to the profit and loss account over the relevant period. The capital element of the future payments is treated as a liability

Rentals paid under operating leases are charged to the profit and loss account on a straight line basis over the period of the lease

Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme. Contributions payable to the company's pension scheme are charged to the profit and loss account in the period to which they relate

2 TURNOVER

The turnover is attributable to the one principal activity of the company and is all generated from the United Kingdom

C & O TRACTORS LIMITED**NOTES TO THE ABBREVIATED ACCOUNTS - continued
FOR THE YEAR ENDED 31 MARCH 2010****3 STAFF COSTS**

	2010	2009
	£	£
Wages and salaries	2,221,537	1,914,673
Social security costs	181,056	182,959
Other pension costs	28,306	25,546
	<u>2,430,899</u>	<u>2,123,178</u>

The average monthly number of employees during the year was as follows

	2010	2009
Number of production staff	72	69
Number of administrative staff	12	11
Number of directors	4	3
	<u>88</u>	<u>83</u>

4 OPERATING PROFIT

The operating profit is stated after charging/(crediting)

	2010	2009
	£	£
Hire of plant and machinery	22	610
Other operating leases	124,587	119,199
Depreciation - owned assets	80,308	109,145
Depreciation - assets on hire purchase contracts	47,259	22,910
(Profit)/Loss on disposal of fixed assets	(9,682)	7,669
Auditors' remuneration	17,050	12,326
Auditors remuneration - non audit work	42,165	19,055
	<u>213,564</u>	<u>124,805</u>
Directors' remuneration	4,578	1,500
Directors' pension contributions to money purchase schemes		

The number of directors to whom retirement benefits were accruing was as follows

	2010	2009
Money purchase schemes	3	1

Information regarding the highest paid director for the year ended 31 March 2010 is as follows

	2010
	£
Emoluments etc	81,201
Pension contributions to money purchase schemes	3,167

C & O TRACTORS LIMITED

**NOTES TO THE ABBREVIATED ACCOUNTS - continued
FOR THE YEAR ENDED 31 MARCH 2010**

5 INTEREST PAYABLE AND SIMILAR CHARGES

	2010	2009
	£	£
Bank interest	30,315	49,658
Other interest	14,630	64,828
Loan interest	22,441	29,511
Hire purchase	9,549	5,545
	<u>76,935</u>	<u>149,542</u>

6 TAXATION

Analysis of the tax charge

The tax charge on the profit on ordinary activities for the year was as follows

	2010	2009
	£	£
Current tax		
UK corporation tax	83,701	57,975
Prior year over/under provision	28,263	889
Total current tax	<u>111,964</u>	<u>58,864</u>
Deferred tax		
Deferred tax	5,698	(3,648)
Prior year over/under provision	(21,428)	-
Total deferred tax	<u>(15,730)</u>	<u>(3,648)</u>
Tax on profit on ordinary activities	<u>96,234</u>	<u>55,216</u>

Factors affecting the tax charge

The tax assessed for the year is higher than the standard rate of corporation tax in the UK. The difference is explained below

	2010	2009
	£	£
Profit on ordinary activities before tax	<u>369,435</u>	<u>230,003</u>
Profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 28% (2009 - 21%)	103,442	48,301
Effects of		
Capital allowances less than/(in advance of) depreciation	229	9,194
Disallowable expenses	383	480
Other timing differences	(571)	-
Prior year over/under provision	28,263	889
Marginal relief	(19,782)	-
Current tax charge	<u>111,964</u>	<u>58,864</u>

C & O TRACTORS LIMITED

**NOTES TO THE ABBREVIATED ACCOUNTS - continued
FOR THE YEAR ENDED 31 MARCH 2010**

7 DIVIDENDS

	2010 £	2009 £
Ordinary B shares of £1 each		
Interim	<u>30,000</u>	<u>30,000</u>

8 TANGIBLE FIXED ASSETS

	Freehold property £	Plant and machinery £	Fixtures and fittings £
COST			
At 1 April 2009	1,040,297	174,720	41,600
Additions	-	7,204	5,945
At 31 March 2010	<u>1,040,297</u>	<u>181,924</u>	<u>47,545</u>
DEPRECIATION			
At 1 April 2009	150,070	97,905	29,389
Charge for year	20,806	16,469	5,985
Eliminated on disposal	-	-	-
At 31 March 2010	<u>170,876</u>	<u>114,374</u>	<u>35,374</u>
NET BOOK VALUE			
At 31 March 2010	<u>869,421</u>	<u>67,550</u>	<u>12,171</u>
At 31 March 2009	<u>890,227</u>	<u>76,815</u>	<u>12,211</u>
	Motor vehicles £	Computer equipment £	Totals £
COST			
At 1 April 2009	439,160	50,473	1,746,250
Additions	123,548	14,118	150,815
Disposals	(66,069)	-	(66,069)
At 31 March 2010	<u>496,639</u>	<u>64,591</u>	<u>1,830,996</u>
DEPRECIATION			
At 1 April 2009	256,861	47,106	581,331
Charge for year	79,619	4,688	127,567
Eliminated on disposal	(58,644)	-	(58,644)
At 31 March 2010	<u>277,836</u>	<u>51,794</u>	<u>650,254</u>
NET BOOK VALUE			
At 31 March 2010	<u>218,803</u>	<u>12,797</u>	<u>1,180,742</u>
At 31 March 2009	<u>182,299</u>	<u>3,367</u>	<u>1,164,919</u>

C & O TRACTORS LIMITED**NOTES TO THE ABBREVIATED ACCOUNTS - continued
FOR THE YEAR ENDED 31 MARCH 2010****8 TANGIBLE FIXED ASSETS - continued**

The net book value of tangible fixed assets includes £184,694 (2009 - £103,738) in respect of assets held under hire purchase contracts

9 STOCKS

	2010	2009
	£	£
Stocks	<u>4,075,450</u>	<u>3,895,612</u>

10 DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2010	2009
	£	£
Trade debtors	9,403,454	12,895,846
Other debtors	3,862	40,351
Directors' current accounts	-	36,273
Prepayments and accrued income	144,818	134,662
	<u>9,552,134</u>	<u>13,107,132</u>

11 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2010	2009
	£	£
Bank loans and overdrafts (see note 13)	21,755	836,527
Other loans (see note 13)	41,667	41,667
Hire purchase contracts (see note 14)	67,587	43,178
Trade creditors	10,804,301	14,336,941
Tax	83,701	57,975
Social security and other taxes	57,091	49,153
VAT	1,386,067	464,238
Other creditors	70,775	30,000
Directors' current accounts	7,643	-
Accruals and deferred income	419,110	583,243
	<u>12,959,697</u>	<u>16,442,922</u>

12 CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	2010	2009
	£	£
Bank loans (see note 13)	121,492	147,478
Other loans (see note 13)	166,667	208,334
Hire purchase contracts (see note 14)	92,325	46,550
	<u>380,484</u>	<u>402,362</u>

C & O TRACTORS LIMITED**NOTES TO THE ABBREVIATED ACCOUNTS - continued
FOR THE YEAR ENDED 31 MARCH 2010****13 LOANS**

An analysis of the maturity of loans is given below

	2010 £	2009 £
Amounts falling due within one year or on demand		
Bank overdrafts	-	816,188
Bank loans	21,755	20,339
Other loans	41,667	41,667
	<u>63,422</u>	<u>878,194</u>
Amounts falling due between one and two years		
Bank loans	23,270	21,755
Other loans	41,667	41,667
	<u>64,937</u>	<u>63,422</u>
Amounts falling due between two and five years		
Bank loans	79,991	74,784
Other loans	125,000	125,000
	<u>204,991</u>	<u>199,784</u>
Amounts falling due in more than five years		
Repayable by instalments		
Bank loans	18,231	50,939
Other loans	-	41,667
	<u>18,231</u>	<u>92,606</u>

C & O TRACTORS LIMITED

NOTES TO THE ABBREVIATED ACCOUNTS - continued
FOR THE YEAR ENDED 31 MARCH 2010

14 OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND LEASES

	Hire purchase contracts	
	2010	2009
	£	£
Gross obligations repayable		
Within one year	77,194	48,999
Between one and five years	98,280	49,797
	<u>175,474</u>	<u>98,796</u>
Finance charges repayable		
Within one year	9,607	5,821
Between one and five years	5,955	3,247
	<u>15,562</u>	<u>9,068</u>
Net obligations repayable		
Within one year	67,587	43,178
Between one and five years	92,325	46,550
	<u>159,912</u>	<u>89,728</u>

The following operating lease payments are committed to be paid within one year

	Land and buildings	
	2010	2009
	£	£
Expiring		
Within one year	124,580	124,580

C & O TRACTORS LIMITED

NOTES TO THE ABBREVIATED ACCOUNTS - continued FOR THE YEAR ENDED 31 MARCH 2010

15 SECURED DEBTS

The following secured debts are included within creditors

	2010 £	2009 £
Bank overdraft	-	816,188
Bank loans	143,247	167,817
Hire purchase contracts	159,912	89,728
Other loan	208,333	250,000
	<u>511,492</u>	<u>1,323,733</u>

The other loan is repayable by annual instalments of £55,000, the final payment being due in May 2014. The interest rate on this loan is fixed at 2.5% per annum. The loan is secured by way of a fixed charge over a company freehold property.

The bank overdraft and loan are secured by way of debenture over the assets of the company and a legal charge over the land at Landshire Lane, Henstridge.

The bank loan is repayable by monthly instalments, the final payment being due in December 2015. The interest rate on this loan is fixed at base rate plus 2% per annum.

Amounts payable under hire purchase contracts are secured by way of fixed charges over the individual assets acquired.

16 PROVISIONS FOR LIABILITIES

	2010 £	2009 £
Deferred tax	<u>3,361</u>	<u>19,091</u>
		Deferred tax
		£
Balance at 1 April 2009		19,091
Accelerated Capital Allowances		12,270
Other timing differences		(28,000)
Balance at 31 March 2010		<u>3,361</u>

17 CALLED UP SHARE CAPITAL

Allotted and issued Number	Class	Nominal value	2010 £	2009 £
260,000	Ordinary A	£1	260,000	260,000
10,000	Ordinary B	£1	10,000	10,000
			<u>270,000</u>	<u>270,000</u>

C & O TRACTORS LIMITED

NOTES TO THE ABBREVIATED ACCOUNTS - continued FOR THE YEAR ENDED 31 MARCH 2010

17 CALLED UP SHARE CAPITAL - continued

The A and B shares rank pari passu in all respects, except that the directors may declare a dividend on one class and not the other or of differing amounts for each type of share

Should a bona fide, independent offer be made for the shares of the company that is acceptable to the holders of the A shares, then such an offer shall also be deemed to be binding on the holders of the B shares

18 RESERVES

	Profit and loss account £
At 1 April 2009	1,034,770
Profit for the year	273,201
Dividends	(30,000)
At 31 March 2010	<u>1,277,971</u>

19 PENSION COMMITMENTS

The company operates a defined contribution pension scheme on behalf of its directors and certain employees. The assets of the scheme are held separately from those of the company in an independently administered fund. Contributions made to the scheme amounted to £28,306 (2009 £25,546). There were no outstanding contributions at the year end (2009 £nil).

20 ULTIMATE PARENT COMPANY

The ultimate parent company is C & O Holdings Limited, a company registered in England and Wales.

21 TRANSACTIONS WITH DIRECTORS

At the balance sheet date the company owed £7,643 to Mr A G Coles, a director (2009 £36,273 was owed by Mr A G Coles).

C & O TRACTORS LIMITED

NOTES TO THE ABBREVIATED ACCOUNTS - continued FOR THE YEAR ENDED 31 MARCH 2010

22 RELATED PARTY DISCLOSURES

The company is controlled by Mr E G Coles and Mr A G Coles (director), each of whom is interested in 50% of the ultimate parent company's issued share capital

During the year consultancy fees of £41,049 (2009 - £25,556) were paid to Mr E G Coles (father of Mr A G Coles) At the balance sheet date, Mr E G Coles was owed by the company £40,775 (2009 - £30,274 owed by Mr E G Coles)

During the year under review the following transactions took place between the company and the E G Coles & Son partnership, of which, Mr E G Coles and Mr A G Coles are partners

	£ 2010	£ 2009
Sales to and management charges receivable from the partnership	297,773	386,035
Amount due from the partnership at the balance sheet date	190,792	321,696
Purchases from and expenses reimbursed to the partnership	65,036	45,735
Amount due to the partnership at the balance sheet date	23,402	7,404

Details of further related party transactions are disclosed in the transactions with directors note above

23 RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	2010 £	2009 £
Profit for the financial year	273,201	174,787
Dividends	(30,000)	(30,000)
Net addition to shareholders' funds	243,201	144,787
Opening shareholders' funds	1,304,770	1,159,983
Closing shareholders' funds	1,547,971	1,304,770