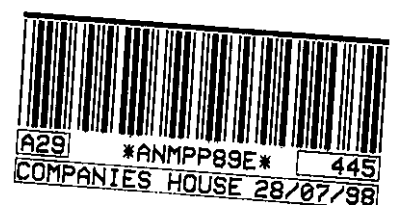


Companies House.

**HEARING DOGS FOR DEAF PEOPLE
(Limited by Guarantee)**

**ANNUAL REPORT
AND
FINANCIAL STATEMENTS
31ST MARCH 1998**

INCORPORATED IN ENGLAND NO: 1964878



HEARING DOGS FOR DEAF PEOPLE
(Limited by Guarantee)

COUNCIL AND OFFICERS AT 31ST MARCH 1998

Lt Col Sir John Johnston GCVO, MC	- President
Sir Peter Baldwin KCB	- Vice President
Lady Wright MBE	- Vice President
Sir Paul Wright KCMG OBE	- Vice President
A D R Hilbery B Vet Med, MRCVS	- Chairman
Dr B Fogle DVM, MRCVS	- Vice Chairman
A G Blunt	- Secretary
R J Collier ACIB	- Treasurer
Mrs C Baldwin	
Mrs A Conway	
Mrs S Cooper	
B C Johnston OBE, FPMI	
G H Willett	

REGISTERED OFFICE

Training Centre, London Road (A40), Lewknor, Oxford, OX9 5RY

SOLICITORS

Manches & Co, 3 Worcester Street, Oxford

AUDITORS

Edmund Gibbs, 46 St Giles', Oxford, OX1 3LT

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Auditors' Report	3
Statement of Financial Activities	4
Summary Income and Expenditure Account	5
Balance Sheet	6
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HEARING DOGS FOR DEAF PEOPLE **(Limited by Guarantee)**

REPORT OF THE COUNCIL

The Members of Council present their twelfth Annual Report together with the Audited Financial Statements of the Charity for the year ended 31st March 1998.

REVIEW OF ACTIVITIES **AND FUTURE** **DEVELOPMENTS**

The aim of Hearing Dogs for Deaf People is to supply fully trained dogs to act as the ears of profoundly deaf and hard of hearing people. The dogs are taught to respond to everyday sounds enabling their owners to have a more independent and fulfilled life.

A full review of the activities for the year and of future developments is contained in the Chairman's Report which accompanies these financial statements.

CHARITABLE STATUS

Hearing Dogs For Deaf People is a registered charity, No. 293358.

DIRECTORS

Members of Council

The following have served as Members of the Council throughout the year unless otherwise stated:-

Lt Col Sir John Johnston GCVO, MC	- President
Sir Peter Baldwin KCB	- Vice President
Lady Wright MBE	- Vice President
Sir Paul Wright KCMG OBE	- Vice President
A D R Hilbery B Vet Med, MRCVS	- Chairman
Dr B Fogle DVM, MRCVS	- Vice Chairman
R J Collier ACIB	- Treasurer
Mrs C Baldwin	
Mrs A Conway	
Mrs S Cooper	
B C Johnston OBE, FPMI	
T Turner B Vet Med, MRCVS - Resigned 9th December 1997	
G H Willett	

Other Director

A G Blunt	- Director General and Secretary
-----------	-------------------------------------

In accordance with the Articles of Association Lt Col Sir John Johnston GCVO, MC, Mr A D R Hilbery B Vet Med, MRCVS, Mrs S Cooper and Mr G H Willett retire from the Council and, being eligible, offer themselves for re-election.

HEARING DOGS FOR DEAF PEOPLE
(Limited by Guarantee)
REPORT OF THE COUNCIL (CONTINUED)

STATEMENT OF
DIRECTORS'
RESPONSIBILITIES

Charity 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 Charity and of its financial activities for that period. In preparing those financial statements the Directors are required to:-

- (a) select suitable accounting policies and then apply them consistently;
- (b) make judgements and estimates that are reasonable and prudent;
- (c) state whether the policies adopted are in accordance with the Statement of Recommended Practice "Accounting for Charities" and with applicable accounting standards, subject to any material departures disclosed and explained in the financial statements;
- (d) prepare the financial statements on the going concern basis unless it is inappropriate to assume that the Charity 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 Charity and to enable them to ensure that the financial statements comply with the Companies Act 1985 and the Charities Act 1993. They are also responsible for safeguarding the assets of the Charity and hence for taking reasonable steps for the prevention and detection of fraud or other irregularities.

FIXED ASSETS

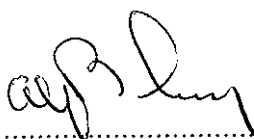
Acquisitions and disposals of Fixed Assets are shown in Note 8 to the Financial Statements on page 11. The Market Value of the Charity's interest in freehold property cannot be ascertained without obtaining professional valuations. These valuations would be expensive and the Council are of the opinion that although they would in total show an excess over the book value, such excess would not be significant in the context of the Charity's character and work.

AUDITORS

Messrs Edmund Gibbs, Chartered Certified Accountants, are willing to be re-appointed in accordance with Section 385(1) of the Companies Act 1985 and a resolution to this effect will be proposed at the forthcoming Annual General Meeting.

This report has been prepared in accordance with the special provision of Part VII of the Companies Act 1985 relating to small companies.

BY ORDER OF THE COUNCIL



A G BLUNT - SECRETARY

AUDITORS REPORT TO THE MEMBERS OF
HEARING DOGS FOR DEAF PEOPLE
(Limited by Guarantee)

We have audited the financial statements on pages 4 to 13 which have been prepared under the historical cost convention as modified by the revaluation of certain fixed assets and the accounting policies set out on page 7.

Respective Responsibilities of Directors and Auditors

As described on page 2 the Directors of Hearing Dogs for Deaf People are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion, based on our audit, on the financial statements and to report our opinion to you.

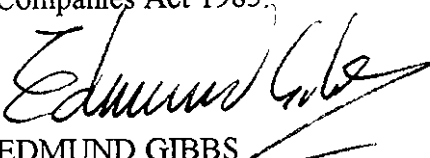
Basis of Opinion

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the judgements made by the Directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the Charitable Company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance as to whether the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

Opinion

In our opinion the financial statements give a true and fair view of the charitable company's state of affairs as at 31st March 1998 and of its incoming resources and application of resources, including its income and expenditure, in the year then ended and have been properly prepared in accordance with the Companies Act 1985.


EDMUND GIBBS
Chartered Certified Accountants,
Registered Auditors

46 St Giles'
OXFORD
OX1 3LT

16th July 1998

HEARING DOGS FOR DEAF PEOPLE
(Limited by Guarantee)

STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED
31ST MARCH 1998

	<u>Note</u>	<u>Unrestricted Funds</u>	<u>Restricted Funds</u>	<u>Totals 31 March 1998</u>	<u>Totals 31 March 1997</u>
<u>INCOMING RESOURCES</u>					
Donations and Gifts		604,873	233,448	838,321	604,849
Legacies		1,118,362	-	1,118,362	383,306
Investment Income		110,820	-	110,820	75,687
Sponsors		-	340,541	340,541	194,969
		1,834,055	573,989	2,408,044	1,258,811
Net Profit of Trading Subsidiary		10,085	-	10,085	-
Deposited Covenants Received		100	-	100	-
(Less) Deferred Income		(463)	-	(463)	(437)
<u>TOTAL INCOMING RESOURCES</u>		<u>1,843,777</u>	<u>573,989</u>	<u>2,417,766</u>	<u>1,258,374</u>
<u>RESOURCES EXPENDED</u>					
Direct Charitable Expenditure	3	362,393	350,013	712,406	647,549
Fundraising and Publicity	4	263,679	9,182	272,861	236,778
Management and Administration of the Charity	5	142,741	57,544	200,285	194,719
Net Loss of Trading Subsidiary		-	-	-	3,623
<u>TOTAL RESOURCES EXPENDED</u>	6	<u>768,813</u>	<u>416,739</u>	<u>1,185,552</u>	<u>1,082,669</u>
Net Incoming Resources		1,074,964	157,250	1,232,214	175,705
Gains on Investment Assets:					
Unrealised	9	401,248	-	401,248	60,164
Realised		11,653	-	11,653	18,112
<u>NET MOVEMENT OF RESOURCES IN THE YEAR</u>		<u>1,487,865</u>	<u>157,250</u>	<u>1,645,115</u>	<u>253,981</u>
FUND BALANCES brought forward at 1st April 1997		2,987,593	152,766	3,140,359	2,886,378
FUND BALANCES carried forward at 31st March 1998		<u><u>£4,475,458</u></u>	<u><u>£310,016</u></u>	<u><u>£4,785,474</u></u>	<u><u>£3,140,359</u></u>

The notes on pages 7 to 13 form part of these financial statements.

HEARING DOGS FOR DEAF PEOPLE
(Limited by Guarantee)

SUMMARY INCOME AND EXPENDITURE ACCOUNT

FOR THE YEAR ENDED 31ST MARCH 1998

	<u>Note</u>	<u>1998</u>	<u>1997</u>
Total Income of Continuing Operations		2,408,044	1,258,811
Add Income from Trading Subsidiary		10,085	-
Total Expenditure of Continuing Operations	6	(1,185,552)	(1,082,669)
		<hr/>	<hr/>
Net Income before Investment Asset Disposals		1,232,577	176,142
Realised Gain Investment Assets		11,653	18,112
		<hr/>	<hr/>
<u>NET INCOME FOR THE YEAR</u>		<u>£1,244,230</u>	<u>£194,254</u>

- Total income in 1998 comprises £1,844,140 for unrestricted funds and £573,989 for restricted funds. A detailed analysis of income by source is provided in the Statement of Financial Activities on page 4.
- Turnover of non-charitable trading activities in 1998 amounted to £151,848. A detailed analysis of the trading results is shown in Note 2.
- A detailed analysis of the expenditure is provided in the Statement of Financial Activities and Note 6.
- The Summary Income and Expenditure Account is derived from the Statement of Financial Activities on page 4 which, together with the notes to the financial statements on pages 7 to 13, provides full information on the movements during the year on all the funds of the group.

The notes on pages 7 to 13 form part of these financial statements.

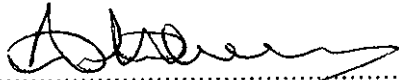
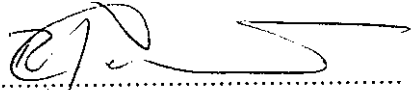
HEARING DOGS FOR DEAF PEOPLE
(Limited by Guarantee)

BALANCE SHEET AT 31ST MARCH 1998

	<u>Note</u>	<u>1998</u>	<u>1997</u>
<u>FIXED ASSETS</u>			
Tangible Assets	8	1,550,577	1,495,660
Investments	9	1,698,446	1,169,720
<u>CURRENT ASSETS</u>			
Debtors and Prepayments	10	196,646	219,346
Cash at Bank and in Hand		1,417,754	328,522
		<u>1,614,400</u>	<u>547,868</u>
<u>CREDITORS:</u> Amounts falling due within one year	11	(77,949)	(72,889)
		<u>1,536,451</u>	<u>474,979</u>
<u>NET ASSETS</u>			
		<u>£4,785,474</u>	<u>£3,140,359</u>
<u>FINANCED BY:-</u>			
<u>CAPITAL AND RESERVES</u>			
Income and Expenditure Account		4,478,999	2,995,814
Deposited Covenants	12	450	813
Restricted Funds	13	310,016	152,766
Subsidiary Company Deficit		(3,991)	(9,034)
<u>TOTAL RESERVES</u>	14	<u>£4,785,474</u>	<u>£3,140,359</u>

The Accounts have been prepared in accordance with the special provisions of Part VII of the Companies Act 1985 relating to small Companies.

Signed on behalf of the Directors on 16th July 1998


)
 A D R Hilbery - Chairman)
) Directors

)
 R J Collier - Treasurer)

The notes on pages 7 to 13 form part of these financial statements.

HEARING DOGS FOR DEAF PEOPLE
(Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST MARCH 1998

1. ACCOUNTING POLICIES

The financial statements have been prepared under the historical cost convention, as modified by the revaluation of investments, and are in accordance with applicable accounting standards, and the Charities Accounting Statement of Recommended Practice (SORP).

- a. The assets and liabilities of voluntary fund raising branches are not included in these financial statements. These branches operate under their own separate constitutions.
- b. Income derived from voluntary branches, lifetime donations, legacies etc. is accounted for on a cash-received basis.
- c. Expenditure is accounted for on the accruals basis. Value Added Tax is not recoverable by the Charity, and is included in the relevant costs in the Statement of Financial Activities.
- d. Depreciation has been provided on the straight line basis at 25% on Motor Vehicles; other fixed assets, excluding Freehold Land and Buildings, are depreciated at rates between 10% and 25%.

Freehold Land and Buildings are not depreciated. It is the Charity's policy to keep all buildings in a good state of repair. The estimated useful life of the buildings is not less than 50 years and the estimated residual value is likely to be not less than the amount at which the property is carried in the balance sheet. Any depreciation charge would therefore be immaterial and is not charged.

- e. The Charity's restricted funds are those where the donor has imposed restriction on the use of the funds.
- f. Voluntary income from branches has been accounted for as follows:
 - (i) Restricted income is credited to the restricted fund in the balance sheet on receipt. It is transferred to income when expenditure fulfilling the restrictions imposed on it is incurred.
 - (ii) Cash in transit is not included in income until it has been received at headquarters.
 - (iii) Donations under deeds of covenant together with the associated income tax recovery are recognised as income when the donation is received.
- g. Investments are stated at market value. Realised and unrealised gains on investments are dealt with in the Statement of Financial Activities. Investment income plus associated tax recoverable is credited to income on an accruals basis, using dates of payment for dividends, and a daily accrual for interest.
- h. The Charity has taken advantage of the exemption in the Financial Reporting Standard No.1 from the requirement to produce a cashflow statement.

HEARING DOGS FOR DEAF PEOPLE
(Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST MARCH 1998
(CONTINUED)

2. **NET PROFIT/(LOSS) FROM TRADING ACTIVITIES OF SUBSIDIARY**

The Charity has a wholly-owned subsidiary which is incorporated in the UK, Hearing Dogs For Deaf People (Trading) Limited, which sells promotional and other goods on behalf of the Charity. The Company covenants half of the profits before taxation to Hearing Dogs For Deaf People and pays interest on a loan from the Charity. A summary of the trading results is shown below. Audited financial statements have been filed with the Registrar of Companies.

	<u>1998</u>	<u>1997</u>
<u>Profit and Loss Account</u>		
Turnover	151,848	103,993
Cost of Sales	(79,353)	(53,414)
	<hr/>	<hr/>
Gross Profit	72,495	50,579
	<hr/>	<hr/>
Distribution Costs	(31,303)	(24,898)
Administration	(18,999)	(18,070)
Interest Payable - Note 15	(12,108)	(11,234)
	<hr/>	<hr/>
	(62,410)	(54,202)
	<hr/>	<hr/>
Net Profit/(Loss) for the Year	£10,085	£(3,623)
	<hr/> <hr/>	<hr/> <hr/>

HEARING DOGS FOR DEAF PEOPLE**(Limited by Guarantee)****NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST MARCH 1998****(CONTINUED)****3. DIRECT CHARITABLE EXPENDITURE**

	<u>Unrestricted Funds</u>	<u>Restricted Funds</u>	<u>Total 1998</u>	<u>Total 1997</u>
Staff Costs	169,282	282,308	451,590	382,089
Vehicle and Travelling Expenses	79,655	56	79,711	80,395
Premises Costs	18,494	8,904	27,398	28,362
Telephone and Postages	2,145	9	2,154	2,004
Depreciation	78,764	4,108	82,872	79,684
Dog Expenses	-	54,006	54,006	63,863
Recipient Support Costs	6,593	-	6,593	2,914
Miscellaneous	7,460	622	8,082	8,238
	<hr/>	<hr/>	<hr/>	<hr/>
	362,393	350,013	712,406	647,549

4. FUND RAISING AND PUBLICITY

Staff Costs	78,289	-	78,289	42,899
Vehicle and Travelling Expenses	12,895	-	12,895	14,651
Advertising, Show Costs etc.	29,466	-	29,466	29,959
Promotional Material	71,145	982	72,127	66,587
Premises Costs	9,246	4,452	13,698	14,180
Telephone and Postages	36,451	152	36,603	34,066
Voluntary Branch Expenses	18,190	-	18,190	19,390
Leasing Costs	4,063	88	4,151	2,137
Miscellaneous	3,934	-	3,934	7,004
Lottery Expenses	-	3,508	3,508	5,905
	<hr/>	<hr/>	<hr/>	<hr/>
	263,679	9,182	272,861	236,778

5. MANAGEMENT AND ADMINISTRATION

Staff Costs	81,463	-	81,463	129,164
Premises Costs	18,494	8,904	27,398	28,362
Telephone and Postages	4,288	18	4,306	4,008
Legal and Professional	8,209	48,534	56,743	17,207
Audit and Accountancy	9,576	-	9,576	5,522
Bank Charges	4,042	-	4,042	2,949
Leasing Costs	4,064	88	4,152	2,138
Miscellaneous	12,605	-	12,605	5,369
	<hr/>	<hr/>	<hr/>	<hr/>
	142,741	57,544	200,285	194,719

HEARING DOGS FOR DEAF PEOPLE
(Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST MARCH 1998
(CONTINUED)

6. **ANALYSIS OF TOTAL RESOURCES EXPENDED**

	<u>Staff Costs</u>	<u>Other</u>	<u>Dep'n</u>	<u>1998 Total</u>	<u>1997 Total</u>
Direct Charitable Expenditure	451,590	177,944	82,872	712,406	647,549
Fundraising and Publicity	78,289	194,572	-	272,861	236,778
Management and Administration of the Charity	81,463	118,822	-	200,285	194,719
Net Loss of Trading Subsidiary	-	-	-	-	3,623
	<u>611,342</u>	<u>491,338</u>	<u>82,872</u>	<u>1,185,552</u>	<u>1,082,669</u>

Staff Costs:

	<u>1998</u>	<u>1997</u>
Wages and Salaries	540,692	490,292
Social Security Costs	48,777	44,723
Pension Scheme	21,873	19,137
	<u>£611,342</u>	<u>£554,152</u>

One employee received emoluments in excess of £40,000. The average number of employees, analysed by function, was:-

	<u>1998</u>	<u>1997</u>
Direct Charitable Expenditure	33	28
Fundraising and Publicity	7	4
Management and Administration	7	11
	<u>47</u>	<u>43</u>

7. **SURPLUS FOR THE YEAR**

The surplus of income over expenditure is stated after charging/(crediting):-

	<u>1998</u>	<u>1997</u>
Depreciation of Tangible Fixed Assets	87,157	84,190
Profit on Disposal of Motor Vehicles	(4,285)	(4,507)
Directors' Remuneration	45,461	45,915
Audit Fees	2,900	2,650
	<u>=====</u>	<u>=====</u>

HEARING DOGS FOR DEAF PEOPLE
(Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST MARCH 1998
(CONTINUED)

8. TANGIBLE FIXED ASSETS

	<u>Freehold Property</u>	<u>Exterior Fittings to Kennel Blocks</u>	<u>Motor Vehicles</u>	<u>Furniture and Equipment</u>	<u>Total</u>
<u>COST</u>					
At 1st April 1997	1,261,117	59,074	141,528	295,075	1,756,794
Additions in Year	51,867	4,908	57,178	42,261	156,214
Disposals in Year	-	-	(36,050)	-	(36,050)
At 31st March 1998	1,312,984	63,982	162,656	337,336	1,876,958
<u>DEPRECIATION</u>					
At 1st April 1997	-	31,221	51,073	178,840	261,134
On Disposals	-	-	(21,910)	-	(21,910)
Charge for the Year	-	6,135	39,581	41,441	87,157
At 31st March 1998	-	37,356	68,744	220,281	326,381
<u>NET BOOK VALUE AT 31ST MARCH 1998</u>	£1,312,984	£26,626	£93,912	£117,055	£1,550,577
<u>NET BOOK VALUE AT 31ST MARCH 1997</u>	£1,261,117	£27,853	£90,455	£116,235	£1,495,660

9. INVESTMENTS

	<u>1998</u>	<u>1997</u>
Quoted Investments:		
Market Value 1st April 1997,	1,169,720	1,111,707
Additions	365,379	98,280
Disposals	(237,901)	(100,431)
Net Unrealised Investment Gains	401,248	60,164
Market Value 31st March 1998	£1,698,446	£1,169,720

The historical cost at 31st March 1998 was £1,144,260 (1997: £1,016,785).

HEARING DOGS FOR DEAF PEOPLE
(Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST MARCH 1998
(CONTINUED)

10. <u>DEBTORS AND PREPAYMENTS</u>	<u>1998</u>	<u>1997</u>
Prepayments	28,712	30,818
Income Tax Recoverable	25,768	17,059
Branch Current Accounts	13,212	11,688
Loan to Subsidiary Company (Note 15)	112,469	135,469
Subsidiary Company Deficit	(3,991)	(9,034)
Other Debtors	20,476	33,346
	<hr/>	<hr/>
	£196,646	£219,346
	<hr/>	<hr/>

Total debtors includes £112,469 receivable in more than one year (1997: £135,469).

11. <u>CREDITORS: Amounts falling due within one year</u>	<u>1998</u>	<u>1997</u>
Accrued Charges	13,370	13,192
Taxation and Social Security	15,445	14,884
Other Creditors	49,134	44,813
	<hr/>	<hr/>
	£77,949	£72,889
	<hr/>	<hr/>

12. **DEPOSITED COVENANTS**

The yearly covenanted amount plus the associated income tax recovery is £600, recognised as income on the due date for payment under the deed of covenant, and the amount carried forward at 31st March 1998 is £450.

13. <u>RESTRICTED FUNDS</u>	<u>1998</u>	<u>1997</u>
<u>Restricted Sponsorship Fund</u>		
Balance Brought Forward,	152,766	-
Funds Collected:-		
Dog Sponsors	331,746	228,309
Other Sponsors	8,795	1,660
Funds Utilised	(345,109)	(77,203)
	<hr/>	<hr/>
Balance Carried Forward	£148,198	£152,766
	<hr/>	<hr/>
<u>Funds Raised for Development of Grange Farm</u>		
Funds Collected	233,448	-
Funds Utilised	(71,630)	-
	<hr/>	<hr/>
Balance Carried Forward	£161,818	£ -
	<hr/>	<hr/>

HEARING DOGS FOR DEAF PEOPLE
(Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST MARCH 1998
(CONTINUED)

14. **TOTAL RESERVES**

	<u>1998</u>	<u>1997</u>
Opening Reserves at 1st April 1997	3,140,359	2,886,378
Movement in Year	1,645,115	253,981
Closing Reserves at 31st March 1998	<u>£4,785,474</u>	<u>£3,140,359</u>

15. **LOAN TO SUBSIDIARY**

The loan is secured by a fixed and floating charge over the assets of the subsidiary, with interest charged at 2% over the Barclays Bank PLC base rate, annually in arrears.

16. **PENSION SCHEME**

The Charity operates a defined contribution pension scheme for all participating employees. The assets of the scheme are held separately from those of the Charity in an independently administered fund. The contributions paid by the Charity to the fund in the year amounted to £21,873 (1997: £19,137).

17. **LEGACIES**

At the Balance Sheet date the Charity had received notification of a number of legacies due. It is not possible to quantify these accurately or to estimate the date on which the Charity will receive them. The estimated value of the legacies notified at 31st March 1998 amounts to approximately £108,000.

18. **CAPITAL COMMITMENTS**

As at 31st March 1998 the Charity had authorised capital expenditure amounting to £1,033,000 (1997: £60,000) of which £87,000 had been contracted (1997: £nil). No provisions for these amounts have been included within the financial statements.

19. **CONTINGENT LIABILITIES**

The Charity had no contingent liabilities outstanding at the year end (1997: £nil).

20. **TRANSACTIONS WITH RELATED PARTIES**

During the year, the Charity purchased goods in the normal course of business from Car Care Services for £57,178 and sold goods to them for £18,425. Each individual transaction was carried out at normal market price. Car Care Services is a business owned by the son of one of the Directors.