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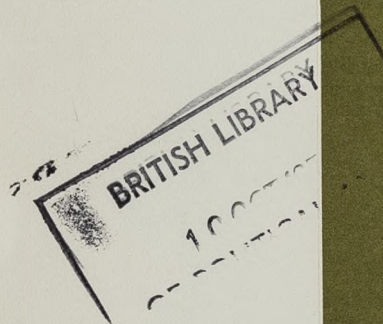
1976

Business Statistics Office

Business Monitor

Report on the Census of Production

Water supply



HMSO



A publication of the Government Statistical Service

A publication of the Government Statistical Service

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Commencing with the 1971 Census, the Census of Production reports are being numbered in a uniform series embracing all industrial inquiries in the Business Monitor series. These Business Monitors have a code P (for production) followed first by A (indicating that it is an annual series) or Q (quarterly) or M (monthly); and then by a number indicating the minimum list heading, or sub-division of a minimum list heading, of the Standard Industrial Classification (revised 1968).

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Enquiries:

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

Report on the Census of Production 1976

Water supply

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

Department of Industry
Business Statistics Office

London: Her Majesty's Stationery Office

List of Industry Reports, etc.

- PA1001 Introductory notes
- PA101 Coal mining
- PA102 Stone and slate quarrying and mining
- PA103 Chalk, clay, sand and gravel extraction
- PA104 Petroleum and natural gas
- PA109 Miscellaneous mining and quarrying
- PA211 Grain milling
- PA212 Bread and flour confectionery
- PA213 Biscuits
- PA214 Bacon curing, meat and fish products
- PA215 Milk and milk products
- PA216 Sugar
- PA217 Cocoa, chocolate and sugar confectionery
- PA218 Fruit and vegetable products
- PA219 Animal and poultry foods
- PA221 Vegetable and animal oils and fats
- PA229.1 Margarine
- PA229.2 Starch and miscellaneous foods
- PA231 Brewing and malting
- PA232 Soft drinks
- PA239.1 Spirit distilling and compounding
- PA239.2 British wines, cider and perry
- PA240 Tobacco
- PA261 Coke ovens and manufactured fuel
- PA262 Mineral oil refining
- PA263 Lubricating oils and greases
- PA271.1 Inorganic chemicals
- PA271.2 Organic chemicals
- PA271.3 Miscellaneous chemicals
- PA272 Pharmaceutical chemicals and preparations
- PA273 Toilet preparations
- PA274 Paint
- PA275 Soap and detergents
- PA276 Synthetic resins and plastics materials and synthetic rubber
- PA277 Dyestuffs and pigments
- PA278 Fertilizers
- PA279.1 Polishes
- PA279.2 Formulated adhesives, gelatine, etc.
- PA279.3 Explosives and fireworks
- PA279.4 Formulated pesticides, etc.
- PA279.5 Printing ink
- PA279.6 Surgical bandages, etc.
- PA279.7 Photographic chemical materials
- PA311 Iron and steel (general)
- PA312 Steel tubes
- PA313 Iron castings, etc.
- PA321 Aluminium and aluminium alloys
- PA322 Copper, brass and other copper alloys
- PA323 Miscellaneous base metals
- PA331 Agricultural machinery (except tractors)
- PA332 Metal-working machine tools
- PA333.1 Pumps
- PA333.2 Valves
- PA333.3 Compressors and fluid power equipment
- PA334 Industrial engines
- PA335 Textile machinery and accessories
- PA336 Construction and earth-moving equipment
- PA337 Mechanical handling equipment
- PA338 Office machinery
- PA339.1 Mining machinery
- PA339.2 Printing, bookbinding and paper goods machinery
- PA339.3 Refrigerating machinery, space-heating, ventilating and air-conditioning equipment
- PA339.5 Scales and weighing machinery and portable power tools
- PA339.7 Food and drink processing machinery and packaging and bottling machinery
- PA339.9 Miscellaneous (non-electrical) machinery
- PA341 Industrial (including process) plant and steelwork
- PA342 Ordnance and small arms
- PA349.1 Ball, roller, plain and other bearings
- PA349.2 Precision chains and other mechanical engineering
- PA351 Photographic and document copying equipment
- PA352 Watches and clocks
- PA353 Surgical instruments and appliances
- PA354 Scientific and industrial instruments and systems
- PA361 Electrical machinery
- PA362 Insulated wires and cables
- PA363 Telegraph and telephone apparatus and equipment
- PA364 Radio and electronic components
- PA365.1 Gramophone records and tape recordings
- PA365.2 Broadcast receiving and sound reproducing equipment
- PA366 Electronic computers
- PA367 Radio, radar and electronic capital goods
- PA368 Electrical appliances primarily for domestic use
- PA369.1 Electrical equipment for motor vehicles, cycles and aircraft
- PA369.2 Primary and secondary batteries
- PA369.4 Electric lamps, electric light fittings, wiring accessories, etc.
- PA370 Shipbuilding and marine engineering
- PA380 Wheeled tractor manufacturing
- PA381.1 Motor vehicle manufacturing
- PA381.2 Trailers, caravans and freight containers
- PA382 Motor cycle, tricycle and pedal cycle manufacturing
- PA383 Aerospace equipment manufacturing and repairing
- PA384 Locomotives, railway track equipment, railway carriages, wagons and trams
- PA390 Engineers' small tools and gauges
- PA391 Hand tools and implements
- PA392 Cutlery, spoons, forks and plated tableware, etc.
- PA393 Bolts, nuts, screws, rivets, etc.
- PA394 Wire and wire manufactures
- PA395 Cans and metal boxes
- PA396 Jewellery and precious metals
- PA399.1 Metal furniture
- PA399.5 Drop forgings, etc.
- PA399.6 Metal hollow-ware
- PA399.8 Miscellaneous metal manufacture
- PA411 Production of man-made fibres
- PA412 Spinning and doubling on the cotton and flax systems
- PA413 Weaving of cotton, linen and man-made fibres
- PA414 Woollen and worsted
- PA415 Jute
- PA416 Rope, twine and net
- PA417.1 Hosiery and other knitted goods
- PA417.2 Warp knitting
- PA418 Lace
- PA419 Carpets
- PA421 Narrow fabrics
- PA422.1 Household textiles and handkerchiefs
- PA422.2 Canvas goods and sacks and other made-up textiles
- PA423 Textile finishing
- PA429.1 Asbestos
- PA429.2 Miscellaneous textile industries
- PA431 Leather (tanning and dressing) and fellmongery
- PA432 Leather goods
- PA433 Fur
- PA441 Weatherproof outerwear
- PA442 Men's and boys' tailored outerwear
- PA443 Women's and girls' tailored outerwear
- PA444 Overalls and men's shirts, underwear, etc.
- PA445 Dresses, lingerie, infants' wear, etc.
- PA446 Hats, caps and millinery
- PA449.1 Corsets and miscellaneous dress industries
- PA449.2 Gloves
- PA450 Footwear
- PA461.1 Refractory goods
- PA461.2 Building bricks and non-refractory goods
- PA462 Pottery
- PA463 Glass
- PA464 Cement
- PA469.1 Abrasives
- PA469.2 Miscellaneous building materials and mineral products
- PA471 Timber
- PA472 Furniture and upholstery
- PA473 Bedding, etc.
- PA474 Shop and office fitting
- PA475 Wooden containers and baskets
- PA479 Miscellaneous wood and cork manufactures
- PA481 Paper and board
- PA482.1 Cardboard boxes, cartons and fibre-board packing cases
- PA482.2 Packaging products of paper and associated materials
- PA483 Manufactured stationery
- PA484.1 Wallcoverings
- PA484.2 Miscellaneous manufactures of paper and board
- PA485 Printing, publishing of newspapers and periodicals
- PA489 General printing and publishing
- PA491 Rubber
- PA492 Linoleum, plastics floor-covering, leathercloth, etc.
- PA493 Brushes and brooms
- PA494.1 Toys, games and children's carriages
- PA494.3 Sports equipment
- PA495 Miscellaneous stationers' goods
- PA496 Plastics products
- PA499.1 Musical instruments
- PA499.2 Miscellaneous manufacturing industries
- PA500 Construction
- PA601 Gas
- PA602 Electricity
- PA603 Water supply
- PA1002 Summary tables

The information in this report relates to the undertakings classified to the water supply industry, minimum list heading 603 in the Standard Industrial Classification (revised 1968). The activities of the industry include:-

Purifying and distributing water and supplying hydraulic power. Construction work carried out by employees of water undertakings is included. Private water works maintained by establishments primarily for their own use are excluded.

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

LIST OF CONTENTS

Table No	Title	Page
1	Output and costs, 1973-1976	2
2	Capital expenditure, 1973-1976	3
4	Analysis of undertakings by size, 1976	4-5
5	Regional distribution of employment, net capital expenditure, net output and gross value added at factor cost, 1976	6
6	Percentage analysis of twelve-month periods covered by returns received from United Kingdom undertakings employing 20 or more persons, 1976	7
7	Percentage analysis of employees, by full and part-time employment and sex, 1976	7

TABLE 1

PA603

Output and costs, 1973-1976
All United Kingdom undertakings classified to the industry (a)

	Unit	1973	1974	1975	1976
Undertakings	Number	266	153(b)	129	122
Water supplied	£ thousand	271,906	355,927	479,797	557,085
Repairs and maintenance and receipts for other industrial services rendered	"	(c)	(c)	(c)	52,353
New construction of buildings, reservoirs, aqueducts, mains, machinery and plant and other capital items	"	40,005	31,485	56,966	65,898
Total value of water supplied, and work done (d)	"	311,911	387,412	536,763	675,336
Non-industrial services rendered	"	643	1,295	987	1,174
Gross output	"	312,553	388,707	537,750	676,510
Purchases of materials and fuel used	"	64,608	77,174	84,276	111,548
Cost of industrial services received	"	15,454	9,902	11,626	21,914
Net output	"	232,491	301,631	441,848	543,047
Total employment (e)	Thousands	43.0	43.8	43.9	45.0
Net output per head	£	5,409	6,888	10,076	12,077
Payments for non-industrial services	"				
Rents, hire of plant and machinery (f) (g)	£ thousand	1,911	2,504	3,625	4,495
Commercial insurance premiums	"	989	1,315	1,649	2,087
Bank charges	"	431	161	160	129
Other non-industrial services (h)	"	4,289	7,110	10,488	13,762
Licensing of motor vehicles	"	577	634	857	1,041
Rates, excluding water rates	"	24,691	34,382	44,580	45,667
Gross value added at factor cost	"	199,602	255,525	380,488	475,866
Gross value added at factor cost per head	£	4,644	5,834	8,677	10,583

(a) Including estimates for undertakings not making satisfactory returns, non-response and undertakings exempt because of size. Satisfactory returns accounted for 94 per cent of employment within the industry.

(b) As a result of the reorganisation of the water supply industry there was a contraction in the number of undertakings between 1973 and 1974.

(c) Included with water supplied.

(d) Details of manufacturers' sales of principal products are published regularly in Business Monitor PQ 603.

(e) Average number employed, including full and part-time employees (see table 7).

(f) 1973 figures include hire of vehicles.

(g) For 1973-1975 rents of industrial and commercial buildings were not recorded separately. For 1976 the amount payable was £1,131 thousand.

(h) 1974-1976 figures include the cost of hiring goods vehicles.

2

TABLE 2

PA603

Capital Expenditure, 1973-1976
All United Kingdom undertakings classified to the industry (a) (b)

	1973	1974	1975	1976
Land and buildings				
New building work	111,722	112,531	132,274	179,302
Land and existing buildings				
Acquisitions	1,764	1,965	5,785	4,469
Disposals	2,475	1,569	2,326	2,508
Vehicles				
Acquisitions				
Motor cars	169	377	3,827	3,802
Other vehicles	2,065	2,406		
Disposals				
Motor cars	48	66	332	501
Other vehicles	263	217		
Plant and machinery				
Acquisitions	10,632	10,646	22,320	35,156
Disposals	143	116	133	164
Total net capital expenditure	123,423	125,956	161,414	219,555

(a) Including estimates for undertakings not making satisfactory returns, non-response and undertakings exempt because of size. Satisfactory returns accounted for 94 per cent of employment within the industry.

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

TABLE 4

PA603

Analysis of undertakings by size, 1976
All United Kingdom undertakings classified to the industry (a)

Size group (b)	Undertakings (c)	Employment			Wages and salaries(e)				
		Total	Operatives	Others (d)	Operatives		Others(d)		
					Total	per head	Total	per head	
									Number
1-19	14	89)							
20-49	5	162)	564	336	1,764	3,128	1,271	3,783	
50-99	9	649)							
100-199	27	4,066	2,405	1,661	7,610	3,164	6,338	3,815	
200-299	19	4,515	2,601	1,914	8,156	3,136	7,313	3,821	
300-399	11	3,770	2,233	1,537	7,602	3,404	5,775	3,757	
400-499	9	4,144	2,386	1,758	7,326	3,070	6,685	3,803	
500-749	12	7,150	4,314	2,836	12,656	2,934	10,661	3,759	
750-999	10	8,603	5,157	3,446	15,809	3,066	12,629	3,665	
1,000 and over	6	11,818	7,433	4,385	25,407	3,418	18,340	4,182	
Total	122	44,966	27,093	17,873	86,330	3,186	69,012	3,861	

(a) Including estimates for undertakings not making satisfactory returns, non-response and undertakings with fewer than 20 employees.

(b) Average number employed, including full and part-time employees (see table 7).

(c) The sum of the figures for the size groups may exceed the total for the industry because some enterprises control undertakings in more than one size group.

(d) Administrative, technical and clerical employees.

PA603

Size group (b)	Undertakings (c)	Employment	Wages and salaries(e)	Gross output (f)	Net output	Gross value added at factor cost		Net capital expenditure (g)							
						Total	per head	Total	per head	Total	per head				
												£ thousand	£	£ thousand	£
1-19	14	89)													
20-49	5	162)	1,764	3,128	11,301	9,133	10,148	(h)	4,294						
50-99	9	649)													
100-199	27	4,066	7,610	3,164	58,534	48,185	11,851	50,449(h)	10,159(h) 23,228						
200-299	19	4,515	8,156	3,136	67,444	53,249	11,794	46,198	10,232 31,260						
300-399	11	3,770	7,602	3,404	58,372	47,317	12,551	41,535	11,017 16,071						
400-499	9	4,144	7,326	3,070	64,720	52,132	12,580	46,235	11,157 29,183						
500-749	12	7,150	12,656	2,934	119,613	100,208	14,015	84,490	12,516 41,204						
750-999	10	8,603	15,809	3,066	133,127	104,097	12,100	89,945	10,455 26,321						
1,000 and over	6	11,818	25,407	3,418	163,399	128,726	10,892	112,014	9,478 47,994						
Total	122	44,966	86,330	3,186	676,510	543,047	12,077	475,866	10,583 219,555						

(e) The cost of employers' contributions to national insurance, graduated pensions, other pensions and welfare schemes and the running costs of canteens, is estimated for the industry at £27,589 thousand.

(f) Comprises the value of water supplied, work done for which a charge was made, the value of new construction work and receipts for non-industrial services rendered.

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

(h) Gross value added data relate to undertakings employing 1-199.

TABLE 5

PA603

Regional distribution of employment, net capital expenditure, net output and gross value added at factor cost, 1976
All United Kingdom undertakings classified to the industry.

Area	Total employment (a)		Net capital expenditure (b)(c)		Net output, gross value added and employment in the region from returns received from undertakings with more than 80 per cent of their employment in the region (d)		
	Thousands	per cent of United Kingdom	£ thousand	per cent of United Kingdom	£ thousand	£ thousand	Employment as a percentage of total regional employment in the industry
Standard regions of England							
North	2.4	5.3	12,080	5.5	37,708	34,210	100.0
Yorkshire and Humberside	*	*	*	*	*	*	*
East Midlands	*	*	*	*	*	*	*
East Anglia	1.0	2.3	7,353	3.4	10,716	9,708	77.9
South East	12.7	28.3	42,343	19.3	147,209	128,208	99.8
South West	5.1	11.3	23,597	10.8	45,208	40,528	65.4
West Midlands	3.2	7.1	12,994	5.9	45,721	41,486	100.0
North West	*	*	*	*	*	*	*
England	36.4	81.0	187,205	85.3	440,082	390,043	93.9
Wales	*	*	*	*	*	*	*
Scotland	3.3	7.3	10,259	4.7	22,980	14,415	99.7
Great Britain	*	*	*	*	*	*	*
Northern Ireland	*	*	*	*	*	*	*
Unallocated (e)	-	-	-	-	29,800	26,051	-
United Kingdom (b)	45.0	100.0	219,555	100.0	543,047	475,866	

- (a) Average number employed, including full and part-time employees (see table 7).
- (b) Including estimates for undertakings not making satisfactory returns, non-response and undertakings with fewer than 20 employees.
- (c) New building work plus acquisitions less disposals of land and existing buildings, vehicles and plant and machinery.
- (d) Where a census return covered addresses in two or more regions an estimate was made of the net output and gross value added attributable to the region only where more than 80 per cent of the undertaking's employees were located in the region. The estimate was made by assuming that net output and gross value added at each address covered by a return was proportional to employment at the address.
- (e) Unallocated net output and gross value added covering undertakings with addresses in two or more regions, plus estimates for unsatisfactory returns, non-response and undertakings exempt because of size.

TABLE 6

PA603

Percentage analysis of twelve-month periods covered by returns received from United Kingdom undertakings employing 20 or more persons, 1976.

Accounting year ended	Percentage of total returns received		Percentage of total number employed	
	per cent		per cent	
1976 April (a)	0.0		0.0	
May	0.0		0.0	
June	0.0		0.0	
July	0.0		0.0	
August	0.0		0.0	
September	2.0		1.6	
October	0.0		0.0	
November	0.0		0.0	
December	26.3		20.6	
1977 January	0.0		0.0	
February	0.0		0.0	
March (b)	71.7		77.8	

(a) From 6th April.

(b) Including returns made for twelve-month period ended 1st to 5th April 1977.

TABLE 7

Percentage analysis of employees, by full and part-time employment and sex, 1976 (a)
Other electrical goods industries, minimum list heading 369.

Sex	Full-time		Part-time		All employees	
	per cent		per cent		per cent	
Male	88		-		88	
Female	9		3		12	

Source: Department of Employment

- (a) The percentages relate to the numbers employed (excluding working proprietors) in the United Kingdom in minimum list heading 369 at June, 1976. In the 1976 Census of Production the employment of the Electrical equipment for motor vehicles, cycles and aircraft industry represented 38 per cent of the employment of minimum list heading 369 as a whole.

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Notes

These notes give the main information needed for interpreting the figures in the industry Business Monitors: more detailed information about the census is given in a separate Business Monitor - PA1001 (Introductory Notes) of the Report on the Census of Production, 1976.

GENERAL INFORMATION

Changes made for 1976

The Census for 1976 is in line with similar inquiries being conducted in other member countries of the European Economic Communities. There was a small number of changes in the scope of the industry reports compared with 1975. These include separate headings for:

Sales of goods produced

Receipts for work done and industrial services rendered

Amounts paid for hire of plant and machinery

Amounts paid for rent of industrial and commercial buildings

Specific changes are explained in the introductions to the industry reports or by footnotes to the tables.

Suppression of information relating to individual undertakings

Section 9(5)(b) of the Statistics of Trade Act 1947 states - "The following provisions shall have effect with respect to any report, summary or other communication to the public of information obtained under the foregoing provisions of this Act - in compiling any such report, summary or communication the competent authority shall so arrange it as to prevent any particulars published therein from being identified as being particulars relating to any individual person or undertaking except with the previous consent in writing of that person or the person carrying on that undertaking, as the case may be; but this provision shall not prevent the disclosure of the total quantity or value of any articles produced, sold or delivered; so, however, that before disclosing any such total the competent authority shall have regard to any representations made to them by any person who alleges that the disclosure thereof would enable particulars relating to him or to an undertaking carried on by him to be deduced from the total disclosed."

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

Symbols used

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

.. not available

- nil or less than half the final digit shown

* figures cannot be shown owing to the risk of disclosing information about individual undertakings

R revised

Rounding of figures

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

Industrial classification

The United Kingdom Standard Industrial Classification (SIC) was first issued in 1948 and was subsequently revised in 1958 and 1968. It exists to promote uniformity and comparability in the official statistics of the United Kingdom. The general principles followed are those of the International Standard Industrial Classification of all Economic Activities of the United Nations Statistical Office but the United Kingdom SIC reflects the organisation and structure of industry and trade as it exists in the United Kingdom. The SIC is a classification by activity and is not a commodity classification. However, an index of all commodity headings for which sales data are provided in the Quarterly Business Monitors, is published in Business Monitor PQ1000.

THE REGISTER

The register permits a questionnaire to be sent direct to the reporting establishment/undertaking on which the latter can include information relating to all the manufacturing (or local) units which it comprises.

The inquiries provide a major source of information for keeping the register continuously up-to-date and act as a check on its detail and structure. For the establishments/undertakings on the register making returns to the quarterly inquiries, the industrial classification is derived from an analysis of their sales of commodities and is reviewed annually. Employment data are entered on the register from returns to the annual census of production. In cases where an establishment/undertaking does not make a return to these inquiries the employment data are based on information provided by the Department of Employment from the annual censuses of employment. Establishments/undertakings with 20 or more employees are included in the censuses each year and the information they supply to the census is supplemented by the returns that those with 25 or more employees provide to the quarterly inquiries. Information about establishments/undertakings with fewer than 20 employees in most industries is less securely based, but increasing use has been made of data on these small establishments/undertakings supplied by the Department of Employment. One benefit of using this information is an improvement in the estimates of the number of smaller establishments/undertakings, but there is little effect on other aggregates (e.g. employment, output, net capital expenditure).

Coverage

A return was required in the 1976 Census from each establishment/undertaking with 20 or more employees. Each establishment/undertaking is classified to an industry, as defined in the SIC, whose principal products form the major part of the establishment's/undertaking's sales.

Regions

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

TERMS USED IN THE CENSUS REPORT

Average number employed

Undertakings were required to state the number of persons on the payroll on average during the year of return, whether full-time or part-time employees. Separate figures were required for:

(a) Administrative, technical and clerical employees

(b) All other employees (operatives)

Averages could be calculated from the figures relating to the last week of each calendar month. The figures include persons engaged on merchanting or factoring and canteen workers where particulars in respect of these activities could not be excluded from the return.

Employees

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

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

Capital expenditure

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

(a) New building work

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

(b) Land and existing buildings

The items shown are the capital cost of freeholds purchased and the capital cost or premium payable for leaseholds acquired (excluding the value of assets acquired in taking over an existing business), and the amounts receivable for freeholds or leaseholds disposed of. The value is that charged to capital account during the year of return.

(c) Plant, machinery and vehicles

The items shown are the value of plant and machinery and of vehicles acquired, both new and second-hand, and the amount received for items disposed of during the year. The value of plant and machinery acquired includes plant, etc. which firms produced for their own use in connection with the business covered by the return. The value of plant, etc. acquired is the expenditure charged to capital account during the year of return less any discounts received, but including the cost of transport and installation. Deductible value added tax is excluded but non-deductible value added tax on motor cars acquired is included. No deduction is made for depreciation, amortization or obsolescence. The proceeds of items disposed of during the year exclude amounts written-off for items scrapped.

Cost of industrial services

This includes amounts payable to other firms for work done on materials supplied by the undertaking, payments for repairs and maintenance (including those in respect of rented buildings)

and amounts paid to other firms for contracts which have been sublet.

Cost of non-industrial services

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

Gross output

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

Net output

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

Net output per head

The figures of net output per head are derived by dividing the net output by the average number of persons employed (full and part-time) on all activities covered by the returns, including operatives, administrative, technical and clerical employees.

Gross value added at factor cost

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

Gross value added at factor cost per head

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

Purchases

Purchases include the cost of raw materials, components, semi-manufactured goods and workshop materials; of replacement parts and consumable tools not charged to capital account; of packaging materials of all types; of stationery and printed matter; of fuel, electricity and water; of materials to be used by the undertaking or given out to other establishments/undertakings for the production of machinery or other capital items for the undertaking's own use; of materials for use by the undertaking when working on goods supplied by customers; and of food, etc. for any canteen covered by the undertaking's return. Transfers of goods to the undertaking from another department of the same firm not covered by the undertaking's return are included at a cost corresponding to the estimated selling value recorded by the other department. Amounts payable to transport firms or credited to the firm's own transport department for delivery of materials are excluded, as are all purchases of machinery and plant charged to capital account. Purchases of goods for merchanting or factoring have been collected separately since 1973. The values shown exclude

VAT. They include, in addition to the actual purchase price, the value of packaging material charged to the undertaking. The value of returned goods or packaging material returned to suppliers and any trade discounts are excluded. Materials purchased duty-paid are included at their duty-paid value, less any drawback, rebate, etc. The cost of transport is included only if it is included with the purchase price in the firm's accounts. Imported goods are included at their full delivered cost. If in the firm's accounts the transport from docks or airport is not included in the cost of goods purchased, the cost is entered at c.i.f plus duty (if applicable). Leasing, renting and hire purchase charges are excluded.

Total value of water supplied and work done
Sales for the purposes of the annual censuses means deliveries on sale of goods made by undertakings in the United Kingdom covered by the inquiry. Sales of goods made for these undertakings by other undertakings from materials given out to them and sales of waste products are included. New building work and machinery or other capital items produced by undertakings for hiring out or leasing are regarded as sales, the value included in the return being that adopted in the undertakings' capital asset accounts. Forward sales and canteen takings are excluded. All sales in the period of the inquiry are included irrespective of when the goods were manufactured. Goods produced in one undertaking and transferred either to ancillary departments not engaged in production for which there are separate accounts, or to another undertaking of the same firm not covered by the return, are treated as sales by the producing undertaking and valued as far as possible as if they had been sold to an independent purchaser. Goods transferred to wholesale or retail selling organisations, for which separate accounts are kept are valued on the same basis.

The value shown for sales is the "net selling value" defined as the amount (excluding value added tax) charged to customers whether on an ex-works or delivered basis, after any trade discounts and agents' commissions have been deducted. The cost of packing materials less allowance for returnable cases is included.

Figures for work done represent the amount charged for work carried out on materials supplied by a customer and include repair and jobbing work, erection and installation of plant and machinery, exploration work, and research and development.

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

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

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

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

Stocks and work in progress

Values are given of stocks of goods on hand for sale and of materials, stores and fuel, at the end of the year of return and of the change during the year, including any stocks of goods held for merchanting or factoring.

Work in progress is defined as materials which have been partially processed by the undertaking but which are not usually sold or transferred to another undertaking without further processing. The values include the cost of materials consumed and labour used, together with a margin of overhead costs and profits. Progress payments made to sub-contractors are excluded and progress payments received from other organisations are not deducted.

Wages and salaries

These are amounts paid during the year to operatives and to administrative, technical and clerical employees. The values shown include all overtime payments, bonuses and commissions, whether paid regularly or not, and no deduction is made for income tax, insurances, contributory pensions etc. The value of redundancy payments less any amounts reimbursed from Government sources is included. The value of any payments in kind, travelling expenses etc. is excluded.

Employers' insurance and welfare contributions

This item includes employers' contributions to national insurance and graduated pensions (and/or earnings related basic contributions under the Social Security Act, 1973) as well as commercial insurance premiums to provide pensions, superannuation or other retirement benefits, sickness benefits, personal accident benefits, disability or death benefits for employees or former employees or their dependents. Contributions to the running costs of canteens, social centres, children's and holiday homes, etc for employees, former employees and their dependents are also included.

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