

NOTICE REGARDING INCORPORATED
EMPLOYERS' ASSOCIATIONS
ANNUAL RETURNS

It has long been the custom of the Certification Officer to allow incorporated employers' associations to submit to him a copy of their accounts (financial statements) prepared under the Companies Act, in lieu of completing certain parts of the AR27 form. This has been allowed in order to ease the administrative burden on such organisations, as far as is consistent with the law.

The return which you are viewing is that of an incorporated employers' association, and therefore, comprises of both a partially completed AR27 form and financial statements. With regard to the AR27 form itself, the Certification Officer has only required the mandatory completion of pages 1,2, 10,11,12,13,14 and 15 and it is these pages which you will find included in this document: the pages which the Certification Officer has not required the completion of (i.e. those left blank) have not been included.

DO NOT STAPLE
PRINT ON ONE SIDE ONLY

FORM AR27

Trade Union and Labour Relations (Consolidation) Act 1992

ANNUAL RETURN FOR AN EMPLOYERS' ASSOCIATION

Name of Employers' Association:

Year ended:

List No:

Head or Main Office:

Website address (if available)

Has the address changed during the year to which the return relates? Yes No (Tick as appropriate)

General Secretary:

Contact name for queries regarding the completion of this return:

Telephone Number:

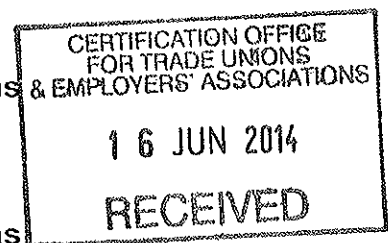
e-mail:

PLEASE FOLLOW THE GUIDANCE NOTES IN THE COMPLETION OF THIS RETURN.
Any difficulties or problems in the completion of this return should be directed to the Certification Office as below or by telephone to: 020 7210 3734

The address to which returns and other documents should be sent are:

For Employers' Associations based in England and Wales:
Certification Office for Trade Unions and Employers' Associations
22nd Floor, Euston Tower, 286 Euston Road, London NW1 3JJ

For Employers' Associations based in Scotland:
Certification Office for Trade Unions and Employers' Associations
Melrose House, 69a George Street, Edinburgh EH2 2JG



RETURN OF MEMBERS

(see note 9)

NUMBER OF MEMBERS AT THE END OF THE YEAR				
Great Britain	Northern Ireland	Irish Republic	Elsewhere Abroad (including Channel Islands)	TOTALS
6456	170	9	9	6644

OFFICERS IN POST

(see note 10)

Please attach as an annexe to this form a complete list of all officers in post at the end of the year to which this form relates, with the title of each persons office.

CHANGE OF OFFICERS

Please complete the following to record any changes of officers during the twelve months covered by this return.

Title of Office	Name of Officer ceasing to hold office	Name of Officer Appointed	Date of Change
NONE			

REVENUE ACCOUNT/GENERAL FUND

(see notes 11 to 16)

Previous Year		£	£
	INCOME		
	From Members Subscriptions, levies, etc		
	Investment income Interest and dividends (gross) Bank interest (gross) Other (specify)		
	Other income Rents received Insurance commission Consultancy fees Publications/Seminars Miscellaneous receipts (specify)		
	PLEASE SEE ATTACHED ANNUAL REPORT		
	TOTAL INCOME		
	EXPENDITURE		
	Administrative expenses Remuneration and expenses of staff Occupancy costs Printing, Stationery, Post Telephones Legal and Professional fees Miscellaneous (specify)		
	Other charges Bank charges Depreciation Sums written off Affiliation fees Donations Conference and meeting fees Expenses Miscellaneous (specify)		
	Taxation		
	TOTAL EXPENDITURE		
	Surplus/Deficit for year		
	Amount of fund at beginning of year		
	Amount of fund at end of year		

ACCOUNTS OTHER THAN THE REVENUE ACCOUNT/GENERAL FUND

(see notes 17 to 18)

ACCOUNT 2		Fund Account	
Name of account:		£	£
Income	From members		
	Investment income		
	Other income (specify)		
<i>PLEASE SEE ATTACHED ANNUAL REPORT</i>			
		Total Income	
Expenditure	Administrative expenses		
	Other expenditure (specify)		
		Total Expenditure	
		Surplus (Deficit) for the year	
		Amount of fund at beginning of year	
		Amount of fund at the end of year (as Balance Sheet)	

ACCOUNT 3		Fund Account	
Name of account:		£	£
Income	From members		
	Investment income		
	Other income (specify)		
<i>PLEASE SEE ATTACHED ANNUAL REPORT</i>			
		Total Income	
Expenditure	Administrative expenses		
	Other expenditure (specify)		

Total Expenditure	
Surplus (Deficit) for the year	
Amount of fund at beginning of year	
Amount of fund at the end of year (as Balance Sheet)	

ACCOUNTS OTHER THAN THE REVENUE ACCOUNT/GENERAL FUND

(see notes 17 to 18)

ACCOUNT 4		Fund Account	
Name of account:		£	£
Income	From members		
	Investment income		
	Other income (specify)		
<i>PLEASE SEE ATTACHED ANNUAL REPORT</i>			
		Total Income	
Expenditure	Administrative expenses		
	Other expenditure (specify)		
		Total Expenditure	
		Surplus (Deficit) for the year	
		Amount of fund at beginning of year	
		Amount of fund at the end of year (as Balance Sheet)	

ACCOUNT 5		Fund Account	
Name of account:		£	£
Income	From members		
	Investment income		
	Other income (specify)		
<i>PLEASE SEE ATTACHED ANNUAL REPORT</i>			
		Total Income	
Expenditure	Administrative expenses		
	Other expenditure (specify)		
		Total Expenditure	

Surplus (Deficit) for the year	
Amount of fund at beginning of year	
Amount of fund at the end of year (as Balance Sheet)	

ACCOUNTS OTHER THAN THE REVENUE ACCOUNT/GENERAL FUND

(see notes 17 to 18)

ACCOUNT 6		Fund Account	
Name of account:		£	£
Income	From members		
	Investment income		
	Other income (specify)		
Total Income			
Expenditure	Administrative expenses		
	Other expenditure (specify)		
Total Expenditure			
Surplus (Deficit) for the year			
Amount of fund at beginning of year			
Amount of fund at the end of year (as Balance Sheet)			

PLEASE SEE ATTACHED ANNUAL REPORT

ACCOUNT 7		Fund Account	
Name of account:		£	£
Income	From members		
	Investment income		
	Other income (specify)		
Total Income			
Expenditure	Administrative expenses		
	Other expenditure (specify)		
Total Expenditure			

PLEASE SEE ATTACHED ANNUAL REPORT

Surplus (Deficit) for the year	
Amount of fund at beginning of year	
Amount of fund at the end of year (as Balance Sheet)	

FIXED ASSETS ACCOUNT

(see note 21)

	Land & Buildings	Fixtures & Fittings	Motor Vehicles & Equipment	Total
	£	£	£	£
COST OR VALUATION				
At start of period				
Additions during period <i>PLEASE SEE ATTACHED ANNUAL REPORT</i>				
Less: Disposals during period				
Less: DEPRECIATION:				
Total to end of period				
BOOK AMOUNT at end of period				
Freehold				
Leasehold (50 or more years unexpired)				
Leasehold (less than 50 years unexpired)				
AS BALANCE SHEET				

ANALYSIS OF INVESTMENTS

(see note 22)

		Other Funds £
QUOTED	British Government & British Government Guaranteed Securities	
	British Municipal and County Securities	
	Other quoted securities (to be specified)	
	<i>PLEASE SEE ATTACHED ANNUAL REPORT</i>	
	TOTAL QUOTED (as Balance Sheet)	
	*Market Value of Quoted Investments	
UNQUOTED	British Government Securities	
	British Municipal and County Securities	
	Mortgages	
	Other unquoted securities (to be specified)	
	TOTAL QUOTED (as Balance Sheet)	
	*Market Value of Unquoted Investments	

* Market value of investments to be stated where these are different from the figures quoted in the balance sheet

ANALYSIS OF INVESTMENT INCOME (CONTROLLING INTERESTS)

(see notes 23 to 25)

Does the association, or any constituent part of the association, have a controlling interest in any limited company?		YES <input checked="" type="checkbox"/>	NO <input type="checkbox"/>
If YES name the relevant companies:			
COMPANY NAME European Tow Show Ltd	COMPANY REGISTRATION NUMBER (if not registered in England & Wales, state where registered) 4537694		
INCORPORATED EMPLOYERS' ASSOCIATIONS			
Are the shares which are controlled by the association registered in the association's name		YES <input type="checkbox"/>	NO <input type="checkbox"/>
If NO, please state the names of the persons in whom the shares controlled by the association are registered.			
COMPANY NAME	NAMES OF SHAREHOLDERS		
UNINCORPORATED EMPLOYERS ASSOCIATIONS			
Are the shares which are controlled by the association registered in the names of the association's trustees?		N/A <input type="checkbox"/>	
If NO, state the names of the persons in whom the shares controlled by the association are registered.			
COMPANY NAME	NAMES OF SHAREHOLDERS		

SUMMARY SHEET

(see notes 26 to 35)

	All funds except Political Funds £	Political Funds £	Total Funds £
INCOME			
From Members	3,252,840		3,252,840
From Investments	35,320		35,320
Other Income (including increases by revaluation of assets)	4,871,557		4,871,557
Total Income	8,159,717		8,159,717
EXPENDITURE (including decreases by revaluation of assets)			
Total Expenditure	7,758,638		7,758,638
Funds at beginning of year (including reserves)	2,241,816		2,241,816
Funds at end of year (including reserves)	2,642,895		2,642,895
ASSETS			
Fixed Assets			1,361,861
Investment Assets			100,000
Other Assets			2,333,782
		Total Assets	3,795,643
LIABILITIES		Total Liabilities	1,152,748
NET ASSETS (Total Assets less Total Liabilities) EXCLUDING PENSION LIABILITY			2,642,895

NOTES TO THE ACCOUNTS

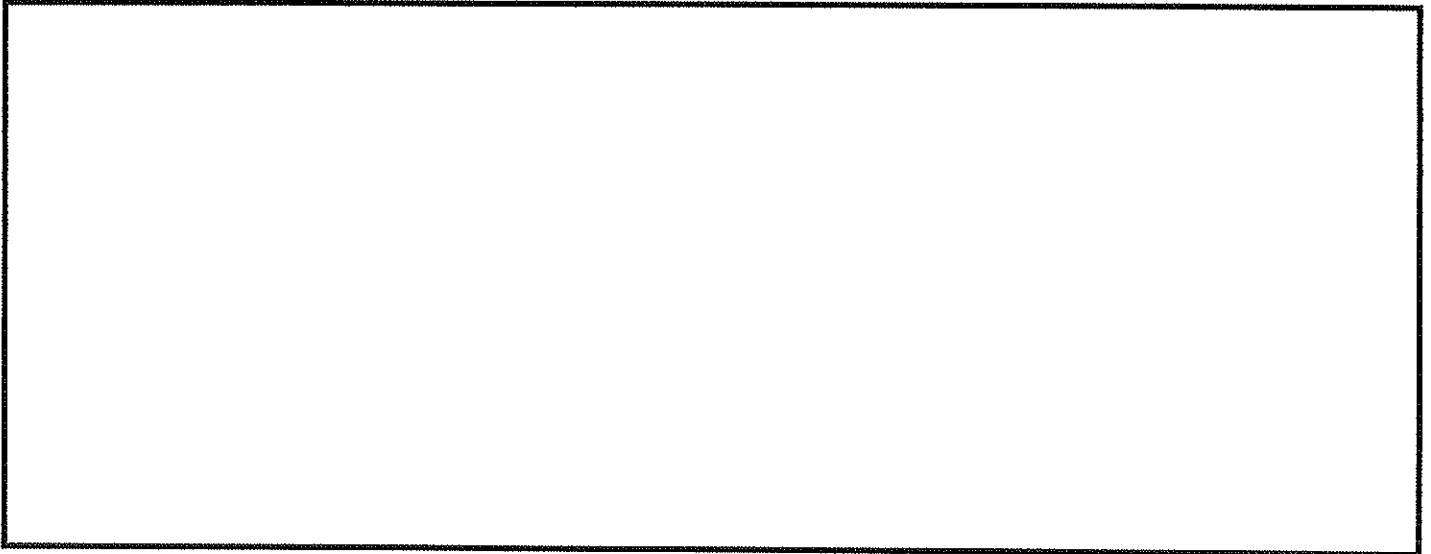
(see note 36)

All notes to the accounts must be entered on or attached to this part of the return.

PLEASE SEE ATTACHED ANNUAL REPORT

ACCOUNTING POLICIES

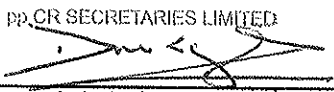
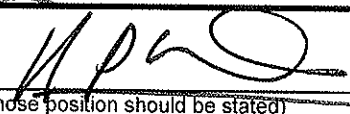
(see notes 37 and 38)



SIGNATURES TO THE ANNUAL RETURN

(see notes 39 and 40)

including the accounts and balance sheet contained in the return.

<p style="text-align: center;"><small>PP CR SECRETARIES LIMITED</small></p> <p>Secretary's Signature: <u></u> <small>Authorised Signatory</small></p> <p>Name: <u>CR SECRETARIES LIMITED</u></p> <p>Date: <u>13/6/2014</u></p>	<p style="text-align: center;">Chairman's Signature: <u></u> <small>(or other official whose position should be stated)</small></p> <p>Name: <u>ANDREW HOWARD</u></p> <p>Date: <u>09-06-14</u></p>
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CHECK LIST

(see note 41)

(please tick as appropriate)

IS THE RETURN OF OFFICERS ATTACHED? (see Page 3)	YES	X	NO	
HAS THE RETURN OF CHANGE OF OFFICERS BEEN COMPLETED? (see Page 3)	YES	X	NO	
HAS THE RETURN BEEN SIGNED? (see Note 38)	YES	X	NO	
HAS THE AUDITOR'S REPORT BEEN COMPLETED (see Note 39)	YES	X	NO	
IS A RULE BOOK ENCLOSED? (see Note 40)	YES	X	NO	
HAS THE SUMMARY SHEET BEEN COMPLETED (see Notes 6 and 25 to 34)	YES	X	NO	

AUDITOR'S REPORT

(see notes 42 to 47)

made in accordance with section 36 of the Trade Union and Labour Relations (Consolidation) Act 1992.

1. In the opinion of the auditors or auditor do the accounts they have audited and which are contained in this return give a true and fair view of the matters to which they relate?
(See section 36(1) and (2) of the 1992 Act and notes 43 and 44)

YES/NO

If "No" please explain below.

2. Have the auditors or auditor carried out such investigations in the preparation of their audit report as will enable them to form an opinion as to:
- (a) whether the trade union has kept proper accounting records in accordance with section 28 of the 1992 Act;
 - (b) whether it has maintained a satisfactory system of control over its transactions in accordance with the requirements of that section; and
 - (c) whether the accounts to which the report relates agree with the accounting records?
- (See section 36(3) of the 1992 Act, set out in note 43)

YES/NO

If "No" please explain below.

3. Are the auditors or auditor of the opinion that the union has complied with section 28 of the 1992 Act and has:
- (a) kept proper accounting records with respect to its transactions and its assets and liabilities; and
 - (b) established and maintained a satisfactory system of control of its accounting records, its cash holding and all its receipts and remittances.
- (See section 36(4) of the 1992 Act set out in note 43)

YES/NO

If "No" please explain below.

4. Please set out a copy of the report made by the auditors or auditor to the union on the accounts to which this AR27 relates. The report is to set out the basis upon which the audit has been conducted and/or such other statement as the auditor considers appropriate. Such a statement may be provided as a separate document.
(See note 45)

PLEASE SEE ATTACHED ANNUAL REPORT. AUDITOR'S REPORT AS SIGNED ON PAGE 13.

AUDITOR'S REPORT (continued)

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Signature(s) of auditor or auditors:	<i>MHA MacIntyre</i>	
Name(s):	MHA MacIntyre Hudson	
Profession(s) or Calling(s):	Chartered Accountants and Statutory Auditor	
Address(es):	New Bridge Street House 30-34 New Bridge Street London EC4V 6BJ	
Date:	13 June 2014	
Contact name and telephone number:	020 7429 4100	

N.B. When notes to the accounts are referred to in the auditor's report a copy of those notes must accompany this return.



Annual Report & Accounts 2013

Road Haulage Association

Delivering Profitability, Compliance and Sustainability to your business



more for you...

Benefits of your RHA membership include:

RHA Conditions of Carriage are exclusively available for members and provide a universally recognised basis for your carriage contracts. You can also use the RHA Conditions of Storage and other specialist conditions including skip hire, livestock, bulk liquids, powder and gases.

Use the RHA logo to display your professionalism on company stationery, websites and advertisements. Free full colour logo stickers are also available for use on truck windows or bodywork.

The RHA Website keeps you up-to-date on the latest industry news, RHA events and provides a Find-a-Haulier feature to website visitors. Members also benefit from logging in at www.rha.uk.net to find more valuable information, including RHA Cost Tables and results from fuel price surveys.

RHA Publications are available as e-books for your perusal, at a time that suits you.

These include:

- RHA Haulage Manual is your free handbook with all the technical and operational information you need at your fingertips.
- Your free monthly copy of ROADWAY magazine which keeps you informed on current legislation and technical issues. In addition, regional and national news updates affecting the haulage industry are included.
- www.findahaulier.com is our new online membership directory where members can update their own details.

The RHA Code of Conduct requires members to act with integrity and honesty.

RHA Campaigning is at the forefront of political activity, representing your interests with Government, in Europe, in local affairs as well as with other industry bodies. We are constantly campaigning on your behalf and gather your views at regional and specialist group meetings, events and seminars.

In particular, the collaboration between RHA and FairFuelUK has been tremendously successful.

Members receive regular e-updates from RHA Policy and regional news to the latest offers from the RHA Shop, making sure you have the relevant information direct to your inbox.

RHA Helpdesks are operated by qualified and experienced staff who provide free information and advice to members, from operational questions to more complex employment issues.

The Weekly Fuel Survey is where members track changes in fuel prices and receive a full analysis of the results. These figures can be very beneficial when there is a fuel-escalator clause in contracts.

Members' Briefings are an opportunity for members to learn the latest information both regionally and nationally on changes to legislation and compliance. Members are also able to network with fellow members and RHA staff. Your dedicated Area Manager offers an on-site service to discuss operational matters, at your convenience.

RHA Specialist Managers are available to provide expert advice and information on areas such as security, employment and the Carriage of Goods.

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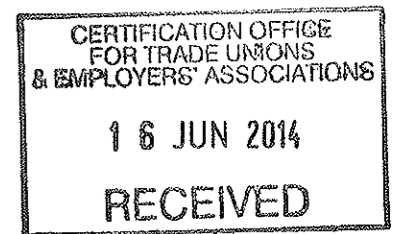
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RHA is the voice of the UK road transport industry. Join us and make it stronger!



The Road Haulage Association Supporting the industry on which the UK depends

Offices of the Association

The Road Haulage Association represents the interests of the owners of over 70,000 UK-registered heavy goods vehicles, working within the hire-and-reward sector of the UK haulage industry.

Via a network of five offices, the Association provides dedicated campaigning advice, information and business services exclusively tailored for members, including finance and insurance.

Another vital role is that of policy. In addition to high-profile discussions with Government on national issues, there are regular meetings with local planning committees, regional transport groups and the European Commission. There is no legislative area of the haulage industry that is not scrutinised and pursued on behalf of UK hauliers.



Peterborough & Weybridge

Roadway House, Bretton Way, Bretton, Peterborough PE3 8DD.
Tel: 01733 261 131. Fax: 01733 332 349. Email: southern-eastern@rha.uk.net

The Old Forge, South Road, Weybridge, Surrey KT13 9DZ.
Tel: 01932 838 900. Fax: 01932 852 516. Email: weybridge@rha.uk.net

In addition to the RHA's regional network, staff at the Association's Peterborough and Weybridge offices are responsible for finance, policy, general Association management issues and much more. Also based at Weybridge is the Association's team of specialist advisors and press office.

Peterborough

- Geoff Dunning: Chief Executive
- Sheikh Ali: Director of Finance
- Richard Ellithorne: Director of Operations
- Arnold Monk: Head of RHA Training
- Peter Butler: Employment Services Manager
- Richard Schofield: Operations Manager
- Martin Dean: Key Account Manager
- Chris Seaton: Assistant to Chief Executive

Weybridge

- Jack Semple: Director of Policy
- Ray Engley: Head of Technical Services
- Peter Cullum: Head of International Affairs
- Kate Gibbs: Head of Media Relations
- Chrys Rampley: Manager, Infrastructure, Environment and Business Affairs
- Nick Deal: Manager, Logistics Development
- Peter Shakespeare: Head of Publications

Midlands & Western

Third Floor, Shore House, Westbury Hill, Westbury on Trym
Bristol BS9 3AA.
Tel: 01179 625 616. Fax: 01179 989 8010.
Email: midlands-western@rha.uk.net



Nick Payne, Regional Director: 2013 proved to be another challenging year for members who continue to be used as banks. Their customers take too long to pay our hauliers who have commitments of their own in the form of fuel, wages, compliance and so on, to be met. The Midlands & Western team continue to help members via area managers, office staff, sub-region meetings and the regional council. We send monthly e-newsletters to all members in the region which contain the latest information available to us.

We regularly meet with Traffic Commissioners, the Highways Agency, the DVSA, Local Authorities, Freight Quality Partnerships, Welsh government officials and government officials at Westminster. We also meet many other parties where we get the opportunity to represent the members of the RHA to make the point that, whatever a product is, it has come on a truck and what a vital part of the economy of this country we are.

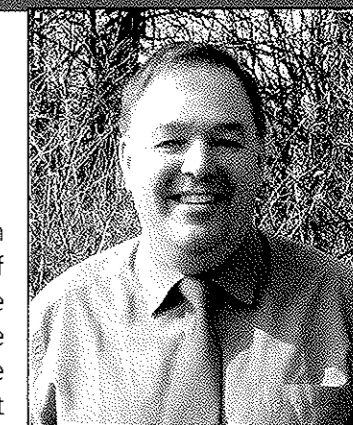
We continue to undertake compliance audits for members and non-members at their own request and at the request of Traffic Commissioners. We are also being asked, more and more, to produce contracts of employment for members and their employees. We have 110 sub-region meetings planned across the region for 2014. We have now successfully integrated the Oxfordshire sub-region meetings, which includes members from Berkshire. We will also host two Traffic Commissioner evenings this year so that members can speak directly to our them.

This year will hopefully be better for our industry with the green shoots of recovery becoming more evident. The staff of Midlands & Western will continue to work with members to assist them in being profitable, compliant and sustainable.

Area managers: Mike Moore, Rhys Williams, Simon Higgins, Joy McAuley
Regional chairman: Andrew Jenkins, SE Davis & Son, Redditch

Southern & Eastern

Roadway House, Bretton Way, Bretton, Peterborough PE3 8DD.
Tel: 01733 261 131. Fax: 01733 332 349.
Email: southern-eastern@rha.uk.net



John Howells, Regional Director: There are many issues which affect members and with London in the region there are many topics that spread out from the capital. The awareness of drivers to cyclists is a key concern, ensuring members have all the facts and are able to ensure their drivers are fully aware of the issues regarding cycle safety which is an important part of the information we give to members. We have also ensured that members are fully aware of the impact of new guidance such as the standard for construction logistics. This standard looks at the requirements of vehicles delivering to sites and encompasses a variety of issues.

We are seeing further demand for the much respected RHA procedures audit which is now ISO9001 approved. It is an important tool for operators to ensure their business is fully compliant with their O-licence undertakings and covers a variety of business areas ensuring the business meets the many and varied legal requirements.

The region is, as always, involved in representing members at a variety of events and meetings to ensure that hauliers' viewpoints are represented. We also speak regularly to the media to ensure they receive a balanced view on issues topical to the industry.

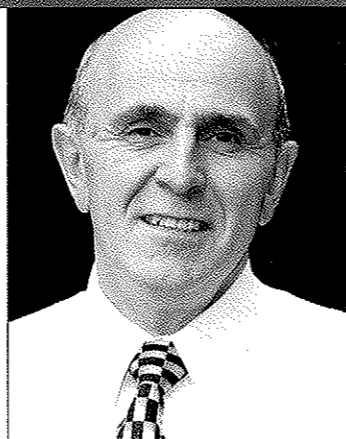
The regional briefings continued to grow in attendance during 2013. New venues for the autumn, along with the attendance of the Traffic Commissioners, saw the highest ever number of members attending. We continue to ensure the topics are informative and relevant to members.

Our social calendar includes two events paired with the Northern and Midlands & Western regions. These well attended events are a great opportunity to network with friends, old and new. We look forward to seeing more of you in the future.

Area managers: David Scott-Smith, Philip Scotney, Frank Taylor, Linda White
Regional chairman: Andrew Howard, PC Howard Ltd, Kings Cliffe, Peterborough

Northern

Roadway House, Little Wood Drive
West 26 Industrial Estate, Cleckheaton BD19 4TQ.
Tel: 01274 863 100. Fax: 01274 865 855.
Email: northern@rha.uk.net



Steve Biddle, Regional Director: With members continuing to face ever-increasing demands, both operationally and commercially, 2013 has seen the development of even more standards for the hard-pressed haulage sector to consider, with FORS, Eco Stars, Crossrail and – more recently – the Work Related Road Risk (WRRR) standards being introduced.

The work of the Northern regional team continues to help members with a whole range of different problems or concerns, with support, advice and, of course, up-to-date and detailed information. Our involvement with the many regional stakeholders continues to grow to ensure we keep abreast of the various local issues which affect our sector. This allows for effective communication, where members' concerns are promoted and considered when looking at the many national and regional policies.

The Northern team continues to develop how we can best serve our members by constantly considering and delivering the many additional benefits and services available through RHA membership. The System and Procedure audits and Contracts of Employment services continue to be in demand by members, to help them meet the requirements of their O-licence as well as employment law. The spring 2014 briefing programme is planned and once again we will be updating members on many aspects of legislation and compliance within the haulage sector. The 2013 Northern annual dinner held at the Old Swan Inn Harrogate was a great success, resulting once again in the Old Swan being the venue for the 2014 dinner taking place on Saturday 17 November, which will as usual be a joint event with the Southern & Eastern region.

I am sure that 2014 will again be challenging for members and staff alike. Once again, by working together, we will ensure that members receive professional support and advice to help them in their daily responsibilities.

Area managers: Edna Gill, Jeff Marriott, Malcolm Dodds, Phil Snowden. Helpdesk: Bev Dibb, Michelle Rawson
Regional chairman: Nigel Cook, Elddis Transport (Consett) Ltd

Scotland & Northern Ireland

Roadway House, The Rural Centre, Ingliston
Newbridge, Edinburgh EH28 8NZ.
Tel: 0131 333 4900. Fax: 0131 472 4180.
Email: scotland-northernireland@rha.uk.net



Martin Reid, Regional Director: Another busy year for S&NI staff in what has proved to be difficult trading times for the members within the two countries. The last year has seen staff changes in key positions in the region but this has been done with minimal disruption.

The preparations and consultations for two major projects has undoubtedly taken up a fair amount of resource and time for the RHA in the region, but has in equal measure brought the RHA success over the course of the year. Through our work with the A9 Safety Group we successfully lobbied for a trial increase to 50mph for HGVs using Scotland's longest trunk road.

Although we were often a lone voice in favour of this trial, our case was aided by convincing the Deputy First Minister to go out in an HGV on the road. The arrangements for the 2014 Glasgow Commonwealth Games move on apace and we cover our members' interests by representing them on the Strategy Board, The Freight Operators Working Group and the CSSC Resilience Group. We also continue to ensure our members' voices are heard by closely working with a plethora of industry groups such as Ecostars, ACPOS Freight Liaison, Ferry Fares Working Group – to name a few.

In Northern Ireland, the Freight Forum has seen previous good work with Minister Alec Atwood continued with his successor Mark Durkin MLA. We have made good strides with the DOE Road Safety Group and the Traffic Regulation Office, work that again we will continue. In 2013 we held two very successful conferences with high-profile industry speakers and intend to do the same in 2014. Our training offering continues to perform well, even with the added pressure of the impending deadline for the Driver CPC. We can reflect on a number of positives from last year and build on them in what will prove to be a very busy year.

Area Managers: Pat Glancey, Geraldine Quinn



RHA member services

A comprehensive range of business services

Tailored to meet YOUR needs

RHA Training

RHA Training is there to ensure members can source training services relevant to their needs. Training is an investment, not a cost, and many of our services are offered at discounted rates to members. We are a truly national training organisation, with instructors and providers based throughout the UK and a wide range of courses which can be delivered at your own premises at a time to suit you.

RHA Shop

The RHA Shop stocks over 500 essential products at competitive prices to help you run your operation effectively and efficiently. Customers can order by the method that suits them and members can pay by invoice.

RHA Analysis

RHA Analysis is our new tachograph analysis service, available to all at very competitive rates.

RHA Compliance Audits and Contracts of Employment

Area managers can visit your premises and carry out a systems and procedures audit to help ensure you are meeting your O-licence obligations. Area managers can also advise on contracts of employment, which are required by law.

RHA Benevolent Fund

The RHA Benevolent Fund was established to help Association members, their employees, families and dependants. The RHA Benevolent Fund goes from strength to strength raising money through fund-raising events, donations, gift aid and legacies.

RHA Specialist Groups

Members can join the specialist groups for expert advice and information. Members can attend meetings and network with their fellow specialist group members. Specialist groups include: ■ Car Transporters ■ Caravan Hauliers ■ Heavy Haulage ■ International ■ Livestock & Milk Hauliers ■ Agricultural, Foods & Tipping ■ Tanker ■ Transport, Warehousing & Distribution ■ Waste Management.

RHA Associate

RHA Associate membership is tailored to companies who supply products or services to the road transport industry.

RHA Business Partners work closely with the RHA to provide essential products and services for hauliers

RHA Legal Services

RHA Legal Services is a legal advice and support service sold exclusively to RHA members. For a subscription fee (calculated by fleet size), the member is entitled to legal advice, assistance and representation from suitably qualified lawyers. Advice, assistance and legal costs are covered under the scheme for Employment, Regulatory and Defence of Prosecutions.

Additional support and further assistance at a preferential charge rate is available for Commercial, Corporate and Property.

RHA FTA Fuel Card

RHA FTA Fuel Card can offer you a consistently competitive fuel price at strategically-located refuelling outlets across the UK. With the RHA FTA Fuel Card you can be sure that you are receiving the best in service, savings and security. An RHA European Fuel Card is also available.

RHA Insure

RHA Insure provides an extensive range of insurance products and services tailored to the haulage industry, ensuring that RHA members receive competitive premiums coupled with first-class customer service. Members can receive free RHA Legal Services and RHA Analysis per vehicle (1-6 fleets only). Visit www.rha.uk.net/rhainsure for terms.

RHA Rescue

RHA Rescue provides a 24-hour, 365 days a year, pay-as-you-go service covering all vehicles that you operate.

RHA Smart Test

All aspects of drug and alcohol testing are covered under this service.



Peter Barber

RHA National Chairman

'We must always be aware of our costs and charge sustainable rates to our customers'

I think the majority of us are now in a better frame of mind in relation to the uptake in the economy and confidence, which had been lacking since 2009, has now finally sprung back into life. And you will also note in these accounts the RHA has, through prudent planning and leadership, once again produced figures showing our Association to be very healthy and in a very strong position to go forward.

Our Chief Executive for the past five years has led the Association through a very difficult period. Geoff Dunning has been with us now for 27 years, but all good things come to an end and Geoff has decided to take retirement this year. May I on behalf of the RHA thank Geoff for all his hard work and stewardship in keeping the RHA at the forefront of industry issues. Our new CEO will be announced shortly and I am confident that he will continue the process: to keep up the Association's momentum and actively increase the membership.

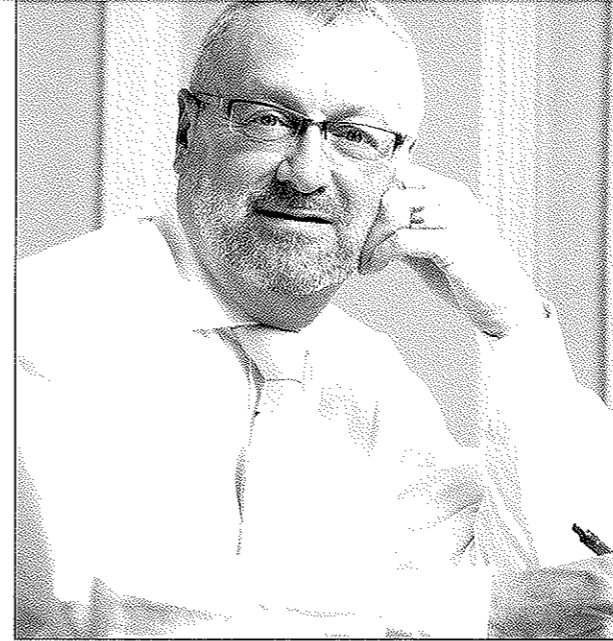
The RHA Board of Directors will be challenging the new CEO to build upon the Association's portfolio of commercial offerings – making the RHA less reliant on membership fees, and ultimately membership fees will reduce rather than increase. As the only UK trade association which caters solely to the needs of the UK road freight industry, we offer our members much more than other trade associations. Despite this, many members still ask the question 'what does the RHA do for me'? The answer is that it does a great deal. The RHA Helpdesk service, dedicated Area Manager liaison, the RHA Haulage Manual, RHA Cost Tables, the RHA Conditions of Carriage (widely recognised as the industry standard), the weekly fuel price survey along with regular e-updates and, of course, the RHA's very popular house magazine ROADWAY. We also provide comprehensive members' briefings and, since the 31 January, the online National Directory with the new web page www.findahaulier.co.uk – all of which are free to our members.

Our Specialist Groups also offer additional information and help, with some putting on specific seminars for their members. We also have the RHA Business Partners who have been chosen to offer quality and good value, and support the RHA members with professional services: these range from legal services to insurance, fuel cards, rescue, Smart Test, drivers' medicals and tach analysis. All in all, your Association offers a package hard to be beaten by other trade bodies.

I am also pleased to see that the RHA National Training Conference and the RHA Compliance Seminar, both now annual events, are attracting well-known industry personalities in their respective fields as speakers which, in turn, attract large numbers of delegates. It would be remiss of me not to mention the Commercial Vehicle Show which is run jointly with the SMMT and IRTE. This, one of the biggest truck shows in Europe, goes from strength to strength and this year's bookings have exceeded all expectation regarding the number of exhibitors and pre-booked visitor numbers.

I started off on a cheery note but we still have to remain mindful of our costs, which continue to climb, particularly this year with the introduction of the Euro 6 engine which has increased vehicle cost astronomically. Because of these and other cost increases, we must always be aware of our costs and charge sustainable rates to our customers. Those operators who flaunt the law and do not comply with their Operator's Licence requirements, along with those charging unsustainable rates, need to be eradicated from our roads, and we will be pursuing this with the DVSA.

The Road Haulage Association is a membership organisation and we want to hear from you. Your problems are the industry's problems which can be addressed via our Regional and National staff. The Road Haulage Association is there for you, use it.



Geoff Dunning

RHA Chief Executive

'There is too little recognition of the impact of companies which become insolvent on those that don't'

Last year proved to be yet another challenging year, although there were signs that the economy was beginning to recover from the recession as the year progressed. Despite the difficulties, the RHA came through it well – both financially and in our achievements representing the most important industry in the country: road haulage. We literally carry the economy by delivering daily life from Land's End to John O' Groats, ensuring that bread is on the shelves, clothes on the racks, bricks on building sites and fuel in filling stations.

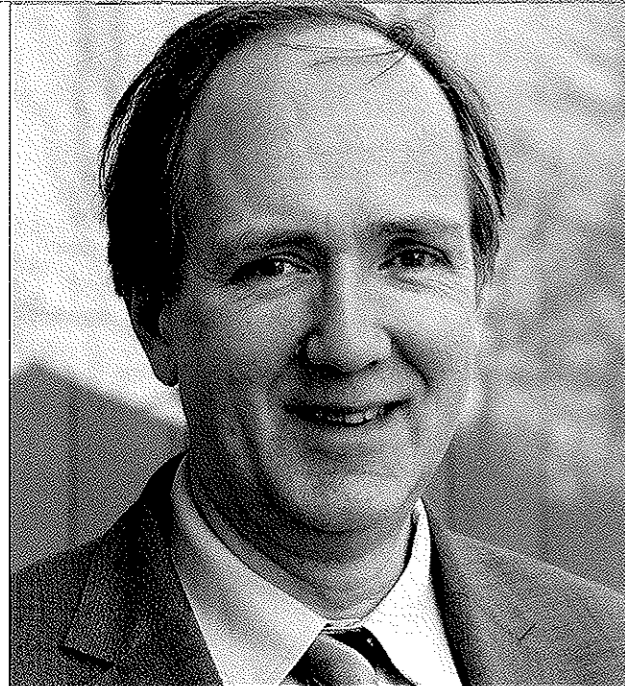
The UK would grind to a halt very quickly if our trucks stopped running, and we should do all we can to encourage those who have any influence, or any interest in how we work, to recognise our significance. This is why we spend so much time ensuring that the interests of the RHA and its members are effectively represented. You will see and hear from the RHA, not only through ROADWAY – our own magazine, which is a 'must read' for every member – but through the press, including trade publications, local newspapers and radio stations, and national print and broadcast media: we are constantly promoting your industry.

During 2013 there was one issue we put at the top of the agenda and caused controversy: our decision to cancel the membership of members who entered formal agreements with creditors, including CVAs, Pre-Pack Administrations and Receiverships. This upset some people, not least those whose memberships were cancelled, but it also received widespread support. Your Board of Directors – RHA haulier members elected by our Regional Councils – took the view that there is too little recognition of the impact of companies which become insolvent on those that don't, and we continue to pursue this issue. Most notably, we are in continuous dialogue with the Traffic Commissioners, who arguably investigate "phoenix" companies more thoroughly than might have been the case had we not taken action. We remain concerned that the behaviour of the insolvent company attracts too little attention which is an issue we continue to pursue.

Our position is also intended to highlight the importance of effective financial management in all companies, with thorough costing of your operation, setting realistic rates and applying effective credit control systems being crucial to survival. There are still far too many hauliers who are prepared to accept low rates and, as the balance of supply and demand changes, there will be less justification for accepting a poor reward for the service you provide.

The RHA has done much more in 2013, but there is too little space to cover everything in detail. Suffice to say that we have made our voice heard on such diverse issues as DVSA (VOSA) and its plans to increase Authorised Testing Facilities, the need for more effective driver training and recruitment, the enforcement of load-restraint rules, and cycling. The relationship between cyclists and trucks is sensitive but, while any incident in which someone dies or is seriously injured is extremely distressing for all concerned, emotion often gets in the way of productive debate. This needs to change.

Mention must also be made of FairFuelUK, which we helped to create and continue to support, and which has campaigned successfully to prevent fuel duty increases. We have also been very active in providing the services that members need to keep themselves profitable, compliant and sustainable, including the Hauliers' Shop, Training, Tachograph Analysis, Legal Support, Compliance Services, Insurance and Fuel Cards. The revenue from these activities is now a crucial aspect of the Association and helps us to manage the membership fees we charge. Finally, there is the Commercial Vehicle Show, which is the jewel in our crown. It remains the biggest event in the industry by far and we hope everyone – exhibitors and visitors alike – get great value from attending.



Jack Semple

RHA Director of Policy

'We were in the forefront of pushing for action on unfair payment practices used by large companies'

The policy team at Weybridge is responsible for representation to government and runs nine specialist haulage groups plus forums on security and, newly established last year, on training strategy. The team provides specialist Helpdesk support and manages the RHA Weekly Fuel Price Survey and the Cost Movement Survey: 2013 was a busy and productive year, with a spectrum of activities. Highlighting specific examples is always difficult, but several examples stand out.

We gave leadership on secure loading of vehicles as the industry sought to adjust to a changing enforcement climate. New RHA guidance notes on good practice and risk assessment were welcomed by members and widely distributed by DVSA (formerly VOSA) and the HSE. Well in excess of 100 member firms received company-specific assistance which has in some cases saved even some of our smaller members tens of thousands of pounds. And we maintained a practical, productive dialogue with the enforcement bodies, DVSA and HSE. Individual firms have been assisted with, as examples: sanctions incorrectly imposed by VOSA; incorrectly issued highway management fees; obtaining effective police response to individual crimes; and conciliation in disputes with vehicle suppliers. Significant policy wins included those relating to: driver exemptions to Driver CPC and training regulation; helping to see off further liberalisation of cabotage; the implementation of the road-user levy; taking a leading role in overturning a firm government commitment to tolling the A14 route; and the 50mph limit trial on the A9 (having led the debate in England and Wales on single-carriageway speed limits).

We were in the forefront of pushing for action on unfair payment practices used by large companies, to which David Cameron responded with the launch of a public consultation towards the end of the year.

The Department for Transport's new CV Road Safety Compliance Forum, which was set up at the behest of the RHA, was seen by the Parliamentary transport committee as the key forum for making progress in enforcement policy. Progress in getting more effective enforcement has been slower and less visible than we would have liked – but will, I believe, become more apparent this year. In the debate over cyclists' safety, the RHA warned of the haulage industry being scapegoated. It would be difficult to over-state the intensity of the political pressures in London that surround consideration of the substantive safety issues, not only by regulators but also by certain customers. The RHA engaged robustly, and in some aspects successfully, with the construction sector in the pursuit of consistency and good sense – thanks not least to helpful dialogue with member companies. We repeatedly highlighted the need for cycle safety vigilance to members and we engaged with the cyclist groups. We helped to launch the Isle of Wight two-week Festival of Cycling, with outstanding support by a team from local member Steve Porter Transport – a real template for such initiatives. In London, the RHA's web-based list of Crossrail-compliant members went from strength to strength, much used by hauliers and Crossrail suppliers and bringing work to member firms.

The RHA's approach to campaigning on fuel duty – that is, mainly through the FairFuelUK alliance – built on its previous stunning successes. The prime minister give a clear indication in spring 2013 that all fuel duty increases were off the agenda for this Parliament and annual fuel bills for a single-shifted artic are now well in excess of £5,000 a year less than was in the pipeline in early 2010. This boost to hauliers' cashflow and profits is largely due to FairFuelUK. It has been a stunningly successful alliance. The marriage of haulage interests and motorists' voting strength that is FairFuelUK has meant the RHA's name has been less visible – but the outcome from members has been far, far more effective than anything the industry could have achieved arguing the case for hauliers in isolation.

We continued to highlight policy activities and more in ROADWAY and the weekly Campaigning email to members.



Richard Ellithorne

RHA Director of Operations

'The majority of our training courses are now in-company and 99% of delegates consistently rated their training course as good or excellent'

I am pleased to report that 2013 was a very busy and successful year for the RHA's commercial services and activities. In March, members of the RHA and Freight Transport Association gained exclusive access to discounted fuel through a new joint fuel card. Existing RHA volumes have increased by 11% since the launch of the card one year ago. We continued the migration of members from RHA LawPlan and the recruitment of new members to RHA Legal Services and, by the end of 2013, over 30% of RHA members were in the scheme. RHA Legal Services was also a finalist in the Commercial Initiative of the Year category at the 2013 Trade Association Forum (TAF) Best Practice of the Year Awards in July. RHA Insure continues to grow: currently more than 1,000 vehicles have been insured by members on the scheme. RHA Smart Test was launched in September which assists members to provide them with all aspects of drug and alcohol testing. We launched RHA Analysis in November as our new tachograph analysis software designed for all fleet sizes and sectors – whether digital, analogue or mixed. RHA Analysis is a fully web-based, fully automated tachograph analysis reporting system and will replace and take over from RHA Smartanalysis.

Our members' magazine ROADWAY, supported by the Roadway app, won Magazine of the Year at the 2013 TAF Best Practice of the Year Awards which was a great achievement. All development work for the new online directory (www.findahaulier.co.uk) was completed in 2013, ready for a January 2014 launch.

We organised two successful conferences: the Training Conference, Birmingham in June and the Compliance Conference, Warwick in September. Nearly 400 people attended both events. As well as the CV Show, the RHA exhibited at various other trade shows – IHMX, Multi Modal, Tip-ex and RWM – and sponsored categories at the Everywoman in Transport Awards, Brake Safety Awards, Peterborough Truckfest and the Chartered Institute of Logistics and Transport Annual Awards.

The RHA Haulier's Shop has now been rebranded as RHA Shop and has over 500 products listed both online and in its catalogue and processed over 12,500 orders in 2013, which was an additional 2,000 orders more than in 2012. Half of all RHA Shop orders are now online. RHA Training increased the number of Transport Manager CPC training courses due to high customer demand and our exam results in 2013 were above the national average. Driver CPC training remained strong and we trained over 8,000 drivers last year. The majority of our training courses are now in-company and 99% of delegates consistently rated their training course as good or excellent. The RHA also gave evidence in Crown Court on behalf of Tower Hamlets and Enfield Trading Standards against rogue training broker companies whose defendants were found guilty of fraud and regulatory offences and received substantial prison sentences.

With full staff support and involvement we continued with our project to update and improve our membership and commercial services databases and website capabilities. A new Customer Relationship Management (CRM) and website specifications were prepared and circulated to providers and, following a tender process, we have now selected a new CRM provider and a new website provider ready for a phased implementation in 2014. We have also been improving and upgrading our current IT infrastructure in preparation for the new CRM system as well as installing a professional marketing voice-over message at all RHA offices. The rha.uk.net and the rhaonline.co.uk websites both now have 14,000 unique visitors a month. We have seen continued growth for e-commerce sales and we continue to grow and develop our social media presence and digital marketing.

To sum up 2013: growth in sales income for RHA commercial services; growth in member take-up rates for affinity schemes, and greater marketing of the RHA and its benefits and services.

Directors & Chairmen

RHA Board of Directors

The members of the Board of Directors are appointed or elected in accordance with the Articles of Association and retire biennially. The names of those persons who were Directors during the financial year are as follows:



Peter Barber
National
Chairman



Richard Fry
Past National
Chairman



Jim French
Senior Vice-
Chairman



Andrew Howard
Junior Vice-
Chairman



Andrew Black



Andy Boyle



David Bratt



William Hockin



Andy Jenkins



Andrew Macrae



Lesley O'Brien



Willie Oliver



Valda Smith

Secretary

C R Secretaries Ltd

Registered Office

Roadway House, Bretton Way, Bretton,
Peterborough PE3 8DD

Notice of Annual General Meeting

The Annual General Meeting of the Road Haulage Association Limited is to be held at The National Motorcycle Museum, Coventry Road, Bickenhill, Solihull B40 1NT on Thursday 29 May 2014 at 13:00hrs.

Strategic and Directors' Report.

To receive the Strategic Report and Report of the Directors for the year ended 31 December 2013.

Annual Accounts.

To receive the Income and Expenditure Account for the year ended 31 December 2013, the Balance Sheet at that date and the Auditor's Report.

Auditor.

To appoint the auditor and fix their remuneration.

Any other business.

To consider any other business admitted by the Chairman.

By Order of the Board of Directors
Geoff Dunning, Chief Executive

Strategic Report

For the year ended 31 December 2013

A Company limited by guarantee and not having a share capital

Your Directors have pleasure in submitting their Report & Accounts for the year ended 31 December 2013. The members of the Board of Directors are appointed or elected in accordance with the Articles of Association and retire biennially.

Principal Activities and Review of Business

The company acts as a trade association for the road haulage industry. The total membership of the Association on 31 December 2013 was 6,644 (2012: 6,834).

The surplus for the year was £492,079 (2012: £412,838) which when added to the General Reserve gave a balance of £2,642,895 (2012: £2,241,816). In compliance with Financial Reporting Standard 17, the company has made full provision for the deficit on the actuarial valuation of the Defined Benefits Pension Scheme of £258,000 (2012: £786,000) which has decreased the company's reserves to £2,384,895 (2012: £1,455,816).

The Directors are pleased to report a surplus for the year and they note further that the reported surplus is impacted by the adjustments required to be made to the company's accounts in order to comply with Financial Reporting Standard 17 as mentioned above, which makes full provision for the pension scheme deficit.

Principal Risks and Uncertainties

The Directors remain alert to the risks prevalent in a commercial environment and continue to take steps to minimise or mitigate these risks. They consider the primary business risks affecting the company to be the competitive market place and the possibility of return to recession. Threats will come either as a consequence of poor quality of service or not being able to deliver value for money.

Continuing financial investment in the services the company offers and the optimisation of business efficiencies are seen as essential strategies in protecting the business from these risks.

Development and Performance

The Directors are confident that, going forward, the ongoing restructuring of the business, company's defined benefits pension scheme, and the cost saving measures along with somewhat slow but steady economic recovery will all have a positive impact on the reported results of the company.

The Directors consider that in the forthcoming year income will remain at similar levels to the current year due to the current economic climate. Management policies will continue to be reviewed in light of changing trading conditions.

Financial Key Performance Indicators

The Directors continue to use both financial and non financial key performance indicators to manage the business.

The business maintains a strong management information function which is focussed on regular and accurate reporting. Such reporting sees particular focus on margins and profitability. The key performance indicators for the company continue to be income and gross profit margin. This year the income has increased by 13.86% to £8,124,397, however the gross profit margin has fallen from 78% to 74%.

By order of the board

P Barber
Director and National Chairman

27 March 2014

Directors' Report

For the year ended 31 December 2013

Directors' Responsibilities for the Accounts

The Directors are responsible for preparing the Directors' Report and the financial statements in accordance with applicable law and regulations.

Company law requires the Directors to prepare financial statements for each financial year. Under that law the Directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the Directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing 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 company will continue in business.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. 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.

In so far as the Directors are aware:

- There is no relevant audit information of which the company's auditor is unaware; and
- The Directors have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information.

Fixed Assets

The movements of Fixed Assets during the year are shown in note 7 to the accounts.

Freehold Properties

The Directors believe that there is a significant difference between the historic cost and open market values of the freehold properties. However, given the nature of the business, to use the historic cost reporting method is deemed more appropriate.

Insurance Purchased for Officers

During the year the company maintained Directors' and officers' liability insurance.

Employees

Good communication with employees is considered by the Directors to be essential to the success of the company. Every effort is made to keep all employees informed as to significant developments within the company. The company complies with all appropriate health and safety regulations and encourages the improvement of working conditions.

Auditor

A resolution to reappoint MHA MacIntyre Hudson as auditor for the ensuing year will be proposed at the annual general meeting in accordance with section 485 of the Companies Act 2006.

By Order of the Board of Directors
P Barber
National Chairman

27 March 2014

Auditor's Report

For the year ended 31 December 2013

Independent Auditor's Report to the Members of Road Haulage Association Limited

We have audited the financial statements of Road Haulage Association Limited for the year ended 31 December 2013 which comprise the Income and Expenditure Account, Statement of Recognised Gains and Losses, Balance Sheet, Cash Flow Statement and related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. 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 Directors and Auditor

As explained more fully in the Directors' Responsibilities Statement set out on page 12, the Directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with Auditing Practices Board's (APB's) Ethical Standards for Auditors.

Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by Directors; and the overall presentation of the financial statements.

In addition, we read all the financial and non-financial information in the annual report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on financial statements

In our opinion the financial statements:

- Give a true and fair view of the state of the company's affairs as at 31 December 2013 and of its surplus for the year then ended;
- Have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- Have been prepared in accordance with the requirements of the Companies Act 2006.

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Strategic Report and Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 require us to report to you if, in our opinion:

- Adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- The financial statements are not in agreement with the accounting records or returns; or
- Certain disclosures of Directors' remuneration specified by law are not made; or
- We have not received all the information and explanations we require for our audit.

New Bridge Street House
30 – 34 New Bridge Street
London EC4V 6BJ

Christopher Sutton FCA (Senior Statutory Auditor)
For and on behalf of MHA MacIntyre Hudson
Chartered Accountants & Statutory Auditor

17 April 2014

Income & Expenditure Account

For the year ended 31 December 2013

	Note	2013 £	2012 £
Membership Income			
Membership subscriptions		3,252,840	3,044,543
Sales to members		1,208,480	1,050,716
Exhibitions, conferences, seminars etc.		234,090	204,274
Other membership services and publications		3,428,987	2,836,149
Total Membership Income		8,124,397	7,135,682
Less direct cost of membership services		(2,127,012)	(1,566,579)
		5,997,385	5,569,103
Administrative Expenses			
Staff costs	2	3,421,192	3,301,586
Establishment expenses		254,245	246,959
Other administrative expenses		1,643,605	1,423,883
Depreciation		75,826	66,442
		5,394,868	5,038,870
Net operating surplus	3	602,517	530,233
Other income	4	35,320	39,598
Interest payable	5	(99,741)	(127,658)
Surplus on ordinary activities before tax		538,096	442,173
Tax	6	(46,017)	(29,335)
Surplus on ordinary activities after tax	12	492,079	412,838

All of the activities of the company are classed as continuing.

Statement of Total Recognised Gains and Losses

For the year ended 31 December 2013

	2013 £	2012 £
Surplus for the financial year	492,079	412,838
Actuarial gain recognised in the pension scheme	568,000	564,000
Current tax deductions allocated to actuarial losses	41,000	30,000
Movement on deferred tax relating to pension deficit	(172,000)	(165,000)
Total gains recognised since the last annual report	929,079	841,838

Balance Sheet

As at 31 December 2013

	Note	2013 £	2012 £
Fixed Assets			
Tangible Assets	7	1,361,861	837,084
Investments			
Investments	8	100,000	100,000
Current Assets			
Stocks	9	195,520	161,279
Debtors	10	888,796	760,413
Cash at bank and in hand		1,249,466	1,410,618
Creditors – Amounts falling due within one year	11	(1,152,748)	(1,027,578)
Net Current Assets		1,181,034	1,304,732
Pension liability	15	(258,000)	(786,000)
Total Assets less liabilities		2,384,895	1,455,816
General Reserves	12	2,384,895	1,455,816
		2,384,895	1,455,816
Net Assets excluding pension liability		2,642,895	2,241,816

The financial statements were approved by the Board of Directors and authorised for issue on 27th March 2014 and were signed on its behalf by:

P Barber, National Chairman
R J Fry, Past National Chairman

Company Registration Number: 00391886

Cash Flow Statement

For the year ended 31 December 2013

	Note	2013 £	2012 £
Net cash Inflow from operating activities	13a	414,890	284,655
Returns on investment and servicing of finance			
Interest received		17,320	21,598
Rent received		18,000	18,000
Interest paid		(2,741)	(2,658)
		32,579	36,940
Taxation			
Corporation tax (paid)		(8,017)	(1,335)
Capital expenditure and financial investments			
Payments to acquire tangible fixed assets		(600,604)	(82,144)
Net cash (Outflow) from capital expenditure and financial investments		(600,604)	(82,144)
Net cash (Outflow) Inflow		(161,152)	238,116
(Decrease) Increase in cash	13b	(161,152)	238,116

Notes to the Accounts

For the year ended 31 December 2013

1: Accounting Policies

- a The accounts have been prepared under the historical cost convention and in accordance with applicable accounting standards.
- b Membership subscriptions received are accounted for during the period in which they are received.
- c The income other than membership subscriptions shown in the Income and Expenditure Account represents goods and services provided and invoiced during the period, exclusive of Value Added Tax.
- d Stocks are valued at the lower of cost and net realisable value.
- e All fixed assets are initially recorded at cost. The cost of fixed assets is depreciated by equal yearly instalments over the expected useful lives of the assets as follows:
- Freehold buildings: 50 years
 - Office equipment: 4 years
 - Computer equipment: 3 – 5 years
- f Defined Benefits Pension Scheme: The company accounts for the defined benefits pension scheme in accordance with the requirements of the Financial Reporting Standard 17.
Group Personal Pension Plan: Contributions are charged to the income and expenditure account as they become payable in accordance with the rules of the scheme.
- g Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange prevailing at the accounting date. Transactions in foreign currencies are recorded at the date of the translation. All differences are taken to the Income and Expenditure Account.
- h Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor, are charged against profits on a straight line basis over the period of the lease.
- i Full provision is made for deferred tax assets and liabilities arising from timing differences between the recognition of gains and losses in the accounts and their recognition in the company's corporation tax computation that have not reversed at the balance sheet date, unless any deferred tax provision is immaterial.
- j In the opinion of the directors, the company and its subsidiary undertaking comprise a small group. Furthermore, the directors are of the opinion that the company's dormant subsidiary undertaking is not material for the purposes of giving a true and fair view of the group therefore the subsidiary undertaking has been excluded from consolidation in accordance with Section 398 of the Companies Act 2006. Therefore the accounts show information about the company as an individual entity only.
- k Investments: all fixed asset investments are stated at cost, net of impairment.
- l Financial Instruments: Financial instruments are classified and accounted for, according to the substance of the contractual arrangement, as either financial assets, financial liabilities or equity instruments. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

2: Staff and Staff Costs

The average number of employees for the year was 101 (2012: 100). All staff fall within the administration category.

Employee Costs	2013 £	2012 £
Wages and salaries	3,015,196	2,793,148
Social security costs	287,866	267,165
Other pension costs	104,131	213,775
Termination payments	13,999	27,498
	3,421,192	3,301,586

Emoluments of Directors – The Directors received no emoluments in 2013 or 2012.

Notes to the Accounts

For the year ended 31 December 2013

3: Net Operating surplus

The net operating surplus is stated after charging:	2013	2012
	£	£
Depreciation	75,826	66,442
Auditor's remuneration – audit of the financial statements	23,000	22,000
Auditor's remuneration – other fees	30,778	13,698
Net gain on foreign currency translation	732	779
Operating Lease Rentals:		
Land and buildings	55,759	52,965
Motor vehicles	190,174	167,149

4: Other Income

	2013	2012
	£	£
Deposit interest	17,320	21,598
Rents receivable	18,000	18,000
	35,320	39,598

5: Interest Payable

	2013	2012
	£	£
Bank Interest	2,741	2,658
Arising on pension liability (FRS 17 adjustment)	97,000	125,000
	99,741	127,658

6: Tax on surplus on Ordinary Activities

a) Taxation	2013	2012
	£	£
The tax based on the surplus for the year comprises:		
UK Corporation tax on the surplus for the year	(7,000)	(10,000)
Adjustments relating to prior years	1,983	10,665
	(5,017)	665
Current tax allocated to actuarial losses (FRS 17 adjustment)	(41,000)	(30,000)
	(46,017)	(29,335)

Notes to the Accounts

For the year ended 31 December 2013

b) The tax assessed for the period is lower than the standard rate of Corporation tax in the UK of 20% (2012: 20%) and the differences are explained below:

	2013	2012
	£	£
Surplus on ordinary activities before taxation	538,096	442,173
Surplus on ordinary activities multiplied by the standard rate of 20% (2012: 20%)	107,619	88,435
Effects of:		
Losses utilised	(15,595)	(1,452)
Mutual trading	(75,133)	(80,473)
Depreciation for the period in excess of/(less than) capital allowances	(9,891)	3,490
Adjustments to tax charge in respect of prior years	(1,983)	(10,665)
Current tax charge/(credit) for the period	5,017	(665)

c) Deferred Taxation

Deferred tax has not been provided, except in connection with the FRS17 valuation, as it is otherwise considered to be immaterial.

7: Fixed Assets

	Freehold Property	Office Equipment	Computer Equipment	Total
	£	£	£	£
Cost				
As at 1 Jan 2013	1,006,988	151,333	341,193	1,499,514
Additions	510,652	25,156	64,796	600,604
Disposals	—	(37,319)	(210,136)	(247,455)
As at 31 Dec 2013	1,517,640	139,170	195,853	1,852,663
Depreciation				
As at 1 Jan 2013	260,956	123,993	277,481	662,430
Charge for year	17,340	15,818	42,669	75,826
On disposals	—	(37,319)	(210,136)	(247,455)
As at 31 Dec 2013	278,296	102,492	110,014	490,802
Net Book Value 31 December 2013	1,239,344	36,678	85,840	1,361,861
Net Book Value 31 December 2012	746,032	27,340	63,712	837,084

There are legal charges and a standard security held over freehold property in favour of the Trustees of The RHA Retirement Benefits Plan.

Notes to the Accounts

For the year ended 31 December 2013

8: Investments

	CV Show LLP
Cost	£
At 1 January 2013	100,000
Additions	—
Disposals	—
	<hr/>
At 31 December 2013	100,000
	<hr/>
Amounts written off	
At 1 January 2013 and 31 December 2013	—
	<hr/>
Net Book Value	
At 31 December 2013	100,000
	<hr/>
At 31 December 2012	100,000
	<hr/>

The Road Haulage Association Limited (RHA), the Society of Motor Manufacturers and Traders Limited and SOE Services Limited jointly and equally controlled The Commercial Vehicle Show LLP. The LLP undertakes arrangements for, and the staging of, the Commercial Vehicle Shows. The profit / loss of The Commercial Vehicle Show LLP is shared equally between the three partners. In the year ended 31 December 2013, the RHA's share of profit was £202,578 (2012: £151,954) being one third of the LLP's profit of £607,734 for the year ended 30 June 2013.

The RHA's share of profit is included in the income and expenditure account within 'Exhibitions, conferences, seminars etc'. The audited accounts of The Commercial Vehicle Show LLP for the year ended 30 June 2013 do not disclose any contingent liabilities or capital commitments.

The RHA's investment of £100,000 (2012: £100,000) represents 33% of £300,000 share of The Commercial Vehicle Show LLP.

The company acquired 100% of the issued share capital of European Tow Show Ltd, a company incorporated in England and Wales, in 2008. The company ceased to trade from November 2008 and, in the opinion of the Directors, the investment is correctly included in the financial statements at £nil (2012: £nil) net book value.

9: Stocks

	2013	2012
	£	£
Goods for resale	195,520	161,279
	<hr/>	<hr/>

The difference between purchase price of stocks and their replacement cost is not material.

10: Debtors

	2013	2012
	£	£
Trade debtors	612,075	500,040
Other debtors	—	72,771
Prepayments	276,721	187,602
	<hr/>	<hr/>
	888,796	760,413
	<hr/>	<hr/>

Notes to the Accounts

For the year ended 31 December 2013

11: Creditors – amounts falling due within one year

	2013	2012
	£	£
Trade creditors	407,943	306,773
Social Security and other taxes	116,895	204,210
Other creditors	390,418	342,617
Accruals and deferred income	237,492	173,978
	<hr/>	<hr/>
	1,152,748	1,027,578
	<hr/>	<hr/>

Included in other creditors was £44,243 (2012: £72,771 debtor) owed by the company to the RHA Retirement Benefits Plan.

12: Reconciliation of movement on Association Reserves

	2013	2012
	£	£
Opening Association Reserves before pension deficit	2,241,816	1,792,978
Surplus on ordinary activities after tax	492,079	412,838
Funding of pension deficit (FRS 17 adjustment)	(91,000)	36,000
	<hr/>	<hr/>
	2,642,895	2,241,816
	<hr/>	<hr/>
Pension liability as at 31 December (FRS 17 adjustment)	(258,000)	(786,000)
	<hr/>	<hr/>
Closing Association Reserves after pension deficit	2,384,895	1,455,816
	<hr/>	<hr/>

13: Notes on the Cash Flow Statement

a) Reconciliation of operating surplus to net cash Inflow (Outflow) from operating activities

	2013	2012
	£	£
Operating Surplus	602,517	530,233
FRS17 adjustment – Current service costs	(229,000)	(119,000)
Depreciation charges	75,826	66,442
Decrease (Increase) in stocks	(34,241)	(61,813)
Decrease (Increase) in debtors	(128,383)	(135,561)
Increase in creditors	128,171	4,354
	<hr/>	<hr/>
Net cash Inflow from operating activities	414,890	284,655
	<hr/>	<hr/>

b) Analysis of cash as shown in the balance sheet

	2013	2012
	£	£
Balance at 1 January 2013	1,410,618	1,172,502
Net cash (Outflow) Inflow	(161,152)	238,116
	<hr/>	<hr/>
Balance at 31 December 2013	1,249,466	1,410,618
	<hr/>	<hr/>

Notes to the Accounts

For the year ended 31 December 2013

14: Status of Members

The Association is incorporated as a company limited by guarantee and without a share capital. In the event of a winding-up or dissolution of the Association, every member has a liability to contribute to its debts as required to an amount not exceeding 25 pence.

15: Commitments to Pension Fund

Defined Benefits Scheme

The Association operates a funded defined benefits pension scheme providing benefits based on final pensionable pay. The assets of the scheme are held separately from those of the Association, being invested in Treasury Stock and with insurance companies.

The contributions made to the scheme over the financial year have been equivalent to 9.3% of the pensionable salaries by the Association, and 5% by the employees. Special contributions of £11,587 per month were made during the year plus a one-off special contribution of £100,000 backdated to 31 December 2013.

The next triennial valuation due 31 December 2012 is currently underway.

The last full actuarial valuation of this scheme was carried out by the qualified independent actuary as at 31 December 2009 and being updated to 31 December 2012. The major assumptions used by the actuary were:

	2013	2012
Rate of increase in salaries	0.00% pa	0.00% pa
Rate of increase to RPI linked pension in payment	3.30% pa	2.70% pa
Discount rate	4.50% pa	4.40% pa
Inflation	2.40% pa	1.80% pa
Expected long-term rate on plan assets	4.90% pa	4.10% pa

The assets in the scheme and the expected rate of return were:

	Long-term rate of return expected at 31.12.2013		Long-term rate of return expected at 31.12.2012	
	Percentage	2013 £'000	Percentage	2012 £'000
Assets				
Equities	6.50%	5,344	5.30%	4,849
Government bonds	3.50%	3,003	2.30%	2,598
Corporate bonds	4.40%	6,242	4.10%	6,446
Cash	0.50%	133	0.50%	—
		14,722		13,893
Liabilities		(15,057)		(14,928)
Deficit in the Plan		(335)		(1,035)
Related deferred tax asset		77		249
Net pension liability		(258)		(786)

Notes to the Accounts

For the year ended 31 December 2013

Analysis of the amount charged to operating profit

	2013 £'000	2012 £'000
Current service cost	55	65

Analysis of the amount credited to other finance income

	2013 £'000	2012 £'000
Expected return on pension scheme assets	562	545
Interest on pension scheme liabilities	(659)	(670)
	(97)	(125)

Changes in the present value of the plan liabilities

	2013 £'000	2012 £'000
Present value of the plan liabilities at beginning of the period	14,928	14,444
Service cost	55	65
Employees' contributions	24	26
Interest cost	659	670
Actuarial (gains) and losses	57	290
Benefits paid	(666)	(567)
	15,057	14,928

Changes in the fair value of the plan assets

	2013 £'000	2012 £'000
Market value of the plan assets at the beginning of the period	13,893	12,851
Expected return	562	545
Actuarial gain	625	854
Benefits paid	(666)	(567)
Contributions paid by the company	284	184
Employees' contributions	24	26
	14,722	13,893

Analysis of the amount recognised in statement of total recognised gains and losses (STRGL)

	2013 £'000	2012 £'000
Actual return less expected return on pension scheme assets	625	854
Experience losses arising on the scheme liabilities	(508)	—
Changes in assumptions underlying the present value of the scheme liabilities	451	(290)
	568	564

Notes to the Accounts

For the year ended 31 December 2013

Cumulative amount of actuarial gains and losses recognised in STRGL	2013 £'000	2012 £'000
Cumulative actuarial loss at beginning of period	(4,445)	(5,009)
Recognised during the period	568	564
	<u>(3,877)</u>	<u>(4,445)</u>

Movement in deficit during the year	2013 £'000	2012 £'000
Deficit in scheme at beginning of the year	(1,035)	(1,593)
Current service cost	(55)	(65)
Contributions	284	184
Other finance income	(97)	(125)
Actuarial gain	568	564
	<u>(335)</u>	<u>(1,035)</u>

Amounts for the current and previous four accounting periods are as follows:

	2013 £'000	2012 £'000	2011 £'000	2010 £'000	2009 £'000
Present value of the plan liabilities	(15,057)	(14,928)	(14,444)	(12,888)	(13,565)
Market value of the plan assets	14,722	13,893	12,851	11,322	10,195
	<u>(335)</u>	<u>(1,035)</u>	<u>(1,593)</u>	<u>(1,566)</u>	<u>(3,370)</u>
Actual return less expected return on plan assets	625	854	(141)	642	967
Experience gain / (loss) arising on plan liabilities	(508)	—	(1,225)	(139)	(70)
Change in assumptions underlying present value of plan liabilities	451	(290)	(55)	508	(1,406)

As from 1 October 1999, the Association closed the 'Defined Benefits Scheme' in respect of new entrants. Under the projected unit method the service cost will increase as the members of the scheme approach retirement.

Defined Contributions Scheme

As from 1 October 1999 the Association introduced a new 'Defined Contributions Pension Scheme' in respect of new entrants.

The pension charge for the year was £NIL (2012: £NIL).

The scheme was closed as from 31 January 2006 and where appropriate the accrued benefit transferred to the GPP scheme.

Notes to the Accounts

For the year ended 31 December 2013

Group Personal Pension Plan

As from 1 February 2006 the Association introduced a new 'Group Personal Pension Plan' in respect of new entrants and those already in the 'Defined Contributions Pension Scheme'.

The contribution rates in respect the new 'Group Personal Pension Plan' are set as follows:

- Employer's contributions – 5%
- Employees' contributions – 3.78% minimum of net salary and up to HM Revenue and Customs limit.

All contributions are invested with Friends Provident Life & Pensions Limited.

The pension charge for the year was £48,755 (2012: £48,715).

16: Special Interest Groups

The results of the related activities undertaken by the special interest groups are not considered part of the Association's activities and accordingly are not included in the Association's Income and Expenditure Account.

The Association holds funds on behalf of these groups which at 31 December 2013 amounted to £267,948 (2012: £271,433).

17: Operating Lease Commitments

The amounts payable in the ensuing year in respect of operating leases are shown below, analysed according to expiry dates.

	Land and Buildings		Other	
	2013 £	2012 £	2013 £	2012 £
Expiry date:				
Within one year	—	—	6,061	—
Between two and five years	—	—	162,490	132,702
After five years	55,175	55,175	—	—
	<u>55,175</u>	<u>55,175</u>	<u>168,551</u>	<u>147,580</u>

18: Contingent Liabilities

There is a contingent liability attaching to any IRU carnet issued within the previous 27 months, but not yet returned, and subsequently proved to be used fraudulently. The Directors are not aware of any such claims.

19: Capital Commitments

At the Balance Sheet date the company had contracted for capital expenditure of £300,000 (2012: £400,000).

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