

BOARD OF TRADE

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*The Report on the  
Census of Production  
for 1954*



Volume 2: Industry C

FERTILISER, DISINFECTANT, INSECTICIDE  
AND ALLIED INDUSTRIES

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

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# The Report on the Census of Production for 1954

VOLUME 2, INDUSTRY C

FERTILISER, DISINFECTANT, INSECTICIDE AND ALLIED INDUSTRIES

THIS REPORT on the Fertiliser, Disinfectant, Insecticide and Allied Industries relates to establishments engaged wholly or mainly in the manufacture of artificial manures, fertilisers, disinfectants, insecticides, sheep and cattle dips and weedkillers, including two Government establishments in 1948 and 1951 and one in 1954.

This industry corresponds to minimum list heading 31(2) in the Standard Industrial Classification.

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IMPORTANT NOTES and definitions appear on the next page. In interpreting the data in the tables, it is essential to bear these in mind.

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The following notes describe terms in general use in the tables of the report. More detailed explanations of the terms used and a description of the scope and method of taking the census are given in the separate booklet entitled 'The Report on the Census of Production for 1954 - Introductory Notes' (price 1s. 6d. net).

**Industrial Classification:** Establishments are classified to industries according to the nature of their output and, as far as possible, in conformity with the Standard Industrial Classification. Certain products are identified as the principal products of individual industries, the principal products for a given industry being of a similar nature or commonly associated in production. The principle of classification normally followed is that an establishment is classified to an industry if its output of the principal products of that industry accounted for a greater proportion of the value of its output than did its output of the principal products of any other industry.

**Specialist producers** normally comprise those establishments 50 per cent. or more of whose total output by value is accounted for by the characteristic products of the specialist group.

**Intermediate products:** For some industries figures are given showing the total quantities made during the year of intermediate products, i.e., products which may be further processed in the establishments in which they are produced.

**Larger establishments:** The information given in the report relates mainly to 'larger establishments', i.e., establishments of firms employing on the average more than 10 persons. In most cases an establishment comprises the whole of the premises under the same ownership or management at a particular address (e.g., a mine or factory). Offices, warehouses, laboratories and other ancillary places of business situated apart from the producing works are not regarded as separate establishments and are included in the return for the works.

**Small firms** are those employing on the average 10 or fewer persons.

The estimates for the industry as a whole given in Table 1 are normally obtained by increasing the other items shown in the same proportion as total employment.

**Gross output (production)** is the total value of goods made and other work done during the year; it is obtained by adjusting the value of sales and work done during the year for changes in the value of stocks of products on hand for sale and work in progress.

**Net output** is the amount left after deducting from the value of gross output the aggregate of the cost of materials and fuel used, the amount paid for work given out, and, for 1951 and 1954, any transport payments made. This represents the value added to materials by the process of production, and constitutes the fund from which wages, salaries, rents, rates and taxes, advertising and other selling expenses and all other similar charges have to be met, as well as depreciation and profits.

**Sales** means sales during the year of goods made in the establishment covered by the return or made on commission for it, whether produced in the year or not. The value of sales is the net selling value, i.e., the amount charged to customers, whether on an ex-works or delivered basis, and net of any trade discounts, agents' commissions, allowances for returnable cases, purchase tax, etc. For goods charged on a delivered basis to customers overseas, firms were required to give the f.o.b. value.

**Materials and fuel:** The total cost of materials and fuel purchased includes all purchases during the year of materials for use in production, and of fuel (includ-

ing oil, gas and electricity) for all purposes: packing materials, including the full cost of returnable cases when first purchased; workshop and office materials; water charges; materials for repairs to buildings, plant and vehicles when carried out by firms' own work-people included in their returns; consumable tools; and parts for machinery purchased as replacements. Purchases of goods for merchanting are excluded. The cost of materials and fuel used, given in Table 2, is obtained by adjusting purchases for changes during the year in the value of stocks.

**Stocks:** Firms were required to give stocks of materials and fuel, products on hand for sale, and work in progress, at income tax values.

**Customs and Excise Duty** paid on materials purchased is normally included in the cost of materials. Finished goods are similarly valued as they were sold, duty-paid or duty-free. The net amount of any duty paid is deducted in arriving at net output.

**Employment:** Total employment includes working proprietors, administrative, technical and clerical employees, and operatives, but excludes outworkers, canteen employees and persons engaged in merchanting or any other activity not covered by a firm's return, who are shown separately as excluded employees. Employees are persons on the pay-roll (i.e., persons whose National Insurance cards were held by employers), whether employed full-time or part-time.

**Working proprietors** are proprietors of businesses other than limited companies, together with members of their families who worked in the business without receiving fixed wages or salaries. Any persons working less than half the normal hours are excluded. For Northern Ireland directors of limited companies (other than those paid by fee only) are also included.

**Administrative, technical and clerical employees** include directors, other than those paid by fee only (except in Northern Ireland); managers, superintendents and works foremen; research, experimental, development, technical and design employees (other than operatives); draughtsmen and tracers; travellers; and office (including works office) employees.

**Operatives** include all other classes of employees, i.e., broadly speaking, all manual workers.

**Outworkers** are persons employed by the firm who work on materials supplied by the firm in their own homes.

**Wages and salaries** include all overtime payments, bonuses and commissions without any deductions for income tax, insurances, contributory pensions etc. They exclude payments to working proprietors.

**Capital expenditure** includes expenditure on new building work, and on plant, machinery and vehicles, charged to capital account during the year, including any transport and installation costs involved. It includes expenditure in respect of establishments in Great Britain which had not begun production before the end of the year (which has not previously been included in the Census of Production reports for individual industries).

**Symbols used:**

.. for not available  
- for nil or negligible (less than half the final digit shown).

Where figures are rounded, e.g., given to the nearest £ thousand, there may be apparent slight discrepancies between the sums of constituent items and the totals shown. In some cases, figures have been combined with others of a similar nature where publication of separate details might disclose information relating to an individual undertaking.

## Industry summary

## Estimates for the industry as a whole

TABLE 1

	United Kingdom			Scotland 1954	Wales 1954 (a)
	1948	1951	1954		
	£ million	£ million	£ million	£ million	£ million
Gross output (production)	34.8	65.0	85.4	11.20	..
Net output	12.1	21.6	26.0	3.14	..
Total stocks and work in progress					
At beginning of year	5.4	7.4	11.6	1.87	..
Change during year	+ 0.7	+ 3.6	+ 0.9	+ 0.10	..
Capital expenditure less disposals (b)	0.9	3.5	3.3	0.19	..
Wages and salaries	5.7	9.6	11.2	1.26	..
Total employment (including working proprietors)	Thousands 17.2	Thousands 22.7	Thousands 21.3	Thousands 2.67	Thousands ..

(a) Owing to the risk of disclosure of information relating to individual firms, separate particulars cannot be given.

(b) Capital expenditure on new building work, plant, machinery and vehicles, (including (except in 1948) that incurred in Great Britain for establishments not yet in production), less amounts received for plant, machinery, and vehicles disposed of.

## Summary of returns received

TABLE 2

	Unit	Great Britain 1948	United Kingdom	
			1951	1954
<b>FIRMS EMPLOYING ON AVERAGE MORE THAN 10 PERSONS</b>				
Number of establishments	No.	172	174	153
Total value of sales and work done	£'000	31,530	60,654	79,402
Products on hand for sale	"	1,524	2,730	5,686
and work in progress	"	285	682	644
Gross output (production) (a)	"	30,945	61,336	80,046
Purchases of materials and fuel	"	21,445	42,343	51,404
Stocks of materials and fuel	"	3,261	4,285	5,224
at beginning of year	"	333	2,713	185
change during year	"	21,112	39,631	51,218
Cost of materials and fuel used	"	164	138	4,470
Payment for work done on materials given out	"	870	2,797	
Payment for transport (b)	"			
Net output (c)	"	10,773	20,395	24,358
Average number of employees	No.	11,315	15,784	14,323
operatives	"	3,913(d)	5,615	5,627
others	"	15,254	21,421	19,962
Total employment (e)	"	706	952	1,220
Net output per person employed (e)	£			
Wages and salaries	£'000	3,374	5,971	6,694
of operatives	"	1,676	3,045	3,762
of others	"			
Capital expenditure	"			
New building work (f)	"	149	646	389
Plant and machinery	"	573	2,539	2,574
acquisitions (f)	"	15	45	50
disposals	"	117	180	186
Vehicles	"	13	34	57
acquisitions (f)	"			
disposals	"			

TABLE 2 (contd.)

	No.	Great Britain 1948	United Kingdom	
			1951	1954
FIRMS EMPLOYING ON AVERAGE 10 OR FEWER PERSONS				
Number of returns	..	165	191(g)	202
Total employment, including working proprietors	..	948	1,169(g)	1,157

- (a) For the year 1948 gross output excludes payments for transport services outwards on finished goods sold. For subsequent years gross output includes payments to other firms and undertakings and to firms' own separate transport organisations for transport services.
- (b) Payments to other firms and undertakings and to firms' own separate transport organisations. For the year 1948 payments cover only transport outwards of finished goods sold. For subsequent years they cover payments for transport of both finished goods sold and materials and fuel purchased.
- (c) The following amounts were taken into consideration in determining the net output for 1948 and 1951: they were not applicable to 1954:-

	1948	1951
	£'000	£'000
Amount receivable in respect of General Charges Allowance	2,011	1,338
Government Early Delivery Rebate	167	152
Government Compound Rebate	135	135
Amount payable in respect of levies	1,207	-

- (d) Number in week ended September 25, 1948.
- (e) Excluding outworkers and including working proprietors.
- (f) Excluding expenditure for establishments not yet in production.
- (g) Excluding Northern Ireland. No information about small firms was collected in Northern Ireland for 1951.

## Analysis by size, 1954

## Larger establishments in the United Kingdom

TABLE 3

Average number employed (a)	Estab-lish-ments	Gross output	Net output	Employees		Wages and salaries		Capital expenditure (b)	Net output per person employed (a)
				Operatives	Others	Operatives	Others		
	Number	£'000	£'000	Number	Number	£'000	£'000	£'000	£
11 - 24	35	2,708	599	439	190	173	108	65	944
25 - 49	41	5,452	1,356	982	481	369	277	104	927
50 - 99	26	6,559	1,779	1,309	555	526	338	199	954
100 - 199	26	13,960	4,097	2,385	1,135	1,044	680	363	1,164
200 - 299	15	14,482	4,917	2,376	1,166	1,097	733	361	1,386
300 - 399	5	11,312	3,038	1,459	328	647	215	110	1,700
400 and over	5	25,574	8,572	5,373	1,772	2,840	1,410	1,948	1,200
Total	153	80,046	24,358	14,323	5,627	6,694	3,762	3,149	1,220

- (a) Excluding outworkers and including working proprietors.
- (b) Capital expenditure on new building work and on acquisition of plant, machinery and vehicles, excluding expenditure for establishments not yet in production.

## Analysis according to specialisation within the industry, 1954

## Larger establishments in the United Kingdom

TABLE 4

	Unit	Specialist producers of	Remainder of the industry	Total
		Fertilisers		
Number of establishments	No.	102	51	153
Total value of sales and work done	£'000	65,032	14,370	79,402
Sales of characteristic products	..	61,349		
Products on hand for sale	..	4,653	1,033	5,686
and work in progress	..	491	153	644
Gross output (production)	..	65,523	14,523	80,046
Purchases of materials and fuel	..	43,160	8,244	51,404
Stocks of materials and fuel	..	3,570	1,654	5,224
Cost of materials and fuel used	..	67	118	185
Payment for work done on materials given out	..	43,093	8,126	51,218
Payment for transport	..	3,895	575	4,470
Net output	..	18,535	5,823	24,358
Average number of employees	No.	11,030	3,293	14,323
Total employment (a)	..	3,375	2,252	5,627
Net output per person employed (a)	£	1,286	1,049	1,220
Wages and salaries	£'000	5,488	1,207	6,694
Capital expenditure	..	2,431	1,330	3,762
New building work (b)	..	320	69	389
Plant and machinery	..	2,290	284	2,574
Vehicles	..	41	8	50
	..	89	97	186
	..	25	32	57

- (a) Excluding outworkers and including working proprietors.
- (b) Excluding capital expenditure for establishments not yet in production.

## Sales of the principal products of the industry, including sales of these products by establishments classified to other industries

## Larger establishments in the United Kingdom

TABLE 5

	1951		1954		Entries
	Quantity	Value	Quantity	Value	
Fertilisers, prepared or manufactured	Th. tons	£'000	Th. tons	£'000	Number
Simple fertilisers					
Phosphatic					
Basic slag, ground	863.6	2,632	833.2	3,572	26
Phosphate rock, ground	97.4	583	85.8	730	31
Calcium superphosphate					
Single			402.3	4,014	41
Triple	362.4	2,402	70.1	1,615	17
Nitrogenous					
Ammonium sulphate (in terms of 20.6 per cent. nitrogen) and other nitrogenous fertilisers excluding nitrate of ammonia (a) (b)	998.8	12,917	1,187.1	16,679	41
Other prepared or manufactured fertilisers					
Meat meal, meat and bone meal, bone meal, steamed bone flour and meal, and hoof and horn meal	48.9	1,179	62.6	1,347	86
			..	325	

TABLE 5 (contd.)

	1951		1954		Entries
	Quantity	Value	Quantity	Value	
	Th.tons	£'000	Th.tons	£'000	Number
Fertilisers, prepared or manufactured (contd.)					
Simple fertilisers (contd.)					
Other prepared or manufactured fertilisers (contd.)					
Other kinds	22.4	460	27.4	466	48
	..	43	..	72	
Total simple fertilisers	2,393.5	20,174	2,668.4	28,422	..
	..	43	..	397	
Compound fertilisers					
Based on triple superphosphate			588.7	10,704	37
Based on ammonium phosphate	2,125.6	28,335	1,554.3	26,590	93
Other compound fertilisers	..	..			
Disinfectants, antiseptics, insecticides, weed-killers, sheep and cattle dips and like products					
Coal tar disinfectants, antiseptics and sheep and cattle dips and dressings	22.4	2,137	16.6	1,508	41
Other disinfectants and antiseptics	17.7	2,989	36.8	4,424	48
	..	489			
Other sheep and cattle dips and dressings	3.8	937	3.5	930	23
	..	..	..	181	
Agricultural and horticultural insecticides, fungicides and weedkillers	Th.cwt.		Th.cwt.		
Nicotine and insecticides containing nicotine	16.4	266	3.4	109	10
	..	..	..	24	
Weedkillers	21.9	2,328	14.1	2,632	47
	..	..	..	817	
Other agricultural and horticultural insecticides and fungicides	40.8	4,294	36.4	3,730	48
	..	..	..	996	
Unclassified nicotine, etc. and other insecticides	13.7	1,961	-	-	
Industrial and household insecticides, rodenticides, etc.	4.8	1,385	4.6	1,135	74
	..	..	..	863	
Other, not specified above	0.9	146	2.1	314	26
	..	74	..	203	
Waste products	..	45	..	327	21
Work done for the trade or on commission (c)		175		158	11
Total		65,777		84,464	..
Sales in other industries (see Table 6)		9,933		10,965	..
Principal products of this industry sold by establishments in the industry		55,843		73,499	145

(a) Excluding output of sulphate of ammonia at coke ovens and gas works, which returned the following amounts:

	1951		1954	
	Th.tons	£'000	Th.tons	£'000
Coke ovens	188.4	..	211	..
Gas works	79.7	1,171	85	1,347

(b) For ammonium nitrate see the Chemicals (General) Industry (Volume 2, Industry E).

(c) Amount charged.

## Sales of principal products of the industry by establishments classified to other industries

## Larger establishments in the United Kingdom

TABLE 6

	1954			Principal industries in which produced (a)
	Quantity	Value	Entries	
	Th.tons	£'000	Number	
Fertilisers, prepared or manufactured				
Simple fertilisers				
Phosphatic				
Basic slag, ground	389.7	1,157	10	3B
Phosphate rock, ground				
Calcium superphosphate, single				
Nitrogenous	68.3	881	9	1B, 2D, 2E, 9C
Ammonium sulphate (in terms of 20.6 per cent. nitrogen)				
Other prepared or manufactured fertilisers				
Meat meal, meat and bone meal, bone meal, steamed bone flour and meal, and hoof and horn meal	48.0	874	66	2E, 2O, 2Q, 8E
	..	325		
Other kinds	9.3	130	17	1B, 2O, 2Q, 8E
	..	17		
Total simple fertilisers	515.3	3,042	..	
	..	342		
Compound fertilisers	48.4	840	17	2E, 6C, 9C
	..	398		
Disinfectants, antiseptics, insecticides, weed-killers, sheep and cattle dips and like products				
Coal tar disinfectants, antiseptics and sheep and cattle dips and dressings	3.8	237	25	2D, 2G, 2J, 9C
	..	53		
Other disinfectants and antiseptics	3.6	441	34	2B, 2D, 2F, 2O
Other sheep and cattle dips and dressings	..	178		
Agricultural and horticultural insecticides, fungicides and weedkillers				
Weedkillers	12.5	2,394	30	2D, 2E, 2F
	..	260		
Other agricultural and horticultural insecticides and fungicides	17.5	2,009	29	2B, 2D, 2E, 2F
Industrial and household insecticides, rodenticides, etc.	1.9	356	43	2E, 2F, 2G, 2M
	..	116		
Other, not specified above	0.5	133	16	2B, 2F, 2G, 2R
	..	166		
Total		10,965	..	

(a) The volume number and industry references given are to the industries shown in the list at the back of this report.

## Sales in the industry of other than principal products

Larger establishments in the United Kingdom

TABLE 7

	1954	
	Quantity	Value
	Th.tons	£'000
Sulphuric acid (in terms of 100 per cent. acid)	42.0	372
Drugs and pharmaceutical preparations	..	364
Other chemical manufactures	6.3	195
	..	177
	Th.lb.	
Cosmetic and toilet preparations	376.1	56
	..	8
	Th.tons	
Animal (except marine animal) oils, fats and greases	5.1	182
Feeding stuffs for animals, poultry, etc.	6.2	536
	..	688
Coal tar products	..	117
	Th.cwt.	
Washing materials, soapless detergents and scouring materials other than soap	156.1	627
Other goods	..	2,580
Total		5,903

Total make of intermediate products  
Larger establishments in the United Kingdom

TABLE 8

	Returned in this industry			Returned in all industries		
	1951		1954	1951		1954
	Quantity	Quantity	Entries	Quantity	Quantity	Entries
	Th.tons	Th.tons	Number	Th.tons	Th.tons	Number
Principal products						
Fertilisers, prepared or manufactured						
Simple fertilisers						
Phosphatic						
Basic slag, ground	480.4	449.1	11	870.0	838.8	21
Phosphate rock, ground	583.8	705.1	33	538.8	705.1	33
Calcium superphosphate						
Single	(a)	(a)	..	833.8	970.0	31
Triple						
Nitrogenous						
Ammonium sulphate (in terms of 20.6 per cent. nitrogen) and other nitrogenous fertilisers excluding nitrate of ammonia	753.3(b)	(a)	..	1,335.7	1,259.0	14

(a) Owing to the risk of disclosure of information relating to individual firms, separate particulars cannot be given.

(b) Ammonium sulphate only. Owing to the risk of disclosure of information relating to individual firms separate particulars cannot be given for other nitrogenous fertilisers.

## Purchases of materials and fuel, 1954

Larger establishments in the United Kingdom

TABLE 9

	Quantity	Cost
	Th.tons	£'000
Materials		
Pyrites	123.8	715
Sulphur	40.6	583
Spent oxide	26.2	82
Acids		
Sulphuric acid, in terms of 100 per cent. acid	214.1	1,853
High boiling tar acids	0.7	38
	..	29
Basic slag (unground)	427.7	1,014
Phosphate rock (mineral phosphates of lime)	879.2	5,102
Calcium superphosphate		
Single	237.6	2,743
Triple		
Potassium salts		
Chloride (muriate)	361.8	5,153
Sulphate	9.2	181
Other	0.3	5
	..	2
Ammonium sulphate (in terms of 20.6 per cent. nitrogen)	513.1	7,233
Other nitrogenous fertilisers	164.3	2,094
Bones and bone pieces, raw and degreased, including horns and hoofs	9.7	163
	..	19
Meat meal, meat and bone meal, bone meal, steamed bone flour and meal, and hoof and horn meal	12.1	323
Filling materials		
Organic (e.g. cocoa shell, peat, hops, etc.)	15.8	88
	..	92
Inorganic (e.g. slate dust, diatomite, etc.)	103.9	163
	Th.cwt.	
Copper sulphate	7.9	33
Cresols and cresylic acid	74.3	194
	Th.gal.	
Creosote oils (including cresylic creosote)	2,475	185
	Th.cwt.	
Dichloro-diphenyl-trichloroethane (D.D.T.)	16.0	196
	Th.gal.	
Mineral oils (other than for fuel)	1,107	155
	..	40
	Th.cwt.	
Vegetable oils	36.0	201
	..	28
Nicotine and nicotine sulphate in terms of nicotine	..	10
Xylenols	19.5	310
Packing materials	Th.	
Jute sacks and bags	23,172	1,985
Timber and containers made of timber	..	216
Paper and board and containers made of paper and board	..	2,480
Other packing materials	..	1,429
All other purchased materials	..	11,655

TABLE 9 (contd.)

	Quantity	Cost
	Th.tons	£'000
Fuel and electricity		
Coal	921.0	3,241
Coke	19.7	108
Liquid fuels (including creosote/pitch mixtures)		
For use in internal combustion engines	Th.gal.	
Motor spirit (petrol) for use in road vehicles and deriv. fuel	1,092	242
Other	152	10
	..	3
For burning in furnaces, boilers, kilns, etc.	1,207	57
Gas purchased	Th.therms	
From Gas Boards		
From other sources, including other departments of the same firms	3,306	76
Electricity purchased	Th.kWh.	
From Electricity Boards	206,182	790
From other sources, including other departments of the same firms	26,300	87
All other purchased fuel		-
Total cost		51,404

Average number of employees and wages, salaries and superannuation payments (a)  
Larger establishments in the United Kingdom

TABLE 10

	1951	1954
	Number	Number
Average number of employees		
Operatives	15,784	14,323
Administrative, technical and clerical employees	5,615	5,627
Total	21,399	19,950
Wages and salaries paid to	£'000	£'000
Operatives	5,971	6,694
Administrative, technical and clerical employees	3,045	3,762
Total	9,016	10,456

TABLE 10 (contd.)

	1951	1954
	£	£
Wages and salaries per head		
Operatives	378	467
Administrative, technical and clerical employees	542	669
		£'000
Superannuation and other pension funds for employees and dependents (b)		
Employers' contributions	..	418
Employees covered	..	Number 11,376
		£'000
Pension, etc. payments to former employees and dependents (b)	..	51

(a) The following persons not included above were also employed by larger establishments in this industry ('Other workers' includes, for example, employees engaged in merchanting):

	1951	1954
	Number	Number
Canteen workers		
Male	15	14
Female	145	213
Total	160	227
Other workers		
Male	562	265
Female	198	70
Total	760	335
Total excluded employees	920	562

(b) The figures given relate to larger establishments in Great Britain only.

Employment in a specified week (a)  
Larger establishments in the United Kingdom

TABLE 11

	1951			1954		
	Males	Females	Total	Males	Females	Total
Working proprietors	22	-	22	12	-	12
Operatives	13,580	1,643	15,223	12,347	1,857	14,204
Administrative, technical and clerical employees	3,651	1,845	5,496	3,787	2,023	5,810
Total employees	17,231	3,488	20,719	16,134	3,880	20,014

(a) Week ended September 22, 1951, or October 30, 1954.

LIST OF INDUSTRY REPORTS

VOLUME 1

- A. Coal Mines
- B. Non-Metalliferous Mines and Quarries (other than Coal, Salt and Slate)
- C. Salt Mines, Brine Pits and Salt Works
- D. Slate Quarries and Mines
- E. Metalliferous Mines and Quarries
- F. Brick and Fireclay
- G. China and Earthenware
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