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ABBREVIATED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2001
FOR
BLP (NORTHERN) LIMITED



BLP (NORTHERN) LIMITED

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FOR THE YEAR ENDED 31 DECEMBER 2001**

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BLP (NORTHERN) LIMITED

**COMPANY INFORMATION
FOR THE YEAR ENDED 31 DECEMBER 2001**

DIRECTORS:

B Kane
L Kane
P Kane
A J Smare
M F Wrightson
K M Scott
P Kane
V Kane
S Wrightson
A Gladstone
S B Dobinson

SECRETARY:

V Kane

REGISTERED OFFICE:

Unit 99/15, North Tyne Ind Estate
Whitley Road
Benton
Newcastle Upon Tyne
Tyne and Wear
NE12 9SZ

REGISTERED NUMBER:

2605236 (England and Wales)

AUDITORS:

Robson Laidler
Registered Auditors
Fernwood House
Fernwood Road
Jesmond
Newcastle Upon Tyne
NE2 1TJ

SOLICITORS:

Robert Muckle
Norham House
12 New Bridge Street West
Newcastle Upon Tyne
NE1 8AS

BLP (NORTHERN) LIMITED

**REPORT OF THE DIRECTORS
FOR THE YEAR ENDED 31 DECEMBER 2001**

The directors present their report with the financial statements of the company for the year ended 31 December 2001.

PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of a manufacturing printer.

REVIEW OF BUSINESS

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

DIVIDENDS

No dividends will be distributed for the year ended 31 December 2001.

BLP (NORTHERN) LIMITED**REPORT OF THE DIRECTORS
FOR THE YEAR ENDED 31 DECEMBER 2001****DIRECTORS**

The directors during the year under review were:

B Kane

L Kane

P Kane

A J Smare

M F Wrightson

K M Scott

P Kane

V Kane

S Wrightson

A Gladstone

S B Dobinson

- appointed 1.4.01

The beneficial interests of the directors holding office on 31 December 2001 in the issued share capital of the company were as follows:

	31.12.01	1.1.01 or date of appointment if later
Ordinary £1 shares		
B Kane	2,433	2,433
L Kane	9,731	9,731
P Kane	9,731	9,731
A J Smare	-	-
M F Wrightson	2,432	2,432
K M Scott	-	-
P Kane	-	-
V Kane	-	-
S Wrightson	-	-
A Gladstone	-	-
S B Dobinson	-	-
Preference £1 shares		
B Kane	-	-
L Kane	110,000	-
P Kane	110,000	-
A J Smare	20,000	-
M F Wrightson	80,000	-
K M Scott	40,000	-
P Kane	-	-
V Kane	-	-
S Wrightson	-	-
A Gladstone	-	-
S B Dobinson	40,000	-

CHARITABLE DONATIONS

During the year, the company made charitable donations of £34,227 (2000: £33,416).

BLP (NORTHERN) LIMITED

**REPORT OF THE DIRECTORS
FOR THE YEAR ENDED 31 DECEMBER 2001**

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

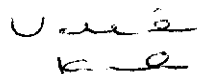
- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

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.

AUDITORS

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

ON BEHALF OF THE BOARD:



.....
By order of the board
V Kane - SECRETARY

Dated: 30/10/02

BLP (NORTHERN) LIMITED

**REPORT OF THE INDEPENDENT AUDITORS TO
BLP (NORTHERN) LIMITED
UNDER SECTION 247B OF THE COMPANIES ACT 1985**

We have examined the abbreviated financial statements on pages six to twenty four, together with the full financial statements of the company for the year ended 31 December 2001 prepared under Section 226 of the Companies Act 1985.

Respective responsibilities of directors and auditors

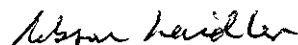
The directors are responsible for preparing the abbreviated financial statements in accordance with Section 246A of the Companies Act 1985. It is our responsibility to form an independent opinion as to whether the company is entitled to deliver abbreviated financial statements prepared in accordance with Section 246A(3) of the Act to the Registrar of Companies and whether the financial statements 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 financial statements and that the abbreviated financial statements 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 financial statements prepared in accordance with Section 246A(3) of the Companies Act 1985, and the abbreviated financial statements on pages six to twenty five are properly prepared in accordance with that provision.



Robson Laidler
Registered Auditors
Fernwood House
Fernwood Road
Jesmond
Newcastle Upon Tyne
NE2 1TJ

Dated: 29. October 2002

BLP (NORTHERN) LIMITED**ABBREVIATED PROFIT AND LOSS ACCOUNT
FOR THE YEAR ENDED 31 DECEMBER 2001**

		<u>2001</u>		<u>2000</u>	
	Notes	£	£	£	£
GROSS PROFIT			6,086,704		5,851,551
Distribution costs		239,393		257,276	
Administrative expenses		<u>5,641,869</u>		<u>4,903,125</u>	
			<u>5,881,262</u>		<u>5,160,401</u>
OPERATING PROFIT	3		205,442		691,150
Interest receivable and similar income	4		<u>56,803</u>		<u>50,608</u>
			262,245		741,758
Interest payable and similar charges	5		<u>196,169</u>		<u>235,275</u>
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION			66,076		506,483
Tax on profit on ordinary activities	6		<u>32,819</u>		<u>203,986</u>
PROFIT FOR THE FINANCIAL YEAR AFTER TAXATION			33,257		302,497
Retained profit brought forward			<u>1,702,798</u>		<u>1,400,301</u>
RETAINED PROFIT CARRIED FORWARD			<u><u>£1,736,055</u></u>		<u><u>£1,702,798</u></u>

CONTINUING OPERATIONS

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

TOTAL RECOGNISED GAINS AND LOSSES

The company has no recognised gains or losses other than the profits for the current and previous years.

BLP (NORTHERN) LIMITED
**ABBREVIATED BALANCE SHEET
31 DECEMBER 2001**

		<u>2001</u>		<u>2000</u>	
	Notes	£	£	£	£
FIXED ASSETS:					
Intangible assets	7		99,428		-
Tangible assets	8		3,215,256		3,451,519
Investments	9		<u>300,572</u>		<u>-</u>
			3,615,256		3,451,519
CURRENT ASSETS:					
Stocks	10	585,910		654,477	
Debtors	11	2,562,047		2,807,847	
Cash at bank and in hand		<u>1,184,832</u>		<u>1,167,293</u>	
		4,332,789		4,629,617	
CREDITORS: Amounts falling due within one year	12	<u>4,247,739</u>		<u>4,471,654</u>	
NET CURRENT ASSETS:			<u>85,050</u>		<u>157,963</u>
TOTAL ASSETS LESS CURRENT LIABILITIES:			3,700,306		3,609,482
CREDITORS: Amounts falling due after more than one year	13		(994,487)		(1,439,371)
PROVISIONS FOR LIABILITIES AND CHARGES:	17		(436,651)		(415,000)
ACCRUALS AND DEFERRED INCOME:	18		<u>(80,800)</u>		<u>-</u>
			<u><u>£2,188,368</u></u>		<u><u>£1,755,111</u></u>

The notes form part of these financial statements

BLP (NORTHERN) LIMITED

ABBREVIATED BALANCE SHEET
31 DECEMBER 2001

		<u>2001</u>		<u>2000</u>	
	Notes	£	£	£	£
CAPITAL AND RESERVES:					
Called up share capital	19		424,327		24,327
Share premium	20		27,986		27,986
Profit and loss account			<u>1,736,055</u>		<u>1,702,798</u>
SHAREHOLDERS' FUNDS:	25		<u>£2,188,368</u>		<u>£1,755,111</u>

These abbreviated financial statements 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:

X *P Kane* X

 P Kane - DIRECTOR

X *L Kane* X

 L Kane - DIRECTOR

Approved by the Board on *30/10/02* X

BLP (NORTHERN) LIMITED
**CASH FLOW STATEMENT
FOR THE YEAR ENDED 31 DECEMBER 2001**

	Notes	2001		2000	
		£	£	£	£
Net cash inflow from operating activities	1		208,793		1,072,689
Returns on investments and servicing of finance	2		(139,366)		(184,667)
Taxation			(208,818)		(212,476)
Capital expenditure	2		697,921		(570,047)
Acquisitions and disposals	2		339,309		-
			897,839		105,499
Management of liquid resources	2		(215,791)		46,033
Financing	2		(908,587)		170,728
(Decrease)/Increase in cash in the period			£(226,539)		£322,260
<hr/>					
Reconciliation of net cash flow to movement in net debt	3				
(Decrease)/Increase in cash in the period			(226,539)		322,260
Cash outflow/(inflow) from increase/(decrease) in liquid resources			215,791		(46,033)
Cash outflow/(inflow) from decrease/(increase) in debt and lease financing			1,162,488		(251,448)
Change in net debt resulting from cash flows			1,151,740		24,779
New finance leases			(701,709)		(37,132)
Movement in net debt in the period			450,031		(12,353)
Net debt at 1 January			(1,627,396)		(1,615,043)
Net debt at 31 December			£(1,177,365)		£(1,627,396)

The notes form part of these financial statements

BLP (NORTHERN) LIMITED**NOTES TO THE CASH FLOW STATEMENT
FOR THE YEAR ENDED 31 DECEMBER 2001****1. RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES**

	2001 £	2000 £
Operating profit	205,442	691,150
Depreciation charges	573,106	460,201
Loss on sale of fixed assets	-	44,143
Profit on sale of fixed assets	(289,050)	(11,937)
Government grants	(1,200)	-
Decrease in stocks	68,848	39,121
Decrease/(Increase) in debtors	179,369	(391,361)
(Decrease)/Increase in creditors	(527,722)	241,372
Net cash inflow from operating activities	<u>208,793</u>	<u>1,072,689</u>

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

	2001 £	2000 £
Returns on investments and servicing of finance		
Interest received	56,803	50,608
Interest paid	(74,955)	(82,583)
Interest element of hire purchase payments	(121,214)	(152,692)
Net cash outflow for returns on investments and servicing of finance	<u>(139,366)</u>	<u>(184,667)</u>
Capital expenditure		
Purchase of tangible fixed assets	(263,501)	(941,548)
Sale of tangible fixed assets	961,422	371,501
Net cash inflow/(outflow) for capital expenditure	<u>697,921</u>	<u>(570,047)</u>
Acquisitions and disposals		
Cash balances on acquisition	339,309	-
Net cash inflow for acquisitions and disposals	<u>339,309</u>	<u>-</u>

The notes form part of these financial statements

BLP (NORTHERN) LIMITED

**NOTES TO THE CASH FLOW STATEMENT
FOR THE YEAR ENDED 31 DECEMBER 2001**

**2. ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLOW STATEMENT -
continued**

	2001 £	2000 £
Management of liquid resources		
Purchase of current asset investments	<u>(215,791)</u>	<u>46,033</u>
Net cash (outflow)/inflow from management of liquid resources	<u>(215,791)</u>	<u>46,033</u>
Financing		
New loan taken out in year	-	1,560,676
Loan repayments in year	(1,385,856)	(1,309,230)
Amount introduced by directors	465,269	-
Amount withdrawn by directors	-	(80,718)
Government grants	<u>12,000</u>	<u>-</u>
Net cash (outflow)/inflow from financing	<u>(908,587)</u>	<u>170,728</u>

BLP (NORTHERN) LIMITED
**NOTES TO THE CASH FLOW STATEMENT
FOR THE YEAR ENDED 31 DECEMBER 2001**
3. ANALYSIS OF CHANGES IN NET DEBT

	At 1.1.01 £	Cash flow £	Other non-cash changes £	At 31.12.01 £
Net cash:				
Cash at bank and in hand	1,167,293			1,184,832
Less: Deposits treated as liquid resources	<u>(534,209)</u>			<u>(750,000)</u>
	633,084	(198,252)		434,832
Bank overdraft	<u>-</u>	<u>(28,287)</u>		<u>(28,287)</u>
	<u>633,084</u>	<u>(226,539)</u>		<u>406,545</u>
Liquid resources:				
Deposits included in cash	<u>534,209</u>	<u>215,791</u>		<u>750,000</u>
	<u>534,209</u>	<u>215,791</u>	-	<u>750,000</u>
Debt:				
Hire purchase	(1,562,314)	652,560	(701,709)	(1,611,463)
Debts falling due within one year	(873,654)	289,807	-	(583,847)
Debts falling due after one year	<u>(358,721)</u>	<u>220,121</u>	-	<u>(138,600)</u>
	<u>(2,794,689)</u>	<u>1,162,488</u>	<u>(701,709)</u>	<u>(2,333,910)</u>
Total	<u>(1,627,396)</u>	<u>1,151,740</u>	<u>(701,709)</u>	<u>(1,177,365)</u>
Analysed in Balance Sheet				
Cash at bank and in hand	1,167,293			1,184,832
Bank overdraft	-			(28,287)
Hire purchase				
within one year	(481,664)			(755,576)
after one year	(1,080,650)			(855,887)
Debts falling due within one year	(873,654)			(583,847)
Debts falling due after one year	<u>(358,721)</u>			<u>(138,600)</u>
	<u>(1,627,396)</u>			<u>(1,177,365)</u>

The notes form part of these financial statements

BLP (NORTHERN) LIMITED**NOTES TO THE CASH FLOW STATEMENT
FOR THE YEAR ENDED 31 DECEMBER 2001****4. PURCHASE OF SUBSIDIARY UNDERTAKING**

Net assets acquired

	£
Tangible fixed assets	414,005
Stock	281
Debtors	143,825
Cash at bank and in hand	339,309
Creditors	(82,504)
Hire purchase creditors	(223,368)
Deferred tax	(57,381)
Deferred government grant	(70,000)
Corporation tax	(101,404)
Intercompany balance	<u>(62,191)</u>
	300,572
Goodwill	<u>99,428</u>
	<u>400,000</u>

Satisfied by
Shares allotted400,000

The subsidiary undertaking acquired during the year did not contribute to the company's cash flows other than the £339,309 cash balances transferred to the company when the trade, assets and liabilities were acquired on 31 December 2001.

5. MAJOR NON-CASH TRANSACTIONS

Details of the acquisition of BLP Direct Mail Limited for shares is described above.

BLP (NORTHERN) LIMITED

NOTES TO THE ABBREVIATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2001

1. ACCOUNTING POLICIES

Accounting convention

The financial statements have been prepared under the historical cost convention and are in accordance with applicable accounting standards.

Turnover

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

Goodwill

Goodwill, being the amount paid in connection with the acquisition of a business in 2001, is being written off evenly over its estimated useful life of twenty years.

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.

Leasehold property	- 2% on cost
Plant and machinery	- 10% on cost
Motor vehicles	- 25% on reducing balance

Stocks

Stock and work in progress are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

Cost includes all direct expenditure and an appropriate proportion of fixed and variable overheads.

Deferred taxation

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.

Government Grants

Government grants received in respect of capital expenditure are treated as deferred income and carried on the balance sheet as a liability. The deferred credit is released to the profit and loss account on an annual basis over the useful economic life of the asset concerned.

Exemption from preparing group accounts

The company has taken advantage of the exemption available to small and medium sized company and has not prepared group accounts. The accounts relate to the holding company only.

BLP (NORTHERN) LIMITED

**NOTES TO THE ABBREVIATED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2001**

2. STAFF COSTS

	2001 £	2000 £
Wages and salaries	4,878,660	4,375,665
Social security costs	543,073	452,053
Other pension costs	112,623	70,906
	<u>5,534,356</u>	<u>4,898,624</u>

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

	2001	2000
Production	142	116
Administration	<u>36</u>	<u>34</u>
	<u>178</u>	<u>150</u>

3. OPERATING PROFIT

The operating profit is stated after charging/(crediting):

	2001 £	2000 £
Hire of plant and machinery	27,200	19,132
Other operating leases	70,068	50,807
Depreciation - owned assets	206,994	157,739
Depreciation - assets on hire purchase contracts	366,112	302,462
(Profit)/Loss on disposal of fixed assets	(289,050)	32,206
Auditors' remuneration	6,750	6,778
Pension costs	112,623	70,906
Rental of property	<u>215,000</u>	<u>105,500</u>
Directors' emoluments	2,728,824	2,462,057
Directors' pension contributions to money purchase schemes	<u>64,651</u>	<u>60,975</u>

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

Money purchase schemes	<u>6</u>	<u>6</u>
------------------------	----------	----------

Information regarding the highest paid director is as follows:

	2001 £	2000 £
Emoluments etc	857,575	700,712
Pension contributions to money purchase schemes	<u>4,594</u>	<u>13,200</u>

BLP (NORTHERN) LIMITED

**NOTES TO THE ABBREVIATED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2001**

4. INTEREST RECEIVABLE AND SIMILAR INCOME

	2001 £	2000 £
Bank interest receivable (gross)	<u>56,803</u>	<u>50,608</u>

5. INTEREST PAYABLE AND SIMILAR CHARGES

	2001 £	2000 £
Bank interest	67,298	82,583
Other interest payable	7,657	-
Hire purchase interest	<u>121,214</u>	<u>152,692</u>
	<u>196,169</u>	<u>235,275</u>

6. TAXATION

Analysis of the tax charge

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

	2001 £	2000 £
Current tax:		
UK corporation tax	476	212,986
Adjustment in respect of earlier years	<u>68,073</u>	<u>-</u>
Total current tax	<u>68,549</u>	<u>212,986</u>
Deferred tax:		
Deferred taxation	(35,730)	(9,000)
Tax on profit on ordinary activities	<u>32,819</u>	<u>203,986</u>

UK corporation tax has been charged at 30% (2000 - 30%).

7. INTANGIBLE FIXED ASSETS

	<u>Goodwill</u> £
COST:	
Additions	<u>99,428</u>
At 31 December 2001	<u>99,428</u>
NET BOOK VALUE:	
At 31 December 2001	<u>99,428</u>

BLP (NORTHERN) LIMITED
**NOTES TO THE ABBREVIATED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2001**
8. TANGIBLE FIXED ASSETS

	<u>Leasehold property</u>	<u>Plant and machinery</u>	<u>Motor vehicles</u>	<u>Totals</u>
	£	£	£	£
COST:				
At 1 January 2001	938,239	3,969,995	450,992	5,359,226
Additions	93,917	1,074,739	210,559	1,379,215
Disposals	<u>(1,032,156)</u>	<u>(3,323)</u>	<u>(133,584)</u>	<u>(1,169,063)</u>
At 31 December 2001	<u>-</u>	<u>5,041,411</u>	<u>527,967</u>	<u>5,569,378</u>
DEPRECIATION:				
At 1 January 2001	36,606	1,562,893	308,208	1,907,707
Charge for year	-	495,907	77,199	573,106
Eliminated on disposals	<u>(36,606)</u>	<u>(1,052)</u>	<u>(89,033)</u>	<u>(126,691)</u>
At 31 December 2001	<u>-</u>	<u>2,057,748</u>	<u>296,374</u>	<u>2,354,122</u>
NET BOOK VALUE:				
At 31 December 2001	<u>-</u>	<u>2,983,663</u>	<u>231,593</u>	<u>3,215,256</u>
At 31 December 2000	<u>901,633</u>	<u>2,407,102</u>	<u>142,784</u>	<u>3,451,519</u>

Leasehold property is all in respect of leases which expire in more than 50 years.

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

	<u>Plant and machinery</u>	<u>Motor vehicles</u>	<u>Totals</u>
	£	£	£
COST:			
At 1 January 2001	2,829,230	152,954	2,982,184
Additions	650,637	210,559	861,196
Disposals	<u>-</u>	<u>(73,169)</u>	<u>(73,169)</u>
At 31 December 2001	<u>3,479,867</u>	<u>290,344</u>	<u>3,770,211</u>
DEPRECIATION:			
At 1 January 2001	991,206	88,426	1,079,632
Charge for year	305,057	61,055	366,112
Eliminated on disposals	<u>-</u>	<u>(42,301)</u>	<u>(42,301)</u>
At 31 December 2001	<u>1,296,263</u>	<u>107,180</u>	<u>1,403,443</u>
NET BOOK VALUE:			
At 31 December 2001	<u>2,183,604</u>	<u>183,164</u>	<u>2,366,768</u>
At 31 December 2000	<u>1,838,024</u>	<u>64,528</u>	<u>1,902,552</u>

BLP (NORTHERN) LIMITED

**NOTES TO THE ABBREVIATED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2001**

9. FIXED ASSET INVESTMENTS

	£
COST:	
Additions	<u>300,572</u>
At 31 December 2001	<u>300,572</u>
NET BOOK VALUE:	
At 31 December 2001	<u>300,572</u>

	2001	2000
	£	£
Unlisted investments	<u>300,572</u>	<u>-</u>

The company's investments at the balance sheet date in the share capital of unlisted companies include the following:

BLP Direct Mail Limited
Nature of business: Dormant

Class of shares:	%
Ordinary	holding 100.00

	2001	2000
	£	£
Aggregate capital and reserves	300,572	104,566
Profit for the year	<u>196,006</u>	<u>45,145</u>

10. STOCKS

	2001	2000
	£	£
Raw materials & consumables	100,512	88,729
Finished goods & goods for resale	367,901	386,137
Work in progress	<u>117,497</u>	<u>179,611</u>
	<u>585,910</u>	<u>654,477</u>

BLP (NORTHERN) LIMITED

**NOTES TO THE ABBREVIATED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2001**

11. DEBTORS

	2001 £	2000 £
Amounts falling due within one year:		
Trade debtors	1,790,666	2,052,966
Prepayments & accrued income	191,945	156,112
Sundry debtors	444,511	25,560
Directors' current accounts	<u>107,940</u>	<u>573,209</u>
	<u><u>2,535,062</u></u>	<u><u>2,807,847</u></u>
Amounts falling due after more than one year:		
ACT recoverable	<u><u>26,985</u></u>	<u><u>-</u></u>
Aggregate amounts	<u><u>2,562,047</u></u>	<u><u>2,807,847</u></u>

**12. CREDITORS: AMOUNTS FALLING
DUE WITHIN ONE YEAR**

	2001 £	2000 £
Bank loans and overdrafts (see note 14)	536,534	873,654
Other loans (see note 14)	75,600	-
Hire purchase contracts (see note 15)	755,576	481,664
Trade creditors	1,405,640	1,458,105
Sundry creditors	59,387	141,830
Amount owed to subsidiary	300,572	-
Social security & other taxes	705,457	324,193
Corporation tax	201,106	212,986
Accrued expenses	<u>207,867</u>	<u>979,222</u>
	<u><u>4,247,739</u></u>	<u><u>4,471,654</u></u>

**13. CREDITORS: AMOUNTS FALLING
DUE AFTER MORE THAN ONE YEAR**

	2001 £	2000 £
Bank loans (see note 14)	-	358,721
Other loans (see note 14)	138,600	-
Hire purchase contracts (see note 15)	<u>855,887</u>	<u>1,080,650</u>
	<u><u>994,487</u></u>	<u><u>1,439,371</u></u>

BLP (NORTHERN) LIMITED
**NOTES TO THE ABBREVIATED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2001**
14. LOANS AND OVERDRAFTS

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

	2001 £	2000 £
Amounts falling due within one year or on demand:		
Bank overdrafts	28,287	-
Bank loans	508,247	873,654
Other loans	<u>75,600</u>	<u>-</u>
	<u>612,134</u>	<u>873,654</u>
Amounts falling due between one and two years:		
Bank loans	-	95,712
Other loans	<u>75,600</u>	<u>-</u>
	<u>75,600</u>	<u>95,712</u>
Amounts falling due between two and five years:		
Bank loans	-	263,009
Other loans	<u>63,000</u>	<u>-</u>
	<u>63,000</u>	<u>263,009</u>

15. OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND LEASES

	Hire purchase contracts	
	2001 £	2000 £
Gross obligations repayable:		
Within one year	850,484	591,459
Between one and five years	<u>895,469</u>	<u>1,165,488</u>
	<u>1,745,953</u>	<u>1,756,947</u>
Finance charges repayable:		
Within one year	94,908	109,795
Between one and five years	<u>39,582</u>	<u>84,838</u>
	<u>134,490</u>	<u>194,633</u>
Net obligations repayable:		
Within one year	755,576	481,664
Between one and five years	<u>855,887</u>	<u>1,080,650</u>
	<u>1,611,463</u>	<u>1,562,314</u>

BLP (NORTHERN) LIMITED

**NOTES TO THE ABBREVIATED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2001**

15. OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND LEASES - continued

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

	Operating leases			
	Land and buildings		Other	
	2001 £	2000 £	2001 £	2000 £
Expiring:				
Within one year	-	-	15,311	8,944
Between one and five years	-	-	75,305	34,843
In more than five years	<u>218,000</u>	<u>146,000</u>	-	-
	<u>218,000</u>	<u>146,000</u>	<u>90,616</u>	<u>43,787</u>

16. SECURED DEBTS

The following secured debts are included within creditors:

	2001 £	2000 £
Bank overdrafts	28,287	-
Bank loans	508,247	1,232,375
Hire purchase contracts	<u>1,611,463</u>	<u>1,562,314</u>
	<u>2,147,997</u>	<u>2,794,689</u>

The bank loans and overdraft are secured by a legal mortgage over the company's assets. The bank loans are repayable by instalments. Interest is charged at 1.625% above base rate.

Other loans include an interest free loan of £214,200, which is repayable in instalments.

17. PROVISIONS FOR LIABILITIES AND CHARGES

	2001 £	2000 £
Deferred tax	<u>436,651</u>	<u>415,000</u>
	Deferred tax	
	£	
Balance at 1 January 2001	415,000	
Charged to profit & loss account	(35,730)	
Transferred from subsidiary company	<u>57,381</u>	
Balance at 31 December 2001	<u>436,651</u>	

BLP (NORTHERN) LIMITED

**NOTES TO THE ABBREVIATED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2001**

17. PROVISIONS FOR LIABILITIES AND CHARGES - continued

Deferred tax provision	2001 £	2000 £
Accelerated capital allowances	<u>436,651</u>	<u>415,000</u>
	<u>436,651</u>	<u>415,000</u>

18. ACCRUALS AND DEFERRED INCOME

	2001 £	2000 £
Deferred government grants		
Received in year	12,000	-
Transferred from subsidiary company	70,000	-
Release to profit & loss account	<u>(1,200)</u>	<u>-</u>
	<u>80,800</u>	<u>-</u>

19. CALLED UP SHARE CAPITAL

Authorised: Number:	Class:	Nominal value:	2001 £	2000 £
50,000	Ordinary	£1	50,000	50,000
400,000	Preference	£1	<u>400,000</u>	<u>-</u>
			<u>450,000</u>	<u>50,000</u>

Allotted, issued and fully paid: Number:	Class:	Nominal value:	2001 £	2000 £
24,327	Ordinary	£1	24,327	24,327
400,000	Preference	£1	<u>400,000</u>	<u>-</u>
			<u>424,327</u>	<u>24,327</u>

The following shares were allotted at par during the year:

400,000 Preference shares of £1 each

The £400,000 of preference shares were exchanged for the entire share capital of BLP Direct Mail Limited.

The preference shares hold no right to receive notices or vote at any general meeting or to receive any dividend.
The shares are redeemable at the option of the company.

20. SHARE PREMIUM

	2001 £	2000 £
Brought forward	<u>27,986</u>	<u>27,986</u>

BLP (NORTHERN) LIMITED**NOTES TO THE ABBREVIATED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2001****21. CONTINGENT LIABILITIES**

Leasehold property restatement. At the option of the landlord of the company's leasehold properties on termination of the leases or end of lease period, the properties may need to be restated to their original condition.

RSA Grant. The RSA grant received by the company of £112,000 may be repayable up to October 2003 if certain conditions attached to the grant are not met.

Miscellaneous contingencies. Various miscellaneous contingent liabilities totaling £140,000 were outstanding at the year end. The company considers the likelihood of paying these amounts is remote.

22. CAPITAL COMMITMENTS

	2001 £	2000 £
Contracted but not provided for in the financial statements	-	214,000

23. TRANSACTIONS WITH DIRECTORS

The following loans to directors subsisted during the year ended 31 December 2001:

	£
M F Wrightson	
Balance outstanding at start of year	92,721
Balance outstanding at end of year	4,489
Maximum balance outstanding during year	<u>131,460</u>
B Kane	
Balance outstanding at start of year	48,751
Balance outstanding at end of year	1,914
Maximum balance outstanding during year	<u>75,468</u>
L Kane	
Balance outstanding at start of year	212,517
Balance outstanding at end of year	74,833
Maximum balance outstanding during year	<u>474,990</u>
P Kane	
Balance outstanding at start of year	219,220
Balance outstanding at end of year	26,704
Maximum balance outstanding during year	<u>449,675</u>

BLP (NORTHERN) LIMITED

NOTES TO THE ABBREVIATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2001

24. RELATED PARTY DISCLOSURES

Some of the directors of this company are also trustees of the BLP Pension Scheme. Rents of £218,000 (2000 £105,500) charged in the year are in respect of property owned by the BLP Pension Scheme. This charge is on normal commercial terms.

Pension contributions of £29,000 were paid to the scheme in the year.

During the year the company sold one of its leasehold properties to the BLP Pension Scheme for £515,000. The net book value of this property was £500,338. This sale was at fair market value.

The company also sold a property to BLP Properties, a partnership in which some of the directors of the company have an interest, for £585,000. The net book value of this property was £495,212. The sale was at fair market value. At 31 December £370,000 remained outstanding to the company from BLP Properties.

BLP Direct Mail Limited became a subsidiary of this company on 31 December 2001. Prior to this, the company was owned by some of the directors of BLP (Northern) Limited. The company acquired the shares from these directors for £400,000. The price paid represented a fair market value.

Prior to the acquisition of BLP Direct Mail Limited, the following transactions were as a result of trading with that company.

Cost of sales	£ <u>939,249</u>
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In addition, administrative expenses of £113,171 were recharged to BLP Direct Mail Limited during the year.

The outstanding balance owed to the company is shown in creditors.

25. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	2001 £	2000 £
Profit for the financial year	33,257	302,497
Issue of shares	<u>400,000</u>	-
Net addition to shareholders' funds	433,257	302,497
Opening shareholders' funds	<u>1,755,111</u>	<u>1,452,614</u>
Closing shareholders' funds	<u>2,188,368</u>	<u>1,755,111</u>
 Equity interests	 <u>2,188,368</u>	 <u>1,755,111</u>

26. CONTROL

The company is under the control of its directors.