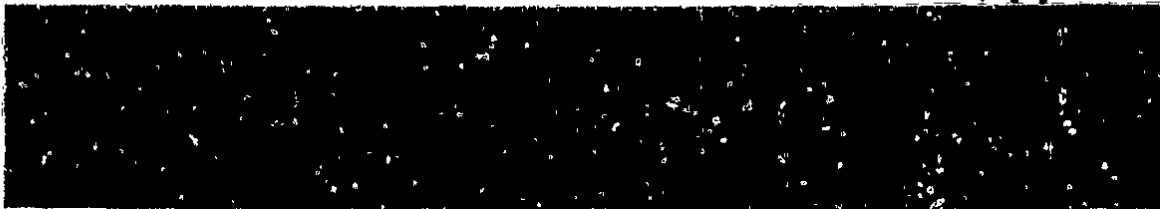
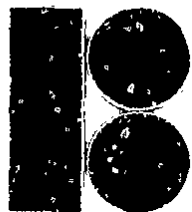


1082175.



**Hydrovane**

 **HITACHI**

 **FIATALLIS**

**Benford**

 **FIAT HITACHI**

 **HITACHI-CRANES**

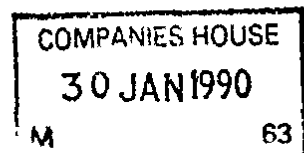
**BM PLANT LIMITED.**

**DIRECTORS'S REPORT AND ACCOUNTS FOR  
the year ended 30th  
June, 1989.**

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**I N D E X**

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**B M PLANT LIMITED.**

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**NOTICE OF MEETING.**

NOTICE IS HEREBY GIVEN that the Annual General Meeting of the Members of the Company will be held at 36, Castlefields Industrial Estate, Bridgwater, Somerset, TA6 4DH on Wednesday 1st November 1989 for the following purposes:-

1. To waive statutory notice of the Annual General Meeting under S.369 (3) of the Companies Act 1985.
2. To receive the Director's Report and Accounts for the year ended 30th June, 1989.
3. To declare the Ordinary Dividend for the year.
4. To re-appoint Callingham Crane as Auditors and to authorise the Directors to fix their remuneration.
5. To transact any other business which may be dealt with at an Annual General Meeting.

By Order of the Board.

D.A. TRUNKS  
Secretary.

9th October, 1989.

NOTE: A Member entitled to vote at the Meeting may appoint one or more proxies to attend and vote on his behalf. A proxy need not be a Member of the Company.

B M PLANT LIMITED.DIRECTORS

G.J. HALL  
 W. DUFFY  
 P. GOSS  
 R. MELLOWES  
 D. STEWART  
 D.A. TRUNKS  
 D. PUGH-BEVAN

REPORT OF THE DIRECTORS.

The Directors submit their Report for the year ended 30th June, 1989.

Activities

The Activities of the Company are the sale, repair and hire of excavating and allied equipment.

Review of Company's Business.

The Company maintained its position in the market for Excavators and Wheeled Loaders in the face of very difficult market conditions.

Results

The results for the year ended 30th June, 1989 are as follows:-

	<u>30.6.89</u>	<u>30.6.88</u>
Profit (Loss) for the year after taxes carried to reserves	504,543	(169,413)

Dividend

The Directors recommend a dividend of 68-15p per ordinary share (1988 - 48-52p)

Directors

The Directors who served during the year were:-

	<u>Shareholding in Holding Company</u>		<u>Appointed</u>	<u>Resigned</u>
	30.6.88 or on <u>Appointment</u>	30.6.89		
G. HALL	23755	23755		
W. DUFFY	-	-		
P. GOSS				
R. MELLOWES	2000	1000		
D. STEWART	-	-		
D. TRUNKS	1445	-		
D. PUGH-BEVAN			4.10.88	

BM PLANT LIMITED.REPORT OF THE DIRECTORS  
(CONTINUED)

Directors hold options to subscribe to Ordinary Shares of 10p each in BM Group PLC as follows:-

	<u>1989</u>	<u>1988</u>
<u>SAYE SCHEME</u>		
R. Mellowes	2508	2508
D. Stewart	3762	3762
D. Trunks	6271	6271
D. Pugh Bevan	12542	12542
<u>EXECUTIVE SCHEME.</u>		
G.J. Hall	20,000	20,000
D. Pugh Bevan	10,000	10,000

AUDITORS

Messrs Callingham Crane have expressed their willingness to continue in office as auditors of the Company, and a resolution to reappoint them will be proposed at the forthcoming Annual General Meeting.

Ultimate Holding Company.

The Company's ultimate Holding Company is BM GROUP PLC, a company registered in England.

Fixed Assets.

The movements in fixed assets are as shown in note 10 to the accounts.

By Order of the Board

D.A. TRUNKS  
Secretary.

9TH OCTOBER, 1989.

**B M PLANT LIMITED.**

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**REPORT OF THE AUDITORS TO THE MEMBERS.**

We have audited the Financial Statements on pages 5 to 14 in accordance with Auditing Standards.

In our opinion, the financial statements give a true and fair view of the state of affairs of the company at the 30th June 1989, and of the profit and source and application of funds for the year then ended and are properly prepared in accordance with the Companies Act 1985.

Epworth House,  
25 City Road,  
LONDON EC1V 1PT.

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**CALLINGHAM CRANE**  
**Chartered Accountants.**

**9th October, 1989.**

BM PLANT LIMITED.PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30TH JUNE, 1989.

		1989 <u>£</u>	1988 <u>£</u>
	<u>Notes</u>		
Turnover	2	47,743,674	26,671,000
Cost Of Sales		<u>42,685,791</u>	<u>24,570,263</u>
Gross Profit		5,057,883	2,100,737
Distribution Expenses		<u>1,635,482</u>	<u>433,349</u>
Administration Expenses		<u>1,732,306</u>	<u>1,338,109</u>
		<u>3,367,788</u>	<u>1,771,458</u>
Operating Profit	3	1,690,095	329,279
Interest Receivable	6	<u>690,085</u>	<u>466,720</u>
Interest Payable	7	<u>47,637</u>	<u>29,412</u>
		<u>642,448</u>	<u>437,308</u>
Profit on Ordinary Activities before Taxation	8	2,332,543	766,587
Tax on Profit On Ordinary Activities	8	908,000	281,000
		<u>1,424,543</u>	<u>485,587</u>
Extraordinary Items			
Profit for the Financial Year		1,424,543	485,587
Dividends	9	<u>920,000</u>	<u>655,000</u>
Retained Profit/(Loss) For the Financial Year	16	<u><u>504,543</u></u>	<u><u>( 169,413 )</u></u>

These Notes on pages 8 to 14 form part of these accounts.

BM PLANT LIMITED.BALANCE SHEET AS AT 30TH JUNE, 1989.

		1989 £	1988 £
	<u>Notes</u>		
<u>Fixed Assets</u>			
Tangible Assets	10	2,352,708	1,707,502
<u>Current Assets</u>			
Stocks	11	9,282,837	6,793,977
Debtors	12	5,862,021	4,542,967
Cash at Bank and In Hand		7,722,051	5,353,179
		22,866,909	16,690,123
<u>Creditors: Amounts falling due within One Year</u>	13	22,096,674	16,190,029
<u>Net Current Assets</u>		770,235	500,094
Total Assets Less Current Liabilities		3,122,943	2,207,596
<u>Creditors: Amounts falling due after more than One Year</u>	13	140,466	-
		2,982,477	2,207,596
<u>Provisions for Liabilities and Charges</u>	14	220,000	87,000
<u>Net Assets</u>		2,762,477	2,120,596
<u>Capital and Reserves</u>			
Called Up Share Capital	15	1,350,000	1,350,000
Reserves	16	580,323	442,985
Profit and Loss Account	16	832,154	327,611
		2,762,477	2,120,596

Approved By The Board

..... G.J. HALL

..... P.T. GOSS

9th October, 1989

Directors

The Notes on page 8 to 14 form part of these accounts.



BM PLANT LIMITED.SOURCE AND APPLICATION OF FUNDS STATEMENT FOR THE YEAR  
ENDED 30TH JUNE, 1989.

	1989		1988	
	<u>£'000</u>	<u>£'000</u>	<u>£'000</u>	<u>£'000</u>
Source of Funds				
Profit On Ordinary Activities before tax		2332		766
Adjustments for Items not involving flow of funds				
Profit on sale of Fixed Assets	( 4)		-	
Depreciation	<u>82</u>		<u>43</u>	
		<u>78</u>		<u>43</u>
Total generated from operations		2410		809
Funds from other sources				
Sale of Fixed Assets	7		34	
Revaluation Adjustments	137		-	
Deferred Tax Adjustment	<u>24</u>	<u>168</u>	<u>-</u>	<u>34</u>
		2578		843
Application of Funds				
Dividend Paid	( 655)		( 426)	
Taxation Paid	( 15)		-	
Purchase of Fixed Assets	( 730)		( 331)	
Subordinate Loan Repaid	<u>-</u>		<u>(1315)</u>	
		(1400)		(2072)
		<u>1178</u>		<u>(1229)</u>
Movement in Working Capital				
Increase in Stocks	2489		4038	
Increase in Debtors	1319		1750	
Increase in Creditors	(4999)		(7129)	
Movement in Net Liquid Funds				
Cash and Bank	<u>2369</u>		<u>112</u>	
		1178		(1229)
		<u>1178</u>		<u>(1229)</u>

B M PLANT LIMITED.NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 30TH JUNE, 1989.Accounting Policies1. a) Accounting Convention

The accounts have been prepared under the historical cost convention as modified for the revaluation of certain freehold Land and Buildings.

b) Turnover

Turnover represents the amount receivable for goods and services provided excluding tax.

c) Tangible Fixed Assets

Depreciation is not provided on freehold land. On other assets it is provided on cost in equal annual instalments calculated over the estimated lives of the assets. The rates of depreciation are as follows:-

Motor Vehicles	- 25% per annum
Plant & Machinery	- 10% per annum
Freehold Buildings	- 1.5% per annum

d) Stocks

Stocks are stated at the lower of cost and net realisable value.

e) Foreign Currencies

Assets and liabilities in foreign currencies have been converted at the rate ruling at 30th June, 1989. Differences on exchange have been taken to the Profit and Loss Account.

f) Repairs and Renewals

All such items are written off as incurred.

g) Deferred Tax

Deferred taxation is provided using the liability method in respect of the taxation effects of all timing differences to the extent that it is probable that liabilities will crystallise in the foreseeable future.

h) Operating Leases

Expenditure on operating leases is charged to the Profit and Loss Account on a basis representing of the benefit derived from the assets, normally corresponding to the basis on which rentals accrue.

i) Leased Assets

The cost of assets held under finance leases is included under tangible assets, and depreciation is provided in accordance with the companies accounting policy for the class of asset concerned. The interest cost is charged evenly to profit and loss account over the term of lease and the capital element of future lease payments is included in creditors.

2. TURNOVER

	1989	1988
	£	£
Sales outside the Group	47,499,652	26,188,327
Sales to Group Companies	244,022	482,673
	<u>47,743,674</u>	<u>26,671,000</u>

BM PLANT LIMITED.NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 30TH JUNE, 1989.

	1989 £	1988 £
3. <u>Operating Profit</u>		
Operating Profit is after charging:-		
Depreciation of tangible Fixed Assets	81,591	39,975
Auditors Remuneration	20,000	11,000
Operating Lease Charges	176,459	190,355
Interest Charged on Finance Leases	9,044	-

4. EMPLOYEES.

The average number of employees during the year:-

	1989	1988
Manufacturing	38	10
Administration	88	65
	126	75
Staff Costs (including Directors remuneration detailed in note 5)		
Wages and Salaries	1,561,080	663,326
Social Security Costs	151,650	69,532
Other Pension Costs	12,892	3,253
	1,725,622	736,111

Pension Commitments

The company does not operate its own independent pension fund but is a member of the BM Group PLC scheme; this is a funded defined benefit scheme where pension contributions for individual companies are based on pension costs across the Group. The funding rates are assessed in accordance with the advice of a professionally qualified actuary. The latest formal review of the scheme took place as at 1st April 1988. Additional details of the scheme, as required to be disclosed under SSAP 24 are given in the notes to the accounts of BM Group PLC.

Premiums paid to this scheme amounted to:-

	1989	1988
Present Directors	9,934	3,253
Employees	2,958	-
	12,892	3,253
	=====	=====

BM PLANT LIMITED.NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 30TH JUNE, 1989.

	<u>1989</u> £	<u>1988</u> £
5. <u>Emoluments of Directors</u>		
Directors Emoluments (including pension contribution)	299,528	169,801
The Director's remuneration disclosed above (excluding pensions and pension contributions) included amounts paid to:-		
The Chairman and highest Paid Director	66,049	49,885
The number of other Director's who received emoluments (excluding pensions and pension contributions) in the following range was:-		
Nil to £ 5,000	-	1
£25,001 to £ 30,000	-	3
£30,001 to £ 35,000	1	1
£35,001 to £ 40,000	4	-
£40,001 to £ 45,000	1	-
6. <u>Interest Receivable</u>		
Loans to Group Companies	204,752	171,875
Bank Interest	485,333	294,845
	<u>690,085</u>	<u>466,720</u>

B M PLANT LIMITED.NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 30TH JUNE, 1989.

	1989 £	1988 £			
<b>7. <u>Interest Payable</u></b>					
Bank Loans and Overdrafts	—	—			
Loans from Group Company	—	—			
Other	47,637	29,412			
	<u>47,637</u>	<u>29,412</u>			
All Loans and Overdrafts are repayable within 5 Years.					
<b>8. <u>Taxation and Deferred Taxation.</u></b>					
Deferred Taxation	109,000	21,000			
Corporation Tax on the profit for the year at 35%	799,000	260,000			
	<u>908,000</u>	<u>281,000</u>			
<b>9. <u>Dividend</u></b>					
Proposed Dividend 68-15p per share (1988 - 48-52p per share)	920,000	655,000			
	<u>          </u>	<u>          </u>			
<b>10. <u>Tangible Fixed Assets.</u></b>					
	Freehold Land & Buildings £	Leasehold Land & Buildings £	Motor Vehicles £	Plant & Machinery £	Total _____
<u>Costs</u>					
At 30th June,88	1,519,083	—	97,552	258,525	1,875,160
Additions	176,714	—	77,248	200,636	454,598
Transferred from Group Companies	208,833	30,983	4,466	68,354	312,636
Disposals	—	—	( 34,932)	( 50,439)	( 85,371)
At 30th June 89	<u>1,904,630</u>	<u>30,983</u>	<u>144,334</u>	<u>477,076</u>	<u>2,557,023</u>
<u>Depreciation</u>					
At 30th June 88	13,638	—	46,303	107,715	167,656
Depreciation for year	16,773	465	28,396	35,958	81,592
Transferred from Group Companies	264	—	4,384	32,989	37,637
Disposals	—	—	( 32,131)	( 50,439)	( 82,570)
At 30th June 89	<u>30,675</u>	<u>465</u>	<u>46,952</u>	<u>126,223</u>	<u>204,315</u>
<u>Net Book Value</u>					
At 30th June 88	1,505,445	—	51,249	150,810	1,707,504
At 30th June 89	<u>1,873,955</u>	<u>30,518</u>	<u>97,382</u>	<u>350,853</u>	<u>2,352,708</u>
The Gross amount of depreciable freehold buildings is			£881,120		
The historical Cost of freehold land and buildings is			£1,390,006		

BM PLANT LIMITED.NOTES OF THE ACCOUNTS FOR THE YEAR ENDED 30TH JUNE, 1989.

	1989 £	1988 £
11. <u>Stocks</u>		
Finished Goods and Goods for Resale	9,282,837	6,793,977
12. <u>Debtors: Amounts falling due within one year</u>		
Trade Debtors	2,702,723	1,732,781
Amounts owed by Group Companies	3,080,121	2,776,693
Other Debtors and VAT	14,612	—
Prepayments	64,565	33,493
	5,862,021	4,542,967
13. <u>Creditors: Amounts falling due within one year</u>		
Trade Creditors	12,482,582	6,562,632
Bills of Exchange and Letters of Credit	3,691,290	8,142,887
Amounts due to Group Companies	1,699,230	105,410
Other Creditors - Incl. Taxation & Social Security	1,134,094	114,932
Accruals	987,192	210,168
Proposed Dividend	920,000	655,000
Corporation Tax	1,182,286	399,000
	22,096,674	16,190,029
Amounts falling due after more than one year		
Obligations under Finance Leases (1-2 years)	40,519	—
Obligations under Finance Leases (2-5 years)	99,947	—
Obligations under Finance Leases (over 5 years)	—	—
	140,466	—
14. <u>Provision for Liabilities and Charges</u>		
Balance brought forward 1st July	87,000	66,000
Transferred from Other Group Company	24,000	—
Profit and Loss Account	109,000	21,000
Balance Carried Forward 30th June	220,000	87,000
15. <u>Share Capital</u>		
<u>Authorised, Allotted and Fully Paid.</u>		
1,350,000 Ordinary Shares of £1 each	1,350,000	1,350,000

BM PLANT LIMITED.NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 30TH JUNE, 1989.

	1989 £	1988 £
16. <u>Reserves</u>		
<u>Other Reserves</u>		
Revaluation Reserve (See below)	560,198	422,860
Other Reserves	20,125	20,125
	<u>580,323</u>	<u>442,985</u>
<u>Revaluation Reserve</u>		
The movement for the year is as follows:-		
Balance Brought Forward 1st July	422,860	-
Revaluation of Freehold	-	422,860
Revaluation Reserve Transferred from other Group Company	137,338	-
	<u>560,198</u>	<u>422,860</u>
<u>Profit and Loss Account</u>		
Retained Profit brought forward 1st July	327,611	497,024
Retained Profit(Loss) for the year	504,543	(169,413)
	<u>832,154</u>	<u>327,611</u>
17. <u>Capital Commitments</u>		
Contracted for but not provided for in the accounts	325,000	NIL
Authorised but not contracted for	NIL	NIL

BM PLANT L MITED.NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 30TH JUNE, 1989.18. Operating Lease Commitment.

The Company has commitments under operating leases to make payments as follows:-

	1989 £	1988 £
Expiring within one year	47,875	173,664
Between Two and Five Years	81,761	319,943
	<u>129,636</u>	<u>493,607</u>

19. Post Balance Sheet Event.

Since the balance sheet date, the company has entered into a composite cross guarantee arrangement whereby all liabilities of BM Group PLC and its UK subsidiaries to National Westminster Bank PLC are jointly and severally guaranteed by both this company and all the other UK companies within the BM Group. At 30th June 1989, the contingent liability under this guarantee would have been nil.

Similarly, the company has jointly and severally with all the other UK companies within BM Group guaranteed the liabilities of BM Group PLC to Midland Bank PLC. At 30th June 1989, the contingent liability under this guarantee would have been £14.3m.



**BM PLANT LIMITED.**

**TRADING AND PROFIT AND LOSS ACCOUNTS FOR THE YEAR ENDED  
30th June, 1989.**

	1989	1988
	£	£
Sales including Hire Charges & Service Fees	47,743,674	26,671,000
Cost Of Sales	42,685,791	24,570,263
Gross Profit	5,057,883	2,100,737
<u>Distribution &amp; Selling Costs.</u>		
Salaries	1,196,291	292,291
Motor Vehicle Expenses	302,012	63,837
Travel & Entertaining	103,147	65,685
Telephone	34,032	11,536
	<u>1,635,482</u>	<u>433,349</u>
<u>Administration Costs</u>		
Salaries	556,846	443,820
Motor Vehicle Expenses	18,261	93,398
Travel & Entertaining	2,111	19,453
Consumables		34,412
Telephone & Telex	91,531	52,644
Insurances	71,687	16,869
Repairs	39,516	28,392
Stationery & Postage	90,534	36,296
Heat & Light	24,988	10,525
Professional Fees	42,622	14,785
Rent of Office Equipment	35,436	15,692
Bank Charges	21,062	9,710
Bad Debts	415,307	381,251
Rent & Rates	28,696	( 10,226 )
Sundries	39,988	17,048
Depreciation - Motors	28,396	21,874
Plant	35,957	13,758
Freehold Land & Buildings	17,237	2,680
Goodwill		25,000
Management Charges	138,000	84,000
Profit on Sale of Assets	( 4,115 )	
Advertising	38,246	26,728
	<u>1,732,306</u>	<u>1,338,109</u>
	3,367,788	1,771,458
Operating Profit Carried Forward	<u>1,690,095</u>	<u>329,279</u>

B M PLANT LIMITED.

TRADING AND PROFIT AND LOSS ACCOUNTS FOR THE YEAR ENDED  
30TH JUNE, 1989.

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	<u>£</u>	1989 <u>£</u>	<u>£</u>	1988 <u>£</u>
Operating Profit brought forward		1,690,095		329,279
Interest Payable - Group	2,700		-	
Bank			-	
Other	<u>44,937</u>		<u>29,412</u>	
		<u>47,637</u>		<u>29,412</u>
		1,642,458		299,867
Interest Receivable - Other				
Group	204,752		171,875	
Bank	<u>485,333</u>		<u>294,845</u>	
		<u>690,085</u>		<u>466,720</u>
Net Profit before Taxation		2,332,543		766,587
Taxation		908,000		281,000
		<hr/>		<hr/>
Net Profit for the year		1,424,543		485,587
Dividends		920,000		655,000
		<hr/>		<hr/>
Retained profit/ (Loss) for the Year		<u>504,543</u>		<u>( 169,413)</u>

### *Depots*

BM PLANT LTD., Bury Street, Ruislip, Middlesex. Tel: 08956 36033 Fax: 08956 75136

BM PLANT LTD., Burnt Ash Road, Quarrywood Industrial Estate, Aylesford, Maidstone, Kent. Tel: 0622 717524 Fax: 0622 882372

BM PLANT LTD., 22 Kingsland Grange, Woolston, Warrington, WA1 4RW. Tel: 0925 837338 Fax: 0925 837328

