**REGISTERED NUMBER: 03995988** 

## REPORT OF THE DIRECTORS AND

## FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2012

<u>FOR</u>

**BAYRAM TIMBER LIMITED** 

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## BAYRAM TIMBER LIMITED

## COMPANY INFORMATION FOR THE YEAR ENDED 31 OCTOBER 2012

DIRECTORS:

J A Grace A D Clarke C J Husband

G Goodwin

SECRETARY. I W Jordan

**REGISTERED OFFICE** Gibson Lane

Melton

North Ferriby

Hull

Humberside HU14 3HF

**REGISTERED NUMBER.** 03995988

SENIOR STATUTORY

AUDITOR: David Miller

AUDITORS: Bartfields (UK) Limited

Statutory Auditors Burley House 12 Clarendon Road

Leeds LS2 9NF

BANKERS: Barclays Bank Plc

2 Humber Quays Wellington Street West

Hull HUI 2BN

SOLICITORS: Andrew Jackson

Marina Court Castle Street

Hull HU1 1TJ

## REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 OCTOBER 2012

The directors present their report with the financial statements of the company for the year ended 31 October 2012

#### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of adding value to imported kiln dried sawn softwoods by processing and cutting for supply in ready to assemble form to industrial end users from two factories in the Hull area

#### REVIEW OF BUSINESS

We saw a similar trend to the previous year where a difficult start in the first quarter was followed by much improved trading through the second and early part of the third quarters driven primarily by demand from the garden sector However, this demand deteriorated from July onwards, much earlier than usual, due to the impact of the poor summer weather

Demand from our core leisure sector customers was 5% down on last year as market conditions remained fairly flat, but we were still able to generate overall sales growth of 4% with our average selling price almost identical to the previous year despite the less profitable sales mix and increased competition due to the flat market conditions

Raw material prices remained relatively stable throughout the year but through efficient timing of purchases we saw an overall 2% reduction in our average purchase price

Manufacturing costs increased by 5% with the most noticeable increase within utility costs. This was mainly due to the higher price of gas oil but our previous fixed price electricity contract expired during the period and had to be renegotiated at higher unit prices too.

However, the overall impact of these changes was a small increase in gross margin and a resultant 9% increase in gross profit, and with strict overhead controls in place we maintained operating and financial costs almost at last year's levels and generated a £167k turnaround in profitability, with a pre tax profit of £100k

Market conditions are expected to remain difficult through 2013 and the Board recognises the need to maintain tight controls, systems and procedures and will continue to analyse daily statistical reports and key performance indicators to ensure the company operates in the most cost effective manner and identify efficiencies wherever possible

Our efforts to diversify into new markets over the past 18 months have continued to prove beneficial with sustained sales growth from this area, although we do not forecast that this trend will continue, partly due to the commercial credit exposure required to support this growth However, we are actively seeking to expand our kit supply concept into the leisure markets and post year end, we have created a design & drawing function to support this

We fully expect that this will enable us to increase our added value turnover in what we still expect to be a flat market through 2013. We have also won a contract to supply a wholesale distributor for onward supply into the major retail chains and there is major growth potential with this customer. These benefits will not materialise until the second half of this year but after 4 months, we are pleased to report our net profit is ahead of the same period last year.

#### **DIVIDENDS**

An interim dividend of £19,008 per share on the Ordinary 'A' £1 shares was paid on 31 July 2012 The directors recommend that no final dividend be paid on these shares

No interim dividend was paid on the Ordinary £1 shares. The directors recommend that no final dividend be paid on these shares.

The total distribution of dividends for the year ended 31 October 2012 will be £19,008

## REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 OCTOBER 2012

#### DIRECTORS

The directors shown below have held office during the whole of the period from 1 November 2011 to the date of this report

G Goodwin
J A Grace
A D Clarke
C J Husband

The company has made qualifying third party indemnity provisions for the benefit of its directors

#### PRINCIPAL RISKS AND UNCERTAINTIES

Although we enjoyed stable raw material prices in the year under review, global demand for timber and the willingness of other countries to pay higher prices is now having an effect. The weakness of sterling against the euro and other European currencies is also having an adverse affect on prices. To balance this, the company has secured good volumes of cheaper raw material but average prices will still increase in the second half of the year.

Weak UK demand coupled with increased competition will make it difficult to pass on all of the raw material price increases and this would place pressure on gross margin so the need for further efficiency gains and strict overhead control is crucial to maintain profitability

Demand from the leisure sector has contracted significantly since the peak levels of 2007 and although we have managed to replace the lost volume, it has been at a lower gross margin. This has also created a very seasonal business model with an increased reliance upon the garden sector, which in turn, is reliant upon sustained good weather conditions.

Not only is this a factor beyond our control, it also places increased demands upon our manufacturing and storage capacities through the spring and early summer months. The new business we have secured and the efforts to increase kit supply will help to smooth out these peak demand levels

Energy and fuel costs form a significant proportion of the company's overhead and unit costs remain relatively high. The Board is still in discussion with the landlords of both our sites regarding alternative fuel sources which could reduce current cost levels.

The company still generates substantial revenue from sales of wood shavings and the market price for this product is both seasonal and volatile, although the Board has entered into an annual contract with a fixed minimum price level to mitigate this risk

The company continues to operate strict control systems covering accounts, sales, production, operational matters, stock control, quality control, and health and safety in order to manage these risks. These systems have recently been audited by an independent auditor and found to be robust and stringent

#### 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

## REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 OCTOBER 2012

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES - continued

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

#### **AUDITORS**

Bartfields (UK) Limited will be proposed for re-appointment in accordance with the Companies Act 2006

ON BEHALF OF THE BOARD.

Date

23/4/2013

## REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF BAYRAM TIMBER LIMITED

We have audited the financial statements of Bayram Timber Limited for the year ended 31 October 2012 on pages six to eighteen. 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 a Report of the Auditors and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed

#### Respective responsibilities of directors and auditors

As explained more fully in the Statement of Directors' Responsibilities set out on pages three and four, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing. Practices Board's Ethical Standards for Auditors.

#### Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures 11 the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the directors, and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Report of the Directors to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

### Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 31 October 2012 and of its profit for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006

#### Opinion on other 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

#### Matters on which we are required to report by exception

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

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us, or
- the financial statements are not in agreement with the accounting records and returns, or
- certain disclosures of directors' remuneration specified by law are not made, or
- we have not received all the information and explanations we require for our audit

David Miller (Senior Statutory Auditor) for and on behalf of Bartfields (UK) Limited Statutory Auditors Burley House 12 Clarendon Road Leeds LS2 9NF

Date 25/4/2013

## PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 OCTOBER 2012

		201	2	201	1
N	lotes	£	£	£	£
TURNOVER			14,526,302		14,026,663
Cost of sales			12,139,546		11,834,502
GROSS PROFIT			2,386,756		2,192,161
Distribution costs Administrative expenses		788,186 1,496,645		734,266 1,495,799	
·	_		2,284,831	<del></del>	2,230,065
			101,925		(37,904)
Other operating income			85,000		73,333
OPERATING PROFIT	3		186,925		35,429
Interest payable and similar charges	4		86,930		102,682
PROFIT/(LOSS) ON ORDINARY ACTIV BEFORE TAXATION	'ITIES		99,995		(67,253)
Tax on profit/(loss) on ordinary activities	5		15 422		(5,603)
PROFIT/(LOSS) FOR THE FINANCIAL	YEAR		84,573		(61,650)

## **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 profit the current year and the loss for the previous year

# BALANCE SHEET 31 OCTOBER 2012

		2012	2	2011	
	Notes	£	£	£	£
FIXED ASSETS					
Tangible assets	7		561,939		611,223
CURRENT ASSETS					
Stocks	8	2,395,487		2,219,433	
Debtors	9	2,617,970		2,720,971	
Cash at bank and in hand		168,836		186,893	
		5,182,293		5,127,297	
CREDITORS					
Amounts falling due within one year	10	4,290,727		4,310,510	
NET CURRENT ASSETS			891,566		816,787
TOTAL ASSETS LESS CURRENT LIABILITIES			1,453,505		1,428,010
CREDITORS Amounts falling due after more than one					
year	11		(59,979)		(86,500)
PROVISIONS FOR LIABILITIES	15		(41,810)		(55,359)
NET ASSETS			1,351,716		1,286,151
CAPITAL AND RESERVES					
Called up share capital	16		10,000		10,000
Capital redemption reserve	17		90,000		90,000
Profit and loss account	17		1,251,716		1,186,151
SHAREHOLDERS' FUNDS	21		1,351,716		1,286,151

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

23 4 2013 and were signed on

G Goodwin - Director

# CASH FLOW STATEMENT FOR THE YEAR ENDED 31 OCTOBER 2012

		2012		201	1
	Notes	£	£	£	£
Net cash inflow from operating activities	1		200,234		371,851
Returns on investments and servicing of finance	2		(86,930)		(102,682)
Taxation			14,431		(24,357)
Capital expenditure	2		(107,867)		(200,101)
Equity dividends paid			(19,008)		
			860		44,711
Financing	2		(18,917)		(30,571)
(Decrease)/increase in cash in the per	riod		(18,057) ====		<u>14,140</u>
Reconciliation of net cash flow	<u>.</u>			<del></del>	·
to movement in net debt	3				
(Decrease)/increase in cash in the period		(18,057)		14,140	
Cash outflow		(10,037)		14,140	
from decrease in debt and lease financia	ng	18,917	•	30,571	
Change in net debt resulting from cash flows			860		44,711
Movement in net debt in the period Net debt at 1 November			860 (1,888,373)		44,711 (1,933,084)
Net debt at 31 October			(1,887,513)		(1,888,373)

# NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 OCTOBER 2012

## 1 RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES

	2012	2011
	£	£
Operating profit	186,925	35,429
Depreciation charges	163,484	164,298
Profit on disposal of fixed assets	(6,333)	(2,000)
Increase in stocks	(176,054)	(157,520)
Decrease in debtors	89,257	205,674
(Decrease)/increase in creditors	(57,045)	125,970
Net cash inflow from operating activities	200,234	371,851

## 2 ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLOW STATEMENT

	2012 £	2011 £
Returns on investments and servicing of finance Interest paid	(77,098)	(93,755)
Interest element of hire purchase payments	(9,832)	(8,927)
Net cash outflow for returns on investments and servicing of finance	(86,930)	(102,682)
Capital expenditure		
Purchase of tangible fixed assets	(120,867)	(202,101)
Sale of tangible fixed assets	13,000	2,000
Net cash outflow for capital expenditure	(107,867)	(200,101)
Financing		
New loans in year	-	106,110
Invoice discounting loan movement	9,834	(60,376)
Hire purchase capital repayments in year	(28,751)	(76,305)
Net cash outflow from financing	(18,917)	(30,571)

# NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 OCTOBER 2012

## 3 ANALYSIS OF CHANGES IN NET DEBT

	At   1111 £	Cash flow £	At 31 10 12 £
Net cash Cash at bank and in hand	186,893	(18,057)	168,836
	186,893	(18,057)	168,836
Debt Hire purchase Debts falling due	(161,291)	28,751	(132,540)
within one year	(1,913,975)	(9,834)	(1,923,809)
	(2,075,266)	18,917	(2,056,349)
Total	(1,888,373)	860	(1,887,513)

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2012

#### **ACCOUNTING POLICIES**

1

#### Basis of preparing the financial statements

The company's business activities, together with the factors likely to affect its future development, performance and position, and the principal risks and uncertainties it faces, are set out in the Directors Report

The company meets its day-to-day working capital requirements through an invoice discounting facility which is variable dependent on sales. The current economic conditions create uncertainty particularly over the level of demand for the company's products and the cost of the company's raw materials. However, the company's forecasts and projections, taking account of reasonably possible changes in trading performance, show that the company will be able to operate within the level of its facility.

Accordingly, the directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future and they continue to adopt the going concern basis of accounting in preparing the annual financial statements

#### Accounting convention

The financial statements have been prepared under the historical cost convention

#### **Turnover**

Turnover represents net invoiced sales of goods, excluding value added tax

#### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life

Improvements to property		straight line over the life of the lease
Plant and machinery	12 5%	on cost

Fixtures and fittings 25 0% on cost Motor vehicles 25 0% on cost

#### Stocks

Stocks are valued at the lower of cost and net realisable value. Cost is based on the cost of purchase on a first in, first out basis. Cost includes directly attributable transport and machining costs incurred in bringing the stock to its current state and location. Net realisable value is based on estimated selling price less additional costs to completion and disposal.

#### Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at 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. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

### Hire purchase and leasing commitments

Where assets are financed by leasing arrangements that give rights approximating to ownership (finance leases), the assets are treated as if they had been purchased outright. The amount capitalised is the present value of the minimum lease payments during the lease term. The corresponding leasing commitments are shown as amounts payable to the lessor. Depreciation on the relevant assets is charged to the profit and loss account.

All other leases are treated as operating leases Their annual rentals are charged/(credited) to the profit and loss account on a straight-line basis over the term 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

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## NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 OCTOBER 2012

### **ACCOUNTING POLICIES - continued**

#### Dividends

Equity dividends are recognised when they become legally payable. Interim equity dividends are recognised when paid Final equity dividends are recognised when approved by the shareholders at an Annual General meeting

## Financial liability and equity

Financial liabilities and equity are classified according to the substance of the financial instrument's contractual obligations, rather than the instrument's legal form

2	STA	FF	COSTS	
2	$\sigma$		COSIS	

STAFF COSTS		
	2012	2011
	£	£
Wages and salaries	2,323,976	2,162,792
Social security costs	214,000	204,073
	,	
Other pension costs	38,535	38,542
	2,576,511	2,405,407
The succession within number of annihouse disease disease the same of fallows		
The average monthly number of employees during the year was as follows	2012	2011
	2012	2011
Directors	4	4
Senior management	6	5
Sales/Administration	8	9
Manufacturing	92	82
· ·		
	110	100
OPERATING PROFIT		

## 3

The operating profit is stated after charging/(crediting)

	2012	2011
	£	£
Other operating leases	273,508	245,192
Operating lease income	(85,000)	(73,333)
Depreciation - owned assets	118,459	119,902
Depreciation - assets on hire purchase contracts	45,025	44,391
Profit on disposal of fixed assets	(6,333)	(2,000)
Auditors remuneration	7,400	7,350
Other services relating to taxation	1,500	1,500
All other services	200	2,865
Hire of plant and machinery - operating leases	98,780	96,891
	<del></del>	<del></del>
Directors' remuneration	231,987	230,411
Directors' pension contributions to money purchase schemes	33,014	33,014

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

Money purchase schemes	4	4

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 OCTOBER 2012

## 3 OPERATING PROFIT - continued

	Information regarding the highest paid director is as follows		
	information regarding the inglest paid director is as follows	2012	2011
		£	£
	Emoluments etc	62,307	61,757
	Pension contributions to money purchase schemes	7,354	7,354
4	INTEREST PAYABLE AND SIMILAR CHARGES		
		2012	2011
		£	£
	Bank interest	58	202
	Discounting interest	65,558	81,369
	Other interest	11,482	12,184
	Hire purchase and leasing		
	interest	9,832	8,927
		86,930	102,682
		=====	====
5	TAXATION		
	Analysis of the tax charge/(credit)		
	The tax charge/(credit) on the profit on ordinary activities for the year was as follow	/S	
		2012	2011
		£	£
	Current tax		
	UK corporation tax	29,657	-
	Adjustment for previous	(696)	(12.744)
	periods	(686)	(13,744)
	Total current tax	28,971	(13,744)
	Origination and reversal of		
	timing differences	(13,549)	8,141
	•		
	Tax on profit/(loss) on ordinary activities	15,422	(5,603)
			===

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 OCTOBER 2012

### 5 TAXATION - continued

Factors	affecting	the tax	charge/	(credit)

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

2012

2011

	Profit/(loss) on ordinary activity	es before tax			£ 99,995	£ (67,253)
	Profit/(loss) on ordinary activity multiplied by the standard rate in the UK of 20% (2011 - 20%)	of corporation ta	x		19,999	(13,451)
	Effects of Expenses not deductible for tax Capital allowances for period if Other short term timing differer Adjustment for previous period	n deficit / (excess nces	s) of depreciation		1,282 6,456 1,920 (686)	1,075 (3,288) 1,920
	Current tax charge/(credit)				28,971	(13,744)
6	DIVIDENDS				2012	2011
					2012 £	2011 £
	Ordinary 'A' shares of £1 each Interim dividend				19,008	-
7	TANGIBLE FIXED ASSETS					
		Improvements to property £	Plant and machinery £	Fixtures and fittings £	Motor vehicles £	Totals £
	COST At 1 November 2011					
	Additions	157,172 4,000	1,521,298 92,772	147,172 6,360	92,454 17,735	1,918,096 120,867
	Disposals	-	(48,200)	-	(21,315)	(69,515)
	At 31 October 2012	161,172	1,565,870	153,532	88,874	1,969,448
	DEPRECIATION					
	At 1 November 2011	54,382	1,064,363	118,447	69,681	1,306,873
	Charge for year	16,117	121,977	11,114	14,276	163,484
	Eliminated on disposal		(41,533)		(21,315)	(62,848)
	At 31 October 2012	70,499	1,144,807	129,561	62,642	1,407,509
	NET BOOK VALUE					
	At 31 October 2012	90,673	421,063	23,971	26,232	561,939
	At 31 October 2011	102,790	456,935	28,725	22,773	611,223

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# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 OCTOBER 2012

## 7 TANGIBLE FIXED ASSETS - continued

DEPRECIATION			Plant and machinery £	Motor vehicles £	Totals £		
Additions 66,250 17,735 83,98:  At 31 October 2012 375,206 60,060 435,266  DEPRECIATION At 1 November 2011 77,870 19,552 97,42: Charge for year 30,749 14,276 45,02: At 31 October 2012 108,619 33,828 142,44*  NET BOOK VALUE At 31 October 2012 266,587 26,232 292,819  At 31 October 2011 231,086 22,773 253,859  STOCKS  STOCKS  DEBTORS AMOUNTS FALLING DUE WITHIN ONE YEAR  Trade debtors 2,478,333 2,547,344  Prepayments and accrued income 139,637 159,887  Other loans (see note 12) 1923,809 1,913,979  Hire purchase contracts (see note 13) 172,661 74,79  Trade creditors 1,675,085 1,780,79  Trade creditors 1,							
At 31 October 2012 375,206 60,060 435,260  DEPRECIATION At 1 November 2011 77,870 19,552 97,422 Charge for year 30,749 14,276 45,022  At 31 October 2012 108,619 33,828 142,447  NET BOOK VALUE At 31 October 2012 266,587 26,232 292,819  At 31 October 2011 231,086 22,773 253,859  STOCKS  STOCKS  2012 2011 £ £ £ Finished goods and goods for resale 2,395,487 2,219,433  DEBTORS AMOUNTS FALLING DUE WITHIN ONE YEAR  DEBTORS AMOUNTS FALLING DUE WITHIN ONE YEAR  Trade debtors 2,478,333 2,547,344 Taxation 2,478,333 2,547,344 Taxation 319,637 159,88  2,617,970 2,720,97  O CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR  Other loans (see note 12) 1,923,809 1,913,97 Hire purchase contracts (see note 13) 72,561 74,79 Trade creditors 1,675,085 1,780,79 Taxation 30,308 65 Social security and other taxes 466,673 382,17 Accruals and deferred income 122,291 158,12			,				
DEPRECIATION		Additions	66,250	<u> 17,735</u>	83,985		
At 1 November 2011 77,870 19,552 97,422 Charge for year 30,749 14,276 45,022		At 31 October 2012	375,206	60,060	435,266		
Charge for year   30,749   14,276   45,022     At 31 October 2012   108,619   33,828   142,44*     NET BOOK VALUE							
At 31 October 2012 108,619 33,828 142,44  NET BOOK VALUE At 31 October 2012 266,587 26,232 292,819  At 31 October 2011 231,086 22,773 253,859  STOCKS  STOCKS  2012 2011 £ £ Finished goods and goods for resale 2,395,487 2,219,439  DEBTORS AMOUNTS FALLING DUE WITHIN ONE YEAR  2012 2011 £ £ £ £ £ £ £ £ £ £ £ £ £ £ £ £ £ £					97,422		
NET BOOK VALUE		Charge for year	30,749	14,276	45,025		
At 31 October 2012 266,587 26,232 292,819  At 31 October 2011 231,086 22,773 253,859  STOCKS  STOCKS  2012 2011 £ £ £ Trinished goods and goods for resale 2,395,487 2,219,432  DEBTORS AMOUNTS FALLING DUE WITHIN ONE YEAR  2012 2011 £ £ £ Trade debtors 2,478,333 2,547,341 Taxation 139,637 159,88  2,617,970 2,720,97  O CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR  0 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR  2012 2011 £ £ £ £ Cother loans (see note 12) Hire purchase contracts (see note 13) Trade creditors 1,675,085 1,780,79 Taxation 30,308 65 Social security and other taxes 466,673 382,17 Accruals and deferred income 122,291 158,12		At 31 October 2012	108,619	33,828	142,447		
At 31 October 2011 231,086 22,773 253,859  STOCKS  2012 2011 £ £ £ Finished goods and goods for resale  DEBTORS AMOUNTS FALLING DUE WITHIN ONE YEAR  DEBTORS AMOUNTS FALLING DUE WITHIN ONE YEAR  2012 2011 £ £ £ Trade debtors 2,478,333 2,547,344 Taxation - 13,74 Prepayments and accrued income 139,637 159,88  2,617,970 2,720,97  CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR  0 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR  2012 2011 £ £ £ £ £ Cherlians (see note 12) 1,923,809 1,913,975 Tarde creditors 1,675,085 1,780,79 Taxation 30,308 65 Social security and other taxes 466,673 382,17 Accruals and deferred income 122,291 158,12		NET BOOK VALUE					
At 31 October 2011   231,086   22,773   253,855		At 31 October 2012		26,232	292,819		
Prinshed goods and goods for resale   2,395,487   2,219,432   2,		At 31 October 2011	· <del></del>	22,773	253,859		
Prinished goods and goods for resale   2,395,487   2,219,432   2		STOCKS					
Prinished goods and goods for resale   2,395,487   2,219,432							
DEBTORS AMOUNTS FALLING DUE WITHIN ONE YEAR   2012   2011   £ £ £ £ £ £ £ £ £ £ £ £ £ £ £ £ £ £							
Trade debtors		resale		2,395,487	2,219,433		
Trade debtors		DERTORS AMOUNTS FALLING DUE WITHIN ONE YEAR					
Trade debtors       2,478,333       2,547,34         Taxation       - 13,74         Prepayments and accrued income       139,637       159,88         2,617,970       2,720,97         0       CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR       2012       2011         £       £       £							
Taxation		Trade debtors					
Prepayments and accrued income 139,637 159,88  2,617,970 2,720,97  CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR  Cother loans (see note 12) 1,923,809 1,913,97  Hire purchase contracts (see note 13) 72,561 74,79  Trade creditors 1,675,085 1,780,79  Taxation 30,308 65  Social security and other taxes 466,673 382,17  Accruals and deferred income 122,291 158,12				_, ,	13,744		
CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR  2012 2011 £ £ Cher loans (see note 12) Hire purchase contracts (see note 13) Trade creditors Taxation Taxation Tocial security and other taxes Accruals and deferred income  2012 2011 £ £ £ Accruals and deferred income 1,913,97 72,561 74,79 1,675,085 1,780,79 30,308 65 30,308 65 382,17				139,637	159,887		
2012   2011     £				2,617,970	2,720,971		
2012   2011     £	ı	CREDITORS: AMOUNTS FALLING DUE WIT	'HIN ONE VEAR				
Other loans (see note 12)       1,923,809       1,913,97         Hire purchase contracts (see note 13)       72,561       74,79         Trade creditors       1,675,085       1,780,79         Taxation       30,308       65         Social security and other taxes       466,673       382,17         Accruals and deferred income       122,291       158,12		CREDITORS, AMOUNTS TABLETO DOL WIT	THE ONE PERM	2012	2011		
Hire purchase contracts (see note 13)       72,561       74,79         Trade creditors       1,675,085       1,780,79         Taxation       30,308       65         Social security and other taxes       466,673       382,17         Accruals and deferred income       122,291       158,12							
Trade creditors       1,675,085       1,780,79         Taxation       30,308       65         Social security and other taxes       466,673       382,17         Accruals and deferred income       122,291       158,12					1,913,975		
Taxation       30,308       65         Social security and other taxes       466,673       382,17         Accruals and deferred income       122,291       158,12					74,791		
Social security and other taxes 466,673 382,17 Accruals and deferred income 122,291 158,12							
Accruals and deferred income 122,291 158,12					650		
4,290,727 4,310,51		Accruais and deferred income		122,291	138,121		
				4,290,727	4,310,510		

## NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 OCTOBER 2012

## 11 CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	2012	2011
	£	£
Hire purchase contracts (see note 13)	59,979	86,500
LOANS		

## 12 LOANS

An analysis of the maturity of loans is given below

	2012 £	2011 £
Amounts falling due within one year or on demand	_	
Invoice discounting loan	1,723,809	1,713,975
Other loans	200,000	200,000
	1,923,809	1,913,975

## 13 OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND LEASES

	Hire	
	purch	ase
	contra	acts
	2012	2011
	£	£
Net obligations repayable		
Within one year	72,561	74,791
Between one and five years	59,979	86,500
	132,540	161,291
	<del></del>	

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

		Land and buildings		er ting es
	2012 £	2011 £	2012 £	2011 £
Expiring Within one year	-	75,000	12,646	16,702
Between one and five years In more than five years	315,000	160,000	10,816 73,632	82,264
	315,000	235,000	97,094	98,966

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## NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 OCTOBER 2012

### 14 SECURED DEBTS

The following secured debts are included within creditors

	2012	2011
	£	£
Invoice discounting loan	1,723,809	1,713,975
Hire purchase contracts	132,540	161,291
Other loans	200,000	200,000
	2,056,349	2,075,266

Obligations under finance leases and hire purchase contracts are secured on the assets to which they relate

The invoice discounting loan is secured by a first fixed charge on book debts and a floating charge over other assets of the company

The other loans are secured by a first fixed charge over the assets, excluding book debts, of the company

## 15 PROVISIONS FOR LIABILITIES

	2012 £	2011 £
Deferred tax Accelerated capital allowances	41,810	55,359
		Deferred tax £
Balance at 1 November 2011 Credit to profit and loss account during year		55,359 (13,549)
Balance at 31 October 2012		41,810

## 16 CALLED UP SHARE CAPITAL

Allotted, iss	ued and fully paid			
Number	Class	Nominal	2012	2011
		value	£	£
9,000	Ordinary	£1	9,000	9,000
1,000	Ordinary 'A'	£1	1,000	1,000
			10,000	10,000
			=====	

The ordinary 'A' shares of £1 each carry the same rights as the ordinary shares of £1 each

## NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 OCTOBER 2012

#### 17 RESERVES

	Profit and loss account £	Capital redemption reserve £	Totals £
At 1 November 2011	1,186,151	90,000	1,276,151
Profit for the year	84,573		84,573
Dividends	(19,008)		(19,008)
At 31 October 2012	1,251,716	90,000	1,341,716

#### 18 PENSION COMMITMENTS

The company contributes to defined contribution pension schemes in respect of certain employees. At the year end contributions outstanding amounted to £32,800 (2011 £23,200)

#### 19 **RELATED PARTY DISCLOSURES**

G Goodwin has advanced loans to the company of £75,000 (2011 £75,000), bearing interest at 4.75% above base rate, and £125,000 (2011 £125,000) interest free Both loans are repayable on demand and are secured by a first fixed charge over the assets, excluding book debts, of the company

The directors and their families are shareholders in the company. During the year they received dividends totalling £16,980 (2011 Nii) These are outstanding at the year end and included within accruals and deferred

#### 20 **ULTIMATE CONTROLLING PARTY**

The company is controlled by G Goodwin, a director and majority shareholder

#### 21 RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	2012 £	2011 £
Profit/(loss) for the financial year	84,573	(61,650)
Dividends	(19,008)	
Net addition/(reduction) to shareholders' funds	65,565	(61,650)
Opening shareholders' funds	1,286,151	1,347,801
Closing shareholders' funds	1,351,716	1,286,151