Company Registration No. 3453820 (England and Wales)

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CREATIVITY ENTHUSIASM ENERGY VISION

# LOCHINVAR LIMITED DIRECTORS' REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2009

FRIDAY



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#### **COMPANY INFORMATION**

Directors W.L. Vallett

T.A. Vallett J W Vallett D J Pepper

Secretary T.A. Vallett

Company number 3453820

Registered office Acre House

11-15 William Road

London NW1 3ER United Kingdom

Auditors H. W. Fisher & Company

Acre House

11-15 William Road

London NW1 3ER United Kingdom

Business address 7 Lombard Way

The MXL Centre Banbury

Oxon OX16 4TJ

Bankers Barclays Bank Plc

Banbury Area Branch

Banbury Oxon OX16

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#### DIRECTORS' REPORT

#### FOR THE YEAR ENDED 31 DECEMBER 2009

The directors present their report and financial statements for the year ended 31 December 2009

#### Principal activities and review of the business

The principal activity of the company continues to be that of supplying equipment to the heating industry in the UK and Ireland.

Difficult economical conditions had some negative effect on the number of 'new build' construction projects during 2009, but replacement business and our involvement in refurbishment projects helped us to complete a good year Sales of higher efficiency products continued to grow, partially to the detriment of standard efficiency product ranges

We saw a significant increase in sales of our 'Solar Packages' pantcularly in the second half of 2009 and our 'partnering' initiative with Rayotec Ltd continues to work well.

The company made a pre-tax profit of £549,291 (2008 - £222,327) for the year on a turnover of £7,246,479 (2008 - £7,284,434)

At 31 December 2009 the company had net assets of £3,435,110 (2008 - £3,156,040)

The principal risks and uncertainties facing the company relate to forthcoming legislation continues to pose potential risks to the business. Our Trade Associations are working with legislators to ensure that future legislation is workable, whilst achieving the goal of reducing carbon emission from buildings. We continued to have a strong presence within out UK. Trade body- ICOM Energy Association - with David Pepper in his second and final year as President of this Association.

The company purchases goods in US dollars and Euros and is therefore exposed to movement in the Euro to Sterling and US dollar to Sterling exchages The company takes out contracts to manage this risk.

In the opinion of the directors there are no Key Performance Indicators whose disclosure is necessary for an understanding of the development, performance or position of the business

#### Dividends

An interim ordinary dividend was paid amounting to £100,000. The directors do not recommend payment of a final dividend.

#### Directors

The directors who served during the year were

W.L. Vallett

T.A. Vallett

IW Vallett

DJ Pepper

#### Disclosure of information to auditors

Each of the directors has confirmed that there is no information of which they are aware which is relevant to the audit, but of which the auditors are unaware. They have further confirmed that they have taken appropriate steps to identify such relevant information and to establish that the auditors are aware of such information.

#### Auditors

A resolution proposing the reappointment of H. W Fisher & Company as auditors of the company will be put to the members

On behalf of the board

W.L. Vallett

Director 26.04.10

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#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Directors' Report and the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to

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

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### INDEPENDENT AUDITORS' REPORT

#### TO THE MEMBERS OF LOCHINVAR LIMITED

We have audited the financial statements of Lochinvar Limited for the year ended 31 December 2009 set out on pages 4 to 16 The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in 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, for this report, or for the opinions we have formed.

#### Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities Statement on page 2, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

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

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the directors, and the overall presentation of the financial statements.

#### Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 31 December 2009 and of its profit for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and

#### Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements

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

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

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

- we have not received all the information and explanations we require for our audit

M B Davis (Senior Statutory Auditor)

for and on behalf of H. W. Fisher & Company

Chartered Accountants

**Statutory Auditor** 

11-15 William Road

London

Acre House

NW1 3ER

United Kingdon

Dated # 15/10

# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2009

	Notes	2009 £	2008 £
Turnover	2	7,246,479	7,284,434
Cost of sales		(3,919,031)	(4,435,002)
Gross profit		3,327,448	2,849,432
Administrative expenses		(2,791,122)	(2,652,045)
Operating profit	3	536,326	197,387
Investment income Other interest receivable and similar income		10,446 3,355	10,957 15,043
Interest payable and similar charges	6	(836)	(1,060)
Profit on ordinary activities before taxati	on	549,291	222,327
Tax on profit on ordinary activities	7	(170,221)	(73,485)
Profit for the year	19	379,070	148,842
			<del> </del>

The profit and loss account has been prepared on the basis that all operations are continuing operations

There are no recognised gains and losses other than those passing through the profit and loss account.

# **BALANCE SHEET**

#### AS AT 31 DECEMBER 2009

		200	9	200	8
	Notes	£	£	£	£
Fixed assets					
Intangible assets	9		207,998		233,999
Tangible assets	10		181,290		267,167
		-	389,288	-	501,166
Current assets					
Stocks	11	1,989,231		1,666,799	
Debtors	12	1,630,121		1,333,809	
Cash at bank and in hand		1,332,744		1,024,573	
		4,952,096		4,025,181	
Creditors: amounts falling due within one					
year	13	(1,883,371)		(1,340,524)	
Net current assets		_	3,068,725	_	2,684,657
Total assets less current habilities			3,458,013		3,185,823
Creditors: amounts falling due after more	44		(42.500)		(42.050)
than one year	14		(12,590)		(13,059)
Provisions for liabilities	15		(10,313)		(16,724)
		- -	3,435,110	-	3,156,040
Capital and reserves		-		-	
Called up share capital	18		400,002		400,002
Profit and loss account	19		3,035,108		2,756,038
Shareholders' funds	20	-	3,435,110	-	3,156,040

Approved by the Board and authorised for issue on 26.4.10

W.L. Vallett Director

# **CASH FLOW STATEMENT**

	Notes	£	2009 £	£	2008 £
Net cash inflow from operating activities	21		468,281		141,849
Returns on investments and servicing of final Interest received	nce	3,355		15,043	
Interest element of finance lease rentals		(836)		(1,060)	
Other income (cash basis)		10,446		10,957	
Net cash inflow for returns on investments ar	nd servicing		120/5		24.040
of finance			12,965		24,940
Taxation			(75,761)		(194,534)
Capital expenditure					
Payments to acquire tangible fixed assets		(20,249)		(117,754)	
Receipts from sales of tangible fixed assets		23,404		1,175	
Net cash inflow/(outflow) for capital expend	iture		3,155		(116,579)
Equity dividends paid			(100,000)		-
Net cash inflow/(outflow) before financing		-	308,640	~	(144,324)
Financing					
Capital element of finance leases		(469)		(7,169)	
Net cash outflow from financing			(469)		(7,169)
Increase/(decrease) in cash in the year	23, 22	•	308,171	_	(151,493)
		=		=	

#### NOTES TO THE FINANCIAL STATEMENTS

#### FOR THE YEAR ENDED 31 DECEMBER 2009

#### 1 Accounting policies

#### 1.1 Accounting convention

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

#### 12 Revenue recognition

Turnover represents amounts receivable for goods and services net of VAT and trade discounts

#### 1.3 Goodwill

Acquired goodwill is amortised over a period of 20 years

#### 1.4 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. 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

Leasehold propertyover the term of the leasePlant and machinery25% Reducing balanceComputer equipment25% Straight lineFixtures, fittings & equipment25% Reducing balanceMotor vehicles25% Reducing balance

#### 1.5 Leasing

Assets held under finance leases and hire purchase contracts are treated as if they had been purchased outright at the present value of the rentals payable, less finance charges, over the primary period of the agreements. The corresponding obligations under these agreements are included in creditors. The finance element of the rentals payable is charged to the profit and loss account so as to produce a constant rate of charge on the outstanding balance in each period.

Rental payments under operating leases are charged to the profit and loss account on a straight line basis over the period of the lease

#### 1.6 Stock

Stock is valued at the lower of cost and net realisable value Cost includes all direct costs incurred in bringing the stocks to their present location and condition.

Net realisable value is based on estimated selling price less further costs expected to be incurred to completion and disposal.

#### 1.7 Pensions

The company operates a defined contribution scheme for the benefit of its employees. Contributions payable are charged to the profit and loss account in the year they are payable.

#### 1.8 Deferred taxation

Deferred tax is provided in full on timing differences which result in an obligation at the balance sheet date to pay more tax, or a right to pay less tax, at a future date, at rates expected to apply when they crystallise based on current tax rates and law. Timing differences arise from the inclusion of items of income and expenditure in taxation computations in periods different from those in which they are included in the accounts. Deferred tax is not provided on timing differences arising from the revaluation of fixed assets where there is no commitment to sell the assets. Deferred tax assets are recognised to the extent that it is regarded as more likely than not that they will be recovered. Deferred tax assets and liabilities are not discounted.

#### 1.9 Foreign currency translation

Transactions denominated in foreign currencies are recorded at the rate of exchange ruling at the date of the transaction.

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. All differences are taken to profit and loss account.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2009

2	Turnover		
	Geographical market		
		Turnove	-
		2009	2008
		£	£
	UK	7,050,864	7,069,508
	Rest of world	195,615	214,926
		7,246,479	7,284,434
3	Operating profit	2009	2008
		£	£
	Operating profit is stated after charging		
	Amortisation of intangible fixed assets	26,001	26,001
	Depreciation of owned tangible fixed assets	64,727	<i>77</i> ,350
	Depreciation of tangible fixed assets held under finance leases and hire purchase contracts Loss on disposal of tangible fixed assets	7,514	4,494 2
		10,481	_
	Loss on foreign exchange transactions  Operating lease rentals	121,314	146,532
	- Plant and machinery	70,509	55,557
	- Other assets	112,885	112,885
	Auditors' remuneration (including expenses and benefits in kind)	25,000	11,500
4	Directors' emoluments	2009	2008
		£	£
	Emoluments for qualifying services	127,310	116,145
	Company pension contributions to money purchase schemes	6,069	5,981
		133,379	122,126

The number of directors for whom retirement benefits are accruing under money purchase pension schemes amounted to 1 (2008 - 1)

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

5	Employees		
	Number of employees  The average monthly number of employees (including directors) during the year was	2009 Number	2008 Number
	Selling and administration	37	40
	Employment costs	2009 £	2008 £
	Wages and salaries Social security costs Other pension costs	1,341,499 156,522 19,852	1,235,139 132,204 18,593
		1,517,873	1,385,936
6	Interest payable	2009 £	2008 £
	Lease finance charges	836	1,060

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

7	Taxation	2009	2008
		£	£
	Domestic current year tax	484 488	
	U.K. corporation tax	176,632	75,761
	Current tax charge	176,632	<b>75,7</b> 61
	Deferred tax		
	Deferred tax charge	(6,411)	(2,276)
		170,221	73,485
	Factors affecting the tax charge for the year		
	Profit on ordinary activities before taxation	540.201	222 227
	Profit on ordinary activities before taxation	549,291 ——————	222,327
	Profit on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 28 00% (2008 - 28 50%)	153,801	63,363
	Effects of		
	Non deductible expenses	21,387	21,543
	Depreciation add back	20,228	23,326
	Capital allowances	(16,821)	(23,692)
	Marginal rate relief	(1,963)	(8,779)
		22,831	12,398
	Current tax charge	176,632	<i>75,7</i> 61
8	Dividends	2009	2008
		£	£
	Ordinary interim paid	100,000	•

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE YEAR ENDED 31 DECEMBER 2009

9	Intangible fixed assets						Goodwill
	Cost						£
	At 1 January 2009 & at 31 De	ecember 2009					520,000
	Amortisation					-	
	At 1 January 2009						286,001
	Charge for the year					_	26,001
	At 31 December 2009					_	312,002
	Net book value						
	At 31 December 2009					=	207,998
	At 31 December 2008					=	233,999
10	Tangible fixed assets	Computer	Leasehold	Plant and	Fixtures,	Motor	Total
		equipment	property	machinery	fittings & equipment	vehicles	
		£	£	£	£	£	£
	Cost						
	At 1 January 2009	132,855	124,113	39,335	103,918	281,602	681,823
	Additions	5,174	-	336	139	14,600	20,249
	Disposals	(87,132)	-		-	(117,879)	(205,011)
	At 31 December 2009	50,897	124,113	39,671	104,057	178,323	497,061
	Depreciation						
	At 1 January 2009 On disposals	99,128 (86,534)	77,432 -	15,817 -	86,149	136,130 (84,592)	414,656 (171,126)
	Charge for the year	17,291	7,503	5,897	4,453	37,097	72,241
	At 31 December 2009	29,885	84,935	21,714	90,602	88,635	315,771
	Net book value						
	At 31 December 2009	21,012	39,178	17,957	13,455	89,688	181,290
	At 31 December 2008	33,727	46,681	23,518	17,769	145,472	267,167

#### Finance leases and hire purchase contracts

The net book value of tangible fixed assets includes an amount of £22,543 (2008 - £30,057) in respect of assets held under finance leases or hire purchase contracts

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

11	Stocks	2009 £	2008 £
	Finished goods and goods for resale	1,989,231	1,666,799
12	Debtors	2009	2008
		£	£
	Trade debtors	1,271,907	1,236,511
	Prepayments and accrued income	358,214	97,298
		1,630,121	1,333,809
		<del></del>	
13	Creditors: amounts falling due within one year	2009 £	2008 £
	Net obligations under finance leases Trade creditors	4,420 650,002	4,420 586,996
	Corporation tax	176,632	75, <b>7</b> 61
	Other taxes and social security costs	128,462	115,532
	Other creditors	-	2,208
	Accruals and deferred income	923,855	555,607
		1,883,371	1,340,524

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE YEAR ENDED 31 DECEMBER 2009

14	Creditors: amounts falling due after more than one year	2009 £	2008 £
	Net obligations under finance leases	12,590	13,059
	Net obligations under finance leases Repayable between one and five years	20,122	21,430
		20,122	21,430
	Finance charges and interest allocated to future accounting periods	(3,112)	(3,951)
		17,010	17,479
	Included in liabilities falling due within one year	(4,420)	(4,420)
		12,590	13,059
15	Provisions for liabilities		Deferred tax liability £
	Balance at 1 January 2009 Profit and loss account		16,724 (6,411)
	Balance at 31 December 2009		10,313
	The deferred tax liability is made up as follows.		
	Deferred tax is calculated at 28% (2008 - 29%) analysed over the following timing differences		
		2009	2008
		£	£
	Accelerated capital allowances	10,313	16,724

#### 16 Forward foreign exchange contracts

It is company policy to hedge its foreign exchange risk by taking out forward foreign exchange contracts. The fair value of forward exchange contracts, being the market price at the balance sheet date, is £ nil (2008 £730,181). At 31 December 2009 there was £ nil of unrecognised net gains (2008 204,166) on forward foreign exchange contracts.

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE YEAR ENDED 31 DECEMBER 2009

17	Pension and other	post-retirement benefit commitments
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#### Defined contribution

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. The pension cost charge represents contributions payable by the company to the fund.

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18	Share capital	2009	2008
		£	£
	Allotted, called up and fully paid		
	400,002 Ordinary shares of £1 each	400,002	400,002
19	Statement of movements on profit and loss account		
			Profit and loss account
			£
	Balance at 1 January 2009		2,756,038
	Profit for the year		379,070
	Drvidends paid		(100,000)
	Balance at 31 December 2009		3,035,108
20	Reconciliation of movements in shareholders' funds	2009	2008
		£	£
	Profit for the financial year	379,070	148,842
	Dividends	(100,000)	-
	Net addition to shareholders' funds	279,070	148,842
	Opening shareholders' funds	3,156,040	3,007,198
	Closing shareholders' funds	3,435,110	3,156,040

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

21	Reconculation of operating profit to net cash infl	ow from operating activ	ittes	2009 £	2008 £
	Operating profit			536,326	197,387
	Depreciation of tangible fixed assets			72,241	81,844
	Amortisation of intangible fixed assets			26,001	26,001
	Loss on disposal of tangible fixed assets			10,481	2
	Increase in stocks			(322,432)	(309,534)
	Increase in debtors			(296,312)	(81,404)
	Increase in creditors			441,976	227,553
	Net cash inflow from operating activities			468,281	141,849
22	Reconciliation of net cash flow to movement in n	et funds		2009	2008
				£	£
	Increase/(decrease) in cash in the year			308,171	(151,493)
	Finance lease payments			469	7,169
	Change in net debt resulting from cash flows			308,640	(144,324)
	New finance lease			-	(18,082)
	Movement in net funds/(debt) in the year			308,640	(162,406)
	Opening net funds			1,007,094	1,169,500
	Closing net funds			1,315,734	1,007,094
23	Analysis of net funds	1 January 2009	Cash flow	Other non-cash changes	31 December 2009
		£	£	£	£
	Net cash.				
	Cash at bank and in hand	1,024,573	308,171	-	1,332,744
	Debt.	•			
	Finance leases and hire purchase	(17,479)	469	•	(17,010)
	Net funds	1,007,094	308,640		1,315,734

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE YEAR ENDED 31 DECEMBER 2009

#### 24 Financial commitments

At 31 December 2009 the company was committed to making the following payments under non-cancellable operating leases in the year to 31 December 2010

	Land and buildings		Oth	Other	
	2009	2008	2009	2008	
	£	£	£	£	
Operating leases which expire					
Within one year	-	-	3,243	5,447	
Between two and five years	•	-	73,013	50,841	
In over five years	112,885	112,885	-	-	
	112,885	112,885	76,256	56,288	

#### 25 Related party transactions

Included in trade creditors is an amount owed to the Lochinvar Corporation of £321,190 (2008 £94,250) a company which is controlled by W.L. Vallett, T.A. Vallett and J.W. Vallett. Lochinvar Ltd purchased goods with a value of £2,303,731 (2008 £1,987,092) from Lochinavar Corporation during the year. The company also received commission from Lochinvar Corporation amounting to £6,909 (2008 £10,687)

#### 26 Controlling parties

The ultimate controlling parties are W.L. Vallett, T.A. Vallett and J.W. Vallett.