

# **ABBREVIATED ACCOUNTS**

# FOR THE YEAR ENDED 30 SEPTEMBER 2003

<u>FOR</u>

**TOTAL CELLAR SYSTEMS LIMITED** 





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# COMPANY INFORMATION for the Year Ended 30 September 2003



**DIRECTORS:** 

1

P D Ellis

J Milligan P Tither R E Brown

**SECRETARY:** 

J A K Stapleton

**REGISTERED OFFICE:** 

120-124 Towngate

Leyland Lancashire PR25 2LQ

**REGISTERED NUMBER:** 

2505542 (England and Wales)

**AUDITORS:** 

Haines Watts

Registered Auditors Chartered Accountants

120 Towngate Leyland Lancashire PR25 2LQ

**SOLICITORS:** 

Ricksons Solicitors

6 Winckley Square

Preston Lancashire PR1 3JJ

# REPORT OF THE DIRECTORS for the Year Ended 30 September 2003



The directors present their report with the accounts of the company for the year ended 30 September 2003.

#### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of installation and servicing of cellar equipment.

#### **REVIEW OF BUSINESS**

The results for the year and financial position of the company are as shown in the annexed accounts.

#### **DIVIDENDS**

No dividends will be distributed for the year ended 30 September 2003.

#### **DIRECTORS**

The directors during the year under review were:

 P B Ellis
 - resigned 21.6.03

 P D Ellis
 - appointed 12.11.02

 J Milligan
 - appointed 12.11.02

 P Tither
 - appointed 12.11.02

 R E Brown
 - appointed 12.11.02

The directors holding office at 30 September 2003 did not hold any beneficial interest in the issued share capital of the company at date of appointment or 30 September 2003.

#### **DONATIONS**

Included within Administrative expenses are charitable donations amounting to £7,041 (2002:£3,940).

#### EMPLOYEE INFORMATION AND EMPLOYMENT OF DISABLED PERSONS

Employees are regularly informed of matters concerning the performance and future developments of the company. The board takes account of employees' interests when making decisions and suggestions from employees aimed at improving the company's performance are welcomed.

Applications for employment from disabled persons are considered on their merits and regard is paid only to the ability of an applicant to carry our satisfactorily the functions required. The same policy is adopted when considering career development and promotion, whilst in the field of training, a distinction would be made only in order to meet the particular requirements of the disabled person. If an employee becomes disabled whilst in employment, all due consideration would be given to continue employment whether in the same or in an alternative capacity and training would be given where necessary.

#### STATEMENT OF 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 of the profit or loss of the company 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;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the Companies Act 1985. 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.

# REPORT OF THE DIRECTORS for the Year Ended 30 September 2003



# **AUDITORS**

The auditors, Haines Watts, will be proposed for re-appointment in accordance with Section 385 of the Companies Act 1985.

ON BEHALF OF THE BOARD:

J AK Stapleton - Secretary

Date: /a//2/04

# REPORT OF THE INDEPENDENT AUDITORS TO TOTAL CELLAR SYSTEMS LIMITED UNDER SECTION 247B OF THE COMPANIES ACT 1985

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We have examined the abbreviated accounts on pages five to eighteen, together with the full finance statements of the company for the year ended 30 September 2003 prepared under Section 226 of the Companies Act 1985.

This report is made solely to the company, in accordance with Section 247B of the Companies Act 1985. Our work has been undertaken so that we might state to the company those matters we are required to state to it in a special auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company, for our work, for this report, or for the opinions we have formed.

#### Respective responsibilities of directors and auditors

The directors are responsible for preparing the abbreviated accounts in accordance with Section 246A of the Companies Act 1985. It is our responsibility to form an independent opinion as to whether the company is entitled to deliver abbreviated accounts prepared in accordance with Section 246A(3) of the Act to the Registrar of Companies and whether the accounts to be delivered are properly prepared in accordance with that provision and to report our opinion to you.

### **Basis of opinion**

We have carried out the procedures we consider necessary to confirm, by reference to the financial statements, that the company is entitled to deliver abbreviated accounts and that the abbreviated accounts to be delivered are properly prepared. The scope of our work for the purpose of this report did not include examining or dealing with events after the date of our report on the full financial statements.

#### Opinion

In our opinion the company is entitled to deliver abbreviated accounts prepared in accordance with Section 246A(3) of the Companies Act 1985, and the abbreviated accounts on pages five to eighteen are properly prepared in accordance with that provision.

Haines Water

Haines Watts
Registered Auditors
Chartered Accountants
120 Towngate
Leyland
Lancashire
PR25 2LQ

Date: (9/12/94



# ABBREVIATED PROFIT AND LOSS ACCOUNT for the Year Ended 30 September 2003

	30.9	9.03	30.	9.02
Notes	£	£	£	£
		1,503,778		1,468,572
		2,288,348		2,135,970
3		(784,570)		(667,398)
		4,895		<u>-</u>
		(779,675)		(667,398)
4		12,629		3,271
		(792,304)		(670,669)
5				
		(792,304)		(670,669)
6	(3,314,749) (57,778)		(2,701,858)	
	_	(3,372,527)		(2,701,858)
		£(4,164,831)		£(3,372,527)
	3 4 5	Notes £  3  4  5  (3,314,749)	1,503,778 2,288,348 (784,570)  4,895 (779,675)  4 12,629 (792,304)  5 (792,304)  6 (3,314,749) (57,778) (3,372,527)	Notes £ £ £  1,503,778  2,288,348  (784,570)  4,895 (779,675)  4 12,629 (792,304)  5

# **CONTINUING OPERATIONS**

None of the company's activities were acquired or discontinued during the current and previous years.

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# **TOTAL CELLAR SYSTEMS LIMITED**

# STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES for the Year Ended 30 September 2003

		30.9.03	30.9.02
		£	£
LOSS FOR THE FINANCIAL	YEAR	(792,304)	(670,669)
TOTAL RECOGNISED GAIN RELATING TO THE YEAR	S AND LOSSES	(792,304)	£(670,669
	Note	• • •	
Prior year adjustment	6	(57,778)	
TOTAL GAINS AND LOSSES	3 RECOGNISED		
SINCE LAST ANNUAL REPO	ORT	£(850,082)	

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# ABBREVIATED BALANCE SHEET 30 September 2003

		30.9	0.03	30.9	.02
FIXED ASSETS:	Notes	£	£	£	£
Intangible assets	7		•		-
Tangible assets	8		5,808		38,074
			5,808		38,074
CURRENT ASSETS:				. === ===	
Debtors	9	497,269		1,758,223	
Cash at bank and in hand		1,582		345,063	
		498,851		2,103,286	
CREDITORS: Amounts falling due within one year	10	385,490		1,299,864	
NET CURRENT ASSETS:			113,361		803,422
TOTAL ASSETS LESS CURRENT LIABILITIES:			119,169		841,496
CREDITORS: Amounts falling due after more than one year	11		-		(10,023)
PROVISIONS FOR LIABILITIES					
AND CHARGES:	15		(80,000)		-
			£39,169		£831,473
CAPITAL AND RESERVES:					
Called up share capital	16		85,000		85,000
Share premium	17		4,119,000		4,119,000
Profit and loss account			(4,164,831)		(3,372,527)
SHAREHOLDERS' FUNDS:	19		£39,169		£831,473

These abbreviated accounts have been prepared in accordance with the special provisions of Part VII of the Companies Act 1985 relating to medium-sized companies.

# ON BEHALF OF THE BOARD:

J. Milligan

J. Milligan

J. Milligan

J. Milligan

Director

P D Ellis - Director

Approved by the Board on 10/12/04

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# **TOTAL CELLAR SYSTEMS LIMITED**

# CASH FLOW STATEMENT for the Year Ended 30 September 2003

		30.9	.03	30.9	.02
	Notes	£	£	£	£
Net cash outflow from operating activities	1		(344,316)		(139,155)
Returns on investments and servicing of finance	2		(7,734)		(3,271)
Capital expenditure	2		12,406		388,564
			(339,644)		246,138
Financing	2		(119,320)		98,709
(Decrease)/Increase in cash in the	period		£(458,964)		£344,847
Reconciliation of net cash flow to movement in net funds	3				
(Decrease)/Increase in cash in the period Cash outflow		(458,964)		344,847	
from decrease in debt and lease financing		13,504		7,107	
Change in net funds resulting from cash flows New finance leases			(445,460)		351,954 (15,000)
Movement in net funds in the period Net funds/(debt) at 1 October	d		(445,460) 331,559		336,954 (5,395)
Net (debt)/funds at 30 September			£(113,901)		£331,559

30.9.02

30.9.03

16,250

12,406

407,000

388,564

## **TOTAL CELLAR SYSTEMS LIMITED**



## NOTES TO THE CASH FLOW STATEMENT for the Year Ended 30 September 2003

#### RECONCILIATION OF OPERATING LOSS TO NET CASH OUTFLOW FROM OPERATING 1. **ACTIVITIES**

	£	£
Operating loss	(784,570)	(667,398)
Depreciation charges	17,777	45,077
Loss on sale of fixed assets Provision for unfair dismissal	2,083	2,793
claim	80,000	(500,000)
Decrease in stocks	=	991,072
Decrease/(Increase) in debtors	1,260,954	(65,951)
(Decrease)/Increase in creditors	(920,560)	55,252
(Doordass) more and re-		
Net cash outflow		
from operating activities	(344,316)	(139,155)
	<del></del>	
ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN	THE CASH FLOW STAT	EMENT
ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN	THE CASH FLOW STAT	<b>EMENT</b> 30.9.02
ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN		
ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN	30.9.03	30.9.02
	30.9.03	30.9.02
Returns on investments and	30.9.03	30.9.02
Returns on investments and servicing of finance	30.9.03 £	30.9.02
Returns on investments and servicing of finance Interest received	30.9.03 £ 4,895	30.9.02 £
Returns on investments and servicing of finance Interest received Interest paid	30.9.03 £ 4,895	30.9.02 £
Returns on investments and servicing of finance Interest received Interest paid Interest element of hire purchase payments	30.9.03 £ 4,895 (12,240)	30.9.02 £ - (1,304)
Returns on investments and servicing of finance Interest received Interest paid Interest element of hire purchase payments  Net cash outflow	30.9.03 £ 4,895 (12,240) (389)	30.9.02 £ (1,304) (1,967)
Returns on investments and servicing of finance Interest received Interest paid Interest element of hire purchase payments	30.9.03 £ 4,895 (12,240)	30.9.02 £ - (1,304)
Returns on investments and servicing of finance Interest received Interest paid Interest element of hire purchase payments  Net cash outflow	30.9.03 £ 4,895 (12,240) (389)	30.9.02 £ (1,304) (1,967)
Returns on investments and servicing of finance Interest received Interest paid Interest element of hire purchase payments  Net cash outflow for returns on investments and servicing of finance  Capital expenditure	30.9.03 £ 4,895 (12,240) (389) (7,734)	30.9.02 £ (1,304) (1,967) (3,271)
Returns on investments and servicing of finance Interest received Interest paid Interest element of hire purchase payments  Net cash outflow for returns on investments and servicing of finance	30.9.03 £ 4,895 (12,240) (389)	30.9.02 £ (1,304) (1,967)

# Financing

Net cash inflow

Sale of tangible fixed assets

for capital expenditure and financial investment

2.

Hire purchase and finance lease repayments Amount introduced by directors Amount withdrawn by directors	(13,504) 268,593 (374,409)	(7,107) 213,015 (107,199)
Net cash (outflow)/inflow from financing	(119,320)	98,709



# NOTES TO THE CASH FLOW STATEMENT for the Year Ended 30 September 2003

# 3. ANALYSIS OF CHANGES IN NET FUNDS

ANALYSIS OF STIANGES IN NET FORES	At 1.10.02 £	Cash flow £	At 30.9.03 £
Net cash: Cash at bank and in hand Bank overdraft	345,063 -	(343,481) (115,483)	1,582 (115,483)
	345,063	(458,964)	(113,901)
Debt: Hire purchase	(13,504)	13,504	
	(13,504)	13,504	
Total	331,559	(445,460)	(113, <del>9</del> 01)
Analysed in Balance Sheet			
Cash at bank and in hand Bank overdraft Hire purchase	345,063 -		1,582 (115,483)
within one year after one year	(3,481) (10,023)		-
	331,559		(113,901)

# NOTES TO THE ABBREVIATED ACCOUNTS for the Year Ended 30 September 2003



#### 1. ACCOUNTING POLICIES

#### **Accounting convention**

The financial statements have been prepared under the historical cost convention.

#### **Turnover**

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

#### Goodwill

Goodwill acquired in 2001 has been fully amortised.

#### Tangible fixed assets

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

Fixtures and fittings

- 50% on cost and

33% on cost

Motor vehicles

- 25% on cost

#### Deferred tax

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

# Hire purchase and leasing commitments

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

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

Rentals paid under operating leases are charged to the profit and loss account as incurred.

#### **Pensions**

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. Contributions payable for the year are charged in the profit and loss account.

### 2. STAFF COSTS

	30.9.03 £	30.9.02 £
Wages and salaries	2,558,957	2,744,110
Social security costs	206,447	215,367
Other pension costs	4,692	55,140
	2,770,096	3,014,617
The average monthly number of employees during the year was as follows:	ws: <b>30.9.03</b>	30.9.02
Administration	40	43
Production	99	104
Management	8	9
	147	156



# NOTES TO THE ABBREVIATED ACCOUNTS for the Year Ended 30 September 2003

#### 3. **OPERATING LOSS**

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The operating loss is stated after charging:

	Hire of plant and machinery Depreciation - owned assets Depreciation - assets on hire purchase contracts Loss on disposal of fixed assets Auditors' remuneration Provision for unfair dismissal claim	30.9.03 £ 51,161 17,148 629 2,083 7,500 80,000	30.9.02 £ 32,039 35,865 9,212 2,793 8,000
	Directors' emoluments	94,711	85,000
4.	INTEREST PAYABLE AND SIMILAR CHARGES	30.9.03 £	30.9.02 £
	Bank interest Hire purchase interest	12,240 389	1,304 1,967
		12,629	3,271

## 5. TAXATION

#### Analysis of the tax charge

No liability to UK corporation tax arose on ordinary activities for the year ended 30 September 2003 nor for the year ended 30 September 2002.

#### Factors affecting the tax charge

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

Loss on ordinary activities before tax	30.9.03 £ (792,304)	30.9.02 £ (670,669)
Loss on ordinary activities multiplied by the standard rate of corporation tax in the UK of 30% (2002 - 30%)	(237,691)	(201,201)
Effects of: Expenses not deductible for tax purposes Capital allowances in excess of depreciation Tax losses generated in the period carried forward	2,798 (3,067) 237,960	(130,023) (268) 331,492
Current tax charge	<u>-</u>	-

## Factors that may affect future tax charges

Taxable losses have been incurred which are available for offset against future taxable profits. A deferred tax asset has not been recognised in respect of these losses as it is not anticipated that it will crystallise in the immediate future. The estimated value of the deferred tax asset not recognised, measured at a standard rate of 30%, is £1,131,302.



# NOTES TO THE ABBREVIATED ACCOUNTS for the Year Ended 30 September 2003

## 6. PRIOR YEAR ADJUSTMENTS

The prior year adjustment has arisen from an understatement of trade creditors and administrative expenses in the year ended 30 September 2002. This fundamental error meant that the loss on ordinary activities before tax for the year ended 30 September 2002 was understated by £57,778.

#### 7. INTANGIBLE FIXED ASSETS

	Goodwill
	£
COST:	
At 1 October 2002	
and 30 September 2003	27,500
AMORTISATION: At 1 October 2002 and 30 September 2003	27,500
NET BOOK VALUE: At 30 September 2003	<u>-</u>

## 8. TANGIBLE FIXED ASSETS

	Fixtures and fittings	Motor vehicles	Totals
	£	£	£
COST:			
At 1 October 2002	67,578	35,347	102,925
Additions	3,844	-	3,844
Disposals	<u>-</u> _	(35,347)	(35,347)
At 30 September 2003	71,422	<u> </u>	71,422
DEPRECIATION:			
At 1 October 2002	48,466	16,385	64,851
Charge for year	17,148	629	17,777
Eliminated on disposals	-	(17,014)	(17,014)
At 30 September 2003	65,614	-	65,614
NET BOOK VALUE:			
At 30 September 2003	5,808	•	5,808
At 30 September 2002	<del>=====</del> 19,112	====== 18,962	38,074
·		***************************************	<u> </u>

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# **TOTAL CELLAR SYSTEMS LIMITED**

# NOTES TO THE ABBREVIATED ACCOUNTS for the Year Ended 30 September 2003

# 8. TANGIBLE FIXED ASSETS - continued

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Fixed assets, included in the above, which are held under hire purchase contracts are as follows:

			Motor vehicles
			£
	COST:		25 247
	At 1 October 2002		35,347
	Disposals		(35,347)
	At 30 September 2003		
	DEPRECIATION:		
	At 1 October 2002		16,385
	Charge for year		629
	Eliminated on disposals		(17,014)
	At 30 September 2003		-
	NET BOOK VALUE:		
	At 30 September 2003		-
	At 30 September 2002		18,962
	7 to 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		====
9.	DEBTORS: AMOUNTS FALLING		
	DUE WITHIN ONE YEAR		
		30.9.03	30.9.02
		£	£
	Trade debtors	446,597	1,720,591
	Other debtors	9,017	8,360
	Prepayments & accrued income	41,655	29,272
		497,269	1,758,223

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## TOTAL CELLAR SYSTEMS LIMITED



# NOTES TO THE ABBREVIATED ACCOUNTS for the Year Ended 30 September 2003

# 10. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

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	30.9.03	30.9.02
Bank loans and overdrafts	£	£
(see note 12)	115,483	-
Hire purchase contracts		
(see note 13)	-	3,481
Trade creditors	129,792	428,664
Other creditors	2,606	241,915
Directors' current accounts	•	105,816
Social security & other taxes	106,980	315,377
Accrued expenses	30,629	204,611
	385,490	1,299,864
	<del></del>	

The company meets its day to day working capital requirements through an overdraft facility which is repayable on demand. The company expects to operate within the facility currently agreed and within that expected to be agreed on 2 March 2005, when the company's bankers are due to consider its renewal for a further six months. These views are based on the company's plans and on the successful outcome of decisions with the company's bankers.

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

	30.9.03 £	30.9.02 £
Hire purchase contracts		
(see note 13)		10,023

## 12. LOANS AND OVERDRAFTS

An analysis of the maturity of loans and overdrafts is given below:

Amounts falling due within one year or on demand:	30.9.03 £	30.9.02 £
Bank overdrafts	115,483	<u>.</u>

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# **TOTAL CELLAR SYSTEMS LIMITED**

# NOTES TO THE ABBREVIATED ACCOUNTS for the Year Ended 30 September 2003

# 13. OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND LEASES

	Hire purchase contracts	
	30.9.03	30.9.02
	£	£
Gross obligations repayable:		
Within one year	-	4,533
Between one and five years		10,098
	_	14,631
Finance charges repayable:		
Within one year	_	1,052
Between one and five years	-	75
•		
	-	1,127
Net obligations repayable:		
Within one year	-	3,481
Between one and five years	-	10,023
	<del></del>	
	-	13,504

The following payments are committed to be paid within one year:

# Operating leases

Land and		Other	
30.9.03 £	30.9.02 £	30.9.03 £	30.9.02 £
40.004	4.075		
10,281	•	22.042	-
93,430	79,515	22,042 -	-
103,711	92,140	22,042	
	93,430	buildings 30.9.03 30.9.02 £ £  10,281 4,375 - 8,250 93,430 79,515	buildings 30.9.03 30.9.02 30.9.03 £ £ £  10,281 4,375 - 8,250 22,042 93,430 79,515 -

**Provision** 

4,119,000

4,119,000

## **TOTAL CELLAR SYSTEMS LIMITED**



# NOTES TO THE ABBREVIATED ACCOUNTS for the Year Ended 30 September 2003

#### 14. SECURED DEBTS

15.

17.

The following secured debts are included within creditors:

**PROVISIONS FOR LIABILITIES AND CHARGES** 

	30.9.03	30.9.02
	£	£
Bank overdrafts	115,483	-
Hire purchase contracts	-	13,504
	115,483	13,504

There is an unscheduled Mortgage Debenture dated 22 November 2001 incorporating a fixed and floating charge over all the current and future assets of the company.

There are personal guarantees of £25,000 in the names of each of the directors' and a personal guarantee in of £25,000 in the name of P B Ellis, a shareholder of the company.

Hire purchase contracts are secured on the motor vehicles to which they relate.

	30.9.03	30.9.02
	£	£
Provision for unfair dismissal		
claim	80.000	-

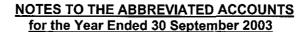
	Provision for uniair dismissai
80,000 -	claim
80,000 -	
<del></del>	

	for unfair
	dismissal £
Provision for unfair dismissal	80,000
Balance at 30 September 2003	80,000

#### 16. CALLED UP SHARE CAPITAL

Brought forward

J J				
Authorised: Number:	Class:	Nominal value:	30.9.03 £	30.9.02 £
100,000	Ordinary	£1	100,000	100,000
Allotted, iss	sued and fully paid:			
Number:	Class:	Nominal value:	30.9.03 £	30.9.02 £
85,000	Ordinary	£1	<u>85,000</u>	85,000 ———
SHARE PR	REMIUM			
			30.9.03 £	30.9.02 £





#### 18. TRANSACTIONS WITH DIRECTORS

The following loan to a director subsisted during the year ended 30 September 2003:

	2
P B Ellis	
Balance outstanding at start of year	(105,816)
Balance outstanding at end of year	-
Maximum balance outstanding during year	-
<b>0</b> 0.	

During the year, the company incurred consultancy fees of £184,242 (2002: £22,000) from Mint Management, a business in which P B Ellis is the sole proprietor.

## 19. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

Loss for the financial year	30.9.03 £ (792,304)	30.9.02 £ (670,669)
Net reduction of shareholders' funds Opening shareholders' funds (originally £889,251 before	(792,304)	(670,669)
prior year adjustment of £(57,778))	831,473	1,502,142
Closing shareholders' funds	39,169	831,473 ———
Equity interests	39,169 ———	831,473

### 20. CHANGE OF OWNERSHIP

On 6 April 2003, 68,000 shares of the 85,000 issued share capital of Total Cellar Systems Limited was acquired by Doordata Limited, a company in which P D Ellis, R E Brown, J Milligan and P Tither are directors and shareholders.

#### 21. CONTROLLING PARTY

The company is controlled on a daily basis by the directors.

The ultimate controlling party is Doordata Limited, a company incorporated in England & Wales.