

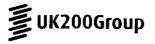
● CHARTERED ACCOUNTANTS ● & BUSINESS ADVISERS

Charity Registration No. 1073048

Company Registration No. 3650377 (England and Wales)

# THE RONA TRUST LONDON SAILING PROJECT TRUSTEES REPORT AND ACCOUNTS FOR THE YEAR ENDED 31 OCTOBER 2005

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### THE RONA TRUST LONDON SAILING PROJECT

### LEGAL AND ADMINISTRATIVE INFORMATION

The London Sailing Project was started by the Right Honourable Derick Viscount Amory as a private charitable venture in 1960, and formalised as a charitable settlement on 1st July 1961. The Rona Trust was first registered as a charity on 1st December 1966 and later commenced to operate as a charitable company limited by guarantee on 1st November 1998 (Charity No: 1073048).

**Trustees** 

Sir lan Amory Bt.(Chariman)

John Hamilton OBE

- resigned 31st December 2004

- resigned 31st January 2005 - appointed 31st March 2005

Captain Peter Archer

Duncan Farrant Alan Richardson

Andrew Searle Giles Thorley

William Whitehouse-Vaux Christopher Wolley MBE

Secretary

Nicholas Nell

Vessels run by the charity

Rona II

Donald Searle Helen Mary R Frigate of Cowes

3 Motor tenders

Charity number

1073048

Company number

3650377

Principal address

Universal Shipyard Crableck Lane Sarisbury Green

Southampton SO31 7ZN

**Auditors** 

Donnelly Hamilton Brent Limited

Carnac Place Cams Hall Estate

Fareham Hampshire PO16 8UY

**Bankers** 

Lloyds TSB Bank plc

43 West Street

Fareham Hampshire PO16 0BE

Investment advisors

Savoy Investment Management Limited

7 Hanover Square

London **W1S 1HQ** 

### THE RONA TRUST LONDON SAILING PROJECT CONTENTS

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### THE RONA TRUST LONDON SAILING PROJECT TRUSTEES REPORT FOR THE YEAR ENDED 31 OCTOBER 2005

The Trustees present their report and accounts for the year ended 31 October 2005.

The accounts have been prepared in accordance with the accounting policies set out in note 1 to the accounts and comply with the charity's Articles and Memorandum of Association, applicable law and the requirements of the Statement of Recommended Practice, "Accounting and Reporting by Charities" issued in October 2000.

### Objects of the charity

The charity was started by the Right Honourable Derick Viscount Amory as a private charitable venture in 1960, and formalised as a Charitable Settlement on 1 July 1961. The Rona Trust was first registered as a charity on the 1 December 1966 and later commenced to operate as a charitable company limited by guarantee on the 1 November 1998 (Charity No: 1073048).

The main objective of the Rona Trust (London Sailing Project) is to provide opportunities, through sail training, for young people to develop a sense of responsibility, resourcefulness and teamwork, which will help them throughout their lives. This objective has been extended to people who are hearing impaired, visually impaired, or have learning difficulties.

#### **TRAINING**

A comprehensive training programme has been provided for our volunteer Afterguard, which included the annual familiarisation voyages, RYA Diesel Engine courses, RYA Radar courses and First Aid courses. Our skippers are reassessed at regular intervals to ensure the highest standards of seamanship.

Frigate of Cowes ran a busy programme of Day and Coastal Skipper courses and continued to provide more general training to help raise the standards of seamanship in our organisation.

#### DONATIONS

In addition to our core funding from the Amory and Searle Trusts, we were grateful to receive support from the Camelia Botnar Foundation, ASTO and the Hammond Innes Bursary Scheme, Mr Giles Thorley, the Girdlers Company and the Vintners Company.

#### PROJECT MEMBERS

The Trustees are grateful to the more than 400 active volunteers who continued to support the Trust so well during 2005. There were 61 Skippers, 62 Mates, 147 Watch Officers and 149 Watch Leaders. At the end of the season 3 Mates were invited to become Skippers, and one Helen Mary R Skipper was promoted to 'big boat' Skipper. Five Watch Officers were promoted to Mate, seven Supernumeraries were promoted to Watch Officer and 16 Watch Leaders to Watch Officer. 35 Trainees were promoted to Watch Leader. The result of our long term training and retention of volunteers means that over half of our Skippers started as Trainees.

#### Trustees

The trustees, who are also the directors for the purpose of company law, who served during the year were:

Sir Ian Amory Bt. (Chairman)

William Whitehouse-Vaux

Chris Wollev MBE

Giles Thorley

Alan Richardson

John Hamilton OBE

(Resigned 31 December 2004)

Andrew Searle

Captain Peter Archer

Duncan Farrant

(Resigned 31 January 2005) (Appointed 31 March 2005)

### THE RONA TRUST LONDON SAILING PROJECT TRUSTEES REPORT (CONTINUED) FOR THE YEAR ENDED 31 OCTOBER 2005

None of the Trustees has any beneficial interest in the company. All of the Trustees are members of the company and guarantee to contribute £1 in the event of a winding up.

### Review of financial position

The raising of unrestricted funds was less successful in 2005 than in the previous year, which benefited from a significant corporate donation. The reported shortfall in crew fees is due to two factors. First, our volunteers now have the option to make charitable donations rather than pay crew fees. Secondly, the 2004 figures included an early payment of £6,000 in respect of voyage fees. Income and gains from investments amounted to £9,000. A further £9,000 was recovered under the Gift Aid scheme. New offices were leased for a ten year period at Universal Marina at a cost of £12,000 per annum, an increase of £4,500 on the old Rovacabins.

Whilst there was an operational loss incurred in the year of £34,000, there has been an increase in restricted funds by means of new boat fundraising of £44,000 and investment funds of £2,000. This resulted in an overall increase of £13,000. In addition, unrealised gains in valuations of yachts of £86,000, coupled with the increase in value of investments of £6,000 has increased the total reserves of the charity by £105,000.

The decision has been taken to build a new boat in accordance with our vessel replacement programme. Fundraising will carry on in parallel to the fit-out which will be carried out using our own facilities. The new boat investment fund will be used in the building of the new boat and will be replaced when the next vessel is sold. This fund is invested with London stockbrokers with instructions that they are to be invested in medium risk stocks. The Trustees' investment powers are governed by the Memorandum of Association, which permits the charity's funds to be invested for furtherance of the charity's objects, subject only to conditions imposed by law.

### Reserves policy

It is the policy of the charity to maintain unrestricted funds, which are the free reserves of the charity, at a level which equates to at least two months of unrestricted expenditure. The Trustees believe that this level of reserves is satisfactory given the predictable sources of income and anticipated costs. These funds are reflected in the Balance Sheet by "Operating funds" and "Investments".

#### Risk factors

The Trustees have examined the major strategic, business and operational risks which the charity faces and confirm that processes for identifying and monitoring risks have been established, so that the necessary steps can be taken to lessen these risks.

The Trustees continually monitor all volunteers for their suitability for manning sail training voyages and ensure that, where required, they hold the appropriate Royal Yachting Association (RYA) qualifications. Checks are also made with the Criminal Records Bureau. The Trustees have also established a skipper revalidation process so they are reassessed at regular intervals to ensure that the highest standards of seamanship are maintained.

The Trustees also ensure that the Trust's sail training vessels comply with the appropriate certification laid down by the Maritime and Coastguard Agency (MCA).

#### Asset cover for funds

Note 13 sets out an analysis of the assets attributable to the various funds. These assets are sufficient to meet the charity's obligations on a fund by fund basis.

### THE RONA TRUST LONDON SAILING PROJECT TRUSTEES REPORT (CONTINUED) FOR THE YEAR ENDED 31 OCTOBER 2005

#### **Auditors**

In accordance with section 385 of the Companies Act 1985, a resolution proposing that Donnelly Hamilton Brent Limited be reappointed as auditors of the company will be put to the Annual General Meeting.

Signed on behalf of the Trustees

Dated: 25.4.0L

### THE RONA TRUST LONDON SAILING PROJECT STATEMENT OF TRUSTEES RESPONSIBILITIES

Company law requires the trustees to prepare accounts for each financial year which give a true and fair view of the charitable company's state of affairs at the end of the year and of its income and expenditure for that period.

In preparing those accounts, the trustees are required to:

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

The trustees are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the charitable company and to enable them to ensure that the accounts comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

### THE RONA TRUST LONDON SAILING PROJECT INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF THE RONA TRUST

We have audited the accounts of The Rona Trust for the year ended 31 October 2005 set out on pages 7 to 18. These accounts 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 10.

This report is made solely to the company's members, as a body, in accordance with Section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an 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 and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

### Respective responsibilities of trustees and auditors

As described on page 4, the trustees, who are also the directors of The Rona Trust for the purpose of company law, are responsible for the preparation of accounts in accordance with applicable law and United Kingdom Accounting Standards. Our responsibility is to audit the accounts in accordance with relevant legal and regulatory requirements and United Kingdom Auditing Standards.

We report to you our opinion as to whether the accounts give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you if, in our opinion, the Trustees Report is not consistent with the accounts, if the charity has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding trustees' remuneration and transactions with the charitable company is not disclosed.

We read other information contained in the Trustees Report, and consider whether it is consistent with the audited accounts. We consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the accounts. Our responsibilities do not extend to any other information.

#### Basis of opinion

We conducted our audit in accordance with United Kingdom 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 accounts. It also includes an assessment of the significant estimates and judgements made by the trustees in the preparation of the accounts, 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 accounts 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 accounts.

### THE RONA TRUST LONDON SAILING PROJECT INDEPENDENT AUDITORS' REPORT (CONTINUED) TO THE MEMBERS OF THE RONA TRUST

#### Opinion

In our opinion the accounts give a true and fair view of the charitable company's state of affairs as at 31 October 2005 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.

**Donnelly Hamilton Brent Limited** 

Doubly Bull at It

**Chartered Accountants** 

**Registered Auditor** 

A member firm of the UK 200 Group

274 Bpd 2006

Carnac Place
Cams Hall Estate

Fareham

Hampshire

PO16 8UY

### THE RONA TRUST LONDON SAILING PROJECT STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 OCTOBER 2005

		Operational Inv	/estment	Restricted	Total	Total
		funds	funds	funds	2005	2004
	Notes	£	£	£	£	£
Incoming resources	110103	-	•	_	_	
Donations	2	223,338	_	44,625	267,963	234,008
Activities in furtherance of the	2	220,000		7-1,020	201,000	
charity's activities						
Investment income	3	661	2,747	-	3,408	3,327
Other income	4	85,651	-		85,651	114,859
Total incoming resources		309,650	2,747	44,625	357,022	352,194
Resources expended						
Costs of generating funds:						
Investment manager's fees			120		120	
		-	120	-	120	
Net incoming resources availa	ble	309,650	2,627	44,625	356,902	352,194
Costs of generating funds: Direct charitable expenditure Cost of activities in furtherance of	of the	246,347	-	-	246,347	251,191
charity's objects: Management and administration		97,662	-	-	97,662	90,763
Total charitable expenditure		344,009	_		344,009	341,954
Total resources expended	5	344,009	120	-	344,129	341,954
Net (outgoing)/incoming resoutransfers	ırces afte	r (34,359)	2,627	44,625	12,893	10,240
Gains on investment assets Revaluation on vessels		- -	6,073 86,417	-	6,073 86,417	2,830 -
Net movement in funds		(34,359)	95,117	44,625	105,383	13,070
Fund balances at 1 November 2004		68,437	496,547	1,307	566,291	553,221
Fund balances at 31 October		34,078	591,664	45,932	671,674	566,291

### THE RONA TRUST LONDON SAILING PROJECT SUMMARY INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31 OCTOBER 2005

	2005 £	2004 £
Total income	357,022	352,194
Total expenditure from income funds	344,129	341,954
Net income for the year	12,893	10,240

The summary income and expenditure account is derived from the statement of financial activities on page 7 which, together with the notes on pages 10 to 18, provides full information on the movements during the year on all funds of the charity.

### STATEMENT OF RECOGNISED GAINS AND LOSSES

Net income for the year Unrealised gains on investment assets held by income funds Revaluation of tangible fixed assets	12,893 6,073 86,417	10,240 2,830 -
Net movement in funds	105,383	13,070

### THE RONA TRUST LONDON SAILING PROJECT

### BALANCE SHEET AS AT 31 OCTOBER 2005

		200	15	200	)4
	Notes	£	£	£	£
Fixed assets					400 500
Yachts	8		510,000		423,583
Restricted fund - part built yacht			16,061		- 4,672
Tangible assets	9		9,969		72,690
Investments	10		81,664		
			617,694		500,945
Current assets				4.550	
Stocks		1,245		1,556	
Debtors	11	44,316		35,062	
Cash at bank and in hand		35,127		36,449	
		80,688		73,067	
Creditors: amounts falling due within one year	1 12	(26,708)		(7,721)	
•			53,980		65,346
Net current assets					
Total assets less current liabilities			671,674 ————		566,291 ————
Income funds	13				
Restricted funds			45,932		1,307
Unrestricted funds: Operational funds Investment funds			34,078		68,437
Yachts		510,000		423,583	
Investments		81,664		72,964	
			591,664		496,547
			671,674		566,29

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

These financial statements for the year ended 31 October 2005 were approved by the trustees

Signed.

Trustee

Date 25.4.06

Signed .

Trustee

Date 25 4.06

### 1 Accounting policies

### 1.1 Basis of preparation

The accounts are prepared under the historical cost convention modified to include the revaluation of certain fixed assets, and in accordance with the Financial Reporting Standard for Smaller Entities (effective June 2002).

The accounts have been prepared in accordance with the Statement of Recommended Practice, "Accounting and Reporting by Charities" issued in October 2000.

### 1.2 Incoming resources

Donations, legacies and other forms of voluntary income are recognised as incoming resources when receivable, except insofar as they are incapable of financial measurement.

Trading income is shown net of related expenses as this better reflects the contribution of these activities to the charity.

Income tax recoverable in relation to donations under received Gift Aid or deeds of covenant is recognised at the time of the donation.

#### 1.3 Resources expended

All expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with use of the resources.

Fund-raising costs are those incurred in seeking voluntary contributions and do not include the costs of disseminating information in support of the charitable activities. Support costs are those costs incurred directly in support of expenditure on the objects of the charity.

Management and administration costs are those incurred in connection with administration of the charity and compliance with constitutional and statutory requirements

### 1.4 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:

Yachts

No depreciation

Office Rovacabins

10% straight line

Motor Tenders

10% straight line with residual value of £500

Computer

33% straight line

Motor vehicles

20% straight line

No depreciation is provided in respect of yachts as it is the charity's policy to maintain the yachts in immaculate condition such that the residual values of the yachts are at least the same as the costs.

### 1.5 Leasing and hire purchase commitments

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

### 1 Accounting Policies

(continued)

#### 1.6 Investments

Fixed asset investments are stated at market value.

#### 1.7 Stock

Stock is valued at the lower of cost and net realisable value.

#### 1.8 Accumulated funds

General funds are unrestricted funds which are available for use at the discretion of the trustees in furtherance of the general objectives of the charity and which have not been designated for other purposes. Both the operational and the investment funds are unrestricted, but the trustees wish to show the split between the operational arm of the charity (London Sailing Project) and the investment arm (Rona Trust).

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the charity for particular purposes. The cost of raising and administering such funds are charged against the specific fund. The only restricted fund in the accounts relates to those donations and expenses incurred for the construction of the new yacht, currently named Ocean 62.

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	Unrestricted funds £	Restricted funds	Total 2005 £	Total 2004 £
Donations and gifts	223,338	44,625	267,963	234,008
Donations and gifts				
Unrestricted funds:				
Viscount Amory Charitable Trust			71,000	72,750
Searle Trust			53,626	51,939
Association of Sea Training Organisations			18,000	23,400
Camelia Botnar Foundation			25,000	20,000
Giles Thorley			15,000	13,750
Keith Knowles			5,000	8,846
Sundry Donations			6,994	8,467 2,000
Christine Perrin			-	19,700
Timberland			-	2,000
Scottish Courage			-	5,706
Mr A Stannah			2,000	2,000
Worshipful Company of Girdlers			2,000	1,600
UK Sailing Academy			1,615	1,500
AWE plc Afterguard donations			25,103	-
			223,338	232,158
Restricted funds:				
Admiral Taverns			25,000	-
R Butler			10,000	
Carlsberg			7,000	•
Les Rees			1,000	·
Sundry donations			1,625	1,850
			44,625	1,850

The restricted fund donations are purely for allocation to the Ocean 62 vessel.

3	Investment income				
		Operational Inv	estment	Total	Total
		funds	funds	2005	2004
		£	£	£	£
	Income from listed investments		2,163	2,163	2,735
	Interest receivable	661	858	1,519	592
	Tax credits written off	-	(274)	(274)	
		661	2,747	3,408	3,327
4	Other income				
				2005	2004
				£	£
	Crew fees			56,608	92,888
	Race income			13,836	12,284
	Frigate income			4,532	6,753
	Courses			1,452	1,505
	Sale of souvenirs			656	364
	Gift aid			8,567	1,065
				85,651	114,859

Total resources expended					<b></b>
		Depreciation	Other	Total 2005	Total 2004
	costs £	£	costs £	2005 £	2004 £
Conta of gonerating funds:					
Costs of generating funds: Investment managers' fees	-	-	120	120	-
Direct charitable expenditure	_	-	246,347	246,347	251,191
Management and administration	58,969	3,708	34,985	97,662	90,763
	58,969	3,708	281,452	344,129	341,954
Direct charitable expenditure cor	nprises of :				-
Boat repairs and maintenance	•			7 <b>7</b> ,481	74,057
ood expenses				32,921	31,929
Fuel and berthing expenses				17,967	15,172
Race expenses				3,472	15,021 4,335
Frigate expenses				1,774 9,866	9,117
Crew travel expenses				9,000 8,121	9,237
Crew clothing expenses				24,184	25,113
Insurance Wages				70,561	67,210
	·			246,347	251,191
Other management and adminis	tration costs com	nrica:			
Other management and adminis Rent, rates and service charges		Juse.		11,161	6,000
Office running expenses				10,800	8,329
Advertising				211	553
Postage and stationery				1,187	1,442
Motor and travel expenses				2,618	68
Accountancy				2,840	2,89
Audit				1,350	1,35
Bank charges & interest				198	44
Courses and training				2,372	2,52 6,91
Miscellaneous and fundraising				848 1,400	2,11
Staff costs	ro			1,400	1,54
New yacht campaign expenditu	ie ie				
				34,985	34,78

Management and administration costs include payments to the auditors of £1,350 (2004-£1,350) for audit fees and £2,840 (2004-£2,894) for other services.

#### 6 Trustees

None of the trustees (nor any persons connected with them) received any remuneration or benefits from the charity during the year.

### 7 Employees

### Number of employees

The average monthly number of employees during the year was:

	2005 Number	2004 Number
Administration Maintenance	3	3
	5	5
Employment costs	2005 £	2004 £
Wages and salaries	126,179	119,917

There were no employees whose annual emoluments were £50,000 or more.

### 8 Yachts

Yacnts	Donald Searle	Frigate of Helen Mary R Cowes		Rona II	Total
	£	£	£	£	£
Cost or valuation					
At 1 November 2004	120,000	33,583	85,000	185,000	423,583
Revaluations in year	30,000	1,417	15,000	40,000	86,417 ————
At 31 October 2005	150,000	35,000	100,000	225,000	510,000
Net book value					
At 31 October 2005	150,000	35,000	100,000	225,000	510,000
At 31 October 2004	120,000	33,583	85,000	185,000	423,583

The large yachts were revalued by John Winterbotham and Partners, International Marine Surveyors, as at 10th April 2006.

•	Other fixed assets					
		Office	Motor	Computer	Motor	Total
		Rovacabins	Tenders		vehicles	
		£	£	£	£	£
	Cost	/ / 000	44.500	0.405	0.507	20.055
	At 1 November 2004	11,393	14,500	3,465	9,597	38,955
	Additions	6,779	-	2,225	-	9,004
	Disposals	(9,008)				(9,008)
	At 31 October 2005	9,164	14,500	5,690	9,597	38,951
	Depreciation					
	At 1 November 2004	7,961	13,500	3,226	9,596	34,283
	Disposals	(7,196)	-	-	_	(7,196)
	Charge for the year	916	-	979	-	1,895
	At 31 October 2005	1,681	13,500	4,205	9,596	28,982
	Net book value					-
	At 31 October 2005	7,483	1,000	1,485	1	9,969
	At 31 October 2004	3,432	1,000	239	1	4,672
	Net book value at 31 October 2005	represents fixed	assets used	for:		
	Direct charitable purposes:					
	Investment fund	-	1,000	-	-	1,000
	Other purposes:					
	Management and administration	7,483		1,485	1	8,969
		7,483	1,000	1,485	1	9,969

10	Fixed asset investments		
		ir	Quoted evestments £
	Market value at 1 November 2004 Disposals at opening book value Movement in Earnings account Movement in Dealings account Change in value in the year		72,690 (18,000) 3,021 17,880 6,073
	Market value at 31 October 2005		81,664
	Historical cost: At 31 October 2005		66,735
	At 31 October 2004		64,810
11	Debtors	2005 £	2004 £
	Other debtors Prepayments and accrued income	21,670 22,646	18,630 16,432
		44,316	35,062
12	Creditors: amounts falling due within one year	2005 £	2004 £
	Bank overdrafts Other creditors Accruals	15,129 7,274 4,305	3,571 4,150
		26,708	7,721

13	Analysis of net assets between funds				
	•	Operational funds	Investment funds	Restricted funds	Total
		£	£	£	£
	Fund balances at 31 October 2005 are represented by:				
	Yachts	-	510,000	16,061	526,061
	Other tangible fixed assets	9,969	-	-	9,969
	Investments	-	81,664	-	81,664
	Current assets	50,817	-	29,871	80,688
	Creditors: amounts falling due within one year	(26,708)		_	(26,708)
		34,078	591,664	45,932	671,674
	Unrealised gains included above: On tangible fixed assets and investments	-	92,490	-	92,490
	Reconciliation of movements in unrealised gains on investment and tangible assets  Net gains on market value				
	investments		6,073		6,073
	Revaluation on vessels	-	86,417	-	86,417
	Unrealised gains at 31 October 2005		92,490	-	92,490

### 14 Commitments under operating leases

At 31 October 2005 the company had annual commitments under non-cancellable operating leases as follows:

Land and building	2005 £	2004 £
Expiry date: In over five years	12,195	12,195