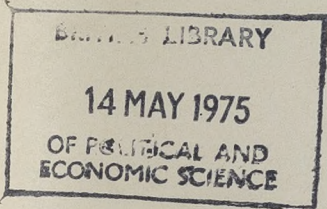


PA493

STATISTICS
BACK-UP

42 (4A251)

1972



Business Monitor

A publication of the Government Statistical Service

Report on the Census of Production

Brushes and brooms



HMSO

Department of Industry
Business Statistics Office

PA493

Business Monitor

A publication of the Government Statistical Service

Report on the Census of Production 1972

Brushes and brooms

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

Special Note for Purchasers

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.

Enquiries:

Business Statistics Office
Cardiff Road
Newport, Gwent
NPT 1XG
Newport 56111 (STD code 0633) ext 2455
Telex 497121/497122
Answer Back BSO Newport

List of Industry Reports, etc.

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

The information in this report relates to establishments classified to the Brushes and brooms industry, minimum list heading 493 in the Standard Industrial Classification (revised 1968). The activities of the industry include:-

Manufacturing brushes and brooms of all materials, painters' and decorators' brushes and painting rollers, toilet, household, artists' and industrial brushes, household and industrial mops, dressed bristles, hair and fibres.

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

LIST OF CONTENTS

Table No	Title	Page
	United Kingdom establishments classified to the industry	
1	Input and output, 1970, 1971 and 1972	PA493 2
2	Capital expenditure and stocks, 1970, 1971 and 1972	PA493 3
3	Analysis of establishments by size, 1972	PA493 4
4	Regional distribution of employment, net capital expenditure and net output, 1972	PA493 5
5	Percentage analysis of twelve-month periods covered by returns received from establishments employing 11 or more persons, 1972	PA493 6
6	Percentage analysis of employees by full and part time employment and sex, 1972	PA493 6
7	Sales of principal products of the industry by establishments employing 11 or more persons, including sales by establishments classified to other industries, 1972	PA493 7

TABLE 1

PA493 2

Input and output, 1970, 1971 and 1972

All United Kingdom establishments classified to the industry (a)

	Unit	1970	1971	1972
Enterprises	Number	246	250	214
Establishments	"	255	259	232
Sales of goods produced and work done	£'000	} 33,505	} 36,464	} 38,103
Services rendered to other organisations (L)	"			
Goods merchanted or factored	"			
Canteen takings	"			
Total sales and work done	"	40,236	41,461	43,801
Increase during the year, work in progress and goods on hand for sale	"	461	686	23
Gross output	"	40,697	42,147	43,824
Cost of purchases	"	22,299	21,100	21,865
Increase during the year, stocks of materials, stores and fuel	"	154	- 26	261
Payments to other organisations for work done on materials given out	"	48	204	94
for transport by road	"	375	524	596
for transport by rail, water, air and Post Office parcel services	"	199	218	173
Total costs	"	22,767	22,072	22,467
Net output	"	17,929	20,075	21,357
Total employment (including working proprietors) (c)	Thousands	11.3	11.0	10.7
Net output per head	£	1,585	1,817	1,987

(a) For 1972, estimates for establishments not making satisfactory returns and for establishments employing less than 11 persons, accounted for 22 per cent of the total figures in which they were incorporated: of this unsatisfactory returns accounted for 14 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) Average number employed (full and part time; see table 6) during the year (including working proprietors) by the establishment.

TABLE 2

PA493 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	204	432	121	
Land and existing buildings				
Acquisitions	79	265	} 103(c)	
Disposals	28	151		
Plant and machinery				
Acquisitions	800	1,098	988	
Disposals	37	48	65	
Vehicles				
Acquisitions	345	377	421	
Disposals	118	170	196	
Total net capital expenditure (c)	1,244	1,803	1,373	
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	154	- 26	261	5,422
Work in progress	99	180	75	1,283
Goods on hand for sale	362	506	- 52	3,271
Total	615	660	284	9,975

(a) Including estimates for establishments not making satisfactory returns and for establishments employing less than 11 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	Capital expen-diture (net) (f)	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	130	126	769	3,314	575	2,979	872	899	1,516	16,061	16,029	6,720	1,650	435	2,729
11-24	30	30	473												
25-49	25	25	846												
50-99	28	28	1,985												
100-199	8	8	1,406	1,149	256	1,062	444	924	1,735	6,852	6,857	2,829	2,012	123	1,931
200-299	3	3	822	570	251	500	400	878	1,594	3,418	3,474	1,915	2,330	130	779
300 and over	8	7	4,446	3,491	952	3,312	2,062	949	2,166	17,471	17,464	9,893	2,225	685	4,535
Total	232	214	10,747	8,524	2,034	7,853	3,778	921	1,857	43,801	43,824	21,357	1,987	1,373	9,975

(a) Including estimates for establishments not making satisfactory returns and for establishments employing less than 11 persons.

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

(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) Acquisitions less disposals.

TABLE 4

PA493 5

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	0.7	6.1	47	3.5	524	62.9	2.4
East Midlands	0.1	1.2	13	1.0	36	28.4	0.2
East Anglia	*	*	*	*	*	*	*
South East	4.1	38.1	447	32.5	4,968	64.0	23.3
South West	0.6	5.3	92	6.7	1,186	84.7	5.6
West Midlands	1.2	11.6	73	5.3	2,202	82.5	10.3
North West	0.8	7.7	73	5.3	555	44.8	2.6
England	9.2	85.7	1,155	84.1	10,070	58.5	47.2
Wales	*	*	*	*	*	*	*
Scotland	*	*	*	*	*	*	*
Great Britain	*	*	*	*	*	*	*
Northern Ireland	*	*	*	*	*	*	*
Unallocated (d)	-	-	-	-	7,223	-	33.8
United Kingdom	10.7	100.0	1,373	100.0	21,357		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 11 employees, and unallocated net output of establishments covering addresses in two or more regions.

TABLE 5

PA493 6

Percentage analysis of twelve-month periods covered by returns received from United Kingdom establishments employing 11 or more persons, 1972

Accounting year ended	Percentage of total returns received	Percentage of total number employed
	per cent	per cent
1972 April (a)	2.7	0.7
May	1.3	0.8
June	4.0	7.7
July	1.3	3.6
August	5.3	1.5
September	5.3	4.3
October	1.3	0.9
November	0.0	0.0
December	49.4	64.6
1973 January	1.3	0.3
February	2.7	0.5
March(b)	25.4	15.1
	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	45	2	47
Female	41	12	53
	86	14	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

PA493 7

Sales of principal products of the industry by establishments employing 11 or more persons, including sales by establishments classified to other industries, 1972 (a).

	1972	
DRESSED BRISTLES, HAIR AND FIBRES FOR BRUSH MAKING	TONS	1,447
	£ THOUS	1,546
PAINT, PASTE, DISTEMPER AND SIMILAR BRUSHES	THOUS	34,279
	£ THOUS	8,378
PAINTING ROLLERS	THOUS	1,578
	£ THOUS	760
TOILET BRUSHES (INCLUDING WIRE FILLED):		
TOOTH (b)	THOUS	..
	£ THOUS	..
HAIR	THOUS	17,799
	£ THOUS	2,404
SHAVING (b)	£ THOUS	..
OTHER TOILET BRUSHES (INCLUDING NAIL AND COSMETIC BUT EXCLUDING CLOTHES AND SHOE BRUSHES)	THOUS	62,747
	£ THOUS	1,021
TOTAL SALES OF TOILET BRUSHES	£ THOUS	..
ARTISTS' AND FINE HAIR BRUSHES	THOUS	24,375
	£ THOUS	1,672
BRUSHES (INCLUDING WIRE) FOR USE AS PART OF A MACHINE	£ THOUS	2,840
INDUSTRIAL BRUSHES NOT USED AS PART OF A MACHINE (INCLUDING THOSE FILLED WITH WIRE OR OTHER MATERIAL)	£ THOUS	1,005
OTHER BRUSHES (INCLUDING HOUSEHOLD) AND BROOMS:		
HAND MADE	THOUS	910
	£ THOUS	487
MACHINE MADE:		
BANISTER AND HEARTH	THOUS	4,541
	£ THOUS	657
SCRUBBING AND LAUNDRY	THOUS	3,678
	£ THOUS	425
CLOTHES	THOUS	2,679
	£ THOUS	219
SHOE	THOUS	3,938
	£ THOUS	284
OTHER BRUSHES, NOT ELSEWHERE SPECIFIED	THOUS	19,742
	£ THOUS	2,066
BROOMS	THOUS	8,119
	£ THOUS	2,282
TOTAL SALES OF MACHINE MADE BRUSHES AND BROOMS	£ THOUS	5,933
HOUSEHOLD MOPS	THOUS	12,844
	£ THOUS	2,444
INDUSTRIAL POLISHING MOPS (BUFFS, BOBS, ETC.) EXCLUDING CIRCULAR BRUSHES	THOUS	6,105
	£ THOUS	1,828
UNCLASSIFIED SALES AND WORK DONE	£ THOUS	1,615
TOTAL SALES OF PRINCIPAL PRODUCTS OF THE BRUSHES AND BROOMS INDUSTRY (MLH 493) AND WORK DONE	£ THOUS	34,133

Source: Business Monitor (PQ493) - 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.

(b) Included in Unclassified Sales when not published separately.

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 or 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.

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 merchanding 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 merchanding 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.

© Crown copyright 1975

Her Majesty's Stationery Office

Government Bookshops

49 High Holborn, London WC1V 6HB
13a Castle Street, Edinburgh EH2 3AR
41 The Hayes, Cardiff CF1 1JW
Brazenose Street, Manchester M60 8AS
Southey House, Wine Street, Bristol BS1 2BQ
258 Broad Street, Birmingham B1 2HE
80 Chichester Street, Belfast BT1 4JY

*Government publications are also available
through booksellers*