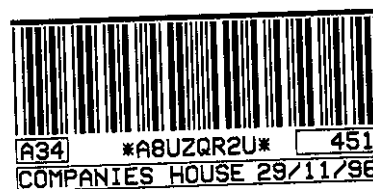


**D.A. GREEN & SONS LIMITED**

**REPORTS AND ACCOUNTS**

**30th April 1996**

**Registered number 00537720**



**D.A. GREEN & SONS LIMITED**

**DIRECTORS**

J.H. Green

D.W. Green

**COMPANY SECRETARY**

D.W. Green

**BANKERS**

Lloyds Bank plc  
Hall Place  
Spalding  
Lincs

**REGISTERED OFFICE**

Hackford House  
High Road  
Whaplode  
Spalding  
Lincs

**AUDITORS**

Kidsons Impey  
Welland House  
High Street  
Spalding  
Lincs

**D.A. GREEN & SONS LIMITED**

**ACCOUNTS**

**for the year ended 30th April 1996**

**INDEX**

<b>Page</b>	
1	Directors' report
2	Statement of directors' responsibilities
3	Auditors' report
4	Profit and loss account
5	Balance sheet
6	Cash flow statement
7	Notes to cash flow statement
8 to 13	Notes on accounts

**The following pages do not form part of the statutory accounts**

14	Trading account
15	Profit and loss account

**D.A. GREEN & SONS LIMITED**

**DIRECTORS' REPORT**

**30th April 1996**

The directors present their report and the audited accounts for the year ended 30th April 1996.

**Principal activities**

The principal activities are structural engineering and cladding.

**Business review**

The results for the year continued to be affected by the recession and margins remained under heavy pressure. The company's action in reducing costs has successfully counteracted these problems and the directors are still of the opinion that the company is in a strong position to take advantage of the gradual improvement in the economy which appears to be taking place.

**Profit, dividends and appropriations**

The results for the year are shown in the profit and loss account on page 4.

The directors do not recommend the payment of a dividend for the year.

**Future developments**

The directors are continuing to invest in the modernisation plan and consider that this investment will have a beneficial effect on future profitability.

**Fixed assets**

Movements in fixed assets are shown in note 7 on page 11.

The land and buildings were professionally revalued in October 1994 and the revaluation surplus of £1,576,527 has been included in these accounts.

**Directors**

The directors of the company during the year and their interests in the shares of the company as recorded in the register of directors' interests were as follows:

	Ordinary shares of £1 each			
	30th April 1996		30th April 1995	
	Beneficial	Non-beneficial	Beneficial	Non-beneficial
D.W. Green	6,250		6,250	
D.W. Green as trustee		6,249		6,249
J.H. Green	2,250		2,250	
J.H. Green as trustee		13,749		13,749

In accordance with the articles of association, J.H. Green retires by rotation and, being eligible, offers himself for re-election.

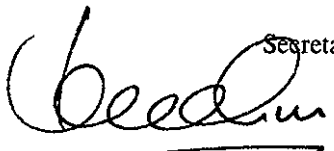
B. Seymour and K. Ellerbroek were appointed directors on 1st May 1996 and retire in accordance with the articles of association, offer themselves for re-election.

**Auditors**

Kidsons Impey have agreed to offer themselves for re-appointment as auditors of the company.

On behalf of the board

Hackford House  
High Road  
Whaplode  
Spalding Lincs  
14th October 1996

  
Secretary

**D.A. GREEN & SONS LIMITED**

**STATEMENT OF DIRECTORS' RESPONSIBILITIES**

We are required under company law to prepare accounts for each financial year which 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 accounts we are required to:

select suitable accounting policies and apply them consistently

make reasonable and prudent judgements and estimates

prepare the accounts on a going concern basis unless in our view the company will be unable to continue in business.

We are also responsible for:

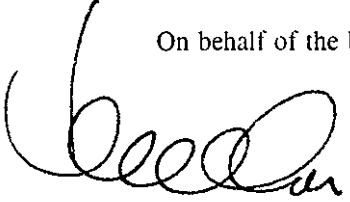
keeping proper accounting records

safeguarding the company's assets

taking reasonable steps for the prevention and detection of fraud.

14th October 1996

On behalf of the board

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**D.A. GREEN & SONS LIMITED**

**AUDITORS' REPORT**

**Auditors' report to the members of**

**D.A. Green & Sons Limited**

We have audited the accounts on pages 4 to 13 which have been prepared under the accounting policies set out on page 8.

**Respective responsibilities of directors and auditors**

As described on page 2 the company's directors are responsible for the preparation of accounts. It is our responsibility to form an independent opinion, based on our audit, on those accounts and to report our opinion to you.

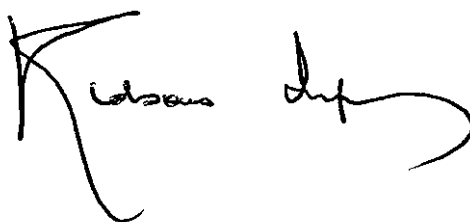
**Basis of opinion**

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the accounts. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the accounts, 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 accounts 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 accounts.

**Opinion**

In our opinion the accounts give a true and fair view of the state of the company's affairs at 30th April 1996 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

A handwritten signature in black ink, appearing to read 'Spalding', with a large, stylized initial 'K' on the left.

Spalding

14th October 1996

Kidsons Impey  
Registered Auditors  
Chartered Accountants

**D.A. GREEN & SONS LIMITED**  
**PROFIT AND LOSS ACCOUNT**  
for the year ended 30th April 1996

	Note	1996 £	1995 £
<b>Turnover</b>		13,601,010	10,820,861
Change in work in progress		<u>(361,084)</u>	<u>273,670</u>
		13,239,926	11,094,531
Raw materials and consumables		(7,605,676)	(6,063,490)
Other external charges		(2,603,713)	(2,275,900)
Staff costs	3	(2,092,977)	(1,932,712)
Depreciation	2	(150,180)	(143,415)
Other operating charges		<u>(670,558)</u>	<u>(681,340)</u>
<b>Operating profit/(loss)</b>	2	116,822	(2,326)
Investment income	4	29,791	46,707
Interest payable	5	<u>(3,460)</u>	<u>(2,127)</u>
<b>Profit on ordinary activities before taxation</b>		143,153	42,254
Taxation (charge)/credit	6	<u>(37,083)</u>	<u>4,463</u>
<b>Retained profit for the year</b>	16	<u>106,070</u>	<u>46,717</u>

**STATEMENT OF RECOGNISED GAINS AND LOSSES**

Profit for the financial year	106,070	46,717
Unrealised surplus on revaluation of properties	<u>1,576,527</u>	<u>-</u>
	<u>1,682,597</u>	<u>46,717</u>

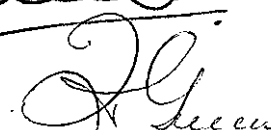
# D.A. GREEN & SONS LIMITED

## BALANCE SHEET

at 30th April 1996

	Note	1996	1995
		£	£
<b>Fixed assets</b>			
Tangible assets	7	2,505,758	953,682
<b>Current assets</b>			
Stocks	8	815,835	1,207,914
Debtors	9	2,424,579	2,260,812
Investments	10	222,504	217,832
Cash at bank and in hand		<u>1,302,006</u>	<u>608,001</u>
		4,764,924	4,294,559
<b>Creditors: amounts falling due within one year</b>	11	<u>(2,445,294)</u>	<u>(2,097,450)</u>
<b>Net current assets</b>		<u>2,319,630</u>	<u>2,197,109</u>
<b>Total assets less current liabilities</b>		4,825,388	3,150,791
<b>Provision for liabilities and charges</b>	12	<u>(54,000)</u>	<u>(62,000)</u>
		<u>4,771,388</u>	<u>3,088,791</u>
<b>Capital and reserves (equity)</b>			
Called up share capital	14	28,500	28,500
Revaluation reserve		1,576,527	-
Profit and loss account	16	<u>3,166,361</u>	<u>3,060,291</u>
<b>Total shareholders' funds</b>		<u>4,771,388</u>	<u>3,088,791</u>

The accounts on pages 4 to 13 were approved by the board of directors on 14th October 1996.

  
  
 )  
 )  
 ) Directors  
 )  
 )

**D.A. GREEN & SONS LIMITED**

**CASH FLOW STATEMENT**

for the year ended 30th April 1996

	Note	1996	1995
		£	£
<b>Net cash inflow from operating activities</b>	A	913,196	685,892
<b>Returns on investment and servicing of finance</b>			
Interest received		21,172	40,562
Interest paid		<u>(3,460)</u>	<u>(2,127)</u>
Net cash inflow from returns on investment and servicing of finance		17,712	38,435
<b>Taxation</b>			
Corporation tax paid		(7,474)	(4,334)
<b>Investing activities</b>			
Payments to acquire			
Tangible fixed assets		(133,852)	(56,100)
Receipt from sale of:			
Plant and machinery		<u>8,122</u>	<u>13,100</u>
Net cash outflow from investing activities		<u>(125,730)</u>	<u>(43,000)</u>
Net cash inflow before financing		797,704	676,993
<b>Financing</b>			
Net cash from financing		—	—
Increase in cash and cash equivalents	C	<u>797,704</u>	<u>676,993</u>

**D.A. GREEN & SONS LIMITED**  
**NOTES TO CASH FLOW STATEMENT**

30th April 1996

	1996 £	1995 £
<b>A Reconciliation of operating profit/(loss) to net cash inflow from operating activities</b>		
Operating profit/(loss)	116,822	(2,326)
Rent received	2,811	2,074
Depreciation charges	151,090	143,681
Profit on sale of fixed assets	(910)	(266)
Decrease/(increase) in stocks	392,079	(263,953)
(Increase)/decrease in debtors	(163,800)	417,207
Increase in creditors	<u>415,104</u>	<u>389,475</u>
Net cash inflow from operating activities	<u>913,196</u>	<u>685,892</u>
<b>B Analysis of changes in cash and cash equivalents during the year</b>		
Balance at 30th April 1995	393,024	(283,969)
Net cash inflow	<u>797,704</u>	<u>676,993</u>
Balance at 30th April 1996	<u>1,190,728</u>	<u>393,024</u>

**C Analysis of balances of cash and cash equivalents as shown in the balance sheet**

	1996 £	1995 £	Change in year £
Cash at bank and in hand	1,302,006	608,001	694,005
Bank overdraft	<u>(111,278)</u>	<u>(214,977)</u>	<u>103,699</u>
	<u>1,190,728</u>	<u>393,024</u>	<u>797,704</u>

# **D.A. GREEN & SONS LIMITED**

## **NOTES ON ACCOUNTS**

**30th April 1996**

### **1 Principal accounting policies**

#### **Basis of accounting**

The accounts have been prepared in accordance with applicable accounting standards and under the historical cost accounting rules except for freehold property which is stated at valuation.

#### **Turnover**

Turnover represents amounts received and receivable for goods and services supplied to customers during the year, excluding value added tax.

#### **Depreciation**

Depreciation of fixed assets is charged by reference to cost or net book amounts at rates estimated to write off the cost or net book amounts over their expected useful lives, taking into account normal commercial and technical obsolescence.

The annual rates used are

Freehold land	Nil
Freehold buildings	3 1/3 % and 6 2/3 % on cost
Leasehold land and buildings	3 1/3 % and 6 2/3 % on cost
Plant and machinery	12 1/2 % and 25 % on net book amount
Motor vehicles	25 % on net book amount
Office equipment	10 % on net book amount
Computer equipment and software	25 % on net book amount and 25 % on cost

#### **Leases**

Rentals paid under operating leases are charged to income as incurred.

#### **Stocks**

Stock including work in progress has been valued by the company on a basis consistent with that of previous years at the lower of cost and net realisable value less provision for future costs and potential losses on contracts.

#### **Long term contracts**

The turnover and profit on long term contracts is included in the accounts on the basis of surveyors certificates for the value of work done to date.

#### **Deferred taxation**

Deferred taxation is provided on the liability method in respect of the taxation effect of all timing differences to the extent that tax liabilities are likely to crystallise in the foreseeable future.

#### **Pension costs**

Contributions are charged to the profit and loss account as they become payable in accordance with the rules of the schemes.

**D.A. GREEN & SONS LIMITED**

**NOTES ON ACCOUNTS**

**30th April 1996**

(continued)

	1996 £	1995 £
<b>2 Operating profit/(loss)</b>		
Operating profit/(loss) is stated after charging		
Operating leases		
- Hire of plant and machinery	<u>532,088</u>	<u>412,535</u>
Auditors' remuneration	<u>9,650</u>	<u>9,000</u>
Depreciation of tangible fixed assets		
- Depreciation	151,090	143,681
- Profit on sale of fixed assets	<u>(910)</u>	<u>(266)</u>
	<u>150,180</u>	<u>143,415</u>
<b>3 Directors and employees</b>		
<b>Staff costs including directors' emoluments</b>		
Wages and salaries	1,936,348	1,780,576
Social security costs	150,629	146,136
Other pension costs	<u>6,000</u>	<u>6,000</u>
	<u>2,092,977</u>	<u>1,932,712</u>
	<b>Number</b>	<b>Number</b>
Average number employed including executive directors		
Production	62	60
Administration	<u>88</u>	<u>86</u>
	<u>150</u>	<u>146</u>
<b>Directors and higher paid employees</b>	£	£
Directors emoluments		
As executives - salary	120,000	120,000
- benefits	<u>13,442</u>	<u>16,673</u>
	<u>133,442</u>	<u>136,673</u>
Emoluments excluding pension scheme contributions		
Chairman	66,625	69,967
Highest paid director	66,817	69,967
	<b>Number</b>	<b>Number</b>
Other directors		
£65,000 - £70,000	-	1

# D.A. GREEN & SONS LIMITED

## NOTES ON ACCOUNTS

30th April 1996

(continued)

### 3 Directors and employees (continued) Pension costs

#### Defined contribution schemes

The company operates defined contribution schemes. The assets of the schemes are held separately from those of the company in independently administered funds. The pension cost charge represents contributions payable by the company to the funds and amounted to £6,000 (1995 £6,000). No contributions were payable to the fund at the year end.

	1996 £	1995 £
<b>4 Investment income</b>		
Income from listed investments	5,841	3,627
Bank interest	17,337	25,905
Other interest	3,802	15,101
Rent received	<u>2,811</u>	<u>2,074</u>
	<u>29,791</u>	<u>46,707</u>
<b>5 Interest payable</b>		
Bank interest	<u>3,460</u>	<u>2,127</u>
<b>6 Taxation charge/(credit)</b>		
Corporation tax on profit on ordinary activities at 25% (1995 25%)	43,233	5,806
Deferred taxation		
- current year	(6,000)	7,000
- change in tax rate	(2,000)	(18,000)
Income tax deducted at source	<u>1,850</u>	<u>731</u>
	<u>37,083</u>	<u>(4,463)</u>

# D.A. GREEN & SONS LIMITED

## NOTES ON ACCOUNTS

30th April 1996

(continued)

### 7 Tangible fixed assets

	Freehold land and buildings £	Leasehold land and buildings - short lease £	Plant equipment and transport £	Total £
<b>Cost or valuation</b>				
30th April 1995	398,740	219,384	2,078,303	2,696,427
Additions	-	-	133,852	133,852
Disposals	-	-	(59,737)	(59,737)
Revaluation	<u>884,760</u>	<u>400,616</u>	<u>-</u>	<u>1,285,376</u>
30th April 1996	<u>1,283,500</u>	<u>620,000</u>	<u>2,152,418</u>	<u>4,055,918</u>
<b>Depreciation</b>				
30th April 1995	113,716	162,026	1,467,003	1,742,745
Charge for year	8,018	7,391	135,681	151,090
Disposals	-	-	(52,524)	(52,524)
Revaluation	<u>(121,734)</u>	<u>(169,417)</u>	<u>-</u>	<u>(291,151)</u>
30th April 1996	<u>-</u>	<u>-</u>	<u>1,550,160</u>	<u>1,550,160</u>
<b>Net book amount</b>				
30th April 1996	<u>1,283,500</u>	<u>620,000</u>	<u>602,258</u>	<u>2,505,758</u>

Included in land and buildings is land which cost £86,437 which is not depreciated and buildings with a cost of £157,957 which are fully depreciated.

	1996 £	1995 £
<b>Land and buildings at valuation</b>		
Freehold	1,283,500	285,024
Leasehold	<u>620,000</u>	<u>57,358</u>
Net book amount	<u>1,903,500</u>	<u>342,382</u>

The land and buildings were valued by Brown & Co, Chartered Surveyors, in October 1994 at an Open Market Value for the existing use at the sum of £1,903,500. The Directors are of the opinion that the current market value is not materially different and have revalued land and buildings at 30th April 1996 in line with the October 1994 valuation.

	1996 £	1995 £
<b>Historical cost information</b>		
Historical cost of revalued land and buildings	618,124	618,124
Depreciation based on historical cost	<u>(291,151)</u>	<u>(275,742)</u>
Net historical cost	<u>326,973</u>	<u>342,382</u>
<b>Future capital commitments</b>		
Contracted for	20,200	25,000
Authorised but not contracted for	<u>709,290</u>	<u>547,300</u>
	<u>729,490</u>	<u>572,300</u>

# D.A. GREEN & SONS LIMITED

## NOTES ON ACCOUNTS

30th April 1996

(continued)

		1996 £	1995 £
<b>8</b>	<b>Stocks</b>		
	Work in progress	650,435	1,011,519
	Raw materials and consumables	<u>165,400</u>	<u>196,395</u>
		<u>815,835</u>	<u>1,207,914</u>
<b>9</b>	<b>Debtors</b>		
	<b>Amounts falling due within one year</b>		
	Amounts receivable on contracts	2,154,452	2,023,899
	Trade debtors	91,707	44,133
	Other debtors	11,397	10,365
	Prepayments and accrued income	<u>167,023</u>	<u>182,415</u>
		<u>2,424,579</u>	<u>2,260,812</u>
<b>10</b>	<b>Current asset investments</b>		
	<b>Investments other than loans</b>		
	<b>Cost</b>		
	30th April 1995	217,832	214,930
	Additions	<u>4,672</u>	<u>2,902</u>
	30th April 1996	<u>222,504</u>	<u>217,832</u>
	<b>Listed investments included above</b>		
	Cost	<u>222,504</u>	<u>217,832</u>
	Market value	<u>384,803</u>	<u>313,821</u>
<b>11</b>	<b>Creditors: amounts falling due within one year</b>		
	Bank overdraft	111,278	214,977
	Trade creditors	1,751,705	1,555,756
	Corporation tax	42,333	5,892
	Other taxes and social security	388,519	145,868
	Accruals and deferred income	43,712	69,153
	Directors' current accounts	<u>107,747</u>	<u>105,804</u>
		<u>2,445,294</u>	<u>2,097,450</u>

# D.A. GREEN & SONS LIMITED

## NOTES ON ACCOUNTS

30th April 1996

(continued)

### 12 Provision for liabilities and charges

	1996		1995	
	Potential liability £	Provision made £	Potential liability £	Provision made £
<b>Deferred taxation</b>				
<b>Corporation tax deferred by:</b>				
Capital allowances	<u>54,000</u>	<u>54,000</u>	<u>62,000</u>	<u>62,000</u>

The potential liabilities and provisions are based on a corporation tax rate of 24% (1995 25%).

It is not anticipated that any significant taxation will become payable on the revaluation surplus as taxation on gains on properties used for the purpose of the company's trade is expected to be deferred indefinitely.

### 13 Reconciliation of shareholders' funds

	1996 £	1995 £
Profit for the financial year	106,070	46,717
Other recognised gains	<u>1,576,527</u>	<u>-</u>
Net addition to shareholders' funds	1,682,597	46,717
Opening shareholders' funds	<u>3,088,791</u>	<u>3,042,074</u>
Closing shareholders' funds	<u>4,771,388</u>	<u>3,088,791</u>

### 14 Called up share capital

#### Ordinary shares of £1 each

Authorised	<u>35,000</u>	<u>35,000</u>
Allotted, called up and fully paid	<u>28,500</u>	<u>28,500</u>

### 15 Revaluation reserve

Surplus on April 1996 revaluation	<u>1,576,527</u>	<u>-</u>
30th April 1996	<u>1,576,527</u>	<u>-</u>

### 16 Profit and loss account

30th April 1995	3,060,291	3,013,574
Retained profit for the year	<u>106,070</u>	<u>46,717</u>
30th April 1996	<u>3,166,361</u>	<u>3,060,291</u>

### 17 Guarantees and other financial commitments

The company has given guarantees during its ordinary course of business amounting to £44,480.