



BOARD OF TRADE

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Report on the Census of Production 1963

24 Lubricating oils and greases

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 - 'The Census of Production 1963' - which is available from the Board of Trade, 1, Whitehall, London SW1A 2BQ.)

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Report on the Census of Production 1963

24 Lubricating oils and greases

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

Notes

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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.

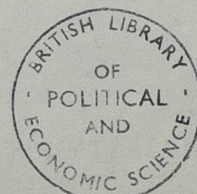
24 Lubricating oils and greases

This Report on the Lubricating Oils and Greases Industry relates to establishments engaged wholly or mainly in blending mineral, animal or vegetable lubricating oils and greases. Refineries are excluded but their output of lubricating oils and greases is included in the sales of principal products shown in Table 5.

This industry corresponds to minimum list heading 263 in the Standard Industrial Classification (Consolidated edition, 1963).

There were no establishments in this industry in Northern Ireland in 1954, 1958 and 1963.

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



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TABLE 1 Industry summary: United Kingdom
Estimates for all firms, 1958 and 1963 (a)

	Unit	1958	1963
Number of enterprises	No.	233	173
Number of establishments	"	265	206
Gross output	£'000	68,705	71,358
Net output	"	24,446	26,305
Net output per head	£	2,596	3,204
Sales and work done	£'000	59,731	65,223(b)
		{ goods produced and work done	
		{ merchanted goods and canteen takings	
Customs and Excise duty (net)	"	..	417
Purchases	"	41,359	38,876
		{ materials for processing and packaging, and fuel	
		{ goods for merchenting and canteen purchases	4,995
Payments to other organisations	"	45	29
		{ for work done on materials given out	
		{ for transport	1,573
Stocks and work in progress	"		
Total stocks and work in progress	"	- 861	+ 642
		{ change during year	
		{ at end of year	10,176
Goods on hand for sale	"	- 386	- 217
		{ change during year	
		{ at end of year	2,875
Work in progress	"	- 7	+ 23
		{ change during year	
		{ at end of year	95
Materials, stores and fuel	"	- 468	+ 836
		{ change during year	
		{ at end of year	7,207
Average number employed	Th.	9.4	8.2
	"	4.6	4.4
	"	4.7	3.6
Wages and salaries	£'000	2,525	3,149
	"	3,763	3,359
		{ of operatives	
		{ of other employees (c)	
Employers' contributions to National Insurance and private pension schemes, etc. (d)	"	..	928
Capital expenditure (e)	"		
Total	"	..	2,737
New building work	"	367	888
Land and existing buildings (f)	"	..	174
Plant and machinery (f)	"	617	1,236
Vehicles (f)	"	519	439

(a) For 1963, estimates for small firms and for firms not making satisfactory returns accounted for about 17 per cent. of the total figures in which they were incorporated. (For 1958 the comparable figure was 19 per cent.) A summary of the detailed returns received is given in Table 2.

(b) Including services rendered to other organisations (amounts charged for hiring out plant, machinery and other goods, for providing transport, or for technical or other services rendered).

(c) Administrative, technical and clerical employees.

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

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

(f) Acquisitions less disposals.

TABLE 2 Summary of returns received, 1958 and 1963
Firms employing 25 or more persons: United Kingdom (a)

	Unit	1958	1963	
Number of enterprises	No.	46	40	
Number of establishments	"	73	68	
Gross output	£'000	55,312	59,207	
Net output	"	19,880	21,826	
Net output per head	£	2,596	3,204	
Sales and work done	{ goods produced and work done	£'000	48,087	54,116(b)
	{ merchanted goods and canteen takings	"	7,541	5,252
Index of specialisation (c)	Per cent.	96	92	
Customs and Excise duty (net) (d)	£'000	..	346	
Purchases	{ materials for processing and packaging, and fuel	"	33,296	32,256
	{ goods for merchenting and canteen purchases	"	..	4,144
Payments to other organisations	{ for work done on materials given out	"	36	24
	{ for transport	"	1,922	1,305
Stocks and work in progress				
Goods on hand for sale	{ change during year	"	- 310	- 180
	{ at end of year	"	3,517	2,385
Work in progress	{ change during year	"	- 6	+ 19
	{ at end of year	"	242	79
Materials, stores and fuel	{ change during year	"	- 377	+ 694
	{ at end of year	"	4,078	5,980
Average number employed	{ total, including working proprietors	No.	7,582	6,812
	{ operatives	"	3,739	3,758
	{ other employees (e)	"	3,842	3,047
Wages and salaries	{ of operatives	£'000	2,045	2,673
	{ of other employees (e)	"	3,047	2,852
Wages and salaries per head	{ operatives	£	547	711
	{ other employees (e)	"	793	936
Employers' contributions to National Insurance (f)	£'000	..	232	
Employers' contributions to private pension schemes, etc. (g)	"	..	556	
Capital expenditure (h)				
New building work	"	296	737	
Land and existing buildings	{ acquisitions	"	..	213
	{ disposals	"	..	69
Plant and machinery	{ acquisitions	"	499	1,047
	{ disposals	"	2	21
Vehicles	{ acquisitions	"	632	617
	{ disposals	"	214	253

For notes to this table—see page 24/6

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

Firms employing 25 or more persons: United Kingdom

Average number employed by the enterprise in the industry (a)	Enterprises	Establishments	Average number employed (a)	Gross output	Net output	Net output per head	Capital expenditure (b)	Total value of stocks and work in progress at end of year
25-49	11	11	400	2,012	684	1,709	46	212
50-99	11	13	761	4,469	1,615	2,123	78	497
100-299	11	20	1,720	15,494	4,787	2,783	833	3,399
300 and over	7	24	3,931	37,233	14,740	3,750	1,314	4,335
Total	40	68	6,812	59,207	21,826	3,204	2,271	8,444

(ii) Employees, wages and salaries, and employers' contributions

Firms employing 25 or more persons: United Kingdom

Average number employed by the enterprise in the industry (a)	Employees		Wages and salaries		Employers' contributions		Wages and salaries per head	
	Operatives	Others (c)	Operatives	Others (c)	National Insurance (d)	Private pension schemes, etc. (e)	Operatives	Others (c)
25-49	224	172	139	177	12	17	621	1,030
50-99	344	415	233	385	23	23	679	928
100-299	805	914	554	810	46	82	689	886
300 and over	2,385	1,546	1,746	1,479	151	434	732	957
Total	3,758	3,047	2,673	2,852	232	556	711	936

(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 £84,000.

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	73	22	95
All ages	75	25	100

Source: Ministry of Labour

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

Footnotes to Table 2.

(a) The following information relates to small firms (employing fewer than 25 persons) in this industry. It includes an estimate for small firms not making satisfactory returns, which account for 3 per cent. of the employment shown for 1963 and 5 per cent. for 1958.

	1958	1963
Number of firms	191	137
Average number employed:		
Working proprietors	1,803	187
Other persons employed		1,176

- (b) Including services rendered to other organisations (amounts charged for hiring out plant, machinery and other goods, for providing transport, or for technical or other services rendered).
- (c) This is the ratio of total sales of principal products by the industry to total sales of goods produced and work done.
- (d) For 1963 the total amount of drawbacks and allowances receivable was £376,000; information relating to Customs and Excise duty was not collected for 1958.
- (e) Administrative, technical and clerical employees.
- (f) Including both flat rate and graduated contributions.
- (g) Including pensions and gratuities paid other than from pension funds.
- (h) Excluding expenditure for establishments not yet in production.

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

Firms employing 25 or more persons: United Kingdom

	1958		1963		Enterprises	Entries
	Quantity	Value	Quantity	Value		
	Th.gal.	£'000	Th.gal.	£'000	Number	Number
Lubricating oils (excluding greases)						
Mineral lubricating oils, including oils blended or compounded with chemical additives (including white oils)	57,682 Th.tons 1,256 ..	17,153 45,005(a) 1,717(a)	51,396 Th.tons 1,355	13,639 51,594	46	58
Other lubricating oils (including mineral oils blended with animal or vegetable oils)			Th.gal. 3,338 Th.tons 101	839 5,977		
Lubricating greases						
Petroleum grease (black grease) including compounded petroleum grease	13.9	621	30.0	2,708	26	28
Other sorts	18.8	1,411	..	689	11	12
Other products	..	272	..	2,439	9	11
Waste products	..	78	..	6	5	6
Work done on commission, sub-contract work, etc.		196		20	*	*
Total		66,454(a)		77,911
Sales in other industries (see Table 6)		20,341(a)		27,966
† Principal products of this industry sold by establishments in the industry		46,113		49,944	40	45(b)

- (a) Revised figure. Including the output of lubricating oils blended at refineries and shown as a principal product of the Mineral Oil Refining Industry for 1958. May include some lubricating greases.
- (b) 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 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. gal.	£'000	Number	
Lubricating oils (excluding greases)						
Mineral lubricating oils, including oils blended or compounded with chemical additives (including white oils)	804 ..	19,879 132 (b)	518 Th. tons	129	16	23,27,35
			990	25,779		
Other lubricating oils (including mineral oils blended with animal or vegetable oils)			Th. gal. 2.4	1	9	23,27,32,35
			Th. tons 46.6	2,057		
Petroleum grease (black grease) including compounded petroleum grease	..	121(c)				
Unclassified lubricating oils and greases	..	208	-	-	-	
Total		20,341(b)		27,966	..	

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

(b) Revised figure. Including the output of lubricating oils blended at refineries and shown as a principal product of the Mineral Oil Refining Industry for 1958. May include some lubricating greases.

(c) Including 'Other sorts of lubricating greases' in 1958.

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
Surface-active material for use as wetting, emulsifying agents, etc. (excluding surface-active material for use as finished detergents)	-	-	7.9	621
Anti-freeze mixtures (excluding pure ethylene glycol)	-	-	3.6	598
Disinfectants and agricultural chemical products	..	750	..	283
Other chemical manufactures	5.8	1,016
Soap and detergents	..	143	..	192
Other products	..	1,080	..	204
Services rendered to other organisations (a)	125
Total value of goods sold without having been subjected to any manufacturing process (merchanted or factored)	..	7,514	..	747
Canteen takings		26		135
Total		9,514(b)		5,193
				58
				9,424

(a) Amounts charged for hiring out plant, machinery and 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 by larger firms, including production by establishments classified to other industries, 1958 and 1963

This table is not applicable to this industry.

TABLE 9 Purchases of selected principal products of the industry by larger firms, 1963 (a)

Firms employing 25 or more persons: United Kingdom

Standard Industrial Classification Minimum List Heading	Purchasing industry (b)	Lubricating oils and greases (including cutting oils and emulsions)	
		Quantity	Cost
			£'000
101	Coal mining	Th.gal. 7,087	1,626
		Th.cwt. 88.9	312
102	Stone and slate quarrying and mining	Th.gal. 585	151
		Th.cwt. 8.1	27
		..	52
212	Bread and flour confectionery	Th.gal. 433	139
		Th.cwt. 12.5	84
		..	47
271/3	General chemicals	Th.gal. 5,151	688
		Th.cwt. 9.5	34
311	Iron and steel (general)	Th.gal. 3,897	926
		Th.cwt. 175	261
		..	730
312	Steel tubes	Th.gal. 1,174	261
		Th.cwt. 47.1	97
321 and 322	Non-ferrous metals	Th.gal. 1,753	399
		Th.cwt. 9.4	47
		..	188
332	Metal-working machine tools	Th.gal. 446	144
		..	83
334	Industrial engines	728	212
		..	39
339	Miscellaneous (non-electrical) machinery	1,821	491
		..	287
341	Industrial plant and steelwork	Th.gal. 358	98
		..	176
349	General mechanical engineering	3,286	844
		..	94
381	Motor vehicle manufacturing	Th.gal. 8,853	2,405
		Th.cwt. 16.9	87
		..	311
383	Aircraft manufacturing and repairing	Th.gal. 815	238
		Th.cwt. 3.8	25
		..	319
393	Bolts, nuts, screws, rivets, etc.	Th.gal. 1,286	305
		..	82

TABLE 9 (continued)

Standard Industrial Classification Minimum List Heading	Purchasing industry (b)	Lubricating oils and greases (including cutting oils and emulsions)	
		Quantity	Cost
			£'000
394	Wire and wire manufactures	Th.gal. 204	48
		Th.cwt. 34.0	131
		..	59
399	Miscellaneous metal manufactures	Th.gal. 1,461	353
		Th.cwt. 10.7	30
		..	153
412	Spinning and doubling of cotton, flax and man-made fibres	Th.gal. 384	121
		Th.cwt. 7.7	45
		..	80
461	Bricks, fireclay and refractory goods	Th.gal. 1,570	229
		..	135
469/2	Building materials, etc.	Th.gal. 908	192
		Th.cwt. 12.8	40
		..	54
481	Paper and board	Th.gal. 820	193
		Th.cwt. 3.0	21
		..	45
500	Construction	Th.gal. 4,347	1,395
		Th.cwt. 28.0	149
		..	556
602	Electricity (c)	Th.gal. 1,559	346
		Th.cwt. 5.2	26
	Other industries	Th.gal. 15,444	3,768
		Th.cwt. 188	691
		..	1,354
	Total	Th.gal. 63,717	15,573
		Th.cwt. 659	2,108
		..	4,847

(a) The figures include purchases of imported as well as of home produced goods.

(b) Specified census industries for which purchases are one per cent. or more of the total of the commodity heading.

(c) All undertakings in the Electricity 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
Straight petroleum distillates or blends of straight distillates	..	11,890	..	17,694
Residual petroleum products			..	663
Tallow	..	114	..	60
Raw fats	..	143	..	143
Animal, fish and vegetable and seed oils and greases	..	1,425	..	914
Replacement parts for firms' own machinery, plant and vehicles, and accessories and consumable tools bought as replacement	..	193	..	332
Heavy chemicals (acids, alkalis, alcohols, other inorganic and organic chemicals, compressed gases, etc.)	..	6,352	..	4,765
All other materials for processing			..	2,839
Packaging materials				
Metal				
Cans and boxes			..	1,063
Barrels, kegs and drums			Thousands 2,825	2,383
Aluminium collapsible tubes, aluminium foil and any laminates incorporating aluminium foil, and aluminium foil labels and closures	..	2,783	..	9
Other packaging materials of metal including crown corks, wire, foil and any laminates incorporating foil (other than aluminium foil), foil labels and foil closures, tensional steel strappings, etc.			..	22
Moulded and fabricated packs and containers (e.g. bottles and bottle caps)				
Wholly or mainly of polyethylene	..	173	..	84
Other (including polystyrene)			..	3
All other packaging materials			..	138
Fuel and electricity (a)	Th.tons		Th.tons	
Coal	14.0	56	4.2	29
Coke (including screenings) and manufactured fuel	2.4	13	1.7	16
			..	6
	Th.gal.		Th.gal.	
Derv fuel and motor spirit for use in road vehicles	1,354	275	1,423	305
Other liquid fuels (including creosote/pitch mixtures, etc., and liquefied petroleum gases)	4,678	164	4,522	183
			..	32

TABLE 10 (continued)

	1954		1963	
	Quantity	Cost	Quantity	Cost
Fuel and electricity (a) (continued)	Th.therms	£'000	Th.therms	£'000
Gas	379	20	303	21
			..	3
	Th.kWh		Th.kWh	
Electricity	10,337	68	15,554	125
			..	32
Total cost of materials and fuel		23,667		32,256
Goods purchased for merchanting		..		4,070
Canteen purchases		..		74
Total cost of purchases		..		36,400

(a) The total quantity of electricity generated in firms' own establishments in this industry in 1954 and 1963 cannot be given owing to the risk of disclosure of information relating to individual firms.

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.	575
Transport costs		
Wages and salaries	£'000	516
Derv fuel and motor spirit	"	305
Payments to other organisations for transport	"	1,305
Costs of operating road goods vehicles		
Insurance	"	32
Vehicle licences	"	48
Depreciation	"	193
Payments to other organisations for repairs and maintenance	"	151
Total	"	2,551

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	87
Road goods vehicles	151
Plant, machinery, and other capital equipment	116
Insurance, licensing and depreciation of road goods vehicles (b)	273
Rates, excluding water rates	237
Hire of plant and machinery	10
Postage, telephone, telegrams and cables	196
Total	1,071

(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)	—	November	—
May	0.4	December	72.9
June	—	1964	
July	0.5	January	—
August	2.2	February	—
September	4.7	March	17.4
October	1.9	Total	100

(a) Including returns made for twelve-month periods ended 1st to 5th April, 1964.

TABLE 14 Sales of all parts of machinery and plant by larger firms, including sales by establishments classified to other industries, 1958 and 1963

This table is not applicable to this industry.

Capital Expenditure (continued)

(ii) Land and existing buildings.

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

(iii) Plant, machinery and vehicles.

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

Capital expenditure during the year in respect of manufacturing establishments where production had not started before the end of the year is excluded in this report for both 1958 and 1963.

Characteristic Products

The characteristic products of a sub-division are those in terms of which the sub-division is defined. They are products commonly associated in production and are usually similar in nature or manner of production. In most cases the characteristic products of each sub-division are indicated in Table 5 of the industry reports. For those industries for which an analysis by sub-divisions has been made, Table 2 shows the total sales of such characteristic products for each sub-division. The totals include, besides the products which define the sub-division, other items of output assumed to be closely related to them, e.g. waste products and work done.

Enterprise

The term enterprise is used in this report to mean one or more firms under common ownership or control. An enterprise normally consists either of a single firm, or of a parent company together with its subsidiary companies.

Entries

The number of entries shown in Tables 5, 6 and 8 against a particular output or production heading is the number of returns on which figures were recorded for that item.

Establishment

The census was based on the establishment, comprising in most cases the whole of the premises under the same ownership or management at a particular address (e.g. a factory or mine); but firms were asked to exclude from all sections of their returns particulars relating to any department not engaged in production for which they kept a separate set of accounts. Where separate accounts were not kept, they were asked to include merchanting or factoring, canteens operated by them and other

ancillary activities such as bottling, packing and the manufacture of containers for packing their own products, whether or not these activities are carried on at the same address as the works. Building and engineering maintenance departments and selling and transport departments were treated similarly.

Gross Output

The gross output of an industry is the aggregate value of goods made and other work done during the year by the establishments classified to the industry. It is derived by subtracting from the value of sales and work done, the value of stocks of goods on hand for sale and work in progress at the beginning of the year and adding the value at the end of the year.

Larger Firms

These are firms in which twenty-five or more persons were employed on the average during the year.

Net Output

The net output of an industry represents the value added to materials by the process of production. It includes the gross margin on any merchanted or factored goods sold; it constitutes the fund from which wages, salaries, insurance, pensions, hire of plant and machinery, payments for repairs and maintenance, costs of operating road vehicles, rents, rates and taxes, advertising and other selling expenses and all other similar charges have to be met, as well as depreciation and profits. There is no appreciable duplication in net output. Net output has been obtained by deducting from the gross output the cost of purchases adjusted for stock changes, payments for work given out to other firms, and payments for transport.

Normally any customs or excise duty on materials purchased is included in the cost of materials. Similarly, finished goods sold have been valued as they were sold, duty paid or duty free. The amounts of duty, subsidies, allowances and levies receivable or payable, where of substantial importance in the industry, were required to be stated separately, and these items were taken into account when calculating net output.

Net output per person employed

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

Principal Products

The principal products of an industry are those in terms of which the industry is defined. They are products commonly associated in production, and are usually similar in nature or manner of production.

Production

This means the total quantity of a product made during the year, whether sold in the year, added to stock, transferred to another department of the same firm, or used in the manufacture of other products within the business covered by the return. It includes goods produced from materials supplied by other firms.

Purchases

Purchases include the cost of materials and components bought for use in production; of fuel and electricity for all purposes; of packing materials, including the full cost of returnable cases and containers when first purchased; of workshop materials, office materials and materials for repairs to firms' own buildings, plant and vehicles when carried out by their own workpeople included in the return; of consumable tools; and of parts for machinery purchased during the year as replacements. Water charges are also included. In general purchases of goods for merchandising or factoring and canteen supplies are included. Materials supplied by customers for processing are excluded.

The values shown include any duty paid (less rebate, etc.) but exclude trade discounts allowed. The cost of transport is included only if included in the cost of materials as invoiced; amounts paid to transport organisations, including firms' own separate transport organisations, for delivery of materials and fuel are, therefore, excluded. Materials purchased overseas are included at their c.i.f. cost plus any duty payable if the cost of transport from the docks was not included in the invoiced price, but at their full delivered cost if invoiced 'carriage paid home'. Materials and fuel transferred from another department of the firm not covered by the same return are included at the estimated selling value recorded by the other department.

Sales

Sales are in respect of goods made by the business covered by the return, goods made for it by outworkers or by other firms from materials given out to them (sometimes described as goods made on commission) and waste products. Any machinery or other capital items produced for use in the business covered by the return are included, the value being that adopted in the firm's capital asset account. Goods sold without being subjected to any manufacturing process (merchanted or factored) and canteen takings are included as in 1958.

The value shown for sales is the net selling value, defined as the amount charged to customers whether on an ex-works or delivered basis, net of any trade discounts, agents' commissions, allowances for returnable cases, purchase tax, etc.; the net amount charged for packing materials is included. Goods charged on a delivered basis to customers overseas are included at the f.o.b. value. For work done on commission or for the trade the value shown is the net amount charged.

Where goods produced in one department were transferred to another department of the same firm not covered by the return, these transfers were treated as sales by the producing department and valued as far as possible as if they had been sold to an independent purchaser. Goods transferred to wholesale or retail selling organisations for which separate accounts were kept were valued on the same basis. Estimations of a similar kind were also sometimes necessary in valuing transfers between different firms belonging to the same enterprise. To the extent that the sales of finished products of one establishment may constitute the materials purchased by another, total figures of the value of sales (and of materials and fuel purchased) include an element of duplication.

Services rendered

This represents the amounts charged for hiring out plant, machinery and other goods, providing transport, or for any technical or other

services rendered to other organisations. It includes amounts credited for similar services rendered to other departments of the same firm not covered by the return.

Small Firms

These are firms in which fewer than twenty-five persons were employed on the average during the year.

Stocks and Work in Progress

Values are given of stocks of goods on hand for sale, and of materials and fuel, at the beginning and end of the year of return, including any stocks of goods held for merchandising or factoring. The values include duty in the case of dutiable goods held out of bond. The value of work in progress at the two dates is also usually shown. This excludes any progress payments made to sub-contractors, and no deduction is made on account of progress payments received.

Transport Payments

These represent the total amount paid or credited during the year for both outwards transport of finished goods sold and inwards transport of materials and fuel purchased. They include payments to other firms, and to any separate transport organisation of the same firm, not covered by the return, but exclude the value of transport services provided by the business covered by the return. The items included are payments for hired cartage and for inwards and outwards carriage by all forms of inland transport, i.e. railways, road haulage, canals, coast-wise shipping, air, etc. Payments made for sea freight on goods sold to customers overseas and on materials and fuel purchased from overseas suppliers are excluded.

Wages and Salaries

These are the amounts paid during the year to operatives and to administrative, technical and clerical employees. Payments to working proprietors, whether called salaries or not, are excluded; in Northern Ireland this exclusion extends also to payments to directors of limited companies. The values shown include all overtime payments, bonuses and commissions, whether paid regularly or not, and no deduction is made for income tax, insurances, contributory pensions, etc. The value of any payments in kind, travelling expenses, lodging allowances, etc. and employers' contributions to National Insurance and pension schemes is excluded.

Work given out

The figures shown represent the total amount paid for work done by other firms on materials supplied to them, and also by firms' own establishments for which separate returns were made. They do not include payments to individual outworkers or payments for business and other services.

Symbols used

The following symbols are used throughout the report:

- .. Not available
- Nil or negligible (less than half the final digit shown)
- * Figures cannot be shown owing to the risk of disclosing information about individual enterprises.

Rounding of Figures

The figures in the tables have, where necessary, been rounded to the nearest final digit. There may, therefore, be apparent slight discrepancies between the sums of the constituent items and the totals shown.

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