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# Business Monitor

A publication of the Government Statistical Service

## Report on the Census of Production

### General printing, publishing, etc.



Department of Industry  
Business Statistics Office

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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).

The Census of Production (PA) reports are available on standing order (details on application to Her Majesty's Stationery Office, P.O. Box 569, London SE1 9NH. Telephone 01-928 6977), although they are not included in the global subscription arrangements for the Business Monitor series.

**Government Statistical Service**

A service of statistical information and advice is provided to the Government by specialist staffs employed in the statistics divisions of individual Departments. Statistics are made generally available through their publications and further information and advice on them can be obtained from the Departments concerned.

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**PA489**

**Business Monitor**

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**Report on the  
Census of Production  
1972**

**General printing,  
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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 1975**

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PA279.5	Printing ink	PA444	Overalls and men's shirts, underwear, etc.
PA279.6	Surgical bandages, etc.	PA445	Dresses, lingerie, infants' wear, etc.
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PA354	Scientific and industrial instruments and systems	PA493	Brushes and brooms
PA361	Electrical machinery	PA494.1	Toys, games and children's carriages
PA362	Insulated wires and cables	PA494.3	Sports equipment
PA363	Telegraph and telephone apparatus and equipment	PA495	Miscellaneous stationers' goods
PA364	Radio and electronic components	PA496	Plastics products
PA365	Gramophone records and tape recordings Broadcast receiving and sound reproducing equipment	PA499.1	Musical instruments
PA366	Electronic computers	PA499.2	Miscellaneous manufacturing industries
PA367	Radio, radar and electronic capital goods	PA601	Gas
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PA369	Electrical equipment for motor vehicles, cycles and aircraft Primary and secondary batteries Electric lamps, electric light fittings, wiring accessories, etc.	PA603	Water supply
		PA1002	Summary tables

The information in this report relates to establishments classified to the General printing, publishing, etc. industry, minimum list heading 489 in the Standard Industrial Classification (revised 1968). The activities of the industry include:-

*Printing and publishing books, maps, music, religious tracts, almanacs, etc.; general printing; printing of banknotes, postage stamps, tickets, Christmas cards, playing cards, etc.; letterpress bookbinding, book repairing, die sinking and relief stamping, etching and engraving printing plates and rollers, and printing plates and rollers, and printing on metal, etc. Her Majesty's Stationery Office and other Government printing establishments are included as also are publishers of books who do not carry out their own printing, but the printing and publishing of newspapers and periodicals is excluded.*

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

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TABLE 1

PA489 2

Input and output, 1970, 1971 and 1972

All United Kingdom establishments classified to the industry (a)

	Unit	1970	1971	1972
Enterprises	Number	7,102	7,043	6,586
Establishments	"	7,577	7,646	7,173
Sales of goods produced and work done	£'000	766,628	867,289	949,794
Goods merchanted or factored	"	29,009	38,070	
Services rendered to other organisations (b)	"	5,059	7,359	8,959
Canteen takings	"	935	772	921
<b>Total sales and work done</b>	"	801,631	913,491	959,673
Increase during the year, work in progress and goods on hand for sale	"	8,689	11,272	15,341
<b>Gross output</b>	"	810,320	924,762	975,014
Cost of purchases	"	260,461	299,254	323,892
Increase during the year, stocks of materials, stores and fuel	"	2,620	-406	3,526
Payments to other organisations for work done on materials given out (c)	"	65,145	80,042	86,823
for transport by road	"	4,591	6,256	6,289
for transport by rail, water, air and Post Office parcel services	"	5,971	8,995	9,182
<b>Total costs</b>	"	333,549	394,953	422,660
<b>Net output</b>	"	476,771	529,809	552,354
Total employment (including working proprietors) (d)	Thousands	213.9	211.1	192.3
<b>Net output per head (e)</b>	£	2,229	2,509	2,872

(a) For 1972, estimates for establishments not making satisfactory returns and for establishments employing less than 25 persons, accounted for 42 per cent of the total figures in which they were incorporated: of this unsatisfactory returns accounted for 18 per cent.

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

(c) In connection with matter published and work done on materials supplied. For example, printing and preparatory work, binding and other finishing work ancillary to printing, also including authors' royalties, copyright payments, payments to contributors and press agencies, and editorial, artists' and readers' fees, less payments received from authors.

(d) Average number employed (full and part time; see table 6) during the year (including working proprietors) by the establishment, excluding casual employees (jobbers) for whom firms did not hold National Insurance cards.

(e) Casual employees (jobbers) have been excluded from the employment data used in calculating net output per head.

TABLE 2

PA489 3

Capital expenditure and stocks, 1970, 1971 and 1972

All United Kingdom establishments classified to the industry (a)

£'000

	1970	1971	1972	
Capital expenditure (b)				
New building work	6,640	6,138	7,444	
Land and existing buildings				
Acquisitions	3,503	2,776	4,153	
Disposals	4,769	4,144	5,841	
Plant and machinery				
Acquisitions	24,101	24,771	29,401	
Disposals	2,016	2,541	2,445	
Vehicles				
Acquisitions	6,355	6,843	7,366	
Disposals	2,433	2,713	3,002	
<b>Total net capital expenditure (c)</b>	31,381	31,130	37,075	
Increase in stocks and work in progress, 1970, 1971 and 1972 and value of stocks and work in progress at end of 1972	Increase	Increase	Increase	Value at end of year
Materials, stores and fuel	2,620	-406	3,526	36,704
Work in progress	3,880	1,955	6,026	57,208
Goods on hand for sale	4,809	9,317	9,315	88,669
<b>Total</b>	11,309	10,866	18,867	182,581

(a) Including estimates for establishments not making satisfactory returns and for establishments employing less than 25 persons.

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

(c) Acquisitions less disposals.

TABLE 3

Analysis of establishments by size, 1972

All United Kingdom establishments classified to the industry (a)

Size group (b)	Estab-lish-ments	Enter-prises (c)	Total employment (b)	Employees		Wages and salaries		Wages and salaries per head		Total sales and work done (e)	Gross output	Net output	Net output per head (f)	Capital expend-iture (net) (g)	Total stocks and work in progress at end of year
				Operatives	Others (d)	Operatives	Others (d)	Operatives	Others (d)						
	Number	Number	Number	Number	Number	£'000	£'000	£	£	£'000	£'000	£'000	£	£'000	£'000
1-10	4,214	4,081	19,534	63,014	23,386	90,110	42,001	1,430	1,796	444,190	449,872	252,566	2,690	18,664	68,334
11-24	1,620	1,591	26,774												
25-49	619	599	21,574												
50-99	375	346	25,992												
100-199	190	162	24,616	17,311	7,246	25,990	12,931	1,501	1,785	138,324	140,914	71,983	2,924	4,783	25,231
200-299	60	55	15,274	10,396	4,870	17,629	8,603	1,696	1,767	85,374	86,965	51,096	3,345	2,085	18,463
300-399	32	30	11,626	9,187	2,429	14,696	4,509	1,600	1,856	53,569	53,765	28,361	2,439	2,462	10,111
400-499	21	21	9,090	6,309	2,778	10,131	5,357	1,606	1,928	49,141	50,059	28,612	3,148	1,655	10,048
500-749	20	18	12,981	7,795	5,186	14,353	9,381	1,841	1,809	69,992	70,991	41,183	3,173	2,203	18,661
750-999	13	13	11,427	7,741	3,683	13,835	7,247	1,787	1,968	53,992	56,338	37,377	3,271	3,092	19,650
1,000-1,499	6	5	6,581	5,201	1,380	9,734	2,276	1,872	1,649	30,775	31,381	19,124	2,906	1,244	5,420
1,500 and over	3	3	6,864	5,147	1,717	7,437	3,395	1,445	1,977	34,316	34,729	22,052	3,213	888	6,663
<b>Total</b>	<b>7,173</b>	<b>6,586</b>	<b>192,333</b>	<b>132,101</b>	<b>52,675</b>	<b>203,916</b>	<b>95,702</b>	<b>1,544</b>	<b>1,817</b>	<b>959,673</b>	<b>975,014</b>	<b>552,354</b>	<b>2,872</b>	<b>37,075</b>	<b>182,581</b>

(a) Including estimates for establishments not making satisfactory returns and for establishments employing less than 25 persons.

(b) Average number employed (full and part time; see table 6) during the year (including working proprietors) by the establishment, excluding casual employees (jobbers) for whom firms did not hold National Insurance cards.

(c) Some enterprises control establishments in more than one size group: the sum of the figures for the size groups will therefore exceed the total for the industry.

(d) Administrative, technical and clerical employees.

(e) Including sales of goods merchanted or factored, canteen takings and services rendered to other organisations (amounts charged for hiring out plant, machinery or other goods, for providing transport, or for any technical or other services rendered).

(f) Casual employees (jobbers) have been excluded from the employment data used in calculating net output per head.

(g) Acquisitions less disposals.

Regional distribution of employment, net capital expenditure and net output, 1972  
All United Kingdom establishments classified to the industry

Area	Average number employed (a)		Net capital expenditure (b)		Net output and employment in the region of establishments with more than 80 per cent of their employment in the region (c)		
					Estimated net output	Average number employed as a percentage of total average number employed in the industry in the region	Net output as percentage of total of the industry in the United Kingdom
	Thousands	per cent of United Kingdom	£'000	per cent of United Kingdom	£'000		
Standard regions of England							
North	*	*	*	*	*	*	*
Yorkshire and Humberside	*	*	*	*	*	*	*
East Midlands	12.0	6.2	4,384	11.8	13,428	45.6	2.4
East Anglia	8.2	4.3	1,519	4.1	13,052	62.1	2.4
South East	96.5	50.2	17,717	47.8	176,569	53.7	31.9
South West	13.1	6.8	1,480	4.0	22,100	61.9	4.0
West Midlands	10.4	5.4	2,164	5.8	11,719	48.0	2.1
North West	16.2	8.4	2,789	7.5	18,105	52.5	3.3
England	175.7	91.3	34,809	93.9	282,331	54.3	51.1
Wales	2.3	1.2	493	1.3	1,067	22.1	0.2
Scotland	12.7	6.6	1,375	3.7	23,728	72.1	4.3
Great Britain	190.7	99.1	36,677	98.9	307,127	55.1	55.6
Northern Ireland	1.7	0.9	398	1.1	2,439	73.2	0.4
Unallocated (d)	-	-	-	-	242,788	-	44.0
United Kingdom	192.3	100.0	37,075	100.0	552,354		100.0

(a) Average number employed (full and part time; see table 6) during the year (including working proprietors) by the establishment.

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

(c) Where a census return covered addresses in two or more regions an estimate was made of the net output attributable to the region only where more than 80 per cent of the establishment's employees were located in the region. The estimate was made by assuming that net output at each address covered by a return was proportionate to employment at the address. The establishment's residual net output was included in unallocated net output.

(d) Includes estimates of net output for establishments not making satisfactory returns and establishments employing less than 25 employees, and unallocated net output of establishments covering addresses in two or more regions.

TABLE 5

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Percentage analysis of twelve-month periods covered by returns received from United Kingdom establishments employing 25 or more persons, 1972

Accounting year ended	Percentage of total returns received	Percentage of total number employed
	per cent	per cent
1972 April (a)	3.2	2.6
May	1.7	1.2
June	6.3	4.0
July	1.5	0.8
August	1.6	0.8
September	7.1	6.6
October	3.4	2.3
November	1.3	0.7
December	42.8	44.2
1973 January	2.1	2.1
February	2.3	3.5
March(b)	26.7	31.2
	100.0	100.0

(a) From 6th April

(b) Including returns made for twelve-month period ended 1st to 5th April 1973

TABLE 6

Percentage analysis of employees, by full and part time employment and sex, 1972 (a)

Sex	Full time	Part time	All employees
	per cent	per cent	per cent
Male	63	1	64
Female	29	7	36
	92	8	100

Source: Department of Employment

(a) The percentages relate to the numbers employed (excluding working proprietors) in the United Kingdom at mid-June, 1972

TABLE 7

PA489 7

Sales of principal products of the industry by establishments employing 25 or more persons, including sales by the establishments classified to other industries, 1972 (a)

	1972
	£ THOUS
SALES OF PUBLISHED MATTER:	
BOOKS:	
HARD BACK:	
BIBLES	5,256
SCHOOL TEXT BOOKS	16,824
TECHNICAL AND SCIENTIFIC	38,754
FICTION, LITERATURE AND CLASSICS	24,558
CHILDREN'S	17,221
OTHER	39,180
PAPER BACK:	
SCHOOL TEXT BOOKS	17,255
TECHNICAL AND SCIENTIFIC	6,504
FICTION, LITERATURE AND CLASSICS	21,156
CHILDREN'S	5,724
OTHER (INCLUDING BIBLES)	12,834
TOTAL	205,266
OF WHICH SALES BY PRINTER-PUBLISHERS:	
HARD BACK	13,331
PAPER BACK	6,205
RECEIPTS FROM ROYALTIES ON BOOKS	6,259
ALL OTHER PUBLISHED MATTER:	
CHRISTMAS AND OTHER GREETING CARDS (INCLUDING PICTURE POSTCARDS)	23,329
CALENDARS	2,583
ATLASES, MAPS, CHARTS AND GLOBES	7,269
DIARIES	6,155
OTHER	19,564
TOTAL	58,899
OF WHICH SALES BY PRINTER-PUBLISHERS:	
CHRISTMAS AND OTHER GREETING CARDS (INCLUDING PICTURE POSTCARDS)	11,565
CALENDARS	1,460
ATLASES, MAPS, CHARTS AND GLOBES	2,696
OTHER (INCLUDING DIARIES)	8,067

TABLE 7 (continued)

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	1972
SALES OF PRINTED MATTER OR PRINTING WORK DONE (INCLUDING SALES BY PRINTERS TO PUBLISHERS):	£ THOUS
<b>BOOKS:</b>	
CASE BOUND	15,935
PAPER BACK	11,181
PAPER BOARD	2,395
LIMP CLOTH	1,489
OTHER WIRE STITCHED	9,602
OTHER BOUND	2,832
PRINTED SHEETS	16,080
BOOK COVERS AND JACKETS	3,486
<b>TOTAL</b>	<b>63,001</b>
TIME TABLES, DIRECTORIES, REFERENCE MANUALS ETC.	20,329
CHRISTMAS AND OTHER GREETING CARDS (INCLUDING PICTURE POSTCARDS)	4,762
CALENDARS	3,388
ATLASES, MAPS, CHARTS AND GLOBES	3,333
DIARIES	1,932
ADVERTISING LITERATURE	94,455
OUTDOOR AND POINT OF SALE ADVERTISING MATERIAL	25,359
SECURITY PRINTING PRODUCTS	40,386
LOTTERY, ADMISSION AND TRAVEL TICKETS, ETC.	8,284
<b>PRODUCTS PRINTED BUT NOT MANUFACTURED:</b>	
BUSINESS FORMS	9,667
OTHER STATIONERY	11,476
PACKAGING PRODUCTS	11,114
OTHER PRINTED MATTER	77,544
<b>TOTAL PRINTED MATTER (INCLUDING BOOKS) AND PRINTING WORK DONE</b>	<b>375,029</b>
<b>RECEIPTS FROM ANCILLARY ACTIVITIES:</b>	
TYPE SETTING	15,346
PROCESS BLOCKS	17,240
PHOTO-LITHO ORIGINATION	12,196
OTHER PREPARATORY WORK	8,743
BINDING	19,462
OTHER FINISHING WORK	8,561
<b>TOTAL</b>	<b>81,550</b>
<b>OTHER SALES AND RECEIPTS:</b>	
UNCLASSIFIED SALES	2,981
RECEIPTS FROM ROYALTIES OTHER THAN BOOKS	4,013
<b>TOTAL SALES OF THE PRINCIPAL PRODUCTS OF THE GENERAL PRINTING AND PUBLISHING INDUSTRY (MLH489) AND WORK DONE</b>	<b>733,997</b>

Source: Business Monitor (PQ489) - Quarterly Statistics

(a) Sales are deliveries on sale for home or abroad. Forward sales are excluded. Values are net selling values; purchase tax, trade discounts and commissions are excluded.

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## Notes

These notes give the main information needed for interpreting the figures in the industry reports, (more detailed information about the census is given in a separate booklet—"Introductory Notes", Part PA 1001 of the Report on the Census of Production for 1972).

GENERAL INFORMATION  
Changes made for 1972

There were only minor changes in the scope of certain industry reports compared with 1971. Any such changes are explained in the introductions to the industry reports concerned or by footnotes to the tables.

## Industrial classification

The Annual Censuses of Production are conducted on the Business Statistics Office's Production Register. Normally establishments on the Register are classified to industries on the basis of major activity in conformity with the Standard Industrial Classification (revised 1968). Generally an establishment is classified to an industry if its sales of the principal products of that industry accounts for a greater proportion of its total sales than its sales of the principal products of any other industry; classification is generally based on an establishment's returns to the quarterly production inquiry. Where this is not possible—for example where a quarterly production inquiry has not been introduced—the classification of an establishment reflects its return to the Census of Production, 1968. Establishments for which information is not available either from the quarterly inquiries or the 1968 Census are classified on the basis of the description of the business given by the establishments to the Business Statistics Office, for instance, in the course of registration.

## Coverage

Detailed census returns were generally sought only from establishments employing on average 25 or more persons, but in some industries where firms employing less than 25 persons account for a relatively high proportion of total employment and output the exemption limit was lowered to 11. Census returns were also sent to establishments whose employment was not known to the Business Statistics Office at the time of dispatch.

## TERMS USED IN THE CENSUS REPORT

## Average number employed

Establishments 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) all other employees (operatives). Averages could be calculated from figures relating to the last week of each calendar month. Establishments were also required to state the number of working proprietors where appropriate and these are included in total employment figures. Outworkers (i.e. persons employed by establishments who worked in their own homes etc. on materials supplied by the establishments) are excluded.

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.

## 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 wage or salary; but such persons who worked less than half the normal number of working hours are excluded. Directors working in the business but not in receipt of a definite wage, salary or commission are included under this heading: directors paid by fee only are not included.

## Employees

Administrative, technical and clerical employees include managing and other directors in receipt of a definite wage, salary or commission, 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.

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 (including roundsmen), stores, warehouses, shops and canteens; inspectors, viewers and similar workers; maintenance workers and cleaners. Operatives engaged in outside work of erecting, fitting etc. are also included, but out-workers are excluded.

## 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 in the figures for both 1970, 1971 and 1972. Establishments were asked to include in the value of capital expenditure, amounts received under the Local Employment Acts, 1960 to 1971 and any investment grants received under the Industrial Development Act, 1966 or regional development grants under the Industry Act, 1972.

## (a) New building work

This represents the cost incurred during the year of new building and other 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 of reconstruction of old buildings, the value of works of a capital nature carried out by the establishment's own staff and the cost of any newly constructed buildings purchased. Figures shown include any 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 of 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.

## (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 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, amortization or obsolescence. The proceeds of items disposed of during the year exclude amounts written off for items scrapped.

## Enterprise

The term enterprise is used in this report to mean one or more establishments under common ownership or control (as defined in the Companies Act 1948) making returns to the census. An enterprise may consist of a single establishment, or of more than one establishment owned by one legal unit, usually a company, or of a number of establishments owned by a parent company and subsidiary company or companies. Information about the relationship between constituent companies of enterprises was obtained mainly from published sources such as the Stock Exchange Year Book supplemented by information from company reports and information supplied by establishments. The information available is not complete but covers the largest and most important groups of industrial establishments and is believed sufficient to provide a worthwhile basis for analysis.

## Establishment

The definition of an establishment in 1970, 1971 and 1972 was that of the Standard Industrial Classification (revised 1968): "the smallest unit which can provide the information normally required for an economic census, for example, employment, expenses, turnover, capital formation". Sometimes activities which are conducted as a single business are carried on at a number of addresses, termed local units. Where the activities of such a business are closely integrated, and detailed census information is not available for each unit, it is treated as a multi-unit establishment and a single return accepted. Separate figures are obtained, however, of employment and net capital expenditure at each unit.

(iii)

#### Gross output

Gross output measures the total value of production (including work done) by establishments during the year. It is calculated as follows:—

Value of sales and work done  
Plus/Less: Increase/decrease in value of stocks of goods on hand for sale  
Plus/Less: Increase/decrease in value of work in progress  
= Gross output.

#### Net output

Net output represents the value added to materials by the process of production (including the margin on selling any merchanted or factored goods). It is calculated as follows:—

Gross output  
Less: Purchases adjusted for change in value of stocks of fuel and raw materials  
Less: Payments for work given to other establishments  
Less: Payments for transport  
Less: Net amount of any duties, subsidies, allowances and levies payable  
= Net output.

#### Net output per person employed

The figures of 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.

#### Purchases

Purchases include the cost of materials and components bought for use in production; of fuel and electricity for all purposes; of packaging materials including the cost of returnable cases and containers when first purchased; of workshop materials, office materials and materials for repairs to establishment's own buildings, plants and vehicles when carried out by their own work people included in the returns; 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 merchenting or factoring and canteen supplies are included. Materials supplied by customers for processing are excluded, as are all purchases charged to capital account.

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 an establishment's own separate transport organisations for delivery of materials and fuel are, therefore, excluded. Materials purchased overseas are included at the 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 delivery cost if invoiced "carriage paid home". Materials and fuel transferred from another department of the establishment 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 establishments 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 establishment's asset accounts. Goods sold without being subjected to any manufacturing process (i.e. merchanted or factored) and canteen takings are included.

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 excluding any trade discounts, agents' commissions, allowances for returnable cases, purchase tax, etc.; the net amount charged for packaging materials is included. Goods charged on a delivered basis to customers overseas are included at the f.o.b. value.

Goods produced in one establishment and transferred to another establishment of the same firm not covered by the return were treated as sales by the producing establishment 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.

To the extent that sales of finished products of one establishment constitute the materials purchased by another, total figures of

the value of sales (and of materials and fuel purchased) include an element of duplication. In some industries, e.g. motor vehicle manufacturing, and woollen and worsted, this duplication is substantial; and aggregates for a number of industries contain significant amounts of duplication. For work done on commission, sub-contract work, etc., the value shown is the total amount charged for the work, including the value of any materials bought and used in such work.

#### 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 establishments of the same enterprise not covered by the return.

#### Standard Industrial Classification

Industry classification is based on the Standard Industrial Classification (revised 1968). It is published by HM Stationery Office together with a separate index in the form of an alphabetical list of industries.

#### Stocks and work in progress

Values are given of stocks of goods on hand for sale, and of materials and fuel, at the end of the year of return, including any stocks of goods held for merchenting or factoring. Values of the change during the year are also shown. The values include duty in the case of dutiable goods held out of bond.

The value of work in progress at the end of, and the change during the year are 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 payment to other establishments, and to any separate transport organisation of the same establishment 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, coastwise shipping, air, etc. Payments made for sea and air freight on goods sold to customers overseas and on materials and fuel purchased from overseas suppliers are excluded.

#### Wages and salaries

These are 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. 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 insurances and pension schemes is excluded.

#### Work given out

The figures shown represent the total amount paid for work done by other establishments (whether part of the same enterprise or not) on materials supplied to them. 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 less than half the final digit shown
- \* figures cannot be shown owing to the risk of disclosing information about individual enterprises
- R revised

#### ROUNDING OF FIGURES

Figures in the tables have, where necessary, been rounded to the nearest final digit; there may be an apparent slight discrepancy between the sum of the constituent items and the total shown.

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