

CARGO MARKETING SERVICES LIMITED  
REPORT AND ACCOUNTS  
FOR THE YEAR ENDED 31ST MARCH 1995



CARGO MARKETING SERVICES LIMITED  
COMPANY INFORMATION  
FOR THE YEAR ENDED 31ST MARCH 1995

DIRECTORS: D G Horwell  
M R Frearson

SECRETARY: S E Cooper

REGISTERED OFFICE: TSB House  
53b Wade Street  
Lichfield  
Staffordshire  
WS13 6HL

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Report and Accounts 31st March 1995

|        |   |                               |
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The following page does not form part  
of the statutory accounts:

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| 13 | Trading account |
|----|-----------------|

## CARGO MARKETING SERVICES LIMITED

## DIRECTORS' REPORT

FOR THE YEAR ENDED 31ST MARCH 1995

The directors submit their report and accounts for the year ended 31st March 1995.

**Results and dividends**

The results for the year are set out on page 4 to the accounts.

The directors do not recommend the payment of a dividend.

**Review of the business**

The principal activity of the group during the year was the provision of freight forwarding services.

The directors are satisfied with the results for the year and the state of affairs of the group at the balance sheet date.

**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 the group and of the profit or loss of the group for that year. 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 group 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 group 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 group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

**Fixed assets**

The changes in fixed assets during the year are summarised in the notes to the accounts.

**Directors and their interests**

The directors at 31st March 1995 and their beneficial interest in the share capital of the company were as follows:

|              | <u>At 31st March 1995</u> | <u>At 31st March 1994</u> |
|--------------|---------------------------|---------------------------|
|              | <u>Ordinary shares</u>    | <u>Ordinary shares</u>    |
| D G Horwell  | 99                        | 99                        |
| M R Frearson | -                         | -                         |

## CARGO MARKETING SERVICES LIMITED

## DIRECTORS' REPORT

FOR THE YEAR ENDED 31ST MARCH 1995

## Auditors

A resolution to re-appoint Ian Yarwood & Co. as auditors will be put to the members at the Annual General Meeting.

On behalf of the board

A handwritten signature in dark ink, appearing to read 'D G Horwell', is written over a horizontal line.

D G Horwell  
Director

29th November 1995

# Ian Yarwood & Co.

I. R. Yarwood, F.C.A.

Chartered Accountants

2 Station Road, Solihull, West Midlands, B91 3SB

Telephone: 0121 705 7077

Fax: 0121 709 0387

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## CARGO MARKETING SERVICES LIMITED

### REPORT OF THE AUDITORS TO THE MEMBERS

FOR THE YEAR ENDED 31ST MARCH 1995

We have audited the financial statements on pages 4 to 12 which have been prepared under the historical cost convention and the accounting policies set out on page 7.

#### Respective responsibilities of directors and auditors

As described on page 1 the company's directors are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.

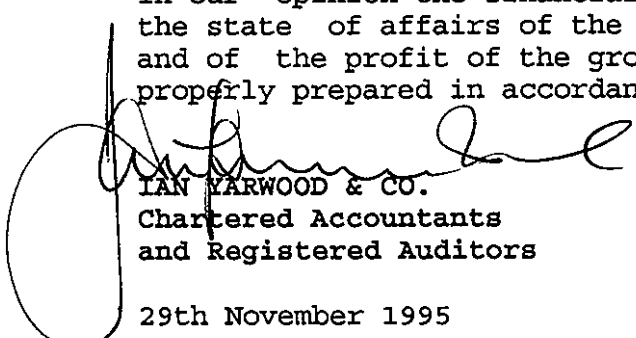
#### Basis of opinion

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 significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the group'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 that the financial statements are free from material misstatement, whether caused by fraud or any 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 state of affairs of the company and the group at 31st March 1995 and of the profit of the group for the year then ended and have been properly prepared in accordance with the Companies Act 1985.



IAN YARWOOD & CO.  
Chartered Accountants  
and Registered Auditors

29th November 1995

CARGO MARKETING SERVICES LIMITED  
GROUP PROFIT AND LOSS ACCOUNT  
FOR THE YEAR ENDED 31ST MARCH 1995

|                                                           | <u>Notes</u> | <u>1995</u>      | <u>1994</u>      |
|-----------------------------------------------------------|--------------|------------------|------------------|
|                                                           |              | £                | £                |
| Turnover                                                  | 3            | 5,091,872        | 3,713,509        |
| Cost of sales                                             |              | <u>4,500,113</u> | <u>3,107,671</u> |
| Gross profit                                              |              | 591,759          | 605,838          |
| Administrative expenses                                   |              | <u>666,054</u>   | <u>682,025</u>   |
|                                                           |              | 666,054          | 682,025          |
|                                                           |              | <u>(74,295)</u>  | <u>(76,187)</u>  |
| Other operating income                                    |              | 175,323          | 160,382          |
| Operating profit                                          | 4            | <u>101,028</u>   | <u>84,195</u>    |
| Interest receivable                                       |              | 9,042            | 9,576            |
| Interest payable                                          | 6            | <u>(4,548)</u>   | <u>(12,932)</u>  |
|                                                           |              | 4,494            | (3,356)          |
| Profit on ordinary activities before taxation             |              | 105,522          | 80,839           |
| Tax on profit on ordinary activities                      | 7            | <u>33,773</u>    | <u>23,078</u>    |
| Profit on ordinary activities after taxation              |              | 71,749           | 57,761           |
| Minority interests                                        |              | <u>12,476</u>    | <u>5,708</u>     |
| Profit attributable to the members of the holding company |              | 59,273           | 52,053           |
| Retained profit brought forward                           |              | 220,333          | 168,280          |
| Retained profit carried forward                           |              | <u>£ 279,606</u> | <u>£ 220,333</u> |

The attached notes 1 to 14 form part of these accounts.

## CARGO MARKETING SERVICES LIMITED

## GROUP BALANCE SHEET

AS AT 31ST MARCH 1995

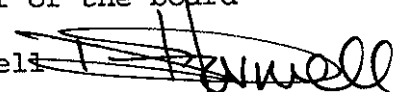
|                                                                                                          | <u>Notes</u> | <u>1995</u>      | <u>1994</u>     |
|----------------------------------------------------------------------------------------------------------|--------------|------------------|-----------------|
|                                                                                                          |              | £                | £               |
| <b>Fixed assets</b>                                                                                      |              |                  |                 |
| Tangible fixed assets                                                                                    | 9            | 126,199          | 122,734         |
| <b>Current assets</b>                                                                                    |              |                  |                 |
| Debtors                                                                                                  | 11           | 1,238,676        | 530,646         |
| Cash at bank and in hand                                                                                 |              | 176,509          | 333,684         |
|                                                                                                          |              | <u>1,415,185</u> | <u>864,330</u>  |
| Creditors: amounts falling due within one year                                                           | 12           | <u>1,120,026</u> | <u>629,746</u>  |
| <b>Net current assets</b>                                                                                |              | <u>295,159</u>   | <u>234,584</u>  |
| <b>Total assets less current liabilities</b>                                                             |              | <u>421,358</u>   | <u>357,318</u>  |
| Creditors: amounts falling due after more than one year                                                  | 13           | 70,542           | 78,251          |
| <b>Provisions for liabilities and charges</b>                                                            |              |                  |                 |
| Minority interests                                                                                       |              | 71,110           | 58,634          |
|                                                                                                          |              | <u>£279,706</u>  | <u>£220,433</u> |
| <b>Capital and reserves</b>                                                                              |              |                  |                 |
| Called up share capital                                                                                  | 14           | 100              | 100             |
| Profit and loss account                                                                                  |              | 279,606          | 220,333         |
| On behalf of the board                                                                                   |              |                  |                 |
| D G Horwell  DIRECTOR |              |                  |                 |
| 29th November 1995                                                                                       |              |                  |                 |
|                                                                                                          |              | <u>£279,706</u>  | <u>£220,433</u> |

The attached notes 1 to 14 form part of these accounts.

## CARGO MARKETING SERVICES LIMITED

## BALANCE SHEET

AS AT 31ST MARCH 1995

|                                                                                                          | <u>Notes</u> | <u>1995</u>     | <u>1994</u>    |
|----------------------------------------------------------------------------------------------------------|--------------|-----------------|----------------|
|                                                                                                          |              | £               | £              |
| Fixed assets                                                                                             |              |                 |                |
| Tangible fixed assets                                                                                    | 9            | 102,023         | 83,329         |
| Investments                                                                                              | 10           | 979             | 979            |
|                                                                                                          |              | <u>103,002</u>  | <u>84,308</u>  |
| Current assets                                                                                           |              |                 |                |
| Debtors                                                                                                  | 11           | 901,882         | 372,739        |
| Cash at bank and in hand                                                                                 |              | 68,385          | 111,806        |
|                                                                                                          |              | <u>970,267</u>  | <u>484,545</u> |
| Creditors: amounts falling due within one year                                                           | 12           | <u>882,264</u>  | <u>413,434</u> |
| Net current assets                                                                                       |              | <u>88,003</u>   | <u>71,111</u>  |
| Total assets less current liabilities                                                                    |              | 191,005         | 155,419        |
| Creditors: amounts falling due after more than one year                                                  | 13           | 63,948          | 64,464         |
|                                                                                                          |              | <u>£127,057</u> | <u>£90,955</u> |
| Capital and reserves                                                                                     |              |                 |                |
| Called up share capital                                                                                  | 14           | 100             | 100            |
| Profit and loss account                                                                                  |              | 126,957         | 90,855         |
| On behalf of the board                                                                                   |              |                 |                |
| D G Horwell  DIRECTOR |              |                 |                |
| 29th November 1995                                                                                       |              |                 |                |
|                                                                                                          |              | <u>£127,057</u> | <u>£90,955</u> |

The attached notes 1 to 14 form part of these accounts.

## CARGO MARKETING SERVICES LIMITED

## NOTES TO THE ACCOUNTS

FOR THE YEAR ENDED 31ST MARCH 1995

## 1. Accounting policies

## Accounting convention

The accounts are prepared under the historical cost convention.

## Basis of consolidation

The Group accounts consolidate the accounts of Cargo Marketing Services Limited and its subsidiaries made up to 31st March 1995. No profit and loss account is presented for Cargo Marketing Services Limited as provided by S.228(7) of the Companies Act 1985.

## 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:

|                  |                |
|------------------|----------------|
| Office Equipment | - over 8 years |
| Motor vehicles   | - over 4 years |

## Foreign currencies

Transactions in foreign currencies are recorded at the rate of exchange ruling at the transaction date. Assets and liabilities denominated in foreign currencies are translated at the rate ruling at the balance sheet date.

## 2. Statement of total recognised gains and losses

|                                                                                 | <u>1995</u>    | <u>1994</u>    |
|---------------------------------------------------------------------------------|----------------|----------------|
|                                                                                 | £              | £              |
| The only recognised gain (loss) for the financial year was the profit (loss) of | <u>£59,273</u> | <u>£52,053</u> |

## 3. Turnover

Turnover represents the invoiced amount of services provided stated net of value added tax.

## CARGO MARKETING SERVICES LIMITED

## NOTES TO THE ACCOUNTS

FOR THE YEAR ENDED 31ST MARCH 1995

## 4. Group profit

|                                                | <u>1995</u>  | <u>1994</u>  |
|------------------------------------------------|--------------|--------------|
|                                                | £            | £            |
| This is stated after charging<br>or crediting: |              |              |
| Directors' remuneration                        | 69,385       | 105,924      |
| Auditors' remuneration                         | 6,000        | 5,743        |
| Depreciation                                   | 44,490       | 46,753       |
| Loss/(profit) on sale of assets                | (1,659)      | 1,051        |
| Hire of equipment                              | <u>9,392</u> | <u>7,093</u> |

The emoluments of the chairman, who is also the highest paid director, were £35,489 (1994: £36,533) excluding pension contributions.

Other directors' emoluments, excluding pension contributions and compensation for loss of office, fell within the following ranges:

|                   | <u>1995</u> | <u>1994</u> |
|-------------------|-------------|-------------|
|                   | No.         | No.         |
| £ Nil - £ 5,000   | -           | 1           |
| £25,001 - £30,000 | <u>1</u>    | <u>1</u>    |

## 5. Staff costs (including directors)

|                       | <u>1995</u>     | <u>1994</u>     |
|-----------------------|-----------------|-----------------|
|                       | £               | £               |
| Wages and salaries    | 315,383         | 305,054         |
| Social security costs | 29,625          | 29,488          |
| Other pension costs   | 12,875          | 12,275          |
|                       | <u>£357,883</u> | <u>£346,817</u> |

## CARGO MARKETING SERVICES LIMITED

## NOTES TO THE ACCOUNTS

FOR THE YEAR ENDED 31ST MARCH 1995

## 5. Staff costs (including directors) (Continued)

Particulars of employees:

The average weekly number of employees during the year was made up as follows:

|                       | <u>1995</u> | <u>1994</u> |
|-----------------------|-------------|-------------|
|                       | <u>No.</u>  | <u>No.</u>  |
| Office and management | 15          | 16          |
|                       | <u>15</u>   | <u>16</u>   |

## 6. Interest payable

|                           | <u>1995</u>   | <u>1994</u>    |
|---------------------------|---------------|----------------|
|                           | <u>£</u>      | <u>£</u>       |
| Bank loans and overdrafts | 64            | 250            |
| Hire purchase interest    | 4,484         | 12,682         |
|                           | <u>£4,548</u> | <u>£12,932</u> |

## 7. Tax on profit on ordinary activities

|                                   | <u>1995</u>    | <u>1994</u>    |
|-----------------------------------|----------------|----------------|
|                                   | <u>£</u>       | <u>£</u>       |
| Based on the profit for the year: |                |                |
| Corporation tax at 25%            | 29,194         | 23,004         |
| Taxation (over) under provided in |                |                |
| Respect of previous years         | 4,579          | 74             |
|                                   | <u>£33,773</u> | <u>£23,078</u> |

## 8. Profit attributable to members of the holding company

|                                                   | <u>1995</u>    | <u>1994</u>    |
|---------------------------------------------------|----------------|----------------|
|                                                   | <u>£</u>       | <u>£</u>       |
| Dealt with in the accounts of the holding company | 36,102         | 41,453         |
| Retained by subsidiary companies                  | 23,171         | 10,600         |
|                                                   | <u>£59,273</u> | <u>£52,053</u> |

## CARGO MARKETING SERVICES LIMITED

## NOTES TO THE ACCOUNTS

FOR THE YEAR ENDED 31ST MARCH 1995

## 9. Tangible fixed assets

| Group                | Motor<br>Vehicles | Fixtures,<br>Fittings &<br>Equipment | Total     |
|----------------------|-------------------|--------------------------------------|-----------|
|                      | £                 | £                                    | £         |
| Cost                 |                   |                                      |           |
| At 31st March 1994   | 150,579           | 65,826                               | 216,405   |
| Additions            | 56,605            | 13,824                               | 70,429    |
| Disposals            | (48,266)          | -                                    | (48,266)  |
| At 31st March 1995   | 158,918           | 79,650                               | 238,568   |
| Depreciation         |                   |                                      |           |
| At 31st March 1994   | 64,850            | 28,821                               | 93,671    |
| Provided during year | 33,441            | 11,049                               | 44,490    |
| Disposals            | (25,792)          | -                                    | (25,792)  |
| At 31st March 1995   | 72,499            | 39,870                               | 112,369   |
| Net book value       |                   |                                      |           |
| At 31st March 1995   | £ 86,419          | £ 39,780                             | £ 126,199 |
| At 31st March 1994   | £ 85,729          | £ 37,005                             | £ 122,734 |

| Company              | Motor<br>Vehicles | Fixtures,<br>Fittings &<br>Equipment | Total     |
|----------------------|-------------------|--------------------------------------|-----------|
|                      | £                 | £                                    | £         |
| Cost                 |                   |                                      |           |
| At 31st March 1994   | 89,700            | 44,048                               | 133,748   |
| Additions            | 56,605            | 11,160                               | 67,765    |
| Disposals            | (32,323)          | -                                    | (32,323)  |
| At 31st March 1995   | 113,982           | 55,208                               | 169,190   |
| Depreciation         |                   |                                      |           |
| At 31st March 1994   | 31,896            | 18,525                               | 50,421    |
| Provided during year | 24,627            | 8,281                                | 32,908    |
| Disposals            | (16,162)          | -                                    | (16,162)  |
| At 31st March 1995   | 40,361            | 26,806                               | 67,167    |
| Net book value       |                   |                                      |           |
| At 31st March 1995   | £ 73,621          | £ 28,402                             | £ 102,023 |
| At 31st March 1994   | £ 57,806          | £ 25,523                             | £ 83,329  |

## CARGO MARKETING SERVICES LIMITED

## NOTES TO THE ACCOUNTS

FOR THE YEAR ENDED 31ST MARCH 1995

## 9. Tangible fixed assets (Continued)

The net book value of tangible assets of £126,199 (1994: £122,734) Group and £102,023 (1994: £83,329) Company includes an amount of £90,200 (1994: £95,755) Group and £77,404 (1994: £70,267) Company in respect of assets held under finance leases and hire purchase contracts. The depreciation provided during the year on these assets amounted to £30,187 (1994: £39,376) Group and £23,788 (1994: £28,991) Company.

## 10. Investments

The company has an investment in the following companies, which are included in the consolidated accounts:

|                                |                |
|--------------------------------|----------------|
| Cargo Marketing London Limited | 100% (Dormant) |
| Cargotrans Limited             | 65%            |

## 11. Debtors

|                 | Group             |                  | Company          |                  |
|-----------------|-------------------|------------------|------------------|------------------|
|                 | <u>1995</u>       | <u>1994</u>      | <u>1995</u>      | <u>1994</u>      |
|                 | £                 | £                | £                | £                |
| Trade debtors   | 1,170,776         | 485,448          | 853,547          | 295,738          |
| Group companies | -                 | -                | 28,171           | 47,899           |
| Other debtors   | 50,449            | 31,465           | 10,540           | 19,138           |
| Prepayments     | 17,451            | 13,733           | 9,624            | 9,964            |
|                 | <u>£1,238,676</u> | <u>£ 530,646</u> | <u>£ 901,882</u> | <u>£ 372,739</u> |

## . 12. Creditors: amounts falling due within one year

|                                           | Group             |                  | Company          |                  |
|-------------------------------------------|-------------------|------------------|------------------|------------------|
|                                           | <u>1995</u>       | <u>1994</u>      | <u>1995</u>      | <u>1994</u>      |
|                                           | £                 | £                | £                | £                |
| Obligations under hire purchase contracts | 24,373            | 27,906           | 17,180           | 17,701           |
| Trade creditors                           | 1,001,199         | 504,111          | 795,860          | 316,739          |
| Group companies                           | -                 | -                | 5,523            | 5,523            |
| Current corporation tax                   | 28,513            | 25,901           | 16,153           | 19,368           |
| Other taxes and social security           | 11,232            | 11,493           | 6,793            | 7,124            |
| Other creditors                           | 25,736            | 30,678           | 25,736           | 30,678           |
| Accruals                                  | 17,973            | 18,657           | 4,019            | 5,301            |
| Proposed dividend                         | 11,000            | 11,000           | 11,000           | 11,000           |
|                                           | <u>£1,120,026</u> | <u>£ 629,746</u> | <u>£ 882,264</u> | <u>£ 413,434</u> |

## CARGO MARKETING SERVICES LIMITED

## NOTES TO THE ACCOUNTS

FOR THE YEAR ENDED 31ST MARCH 1995

13. Creditors: amounts falling due after  
more than one year

|                                                                 | Group           |                 | Company         |                 |
|-----------------------------------------------------------------|-----------------|-----------------|-----------------|-----------------|
|                                                                 | <u>1995</u>     | <u>1994</u>     | <u>1995</u>     | <u>1994</u>     |
|                                                                 | £               | £               | £               | £               |
| Obligations under finance leases<br>and hire purchase contracts | 47,119          | 44,251          | 40,525          | 30,464          |
| Other creditors                                                 | 23,423          | 34,000          | 23,423          | 34,000          |
|                                                                 | <u>£ 70,542</u> | <u>£ 78,251</u> | <u>£ 63,948</u> | <u>£ 64,464</u> |

All amounts are repayable within 5 years.

## 14. Share capital

|                                 | <u>1995</u>  | <u>1994</u>  |
|---------------------------------|--------------|--------------|
|                                 | £            | £            |
| Authorised                      |              |              |
| 100 ordinary shares of £1 each  | <u>£ 100</u> | <u>£ 100</u> |
| Allotted, issued and fully paid |              |              |
| 100 ordinary shares of £1 each  | <u>£ 100</u> | <u>£ 100</u> |