Company Registration No. 06503518 (England and Wales)

MAYFLOWER ENGINEERING LIMITED

ABBREVIATED ACCOUNTS

YEAR ENDED 31 MARCH 2014



#261

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STRATEGIC REPORT

FOR THE YEAR ENDED 31 MARCH 2014

The director presents his report and financial statements for the year ended 31 March 2014.

Review of the business

Whilst it is disappointing to note the reversal in the improvements in results seen last year, the director can report that the reasons for the drop in gross margin are understood and relate to two large contracts. This does not reflect a fundamental change in the underlying profitability of the business. The results reflect all costs associated with these projects. Turnover decreased by 2.5% and operating profit decreased by 45%. The director remains satisfied with the balance sheet position; there has been a reduction in reserves of £353k, following a repurchase of shares, financed by an increase in bank lending. This has led to a £200k increase in long term debt, whilst the net current assets of the company, excluding cash and bank loans, reduced by £61k.

Entering 2014-15 the director is pleased by the strength of the order book, and expects increased turnover and profitability. The company's ability to provide a turnkey service from design and project management, through to production and installation, has continued to service the existing customer base and attract new customers.

From a historic dependency on a small number of customers in traditional industries, the company's strategy in recent years has been to focus on the development of new customers requiring high-value added products. Implementation of this strategy has significantly reduced the risk associated with customer dependency.

The company's business may be affected by fluctuations in the price of supply of materials, especially steel, although sales pricing policy seeks to mitigate such risks where possible.

The company is financed primarily by variable rate fixed term debt. Interest rate exposure is considered to be low, so no hedging is undertaken.

On behalf of the board

K Bingham **Director**

16 December 2014

DIRECTOR'S REPORT

FOR THE YEAR ENDED 31 MARCH 2014

The director presents his report and financial statements for the year ended 31 March 2014.

Principal activities and review of the business

The principal activities of the company continue to be that of the design and manufacture of materials handling equipment, along with machining, fabrication and related services to the general engineering market. The principal activities of the company did not change during the year and are not expected to change during the next year.

Results and dividends

The results for the year are set out on pages 2 to 3.

Post balance sheet events

On-July 8th 2014 the company repaid in full the vendor loan, as disclosed in note 12 under other creditors, which was financed by a new 5 year term loan from Santander.

Directors

The following directors have held office since 1 April 2013:

K Bingham

G Hobson

(Resigned 30 May 2013)

Auditors

The auditors, Barber Harrison & Platt, are deemed to be reappointed under section 487(2) of the Companies Act 2006.

DIRECTOR'S REPORT (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2014

Statement of director's responsibilities

The director is responsible for preparing the Director's Report and the financial statements in accordance with applicable law and regulations.

Company law requires the director to prepare financial statements for each financial year. Under that law the director has elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the director must not approve the financial statements unless he is 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 director is 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 director is 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 him to ensure that the financial statements comply with the Companies Act 2006. He is 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.

Statement of disclosure to auditors

So far as the director is aware, there is no relevant audit information of which the company's auditors are unaware. Additionally, the director has taken all the necessary steps that he ought to have taken as director in order to make himself aware of all relevant audit information and to establish that the company's auditors are aware of that information.

On behalf of the board

K Bingham **Director**

16 December 2014

INDEPENDENT AUDITOR'S REPORT TO MAYFLOWER ENGINEERING LIMITED UNDER SECTION 449 OF THE COMPANIES ACT 2006

We have examined the abbreviated accounts set out on pages 5 to 20, together with the financial statements of Mayflower Engineering Limited for the year ended 31 March 2014 prepared under section 396 of the Companies Act 2006.

This report is made solely to the company, in accordance with Chapter 10 of Part 15 of the Companies Act 2006. 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 auditor's 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 the director and auditors

The director is responsible for preparing the abbreviated accounts in accordance with section 445 of the Companies Act 2006. It is our responsibility to form an independent opinion as to whether the company is entitled to deliver abbreviated accounts to the Registrar of Companies and whether the abbreviated accounts have been properly prepared in accordance with the regulations made under that section and to report our opinion to you.

We conducted our work in accordance with Bulletin 2008/4 issued by the Auditing Practices Board. In accordance with that Bulletin 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.

Opinion

In our opinion the company is entitled to deliver abbreviated accounts prepared in accordance with section 445(3) of the Companies Act 2006, and the abbreviated accounts have been properly prepared in accordance with the regulations made under that section.

Lisa Leighton (Senior Statutory Auditor) for and on behalf of Barber Harrison & Platt

16 December 2014

Chartered Accountants Statutory Auditor

2 Rutland Park Sheffield S10 2PD

ABBREVIATED PROFIT AND LOSS ACCOUNT

FOR THE YEAR ENDED 31 MARCH 2014

	Notes	2014 £	2013 £
Turnover		6,285,819	6,448,883
Gross profit		1,166,521	1,541,120
Distribution costs Administrative expenses		(231,727) (680,389)	(213,573) (861,175)
Operating profit	2	254,405	466,372
Other interest receivable and similar income Interest payable and similar charges	4	2,007 (28,532)	2,783 (22,877)
Profit on ordinary activities before taxation	•	227,880	446,278
Tax on profit on ordinary activities	5	21,728	(108,000)
Profit for the year	15	249,608	338,278

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.

ABBREVIATED BALANCE SHEET

AS AT 31 MARCH 2014

	20	014	20	013
Notes	£	£	£	£
			•	
6		853,522		910,425
7		108,084		95,464
		961,606		1,005,889
8	486,742		312,455	
9	1,792,291		2,172,648	
	163,716		28,788	
	2,442,749		2,513,891	
10	(1,638,753)		(1,625,683)	
		803,996		888,208
		1,765,602		1,894,097
11		(264,730)		(290,250)
12		(700)		-
		1,500,172		1,603,847
14		67		100
				129,900
		•		,
15		1,370,172		1,473,847
16		1,500,172		1,603,847
	6 7 8 9 10 11 12	Notes £ 6 7 8	6 853,522 108,084 961,606 8 486,742 9 1,792,291 163,716 2,442,749 10 (1,638,753) 803,996 1,765,602 11 (264,730) 12 (700) 1,500,172	Notes £ £ £ 6 853,522 108,084 108,084 108,084 10961,606 312,455 21,72,648 21,722,648 28,788 163,716 28,788 12,513,891 10 (1,638,753) (1,625,683) (1,625,683) 1,765,602 11 (264,730) (264,730) 11,500,172 11,500,172 12,500,172 12,9900 15 33 1,370,172 12,370,172

These abbreviated accounts have been prepared in accordance with the special provisions in section 445(3) of the Companies Act 2006 relating to medium-sized companies.

ABBREVIATED BALANCE SHEET (CONTINUED)

AS AT 31 MARCH 2014

Approved by the Board and authorised for issue on 16 December 2014

K Bingham **Director**

Company Registration No. 06503518

CASH FLOW STATEMENT

FOR THE YEAR ENDED 31 MARCH 2014

	. £	2014 £	£	2013 £
Net cash inflow/(outflow) from operating activities		453,403		(144,610)
Returns on investments and servicing of finance				
Interest received	2,007		2,783	
Interest paid	(28,532)		(22,877)	
Net cash outflow for returns on investments and servicing of finance		(26,525)		(20,094)
Taxation		(106,072)		(23,230)
Capital expenditure				
Payments to acquire tangible assets	(31,156)		(23,995)	
Receipts from sales of tangible assets	-		36,000	
Net cash (outflow)/inflow for capital expenditure		(31,156)		12,005
Net cash inflow/(outflow) before management of liquid resources and financing		289,650		(175,929)
		•		, , ,
Financing New long term bank loan	400,000		_	
Repayment of long term bank loan	(54,827)		(175,173)	
Repayment of other long term loans	(145,126)		(193,500)	
Capital element of hire purchase contracts	(1,486)		-	
Net cash outflow from financing		(154,722)		(368,673)
Increase/(decrease) in cash in the year		134,928		(544,602)

NOTES TO THE CASH FLOW STATEMENT

FOR THE YEAR ENDED 31 MARCH 2014

201	2014	itflow)	et cash inflow/(ou	Reconciliation of operating profit to n from operating activities
	£			nom operating activities
466,37	254,405			Operating profit
35,48	31,271			Depreciation of tangible assets
56,902	56,903			Amortisation of intangible assets
11,070	-			Loss on disposal of tangible assets
(3,998	(174,287)			Increase in stocks
(829,329	400,857			Decrease/(increase) in debtors
118,888	(115,746)		year	(Decrease)/Increase in creditors within one
(144,610	453,403		ting activities	Net cash inflow/(outflow) from opera
31 Marc 201	Other non- cash changes	Cash flow	1 April 2013	Analysis of net debt
	£	£	£	
				Net cash:
163,710	<u>-</u>	134,928	28,788	Cash at bank and in hand
	-	-	-	Bank deposits
				Debt:
(11,249	(12,375)	1,126	-	Finance leases
(524,519	-	(234,269)	(290,250)	Debts falling due within one year
(256,028		34,222	(290,250)	Debts falling due after one year
(791,796	(12,375)	(198,921)	(580,500)	
(628,080	(12,375)	(63,993)	(551,712)	Net debt
201	2014	t	ement in net debt	Reconciliation of net cash flow to mov
	£			•
(544,602	134,928			Increase/(decrease) in cash in the year
368,67	(198,921)	se financing	ease in debt and leas	Cash (inflow)/outflow from (increase)/decr
(175,929	(63,993)		<i>I</i> S	Change in net debt resulting from cash flow
	(12,375)			New finance lease
(175,929	(76,368)			Movement in net debt in the year
(375,783	(551,712)			Opening net debt
(551,712	(628,080)			Closing net debt

NOTES TO THE ABBREVIATED ACCOUNTS

FOR THE YEAR ENDED 31 MARCH 2014

1 Accounting policies

1.1 Accounting convention

The financial statements are prepared under the historical cost convention.

1.2 Compliance with accounting standards

The financial statements are prepared in accordance with applicable United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), which have been applied consistently (except as otherwise stated).

1.3 Turnover

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

1.4 Goodwill

Acquired goodwill is written off in equal annual instalments over its estimated useful economic life of 20 years.

1.5 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows:

Land and buildings Leasehold 10% straight line
Plant and machinery 12.5% straight line
Office equipment 25% straight line
Motor vehicles 20% straight line

1.6 Leasing and hire purchase commitments

Assets obtained under hire purchase contracts and finance leases are capitalised as tangible assets and depreciated over the shorter of the lease term and their useful lives. Obligations under such agreements are included in creditors net of the finance charge allocated to future periods. The finance element of the rental payment is charged to the profit and loss account so as to produce a constant periodic rate of charge on the net obligation outstanding in each period.

Rentals payable under operating leases are charged against income on a straight line basis over the lease term.

1.7 Stock and work in progress

Work in progress is valued at the lower of cost and net realisable value.

1.8 Long term contracts

Amounts recoverable on long term contracts, which are included in debtors, are stated at the net sales value of the work done after provision for contingencies and anticipated future losses on contracts, less amounts received as progress payments on account. Excess progress payments are included in creditors as payments on account.

1.9 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.

NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2014

1 Accounting policies (Continued)

1.10 Deferred taxation

Deferred taxation is provided in full in respect of taxation deferred by timing differences between the treatment of certain items for taxation and accounting purposes. The deferred tax balance has not been discounted.

1.11 Group accounts

The financial statements present information about the company as an individual undertaking and not about its group. The company's subsidiary undertaking is not required to be consolidated since its inclusion is not material for the purpose of giving a true and fair view. The company has therefore taken advantage of the exemption contained in section 402 of the Companies Act 2006 from the requirement to prepare group accounts.

2	Operating profit	2014 £	2013 £
	Operating profit is stated after charging:		
	Amortisation of intangible assets	56,903	56,902
	Depreciation of tangible assets	31,271	35,485
	Loss on disposal of tangible assets	-	11,070
	Operating lease rentals	99,000	99,000
	Auditors' remuneration (including expenses and benefits in kind)	6,985 	6,450
3	Investment income	2014	2013
		£	£
	•		
	Bank interest	2,007	2,783
		2,007	2,783
		 =	=======================================
4	Interest payable	2014	2013
		£	£
	On bank loans and overdrafts	15,506	1,828
	On other loans wholly repayable within five years	12,832	21,049
	Hire purchase interest	194	-
		28,532	22,877

NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2014

5	Taxation	2014 £	2013 £
	Domestic current year tax		
	U.K. corporation tax	(25,500)	108,000
	Adjustment for prior years	(1,928)	<u>-</u>
	Total current tax	(27,428)	108,000
	Deferred tax		
	Deferred tax charge/credit current year	5,700	· -
		(21,728)	108,000
	Factors affecting the tax charge for the year	227.000	446.270
	Profit on ordinary activities before taxation	<u>227,880</u>	446,278
	Profit on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 20.00% (2013 - 24.00%)	45,576	107,107
	Effects of:		
	Non deductible expenses	(39,980)	20,553
	Capital allowances in excess of depreciation	(5,553)	855
	Short term timing differences	(43)	111
	Adjustments to previous periods	(1,928)	-
	Research and development claim	(25,500)	(10,548)
	Marginal relief		(10,078)
		(73,004)	893
•	Current tax charge for the year	(27,428)	108,000

NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2014

<u>D</u>

Intangible fixed assets	
-	Goodwill
Cost	£
At 1 April 2013 & at 31 March 2014	1,138,033
Amortisation	
At 1 April 2013	227,608
Charge for the year	56,903
At 31 March 2014	284,511
Net book value	
At 31 March 2014	853,522
At 31 March 2013	910,425
_	Cost At 1 April 2013 & at 31 March 2014 Amortisation At 1 April 2013 Charge for the year At 31 March 2014 Net book value At 31 March 2014

NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2014

		Land and buildings Leasehold	Plant and machinery	Office equipment	Motor vehicles	Tota
		£	£	£	£	£
C	ost	•				
Α	t 1 April 2013	2,428	208,667	66,021	52,845	329,961
A	dditions	600	37,801	5,490	-	43,891
D	isposals	<u> </u>		-	(4,898)	(4,898)
Α	t 31 March 2014	3,028	246,468	71,511	47,947	368,954
D	epreciation					
Α	t 1 April 2013	1,892	136,215	49,390	47,000	234,497
C	n disposals	-	-	-	(4,898)	(4,898)
_	harge for the year	380	19,096	7,810	3,985	31,271
٩	t 31 March 2014	2,272	155,311	57,200	46,087	260,870
N	let book value					
Α	t 31 March 2014	756	91,157	14,311	1,860	108,084
Α	t 31 March 2013	536	72,452	16,631	5,845	95,464

			machinery £
	Net book values		
	At 31 March 2014		12,529 ————
	Depreciation charge for the year		
	At 31 March 2014		1,621
8	Work in progress	2014	2013
		£	£
	Work in progress	486,742	312,455

NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2014

9	Debtors	2014 £	2013 £
•	Trade debtors	1,730,815	2,048,663
	Corporation tax	25,500	-
	Other debtors	270	68,000
	Prepayments and accrued income	35,706	50,985
	Deferred tax asset (see note 12)	-	5,000
		1,792,291	2,172,648
10	Creditors: amounts falling due within one year	2014 £	2013 £
		-	_
	Bank loans and overdrafts	89,145	-
	Payments received on account	236,128	224,048
	Net obligations under hire purchase contracts	2,547	-
	Trade creditors	523,182	645,612
	Corporation tax	255 420	108,000
	Other taxes and social security costs	255,438	219,966
	Other creditors	435,374	290,250
	Accruals and deferred income	96,939	137,807
		1,638,753	1,625,683

The bank loan is secured by a fixed and floating charge over the assets of the company. Included within Other Creditors is a loan of £435,374 (2013: £290,250) which is secured over the assets of the company.

NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2014

11	Creditors: amounts falling due after more than one year	2014 £	2013 £
	Bank loans	256,028	-
	Other loans	-	290,250
•	Net obligations under hire purchase contracts	8,702	<u> </u>
		264,730	290,250
	Analysis of loans		
	Wholly repayable within five years	780,547	580,500
		780,547	580,500
•	Included in current liabilities	(524,519)	(290,250)
		256,028	290,250
	Loan maturity analysis		
	In more than one year but not more than two years	89,145	290,250
	In more than two years but not more than five years	166,883	· -
	Bank loans are secured by a debenture over the assets of the company.		
	Net obligations under hire purchase contracts		
	Repayable within one year	2,547	-
	Repayable between one and five years	8,702	
		11,249	-
•	Included in liabilities falling due within one year	(2,547)	-
		8,702	-

NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2014

12	Provisions for liabilities	t	Deferred tax liability
	Balance at 1 April 2013 Profit and loss account		(5,000) 5,700
	Balance at 31 March 2014		700
	The deferred tax liability is made up as follows:		
		2014 £	2013 £
	Accelerated capital allowances	700	(5,000)

13 Pension and other post-retirement benefit commitments 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.

		2014 £	2013 £
	Contributions payable by the company for the year Contributions payable to the fund at the year end and included in creditors	54,263 (4,023)	55,921 (4,240)
14	Share capital	2014 £	2013 £
	Allotted, called up and fully paid 67 Ordinary shares of £1 each	67	100

On 6 June 2014 the company redeemed 33 £1 ordinary shares with a nominal value of £33.

NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2014

15	Statement of movements on reserves			
		Share premium account £	Other reserves (see below) £	Profit and loss account £
	Balance at 1 April 2013	129,900	-	1,473,847
	Profit for the year	-	-	249,608
	Purchase of own shares	-	-	(353,283)
•	Movement during the year	-	33	
	Balance at 31 March 2014	129,900	33	1,370,172
	Other reserves Capital redemption reserve			
	Capital redemption reserve movement		33	
٠	Balance at 31 March 2014		33	
16	Reconciliation of movements in shareholders' funds		2014 £	2013 £
	Profit for the financial year		249,608	338,278
	Purchase of own shares		(353,283)	-
	Net (depletion in)/addition to shareholders' funds		(103,675)	338,278
	Opening shareholders' funds		1,603,847	1,265,569
	Closing shareholders' funds		1,500,172	1,603,847

17 Financial commitments

At 31 March 2014 the company was committed to making the following payments under non-cancellable operating leases in the year to 31 March 2015:

	Land and buildings		Othe	r
	2014	2013	2014	2013
	£	£	£	£
Operating leases which expire:				
Within one year	99,000	-	-	-
Between two and five years	-	99,000	1,796	1,796
	99,000	99,000	1,796	1,796
	,			

NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2014

18	Directors' remuneration	2014 £	2013 £
•	Remuneration for qualifying services Company pension contributions to defined contribution schemes	108,234 9,500	135,879 12,227
	; :	117,734	148,106

The number of directors for whom retirement benefits are accruing under defined contribution schemes amounted to 1 (2013 - 2).

19 Employees

Number of employees

The average monthly number of employees (including directors) during the year was:

year was.	2014 Number	2013 Number
Production	47	46
Administration	26	24
	73	70
Employment costs	2014	2013
	£	£
Wages and salaries	2,331,821	2,160,253
Other pension costs	54,263	55,921
	2,386,084	2,216,174

NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2014

20 Related party relationships and transactions

Advances and credits to directors

The following directors had interest free loans during the year. The movement on these loans are as follows:

	% Rate	Opening Balance £	Amounts Advanced £	Interest Charged £	Amounts Repaid £	Closing Balance £
G Hobson	-	68,000	-	-	(68,000)	-
	=	68,000	-	-	(68,000)	-

On 6 June 2013, Mr G Hobson's shares were purchased by the company for a total consideration of £330,000.