



BOARD OF TRADE

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# Report on the Census of Production 1963

29 Toilet preparations

LONDON: HER MAJESTY'S STATIONERY OFFICE

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The figures include persons engaged in manufacturing or factoring and contract work... were particularly in respect of those activities... could not be excluded from the return...

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Report on the Census of Production 1963

29 Toilet preparations

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)

## 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 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 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, viewers 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.

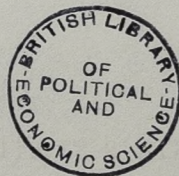
## 29 Toilet preparations

This Report on the Toilet Preparations Industry relates to establishments engaged wholly or mainly in manufacturing cosmetics, hair dressings, bath salts, shampoos, tooth pastes and powders, perfumes, etc.

This industry corresponds to minimum list heading 272(2) in the Standard Industrial Classification (Consolidated edition, 1963).

There were no 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).



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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.	163	215
Number of establishments	"	168	226
Gross output	£'000	48,683	87,595
Net output	"	24,720	50,059
Net output per head	£	1,849	2,525
Sales and work done	£'000	47,009	83,342(b)
Customs and Excise rebate on alcohol	"	50	12
Purchases	"	22,995	33,556
Payments to other organisations	"	164	703
Stocks and work in progress	"		
Total stocks and work in progress	"	+ 183	+ 460
Goods on hand for sale	"	+ 255	- 29
Work in progress	"	+ 63	- 45
Materials, stores and fuel	"	- 135	+ 534
Average number employed	Th.	13.4	19.8
Wages and salaries	£'000	3,140	5,578
Employers' contributions to National Insurance and private pension schemes, etc. (d)	"	..	1,044
Capital expenditure (e)	"	..	2,405
Total	"	..	2,405
New building work	"	1,121	1,258
Land and existing buildings (f)	"	..	- 217
Plant and machinery (f)	"	485	1,180
Vehicles (f)	"	147	184

(a) For 1963, estimates for small firms and for firms not making satisfactory returns accounted for about 7 per cent. of the total figures in which they were incorporated. (For 1958 the comparable figure was also 7 per cent.) A summary of the detailed returns received is given in Table 2.

(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 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)	
		Hair preparations and permanent waving outfits	
		21	
		1958	1963
Number of enterprises (d)	No.	18	30
Number of establishments	"	21	33
Gross output	£'000	8,950	23,832
Net output	"	5,193	15,433
Net output per head	£	1,971	3,413
Sales and work done	£'000	goods produced and work done	22,615(e)
		merchanted goods and canteen takings	1,200
Sales of characteristic products	"	7,685	17,643
Index of specialisation (g)	Per cent.	90	78
Customs and Excise rebate on alcohol	£'000	-	-
Purchases	"	materials for processing and packaging, and fuel	7,199
		goods for merchandising and canteen purchases	849
Payments to other organisations	"	for work done on materials given out	155
		for transport	340
Stocks and work in progress			
Goods on hand for sale	"	change during year	+ 4
		at end of year	963
Work in progress	"	change during year	+ 14
		at end of year	145
Materials, stores and fuel	"	change during year	+ 144
		at end of year	1,430
Average number employed	No.	total, including working proprietors	4,522
		operatives	2,445
		other employees (h)	2,055
Wages and salaries	£'000	of operatives	1,114
		of other employees (h)	1,744
Wages and salaries per head	£	operatives	456
		other employees (h)	849
Employers' contributions to National Insurance (i)	£'000	..	112
Employers' contributions to private pension schemes, etc. (j)	"	..	132
Capital expenditure (k)			
New building work	"	433	390
Land and existing buildings	"	acquisitions	..
		disposals	..
Plant and machinery	"	acquisitions	280
		disposals	4
Vehicles	"	acquisitions	170
		disposals	86

Sub-divisions of the industry (b)						Total	
Cosmetics and toilet preparations (other than hair preparations)	Other				Total		
	Total	Total	Perfumed spirits etc. and compound oils	Dental preparations			
22	23	24	25	26	27	28	29
1958	1963	1958(c)	1963		1958	1963	
28	34	13	8	5	3	59	70
29	38	14	8	5	3	64	79
24,840	43,227	11,570	14,373	5,570	8,802	45,360	81,432
14,065	25,473	3,774	5,631	1,445	4,187	23,032	46,537
2,000	2,328	1,353	1,899	2,521	1,750	1,849	2,525
24,124	41,183(e)	11,160	13,679(e)	5,442(e)	8,864(e)	43,800	77,478(e)
591	2,197	345	626			1,264	4,023
16,987	26,223	6,558	9,063	4,703	4,268	(f)	(f)
70	64	59	66	86	48	89	90
38	6	8	5			46	11
10,351	15,963	7,534	8,476	4,144	4,337	21,425	31,194
93	493	3	187	20	168	152	654
365	503	113				670	1,026
+ 105	- 116	+ 41	+ 85	+ 149	- 64	+ 238	- 27
1,403	2,642	560	868	431	437	2,404	4,473
+ 20	- 38	+ 24	- 18	- 21	+ 2	+ 58	- 42
94	244	176	168	116	52	317	556
- 4	+ 435	- 155	- 83	+ 33	- 115	- 126	+ 496
3,050	4,672	2,077	2,277	1,660	617	5,825	8,380
7,034	10,943	2,790	2,965	573	2,392	12,459	18,430
4,459	6,864	2,165	2,033	396	1,637	8,145	11,342
2,575	4,072	625	932	177	755	4,314	7,059
1,508	3,081	818	1,035	163	873	2,932	5,231
1,861	3,795	513	841	263	578	3,133	6,381
338	449	378	509	411	533	360	461
723	932	821	903	1,487	766	726	904
..	266	..	77	16	61	..	455
..	249	..	143	31	112	..	524
544	250	68	529	*	*	1,045	1,169
..	15	..	-	-	-	..	202(l)
..	232	..	-	-	-	..	
162	438	210	400	239	162	482	1,118
7	5	2	11	-	11	30	21
166	199	30	49	9	40	282	418
80	136	12	26	4	22	145	248

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	18	18	710	3,154	1,325	1,866	148	503
50-99	15	17	1,052	3,087	1,537	1,461	90	618
100-199	16	17	2,195	9,191	5,165	2,353	221	1,281
200-499	9	10	2,765	9,783	5,851	2,116	186	1,485
500-749	3	3	1,771	6,543	4,637	2,818	329	1,116
750-999	4	6	3,571	15,432	9,043	2,532	127	3,111
1,000 and over	5	8	6,366	34,241	18,979	2,981	1,135	5,295
Total	70	79	18,430	81,432	46,537	2,525	2,236	13,408

(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	446	251	185	272	18	12	414	1,084
50-99	715	327	298	284	24	10	417	869
100-199	1,335	855	564	773	56	35	422	904
200-499	1,863	901	792	863	58	80	425	957
500-749	1,036	735	436	681	47	54	421	927
750-999	2,043	1,528	883	1,248	89	63	432	817
1,000 and over	3,904	2,462	2,073	2,260	163	271	531	918
Total	11,342	7,059	5,231	6,381	455	524	461	904

(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 £77,000.

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	1	7	8
18 and over	43	49	92
All ages	44	56	100

Source: Ministry of Labour

(a) The percentages relate to the numbers employed (excluding working proprietors) at mid-June 1963, in the 'Pharmaceutical and Toilet Preparations Industry' - Minimum List Heading 272.

Footnotes to Table 2.

(a) The following information relates to small firms (employing fewer than 25 persons) in this industry. It includes an estimate for small firms not making satisfactory returns, which account for about 3 per cent. of the employment for 1963. (For 1958, no unsatisfactory returns were recorded.)

	1958	1963
Number of firms	104	142
Average number employed:		
Working proprietors	} 913	{ 171
Other persons employed		

(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.

(c) Total figures only are available for 1958.

(d) The sum of the figures for the sub-divisions exceeds the total for the industry to the extent that enterprises made returns for more than one sub-division.

(e) 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).

(f) Characteristic products relate only to specific sub-divisions of the industry.

(g) For sub-divisions of the industry, this is the ratio of sales of characteristic products to total sales of goods produced and work done. (Exceptionally, and in order to avoid the risk of disclosing information relating to an individual undertaking, the denominator sometimes includes the value of merchanted goods and canteen takings: where this is so, the index of specialisation is printed in italics.) 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.

(h) Administrative, technical and clerical employees.

(i) Including both flat rate and graduated contributions.

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

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

(l) Net acquisitions less disposals.

TABLE 5 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	Enter-prises	Entries
	Th.gal.	£'000	Th.gal.	£'000	Number	Number
Perfumes and toilet waters						
Perfumed spirits (b)						
23 Perfumes	24.4	1,440	14.8	1,634	32	33
	..	292	..	718		
Colognes and toilet waters						
23 Specifically for men	{ 136	1,883	17.9	117	14	14
23 Other			..	287	..	3,676
23 Perfumes, non-alcoholic, not elsewhere specified	..	204	8.1	999	9	9
Total perfumes and toilet waters		4,106		7,622	..	..
Hair preparations (excluding soaps and soap shampoos)						
Other than for hair waving	Th.lb.		Th.lb.			
21 Hair dressings, hair tonics and conditioners	18,809	4,099	27,007	7,091	70	71
	..	233	..	1,110		
21 Hair settings, lotions and spirits	..	(c)	3,563	1,790	44	45
			..	1,555		
21 Hair dyes and bleaching and toning preparations (including henna) and rinses	10,284	587	30,312	2,328	32	33
			..	1,512		
21 Soapless shampoos	10,320	4,793	13,592	4,851	62	63
			..	1,320		
21 Hair preparations, other than for hair waving, not specified above (excluding soaps and soap shampoos)	..	1,303(d)	..	1,024	17	17
Preparations for hair waving	Thousands		Thousands			
21 Home waving outfits, complete and refills	15,553	1,459	15,345	1,736	5	5
21 All other (lotions, solutions, setting creams, permanent waving re-agents, etc., and chemically treated pads and sachets and curlers)	..	946	..	925	20	20
Total hair preparations (excluding soaps and soap shampoos)		13,420		25,240	..	..
Other toilet preparations and cosmetics (excluding shaving and other soaps and dental preparations)	Th.lb.		Th.lb.			
22 Face powders	1,162	1,357	1,933	2,398	30	30
22 Lipsticks	233	2,423	313	3,631	24	24
22 Rouge of all kinds	27.2	156	37.8	293	19	19
22 Manicure preparations	..	821	..	1,784	14	14

TABLE 5 (continued)

Industry sub-division (a)	1958		1963			
	Quantity	Value	Quantity	Value	Enter-prises	Entries
	Th.lb.	£'000	Th.lb.	£'000	Number	Number
Other toilet preparations and cosmetics (excluding shaving and other soaps and dental preparations) (continued)						
22 Other make-ups (cake, liquid and cream)	1,557	3,914	1,981	3,821	24	24
	..	542	..	759		
Talcum and toilet powders (excluding face powders)						
22 Specifically for men	17,202	4,112	400	255	20	20
			..	53		
22 Other			20,721	6,073	58	61
22 Face creams (excluding ointments)	4,096	2,568	3,422	3,286	45	46
			..	821		
22 Hand creams, jellies and tablets	6,897	1,293	13,001	2,748	61	64
	..	254	..	367		
22 Face and skin lotions, including face packs, but excluding shaving lotions	Th.fl.oz.		Th.fl.oz.			
			35,342	1,456	41	42
			..	544		
22 Pre-shave lotions	45,420	1,281	1,852	100	14	14
	..	140				
22 After-shave lotions			46,841	674	35	35
22 Bath preparations (salts and cubes, bath oatmeal and other bath water softeners)	13,912	1,167	21,125	2,559	44	49
			..	281		
Deodorants, anti-perspirants, depilatories						
22 Specifically for men			295	161	18	18
			..	19		
22 Other	..	1,850	1,340	1,890	38	40
			..	1,095		
22 Other toilet preparations (including toilet preparations for animals)			..	359	10	10
Unclassified	..	724	..	668	12	12
Total other toilet preparations and cosmetics (excluding shaving and other soaps and dental preparations)		22,602		36,095	..	..
Dental preparations						
24 Tooth paste	18,542	5,368	27,582	9,637	17	18
24 Tooth powder (including camphorated chalk sold as dentifrice) and solid dentifrice	965	232	1,196	351	6	7
24 Unclassified tooth paste and tooth powder	5,845	2,284	..	..		
24 Denture cleansing preparations (powder, paste or liquid)	8,215	1,440	12,230	2,376	11	13
24 Other dental preparations	..	195	..	61		
Total dental preparations		9,519		12,425	..	..

Continued on next page

TABLE 5 (continued)

Industry sub-division (a)	1958		1963			
	Quantity	Value	Quantity	Value	Enter-prises	Entries
	Th.cwt.	£'000	Th.cwt.	£'000	Number	Number
23 Compound oils (perfumery bases) sold as such	49.9	3,960	53.6	6,093	16	20
24 Other products	..	322	..	524	29	29
Waste products	..	1	..	6	6	6
Work done on commission, sub-contract work, etc.		314		196	8	8
Total		54,242		88,202	..	..
Sales in other industries (see Table 6)		15,080		18,788	..	..
Principal products of this industry sold by establishments in the industry		39,163		69,415	70	72(e)

(a) The number given is that of the sub-division of which the item is a characteristic product. The sales shown are total sales by larger firms, not merely sales by establishments classified to the sub-division.

(b) Described in 1958 as:

Perfumed spirits	Th.gal.	£'000
Handkerchief perfumes (concentrated)	{ 24.4	1,440
	{ ..	292
Other descriptions	{ 136	1,883
	{ ..	287

(c) Not recorded separately in 1958.

(d) Including other and unclassified hair preparations in 1958.

(e) 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 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)
		£'000		£'000	Number	
Perfumed spirits and compound oils (perfumery bases) sold as such	..	1,408	..	2,607	19	27, 28, 33
Soapless shampoos	Th.lb. 2,469	1,172	Th.lb. 1,994	888	21	28, 33
Hair preparations (excluding soaps and soap shampoos)	..	1,418	..	2,320	32	26, 28
Face, talcum and other toilet powders (excluding rouge and tooth powders)	6,413	1,170	9,548	1,908	26	28, 33
Face creams (excluding ointments)	1,530	480	{ 480 ..	{ 402 821	{ 17	27, 28
Hand creams, jellies and tablets	{ 1,756 ..	{ 410 84	{ 4,190 ..	{ 779 367	{ 30	17, 27, 28, 33
Face and skin lotions including face packs, but excluding shaving lotions	Th.fl.oz. 13,476	254	Th.fl.oz. 8,310	401	{ 15	28
Bath preparations (salts and cubes, bath oatmeal and other bath water softeners)	Th.lb. 7,263	488	Th.lb. 12,249	{ 1,150 281	{ 21	28, 33, 121
Other make-ups (cake, liquid and cream) (excluding rouge)	..	542	..	747	22	28, 33
Other toilet preparations and cosmetics (excluding shaving and other soaps and dental preparations)	..	264	..	..	..	..
Toilet and cosmetic preparations unclassified	..	690	..	555	8	17, 27, 28
Dental preparations	18,111	6,560	{ 14,109 ..	{ 5,400 43	{ 23	26, 27, 28, 33
Total		15,080		18,788	..	

(a) The references given are to the list of industries at the back of this report.



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
		£'000		£'000
Ointments, lotions, liniments (including insect-repellent ointments, etc.) other than those containing antibiotics	..	1,777	..	174
Other pharmaceutical preparations			..	2,621
Soaps	Th.tons		Th.tons	
Toilet soap in tablet form (78/80 per cent. fatty acids)	1.8	1,032(a)	3.9	1,214
Shaving soap, solid, cream or powder and brushless shaving cream	..	432	0.8	487
			..	168
Soap shampoos, solid, powder or liquid and other soaps	..	368	..	969
Other goods including household deodorisers, disinfectants, antiseptics and insecticides	..	1,028	..	1,600
Services rendered to other organisations (b)		..		830
Total value of goods sold without having been subjected to any manufacturing process (merchanted or factored)	..	1,197	..	3,828
Canteen takings		67		195
Total		5,901(c)		12,086

(a) Including liquid toilet soap.

(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
		£'000		£'000
Materials for processing				
Mineral oils (other than for use as fuel)	..	238	..	383
Pharmaceutical chemicals (hormones, vitamins, etc.)	..	(a)	..	402
Aromatic raw materials				
Essential oils (natural, other than turpentine)	..	719	..	2,031
Floral concretes and absolutes	..	119	..	262
Perfumery chemicals, synthetic	..	164	..	1,615
Compound oils (perfumery bases)	..	517	..	2,007
Heavy chemicals (acids, alkalis, alcohols, other inorganic and organic chemicals, compressed gases, etc.)	..	164	..	2,542
Glycerine, distilled	..	217	..	317
Soap purchased for further processing and soap base	..	195	..	147
Synthetic detergents and emulsifiers including sulphonated and sulphated oils and fatty acids	..	358	..	737
Vegetable and animal oils and fats not elsewhere specified	..	104	..	224
Waxes	..	177	..	240
Precipitated chalk, talc, magnesium carbonate and other powder bases	..	220	..	526
			Th.gal.	
Lubricating oils and greases	..	..	12.9	5
			..	11
Replacement parts for firms' own machinery, plant and vehicles, and accessories and consumable tools bought as replacement	..	76	..	204
All other materials for processing	..	2,710	..	1,652
Packaging materials				
Paper and board				
Boxes, cartons, packing cases, and drums and canisters (with or without metal ends) of paper, cardboard and fibreboard	..	1,865	..	4,174
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)	..	158	..	878
Metal				
Cans and boxes			..	2,012
Aluminium collapsible tubes, aluminium foil, and any laminates incorporating aluminium foil and aluminium foil labels and closures	..	(b)	..	1,485
Other packaging materials of metal including crown corks, wire, foil and any laminates incorporating foil (other than aluminium foil), foil labels and foil closures, tensional steel strappings, etc. (except barrels, kegs and drums)			..	1,129

Continued on next page

TABLE 10 (continued)

	1954		1963	
	Quantity	Cost	Quantity	Cost
		£'000		£'000
Packaging materials (continued)				
Timber				
Containers wholly or mainly of wood, including plywood boxes and drums, baskets and wickerwork crates	..	144(c)	..	131
	Th.gross		Th.gross	
Glass containers	..	2,188	1,766	2,570
			..	813
Transparent cellulose film (including bags)	..	(b)	..	89
Plastics				
Moulded and fabricated packs and containers (e.g. bottles and bottle caps)				
Wholly or mainly of polyethylene			..	1,106
Other (including polystyrene)			..	2,072
Sheet, film, foams, etc., (including bags)				
Wholly or mainly of polyethylene (including lay flat tubing)	..	860	..	31
Other plastic sheet, films and foams (whether or not laminated but excluding laminates to metal, foil or paper)			..	83
All other packaging materials	..	2,828	..	874
Fuel and electricity (d)				
Coal				
	Th.tons		Th.tons	
	3.8	14	3.7	25
	..	7	..	..
Coke (including screenings) and manufactured fuel				
	2.4	13	1.6	12
	..	1	..	9
Derv fuel and motor spirit for use in road vehicles				
	Th.gal.		Th.gal.	
	136	28	358	65
	..	7	..	32
Other liquid fuels (including creosote/pitch mixtures, etc., and liquefied petroleum gases)				
	1,187	49	2,056	87
			..	14
Gas				
	Th.therms		Th.therms	
	143	10	181	17
	..	3	..	6
Electricity				
	Th.kWh		Th.kWh	
	6,597	44	18,701	132
	..	10	..	44
Total cost of materials and fuel		14,207		31,194
Goods purchased for merchanting		..		2,325
Canteen purchases		..		203
Total cost of purchases		..		33,723

(a) Not recorded separately.

(b) Included with all other packaging materials for 1954.

(c) Included timber for manufacture of packing cases in 1954.

(d) The total quantity of electricity generated in firms' own establishments in this industry was 115 Th. kWh in 1954. Owing to the risk of disclosure of information relating to individual firms the quantity of electricity generated in 1963 cannot be given.

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.	200
Transport costs		
Wages and salaries	£'000	139
Derv fuel and motor spirit	"	97
Payments to other organisations for transport	"	1,026
Costs of operating road goods vehicles		
Insurance	"	9
Vehicle licences	"	7
Depreciation	"	52
Payments to other organisations for repairs and maintenance	"	63
Total	"	1,393

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	101
Road goods vehicles	63
Plant, machinery, and other capital equipment	121
Insurance, licensing and depreciation of road goods vehicles (b)	68
Rates, excluding water rates	355
Hire of plant and machinery	80
Postage, telephone, telegrams and cables	532
Total	1,320

(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)	0.9	November	2.4
May	0.1	December	67.4
June	0.7		
July	0.3	1964	
August	0.5	January	10.3
September	0.0	February	0.7
October	1.5	March	15.0
		Total	100

(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 of goods 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 packing 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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