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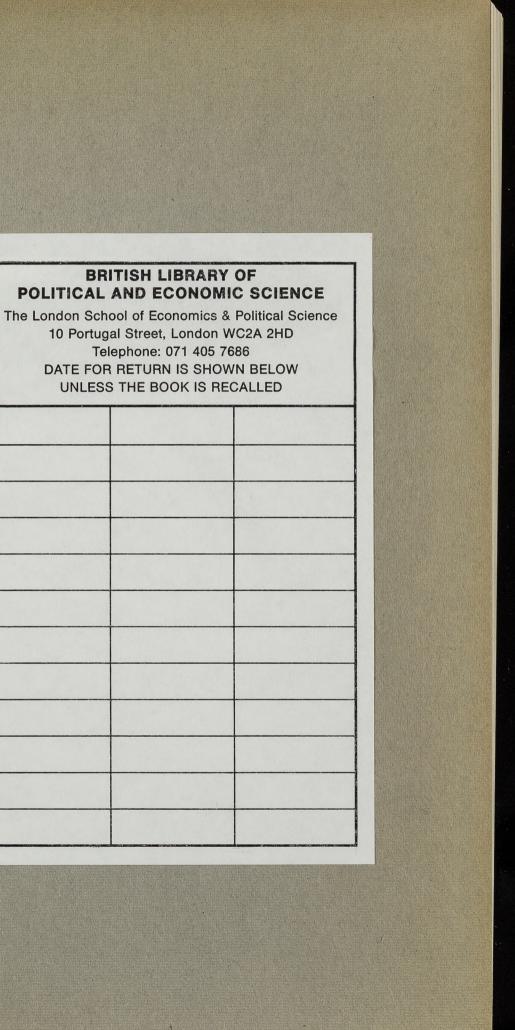


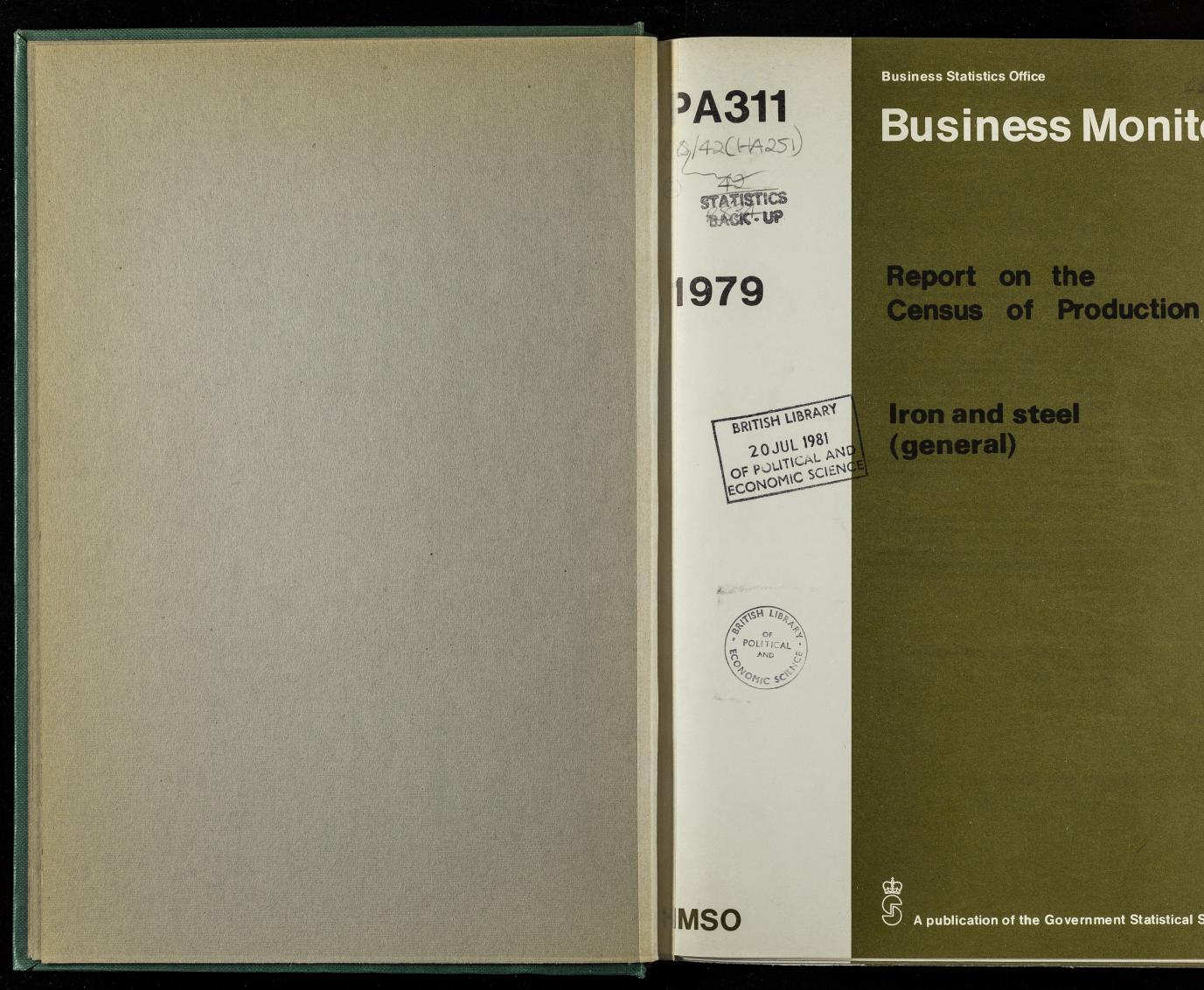
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Business Monitor

A publication of the Government Statistical Service

PA311

A publication of the Government Statistical Service

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Commencing with the 1971 Census, the Census of Production reports are being numbered in a uniform series embracing all industrial inquiries in the Business Monitor series. Business Monitors have a code P (for production) followed first by A (indicating that it is an annual series) or O (occasional) or Q (quarterly) or M (monthly) or R (repetitive - i.e. at regular intervals of less than one year but not monthly or quarterly): and then by a number indicating the minimum list heading, or sub-division of a minimum list heading, of the Standard Industrial Classification (revised 1968).

The Census of Production (PA) reports are available on standing order (details on application to Her Majesty's Stationery Office, P.O. Box 569, London SE1 9NH. Telephone 01-928 6977), although they are not included in the global subscription arrangements for the Business Monitor series.

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A service of statistical information and advice is provided to the Government by specialist staffs employed in the statistics division of individual Departments. Statistics are made generally available through their publications and further information and advice on them can be obtained from the Departments concerned.

Enquiries:

Business Statistics Office Newport, Gwent NPT 1XG Newport 56111 (STD code 0633) ext 2455 Telex 497121 Answer Back BSONPT G

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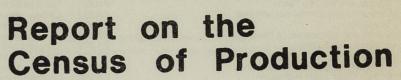
Iron and steel (general)

Presented by the Secretary of State for Industry to Parliament in pursuance of the Statistics of Trade Act 1947 (10 & 11 Geo.6 Cha.39 sec 7)

Department of Industry **Business Statistics Office**

London: Her Majesty's Stationery Office







List of Industry Reports, etc.

PA1001	Introductory notes
PA101	Coal mining
PA102	Stone and slate quarrying and mining
PA103	Chalk, clay, sand and gravel extraction
PA104	Petroleum and natural gas
PA109	Miscellaneous mining and quarrying
PA211	Grain milling
PA212	Bread and flour confectionery
PA213	Biscuits
PA214 PA215	Bacon curing, meat and fish products Milk and milk products
PA215 PA216	Sugar
PA217	Cocoa, chocolate and sugar confectionery
PA218	Fruit and vegetable products
PA219	Animal and poultry foods
PA221	Vegetable and animal oils and fats
PA229.1	
PA229.2	Starch and miscellaneous foods
PA231	Brewing and malting
PA232	Soft drinks
PA239.1	Spirit distilling and compounding
PA239.2	British wines, cider and perry Tobacco
PA240 PA261	Coke ovens and manufactured fuel
PA262	Mineral oil refining
PA263	Lubricating oils and greases
PA271.1	Inorganic chemicals
PA271.2	Organic chemicals
PA271.3	
PA272	Pharmaceutical chemicals and preparations
PA273	Toilet preparations
PA274	Paint
PA275	Soap and detergents
PA276	Synthetic resins and plastics materials and synthetic rubber
PA277	Dyestuffs and pigments
PA278	Fertilizers
PA279.1	Polishes
PA279.2	
PA279.3	Explosives and fireworks
PA279.4	Formulated pesticides, etc.
PA279.5	
PA279.6	Surgical bandages, etc.
PA279.7	Photographic chemical materials
PA311	Iron and steel (general)
PA312 PA313	Steel tubes
PA313 PA321	Iron castings, etc. Aluminium and aluminium alloys
PA322	Copper, brass and other copper alloys
PA323	Miscellaneous base metals
PA331	Agricultural machinery (except tractors)
PA332	Metal-working machine tools
PA333.1	Pumps
PA333.2	Valves
PA333.3	Compressors and fluid power equipment
PA334	Industrial engines
PA335	Textile machinery and accessories
PA336	Construction and earth-moving equipment
PA337	Mechanical handling equipment
PA338 PA339.1	Office machinery Mining machinery
PA339.2	Printing, bookbinding and paper goods machinery
PA339.3	Refrigerating machinery, space-heating,
	ventilating and air-conditioning equipment
PA339.5	Scales and weighing machinery and portable
	power tools
PA339.7	Food and drink processing machinery and
	packaging and bottling machinery
PA339.9	Miscellaneous (non-electrical) machinery
PA341	Industrial (including process) plant and steelwork
PA342	Ordnance and small arms
PA349.1 PA349.2	Ball, roller, plain and other bearings Precision chains and other mechanical engineering
PA351	Photographic and document copying equipment
PA352	Watches and clocks
PA353	Surgical instruments and appliances
PA354	Scientific and industrial instruments and systems
PA361	Electrical machinery
PA362	Insulated wires and cables
PA363	Telegraph and telephone apparatus and
DADOA	equipment
PA364	Radio and electronic components
PA365.1 PA365.2	Gramophone records and tape recordings Broadcast receiving and sound reproducing
1 4005.2	equipment
PA366	Electronic computers
PA367	Radio, radar and electronic capital goods
PA368	Electrical appliances primarily for domestic use

Motor cycle, tricycle and pedal cycle manufacturing Aerospace equipment manufacturing and repairing Locomotives, railway track equipment, railway carriages, PA384 wagons and trams Engineers' small tools and gauges PA390 Hand tools and implements Cutlery, spoons, forks and plated tableware, etc. Bolts, nuts, screws, rivets, etc. PA391 PA392 PA393 PA394 Wire and wire manufactures Cans and metal boxes PA395 PA396 Jewellery and precious metals PA399.1 Metal furniture PA399.5 Drop forgings, etc. PA399.6 Metal hollow ware PA399.8 Miscellaneous metal manufacture Production of man-made fibres PA411 PA412 Spinning and doubling on the cotton and flax systems PA413 Weaving of cotton, linen and man-made fibres PA414 Woollen and worsted PA415 Jute PA416 Rope, twine and net PA417.1 Hosiery and other knitted goods PA417.2 Warp knitting PA418 Lace PA419 Carpets PA421 Narrow fabrics PA422.1 Household textiles and handkerchiefs PA422.2 Canvas goods and sacks and other made-up textiles PA423 Textile finishing PA429.1 Asbestos PA429.2 Miscellaneous textile industries PA431 Leather (tanning and dressing) and fellmongery PA432 Leather goods PA433 Fur PA441 Weatherproof outerwear Men's and boys' tailored outerwear Women's and girls' tailored outerwear PA442 PA443 PA444 Overalls and men's shirts, underwear, etc. Dresses, lingerie, infants' wear, etc. Hats, caps and millinery PA445 PA446 PA449.1 Corsets and miscellaneous dress industries PA449.2 Gloves PA450 Footwear PA461.1 Refractory goods PA461.2 Building bricks and non-refractory goods PA462 Potterv PA463 Glass PA464 Cement PA469.1 Abrasives

PA469.2 Miscellaneous building materials and mineral products

Miscellaneous wood and cork manufactures

PA482.2 Packaging products of paper and associated materials PA483 Manufactured stationery

Printing, publishing of newspapers and periodicals General printing and publishing

Linoleum, plastics floor-covering, leathercloth, etc.

PA484.2 Miscellaneous manufactures of paper and board

Brushes and brooms Toys, games and children's carriages

Miscellaneous stationers' goods

Cardboard boxes, cartons and fibre-board packing cases

PA369.1 Electrical equipment for motor vehicles, cycles

PA369.4 Electric lamps, electric light fittings, wiring

Wheeled tractor manufacturing Motor vehicle manufacturing

PA381.2 Trailers, caravans and freight containers

Shipbuilding and marine engineering

and aircraft PA369.2 Primary and secondary batteries

PA370

PA380 PA381.1

PA382

PA383

accessories, etc.

PA311 IRON AND STEEL (GENERAL)

The information in this report relates to establishments classified to the Iron and steel (general) industry, minimum list heading 311 in the Standard Industrial Classification (revised 1968). The activities of the industry include:-

Manufacturing wrought iron at wrought iron works, including puddling furnaces and steel. It includes establishments engaged in the production of pig iron (in integrated steel works), ferro-manganese and spiegeleisen at blast furnaces (including ore preparation plants); making alloy or carbon steel in furnaces or converters; rolling (including re-rolling and cold rolling) steel into semi-finished or finished forms; the production of castings in steel foundries; the production of railway and tramway tyres, wheels and axles, points, switches and crossings, colliery arches; bright bars and heavy forgings; steel plates and sheets (including coated and corrugated sheets) in cut lengths or coils, and of tinplate, terneplate and blackplate and semi-finished material for conversion into tubes and wire. Steel rolls for metal rolling mills and for other machinery are excluded as is the production of tubes, wire, drop forgings, drop stampings and hot pressings.

> In interpreting the data in the tables it is essential to bear in mind the notes and definitions which commence on page (iii).

LIST OF CONTENTS

Table No	Title
1	Output and costs, 1975–1979
2	Capital expenditure, 1975-1979
3	Stocks and work in progress, 1975–1979
4	Analysis of establishments by size, 1979
5	Regional distribution of employment, net capital expenditure, net outp at factor cost, 1979
6	Percentage analysis of twelve-month periods covered by returns receive Kingdom establishments, 1979
7	Percentage analysis of employees, by full and part-time employment an
8	Operating ratios, 1978–1979

PA471

PA472

PA473

PA474

PA475 PA479

PA481

PA482.1

PA485

PA489 PA491

PA492

PA493 PA494.1

PA495

PA496

PA499.1

PA500

PA601

PA602

PA603

PA1002

Timber

PA484.1 Wallcoverings

Rubber

PA494.3 Sports equipment

Gas Electricity

Plastics products

Construction

Water supply

Summary tables

Musical instruments PA499.2 Miscellaneous manufacturing industries

Furniture and upholstery

Wooden containers and baskets

Bedding, etc. Shop and office fitting

Paper and board

t and	gross	value	added

d from United

d sex, 1977

TABLE 1

Output and costs, 1975-1979 All United Kingdom establishments classified to the industry (a)

	Unit	1975	1976	1977	1978	1979
Enterprises	Number	458	517	551	538	543
Establishments		607	661	707	672	680
Sales of goods produced	£ thousand	3,415,189(b)	2,285,024	4,872,792	4,786,955	4,914,718
Receipts for work done and industrial ervices rendered	"	(b)	16,192	24,277	28,427	29,695
Capital goods produced for establish- nents' own use		8,669	10,760	12,898	11,913	12,021
Non-industrial services rendered	"	13,303	8,353	8,904	9,877	7,091
Goods merchanted or factored		26,781	28,403	28,511	31,408	61,494
Total sales and work done (c)	"	3,463,943	4,348,733	4,947,382	4,868,581	5,025,019
ncrease during the vear, work in progress and goods on hand for sale	"	39,377	213,308	71,826	90,043	25,632
Gross output	"	3,503,320	4,562,041	4,875,556	4,958,624	5,050,651
Purchases of materials for use in pro- duction, and packaging and fuel	"	2,325,099	3,187,513	3,311,328	3,307,457	3,636,101
Purchases of goods for merchanting or actoring		23,979	24,875	25,072	27,802	50,803
ncrease during the year, stocks of naterials, stores and fuel	"	47,955	190,987	-65,459	-3,788	113,326
Cost of industrial services received	"	94,669	119,015	142,759	156,557	188,404
Net output		1,107,527	1,421,626	1,330,938	1,463,019	1,288,669
Total employment (c)	Thousands	241.4	233.0	233.6	213.1	204.0
Net output per head	£	4,588	6,102	5,699	6,865	6,316
Payments for non-industrial services						
Hire of vehicles, plant and machinery	£ thousand	24,063(d)	(e)	38,190	45,477	57,448
Rents of industrial and commercial buildings		(d)	(e)	2,920	2,582	3,065
Commercial insurance premiums	"	6,391	8,577	10,354	11,307	12,022
Bank charges	"	1,115	1,322	1,021	933	1,159
Other non-industrial services (f)	"	93,798	157,148(e)	130,967	143,618	158,494
Licensing of motor vehicles	"	474	499	602	596	590
Rates, excluding water rates	"	36,548	41,159	46,986	47,569	58,852
Gross value added at factor cost	"	945,138	1,212,920	1,099,898	1,210,936	997,037
Gross value added at factor cost per head	£	3,915	5,206	4,709	5,682	4,886

Including estimates for establishments not making satisfactory returns, non-response and establishments not selected for the Census. Satisfactory returns accounted for 83 per cent of employment within the industry. (a)

Receipts for work done and industrial services rendered included in sales of goods produced. (b)

Average number employed during the year, including full and part-time employees (see table 7) and working proprietors. (c)

Rents of industrial and commercial buildings (not recorded separately) included in hire of vehicles, plant and machinery. (d)

Rents of industrial and commercial buildings and hire of vehicles, plant and machinery, included in other non-industrial services. (e)

(f) For 1975–1978 transport of goods by road (within the United Kingdom) was not recorded separately. For 1979 the amount payable was £85,092 thousand.

TABLE 2

PA311

Capital expenditure, 1975–1979 All United Kingdom establishments classified to the industry (a)(b)

	1				£ thous
	1975	1976	1977	1978	1979
and and buildings		and the second second	and the second	Carl In an	
New building work	76,734	70,871	61,009	32,063	30,282
Land and existing buildings					
Acquisitions	3,517	1,805	2,366	5,777	1,230
Disposals	2,261	779	1,850	4,535	5,184
ehicles					
Acquisitions	4,790	6,600	10,579	12,248	14,007
Disposals	1,213	1,585	1,951	2,570	2,587
lant and machinery					
Acquisitions	418,377	470,113	386,002	312,795	325,806
Disposals	7,137	2,849	3,563	5,775	6,427
Total net capital expenditure	492,806	544,177	452,593	350,002	357,127

Including estimates for establishments not making satisfactory returns, non-response and establishments not selected for the Census. (a)

Capital expenditure in respect of manufacturing establishments where production had not commenced before the end of the year, is (b) included.

TABLE 3

Stocks and work in progress, 1975–1979 All United Kingdom establishments classified to the industry (a)

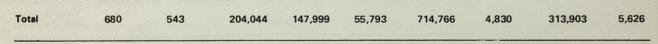
						£ thousand
	1975	1976	1976 1977			1979
	beau Committee	VENICAE	Increase	an a California	COL MOLIDA	Value at end of year
Materials, stores and fuel	47,955	190,987	-65,459	-3,788	113,326	761,358
Work in progress	35,074	137,835	-59,841	58,410	32,904	478,630
Goods on hand for sale	4,304	75,473	-11,985	31,633	-7,273	210,705
Total	87,332	404,296	-137,286	86,255	138,958	1,450,692

(a) Including estimates for establishments not making satisfactory returns, non-response and establishments not selected for the Census.

TABLE 4

Analysis of establishments by size, 1979 All United Kingdom establishments classified to the industry (a)

Size group (b)	Estab- lish- ments	Enter- prises (c)	Employment			Wages and salaries (f)			
			Total	Opera-	Others (e) Number	Operatives		Others (e)	
			(d)	tives		Total	per head	Total	per head
	Number	Number	Number	Number		£ thousand	£	£ thousand	£
1—10	274	271	1,373))						
11-19	85	82	1,204)	7,510	2,370	32,386	4,312	12,898	5,442
20-49	83	79	2,804)	7,510	2,370	02,000	4,012	12,000	0,442
50—99	67	59	4,746)						
100-199	59	47	8,804	6,684	2,117	30,066	4,498	10,479	4,950
200–299	31	29	7,317	5,308	2,009	23,462	4,420	9,759	4,858
300-399	24	19	8,285	6,229	2,054	29,045	4,663	11,337	5,5,19
400-499	9	7	4,077	3,018	1,059	13,542	4,487	5,096	4,812
500-749	13	9	8,100	5,923	2,177	27,424	4,630	10,071	4,626
750–999	8	7	7,059	5,266	1,793	23,158	4,398	9,225	5,145
,000—1,499	7	6	9,040	6,685	2,355	32,122	4,805	12,595	5,348
500—2,999	7	4	17,421	12,577	4,844	60,799	4,834	26,256	5,420
,000 and over	13	4	123,814	88,799	35,015	442,762	4,986	206,188	5,889



(a) Including estimates for establishments not making satisfactory returns, non-response and establishments not selected for the Census.

(b) Average number employed during the year, including full and part-time employees (see table 7) and working proprietors.

(c) The count of enterprises shown in each row represents the number of enterprises, irrespective of size, owning the establishments shown in the previous column, i.e. the number of enterprises owning the establishments within the size group indicated by the row heading. It should be noted that because an enterprise may own establishments in more than one size group, the sum of the individual enterprise counts may exceed the total for the industry.

4

(d) Including working proprietors.

(e) Administrative, technical and clerical employees.

Total sales and work done (g)	Gross output	Gross output Net output				
		Total	per head	Total		
£ thousand	£ thousand	£ thousand	£	£ thousand		
349,105	350,568	98,472	9,724	(j)		
335,589	336,561	93,240	10,591	163,590(j)		
268,355	269,970	73,271	10,014	60,603		
207,944	213,914	76,720	9,260	66,292		
108,155	108,618	33,431	8,200	27,299		
243,339	241,834	55,916	6,903	44,881		
148,511	153,621	45,604	6,460	35,993		
191,882	192,377	55,362	6,124	43,683		
525,459	543,815	141,265	8,109	119,550		
2,646,679	2,639,372	615,386	4,970	435,147		

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5,025,019	5,050,651	1,288,669	6,316	997,037	
10 -					

(f). The cost of employers' contributions to national insurance, pensions and welfare schemes and the running costs of canteens, is estimated for the industry at £204,179 thousand.

(g) Sales of goods produced, capital goods manufactured and buildings constructed by establishments for their own use, work done, industrial and non-industrial services rendered and merchanted goods.

(h) New building work plus acquisitions less disposals of land and existing buildings, vehicles and plant and machinery.

(j) Gross value added data relate to establishments employing 1-199.

5

	Net_capital expenditure (h)	Total stocks and work in progress at end of year
per head		
£	£ thousand	£ thousand
(j)	17,943	57,485
8,641(j)	7,876	75,428
8,283	6,493	48,840
8,001	8,140	55,829
6,696	2,370	23,385
5,541	4,470	51,462
5,099	4,748	46,988
4,832	14,244	67,020
6,862	22,847	159,430
3,515	267,996	864,826

4,886

357,127

1,450,692

TABLE 5

PA311

Regional distribution of employment, net capital expenditure, net output and gross value added at factor cost, 1979 All United Kingdom establishments classified to the industry (a)

Area	Total employment (b)		Net capital expenditure (c)		Net output (d)	Gross value added at factor cost (d)	Gross value added at factor cost returned by establishments with 80 per cent or more of their employment in the region as a proportion of total gross value added at factor cost in the region	
	Thousands	per cent of United Kingdom	£ thousand	per cent of United Kingdom	£ thousand	£ thousand	percentage	
Standard regions of England								
North	33.2	16.3	68,702	19.2	117,657	70,000	64.4	
Yorkshire and Humberside	66.7	32.7	104,918	29.4	509,868	422,357	87.2	
East Midlands	2.8	1.4	2,385	0.7	25,446	22,421	67.2	
East Anglia	0.1	0.1	130	- 669.9	1,190	1,005	64.6	
South East	3.1	1.5	3,844	1.1	27,044	23,241	50.2	
South West	0.8	0.4	1,030	0.3	6,305	5,177	5.3	
West Midlands	21.0	10.3	22,620	6.3	195,355	163,322	80.7	
North West	6.4	3.1	5,760	1.6	58,271	47,962	44.3	
England	134.0	65.7	209,388	58.6	941,135	755,486		
Wales	*	*	*	*	*	.*	*	
Scotland	*	*	*	*	*	*	*	
Great Britain	*	÷	*	*	*	*		
Northern Ireland	*	*	*	*	*	•	*	
United Kingdom	204.0	100.0	357,127	100.0	1,288,669	997,037		

Including estimates for establishments not making satisfactory returns, non-response and establishments not selected for the Census. (a)

Average number employed during the year, including full and part-time employees (see table 7) and working proprietors. (b)

New building work plus acquisitions less disposals of land and existing buildings, vehicles and plant and machinery. (c)

Where a census return covered addresses in two or more regions, an estimate of the net output attributable to each address was made by assuming that net output was proportionate to employment. An estimate for each region was obtained by aggregating estimates of net output for addresses located in that region. Gross value added at factor cost is treated similarly. (d)

6

TABLE 6

Percentage analysis of twelve-month periods covered by returns received from United Kingdom establishments, 1979

Accounting year ended		Percentage of total returns received	
	and the second second	per cent	
1979	April (a)	2.1	
	Мау	_	
	June	4.6	
	July	4.1	
	August	1.6	
	September	11.9	
	October	1.6	
	November	1.6	
	December	35.0	
1980	January	2.1	
	February	1.0	
	March (b)	34.5	

(a) From 6th April.

(b) Including returns made for twelve-month period ended 1st to 5th April 1980.

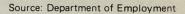
TABLE 7

Percentage analysis of employees, by full and part-time employment and sex, 1977(a)

Sex	Full-time	Part-time	All employees
	per cent	per cent	per cent
Male	91	1	92
emale	7	1	. 8

(a) The percentages relate to the numbers employed (excluding working proprietors) in the United Kingdom at mid-June, 1977, the latest date for which information is available.

Percentage of total number employed				
per cent	the second second			
0.4				
_				
1.1				
1.0				
_				
8.1				
0.1				
0.3				
13.0	have been and the second second			
1.3				
0.2				
74.2				



TARLE 8

Operating ratios, 1978-1979

All United Kingdom establishments classified to the industry (a)

	Unit	1978	1979
Gross output per head	£	23,266	24,753
Net output per head	£	6,865	6,316
Gross value added per head	£	5,682	4,886
Gross value added as a percentage of gross output	%	24	20
Ratio of gross output to stocks (b)		3.9	3.5
Vages and salaries as a percentage of gross value added	%	80	103
Ratio of operatives to administrative, technical and clerical amployees		2.7	2.7
Nages and salaries per administrative, technical and clerical amployee	£	4,891	5,626
Nages and salaries per operative	£	4,443	4,830
Net capital expenditure per head	£	1,642	1,750
Net capital expenditure as a percentage of gross value added	%	29	36

Including estimates for establishments not making satisfactory returns, non-response and establishments not selected for the Census. (a)

8

Stocks include materials, stores and fuel, work in progress and goods on hand for sale at the end of the business year.

NOTES

PA311

These notes give the main information needed for interpreting the figures in the industry Business Monitors: more detailed information about the census is given in a separate Business Monitor - PA 1001 (Introductory Notes) of the Report on the Census of Production, 1979.

GENERAL INFORMATION

Changes made for 1979

The Census for 1979 is in line with similar inquiries being conducted in other member countries of the European Community.

The census differed from the 1978 census in three respects. A question on the leasing of capital assets was removed from the form and a question on road transport costs was added. The sample of units in the 10 to 19 employment size band included for the 1978 census was not repeated.

Suppression of information relating to individual undertakings Section 9(5) (b) of the Statistics of Trade Act 1947 states - "The following provisions shall have effect with respect to any report. summary or other communication to the public of information obtained under the foregoing provisions of this Act-

in compiling any such report, summary or communication the competent authority shall so arrange it as to prevent any particulars published therein from being identified as being particulars relating to any individual person or undertaking except with the previous consent in writing of that person or the person carrying on that undertaking, as the case may be; but this provision shall not prevent the disclosure of the total quantity or value of any articles produced, sold or delivered; so, however, that before disclosing any such total the competent authority shall have regard to any representations made to them by any person who alleges that the disclosure thereof would enable particulars relating to him or to an undertaking carried on by him to be deduced from the total disclosed."

If a figure involved disclosure the contributor concerned was sometimes asked to give permission for its publication. In the majority of cases permission was given. When it was refused and where contributors were not approached the figure has been suppressed, either by combining it with other figures, or as in the regional tables, by omitting the figure altogether.

Symbols used

The following symbols are used throughout the PA series of **Business Monitors:**

not available

- nil or less than half the final digit shown
- * figures cannot be shown owing to the risk of disclosing information about individual enterprises.
- R revised

Rounding of figures

Figures in the tables have, where necessary, been rounded to the nearest final digit. Where figures have been so rounded, the sum of the constituent items may not always agree exactly with the total shown

Industrial classification

The United Kingdom Standard Industrial Classification (SIC) was first issued in 1948 and was subsequently revised in 1958, 1968 and 1980. It exists to promote uniformity and comparability in the official statistics of the United Kingdom.

Prior to the 1980 revision the general principles followed were those of the International Standard Industrial Classification of all Economic Activities of the United Nations Statistical Office but the United Kingdom SIC has reflected the organisation and structure of industry and trade as it existed in the United Kingdom. For the 1980 revision an attempt was made to align the United Kingdom classification as closely as practicable with NACE, the classification in use by the Statistical Office of the European Community. The SIC is a classification by activity and is not a commodity classification. An index, based on the 1968 SIC for all commodity headings for which sales data are provided in the Quarterly Business Monitors is published in Business Monitor PO 1000.

establishments. THE REGISTER register.

Coverage

Statistical units

The statistical unit for the purpose of the Census is the establishment which is defined in the SIC as the smallest unit which can provide the information normally required for an economic census for example, employment, expenses, turnover, capital formation Usually the principal activities carried on in an establishment fall within a single heading of the classification (eg steel making or sugar refining). Typically the establishment embraces all the activities carried on at a single address eg a mine or a factory, including those which are ancillary to the principal activities. Frequently distinct activities characteristic of different industries are carried on at one address, but normally these are not classified separately and the whole establishment is classified according to the main activity. If, however, the required range of data can be provided for each activity, each is taken to constitute a separate establishment. Sometimes activities which are conducted as a single business are carried on at a number of addresses. Where this is so, businesses are asked to provide the full range of information in respect of each address, whether or not the activities are different. Their activities may, however, be integrated to such an extent that they constitute a single establishment. In the latter case the establishment is defined to cover the combined activities at these addresses (termed local units). Separate figures are obtained of employment and net capital expenditure at each unit in order to compile regional tables

Efforts are made by the Business Statistics Office (BSO) to ensure, by negotiating with respondents, that the return from an establishment does not cover local units in more than one of the countries of the United Kingdom

Establishments are asked to exclude from their returns particulars relating to any department not engaged in production eg merchanting. transport, warehousing, for which they keep a separate set of accounts. Transfers of goods produced to such departments are treated as sales and respondents are asked to value them as far as possible as if sold to an independent purchaser. Where separate accounts are not kept they are asked to include details of all these activities in their return.

Particulars relating to head offices mainly engaged in the administration of the production units within the scope of the census were included. Where more than one return was made the information in respect of the head office was apportioned among them.

For certain purposes in the annual censuses of production (especially the enterprise analyses of Business Monitor PA 1002) related establishments are combined. An enterprise group is defined as a business consisting of either a single establishment or two or more establishments under common ownership or control. Bringing together establishments into enterprise groups is also necessary for the purpose of ensuring that there will be no disclosure of the activities of any one enterprise group. Information about the relationship of establishments, the changing structure of groups of companies and about common ownership links is obtained from many sources, including the Stock Exchange Year Book, company reports, press reports and information supplied by individual

The register permits a questionnaire to be sent direct to the reporting establishment on which the latter can include information relating to all the manufacturing (or local) units which it comprises. The inquiries provide a major source of information for keeping the register continuously up-to-date and act as a check on its detail and structure. For the establishments on the register making returns to the quarterly inquiries, the industrial classification is derived from an analysis of their sales of commodities and is reviewed annually. Employment data are entered on the register from returns to the annual census of production. In cases where an establishment does not make a return to these inquiries the employment data are based on information provided by the Department of Employment from the annual censuses of employment. New additions to the register are obtained from various sources including the Department of Employment and HM Customs and Excise The 1973 Finance Act allows the latter to pass lists of businesses registered for VAT to the BSO. Where necessary details are sought directly from new businesses. Units which cease to trade are removed from the live

In recent censuses returns have been required from all establishments employing 20 or more. For the 1979 Census in 68 selected manufacturing industries coverage of establishments in the 20 to 49

employment size band has been reduced to a 1 in 2 sample. This change has relieved some 5,800 firms of the need to complete a census return.

Regions

The regions defined in Table 5 take account of the boundary changes arising out of the Local Government Act 1972 and the Local Government Act (Scotland) 1973. These changes came into effect in April 1974 in England and Wales and May 1975 in Scotland.

TERMS USED IN THE CENSUS REPORT

Average number employed

Establishments were required to state the average number of persons on the payroll during the year of return. Separate figures were required for:

(a) administrative, technical and clerical employees

(b) all other employees (operatives)

Averages could be calculated from the figures relating to the last week of each calendar month. Establishments were also required to state the number of working proprietors where appropriate and these are included in total employment figures. Full-time and part-time employees are included but outworkers (ie persons employed by establishments who worked in their own homes etc on materials supplied by the establishment) are excluded. The figures include persons engaged on merchanting 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 wage or salary; but such persons who worked less than half the normal number of working hours are excluded. Directors working in the business but not in receipt of a definite wage, salary or commission are included under this heading: directors paid by fee only are not included.

Employees

Administrative, technical and clerical employees include directors in receipt of a definite wage, salary or commission, managers and works foremen; research and design employees (other than operatives); draughtsmen, editorial staff, advertising staff, travellers and all office employees.

Operatives include all other classes of employees, that is, broadly, speaking, all manual wage earners. They include operatives employed in power stations, transport (including roundsmen), warehouses, stores, shops and canteens, inspectors, maintenance workers and cleaners. Operatives engaged in outside work of erecting, fitting etc are also included, but outworkers are excluded.

Capital expenditure

Capital expenditure during the year in respect of manufacturing units where production had not started before the end of the year is included. Establishments were asked not to deduct from the value of capital expenditure amounts received or expected to be received in grants or allowances from the Government or any statutory body or local authority. Establishments with 100 or more employees were asked to include a total net capital expenditure figure for each calendar year:

(a) New building work

This represents the cost incurred during the year of new building and other constructional work to be used in connection with the business covered by the return. The value is that charged to capital account during the year of return; it includes expenditure on new buildings and on the extension or reconstruction of old buildings, the value of works of a capital nature carried out by the establishment's own staff and the cost of any newly constructed buildings purchased. Figures shown include legal charges, stamp duties, agents' commissions, etc.

(b) 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 assets acquired in taking over an existing business), and the amounts receivable for freeholds or leaseholds disposed of. The value is that charged to capital account during the year of return.

(c) 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. Deductible value added tax is excluded but non-deductible value added tax on motor cars acquired is included. No deduction is made for depreciation, amortization or obsolescence. The proceeds of items disposed of during the year exclude amounts written-off for items scrapped.

Cost of industrial services

This includes amounts payable to other firms for work done on materials supplied by the establishment, payments for repairs and maintenance (including those in respect of rented buildings) and amounts paid to other firms for contracts which have been sublet. Payments to outworkers are excluded.

Cost of non-industrial services

This includes rents of industrial and commercial buildings, hire of plant, machinery and vehicles (excluding vehicles hired with drivers), commercial insurance premiums, bank charges and amounts paid for professional services, post office services, transport (within the United Kingdom), advertising etc. Amounts payable on royalties for the right to use patents, trademarks, copyrights etc, manufacturing and quarrying rights and technical "know-how" are also included.

Gross output

In the calculation of gross output the value of total sales and work done is increased by the rise (or reduced by the fall) during the year in the value of work in progress and goods on hand for sale.

Net output

Net output, a customary census measure, is calculated by deducting from gross output the cost of purchases (reduced by the rise, or increased by the fall, during the year of stocks of materials etc) and the cost of industrial services received, and where applicable, duties etc.

Net output per head

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

Gross value added at factor cost

Gross value added at factor cost is calculated by deducting from net output the cost of non-industrial services eg rent of buildings, hire of plant, machinery and vehicles (excluding vehicles hired with drivers), commercial insurance premiums, bank charges and amounts paid for professional services, post office services, transport (within the United Kingdom) and advertising, rates (excluding water rates) and the cost of licensing motor vehicles. This estimate of gross value added approaches more closely than census net output to the definition of net output or value added in national accounts statistics.

Gross value added at factor cost per head

The figures of gross value added at factor cost per head are derived by dividing the gross value added by the average number of persons employed (full and part-time) on all activities covered by the returns, including operatives, administrative, technical and clerical employees and working proprietors, but excluding outworkers.

Purchases

Purchases include the cost of raw materials, components, semimanufactured goods and workshop materials; of replacement parts and consumable tools not charged to capital account; of packaging materials of all types; of stationery and printed matter; of fuel, electricity and water; of materials to be used by the establishment or given out to other establishments for the production of machinery or other capital items for the establishment's own use; of materials for use by the establishment when working on goods supplied by customers; and of food, etc for any canteen covered by the establishment's return. Transfers of goods to the establishment from another department of the same firm not covered by the establishment's return are included at a cost corresponding to the estimated selling value recorded by the other department. Amounts payable to transport firms or credited to the firm's own transport department for delivery of materials are excluded, as are all purchases of machinery and plant charged to capital account. Purchases of goods for merchanting or factoring have been collected separately since 1973. The values shown exclude VAT. They include, in addition to the actual purchase price, the value of packaging material charged to the establishment. The value of returned goods or packaging material returned to suppliers and any trade discounts are excluded. Materials purchased duty-paid are included at their duty-paid value, less any drawback, rebate, etc. The cost of transport is included only if it is included with the purchase price in the firm's accounts. Imported goods are included at their full delivered cost. If in the firm's accounts the transport from docks or airport is not included in the cost of goods purchased, the cost is entered at cif plus duty (if applicable). Leasing, renting and hire purchase charges are excluded.

Sales of goods produced

Sales for the purposes of the annual censuses means deliveries on sale of goods made by establishments in the United Kingdom covered by the inquiry. Sales of goods made for these establishments by outworkers or by other establishments from materials given out to them and sales of waste products are included. New building work and machinery or other capital items produced by establishments for hiring out or leasing are regarded as sales, the value included in the return being that adopted in the establishments' capital asset accounts. Forward sales and canteen takings are excluded. All sales in the period of the inquiry are included irrespective of when the goods were manufactured. Goods produced in one establishment and transferred either to ancillary departments not engaged in production for which there are separate accounts, or to another establishment of the same firm not covered by the return, are treated as sales by the producing establishment 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 are kept are valued on the same basis.

The value shown for sales is the "net selling value" defined as the amount (excluding VAT) charged to customers whether on an exworks or delivered basis, after any trade discounts and agents' commissions have been deducted. The cost of packing materials less allowance for returnable cases is included. In industries where products attract Excise Duty the value stated is usually inclusive of duty if sold duty-paid and exclusive of duty if sold in bond or exported.

Receipts for work done and industrial services rendered

Figures for work done represent the amount charged for work carried out on materials supplied by a customer and include repair work. Within certain industries this heading covers a wide variety of activities, for example, within the food sector - butter packed on commission; within the textile industries - making up of garments, fur dressing and textile finishing; within printing and publishing preparatory work on type-setting, block making and binding. Work done is also significant in the electrical machinery and heavy engineering industries, covering erection, installation and repair and jobbing work. Other activities within this heading include exploration work, research and development, glass cutting and dressing and planing of timber.

Industrial services rendered include repairs and maintenance, installation work, and technical research and studies for other organisations.

Capital goods produced for establishment's own use This includes all work of a capital nature carried out during the year by the establishments' own staff for their own use.

Non-industrial services rendered This includes rents received for commercial and industrial buildings. amounts charged for hiring out plant, machinery and vehicles and other goods and amounts charged to other organisations for the provision of transport. It also includes amounts received for the right to use patents, trademarks, copyrights etc. manufacturing and quarrying rights and technical "know-how" and revenue from such staff facilities as canteens.

Wages and salaries These are 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. 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 redundancy payments less any amounts reimbursed from Government sources is included. The value of any payments in kind, travelling expenses etc is excluded.

Operating ratios

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Goods merchanted or factored

Merchanted goods are those (excluding canteen sales) sold without having been subjected to any manufacturing process by the seller.

Stocks and work in progress

Values are given of stocks of goods on hand for sale and of materials, stores and fuel, at the end of the year of return and of the change during the year, including any stocks of goods held for merchanting or factoring. Work in progress is defined as materials which have been partially processed by the establishment but which are not usually sold or transferred to another establishment without further processing. The values include the cost of materials consumed and labour used. Progress payments made to subcontractors are excluded and progress payments received from other organisations are not deducted.

Remuneration paid to outworkers

The remuneration paid to outworkers (ie persons employed by the establishment who do their work in their own homes) is generally on a piece-work basis. Only amounts paid to outworkers whose names appear on the establishment's payroll are included. Amounts paid to outworkers by sub-contractors are excluded.

Employers' insurance and welfare contributions

This item includes employers' contributions to national insurance under the Social Security Pensions Act, 1975 as well as commercial insurance premiums to provide pensions, superannuation or other retirement benefits, sickness benefits, personal accident benefits, disability or death benefits for employees or former employees or their dependants. Contributions to the running costs of canteens, social centres, children's and holiday homes, etc for employees, former employees and their dependants are also included.

The operating ratios shown were obtained by dividing the estimate of the industry total for the quantity shown in the numerator by the corresponding estimate for the quantity shown in the denominator. These estimates cover all establishments classified to each industry, including not selected establishments and non-respondents. Within an industry, it is possible to compare ratios for an individual firm with the ratios shown for the relevant industry. However, it is important to bear in mind that various factors may affect the results for example. differences in definitions, treatment of depreciation (which is not identified in the census data) and varying practice with regard to stock valuation, may affect comparability in some respects.

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