



BOARD OF TRADE

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# Report on the Census of Production 1963

92 Fur

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These notes give the main information needed for interpreting the figures in the industry reports. These details follow the report on the Census of Production 1963.

**GENERAL INFORMATION**

Changes in the 1963 census

There were few changes resulting from amendments to the Census of Production Act 1947.

BOARD OF TRADE

# Report on the Census of Production 1963

The second edition of the Standard Industrial Classification (SIC) was published in 1963. It is a revision of the first edition published in 1958. The new classification is based on the experience of the first census and on the experience of other countries.

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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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TERMS USED IN THE CENSUS REPORT

**Employment**

Employment is defined as the number of persons on the payroll (i.e. whose national insurance cards were paid 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).

Average could be calculated from figures relating to the last week of each calendar month. Figures were in respect of the average number employed during the year of return. These were also required to show the number of working proprietors (see below) whose appropriate and their own included in total employment figures. Government are included.

## 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.

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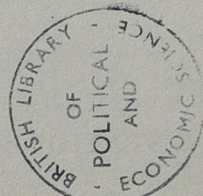
This Report on the Fur Industry relates to establishments engaged wholly or mainly in sorting, dressing and dyeing furs and manufacturing fur apparel, fur muffs, fur trimmings, fur mats and rugs and hatters' fur. Workrooms attached to retail shops are excluded.

This industry corresponds to minimum list heading 433 in the Standard Industrial Classification (Consolidated edition, 1963).

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

In this industry, where small firms account for a relatively large proportion of employment and output, firms employing fewer than twenty-five persons were 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).

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.	598	494
Number of establishments	"	603	513
Gross output	£'000	17,124	27,050
Net output	"	6,723	11,174
Net output per head	£	814	1,257
Sales and work done	£'000	16,307	25,216(b)
Purchases	"	9,334	13,900
Payments to other organisations	"	1,079	1,238
Stocks and work in progress			
Total stocks and work in progress	"	+ 220	+ 880
Goods on hand for sale	"	- 126	+ 325
Work in progress	"	+ 212	+ 109
Materials, stores and fuel	"	+ 134	+ 447
Average number employed	Th.	8.3	8.9
Wages and salaries	£'000	3,451	4,488
Employers' contributions to National Insurance and private pension schemes, etc. (d)	"	..	341
Capital expenditure (e)			
Total	"	..	409
New building work	"	21	112
Land and existing buildings (f)	"	..	9
Plant and machinery (f)	"	67	191
Vehicles (f)	"	65	98

(a) For 1963, estimates for firms not making satisfactory returns accounted for 11 per cent. of the total figures in which they were incorporated. (For 1958 the comparable figure was 10 per cent. But for items which no small firms were asked to report for 1958, estimates for small firms and for firms not making satisfactory returns accounted for 55 per cent. of the total figure in which they were incorporated.) A summary of the detailed returns received from larger firms is given in Table 2(i), and a summary for all small firms, based on information collected from a sample, is given in Table 2(ii).

(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(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	
		Specialists in fur dressing and/or dyeing, including hatters' fur and work done		Manufactured fur goods			
		01	02	1958	1963	1958	1963
Number of enterprises (c)	No.	23	22	29	34	52	53
Number of establishments	"	24	27	31	38	55	65
Gross output	£'000	3,849	7,260	4,192	8,271	8,040	15,531
Net output	"	1,898	3,743	1,260	2,840	3,158	6,583
Net output per head	£	762	1,192	1,030	1,608	850	1,342
Sales and work done	£'000	3,667	6,999(d)	3,940	7,529(d)	7,607	14,529(d)
Sales of characteristic products	"	62	181	333	529	395	710
Index of specialisation (f)	Per cent.	91	83	93	91	98	96
Purchases	£'000	1,748	3,207	2,575	4,586	4,323	7,793
Payments to other organisations	"	67	122	497	653	564	775
Stocks and work in progress	"	38	27	18	32	55	59
Goods on hand for sale	"	+ 76	+ 17	- 132	+ 203	- 57	+ 220
Work in progress	"	521	428	480	1,236	1,001	1,664
Materials, stores and fuel	"	+ 44	+ 62	+ 51	+ 11	+ 95	+ 73
Average number employed	No.	2,492	3,139	1,223	1,766	3,715	4,905
Wages and salaries	£'000	2,128	2,683	966	1,399	3,094	4,082
Employers' contributions to National Insurance (h)	£'000	364	430	247	315	611	745
Employers' contributions to private pension schemes, etc. (i)	"	1,112	1,763	464	871	1,576	2,634
Capital expenditure (j)	"	286	414	219	282	506	696
New building work	"	523	657	481	623	509	645
Land and existing buildings (k)	"	786	963	889	895	829	934
Plant and machinery	"	..	100	..	46	..	146
Vehicles	"	..	39	..	15	..	54
acquisitions	"	8	76	1	21	9	98
disposals	"	..	6	..	-	..	6
acquisitions	"	27	185	3	26	30	161
disposals	"	-	4	-	1	-	5
acquisitions	"	21	27	16	24	37	51
disposals	"	3	11	5	10	8	21

For notes to this table - see page 92/7

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.	544	435
Gross output	£'000	..	9,841
Net output	"	3,360(b)	3,880
Net output per head	£	770(b)	1,123
Sales and work done	£'000	8,331	9,117(c)
Purchases of goods and fuel (d)	"	317	614
Payments to other organisations	"	4,801	5,680
Stocks and work in progress	"	487	379
Goods on hand for sale	"	..	23
Work in progress	"	..	81
Materials, stores and fuel	"	..	1,064
Average number employed	No.	..	29
Capital expenditure	"	..	221
New building work	£'000	..	120
Land and existing buildings	"	..	1,064
Plant and machinery	"	..	578
Vehicles	"	..	2,877
acquisitions	"	..	3
disposals	"	..	2
acquisitions	"	..	-
disposals	"	..	18
acquisitions	"	..	101
disposals	"	..	36

(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 66 per cent. of the employment shown for 1963, and 24 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 £10,000.

(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)	Enterprises		Average number employed (a)	Gross output	Net output	Net output per head	Capital expenditure (b)	Total value of stocks and work in progress at end of year
	Number	Establishments						
25-49	27	31	999	4,508	1,594	1,596	43	1,417
50-99	14	14	1,020	2,725	1,111	1,089	35	740
100-199	9	11	1,213	3,169	1,587	1,309	95	849
200 and over	3	9	1,673	5,129	2,291	1,369	116	1,290
Total	53	65	4,905	15,531	6,583	1,342	290	4,296

(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	805	156	485	142	24	8	602	912
50-99	860	138	470	144	25	6	547	1,040
100-199	1,050	145	760	132	41	10	723	910
200 and over	1,367	306	920	278	55	31	673	910
Total	4,082	745	2,634	696	146	54	645	934

(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 £10,000.

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	4	5	9
18 and over	45	46	91
All ages	49	51	100

Source: Ministry of Labour

(a) The percentages relate to the numbers employed (excluding working proprietors) at mid-June, 1963, in the 'Fur' industry - Minimum List Heading 433.

## 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.

(k) Acquisitions less disposals.

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
Skins and furs, dyed and/or dressed	2,870	4,151	1,596	969
Manufactures of skins and furs (including fur garments and other made-up fur goods such as sacs, strips, plates, shells and the like, i.e. fur skins sewn together for use as linings, trimmings, etc., but excluding sheep or lamb skin rugs and mats and fur gloves)	8,443	14,383	4,654	5,597
Hatters' fur	487	532	53	51
Other products (d)	929	831	239	290
Work done				
Skins and furs, dyed and/or dressed for the trade	1,936	3,191	378	329
Cutting and making up furs for the trade (e)	1,578	1,819	1,410	1,762
Other work done on commission, sub-contract work, etc.	..	218	..	118
<b>Total</b>	<b>16,245</b>	<b>25,124</b>	<b>8,331</b>	<b>9,118</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 66 per cent. of the total employment of small firms in the industry for 1963, and 24 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).

(e) Including amounts received by small firms for remodelling, alteration and repair of fur goods.

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
	Thousands	£'000	Thousands	£'000	Number	Number
01 Skins and furs, dressed, etc.						
Dressed only						
Sheep skins	..	176	{ 861	949	5	6
Other skins and furs (including lamb)	..	..	{ ..	242	7	7
Dressed and dyed and dyed only						
Sheep skins	..	1,040	{ ..	900	7	8
Other skins and furs (including lamb)	..	..	{ ..	711	13	14
02 Manufactures of skins and furs						
Coats (of all lengths)	25.4	1,229	48.5	2,427	34	34
Other fur garments (capotes, stoles, muffs, etc.) and made-up fur goods (excluding sheep or lamb skin rugs and mats and fur gloves)	..	509	..	1,015		
Unclassified	..	1,419	..	1,652	30	30
Unclassified	..	57	..	..	..	..
02 Sacs, strips, plates, shells etc.	..	404	..	2,859	9	9
01 Hatters' fur	2.4	413	{ 1.6	206	7	7
Other products	..	361	{ ..	229		
Waste products	..	70	..	116	9	9
Work done on commission, sub-contract work, etc.	..	..	..	371	21	24
01 Skins and furs, dyed and/or dressed, etc. for the trade						
Sheep skins	..	..	..	584	8	8
Other skins and furs (including lamb)	..	1,484	..	1,999	14	14
02 Cutting and making-up of furs for the trade		(b)		51	*	*
Other work done, on commission, sub-contract work, etc. except remodelling, alteration and repair of fur goods	..	227	..	90	8	8
Total		7,391(c)		14,499	..	..
Sales in other industries (see Table 6)		69		554	..	..
Principal products of this industry sold by establishments in the industry		7,322(c)		13,946	53	58(d)

(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) Not recorded separately.

(c) Revised figure. Remodelling, alteration and repair of fur goods included in this table in the 1958 report on this industry is now included in Table 7.

(d) This figure represents the total number of returns made by larger firms in this industry, which is less than the total number of establishments in Table 2(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	
	Value	Value	Entries	Principal industries in which produced(a)
	£'000	£'000	Number	
Skins and furs, dressed, dyed, etc.	69(b)	300	5	32,90,121
Manufactures of skins and furs		216	*	94,95
Coats (of all lengths)			38	*
Other fur garments (capotes, stoles, muffs, etc.) and made-up fur goods (excluding sheep or lamb skin rugs and mats and fur gloves)				
<b>Total</b>	<b>69</b>	<b>554</b>	<b>..</b>	

- (a) The references given are to the list of industries at the back of this report.
- (b) Owing to the risk of disclosure of information relating to individual firms, separate particulars cannot be given.

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	
	Value	Value		
	£'000	£'000		
Floor rugs, mats and other goods of sheep or lambskin except gloves	126(a)	129		
Outerwear, infants headwear, leather gloves and sports goods and equipment of leather				228
Remodelling, alteration and repair of fur goods (b)	160	198		
Services rendered to other organisations (c)	..	28		
Total value of goods sold without having been subjected to any manufacturing process (merchanted or factored)	395	691		
Canteen takings				19
<b>Total</b>	<b>680(d)</b>	<b>1,293</b>		

- (a) This figure relates to outerwear only.
- (b) Included in the principal products table of the 1958 report on this industry. Some cutting and making-up of furs for the trade is included.
- (c) Amounts charged for hiring out plant, machinery or other goods, for providing transport, or for technical or other services rendered to other organisations.
- (d) Excluding amounts charged for services rendered to other organisations.

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

This table is not applicable to this industry.

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

This table is not applicable to this industry.



TABLE 10 Purchases by larger firms in the industry, 1954 and 1963  
Firms employing 25 or more persons: United Kingdom

	1954		1963	
	Quantity	Cost	Quantity	Cost
		£'000		£'000
Materials for processing				
Skins and furs				
Raw or undressed				
Sheep skins	..	585	..	1,583
Rabbit and hare skins	..	512	..	300
Other skins and furs (including lamb)	..	629	..	2,574
Dressed or dressed and dyed				
Sheep skins	..	197	..	454
Other skins and furs (including lamb, rabbit and hare)	..	864	..	1,293
Sacs, strips, plates and the like (i.e. fur skins sewn together for use as linings, trimmings, etc.)	..	85	..	75
Synthetic fibres (nylon, etc.)			Th.sq.yds.	
			{ 18.3	40
			{ ..	96
Other man-made fibres (rayon, etc.)		(a)	{ 17.6	15
			{ ..	234
Dyestuffs	..	118	..	381
All other materials for processing	..	503	..	488
Packaging materials	..	13	..	29
Fuel and electricity	Th.tons		Th.tons	
Coal	7.4	32	4.4	27
Coke (including screenings) and manufactured fuel	1.9	11	0.8	8
	Th.gal.		Th.gal.	
Derv fuel and motor spirit for use in road vehicles	80.2	11	55.7	13
	..	2	..	3
Other liquid fuels (including creosote/pitch mixtures, etc., and liquefied petroleum gases)	38.4	2	951	38
	..	7	..	30
	Th.therms		Th.therms	
Gas	123	9	180	15
	..	3	..	5
	Th.kWh		Th.kWh	
Electricity	5,209	37	7,966	66
	..	10	..	28
Total costs of materials and fuel		3,631		7,793
Goods purchased for merchanting		..		598
Canteen purchases		..		18
Total cost of purchases		..		8,408

(a) Not recorded separately.

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.	82
Transport costs		
Wages and salaries	£'000	64
Derv fuel and motor spirit	"	16
Payments to other organisations for transport	"	59
Costs of operating road goods vehicles		
Insurance	"	5
Vehicle licences	"	3
Depreciation	"	19
Payments to other organisations for repairs and maintenance	"	10
Total	"	175

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	19
Road goods vehicles	10
Plant, machinery, and other capital equipment	46
Insurance, licensing and depreciation of road goods vehicles (b)	27
Rates, excluding water rates	90
Hire of plant and machinery	22
Postage, telephone, telegrams and cables	47
Total	261

(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)	1.9	November	0.0
May	5.0	December	28.8
June	32.5		
July	0.0	1964	
August	4.6	January	7.8
September	0.0	February	2.0
October	0.8	March	16.6
		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 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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