



BOARD OF TRADE

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# Report on the Census of Production 1963

15 Animal and poultry foods



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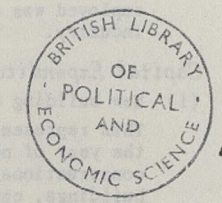
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Report on the  
Census of Production  
1963

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



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## 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.

# 15 Animal and poultry foods

This Report on the Animal and Poultry Foods Industry relates to establishments engaged wholly or mainly in manufacturing or compounding animal and poultry food, poultry grit and spices, animal medicines and condiments, bird seed, etc. Seed crushing and grain milling establishments engaged in the manufacture of animal and poultry feeding-stuffs are, however, excluded as indicated below.

This industry corresponds to minimum list heading 219 in the Standard Industrial Classification (Consolidated edition, 1963).

In this industry, where small firms account for a relatively large proportion of employment and output, a sample of firms employing fewer than twenty-five persons was asked to complete a simplified version of the full census form for 1963; estimates based on the information received from these small firms are given in Tables 2(ii) and 5(i).

### METHOD OF CLASSIFICATION

The following adaptation to the standard classification procedure was made to exclude from this industry seed-crushing and grain milling firms with substantial sales of animal and poultry foods which otherwise would have been classified to this industry.

In returns where sales of vegetable and animal oils and fats or where sales of milled products for human consumption accounted for at least 15 per cent. of total output, sales of feeding stuffs for animals, poultry, etc., (other than canned foods for dogs and cats) were counted equally as principal products of the Animal and Poultry Foods Industry, the Vegetable and Animal Oils and Fats Industry, and the Grain Milling Industry.

The classification of returns to the sub-divisions of this industry followed the standard procedure.

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







TABLE 2(i) Analysis of larger firms by sub-divisions within the industry, 1958 and 1963

Firms employing 25 or more persons: United Kingdom (a)

|   | Unit     | Sub-divisions of the industry (b)  |            |                         |           | Total   |            |
|---|----------|--|------------|-------------------------|-----------|---------|------------|
|   |          | Feeding stuffs for animals, poultry, etc. (except dog and cat foods)<br>01 |            | Dog and cat foods<br>02 |           |         |            |
|   |          | 1958   | 1963       | 1958                    | 1963      | 1958    | 1963       |
| Number of enterprises (c)                                     | No.      | 155  | 138        | 12                      | 9         | 166     | 145        |
| Number of establishments                                      | "        | 248  | 265        | 14                      | 16        | 262     | 281        |
| Gross output  | £'000    | 227,751  | 324,522    | 18,884                  | 31,369    | 246,635 | 355,891    |
| Net output  | "        | 39,201   | 56,498     | 6,003                   | 13,060    | 45,205  | 69,558     |
| Net output per head   | £        | 1,829  | 2,259      | 2,017                   | 3,784     | 1,852   | 2,444      |
| Sales and work done   | £'000    | 182,627  | 254,554(d) | 18,270                  | 30,996(d) | 200,897 | 285,550(d) |
| Sales of characteristic products                              | "        | 44,962   | 69,858     | 789                     | 346       | 45,751  | 70,203     |
| Index of specialisation (f)                                   | Per cent | 93   | 93         | 93                      | 91        | 94      | 94         |
| Purchases   | £'000    | 183,445  | 197,906    | 11,436                  | 17,101    | 194,881 | 215,006    |
| Payments to other organisations                               | "        | 81   | 6,856      | 588                     | 1,066     | 669     | 119        |
| Stocks and work in progress                                   | "        | 6,415  | 843        | 843                     | 7,257     | 7,803   | 7,803      |
| Goods on hand for sale  | "        | + 126  | + 47       | - 33                    | + 22      | + 93    | + 70       |
| Work in progress  | "        | 5,541  | 7,976      | 868                     | 1,629     | 6,408   | 9,605      |
| Materials, stores and fuel                                    | "        | + 36   | + 63       | - 142                   | + 5       | - 106   | + 68       |
| Average number employed                                       | No.      | 21,432   | 25,011     | 2,976                   | 3,451     | 24,408  | 28,462     |
| Wages and salaries  | £'000    | 8,598  | 12,591     | 1,139                   | 1,751     | 9,738   | 14,342     |
| Employers' contributions to National Insurance (h)            | £'000    | ..   | 753        | ..                      | 89        | ..      | 842        |
| Employers' contributions to private pension schemes, etc. (i) | "        | ..   | 1,164      | ..                      | 321       | ..      | 1,485      |
| Capital expenditure (j)                                       | "        | 831  | 2,486      | 88                      | 280       | 918     | 2,766      |
| New building work   | "        | ..   | ..         | ..                      | ..        | ..      | ..         |
| Land and existing buildings                                   | "        | ..   | 31         | ..                      | ..        | ..      | 305        |
| Plant and machinery   | "        | 1,963  | 3,540      | 212                     | 596       | 2,175   | 4,137      |
| Vehicles  | "        | 47   | 69         | 6                       | 10        | 52      | 79         |
|   | "        | 1,376  | 1,768      | 86                      | 52        | 1,462   | 1,820      |
|   | "        | 509  | 813        | 35                      | 30        | 545     | 843        |

For notes to this table - see page 15/7

TABLE 2(ii) Summary for small firms, 1958 and 1963

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

|                                 | Unit  | 1958     | 1963      |
|---------------------------------|-------|----------|-----------|
| Number of firms                 | No.   | 624      | 423       |
| Gross output                    | £'000 | ..       | 54,105    |
| Net output                      | "     | 8,979(b) | 8,827     |
| Net output per head             | £     | 1,388(b) | 1,895     |
| Sales and work done             | £'000 | 30,680   | 34,195(c) |
| Purchases of goods and fuel (d) | "     | 28,925   | 19,831    |
| Payments to other organisations | "     | 50,568   | 44,558    |
| Stocks and work in progress     | "     | 58       | 27        |
| Goods on hand for sale          | "     | ..       | 690       |
| Work in progress                | "     | ..       | ..        |
| Materials, stores and fuel      | "     | ..       | ..        |
| Average number employed         | No.   | 6,471    | 455       |
| Capital expenditure             | £'000 | ..       | 4,202     |
| New building work               | "     | ..       | 62        |
| Land and existing buildings     | "     | ..       | 37        |
| Plant and machinery             | "     | ..       | 99        |
| Vehicles                        | "     | ..       | 495       |
|                                 | "     | ..       | 4         |
|                                 | "     | ..       | 429       |
|                                 | "     | ..       | 115       |

(a) Only a sample of firms supplied the full range of information, the remainder giving employment figures only. Except for employment, the figures are estimates based on the full returns made, which accounted for 17 per cent. of the employment shown for 1963, and 32 per cent. for 1958. Estimates are included for small firms not making satisfactory returns.

(b) For 1958 the net output of small firms was defined as the difference between the value of sales and the cost of purchases of materials and fuel, less payments for work done on materials given out.

(c) Including services rendered to other organisations (amounts charged for hiring out plant, machinery and other goods, for providing transport, or for technical or other services rendered) which amounted to £48,000.

(d) Including goods purchased for merchanting.



TABLE 3 Analysis of larger firms by size of enterprise within the industry, 1963  
(i) Output, employment, capital expenditure and stocks

Firms employing 25 or more persons: United Kingdom

| Average number employed by the enterprise in the industry (a) | Enter-prises | Estab-lishments | Average number employed (a) | Gross output | Net output | Net output per head | Capital expendi-ture (b) | Total value of stocks and work in progress at end of year |
|---|--------------|-----------------|-----------------------------|--------------|------------|---------------------|--------------------------|---|
|   | Number       | Number          | Number                      | £'000        | £'000      | £                   | £'000                    | £'000   |
| 25-49   | 64           | 82              | 2,398                       | 25,824       | 4,636      | 1,933               | 359                      | 1,925   |
| 50-99   | 38           | 50              | 2,747                       | 30,957       | 5,687      | 2,070               | 631                      | 2,105   |
| 100-199   | 21           | 41              | 2,865                       | 25,458       | 4,545      | 1,586               | 387                      | 1,717   |
| 200-299   | 7            | 19              | 1,806                       | 22,665       | 3,232      | 1,789               | 603                      | 1,696   |
| 300-399   | 5            | 16              | 1,801                       | 24,466       | 3,771      | 2,094               | 135                      | 1,790   |
| 400-749   | 3            | 11              | 1,637                       | 18,260       | 2,925      | 1,787               | 199                      | 1,605   |
| 750-1,499   | 4            | 41              | 4,848                       | 48,815       | 9,999      | 2,062               | 1,901                    | 4,465   |
| 1,500 and over  | 3            | 21              | 10,360                      | 159,446      | 34,763     | 3,356               | 3,664                    | 16,420  |
| Total   | 145          | 281             | 28,462                      | 355,891      | 69,558     | 2,444               | 7,879                    | 31,723  |

(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 |            |
|---|-------------|------------|--------------------|------------|--------------------------|-----------------------------------|-----------------------------|------------|
|   | Oper-atives | Others (c) | Oper-atives        | Others (c) | National Insurance (d)   | Private pension schemes, etc. (e) | Oper-atives                 | Others (c) |
|   | Number      | Number     | £'000              | £'000      | £'000                    | £'000                             | £                           | £          |
| 25-49   | 1,595       | 780        | 1,080              | 665        | 67                       | 40                                | 677                         | 853        |
| 50-99   | 1,708       | 1,031      | 1,209              | 862        | 80                       | 47                                | 708                         | 836        |
| 100-199   | 1,856       | 1,009      | 1,102              | 860        | 77                       | 71                                | 594                         | 853        |
| 200-299   | 1,193       | 606        | 964                | 506        | 58                       | 29                                | 808                         | 835        |
| 300-399   | 1,043       | 757        | 785                | 750        | 54                       | 57                                | 752                         | 991        |
| 400-749   | 1,155       | 477        | 713                | 413        | 47                       | 51                                | 617                         | 865        |
| 750-1,499   | 3,280       | 1,561      | 2,232              | 1,281      | 149                      | 124                               | 680                         | 821        |
| 1,500 and over  | 6,662       | 3,697      | 6,259              | 4,050      | 311                      | 1,066                             | 939                         | 1,096      |
| Total   | 18,492      | 9,918      | 14,342             | 9,388      | 842                      | 1,485                             | 776                         | 947        |

- (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 £461,000.

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    | 2         | 3         | 5             |
| 18 and over | 76        | 19        | 95            |
| All ages    | 78        | 22        | 100           |

Source: Ministry of Labour

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

Footnotes to Table 2(i).

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



TABLE 5(i) Estimates of total sales of principal products of the industry, 1958 and 1963(a)

All firms: United Kingdom

|   | All firms (b)  |                | Small firms in the industry (c) |               |
|---|----------------|----------------|---------------------------------|---------------|
|   | 1958           | 1963           | 1958                            | 1963          |
|   | £'000          | £'000          | £'000                           | £'000         |
| Feeding stuffs for animals, poultry, etc. other than dog and cat foods  | 292,150        | 336,918        | 27,208                          | 29,040        |
| Dog and cat foods   |                | 36,030         |                                 | 2,456         |
| Medicines, spices and condiments for animals, poultry, etc. (excluding chemical and mineral additives and supplements for foods and feeding stuffs) | 11,816         | 5,120          | 3,194                           | 503           |
| Other products (d)  |                | 2,720          |                                 | 2,138         |
| Work done on commission, sub-contract work, etc.  | 538            | 150            | 279                             | 9             |
| <b>Total</b>  | <b>304,504</b> | <b>380,938</b> | <b>30,681</b>                   | <b>34,147</b> |

(a) Including estimated figures for firms not making satisfactory returns.

(b) Including sales of principal products of the industry by larger firms but not by small firms, classified to other industries. For a more detailed analysis of sales by larger firms see Table 5(ii).

(c) Estimates based on a sample of small firms which account for 17 per cent. of the total employment of small firms in the industry for 1963, and 32 per cent. for 1958.

(d) Including any sales by small firms of goods other than principal products of the industry (but excluding merchanted goods and the value of services rendered to other organisations).

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

Firms employing 25 or more persons: United Kingdom

| Industry sub-division (a)  | 1958     |                | 1963     |                |             |           |
|--|----------|----------------|----------|----------------|-------------|-----------|
|  | Quantity | Value          | Quantity | Value          | Enterprises | Entries   |
|  | Th. tons | £'000          | Th. tons | £'000          | Number      | Number    |
| Feeding stuffs for animals, poultry, etc., other than dog and cat foods  |          |                |          |                |             |           |
| 01 Compound feeding stuffs (including molassed feeds containing not less than 30 per cent. molasses)   | 7,032    | 222,169(b)     | 8,156    | 288,956        | 167         | 239       |
| 01 Livestock concentrates and mixtures (including those containing animal feed supplements, e.g. vitamins, minerals and antibiotics)                   | 177      | 6,186          | 313      | 14,990         | 61          | 84        |
| 01 Fish meal (including herring meal)  | 85.7     | 5,715          | 98.5     | 5,903          | 16          | 16        |
| 01 Meat meal, meat and bone meal, bone meal and sterilised bone flour (other than for use as fertilizer)   | 57.8     | 1,964          | 130      | 4,933          | 29          | 34        |
| 01 Bird seeds, prepared and mixed  | 9.4      | 1,504          | 19.5     | 2,347          | 16          | 16        |
| 01 Other and unclassified feeding stuffs   | 167      | 4,509          | 238      | 7,075          | 76          | 95        |
| Total feeding stuffs for animals, poultry, etc., other than dog and cat foods  | 7,528    | 242,046        | 8,956    | 304,204        | ..          | ..        |
| Dog and cat foods  |          |                |          |                |             |           |
| 02 Dog foods, canned   | 48.4     | 6,414          | 134      | 15,410         | 8           | 10        |
| 02 Cat foods, canned   | 60.9     | 7,274          | 105      | 10,527         | 6           | 7         |
| 02 Biscuits  | 29.6     | 2,603          | 50.1     | 4,442          | 13          | 18        |
| 02 Other and unclassified dog foods  | ..       | 3,241          | 34.4     | 2,757          | 18          | 20        |
| Total dog and cat foods  | 139      | 16,291         | 323      | 33,135         | ..          | ..        |
| 01 Medicines, spices and condiments for animals, poultry, etc. (excluding chemical and mineral additives and supplements for foods and feeding stuffs) | ..       | 7,454          | ..       | 4,595          | 41          | 44        |
| Other products   | ..       | 1,070          | ..       | 508            | 13          | 13        |
| Waste products   | ..       | 75             | ..       | 65             | 14          | 14        |
| Work done on commission, sub-contract work, etc.   |          | 258            |          | 138            | 21          | 21        |
| <b>Total</b>   |          | <b>272,797</b> |          | <b>342,646</b> | <b>..</b>   | <b>..</b> |
| Sales in other industries (see Table 6)  |          | 84,370         |          | 72,599         | ..          | ..        |
| Principal products of this industry sold by establishments in the industry   |          | 188,427        |          | 270,047        | 145         | 195(c)    |

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

(b) Including oil seed cake purchased and kibbled or ground so far as separately recorded.

(c) This figure represents the total number of returns made by larger firms in this industry, which is less than the total number of establishments shown in Table 2(i) on account of combined returns covering more than one establishment.



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

Firms employing 25 or more persons: United Kingdom

|   | 1958     |        | 1963     |        |         |  |
|---|----------|--------|----------|--------|---------|--|
|   | Quantity | Value  | Quantity | Value  | Entries | Principal industries in which produced (a) |
|   | Th.tons  | £'000  | Th.tons  | £'000  | Number  |  |
| Feeding stuffs for animals, poultry, etc., other than dog and cat foods   |          |        |          |        |         |  |
| Compound feeding stuffs (including molassed feeds containing not less than 30 per cent. molasses)   | 2,377    | 73,936 | 1,791    | 56,858 | 86      | 7,11,26,32                                 |
| Livestock concentrates and mixtures (including those containing animal feed supplements, e.g. vitamins, minerals and antibiotics)                   | -        | -      | 6.7      | 314    | *       | 11,27,28                                   |
| Fish meal (including herring meal)  |          |        |          |        |         |  |
| Meat meal, meat and bone meal, bone meal and sterilised bone flour (other than for use as fertilizers)  | 34.9     | 1,032  | 81.2     | 3,196  | 27      | 7,10,32,36                                 |
| Other and unclassified feeding stuffs including bird seeds, prepared and mixed  | 112      | 4,631  | 138      | 4,512  | 48      | 7,17,33,36                                 |
| Dog and cat foods   |          |        | 54.1     | 4,593  | 14      | 7,10,32,36                                 |
| Medicines, spices and condiments for animals, poultry, etc. (excluding chemical and mineral additives and supplements for foods and feeding stuffs) | ..       | 4,640  | ..       | 3,125  | 31      | 26,27,28,32                                |
| Total   |          | 84,370 |          | 72,599 | ..      |  |

(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  |
|  | Th.tons  | £'000     | Th.tons  | £'000  |
| Wheat products   |          |           |          |        |
| Meal and flour (other than self-raising flour and semolina)  | 0.8      | 32        |          |        |
| Bran, pollard, sharps and middlings (including weatings and superfine weatings) and other wheat products and by-products   | 15.3     | 368       | 40.3     | 1,338  |
| Crushed and ground oats and other oat products and by-products   | 20.4     | 617       | 15.4     | 407    |
| Barley products  |          |           |          |        |
| Meal   |          |           | 52.2     | 1,303  |
| Barley flour, and pearled, blocked, flaked, puffed and pot barley  | 52.4     | 1,381     | 4.5      | 133    |
| Other barley products and by-products  |          |           | 20.1     | 544    |
| Maize products   |          |           |          |        |
| Meal and flour and other maize products and by-products  | 53.8     | 1,470     | 73.6     | 1,946  |
| Flaked maize not for human consumption   | 75.0     | 2,046     | 108      | 3,101  |
| Unclassified   | 27.0     | 670       | -        | -      |
| Fertilizers, prepared or manufactured  |          |           | ..       | 676    |
| Disinfectants, insecticides, weed killers, anti-sprouting products, including sheep and cattle dressings and similar preparations, but excluding copper sulphate | ..       | 536       | ..       | 81     |
| Vegetable, seed, fish and marine animal oils   | 27.9     | 2,723     | 24.5     | 3,152  |
| Animal (except marine animal) oils, fats and greases   | ..       | 197       | 15.7     | 833    |
| Chemical and mineral additives and supplements for food and feeding stuffs (including animal)  | ..       | 2,428     | ..       | 239    |
| Other products   |          |           | ..       | 1,520  |
| Services rendered to other organisations (a)   |          | ..        | ..       | 230    |
| Total value of goods sold without being subjected to any manufacturing process (merchanted or factored)  | ..       | 45,596    | ..       | 69,962 |
| Canteen takings  |          | 155       |          | 242    |
| Total  |          | 58,221(b) |          | 85,707 |

(a) Amounts charged for hiring out plant, machinery or other goods, for providing transport, or for technical or other services rendered.

(b) Excluding amounts charged for services rendered to other organisations.



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

|   | 1958 (b) |          | 1963     |          |
|---|----------|----------|----------|----------|
|   | Quantity |          | Quantity |          |
|   | Th. tons | Th. tons | Th. tons | Th. tons |
| Compound feeding stuffs (including molassed feeds containing not less than 30 per cent. molasses) |          |          |          |          |
| For cattle  | 2,258    | 2,740    |          |          |
| For calves  | 259      | 368      |          |          |
| For pigs  | 1,655    | 2,040    |          |          |
| For poultry   | 2,899    | 3,893    |          |          |
| Other sorts   | 118      | 167      |          |          |
| Total   | 7,189    | 9,208    |          |          |

(a) This table, which is derived from short period information, supplements the information collected in the 1963 Census and should be read in conjunction with Table 5(ii). It refers to the calendar years 1958 and 1963.  
 (b) Excluding Northern Ireland.

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   |
| Materials for processing   |          | £'000  |                  | £'000  |
| Cereals, cereal products and cereal by-products  |          |        |                  |        |
| Wheat  |          |        |                  |        |
| Home grown   | ..       | (a)    | ..               | 12,736 |
| Imported   | ..       |        | ..               | 4,219  |
| Barley   |          |        |                  |        |
| Home grown   | ..       | 21,804 | ..               | 20,277 |
| Imported   | ..       |        | ..               | 5,046  |
| Oats   |          |        |                  |        |
| Home grown   | ..       | 3,769  | ..               | 1,722  |
| Imported   | ..       |        | ..               | 431    |
| Maize  | ..       | 13,563 | ..               | 31,690 |
| Wheat by-products  |          |        |                  |        |
| Home produced  | ..       | 18,412 | ..               | 10,325 |
| Imported   | ..       |        | ..               | 4,670  |
| Other cereals, cereal products and cereal by-products  |          |        |                  |        |
| Home produced  | ..       | 12,752 | ..               | 4,994  |
| Imported   | ..       |        | ..               | 9,972  |
| Oil seed cake and meal (including extracted meals)   |          |        |                  |        |
| Home produced  | ..       | 29,873 | ..               | 9,200  |
| Imported   | ..       |        | ..               | 24,064 |
| Molasses   | ..       | 2,038  | ..               | 3,578  |
| Milk products (including whey and butter milk powder)  | ..       | 1,300  | ..               | 1,883  |
| Raw meat (including offal)   |          |        |                  |        |
| Home produced  | ..       | (a)    | ..               | 1,345  |
| Imported   | ..       |        | ..               | 4,122  |
| Meat meal, meat and bone meal, bone meal and sterilised bone flour   | ..       | 3,536  | ..               | 4,869  |
| Raw fish (including offal)   | ..       |        | ..               | 4,625  |
| Fish meal (including herring meal)   | ..       | 7,699  | ..               | 4,063  |
| Home produced  | ..       |        | ..               | 8,977  |
| Imported   | ..       |        | ..               |        |
| Chemical and mineral additives and supplements   |          |        |                  |        |
| Vitamins, phosphates, calcium, etc.  | ..       | (a)    | ..               | 6,230  |
| Antibiotics  | ..       |        | ..               | 618    |
| Lubricating oils and greases   | ..       | ..     | Th. gal.<br>91.3 | 29     |
|  |          |        | Th.cwt.<br>1.0   | 6      |
| Replacement parts for firms' own machinery, plant and vehicles, and accessories and consumable tools bought as replacement | ..       | 1,084  | ..               | 1,404  |
| All other materials for processing   | ..       | 24,703 | ..               | 15,464 |

Continued on next page



TABLE 10 (continued)

|  | 1954          |          | 1963          |         |
|--|---------------|----------|---------------|---------|
|  | Quantity      | Cost     | Quantity      | Cost    |
|  |               | £'000    |               | £'000   |
| Packaging materials  |               |          |               |         |
| Paper and board  |               |          |               |         |
| Boxes, cartons, packing cases, and drums and canisters (with or without metal ends) of paper, cardboard and fibreboard   | ..            | 282      | ..            | 864     |
| Multiwall paper sacks  | ..            | 209      | Mn. 183       | 4,567   |
| 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 | ..            | (a)      | ..            | 521     |
| Jute and hessian piece goods, sacks and bags   | ..            | 5,628(b) | ..            | 3,149   |
| Metal  |               |          |               |         |
| Cans and boxes   |               |          | ..            | 5,330   |
| Barrels, kegs and drums  |               |          | Th. 98.2      | 26      |
| Transparent cellulose film (including bags)  | ..            | 3,000    | ..            | 16      |
| All other packaging materials  |               |          | ..            | 215     |
| Fuel and electricity (c)   | Th.tons       |          | Th.tons       |         |
| Coal   | 99.9          | 420      | 36.4          | 224     |
| Coke (including screenings) and manufactured fuel  | 7.0           | 40       | 2.7           | 22      |
| Derv fuel and motor spirit for use in road vehicles  | Th.gal. 1,684 | 320      | Th.gal. 3,748 | 740     |
| Other liquid fuels (including creosote/pitch mixtures, etc. and liquefied petroleum gases)   | .. 2,706      | 69 132   | .. 12,923     | 566     |
| Gas  | Th.therms 767 | 45       | Th.therms 962 | 82      |
| Electricity  | .. 186,677    | 5 958    | .. 332,198    | 2,125   |
| Total cost of materials and fuel   |               | 151,639  |               | 215,006 |
| Goods purchased for merchanting  |               | ..       |               | 61,319  |
| Canteen purchases  |               | ..       |               | 232     |
| Total cost of purchases  |               | ..       |               | 276,556 |

(a) Not recorded separately.

(b) Described in 1954 as 'Sacks and bags of textile materials'.

(c) The total quantity of electricity generated in firms' own establishments in this industry was 900 Th. kWh in 1954 and 598 Th. kWh in 1963.

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.   | 2,337  |
| Transport costs   |       |        |
| Wages and salaries  | £'000 | 1,801  |
| Derv fuel and motor spirit                                  | "     | 740    |
| Payments to other organisations for transport               | "     | 7,803  |
| Costs of operating road goods vehicles                      |       |        |
| Insurance   | "     | 147    |
| Vehicle licences  | "     | 149    |
| Depreciation  | "     | 711    |
| Payments to other organisations for repairs and maintenance | "     | 413    |
| Total   | "     | 11,768 |

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  | 288             |
| Road goods vehicles  | 413             |
| Plant, machinery, and other capital equipment                    | 782             |
| Insurance, licensing and depreciation of road goods vehicles (b) | 1,007           |
| Rates, excluding water rates                                     | 821             |
| Hire of plant and machinery                                      | 97              |
| Postage, telephone, telegrams and cables                         | 492             |
| Total  | 3,900           |

(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)  | 4.6                                 | November      | 0.7                                 |
| May        | 1.4                                 | December      | 46.8                                |
| June       | 4.8                                 | 1964          |                                     |
| July       | 6.3                                 | January       | 1.7                                 |
| August     | 4.7                                 | February      | 4.0                                 |
| September  | 5.0                                 | March         | 16.8                                |
| October    | 3.2                                 | 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.

Notes - continued from page ii

*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 merchanting 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 merchanting 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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