



BOARD OF TRADE

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# Report on the Census of Production 1963

69 Cutlery

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BOARD OF TRADE

Report on the Census of Production 1963

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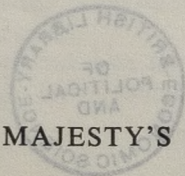
Presented by the Board of Trade to Parliament in pursuance of the Statistics of Trade Act 1947 (10 & 11 Geo. 6 Cha. 39 Sec. 7)

TERMS USED IN THE CENSUS REPORT

average number employed. Firms were required to state the number of persons on the payroll (i.e. whose National Insurance cards were held by them) on the average during the year of return, whether full-time or part-time employees. Separate figures were required for (a) administrative, technical and clerical employees and (b) operatives (see below). Averages could be calculated from figures relating to the last week of each calendar month. Figures shown in respect of the average number employed relate to the sum of these averages. Firms were also required to state the number of working proprietors (see below) whose appropriate and these are included in total employment figures. Outworkers are excluded.

(i) New building work. This represents the cost incurred during the year of new building and other new construction work (including office buildings, canteens and the like used in connection with the business covered by the return but not dwelling houses for employees). The value is that charged to capital account during the year of return; it includes expenditure on new buildings or the extension or reconstruction of old buildings, the value of work of a capital nature carried out by firms' own staff, and the cost of any newly constructed buildings purchased. The figures shown include any legal charges, stamp duties, agents' commissions, etc.

Notes - continued on pages iii and iv



## Notes

These notes give the main information needed for interpreting the figures in the industry reports. (More detailed information about the Census is given in a separate booklet - 'Introductory Notes': Part 1 of the Report on the Census of Production for 1963.)

### GENERAL INFORMATION

#### Changes in the 1963 census

There were few changes resulting from amendments to the Standard Industrial Classification and only minor changes in the scope of certain industry reports compared with 1958. Any such changes are explained in the introductions to the industry reports concerned or by footnotes to the tables.

#### Industrial Classification

Establishments were classified to industries on the basis of major activity in conformity with the second edition of the Standard Industrial Classification (Consolidated Edition 1963, incorporating Amendment 1). Each industry was basically defined in terms of its principal products, these being of a similar nature or commonly associated in production. Normally, an establishment was classified to an industry if its sales of the principal products of that industry accounted for a greater proportion of its total sales than did its sales of the principal products of any other industry. However, where the application of this rule would have resulted in a change of classification between 1958 and 1963, the establishment was reclassified only if the sales of principal products of the newly predominant industry was more than one third greater than the sales of principal products of the previously predominant industry. This modification of the general rule was introduced for 1958 to avoid discontinuities which would result from marginal changes in sales between successive censuses.

The principle of classification by major output was also normally followed in compiling the analysis by sub-divisions of an industry.

In certain industries, classification was dealt with in a different way. Details of any non-standard treatment are given in the introductions to the relevant industry reports.

### TERMS USED IN THE CENSUS REPORT

#### Average number employed

Firms were required to state the number of persons on the payroll (i.e. whose National Insurance cards were held by them) on the average during the year of return, whether full-time or part-time employees. Separate figures were required for (a) administrative, technical and clerical employees and (b) operatives (see below). Averages could be calculated from figures relating to the last week of each calendar month; figures shown in respect of the average number employed relate to the sum of these averages. Firms were also required to state the number of working proprietors (see below) where appropriate and these are included in total employment figures. Outworkers are excluded.

The figures include persons engaged in merchandising or factoring and canteen workers where particulars in respect of these activities could not be excluded from the return.

#### Working Proprietors

These include all persons regarded as 'self-employed' for National Insurance purposes, and members of their families who worked in the business without receiving a fixed wage or salary; but persons who worked less than half the normal number of working hours are excluded. For Great Britain, directors working in the business but not in receipt of a definite wage, salary or commission are included under this heading for 1963, but are excluded for 1958. For Northern Ireland, directors of limited companies, other than those paid by fee only, are included for both years. (Directors paid by fee only are not included in any of the employment figures for either year.)

#### Employees

(i) Administrative, technical and clerical employees include managers, superintendents and works foremen; research, experimental, development, technical and design employees (other than operatives); draughtsmen and tracers; editorial staff, staff reporters, canvassers, competition and advertising staff; travellers; and office (including works office) employees. For Great Britain, but not for Northern Ireland, they include also managing and other directors in receipt of a definite wage, salary or commission.

(ii) Operatives include all other classes of employees, that is, broadly speaking, all manual wage earners. They include those employed in and about the factory or works; operatives employed in power houses, transport work, stores, warehouses, shops and canteens; inspectors, viewiers and similar workers; maintenance workers; and cleaners. Operatives engaged in outside work of erection, fitting, etc. are also included, but outworkers (i.e. persons employed by the firm who worked in their own homes, etc. on materials supplied by the firm) are excluded. Information about the numbers of outworkers employed was collected only for the gloves industry.

#### Capital Expenditure

(i) New building work.

This represents the cost incurred during the year of new building and other new constructional work (including office buildings, canteens and the like used in connection with the business covered by the return but not dwelling houses for employees). The value is that charged to capital account during the year of return; it includes expenditure on new buildings or on the extension or reconstruction of old buildings, the value of work of a capital nature carried out by firms' own staff, and the cost of any newly constructed buildings purchased. The figures shown include any legal charges, stamp duties, agents' commissions, etc.

# 69 Cutlery

This Report on the Cutlery Industry relates to establishments engaged wholly or mainly in manufacturing table knives, pocket and sheath knives, pruning knives, razors (not electric), razor blades, scissors, manicure sets, etc. Carving and other hafted forks are included but not other forks and spoons and surgical cutlery.

This industry corresponds to minimum list heading 392 in the Standard Industrial Classification (Consolidated edition, 1963).

In this industry, where small firms account for a relatively large proportion of employment and output, firms employing fewer than twenty-five persons were asked to complete a simplified version of the full census form for 1963; estimates based on the information received from these small firms are given in Tables 2(ii) and 5(i). Similar information was not collected from small firms in this industry for 1958.

There were no larger establishments in this industry in Northern Ireland in 1954, 1958 and 1963.

In interpreting the data in the tables it is essential to bear in mind the notes and definitions which appear on pages (ii), (iii) and (iv).

Table	1958	1963
Total	1,074	1,214
New building work	180	220
Land and existing buildings	20	20
Plant and machinery	170	170
Vehicles	10	10
Total	1,074	1,214

(a) For 1958, estimates for firms not making satisfactory returns accounted for a per cent. of the total figures in which they were incorporated. (For 1963, estimates for such firms and for firms not making satisfactory returns accounted for 21 per cent. of the total figures in which they were incorporated.) A summary of the detailed returns received from larger firms is given in Table 2(i) and a summary for all small firms, based on information collected from a sample, is given in Table 2(ii).

(b) Including services rendered to other organisations (amounts charged for hiring out plant, machinery and other goods, for providing transport or for delivering or other services rendered).

(c) Administrative, technical and clerical employees.

(d) Including pension and gratuity paid other than from company funds.

(e) Excluding expenditure for establishments not yet in production.

(f) Acquisitions less disposals.



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TABLE 1 Industry summary: United Kingdom

Estimates for all firms, 1958 and 1963 (a)

	Unit	1958	1963
Number of enterprises	No.	289	227
Number of establishments	"	302	240
Gross output	£'000	22,093	29,015
Net output	"	14,994	19,590
Net output per head	£	1,436	1,498
Sales and work done	£'000	21,793	27,909(b)
	{		
	goods produced and work done		
	merchanted goods and canteen takings	330	604
Purchases	"	6,624	8,077
	{		
	materials for processing and packaging, and fuel		
	goods for merchandising and canteen purchases		446
Payments to other organisations	"	257	448
	{		
	for work done on materials given out	127	91
	for transport		
Stocks and work in progress	"		
Total stocks and work in progress	{		
	change during year	- 121	+ 139
	at end of year	3,671	5,216
Goods on hand for sale	{		
	change during year	+ 36	+ 202
	at end of year	1,023	1,637
Work in progress	{		
	change during year	- 66	+ 301
	at end of year	743	1,286
Materials, stores and fuel	{		
	change during year	- 91	- 364
	at end of year	1,905	2,292
Average number employed	Th.	10.4	13.1
	{		
	total, including working proprietors		
	operatives	8.3	10.1
	other employees (c)	2.0	2.8
Wages and salaries	£'000	3,902	5,953
	{		
	of operatives	1,578	2,704
	of other employees (c)		
Employers' contributions to National Insurance and private pension schemes, etc. (d)	"	..	710
Capital expenditure (e)	"		
Total	"	..	2,218
New building work	"	180	826
Land and existing buildings (f)	"	..	20
Plant and machinery (f)	"	370	1,327
Vehicles (f)	"	49	84

(a) For 1963, estimates for firms not making satisfactory returns accounted for 4 per cent. of the total figures in which they were incorporated. (For 1958 estimates for small firms and for firms not making satisfactory returns accounted for 21 per cent. of the total figure in which they were incorporated.) A summary of the detailed returns received from larger firms is given in Table 2(i), and a summary for all small firms, based on information collected from a sample, is given in Table 2(ii).

(b) Including services rendered to other organisations (amounts charged for hiring out plant, machinery and other goods, for providing transport or for technical or other services rendered).

(c) Administrative, technical and clerical employees.

(d) Including pensions and gratuities paid other than from pension funds.

(e) Excluding expenditure for establishments not yet in production.

(f) Acquisitions less disposals.

TABLE 2(i) Analysis of larger firms by sub-divisions within the industry, 1958 and 1963  
Firms employing 25 or more persons: United Kingdom (a)

	Unit	Sub-divisions of the industry (b)		
		Razors (except electric) and parts		
		01	1963	
		1958	1963	
Number of enterprises	No.	5	4	
Number of establishments	"	7	5	
Gross output	£'000	10,953	16,845	
Net output	"	8,556	12,765	
Net output per head	£	2,700	2,349	
Sales and work done	{ goods produced and work done	£'000	10,902	16,309(c)
	{ merchanted goods and canteen takings	"	83	128
Sales of characteristic products	"	10,335	15,157	
Index of specialisation (e)	Per cent.	95	93	
Purchases	{ materials for processing and packaging, and fuel	£'000	2,283	3,568
	{ goods for merchenting and canteen purchases	"		140
Payments to other organisations	{ for work done on materials given out	"	6	53
	{ for transport	"	51	20
Stocks and work in progress				
Goods on hand for sale	{ change during year	"	+ 18	+ 159
	{ at end of year	"	546	1,004
Work in progress	{ change during year	"	- 50	+ 249
	{ at end of year	"	270	700
Materials, stores and fuel	{ change during year	"	- 58	- 299
	{ at end of year	"	951	1,340
Average number employed	{ total, including working proprietors	No.	3,169	5,435
	{ operatives	"	2,212	3,658
	{ other employees (f)	"	957	1,777
Wages and salaries	{ of operatives	£'000	1,408	2,782
	{ of other employees (f)	"	814	1,809
Wages and salaries per head	{ operatives	£	637	761
	{ other employees (f)	"	850	1,018
Employers' contributions to National Insurance (g)	£'000	..	155	
Employers' contributions to private pension schemes, etc. (h)	"	..	271	
Capital expenditure (i)				
New building work	"	102	764	
Land and existing buildings	{ acquisitions	"	..	-
	{ disposals	"	..	-
Plant and machinery	{ acquisitions	"	226	1,160
	{ disposals	"	11	*
Vehicles	{ acquisitions	"	64	64
	{ disposals	"	36	34

For notes to this table - see page 69/8

TABLE 2(ii) Analysis of larger firms by sub-divisions within the industry, 1958 and 1963  
(i) Firms employing 25 or more persons: United Kingdom (a)

	Sub-divisions of the industry (b)				Total	
	Knives (other than machine and surgical knives) and scissors (including tailors' shears) and parts		Remainder of the industry		1958	1963
	02	1963	03	1963		
	1958	1963	1958	1963	1958	1963
	36	33	13	15	54	52
	41	36	18	19	66	60
	5,119	6,912	1,447	2,252	17,519	26,009
	2,449	3,654	884	1,463	11,889	17,883
	587	772	940	1,351	1,436	1,589
	4,963	6,599(c)	1,415	2,168(c)	17,280	25,077(c)
	152	216	27	100	262	444
	3,550	4,671	1,270	1,911	(d)	(d)
	71	71	90	88	91	89
Purchases	{ 2,443	{ 2,765	{ 527	{ 674	{ 5,252	{ 7,007
	{ 164	{ 83	{ 387			
Payments to other organisations	{ 184	{ 225	{ 14	{ 22	{ 204	{ 300
	{ 34	{ 40	{ 16	{ 16	{ 101	{ 76
Goods on hand for sale	{ + 8	{ + 36	{ + 3	{ + 1	{ + 29	{ + 197
	{ 236	{ 392	{ 29	{ 122	{ 811	{ 1,518
Work in progress	{ - 4	{ + 60	{ + 2	{ - 17	{ - 52	{ + 291
	{ 260	{ 396	{ 59	{ 96	{ 589	{ 1,193
Materials, stores and fuel	{ - 8	{ - 63	{ - 6	{ + 6	{ - 72	{ - 356
	{ 414	{ 541	{ 145	{ 199	{ 1,510	{ 2,080
Average number employed	{ 4,169	{ 4,733	{ 940	{ 1,083	{ 8,278	{ 11,251
	{ 3,662	{ 4,263	{ 780	{ 882	{ 6,654	{ 8,803
	{ 497	{ 448	{ 159	{ 191	{ 1,613	{ 2,416
Wages and salaries	{ 1,291	{ 1,811	{ 414	{ 604	{ 3,113	{ 5,197
	{ 323	{ 366	{ 122	{ 185	{ 1,259	{ 2,361
Wages and salaries per head	{ 352	{ 425	{ 531	{ 685	{ 468	{ 590
	{ 650	{ 817	{ 765	{ 970	{ 780	{ 977
Employers' contributions to National Insurance (g)	..	109	..	37	..	301
Employers' contributions to private pension schemes, etc. (h)	..	28	..	20	..	319
Capital expenditure (i)						
New building work	37	13	4	20	143	797
Land and existing buildings	{ ..	{ 1	{ ..	{ -	{ ..	{ 1
	{ ..	{ 20	{ ..	{ -	{ ..	{ 20
Plant and machinery	{ 64	{ 81	{ 22	{ 53	{ 311	{ 1,294
	{ 6	{ 11	{ 2	{ *	{ 18	{ 31
Vehicles	{ 22	{ 24	{ 12	{ 23	{ 97	{ 112
	{ 14	{ 12	{ 8	{ 9	{ 58	{ 55

TABLE 2(ii) Summary for small firms, 1963

Firms employing fewer than 25 persons: United Kingdom (a)

	Unit	1963
Number of firms	No.	174
Gross output	£'000	2,216
Net output	"	1,163
Net output per head	£	784
Sales and work done	£'000	2,070(b)
		147
Purchases of goods and fuel (c)	"	904
Payments to other organisations	"	139
	"	13
Stocks and work in progress	"	-
Goods on hand for sale	"	73
Work in progress	"	+ 1
	"	57
Materials, stores and fuel	"	+ 3
	"	149
Average number employed	No.	192
	"	1,292
Capital expenditure	£'000	5
New building work	"	-
Land and existing buildings	"	-
Plant and machinery	"	26
Vehicles	"	41
	"	15

(a) Only a sample of firms supplied the full range of information, the remainder giving employment figures only. Except for employment the figures are estimates based on the full returns made, which accounted for 61 per cent. of the employment shown for 1963. The following information relates to small firms in this industry for 1958:

Number of firms 233

Average number employed including working proprietors 2,047

Estimates are included for small firms not making satisfactory returns.

(b) Including services rendered to other organisations (amounts charged for hiring out plant, machinery and other goods, for providing transport, or for technical or other services rendered) which amounted to £27,000.

(c) Including goods purchased for merchanting.

TABLE 3 Analysis of larger firms by size of enterprise within the industry, 1963

(i) Output, employment, capital expenditure and stocks

Firms employing 25 or more persons: United Kingdom

Average number employed by the enterprise in the industry (a)	Enterprises	Establishments	Average number employed (a)	Gross output	Net output	Net output per head	Capital expenditure (b)	Total value of stocks and work in progress at end of year
	Number	Number	Number	£'000	£'000	£	£'000	£'000
25-49	17	17	597	970	558	934	15	144
50-99	14	15	1,001	1,690	995	994	49	256
100-199	12	17	1,734	3,504	1,767	1,019	58	702
200-299	3	4	684	839	524	766	6	251
300 and over	6	7	7,235	19,005	14,039	1,940	1,969	3,439
Total	52	60	11,251	26,009	17,883	1,589	2,097	4,791

(ii) Employees, wages and salaries, and employers' contributions

Firms employing 25 or more persons: United Kingdom

Average number employed by the enterprise in the industry (a)	Employees		Wages and salaries		Employers' contributions		Wages and salaries per head	
	Operatives	Others (c)	Operatives	Others (c)	National Insurance (d)	Private pension schemes, etc. (e)	Operatives	Others (c)
	Number	Number	£'000	£'000	£'000	£'000	£	£
25-49	522	62	258	60	15	2	494	971
50-99	886	102	474	81	36	7	535	793
100-199	1,469	261	764	237	45	19	520	909
200-299	586	96	244	68	11	5	416	713
300 and over	5,340	1,895	3,457	1,914	194	286	647	1,010
Total	8,803	2,416	5,197	2,361	301	319	590	977

(a) Including working proprietors.

(b) Acquisitions less disposals.

(c) Administrative, technical and clerical employees.

(d) Including both flat rate and graduated contributions.

(e) Including pensions and gratuities paid other than from pension funds. These amounted in total to £19,000.

TABLE 4 Percentage analysis of employees, by age and sex, all firms, 1963: United Kingdom (a)

Ages	Males	Females	All employees
	Per cent.	Per cent.	Per cent.
Under 18	4	6	10
18 and over	45	45	90
All ages	49	51	100

Source: Ministry of Labour

(a) The percentages relate to the numbers employed (excluding working proprietors) at mid-June, 1963.

Footnotes to Table 2(i).

- (a) For small firms' summary see Table 2(ii).
- (b) The method of classifying returns to sub-divisions of the industry is explained in the notes; the characteristic products of each sub-division are identified in Table 5(ii).
- (c) Including services rendered to other organisations (amounts charged for hiring out plant, machinery and other goods, for providing transport, or for technical or other services rendered).
- (d) Characteristic products relate only to sub-divisions of the industry.
- (e) For sub-divisions of the industry, this is the ratio of sales of characteristic products to total sales of goods produced and work done. For the industry as a whole, this is the ratio of total sales of principal products by the industry to total sales of goods produced and work done.
- (f) Administrative, technical and clerical employees.
- (g) Including both flat rate and graduated contributions.
- (h) Including pensions and gratuities paid other than from pension funds.
- (i) Excluding expenditure for establishments not yet in production.

TABLE 5(i) Estimates of total sales of principal products of the industry, 1963 (a)

Principal products	1963		1958		All firms (b)	Small firms in the industry(c)
	Value	Quantity	Value	Quantity		
	£'000		£'000		1963	1963
Knives with one or more blades made wholly or partly of steel or iron (including carving knives and forks sold as complete sets), but excluding silver plated knives and machine knives	5,170				£'000	£'000
Scissors and tailors' shears made wholly or partly of steel or iron (excluding secateurs and surgical and veterinary cutlery)	1,453					
Guillotine and shear blades	514					
Other products (d)	20,320					
Work done on commission, sub-contract work, etc.	230					
<b>Total</b>	<b>27,688</b>				<b>27,688</b>	<b>2,042</b>

- (a) Including estimated figures for firms not making satisfactory returns.
- (b) Including sales of principal products of the industry by larger firms but not by small firms, classified to other industries. For a more detailed analysis of sales by larger firms see Table 5(ii).
- (c) Estimates based on a sample of small firms which account for 61 per cent. of the total employment of small firms in the industry for 1963. No information was collected for small firms in the industry for 1958.
- (d) Including any sales by small firms of goods other than principal products of the industry (but excluding merchanted goods and the value of services rendered to other organisations).

TABLE 5(ii) Sales of principal products of the industry by larger firms, including sales by establishments classified to other industries, 1958 and 1963

Firms employing 25 or more persons: United Kingdom

Industry sub-division (a)	1958		1963			
	Quantity	Value	Quantity	Value	Enterprises	Entries
	Th.doz.	£'000	Th.doz.	£'000	Number	Number
Knives (b)						
03 Knives for use in machines (excluding guillotine and shear blades)	48.9	363	7.0	82	18	19
	..	618	..	1,487		
Other knives with one or more blades made wholly or partly of steel or iron (c)						
Complete						
02 Knives of stainless steel throughout (including stainless steel handle)	70.2	90	370	644	19	19
02 Knives with folding blades	599	605	699	682	7	7
03 Trade knives	44.0	83	42.7	128	10	10
	..	12	..	107		
02 Kitchen knives	..	722	269	334	16	16
02 Table, dessert, tea and carving knives (excluding carvers sold with forks or forks and steels)	1,058	1,372	937	1,252	28	28
	..	..	..	244		
02 Other and unclassified knives (including knives plated with metals other than silver) (d)	..	337	..	485	15	15
02 Blades and blanks for blades, sold separately	2,297	704	1,527	611	12	12
			182	..		
02 Other parts and blanks, sold separately	..	..	..	121	*	*
02 Carving knives and forks with or without steels, sold as complete sets (b)	17.4	173	18.6	200	25	25
	..	20	..	17		
Scissors and tailors' shears (excluding secateurs and surgical and veterinary cutlery) made wholly or partly of steel or iron						
Complete	Th.doz.		Th.doz.			
02 Scissors	627	745	1,279	933	13	14
02 Tailors' shears (including pinking shears)	27.4	150	30.2	152	9	10
Razors (other than electrically operated) (e)						
Safety						
01 Complete	759	1,134	970	1,527	*	*
01 Blades	12,130	9,361	13,830	13,546	6	6
01 Other razors, complete	9.4	13	..	2	*	*

TABLE 5(ii) (continued)

Industry sub-division (a)	1958		1963			
	Quantity	Value	Quantity	Value	Enterprises	Entries
	Th.doz.	£'000	Th.doz.	£'000	Number	Number
03 Hair clippers (other than electrically operated) complete	36.9	115	1.4	75	9	10
03 Guillotine and shear blades	..	373				
03 Blanks and component parts (including handles and blades) for cutlers' wares, not elsewhere specified	..	323	..	235	8	8
03 Other cutlers' wares	..	95	..	936	7	7
Unclassified cutlery	..	105				
Other products	..	246	..	378	16	16
Waste products	..	80	..	86	20	20
Work done on commission, sub-contract work, etc.	..	61	..	109	9	9
Total		18,142(f)		24,966	..	..
Sales in other industries (see Table 6)		2,537(f)		2,633	..	..
Principal products of this industry sold by establishments in the industry		15,605(f)		22,333	52	53(g)

- (a) The number given is that of the sub-division of which the item is a characteristic product. The sales shown are the total sales by larger firms, not merely sales by establishments classified to the sub-division.
- (b) Including cutlery sold in canteens, cases, etc., made by establishments in this industry which amounted to £143,000 in 1958 and £271,000 in 1963.
- (c) Excluding silversmiths' wares, for which see the Jewellery, Plate and Refining of Precious Metals Industry. For surgical knives see the Scientific, Surgical and Photographic Instruments, etc. Industry.
- (d) May include some parts (including blades and blanks) sold separately.
- (e) For electric razors see the Domestic Electrical Appliances Industry.
- (f) Revised figure. Canteen and other cutlery cases included in this table in the 1958 report on this industry are now shown in Table 7 (less the value of cases made by establishments classified to industries other than the Cutlery Industry).
- (g) This figure represents the total number of returns made by larger firms in this industry, which is less than the total number of establishments in Table 2(i) on account of combined returns covering more than one establishment.



TABLE 6 Sales of principal products of the industry by establishments classified to other industries, 1958 and 1963

Firms employing 25 or more persons: United Kingdom

	1958		1963			
	Quantity	Value	Quantity	Value	Entries	Principal industries in which produced (a)
	Th.doz.	£'000	Th.doz.	£'000	Number	
Knives						
Knives for use in machines (excluding guillotine and shear blades)	7.2	83	..	320	9	49, 51, 52, 68
Other knives with one or more blades made wholly or partly of steel or iron	..	142				
Complete						
Knives of stainless steel throughout (including stainless steel handle)	..	1,805(b)	164	374	8	73
Table, dessert, tea and carving knives (excluding carvers sold with forks or forks and steels)			63.5	146	6	73
			..	80		
Other and unclassified knives (including knives plated with metals other than silver)			..	446	13	43, 68
Guillotine and shear blades			..	157	*	43, 49, 52, 68
Carving knives and forks with or without steels, sold as complete sets	-	-	3.4	76	6	73
Razors, safety, complete; hair clippers (other than electrically operated) complete; blanks and component parts (including handles and blades) for cutlers' wares, not elsewhere specified; and unclassified cutlery	..	505(c)	..	1,035	7	53, 60, 62, 74
Total		2,537(d)		2,633		

- (a) The references given are to the list of industries at the back of this report.  
 (b) Including knife blades and blanks for blades sold separately in 1958.  
 (c) Including safety razor blades sold separately in 1958.  
 (d) Revised figure. Canteen and other cutlery cases included in this table in the 1958 report on this industry are now excluded.

TABLE 7 Sales of other than principal products by larger firms in the industry, 1958 and 1963

Firms employing 25 or more persons: United Kingdom

	1958		1963	
	Quantity	Value	Quantity	Value
	Th.doz.	£'000	Th.doz.	£'000
Jewellery and plate				
Spoons and forks				
Plated with silver	147	246	..	85
Plated with base metals	37.3	33	83.6	60
Stainless steel	96.2	136	568	483
Other	..	207	645	355
Other goldsmiths' and silversmiths' wares	..	34	..	66
Tools and implements	..	229	..	1,112
Small cases of all kinds (e.g. beauty and manicure cases and cases for cutlery and surgical instruments and the like)	..	80(a)	..	61
Other products	..	710	..	499
Services rendered to other organisations (b)		..		23
Total value of goods sold without having been subjected to any manufacturing process (merchanted or factored)	..	253	..	328
Canteen takings		9		116
Total		1,937(a) (c)		3,188

- (a) Revised figure. Canteen and other cutlery cases were included in the principal products table of the 1958 report on this industry.  
 (b) Amounts charged for hiring out plant, machinery or other goods, for providing transport, or for technical or other services rendered to other organisations.  
 (c) Excluding amounts charged for services rendered to other organisations.

TABLE 8 Production of certain principal products of the industry by larger firms, including production by establishments classified to other industries, 1958 and 1963

This table is not applicable to this industry.

TABLE 9 Purchases of selected principal products of the industry by larger firms, 1963

This table is not applicable to this industry.

TABLE 10 Purchases by larger firms in the industry, 1954 and 1963

Firms employing 25 or more persons: United Kingdom

	1954		1963	
	Quantity	Cost	Quantity	Cost
	Th.tons	£'000	Th.tons	£'000
Materials for processing				
Steel				
Bars and rods (including wire rods), angles, shapes and sections, girders, beams, joists and pillars rolled (not fabricated), including tube rounds and squares (a)	2.3 ..	282 56	3.3	608
Plates, 3 mm. thick and over			0.2	39
Sheets under 3 mm. thick (including electrical sheets)	3.2	672	0.6	143
Hoop and strip (including tape of all thicknesses)	..	176	2.6	835
Iron and steel not elsewhere specified except finished parts, wire and scrap (b)			0.5 ..	89 501
Brass and other copper alloys (including nickel silver and cupro-nickel, but excluding all other nickel alloys) in all forms except finished parts, wire and scrap (b)	1.1	274	0.7	249
Blanks for knives	..	492	..	392
Blanks for spoons and forks	..	268	..	239
Blanks for scissors	..	45	..	93
Plastic goods moulded and fabricated (including components and fittings)	..	98	..	428
Component parts not elsewhere specified	..	319	..	382
Lined cases or cabinets for cutlery canteens, cutlery, razors, etc.	..	139	..	80
Lubricating oils and greases (including cutting oils and emulsions)	..	..	Th.gal. 117 ..	30 7
Replacement parts for firms' own machinery, plant and vehicles, and accessories and consumable tools bought as replacement	..	214	..	434
All other materials for processing	..	1,073	..	867
Packaging materials				
Paper and board				
Boxes, cartons, packing cases, and drums and canisters (with or without metal ends) of paper, cardboard and fibreboard	..	88	..	487
Wrapping paper (including paper coated with plastics and any laminates incorporating paper but not metal), moulded pulp units, labels and other packaging materials of paper, cardboard and fibreboard (except multiwall sacks)	..	483	..	635
All other packaging materials			..	34
Fuel and electricity	Th. tons		Th.tons	
Coal	2.5	10	1.8	12
Coke (including screenings) and manufactured fuel	1.7 ..	10 2	0.8 ..	8 2

TABLE 10 (continued)

	1954		1963	
	Quantity	Cost	Quantity	Cost
	Th.gal.	£'000	Th.gal.	£'000
Fuel and electricity (continued)				
Derv fuel and motor spirit for use in road vehicles	90.5 ..	19 2	70.4 ..	17 3
Other liquid fuels (including creosote/pitch mixtures, etc., and liquefied petroleum gases)	454	19	374 ..	17 4
Gas	Th.therms 1,279 ..	59 15	Th.therms 1,251 ..	92 31
Electricity	Th.kWh 21,162 ..	121 13	Th.kWh 33,924 ..	221 31
Total cost of materials and fuel		4,950		7,007
Goods purchased for merchanting		..		258
Canteen purchases		..		129
Total cost of purchases		..		7,394

(a) Described in 1954 as 'Steel bars and rods'.

(b) Wire was not excluded in 1954.

TABLE 11 Transport costs and employment of larger firms, 1963

Firms employing 25 or more persons: United Kingdom

	Unit	1963
Average number employed mainly on transport	No.	41
Transport costs		
Wages and salaries	£'000	36
Derv fuel and motor spirit	"	20
Payments to other organisations for transport	"	76
Costs of operating road goods vehicles		
Insurance	"	4
Vehicle licences	"	2
Depreciation	"	48
Payments to other organisations for repairs and maintenance	"	10
Total	"	197

TABLE 12 Payments for certain services, etc. by larger firms, 1963 (a)

Firms employing 25 or more persons:  
United Kingdom

	Amounts payable
Repairs and maintenance to	£'000
Buildings	22
Road goods vehicles	10
Plant, machinery, and other capital equipment	111
Insurance, licensing and depreciation of road goods vehicles (b)	54
Rates, excluding water rates	144
Hire of plant and machinery	38
Postage, telephone, telegrams and cables	133
<b>Total</b>	<b>513</b>

(a) No deduction is made for these payments to arrive at the figures of net output given in this report.

(b) For details see Table 11.

TABLE 13 Percentage analysis of twelve-month periods covered by returns from larger firms, 1963

Firms employing 25 or more persons:  
United Kingdom

Year ended	Percentage of total number employed	Year ended	Percentage of total number employed
1963	Per cent.	1963 (contd.)	Per cent.
April (a)	2.1	November	30.5
May	1.6	December	38.2
June	1.9	1964	
July	0.9	January	0.0
August	0.8	February	0.0
September	6.9	March	11.3
October	5.8	<b>Total</b>	<b>100</b>

(a) Including returns made for twelve-month periods ended 1st to 5th April, 1964.

TABLE 14 Sales of all parts of machinery and plant by larger firms, including sales by establishments classified to other industries, 1958 and 1963

This table is not applicable to this industry.

*Capital Expenditure (continued)*

## (ii) Land and existing buildings.

The items shown are the capital cost of freeholds purchased and the capital cost or premium payable for leaseholds acquired (excluding the value of any assets acquired in taking over an existing business), and the amounts receivable for any freeholds or leaseholds disposed of. The value is that charged to capital account during the year of return.

## (iii) Plant, machinery and vehicles.

The items shown are the value of plant and machinery and of vehicles acquired, both new and second-hand, and the amount received for items disposed of during the year. The value of plant and machinery acquired includes plant, etc. which firms produced for their own use in connection with the business covered by the return. The value of plant, etc. acquired is the expenditure charged to capital account during the year of return less any discounts received, but including the cost of transport and installation. No deduction is made for depreciation, amortisation or obsolescence. The proceeds of items disposed of during the year exclude amounts written off for items scrapped.

Capital expenditure during the year in respect of manufacturing establishments where production had not started before the end of the year is excluded in this report for both 1958 and 1963.

*Characteristic Products*

The characteristic products of a sub-division are those in terms of which the sub-division is defined. They are products commonly associated in production and are usually similar in nature or manner of production. In most cases the characteristic products of each sub-division are indicated in Table 5 of the industry reports. For those industries for which an analysis by sub-divisions has been made, Table 2 shows the total sales of such characteristic products for each sub-division. The totals include, besides the products which define the sub-division, other items of output assumed to be closely related to them, e.g. waste products and work done.

*Enterprise*

The term enterprise is used in this report to mean one or more firms under common ownership or control. An enterprise normally consists either of a single firm, or of a parent company together with its subsidiary companies.

*Entries*

The number of entries shown in Tables 5, 6 and 8 against a particular output or production heading is the number of returns on which figures were recorded for that item.

*Establishment*

The census was based on the establishment, comprising in most cases the whole of the premises under the same ownership or management at a particular address (e.g. a factory or mine); but firms were asked to exclude from all sections of their returns particulars relating to any department not engaged in production for which they kept a separate set of accounts. Where separate accounts were not kept, they were asked to include merchanting or factoring, canteens operated by them and other

ancillary activities such as bottling, packing and the manufacture of containers for packing their own products, whether or not these activities are carried on at the same address as the works. Building and engineering maintenance departments and selling and transport departments were treated similarly.

*Gross Output*

The gross output of an industry is the aggregate value of goods made and other work done during the year by the establishments classified to the industry. It is derived by subtracting from the value of sales and work done, the value of stocks on hand for sale and work in progress at the beginning of the year and adding the value at the end of the year.

*Larger Firms*

These are firms in which twenty-five or more persons were employed on the average during the year.

*Net Output*

The net output of an industry represents the value added to materials by the process of production. It includes the gross margin on any merchanted or factored goods sold; it constitutes the fund from which wages, salaries, insurance, pensions, hire of plant and machinery, payments for repairs and maintenance, costs of operating road vehicles, rents, rates and taxes, advertising and other selling expenses and all other similar charges have to be met, as well as depreciation and profits. There is no appreciable duplication in net output. Net output has been obtained by deducting from the gross output the cost of purchases adjusted for stock changes, payments for work given out to other firms, and payments for transport.

Normally any customs or excise duty on materials purchased is included in the cost of materials. Similarly, finished goods sold have been valued as they were sold, duty paid or duty free. The amounts of duty, subsidies, allowances and levies receivable or payable, where of substantial importance in the industry, were required to be stated separately, and these items were taken into account when calculating net output.

*Net output per person employed*

The figures for net output per person employed are derived by dividing the net output by the average number of persons employed (full-time and part-time) on all activities covered by the returns, including operatives, administrative, technical and clerical employees and working proprietors, but excluding outworkers.

*Principal Products*

The principal products of an industry are those in terms of which the industry is defined. They are products commonly associated in production, and are usually similar in nature or manner of production.

*Production*

This means the total quantity of a product made during the year, whether sold in the year, added to stock, transferred to another department of the same firm, or used in the manufacture of other products within the business covered by the return. It includes goods produced from materials supplied by other firms.

## Purchases

Purchases include the cost of materials and components bought for use in production; of fuel and electricity for all purposes; of packaging materials, including the full cost of returnable cases and containers when first purchased; of workshop materials, office materials and materials for repairs to firms' own buildings, plant and vehicles when carried out by their own workpeople included in the return; of consumable tools; and of parts for machinery purchased during the year as replacements. Water charges are also included. In general purchases of goods for merchandising or factoring and canteen supplies are included. Materials supplied by customers for processing are excluded.

The values shown include any duty paid (less rebate, etc.) but exclude trade discounts allowed. The cost of transport is included only if included in the cost of materials as invoiced; amounts paid to transport organisations, including firms' own separate transport organisations, for delivery of materials and fuel are, therefore, excluded. Materials purchased overseas are included at their c.i.f. cost plus any duty payable if the cost of transport from the docks was not included in the invoiced price, but at their full delivered cost if invoiced 'carriage paid home'. Materials and fuel transferred from another department of the firm not covered by the same return are included at the estimated selling value recorded by the other department.

## Sales

Sales are in respect of goods made by the business covered by the return, goods made for it by outworkers or by other firms from materials given out to them (sometimes described as goods made on commission) and waste products. Any machinery or other capital items produced for use in the business covered by the return are included, the value being that adopted in the firm's capital asset account. Goods sold without being subjected to any manufacturing process (merchanted or factored) and canteen takings are included as in 1958.

The value shown for sales is the net selling value, defined as the amount charged to customers whether on an ex-works or delivered basis, net of any trade discounts, agents' commissions, allowances for returnable cases, purchase tax, etc.; the net amount charged for packing materials is included. Goods charged on a delivered basis to customers overseas are included at the f.o.b. value. For work done on commission or for the trade the value shown is the net amount charged.

Where goods produced in one department were transferred to another department of the same firm not covered by the return, these transfers were treated as sales by the producing department and valued as far as possible as if they had been sold to an independent purchaser. Goods transferred to wholesale or retail selling organisations for which separate accounts were kept were valued on the same basis. Estimations of a similar kind were also sometimes necessary in valuing transfers between different firms belonging to the same enterprise. To the extent that the sales of finished products of one establishment may constitute the materials purchased by another, total figures of the value of sales (and of materials and fuel purchased) include an element of duplication.

## Services rendered

This represents the amounts charged for hiring out plant, machinery and other goods, providing transport, or for any technical or other

services rendered to other organisations. It includes amounts credited for similar services rendered to other departments of the same firm not covered by the return.

## Small Firms

These are firms in which fewer than twenty-five persons were employed on the average during the year.

## Stocks and Work in Progress

Values are given of stocks of goods on hand for sale, and of materials and fuel, at the beginning and end of the year of return, including any stocks of goods held for merchandising or factoring. The values include duty in the case of dutiable goods held out of bond. The value of work in progress at the two dates is also usually shown. This excludes any progress payments made to sub-contractors, and no deduction is made on account of progress payments received.

## Transport Payments

These represent the total amount paid or credited during the year for both outwards transport of finished goods sold and inwards transport of materials and fuel purchased. They include payments to other firms, and to any separate transport organisation of the same firm, not covered by the return, but exclude the value of transport services provided by the business covered by the return. The items included are payments for hired cartage and for inwards and outwards carriage by all forms of inland transport, i.e. railways, road haulage, canals, coast-wise shipping, air, etc. Payments made for sea freight on goods sold to customers overseas and on materials and fuel purchased from overseas suppliers are excluded.

## Wages and Salaries

These are the amounts paid during the year to operatives and to administrative, technical and clerical employees. Payments to working proprietors, whether called salaries or not, are excluded; in Northern Ireland this exclusion extends also to payments to directors of limited companies. The values shown include all overtime payments, bonuses and commissions, whether paid regularly or not, and no deduction is made for income tax, insurances, contributory pensions, etc. The value of any payments in kind, travelling expenses, lodging allowances, etc. and employers' contributions to National Insurance and pension schemes is excluded.

## Work given out

The figures shown represent the total amount paid for work done by other firms on materials supplied to them, and also by firms' own establishments for which separate returns were made. They do not include payments to individual outworkers or payments for business and other services.

## Symbols used

The following symbols are used throughout the report:

- .. Not available
- Nil or negligible (less than half the final digit shown)
- \* Figures cannot be shown owing to the risk of disclosing information about individual enterprises.

## Rounding of Figures

The figures in the tables have, where necessary, been rounded to the nearest final digit. There may, therefore, be apparent slight discrepancies between the sums of the constituent items and the totals shown.

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