

DOVETAIL ENTERPRISES (1993) LTD  
Accounts For Year Ended 31st March 2011

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COMPANIES HOUSE

**DOVETAIL ENTERPRISES (1993) LTD**

**DIRECTORS**

Mr W.A.Meiklejohn.(Chairman)  
Mr G.L.Strachan  
Mr R.Lovat Fraser  
Mr W.Keillor  
Mr D.J.Cameron  
Mr J.Patrick  
Bailie Mrs H.Wright  
Councillor S.Hunter  
Councillor M.Asif  
Councillor R.Band  
Councillor M.Thomson  
Councillor M.Fenwick  
Councillor C.Melville  
Mr W.McArtney

**SECRETARIES**

Blackadders,LLP  
Solicitors,  
30 & 34 Reform Street,  
Dundee.DD1 1RJ.

**REGISTERED OFFICE**

Dunsinane Avenue,  
Dunsinane Industrial Estate,  
Dundee.DD2 3QN.

**AUDITORS**

Bird Simpson & Company,  
Chartered Accountants,  
144 Nethergate,  
Dundee.DD1 4EB.

**BANKERS**

The Royal Bank Of Scotland,  
Dundee Head Office,  
3 High Street,  
Dundee.DD1 9LY.

**MEDICAL ADVISORS**

Downfield Surgery,  
325 Strathmartine Road,  
Dundee.DD3 8NE.

Company Registration Number - 163812  
Scottish Charity Number - SC009534

**DOVETAIL ENTERPRISES (1993) LTD**  
**DIRECTORS REPORT**  
**For The Year Ended 31st March,2011**

The Directors submit their Report and Accounts for the Year Ended 31st March,2011.

**STRUCTURE,GOVERNANCE AND MANAGEMENT**

Dovetail Enterprises(1993) Limited is an incorporated company limited by guarantee.The liability of each member is limited to £1.The company operates under the terms of its Memorandum and Articles of Association,the Directors being responsible for strategic and statutory compliance matters with day to day management being delegated to the managing director and senior managers.

The company's Articles of Association make provision for appointments to the board of directors.Directors from the public sector are appointed by the participating local authorities(Dundee City Council,Angus Council and Perth & Kinross Council).Directors from the private sector are appointed by co-option.The managing director is a member of the board *ex officio*.The employee director is appointed by the workforce.

The company has not adopted any formal policies and procedures for the induction and training of directors.

The company has established the Dovetail Enterprises Charitable Trust.This trust supports the company's activities.

**OBJECTIVES AND ACTIVITIES**

The company's principal object is the provision of training and employment for blind,visually impaired and other disabled persons.It aims to provide a working environment suitable for such persons and to secure a regular flow of work from customers to provide ongoing employment for such persons.Each year the company endeavours to build on the customer base and reputation which have been established over previous years.In recent years the company has focused on a number of industry sectors including hotels,residential homes and student residences. The company has also developed the capabilities to produce doors and door sets.

**ACHIEVEMENTS AND PERFORMANCE**

The company prepares financial projections for each year.These are required both for the purposes of agreeing deficit funding and monitoring performance during the year.In the year to 31st March 2011 the company's performance was as follows:-

	<b><u>Projected</u></b>	<b><u>Actual</u></b>
	<b><u>£</u></b>	<b><u>£</u></b>
Turnover	2,506,000	2,134,657
Profit/(Loss) before deficit funding	-531,300	-570,431
Amount of deficit funding	406,550	406,550
Surplus/(deficit) after deficit funding	-124,750	-163,881

The company's deficit funding was based on a projected number of approved workers of 33.The actual number of approved workers employed by the company during the year to 31st March 2011 was 36.

The company is dependent upon securing orders from customers for its goods and services.Most of these orders are secured in competition with the company's competitors.The company is also dependent on the continuation of deficit funding which is reviewed and awarded on an annual basis.

**GOING CONCERN**

The Company is dependent on local and central government grants in order to continue trading.The Directors have a reasonable expectation that this support shall be forthcoming and consequently the going concern concept has been used in preparing these accounts.

In particular,the Directors acknowledge that the actuarial deficit on the pension scheme has a substantial impact upon the company's net assets at the year end and the Directors have considered the effects that this will have on the company's future cash flow.The Directors believe that the company will be able to meet the costs of the future contributions into the pension scheme as advised by the actuaries,and hence the pension deficit does not affect the use of the going concern concept in these accounts.

**FINANCIAL REVIEW**

The trading deficit for the year was £564,146(2009/2010 £701,956).This deficit was partially funded by local and central government.This figure excludes pension fund adjustments.The projected deficit(after deficit funding) for the year to 31st March,2012 is £152,410 and the Directors believe that the company will operate within that deficit.

The Charity Account surplus/(deficit) for the year was £(2,649)(2009/2010 £17,080).

### **PLANS FOR FUTURE PERIODS**

Under the provisions of Workstep, a branch of Jobcentre Plus, the company prepares a rolling 5 year business plan on an annual basis.

### **FIXED ASSETS**

The majority of the Company's fixed assets purchased prior to 2001 have been funded by capital grants and are, therefore, shown at nil net book value. Since then the company funds the majority of fixed assets.

### **DIRECTORS AND THEIR INTERESTS**

The Directors of the Company include local authority representatives, the managing director, an employee representative and subscriber directors. None of the Directors has a financial interest in the Company.

#### **The Directors during the Financial Year were as follows:**

Mr W.A. Meiklejohn	Councillor M. Asif	Mr N Gilmour - Resigned 31/8/10
Mr G.L. Strachan	Councillor R. Band	
Mr R. Lovat Fraser	Councillor M. Thomson	
Mr W. Keillor	Councillor M. Fenwick	
Mr D.J. Cameron	Councillor J. Black - Resigned 22/5/10	
Mr J. Patrick	Councillor C. Melville - Appointed 22/5/9	
Bailie Mrs H. Wright	Mr W. Williamson - Resigned 7/5/10	
Councillor S. Hunter	Mr W. McCartney - Appointed 7/5/10	

In accordance with the Articles of Association, Mr W. Keillor and Mr J. Patrick will retire and are available for re-election.

### **AUDITORS**

A resolution to reappoint Bird Simpson & Company, as auditors, will be put to the members at the Annual General Meeting in December 2011.

**DOVETAIL ENTERPRISES (1993) LTD**  
**DIRECTORS REPORT(Cont'd)**  
**For The Year Ended 31st March,2011**

**DIRECTORS RESPONSIBILITIES**

Company law requires the Directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the Company and its surplus or deficit for that period. In preparing those 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 assume that the Company will continue in business.

The Directors are responsible for keeping proper accounting records which 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 1985. They are responsible for safe guarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

**RESERVES POLICY AND RISK MANAGEMENT**

The Trading Reserve Fund and General Charity Fund represent the unrestricted funds arising from past operating results. The directors are satisfied that the balances of these funds are satisfactory to provide working capital for the company's trading activities given the revenue funding secured with local and central government.

The directors have reviewed the company's activities in the year to examine the opportunities available to the company as well as the risks to which it is exposed. The company's risk management policy is to identify risks as they arise and take appropriate action to deal with these so far as practicable to do so.

**STATEMENT OF DISCLOSURE TO AUDITOR**

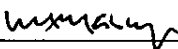
(a) so far as the directors are aware, there is no relevant audit information of which the company's auditors are unaware, and

(b) they have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

**SMALL COMPANY EXEMPTION**

This report has been prepared in accordance with the special provision of Part VII of the Companies Act 2006 relating to small companies.

By Order of the Board

  
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Blackadders Secretaries.

Dated 15.12.11

**DOVETAIL ENTERPRISES (1993) LTD**  
**PROFIT AND LOSS ACCOUNT**  
**FOR THE YEAR ENDED 31st MARCH, 2011**

	Notes	2011 £	2010 £
Turnover	1	2,174,656	2,342,278
Cost Of Sales: Labour and Purchases		1,860,382	2,017,935
: Establishment and Services		225,032	214,762
Gross Profit		89,242	109,581
Marketing & Distribution Costs		294,517	289,381
Administration Costs		352,728	409,215
Bad Debts	2	6,143	88,089
Redundancy Payments		-	24,852
Charitable Expenditure		25,025	24,405
Additional Pension Costs -			
Current Service Cost Less Payments		33,416	-48,670
Past Service Cost		(1,114,719)	(1,081,303)
		(402,890)	787,272
Operating Profit/(Loss)		492,132	(677,691)
Other Finance Income			
Expected return on employer assets		611,805	433,864
Interest on pension scheme liabilities		-735,270	-588,945
		-123,465	-155,081
Income from fixed asset investments		22,771	9,601
Profit/(Loss) On Ordinary Activities Before Funding	2	391,438	823,171
Funding	3		
Department Of Employment		174,600	201,157
Local Councils		231,950	285,943
Donation from Charitable Trust	19	150,000	-
		556,550	487,100
Operating Profit / (Loss)		947,988	-336,071
Transfer To Trading Reserve Fund		7,596	126,767
Transfer To Pension Reserve Fund		957,838	106,412
Transfer To Bad Debt Reserve Fund		-	88,089
Transfer To General Charity Fund		2,254	14,804
Transfer To Special Charity Fund		-	-1
Transfer From Fixed Asset Fund		-	-
<b>STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES</b>			
Surplus for the financial year		947,988	-336,071
Unrealised Gain/(Loss) on revaluation of investments		(395)	31,884
Actuarial Gain/(Loss) recognised in The Retirement Benefits Scheme		1,068,467	-2,438,489
Total Gains/(Losses) recognised in the year		2,016,060	-2,742,676

**DOVETAIL ENTERPRISES (1993) LTD**

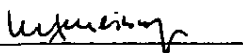
**BALANCE SHEET**  
**AS AT 31st MARCH, 2011**

	Notes	2011 £	2010 £
<u>Fixed Assets</u>			
Tangible Assets	7	112,879	107,348
Investments	8	118,360	112,224
		<u>231,239</u>	<u>219,572</u>
<u>Current Assets</u>			
Stocks And Work In Progress	9	202,687	207,440
Debtors	10	550,360	316,856
Cash At Bank And In Hand	11	354,604	618,974
		<u>1,107,651</u>	<u>1,143,270</u>
<u>Creditors - Amounts Falling Due</u>			
Within One Year			
Loan		130,196	130,196
Early Retiral Costs		-	-
Creditors	12	245,856	254,367
		<u>376,052</u>	<u>384,563</u>
<u>Net Current Assets</u>		<u>731,599</u>	<u>758,707</u>
<u>Creditors - Amounts Falling Due</u>			
Outwith One Year			
Loan	13	1,732	6,928
Net Assets Excluding			
Retirement Benefits Scheme Deficit		961,106	971,351
Retirement Benefits Scheme Deficit	16	-3,026,282	-5,052,587
Reserves		<u>-2,065,176</u>	<u>-4,081,236</u>
<u>Capital And Reserves</u>			
General Charity Funds		520,294	522,943
Special Funds		12,823	12,823
Trading Reserve Fund		376,078	383,674
Fixed Asset Fund		-	-
Pension Reserve		-3,026,282	-5,052,587
Bad Debt Reserve Fund		51,911	51,911
		<u>-2,065,176</u>	<u>-4,081,236</u>

The notes to the accounts on pages 10 to 18 form part of these accounts.

These accounts have been prepared in accordance with the special provisions relating to small companies within Part VII of the Companies Act 2006 and with the Financial Reporting Standard for Smaller Entities.(effective April 2008).

W.A.Meiklejohn,Chairman.



Approved By Board Of Directors On

26 December 2011

**DOVETAIL ENTERPRISES (1993) LTD**

**CASH FLOW STATEMENT**  
**FOR THE YEAR TO 31st MARCH, 2011**

	<u>Notes</u>	<u>2011</u> £	<u>2010</u> £
Cash Flow from Operating Activities	1	-778,662	-414,606
Returns on Investments & Servicing of Finance	2	10,681	12,559
Capital Expenditure & Financial Investments	3	-47,781	-53,545
Net Cash Outflow Before Financing		-815,762	-455,592
Financing	4	551,392	524,286
Increase/(Decrease) in Cash	5	-264,370	68,694

**Notes to the Cash Flow Statement**

**1.Reconciliation of Operating Deficit to Operating Cash Flow**

Operating Loss per Profit & Loss Account	-626,593	-711,525
Non-cash pension charges	49,474	-32,611
Depreciation of Fixed Assets	50,598	49,892
Gain on sale	-14,879	-
(Increase)/Decrease in Stocks	4,753	70,095
(Increase)/Decrease in Debtors	-233,504	186,348
Increase/(Decrease) in Creditors	-8,511	23,195
	<u>-778,662</u>	<u>-414,606</u>

**2.Returns on Investments & Servicing of Finance**

Interest Received	6,835	8,119
Dividends Received	3,846	4,440
	<u>10,681</u>	<u>12,559</u>

**3.Capital Expenditure & Financial Investments**

Purchase of Tangible Fixed Assets	-57,750	-56,177
Sales of Tangible Fixed Assets	16,500	5,652
Sale of Investments	32,367	11,464
Purchase of Investments	-38,898	-14,484
	<u>-47,781</u>	<u>-53,545</u>

**4.Financing**

Per Capita Funding Grants Received	406,550	487,100
Capital Expenditure Grants Received	-	-
Subscriptions and Donations Received	150,038	62
Loans received	-	40,600
Loan repaid	-5,196	-3,476
	<u>551,392</u>	<u>524,286</u>



DOVETAIL ENTERPRISES (1993) LTD

CASH FLOW STATEMENT  
FOR THE YEAR TO 31st MARCH, 2011

	<u>2011</u>	<u>2010</u>
<u>Notes</u>	<u>£</u>	<u>£</u>
<u>5. Reconciliation of Net Cash Flow to</u> <u>Movement in Net Cash</u>		
Movement in Net Cash in Year	-264,370	68,694
Opening Balance at 1st April 2010	<u>618,974</u>	<u>550,280</u>
Closing Balance at 31st March 2011	<u><u>354,604</u></u>	<u><u>618,974</u></u>

**DOVETAIL ENTERPRISES (1993) LTD**

**Statement of Financial Affairs  
FOR THE YEAR TO 31st MARCH, 2011**

	<u>Unrestricted Funds</u>			<u>Unrestricted Funds</u>	<u>Unrestricted Designated Fund</u>	<u>Total</u>	<u>Total</u>
	<u>Trading Reserve Fund</u>	<u>General Charity Fund</u>	<u>Special Charity Fund</u>	<u>Pension Reserve Fund</u>	<u>Bad Debt Reserve Fund</u>	<u>2011</u>	<u>2010</u>
	£	£	£	£	£	£	£
<u>Incoming Resources</u>							
Trading Income	2,174,656	-	-	-	-	2,174,656	2,342,278
Local Authority Grants	231,950	-	-	-	-	231,950	285,943
D of E Grants	174,600	-	-	-	-	174,600	201,157
Investment Income	-	22,695	-	-	-	22,695	12,559
Donations	150,000	76	-	-	-	150,076	62
Past Service Costs	-	-	-	1,114,719	-	1,114,719	-
Other Finance Income	-	-	-	-	-	-	-
	-	-	-	-	-	-	-
	<u>2,731,206</u>	<u>22,771</u>	<u>-</u>	<u>1,114,719</u>	<u>-</u>	<u>3,868,696</u>	<u>2,841,999</u>
<u>Resources Expended</u>							
Trading Expenses	2,724,732	-	-	-196,316	-	2,528,416	2,823,921
Charitable Expenditure	-	25,025	-	-	-	25,025	24,405
Governance Costs	14,070	-	-	-	-	14,070	13,780
Amortisation	-	-	-	-	-	-	-
Current Service Cost	-	-	-	229,732	-	229,732	157,864
Other Finance Income	-	-	-	123,465	-	123,465	155,081
Total Resources Expended	<u>2,738,802</u>	<u>25,025</u>	<u>-</u>	<u>156,881</u>	<u>-</u>	<u>2,920,708</u>	<u>3,019,970</u>
Net Incoming Resources Before Other Recognised Gains and Losses	-7,596	-2,254	-	957,838	-	947,988	-333,052
<u>Other Recognised Gains and Losses</u>							
Gains/Losses on Investment Assets	-	-395	-	-	-	-395	28,865
Actuarial Gains/Losses on defined Benefits Pension Schemes	-	-	-	1,068,467	-	1,068,467	-2,438,489
Net Movement in Funds	-7,596	-2,649	-	2,026,305	-	2,016,060	-2,742,676
Balances brought forward 31/3/10	<u>383,674</u>	<u>522,943</u>	<u>12,823</u>	<u>-5,052,587</u>	<u>51,911</u>	<u>-4,081,236</u>	<u>-1,338,560</u>
Balances carried forward 31/3/11	<u>376,078</u>	<u>520,294</u>	<u>12,823</u>	<u>-3,026,282</u>	<u>51,911</u>	<u>-2,065,176</u>	<u>-4,081,236</u>

The Statement of Financial Activities includes all gains and losses in the year. All incoming resources and resources expended derive from continuing activities.

**DOVETAIL ENTERPRISES (1993) LTD**  
**NOTES TO THE ACCOUNTS**

**1.Accounting Policies**

**1.1.Accounting Convention**

The accounts are prepared under the historical cost convention as modified by the inclusion of investments at market value and in accordance with the Financial Reporting Standard for Smaller Entities (effective April 2008), the Statement of Recommended Practice Accounting and Reporting by Charities (SORP 2005), applicable accounting standards, the Charities Accounts (Scotland) Regulations 2006 and the Companies Act 2006.

**1.2.Going Concern**

The Company is dependent on local and central government grants in order to continue trading. The Directors have a reasonable expectation that this support shall be forthcoming and consequently the going concern concept has been used in preparing these accounts.

In particular, the Directors acknowledge that the actuarial deficit on the pension scheme has a substantial impact upon the company's net assets at the year end and the Directors have considered the effects that this will have on the company's future cash flow. The Directors believe that the company will be able to meet the costs of the future contributions into the pension scheme as advised by the actuaries, and hence the pension deficit does not affect the use of the going concern concept in these accounts.

**1.3.Turnover**

Turnover is stated net of Value Added Tax.

**1.4.Incoming Resources**

All income is recognised when the conditions for receipt have been met, and there is a reasonable assurance of receipt. In particular the following policies are used:

- Sales are accounted for in the period in which the sales invoice is raised.
- Grants are credited in the year to which they relate.
- Donations are included in the year in which they are receivable, which is when the charity becomes entitled to the resource with reasonable certainty and it can be measured reliably.
- Investment income is included in the year in which it is receivable.
- Gain or loss on sale of investment is taken to the profit and loss account.

**1.5.Resources Expended**

Resources expended are included on an accruals basis and have been allocated on the basis indicated below:

- Cost of sales are all costs directly attributable to the manufacturing and sale of goods by the charity as well as property expenses.
- Marketing and distribution costs include advertising, transport and showroom expenditure.
- Administration costs are those costs of an indirect nature necessary to support the charitable activities.
- Costs of charitable expenditure comprise all resources applied by the charity in undertaking its work to meet its charitable objectives.

**1.6.Stocks and Work in Progress**

Stocks and W.I.P. are stated at the lower of cost and net realisable value. Cost is calculated using the first in/first out method and consists of material and direct labour costs.

**1.7.Investments**

Investments are included at closing mid-market value at the balance sheet date. Any gain or loss on revaluation is taken to the Statement of Financial Activities. Income from the investments is included in the Accounts when received.

**DOVETAIL ENTERPRISES (1993) LTD**  
**NOTES TO THE ACCOUNTS**

**1.8.Fixed Assets and Depreciation**

Fixed assets costing more than £500 are capitalised.Capital grants received to fund these assets have been taken to the Statement of Financial Activities.Depreciation is provided on all tangible fixed assets at rates calculated to write off the cost,less estimated residual value,of each asset over its expected useful life,as follows:

Building Improvements	20% straight line
Plant and Machinery	20% straight line
Motor Vehicles	25% straight line

**1.9.Pension Costs**

The pension costs charged in the accounts represent the contributions payable by the company during the year in accordance with FRS 17.This is calculated on the basis of actuarial advice.

**1.10.Fund Accounting**

The trading reserve fund,the pension reserve fund,general charity fund and the special charity fund are unrestricted funds;the trustees are free to use these funds in accordance with the charitable objects. The bad debt reserve fund is an unrestricted fund but has been designated by the board to cover any future bad debts suffered by the company.  
 Restricted funds are funds which have been given for particular purposes.

**2.Loss on Ordinary Activities before Funding**

The Loss on Ordinary Activities before Funding is stated after charging:

	<u>2011</u>	<u>2010</u>
	<u>£</u>	<u>£</u>
Depreciation	50,598	49,892
Gain on disposal	2,270	5,652
Release of capital grant	-	-
Staff costs (Note 5)	1,171,690	1,363,147
Auditors' remuneration		
:audit services	6,270	5,980
:other services	-	-

The company suffered a bad debt of £88,089 in the year.This was transferred to the Bad Debt Reserve Fund which had been established by the trustees to provide for any exceptional bad debts.

**3.Income**

Grant funding is received directly from the Unitary Authorities.

	<u>Unrestricted</u>	<u>2011</u>	<u>2010</u>
	<u>£</u>	<u>Total</u>	<u>Total</u>
	<u>£</u>	<u>£</u>	<u>£</u>
Angus Council	62,000	62,000	61,950
Dundee City Council	232,445	232,445	385,600
Shaw Trust	76,617	76,617	-
Fife Council	12,188	12,188	16,250
Perth & Kinross Council	23,300	23,300	23,300
	<u>406,550</u>	<u>406,550</u>	<u>487,100</u>

Fife Council and Dundee City Council,who act as the lead authority for Angus Council and Perth & Kinross Council claim a Capitation Grant from Workstep,a branch of Jobcentreplus.

	<u>Unrestricted</u>	<u>2011</u>	<u>2010</u>
		<u>Total</u>	<u>Total</u>
		<u>£</u>	<u>£</u>
Other income			
Turnover	2,174,656	2,174,656	2,342,278
Investment income			
Interest	6,835	6,835	8,118
Dividends	3,846	3,846	4,440
Donations	38	38	62
	<u>2,185,375</u>	<u>2,185,375</u>	<u>2,354,898</u>

**DOVETAIL ENTERPRISES (1993) LTD**  
**NOTES TO THE ACCOUNTS**

**4. Resources Expended**

	<u>Unrestricted Funds</u>		<u>Unrestricted Funds</u>	<u>Restricted Funds</u>		
	<u>Trading Reserve Fund</u>	<u>General Charity Fund</u>	<u>Pension Reserve Fund</u>	<u>Bad Debt Reserve Fund</u>	<u>Total 2011</u>	<u>Total 2010</u>
	£	£	£	£	£	£
<b>Trading Expenses</b>						
Cost of sales	1,860,382	-	-	-	1,860,382	2,017,935
Property & Services Maintenance	54,997	-	-	-	54,997	51,775
Service Supplies	145,476	-	-	-	145,476	127,627
Establishment & Services Wages	24,559	-	-	-	24,559	35,358
Glenrothes Shop Costs	-	-	-	-	-	24,447
Marketing Salaries & Expenses	200,108	-	-	-	200,108	155,766
Advertising	8,378	-	-	-	8,378	28,505
Product Development	-	-	-	-	-	-
Dundee Showroom Expenses	36,552	-	-	-	36,552	37,956
External Carriage Charges	12,147	-	-	-	12,147	5,612
Own Transport Costs	37,332	-	-	-	37,332	37,094
Depreciation less gain on sale	35,719	-	-	-	35,719	44,240
Administration Salaries	169,498	-	-	-	169,498	234,510
Other Pension Charges	40,810	-	-	-	40,810	16,836
Insurances	34,824	-	-	-	34,824	36,197
Travelling Expenses	883	-	-	-	883	1,019
Training	-	-	-	-	-	560
General Expenses	10,214	-	-	-	10,214	3,615
IT Equipment	24,594	-	-	-	24,594	23,106
Fees & Subscriptions	13,255	-	-	-	13,255	23,831
Discounts Allowed	72	-	-	-	72	84
Bad Debts & Recovery Charges	6,143	-	-	-	6,143	88,089
Stationery	1,662	-	-	-	1,662	2,222
Office Equipment	1,112	-	-	-	1,112	2,133
Secretaries Fees	6,015	-	-	-	6,015	7,085
Redundancy Payments	-	-	-	-	-	24,852
Pension Contributions	-	-	-196,316	-	-196,316	-206,533
	<u>2,724,732</u>	<u>-</u>	<u>-196,316</u>	<u>-</u>	<u>2,528,416</u>	<u>2,823,921</u>
<b>Charitable Expenditure</b>						
Long Service Awards	-	1,400	-	-	1,400	1,450
Portfolio Management Fees	-	657	-	-	657	565
Canteen Subsidy	-	21,300	-	-	21,300	20,700
Payments to Working and Retired Disabled employees from Charitable Income	-	-50	-	-	-50	-
Christmas Lunch	-	238	-	-	238	348
Retiral Presentations	-	210	-	-	210	110
Honorarium - Caretaker Guide Dog Kennels	-	-	-	-	-	-
Travel Subsistence	-	-	-	-	-	300
Talking Books for the Blind	-	474	-	-	474	474
Protective Equipment	-	796	-	-	796	458
Sundries	-	-	-	-	-	-
	<u>-</u>	<u>25,025</u>	<u>-</u>	<u>-</u>	<u>25,025</u>	<u>24,405</u>
<b>Governance Costs</b>						
Secretaries Fees	1,800	-	-	-	1,800	1,800
Audit Fee	6,270	-	-	-	6,270	5,980
Cashflow Funding Charges	6,000	-	-	-	6,000	6,000
	<u>14,070</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>14,070</u>	<u>13,780</u>
<b>Amortisation</b>						
Asset funding	-	-	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Current Service Cost</b>	<u>-</u>	<u>-</u>	<u>229,732</u>	<u>-</u>	<u>229,732</u>	<u>157,864</u>

**DOVETAIL ENTERPRISES (1993) LTD**  
**NOTES TO THE ACCOUNTS**

<b>5. Staff Costs</b>	<b>(including Directors' Remuneration)</b>	<b><u>2011</u></b>	<b><u>2010</u></b>
		<b>£</b>	<b>£</b>
Wages and salaries		921,330	1,090,562
Social security costs		58,426	67,511
Other pension costs		191,934	205,074
		<u>1,171,690</u>	<u>1,363,147</u>

The average number of persons, including executive directors, employed by the company during the year was:-

<b><u>No`</u></b>	<b><u>No`</u></b>
<u>55</u>	<u>61</u>

The average number of approved disabled workers during the year was:-

<u>35.96</u>	<u>41.87</u>
--------------	--------------

One employee received emoluments above £60,000 per annum.

<b>6. Directors' Remuneration</b>		<b><u>2011</u></b>	<b><u>2010</u></b>
		<b>£</b>	<b>£</b>
Emoluments	Mr GL Strachan	58,379	58,379
	Mr W McCartney	13,461	14,982
	<b>Total</b>	<u>71,840</u>	<u>73,361</u>
Pension Costs		13,859	20,328

The number of directors for whom retirement benefits are accruing under defined benefit pension schemes amounted to 2(2010 - 2).

**DOVETAIL ENTERPRISES (1993) LTD**  
**NOTES TO THE ACCOUNTS**

**7. Tangible Fixed Assets**

	<u>Land &amp; Buildings</u>	<u>Plant &amp; Machinery</u>	<u>Motor Vehicles</u>	<u>I.T. Equip</u>	<u>Office Equip</u>	<u>Total</u>
	<u>£</u>	<u>£</u>	<u>£</u>	<u>£</u>	<u>£</u>	<u>£</u>
<b>Cost</b>						
At 1st April, 2010	83,602	214,565	29,366	-	10,990	338,523
Additions	-	57,750	-	-	-	57,750
Disposals	-	-	(3,891)	-	-	(3,891)
At 31st March, 2010	83,602	272,315	25,475	-	10,990	392,382
<b>Depreciation</b>						
At 1st April, 2010	31,926	169,336	18,923	-	10,990	231,175
Charge For Year	12,919	33,837	3,842	-	-	50,598
Disposals	-	-	(2,270)	-	-	(2,270)
At 31st March, 2011	44,845	203,173	20,495	-	10,990	279,503
<b>Net Book Value</b>						
At 31st March, 2011	38,757	69,142	4,980	-	-	112,879
<b>Net Book Value</b>						
At 31st March, 2010	51,676	45,229	10,443	-	-	107,348

**Factory Premises**

In 1993 custom built premises were constructed in Dunsinane Avenue, Dundee, with funding from Employment Services, Tayside Regional Council and Dovetail Enterprises.

Dovetail Enterprises' contribution represents the original proceeds from the sale of the premises formerly used by Royal Dundee Blindcraft Products and Lord Roberts Workshops.

Final settlement took place on 29th March, 1999 when £744,848 was transferred on Dovetail Enterprises behalf to Dundee City Council being:

Original sale proceeds	£570,008
Accumulated interest	£174,840
	<u>£744,848</u>

Title of the property has been transferred to Dovetail Enterprises. Dovetail has granted standard securities to the Secretary of State for Education and Employment and Dundee City Council entitling each to a share of the sale proceeds in the event of the building being sold. The agreed split being ;

Secretary of State for Education and Employment	66.6%
Dundee City Council	33.4%
Dovetail Enterprises	-

**DOVETAIL ENTERPRISES (1993) LTD**  
**NOTES TO THE ACCOUNTS**

**8. Investments**

Investments are stated at market value:

	<u>2011</u> <u>Listed</u> <u>£</u>	<u>2010</u> <u>Listed</u> <u>£</u>
At 1st April 2010	112,224	80,340
Acquisitions at cost	38,898	14,484
Sales proceeds from disposals	-32,367	-11,464
Gain/(Loss) on investments from change in value	-395	28,864
At 31st March 2011	<u>118,360</u>	<u>112,224</u>

	<u>2011</u> <u>£</u>	<u>2010</u> <u>£</u>
Investments at market value comprised:		
United Kingdom Equities	71,305	68,055
USA Equities	-	-
UK Invested Investment Funds	4,181	10,387
UK Invested Unit Trusts	-	-
Overseas Invested Unit Trusts	27,760	18,645
Fixed Interest Bonds	15,114	15,137
	<u>118,360</u>	<u>112,224</u>
Historic cost as at 31st March 2011	<u>105,688</u>	<u>100,010</u>

**9. Stocks and Work In Progress**

The amounts attributable to the different categories are as follows:

	<u>2011</u> <u>£</u>	<u>2010</u> <u>£</u>
Raw Materials	101,920	87,560
Work In Progress	51,817	30,700
Finished Goods	17,498	41,322
Factored Goods	31,452	47,858
	<u>202,687</u>	<u>207,440</u>

**10. Debtors**

	<u>2011</u> <u>£</u>	<u>2010</u> <u>£</u>
Trade Debtors	364,280	278,293
Per Capita Grants	28,432	4,062
Other Debtors and Prepayments	157,648	34,501
	<u>550,360</u>	<u>316,856</u>

**11. Cash at Bank and In Hand**

	<u>2011</u> <u>£</u>	<u>2010</u> <u>£</u>
Current Account	-18,621	-26,654
Short Term Interest Account	371,785	644,188
W.N.McKinnon Memorial Fund - Deposit Account	1,440	1,440
	<u>354,604</u>	<u>618,974</u>

**12. Creditors - Amounts Falling Due Within One Year**

	<u>2011</u> <u>£</u>	<u>2010</u> <u>£</u>
Loans	130,196	130,196
Trade Creditors	191,307	132,759
Taxes and Social Security	11,608	64,796
Other Creditors and Accruals	42,941	56,812
	<u>376,052</u>	<u>384,563</u>

Loans

A loan of £100,000 was advanced in 2002 by Dundee City Council. The loan is interest free and is repayable on or before 31st March, 2012.

A loan of £25,000 was received from Dovetail Enterprises Charitable Trust in 2010. This loan is interest free and repayable on demand.

A loan of £15,000 was received from The Carbon Trust. This loan is interest free and is repayable in monthly instalments of £433.



**DOVETAIL ENTERPRISES (1993) LTD**  
**NOTES TO THE ACCOUNTS**

	<u>2011</u>	<u>2010</u>
	<u>£</u>	<u>£</u>
<b>13.Creditors - Amounts Falling Due</b>		
<b>Outwith One Year</b>		
Loans	1,732	6,928

**14.Bequests and Legacies**

Any bequests or legacies received for the year to 31st March,2011,were received by The Dovetail Enterprises Charitable Trust,a separate charitable trust, which is registered as a Scottish charity.

**15.Share Capital**

The Company does not have a share capital and is limited by guarantee.The liability of the members is limited to £1 each. At 31st March,2011 the Company had 8 members. The 8 members include Dundee City Council, Angus Council and Perth and Kinross Council who provide grant funding as shown in Note 3.

**DOVETAIL ENTERPRISES (1993) LTD**  
**NOTES TO THE ACCOUNTS**

**16. Pension Commitments - Defined Benefit Scheme**

The Company's employees are eligible to join the Dundee City Council Superannuation Fund, which provides benefits based on final pensionable pay. The assets of the scheme are held independently from those of the company. Contributions to the scheme are charged to the Profit and Loss Account so as to spread the cost of pensions over employee's working lives with the company. The contributions are determined by a qualified actuary on the basis of triennial valuations using the projected unit method. The pension charge for the year was £191,934 (2010; £205,074)

**Employee benefit obligations**

The amounts recognised in the balance sheet are as follows:

	<u>Defined benefit pension plans</u>	
	<u>2011</u>	<u>2010</u>
	<u>£'s</u>	<u>£'s</u>
Present Value of Funded Obligation	11,642,782	13,291,315
Fair Value of Scheme Assets (bid value)	8,801,391	8,455,407
<b>Net Liability</b>	<b>2,841,391</b>	<b>4,835,908</b>
Present Value of Unfunded Obligation	184,891	216,679
<b>Net Liability in Balance Sheet</b>	<b>3,026,282</b>	<b>5,052,587</b>

The amounts recognised in profit or loss are as follows:

	<u>Defined benefit pension plans</u>	
	<u>2011</u>	<u>2010</u>
	<u>£'s</u>	<u>£'s</u>
Current service cost	229,732	157,864
Interest on obligation	735,270	588,945
Expected return on Scheme assets	-611,805	-433,864
<b>Total</b>	<b>353,197</b>	<b>312,945</b>
<b>Actual return on Scheme assets</b>	<b>662,081</b>	<b>2,224,052</b>

Changes in the present value of the defined benefit obligation are as follows:

	<u>Defined benefit pension plans</u>	
	<u>2011</u>	<u>2010</u>
	<u>£'s</u>	<u>£'s</u>
Opening Defined Benefit Obligation	13,507,994	8,886,895
Service cost	229,732	157,864
Interest cost	735,270	588,945
Actuarial losses (gains)	-1,059,881	4,228,677
Estimated benefits paid net of transfers in	-545,985	-400,032
Contributions by Scheme participants	49,631	61,703
Unfunded pension payments	-16,058	-16,058
<b>Closing Defined Benefit Obligation</b>	<b>11,827,673</b>	<b>13,507,994</b>

Changes in the fair value of plan assets are as follows:

	<u>Defined benefit pension plans</u>	
	<u>2011</u>	<u>2010</u>
	<u>£'s</u>	<u>£'s</u>
Opening fair value of Scheme assets	8,455,407	6,379,209
Expected return on Scheme assets	611,805	433,864
Actuarial gains (losses)	50,275	1,790,188
Contributions by employer including unfunded pensions	196,316	206,533
Contributions by Scheme participants	49,631	61,703
Estimated benefits paid net of transfers in, including unfunded pensions	-582,043	-416,090
<b>Fair Value of Scheme assets at end of period</b>	<b>8,801,391</b>	<b>8,455,407</b>

**Reconciliation of opening and closing surplus**

	<u>2011</u>	<u>2010</u>
	<u>£'s</u>	<u>£'s</u>
Surplus (deficit) at beginning of year	-5,052,587	-2,507,686
Current service cost	-229,732	-157,864
Employer contributions	180,258	190,475
Unfunded pension benefit paid	16,058	16,058
Past service costs	1,114,719	-
Other finance income	-123,465	-155,081
Settlements or curtailments	-41,689	-
Actuarial gains(losses)	1,110,156	-2,438,489
<b>Surplus (deficit) at end of year</b>	<b>-3,026,282</b>	<b>-5,052,587</b>

**DOVETAIL ENTERPRISES (1993) LTD**  
**NOTES TO THE ACCOUNTS**

**17. Pension Commitments - Defined Benefit Scheme(continued)**

The major categories of plan assets as a percentage of total plan assets are as follows:

	2011	2010
Equities	72%	72%
Gilts	7%	7%
Other Bonds	10%	10%
Property	9%	8%
Cash	2%	3%

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

	2011		2010	
	% p.a.	Real	% p.a.	Real
Price Increases	3.5%	-	3.9%	-
Salary Increases	5.0%	1.5%	5.4%	1.5%
Pension Increases	2.7%	-0.8%	3.9%	-
Discount Rate	5.5%	1.9%	5.5%	1.5%

Asset Class	Expected Return at 31st March 2011		Expected Return at 31st March 2010	
	% p.a.		% p.a.	
Equities	8.2%		8.3%	
Gilts	4.4%		4.5%	
Bonds	5.5%		5.5%	
Property	5.4%		5.5%	
Cash	3.0%		3.0%	

Amounts for the current and previous four periods are as follows: Defined benefit pension plans

	2011	2010	2009	2008	2007
	£'s	£'s	£'s	£'s	£'s
Defined Benefit Obligation	-11,827,673	-13,507,994	-8,886,895	-9,400,359	-10,227,636
Scheme assets	8,801,391	8,455,407	6,379,209	8,141,877	8,574,390
Surplus/Deficit	-3,026,282	-5,052,587	-2,507,686	-1,258,482	-1,653,246
Experience adjustments on Scheme liabilities	5,430	-4,922	-354,001	-	-
Experience adjustments on Scheme assets	50,275	1,790,188	-2,174,209	-1,001,704	167,067

The contributions of the company and the employees are currently at the following rates:

	Company	Employee
Officers and Manual Workers (Post 01/04/98)	18.90%	6%
Manual Workers (Pre 01/04/98)	15.75%	5%

The method of calculation for employees and employers contributions changed for the year to 31st March, 2011 and increase to:

Employee tiered contribution rates:

Earnings up to and inc' £18,000	5.50%
Above £18,000 and up to £22,000	7.25%
Above £22,000 and up to £30,000	8.50%
Above £30,000 and up to £40,000	9.50%
Above £40,000	12.00%

Employer 18.50% of employee pensionable pay.

**18. Audit Report**

In common with many other businesses of our size and nature we use our auditors to assist with the preparation of the financial statements.

**19. Related Party Transactions**

Grant funding is received from the Unitary Authorities as disclosed in note 3. The authorities have the power to appoint a board director and are also members of the company. Dundee City Council have also provided loan funding as shown in Note 12.

W.A. Meiklejohn, a director of the company, is a member of Blackadders, LLP. This firm provides legal and company secretarial services to the company. In the year to 31st March, 2011 fees of £9,591 were charged to the company by the firm.

Dovetail Charitable Trust, a related charity with common trustees, agreed to provide a donation of £150,000 to the company in the year. This amount is included in other debtors. This Trust has also advanced a loan to the company as disclosed in Note 12.

## INDEPENDENT AUDITORS' REPORT

### TO THE MEMBERS OF DOVETAIL ENTERPRISES (1993) LIMITED

We have audited the financial statements of Dovetail Enterprises (1993) Limited on pages 2 to 18 for the year ended 31st March, 2011. These financial statements have been prepared under the historical cost convention (as modified by the revaluation of investments), the accounting policies set out therein and the requirements of the Financial Reporting Standard for Smaller Entities.

This report is made solely to the company's members, as a body, in accordance with Section 235 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, or this report, or for the opinions we have formed.

#### **Respective Responsibilities of Directors and Auditors**

As described in the statement of directors' responsibilities on page 4, the company's directors are responsible for the preparation of the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

We have been appointed auditors under section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and under the Companies Act 2006 and report to you in accordance with those Acts.

Our responsibility is to audit the financial statements in accordance with the relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland).

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005 and Regulation 8 of the Charities Accounts (Scotland) Regulations 2006; and we also report to you whether, in our opinion, the information given in the directors' report is consistent with the financial statements.

In addition we report to you, if in our opinion, the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and other transactions is not disclosed.

We read the Directors' Report and consider the implications for our report if we become aware of any apparent misstatements within it.

#### **Basis of Audit Opinion**

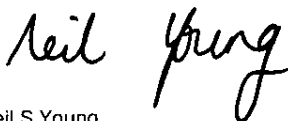
We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

We have undertaken the audit in accordance with the requirements of APB Ethical Standards including APB Ethical Standard - Provisions Available for Small Entities, in the circumstances set out in note 18 to the financial statements.

#### **Opinion**

In our opinion the financial statements give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice applicable to Smaller Entities, of the state of affairs of the Company at 31st March, 2011 and of its incoming resources and application of resources for the year then ended; the financial statements have been properly prepared in accordance with the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005 and Regulation 8 of the Charities Accounts (Scotland) Regulations 2006; and the information given in the directors' report is consistent with the financial statements.



Neil S Young  
Senior Statutory Auditor  
For and on behalf of  
Messrs Bird Simpson & Co  
Eligible to act as an auditor in terms of section 1212 of the Companies Act 2006  
Chartered Accountants  
Registered Auditor

21/12/11

144 Nethergate  
Dundee  
DD1 4EB

DOVETAIL ENTERPRISES (1993) LTD

GENERAL CHARITY FUND ACCOUNT  
FOR THE YEAR ENDED 31st MARCH,2011

	<u>2011</u>	<u>2010</u>
	<u>£</u>	<u>£</u>
<u>Income</u>		
Subscriptions and Donations	38	62
Bequests and Legacies	-	-
Interest and Dividends on Invested Funds	10,681	12,558
Gain/(Loss) On Investments from Change In Value	12,052	31,884
Gain/(Loss)on Sale of Investments	(395)	-3,019
	<u>22,376</u>	<u>41,485</u>
 <u>Expenditure</u>		
Long Service Awards	1,400	1,450
Portfolio Management Fees	657	565
Canteen Subsidy	21,300	20,700
Payments to Working and Retired Disabled Employees from Charitable Income	-50	-
Donation - Dovetail Sport's & Social Club	-	-
Christmas Lunch	238	348
Retiral Presentations	210	110
Honorarium - Caretaker Guide Dog Kennels	-	-
Travel Subsistence	-	300
Talking Books for the Blind	474	474
Protective Equipment	796	458
Sundries	-	-
Surplus/(Deficit)	-2,649	17,080
	<u>22,376</u>	<u>41,485</u>

BALANCE OF FUND

Balance of Funds at 31st March,2010	522,943	505,863
Surplus/(Deficit) to 31st March,2011	-2,649	17,080
Balance of Funds at 31st March,2011	<u>520,294</u>	<u>522,943</u>

**DOVETAIL ENTERPRISES (1993) LTD**

**TRADING ACCOUNT**  
**FOR THE YEAR ENDED 31st MARCH, 2011**

		<u>2011</u>	<u>2010</u>
	<u>Notes</u>	<u>£</u>	<u>£</u>
Turnover	1	2,174,656	2,342,278
Cost Of Sales		<u>1,860,382</u>	<u>2,017,935</u>
Gross Profit		314,274	324,343
Establishment & Services Costs		225,032	214,762
Marketing & Distribution Costs		294,517	289,381
Administration Costs		352,728	409,215
Bad Debts		6,143	88,089
Redundancy Payments		-	24,852
Early Retiral Costs		<u>-</u>	<u>-</u>
		<u>878,420</u>	<u>1,026,299</u>
Loss On Ordinary Activities Before Funding	2	564,146	701,956
Funding	3		
Department Of Employment		174,600	201,157
Local Councils		231,950	285,943
Donation From Charitable Trust		<u>150,000</u>	<u>-</u>
		556,550	487,100
Operating Profit/(Loss)		(7,596)	(214,856)
Transfer To Bad Debt Provision		-	(88,089)
Transfer To Trading Reserve Fund		<u>(7,596)</u>	<u>(126,767)</u>

The turnover and reported results are in respect of continuing operations. The results for the year have been calculated on the historical cost basis.

Charitable income and expenditure is allocated directly to the appropriate restricted fund. (See Statement of Financial Affairs and notes 3 and 4).

**DOVETAIL ENTERPRISES (1993) LTD**

**MARKET VALUE OF INVESTMENTS  
FOR THE YEAR ENDED 31st MARCH, 2011**

	<u>2011</u>	<u>2010</u>
	£	£
<b><u>United Kingdom Equities</u></b>		
900 BP Ordinary US\$ 0.25c Shares	4,086	9,974
175 Royal Dutch Shell 'B'Ord Euro 0.07	3,955	-
755 Wood Group(John)Ordinary 0.03333 Shares	4,813	2,744
116 Johnson Matthey Ordinary 1.00 Shares	2,158	2,025
360 BHP Billiton PLC US\$50c Shares	5,904	8,136
300 Antofagasta Ord GBP 0.05	4,083	-
175 Lonmin USD1	-	3,567
160 Morgan Sindall Ordinary 0.05 Shares	-	872
570 Rexam Ordinary GBX64.285714 Shares	2,071	1,670
230 Smiths Group Ord GBP 0.375	2,983	-
405 Charter International Ord GBP 0.02 Shares	3,272	3,040
280 Diageo Ordinary GBX28.935185 Shares	3,318	3,097
5445 Premier Foods Ordinary 0.01 Shares	1,521	1,728
155 Unilever PLC Ord GBP 0.25 Shares	2,945	2,999
225 Glaxo Smithkline Ordinary 0.25 Shares	2,676	2,847
800 Tesco Ordinary 0.05 Shares	3,048	3,484
745 First Group Ord GBP 0.05 Shares	2,431	2,675
1215 Cable & Wireless Ordinary USD0.05 Shares	554	1,790
1215 Cable & Wireless Ordinary GBP0.05 Shares	637	-
405 Inmarsat Ordinary Euro 0.0005 Shares	-	3,062
3270 Vodafone Group PLC Ordinary US\$0.11428571 Shares	5,772	4,970
460 Scottish & Southern Energy Ordinary 0.50 Shares	5,801	2,202
500 National Grid Ordinary 0.11395 Shares	2,970	3,208
4612 Royal Bank of Scotland Ordinary 0.25 Shares	1,881	2,029
492 Hammerson Ordinary 0.25 Shares	2,199	1,936
880 Cattles Ordinary 0.25 Shares	0	0
645 Invensys Ord GBP0.10	2,227	-
	<u>71,305</u>	<u>68,055</u>
<b><u>UK Invested Investment Funds</u></b>		
3540 HICL Infrastructure Ord GBP 0.0001	4,181	-
2400 City Of London Ordinary 0.25 Shares	-	6,264
1150 Merchants Trust Ordinary 0.25 Shares	-	4,123
	<u>4,181</u>	<u>10,387</u>
<b><u>Overseas Invested Unit Trusts/Investment Funds</u></b>		
1400 Law Debenture Corporation Ordinary 0.05 Shares	4,830	8,186
2183 Martin Currie Asia Pacific A Nav Units		2,062
725 Templeton Emerging Markets Ordinary 0.25 Shares	4,785	4,183
2949 Ignis AM Argonaut European Inc A Inc Units	3,008	-
11676 JP Morgan AM UK Ltd US Equity Income Inc	7,874	-
1911 BNY Mellon FD MNGR Newton Asian Inc GBP Inc	3,141	-
1164 First State Inv Asia Pacific Leaders A ACC	4,122	-
958 Gartmore Fund Managers US Growth Ret A Nav	-	4,214
	<u>27,760</u>	<u>18,645</u>
<b><u>Fixed Interest Government Bonds</u></b>		
9079 F & C Fund Management Ltd Extra Income Bond CLS 1 Nav	3,968	3,905
11158 Invesco Managers Per Corporate Bond Inc Nav	4,627	9,148
6185 M & G Securities Ltd Corporate Bond A Inc Nav	2,097	2,084
40.362 Legg Mason Gbl FD Estern GBL Multi Str A GBP	4,422	-
	<u>15,114</u>	<u>15,137</u>
<b>Total</b>	<u><u>118,360</u></u>	<u><u>112,224</u></u>

**Dovetail Enterprises (1993) Ltd**  
**Workshop Own Manufacturing Departmental Account**

	<u>Bedding</u>		<u>Furniture</u>		<u>Upholstery</u>		<u>Doors</u>		<u>2011</u>	<u>2010</u>
	£	£	£	£	£	£	£	£	Total	Total
<u>Sales</u>										
Income From Sales	396,793	629,549	-	-	-	745,522	-	1,771,864	1,908,229	
Less Opening Stock	19,803	36,870	-	-	-	12,466	-	68,939	67,912	
	377,190	592,679	-	-	-	733,056	-	1,702,925	1,840,317	
Add Closing Stock	15,738	5,378	-	-	-	46,689	-	67,805	72,022	
	392,928	598,057	-	-	-	779,745	-	1,770,730	1,912,339	

Prime Costs

<u>Labour</u>										
Approved Workers	76,704	135,716	-	-	-	108,703	-	321,123	397,393	
Other Workers	13,739	67,303	-	-	-	58,870	-	139,912	134,002	
Bonus Payments	10,911	15,317	-	-	-	14,282	-	40,510	48,652	
Total Direct Labour	101,354	218,336	-	-	-	181,855	-	501,545	580,047	
Materials Used	184,730	205,090	-	-	-	417,043	-	806,863	830,114	
	286,084	423,426	-	-	-	598,898	-	1,308,408	1,410,161	

Other Departmental Costs

Supervision	10,716	28,071	-	-	-	17,543	-	56,330	60,583	
Holiday Pay	18,551	36,953	-	-	-	27,779	-	83,283	96,534	
Sickness Pay	3,962	3,125	-	-	-	17,593	-	24,680	46,257	
Repairs/Maint Of Plant/Technical	18,002	57,887	-	-	-	35,086	-	110,975	136,675	
	51,231	126,036	-	-	-	98,001	-	275,268	340,049	
<u>Total Costs</u>	337,315	549,462	-	-	-	696,899	-	1,583,676	1,750,210	

Profit/(Loss)

General Overheads	55,613	48,595	-	-	-	82,846	-	187,054	162,130	
	161,906	348,778	-	-	-	290,502	-	801,186	909,961	
	(106,293)	(300,183)	-	-	-	(207,656)	-	(614,132)	(747,831)	

Average No Of Approved Workers

	9.75	15.02	-	-	-	10.70	-	35.47	41.34	
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Average Cost Per Approved Worker

	10,902	19,986	-	-	-	19,407	-	17,314	18,090	
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DOVETAIL ENTERPRISES (1993) LTD

FACTORING TRADING ACCOUNT  
FOR THE YEAR ENDED 31st MARCH, 2011

	<u>Sundries</u>	<u>Bedding</u>	<u>Furniture</u>	<u>Upholstery</u>	<u>2011</u>	<u>2010</u>
	£	£	£	£	Total	Total
<u>Sales</u>	43,639	62,654	74,850	181,649	362,792	417,693
<u>Cost of Sales</u>						
Opening Stock	2,849	27,608	11,861	9,428	51,746	101,560
Purchases	19,117	34,671	44,635	131,728	230,151	208,151
Closing Stock	21,966	62,279	56,496	141,156	281,897	309,711
	3,955	13,285	7,767	9,360	34,367	47,858
	18,011	48,994	48,729	131,796	247,530	261,852
	495	710	856	25,983	28,044	9,984
Factored Labour						
Gross Profit	25,133	12,950	25,265	23,870	87,218	145,857
Allocation of Overheads	5,187	13,930	13,897	44,220	77,234	91,485
Net Profit	19,946	-980	11,368	-20,350	9,984	54,372

**DOVETAIL ENTERPRISES (1993) LTD**

**GENERAL OVERHEADS**  
**FOR THE YEAR ENDED 31st MARCH, 2011**

	<u>Workshop</u>	<u>Factoring</u>	<u>2011</u>	<u>2010</u>
	<u>Manufacturing</u>	<u>Account</u>	<u>Total</u>	<u>Total</u>
	<u>£</u>	<u>£</u>	<u>£</u>	<u>£</u>
<b><u>Establishment &amp; Services</u></b>				
Property & Services Maintenance			54,997	51,775
Service Supplies			145,476	127,627
Establishment & Services Wages			24,559	35,358
	213,780	11,252	225,032	214,761
<b><u>Marketing &amp; Distribution</u></b>				
Glenrothes Shop Costs			-	24,447
Marketing Salaries & Expenses			200,108	155,766
Advertising			8,378	28,505
Product Development			-	-
Dundee Showroom Expenses			36,552	37,956
External Carriage Charges			12,147	5,612
Own Transport Costs			37,332	37,094
	268,010	26,507	294,517	289,381
<b><u>Administration</u></b>				
Depreciation less gain on sale			35,719	44,240
Administration Salaries			169,498	234,510
Other Pension Charges			15,934	16,836
Additional Pension Costs			24,876	-
Insurances			34,824	36,196
Travelling Expenses			883	1,019
Training			-	560
General Expenses			10,214	3,615
IT Equipment			24,594	23,106
Fees & Subscriptions			13,255	23,831
Discounts Allowed			72	84
Bad Debts & Recovery Charges			6,143	88,089
Stationery			1,662	2,221
Office Equipment			1,112	2,133
Secretaries Fees			7,815	8,885
Audit Fee			6,270	5,980
Cashflow Funding Charges			6,000	6,000
	319,396	39,475	358,871	497,304
 Total Expenditure	 801,186	 77,234	 878,420	 1,001,446

DOVETAIL ENTERPRISES (1993) LTD

DUNDEE FACTORY SHOWROOM TRADING STATEMENT  
FOR THE YEAR ENDED 31st MARCH, 2011

		<u>2011</u>	<u>2010</u>
		<u>Total</u>	<u>Total</u>
	<u>£</u>	<u>£</u>	<u>£</u>
<u>Sales</u>			
Own Manufactured Goods	110,106		132,267
Factored Goods	<u>67,946</u>		<u>85,235</u>
Total Sales		178,052	<u>217,502</u>
<u>Goods Purchased</u>			
Own Manufactured Goods	69,929		84,003
Factored Goods	<u>44,314</u>		<u>55,590</u>
Total Purchases		114,243	<u>139,593</u>
Staff Salaries and Wages	36,552		37,956
Service Supplies	6,250		5,595
Telephone and Postage	550		500
Rent and Rates	-		-
Repairs and Renewals	400		350
Sundries	150		200
General Overheads(Estimated Proportion)	<u>35,000</u>		<u>36,795</u>
		78,902	81,396
Profit/(Loss)		<u>(15,093)</u>	<u>(3,487)</u>

DOVETAIL ENTERPRISES (1993) LTD

APPROVED WORKERS SUMMARY

	<u>Blind</u>	<u>Partially Sighted</u>	<u>Disabled Sighted</u>	<u>Total</u>
<u>Number of Approved Workers</u> <u>As At 31st March, 2011</u>	<u>9</u>	<u>4</u>	<u>23</u>	<u>36</u>

TOTAL NUMBER OF EMPLOYEE WEEKS DURING YEAR

AND

AVERAGE NUMBER OF APPROVED WORKERS DURING YEAR

<u>Department</u>	<u>Number Of Weeks</u>	<u>Average Number</u>
Bedding	506.9	9.75
Furniture	781.3	15.02
Upholstery	6.1	0.12
Doors	556.4	10.70
Factored	19.1	0.37
Total	<u>1,869.8</u>	<u>35.96</u>
Own Manufacturing Account		35.59
Factoring Account		<u>0.37</u>
		<u>35.96</u>