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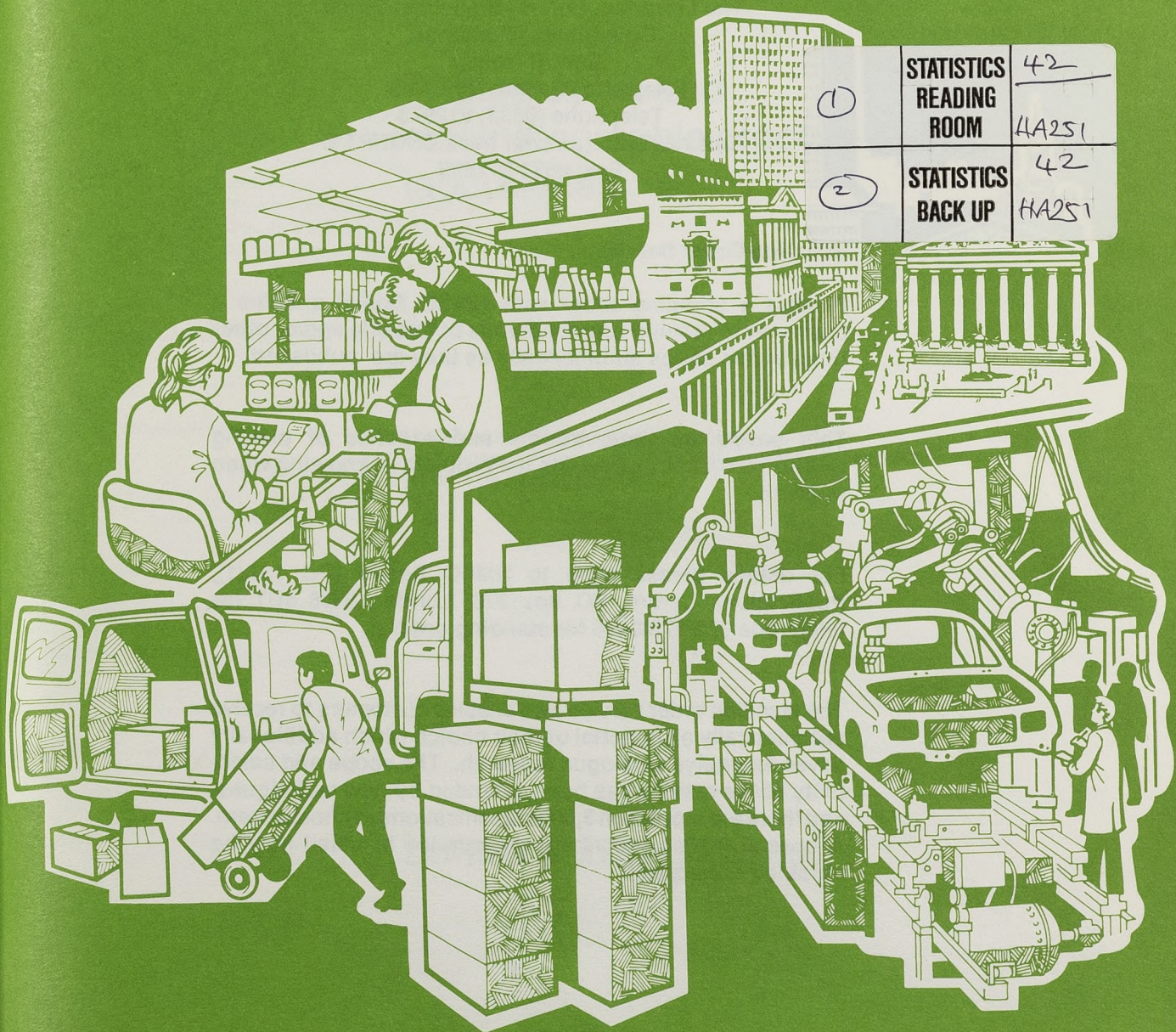
# Business Monitor

PA493

## Report on the Census of Production

1990

Photographic and cinematographic  
processing laboratories



## BUSINESS MONITORS

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# PA493

# BUSINESS MONITOR

A publication of the Government Statistical Service

## Report on the Census of Production 1990

### Photographic and cinematographic processing laboratories

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

CENTRAL STATISTICAL OFFICE

London: HMSO

**BUSINESS MONITORS MAKING UP THE COMPLETE CENSUS REPORT**

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| PA352  | Motor vehicle bodies, trailers and caravans   | PA493  | Photographic and cinematographic processing laboratories                                |
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|        |   | PA1002 | Summary volume  |

**PA493 PHOTOGRAPHIC AND CINEMATOGRAPHIC PROCESSING LABORATORIES**

The information in this report relates to businesses classified to the Photographic and cinematographic processing laboratories industry, Group 493 in the Standard Industrial Classification Revised 1980. The industry Group covers the following Activity Heading:-

**4930 Photographic and cinematographic processing laboratories**  
Units engaged in developing and printing photographic and cinematographic films of all types. Publishing photographs is classified to heading 4754.

For a full description of the 1980 classification see Standard Industrial Classification Revised 1980, obtainable from Her Majesty's Stationery Office, price £4.25.

**In interpreting the data in the tables it is essential to bear in mind the notes and definitions which commence on page 5.**

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17. Figures which would be likely to disclose particulars relating to an individual undertaking are not published unless the contributor has given written consent for their publication.

#### CHANGES MADE FOR 1990

18. The 1990 Census reverted to a 'slimline' format with fewer businesses being required to complete forms than in 1989. The questions asked in 1989 on road transport costs and on postal and telecommunications costs were dropped but additional questions were included on capital and current costs associated with pollution abatement.

#### SYMBOLS USED

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

- .. not available
- nil or less than half the final digit shown
- \* information suppressed to avoid disclosure
- R revised

#### ROUNDING OF FIGURES

20. Figures in the tables have been rounded to the nearest final digit where necessary and, in these instances, the sum of the constituent items may not always agree exactly with the total shown.

#### EXPLANATION OF TERMS USED IN THE CENSUS REPORT

21. The notes and definitions given in this section are based on the instructions given to respondents as to the way in which returns were to be completed.

#### CAPITAL EXPENDITURE

22. This represents the value charged to capital account together with any other amounts which ranked as capital items for taxation purposes during the year to which each return related. From 1988 contributors were asked to include the value of assets acquired as lessees under finance leasing arrangements. The value is inclusive of any amounts received or expected to be received in grants and/or allowances from government sources, statutory bodies or local authorities. Capital expenditure during the year in respect of production units where production had not started before the end of the year and the value of CAPITAL GOODS PRODUCED FOR USE WITHIN THE BUSINESS by its own staff are included. The value of any assets acquired in taking over an existing business is excluded. The figures include non-deductible VAT but exclude deductible VAT. No allowance is made for depreciation, amortisation or obsolescence.

##### a. on LAND AND EXISTING BUILDINGS

23. This represents the value of freeholds and the value or premium payable or receivable for leaseholds acquired or disposed of. The figures for acquisitions include architects' and surveyors' fees, legal fees, stamp duties, agents' commissions and Land Registry fees. The figures for disposals are net of any such professional fees payable.

##### b. on NEWBUILDING WORK

24. This represents the value of new building and other constructional work such as the extension and reconstruction of old buildings, and the value of any newly constructed buildings acquired. The figures include architects' and surveyors' fees, legal fees, stamp duties, agents' commissions and Land Registry fees.

##### c. on PLANT AND MACHINERY, VEHICLES

25. This represents the value of new and second-hand plant and machinery and vehicles acquired or disposed of. The figures for acquisitions are net of any discounts received but include the cost of transport and installation and Customs and Excise car tax. The figures for disposals exclude amounts written off for capital assets which are scrapped.

#### CAPITAL GOODS PRODUCED FOR USE WITHIN THE BUSINESS

26. This represents the value of all work of a capital nature carried out during the year by the staff of, and for use in, the businesses covered by the returns.

#### COST OF INDUSTRIAL SERVICES RECEIVED

27. This includes amounts payable to other organisations for work done on materials supplied by the business completing the return, for repairs and maintenance including those in respect of rented buildings, and for contracts which have been sublet. Direct payments to outworkers and amounts charged to capital account are excluded.

#### COST OF NON-INDUSTRIAL SERVICES RECEIVED

28. Up to 1987 contributors were asked to include annual payments for assets acquired on a finance leasing basis. From 1988 they were asked to include the total value of such assets as capital expenditure during the year in which they were acquired. The cost of non-industrial services received includes commercial insurance premiums, bank charges and amounts payable to other organisations for the hire of vehicles, plant and machinery, for the rent of industrial and commercial buildings, for the services of accountants, auditors, agents, solicitors and surveyors other than in connection with the acquisition or disposal of capital assets, for postal and telecommunications services, for carriage by all forms of transport within the United Kingdom, for advertising, market research etc. for the right to use patents, trade marks, copyrights etc. for manufacturing and quarrying rights and technical know-how. Interest payments and amounts payable for sea and air freight on goods exported and on materials and fuel imported are excluded.

#### EMPLOYERS' NATIONAL INSURANCE CONTRIBUTIONS ETC.

29. This includes employers' national insurance contributions under the Social Security Pensions Act 1975, commercial insurance premiums for policies providing pensions, superannuation or other retirement benefits, sickness benefits, personal accident benefits, disability benefits or death benefits for employees, including former employees, or their dependants. Also included are contributions to canteens, social centres, children's and holiday homes etc. and the cost of supplying luncheon vouchers.

#### EMPLOYMENT

30. This is the average number of ADMINISTRATIVE, TECHNICAL AND CLERICAL EMPLOYEES and OPERATIVES on the payroll and the number of WORKING PROPRIETORS employed during the year of return. Full-time and part-time employees are included but outworkers (ie people who worked in their own homes on materials supplied by the business) and casual employees such as jobbers are excluded. The average number of employees returned by individual businesses may have been calculated by, for example, the average of the number of employees on the payroll for the last week of each calendar month.

##### a. ADMINISTRATIVE, TECHNICAL AND CLERICAL EMPLOYEES

31. This includes directors who received a definite wage, salary or commission, managers, foremen, draughtsmen, editorial and advertising staff, travellers, all office employees and research and design employees except operatives.

##### b. OPERATIVES

32. This includes all manual wage earners including operatives in power stations, operatives engaged in outside work of erecting, fitting etc, inspectors, maintenance workers and cleaners. Staff engaged in transport (including roundsmen) and employed in warehouses, stores, shops and canteen are included.

##### c. WORKING PROPRIETORS

33. These are people who are regarded as self-employed for national insurance purposes, members of their families who worked in the business without receiving a definite wage or salary for at least half the

normal working hours and directors who worked in the business but did not receive a definite wage, salary or commission. Part-time Directors paid by fee only and directors who received a definite wage, salary or commission are excluded.

#### ENTERPRISE

34. This is defined as one or more businesses under common ownership or control.

#### GROSS OUTPUT

35. This is calculated by adjusting the value of TOTAL SALES AND WORK DONE by the changes during the year of WORK IN PROGRESS and GOODS ON HAND FOR SALE.

#### GROSS VALUE ADDED AT FACTOR COST

36. This is calculated by deducting from NET OUTPUT the COST OF NON-INDUSTRIAL SERVICES RECEIVED, RATES and the cost of LICENSING OF MOTOR VEHICLES. This estimate of gross value added approaches more closely than NET OUTPUT the definition of net output or value added in national accounts statistics.

#### GROSS VALUE ADDED AT FACTOR COST PER HEAD

37. This is calculated by dividing GROSS VALUE ADDED AT FACTOR COST by total EMPLOYMENT.

#### NET CAPITAL EXPENDITURE

38. This is calculated by adding to the value of NEW BUILDING WORK acquisitions less disposals of LAND AND EXISTING BUILDINGS, VEHICLES and PLANT AND MACHINERY.

#### NET OUTPUT

39. This is calculated by deducting from GROSS OUTPUT the cost of PURCHASES OF MATERIALS FOR USE IN PRODUCTION AND PACKAGING AND FUEL and PURCHASES OF GOODS FOR MERCHANTING OR FACTORING, the COST OF INDUSTRIAL SERVICES RECEIVED and is adjusted for net duties and levies etc. where applicable. Purchases are adjusted for changes during the year of STOCKS OF MATERIALS, STORES AND FUEL.

#### NET OUTPUT PER HEAD

40. This is calculated by dividing NET OUTPUT by total EMPLOYMENT.

#### NON-INDUSTRIAL SERVICES RENDERED

41. This includes amounts charged for the hire of vehicles, plant and machinery, for the rent of industrial and commercial buildings, for the right to use patents, trade marks, copyrights etc. for manufacturing and quarrying rights, for technical know-how and for the provision of transport to other organisations. It also includes revenue from staff facilities such as canteens.

#### OPERATING RATIOS

42. These ratios are calculated using industry totals, ie including the estimates for businesses not responding to or not selected for the Census. Respondents are able to compare the ratios for their own businesses with those for the industry as a whole.

#### PURCHASES OF MATERIALS FOR USE IN PRODUCTION, AND PACKAGING AND FUEL. PURCHASES OF GOODS FOR MERCHANTING OR FACTORING

43. These include the cost of raw materials, components, semi-manufactured goods and workshop materials, replacement parts and consumable tools not charged to capital account, packaging materials of all types, stationery and printed matter, fuel, electricity and water, materials of all types used by the business or given out to others, for the production of machinery or other capital items used in the business, and materials used when working on goods supplied by customers. The figures exclude VAT, purchases of machinery and plant, which are included in CAPITAL EXPENDITURE, and amounts payable to transport firms or credited to the business's own transport departments for delivery of materials. The figures are net of the value of goods or packaging materials returned to suppliers and trade discounts receivable. Materials purchased duty-paid are included at their duty-paid value less draw-

backs, rebates etc. Imported goods are included at their full delivered cost. If the transport from docks or airport of imported goods is not included in the cost of goods purchased, the cost is entered at cif plus duty, if applicable. Transfers of goods from other departments of the business not covered by the return are included at the estimated selling value recorded by the other departments.

#### REMUNERATION PAID TO OUTWORKERS

44. This represents amounts paid to outworkers, ie people who do work in their own homes generally on a piece-work basis, whose names appear on the payroll. Amounts paid to outworkers by subcontractors are included in the COST OF INDUSTRIAL SERVICES RECEIVED. Estimates are not made for remuneration of outworkers for businesses not completing Census returns.

#### SALES OF GOODS PRODUCED

45. This represents sales of goods during the year, whether or not they were produced in the year of the return. It also includes sales of goods made from materials given out to other firms or to outworkers and sales of waste products and residues. The value of sales is the 'net selling value', ie the amount charged to customers whether values 'ex-works' or 'delivered' less VAT, trade discounts, agents' commissions etc and allowances on returned goods. Where products attract Excise duty, the value includes duty if the goods are sold 'duty-paid', but excludes it if they are sold in bond or exported. The cost of packaging materials less allowances for returnable containers is included. Sales of fixed assets and exceptional receipts are excluded. Transfers of goods produced by a business to departments not covered by the return (including other businesses in the same enterprise group) are treated as sales, valued as if sold to an independent purchaser.

#### STOCKS

46. This represents the value of goods on hand for sale, including goods for merchanting or factoring and of materials, stores and fuel held by businesses, whether held in the United Kingdom or abroad. Values include any duty payable but exclude VAT.

#### WAGES AND SALARIES

47. This represents amounts paid during the year to ADMINISTRATIVE, TECHNICAL AND CLERICAL EMPLOYEES and to OPERATIVES. All overtime payments, bonuses, commissions, holiday pay and redundancy payments, less any amounts reimbursed for this purpose from government sources, are included. No deduction is made for income tax or employees' national insurance contributions etc. Payments to WORKING PROPRIETORS, payments in kind, travelling expenses, lodging allowances etc. and EMPLOYERS' NATIONAL INSURANCE CONTRIBUTIONS ETC. are excluded.

#### WORK DONE AND INDUSTRIAL SERVICES RENDERED

48. This includes amounts charged for work carried out including that done by sub-contractors on customers' materials and amounts charged for materials supplied in the course of such work. Industrial services such as repairs and maintenance, installation work and technical research and studies rendered to other organisations is also included. For certain industries this heading covers a wide variety of activities, for example, butter packed on commission in the food industries, making up of garments, fur dressing and textile finishing in the textile industries, and preparatory work on typesetting, block making and binding in the printing and publishing industries. Work done is an important part of the activities of the electrical machinery and heavy engineering industries, and includes erection, installation and repair and jobbing work.

#### WORK IN PROGRESS

49. This represents materials which have been partially processed and are awaiting further processing before being sold or transferred. Progress payments made to sub-contractors are excluded and progress payments received from other organisations are not deducted.

TABLE 1

PA493

Output and costs, 1986-1990  
All United Kingdom businesses classified to the industry (a)

|   | Unit      | 1986          | 1987          | 1988          | 1989          | 1990          |
|---|-----------|---------------|---------------|---------------|---------------|---------------|
| Enterprises   | Number    | 432           | 434           | 389           | 367           | 321           |
| Businesses  | "         | 471           | 448           | 402           | 376           | 328           |
| Sales of film processing, work done and industrial services rendered          | £ million | 306.3         | 339.5         | 372.1         | 400.8         | 414.3         |
| Sales of waste products and residues  | "         | 5.0           | 6.6           | 5.3           | 4.8           | 4.6           |
| Non-industrial services rendered  | "         | 0.7           | 1.1           | 1.5           | 1.2           | 2.8           |
| Goods merchanted or factored  | "         | 35.7          | 30.1          | 25.7          | 27.5          | 30.9          |
| <b>Total sales and work done</b>  | "         | <b>347.7</b>  | <b>377.3</b>  | <b>404.7</b>  | <b>434.4</b>  | <b>452.6</b>  |
| <b>Gross output</b>   | "         | <b>347.7</b>  | <b>377.3</b>  | <b>404.7</b>  | <b>434.4</b>  | <b>452.6</b>  |
| Purchases of materials for use in production, packaging and fuel              | "         | 110.4         | 116.2         | 131.1         | 142.3         | 145.5         |
| Purchases of goods for merchenting or factoring                               | "         | 24.8          | 20.2          | 20.3          | 21.3          | 25.7          |
| Cost of industrial services received  |           |               |               |               |               |               |
| Amount payable for work given out   | "         | 6.6           | 7.7           | 7.3           | 8.3           | 8.4           |
| Amount payable for repairs and maintenance                                    | "         | 7.5           | 7.8           | 10.0          | 10.0          | 11.1          |
| <b>Net output</b>   | "         | <b>198.3</b>  | <b>225.5</b>  | <b>236.0</b>  | <b>252.6</b>  | <b>261.9</b>  |
| Total employment  | Thousand  | 13.7          | 12.6          | 12.3          | 14.2          | 13.3          |
| <b>Net output per head</b>  | £         | <b>14,432</b> | <b>17,964</b> | <b>19,250</b> | <b>17,836</b> | <b>19,627</b> |
| Cost of non-industrial services received                                      |           |               |               |               |               |               |
| Hire of vehicles, plant and machinery   | £ million | 3.0           | 2.0           | 2.9           | 4.1           | 6.0           |
| Rent and rates, excluding water rates, of industrial and commercial buildings | "         | 7.8           | 6.4           | 4.6           | 5.9           | 7.9           |
| Postal, telecommunication and transport costs                                 | "         | 14.2          | 16.7          | 13.7          | 17.5          | 18.1          |
| Advertising and publicity costs   | "         | 25.9          | 24.4          | 13.2          | 13.2          | 11.5          |
| Other non-industrial services   | "         | 4.7           | 4.8           | 7.0           | 10.0          | 11.8          |
| <b>Gross value added at factor cost</b>                                       | "         | <b>142.8</b>  | <b>171.1</b>  | <b>194.3</b>  | <b>201.9</b>  | <b>206.6</b>  |
| <b>Gross value added at factor cost per head</b>                              | £         | <b>10,394</b> | <b>13,629</b> | <b>15,847</b> | <b>14,258</b> | <b>15,484</b> |

(a) Satisfactory returns accounted for 72 per cent of employment within the industry in 1990.

TABLE 2

PA493

Capital expenditure, 1986-1990 (a)  
All United Kingdom businesses classified to the industry

|                                      | 1986        | 1987        | 1988        | 1989        | 1990        |
|--------------------------------------|-------------|-------------|-------------|-------------|-------------|
| <b>Land and buildings</b>            |             |             |             |             |             |
| New building work                    | 1.2         | *           | *           | 1.8         | 1.8         |
| <b>Land and existing buildings</b>   |             |             |             |             |             |
| Acquisitions                         | 2.0         | 0.9         | 0.9         | 0.2         | 0.4         |
| Disposals                            | 1.4         | *           | *           | 0.1         | 0.2         |
| <b>Net</b>                           | <b>1.8</b>  | <b>-3.9</b> | <b>-</b>    | <b>1.9</b>  | <b>2.1</b>  |
| <b>Plant and machinery</b>           |             |             |             |             |             |
| Acquisitions                         | 15.0        | 21.0        | 24.0        | *           | 28.8        |
| Disposals                            | 1.4         | 2.1         | 1.1         | *           | 8.9         |
| <b>Net</b>                           | <b>13.6</b> | <b>18.9</b> | <b>22.9</b> | <b>18.9</b> | <b>19.9</b> |
| <b>Vehicles</b>                      |             |             |             |             |             |
| Acquisitions                         | 2.8         | 3.6         | 3.6         | 2.8         | 2.9         |
| Disposals                            | 1.1         | 1.4         | 1.2         | 0.8         | 0.7         |
| <b>Net</b>                           | <b>1.7</b>  | <b>2.2</b>  | <b>2.5</b>  | <b>1.9</b>  | <b>2.1</b>  |
| <b>Total net capital expenditure</b> | <b>17.1</b> | <b>17.1</b> | <b>25.5</b> | <b>22.8</b> | <b>24.1</b> |

(a) From 1988 contributors were asked to include as capital expenditure the value of assets acquired under finance leasing arrangements. The total value of these assets is estimated to be £1.3 million for 1990.

TABLE 4

Employment, labour costs, output, net capital expenditure and stocks and work in progress by size of total employment, 1990

All United Kingdom businesses classified to the industry (a)

| Size group   | Enterprises (b) |            | Employment                          |             |  | Wages and salaries (c) |              |  |               |
|--------------|-----------------|------------|-------------------------------------|-------------|--|------------------------|--------------|--|---------------|
|              | Number          | Number     | Total including working proprietors | Operatives  | Administrative, technical and clerical | Operatives             |              | Administrative, technical and clerical |               |
|              |                 |            |                                     |             |  | Total                  | per head     | Total                                  | per head      |
|              |                 |            | Thousand                            | Thousand    | Thousand                               | £ million              | £            | £ million                              | £             |
| 1-9          | 198             | 197        | 0.8                                 |             |  |                        |              |  |               |
| 10-19        | 50              | 50         | 0.7                                 | 3.0         | 1.1                                    | 29.9                   | 10,060       | 16.1                                   | 14,704        |
| 20-49        | 45              | 44         | 1.5                                 |             |  |                        |              |  |               |
| 50-99        | 18              | 18         | 1.1                                 |             |  |                        |              |  |               |
| 100-199      | 5               | 4          | 0.7                                 | 0.6         | 0.1                                    | 4.2                    | 7,168        | 2.0                                    | 14,791        |
| 200-Plus     | 12              | 12         | 8.4                                 | 6.9         | 1.5                                    | 57.1                   | 8,235        | 26.8                                   | 17,912        |
| <b>Total</b> | <b>328</b>      | <b>321</b> | <b>13.3</b>                         | <b>10.5</b> | <b>2.7</b>                             | <b>91.3</b>            | <b>8,693</b> | <b>44.9</b>                            | <b>16,467</b> |

(a) Businesses employing fewer than 20 persons are not required to complete census returns. Because of this, data for these businesses should be regarded merely as the best estimates available and used with caution.

(b) The count of enterprises shown in each row represents the number of enterprises, irrespective of size, owning the businesses shown in each size group. Because an enterprise may own businesses in more than one size group, the sum of individual enterprise counts may exceed the total for the industry.

(c) Net capital expenditure includes the value of assets acquired under finance leasing arrangements - see Table 2.

(d) Gross value added data relate to businesses employing 1-199.

| Accounting year ended | Total sales and work done | Gross output | Net output |          | Gross value added at factor cost |           | Net capital expenditure (c) |
|-----------------------|---------------------------|--------------|------------|----------|----------------------------------|-----------|-----------------------------|
|                       |                           |              | Total      | per head | Total                            | per head  |                             |
|                       |                           |              |            |          |                                  |           |                             |
| June                  |                           |              |            |          |                                  |           |                             |
| July                  |                           |              |            |          |                                  |           |                             |
| August                |                           |              |            |          |                                  |           |                             |
| September             |                           |              |            |          |                                  |           |                             |
| October               |                           |              |            |          |                                  |           |                             |
| November              |                           |              |            |          |                                  |           |                             |
| December              |                           |              |            |          |                                  |           |                             |
| 1987                  | 146.0                     | 146.0        | 85.8       | 20,456   | (d)                              | (d)       | 6.5                         |
| 1988                  | 31.9                      | 31.9         | 16.4       | 22,695   | 85.7(d)                          | 17,854(d) | 2.5                         |
| 1989                  | 274.6                     | 274.6        | 159.8      | 18,953   | 120.9                            | 14,440    | 15.2                        |
| 1990                  | 452.6                     | 452.6        | 261.9      | 19,627   | 206.6                            | 15,484    | 24.1                        |

TABLE 5

PA493

Percentage analysis of twelve-month periods covered by returns received for the 1990 Census by number of returns and total employment

| Accounting year ended | Percentage of total returns received | Percentage of total employment |
|-----------------------|--------------------------------------|--------------------------------|
| 1990                  |                                      |                                |
| April 6-30            | -                                    | -                              |
| May                   | -                                    | -                              |
| June                  | 9.7                                  | 3.9                            |
| July                  | 3.2                                  | 0.6                            |
| August                | -                                    | -                              |
| September             | 9.7                                  | 6.0                            |
| October               | 9.7                                  | 6.8                            |
| November              | 3.2                                  | 2.3                            |
| December              | 32.3                                 | 29.2                           |
| 1991                  |                                      |                                |
| January               | 9.7                                  | 1.2                            |
| February              | 3.2                                  | 0.7                            |
| 1 March - 5 April     | 19.4                                 | 49.4                           |

TABLE 6

Operating ratios, 1986-1990

All United Kingdom businesses classified to the industry

|  | Unit | 1986   | 1987   | 1988   | 1989   | 1990   |
|--|------|--------|--------|--------|--------|--------|
| Gross output per head  | £    | 25,302 | 30,059 | 33,013 | 30,679 | 33,916 |
| Net output per head  | £    | 14,432 | 17,964 | 19,250 | 17,836 | 19,627 |
| Gross value added per head   | £    | 10,394 | 13,629 | 15,847 | 14,258 | 15,484 |
| Gross value added as a percentage of gross output                          | %    | 41     | 45     | 48     | 47     | 46     |
| Wages and salaries as a percentage of gross value added                    | %    | 70     | 59     | 56     | 59     | 66     |
| Ratio of operatives to administrative, technical and clerical employees    |      | 4.1    | 3.3    | 2.6    | 2.5    | 3.9    |
| Wages and salaries per operative (a)                                       | £    | 6,355  | 6,796  | 7,439  | 7,621  | 8,693  |
| Wages and salaries per administrative, technical and clerical employee (a) | £    | 11,639 | 12,828 | 12,707 | 10,792 | 16,467 |
| Net capital expenditure per head (b)                                       | £    | 1,246  | 1,362  | 2,077  | 1,608  | 1,809  |
| Net capital expenditure as a percentage of gross value added (b)           | %    | 12     | 10     | 13     | 11     | 12     |

(a) Year on year comparison of average wages and salaries may be affected by the reclassification of employees between the categories of "operatives" and "administrative, technical and clerical staff".

(b) From 1988 contributors were asked to include as capital expenditure the value of assets acquired under finance leasing arrangements - see Table 2.

TABLE 7

PA493

Regional distribution of employment, net capital expenditure, net output and gross value added at factor cost, 1990  
All United Kingdom businesses classified to the industry

| Area                        | Total employment (a) |                            | Net capital expenditure (b) |                            | Net output (c) |                            | Gross value added at factor cost (c) |                            |
|-----------------------------|----------------------|----------------------------|-----------------------------|----------------------------|----------------|----------------------------|--------------------------------------|----------------------------|
|                             | Thousand             | per cent of United Kingdom | £ million                   | per cent of United Kingdom | £ million      | per cent of United Kingdom | £ million                            | per cent of United Kingdom |
| Standard regions of England |                      |                            |                             |                            |                |                            |                                      |                            |
| North                       | 0.3                  | 2.0                        | 0.1                         | 0.6                        | 4.5            | 1.7                        | 3.8                                  | 1.8                        |
| Yorkshire and Humberside    | 0.6                  | 4.6                        | 0.9                         | 3.8                        | 10.5           | 4.0                        | 8.7                                  | 4.2                        |
| East Midlands               | 0.6                  | 4.6                        | 0.8                         | 3.5                        | 10.6           | 4.1                        | 8.5                                  | 4.1                        |
| East Anglia                 | 0.4                  | 2.7                        | 0.8                         | 3.3                        | 5.9            | 2.3                        | 5.0                                  | 2.4                        |
| South East                  | 5.7                  | 43.0                       | 9.8                         | 40.5                       | 123.4          | 47.1                       | 101.5                                | 49.1                       |
| South West                  | 2.2                  | 16.7                       | 2.5                         | 10.5                       | 40.2           | 15.4                       | 29.3                                 | 14.2                       |
| West Midlands               | 1.5                  | 11.4                       | 6.3                         | 26.1                       | 30.1           | 11.5                       | 19.3                                 | 9.3                        |
| North West                  | 1.1                  | 7.9                        | 0.9                         | 3.7                        | 20.4           | 7.8                        | 17.4                                 | 8.4                        |
| England                     | 12.4                 | 92.8                       | 22.2                        | 92.0                       | 245.7          | 93.8                       | 193.6                                | 93.7                       |
| Wales                       | 0.2                  | 1.7                        | 0.4                         | 1.8                        | 3.2            | 1.2                        | 2.6                                  | 1.3                        |
| Scotland                    | 0.5                  | 3.7                        | 0.9                         | 3.8                        | 8.5            | 3.2                        | 6.7                                  | 3.3                        |
| Great Britain               | 13.1                 | 98.2                       | 23.5                        | 97.6                       | 257.4          | 98.3                       | 202.9                                | 98.2                       |
| Northern Ireland            | 0.2                  | 1.8                        | 0.6                         | 2.4                        | 4.5            | 1.7                        | 3.7                                  | 1.8                        |
| United Kingdom              | 13.3                 | 100.0                      | 24.1                        | 100.0                      | 261.9          | 100.0                      | 206.6                                | 100.0                      |

(a) Average number employed during the year, including full and part-time employees and working proprietors.

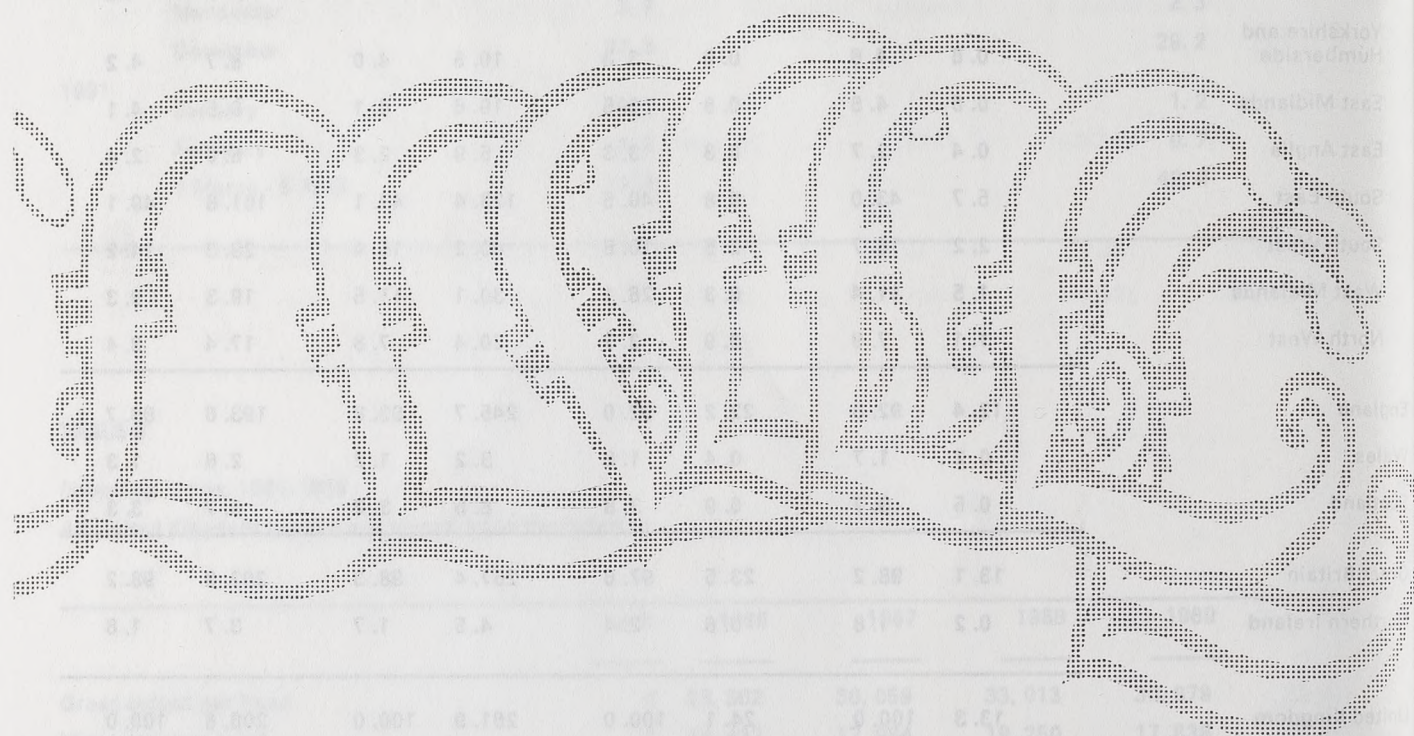
(b) New building work plus acquisitions less disposals of land and existing buildings, vehicles and plant and machinery. The value also includes assets acquired under finance leasing arrangements - see Table 2.

(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 was treated similarly.



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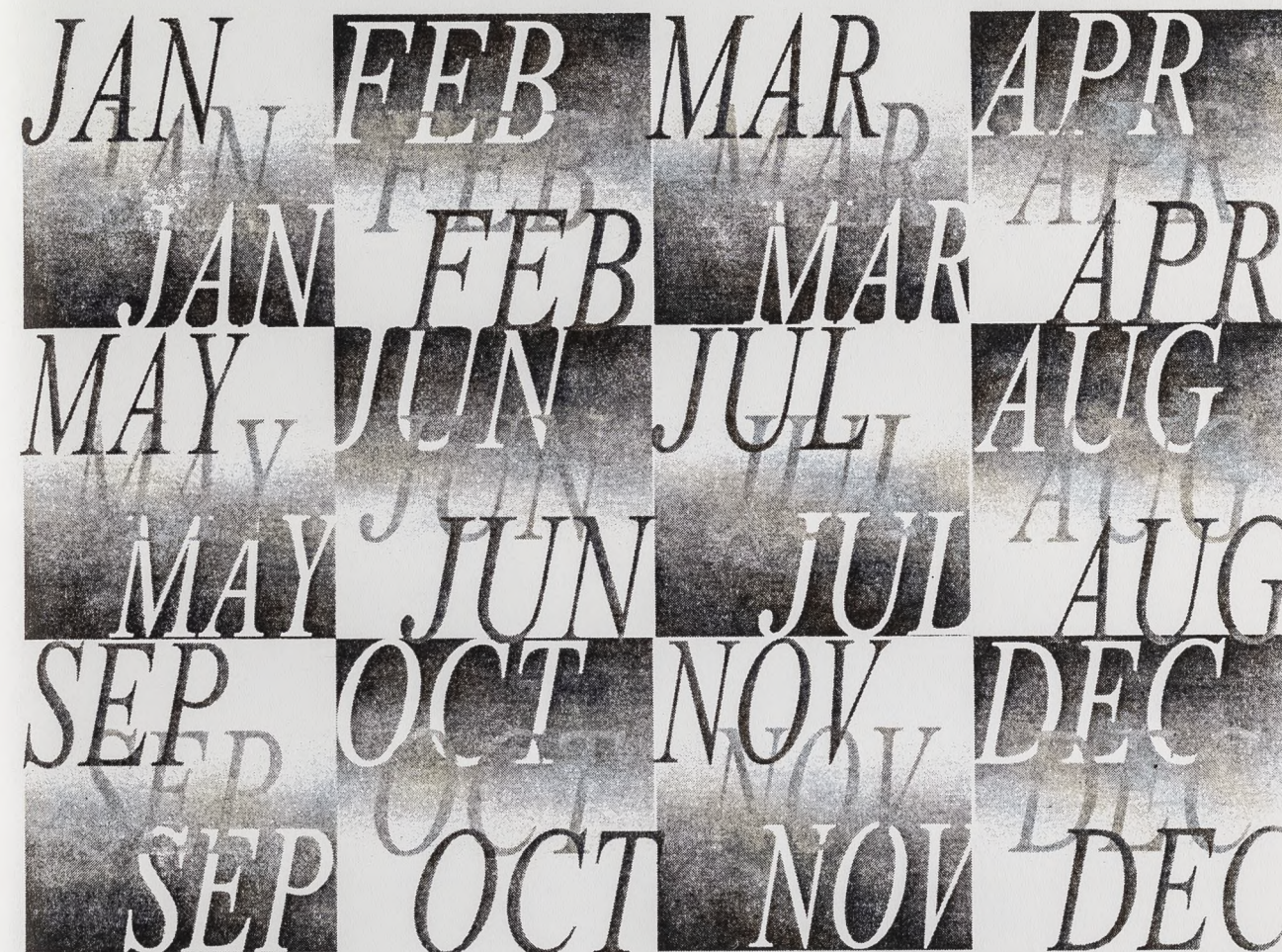
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