



BOARD OF TRADE

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Report on the Census of Production 1963

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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)

TERMS USED IN THE CENSUS REPORT

Persons 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. Figures were also required to state a number of working proprietors (see below) whose occupations and firms are included in total employment figures. Outworkers are excluded.

Capital Expenditure
(1) New building work.
This represents the cost incurred during the year of new building and other new construction 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 contractors. The figures shown include any legal charges, stamp duties, agents' commissions, etc.

Notes - continued on pages 11 and 12

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 principal 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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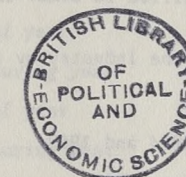
This Report on the Lace Industry relates to establishments engaged wholly or mainly in manufacturing lace, lace furnishings (curtains, etc.), lace net and veilings, and lace embroidery (all over, trimmings and edgings, flouncings, etc.) in the piece and in finishing lace (drawing, ending, scalloping, clipping, mending, etc.).

This industry corresponds to minimum list heading 418 in the Standard Industrial Classification (Consolidated edition, 1963).

There were no small establishments in this industry in Northern Ireland in 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.	258	177
Number of establishments	"	312	218
Gross output	£'000	22,845	23,161
Net output	"	8,218	9,295
Net output per head	£	732	1,060
Sales and work done	£'000	22,257	22,050 (b)
		599	907
Purchases	"	13,031	12,033
	"		756
Payments to other organisations	"	1,311	1,013
	"	163	115
Stocks and work in progress			
Total stocks and work in progress	"	- 133	+ 254
	"	5,180	5,399
Goods on hand for sale	"	+ 55	+ 64
	"	2,174	2,066
Work in progress	"	- 66	+ 140
	"	991	1,359
Materials, stores and fuel	"	- 122	+ 50
	"	2,015	1,974
Average number employed	Th.	11.2	8.7
	"	9.3	7.2
	"	1.8	1.4
Wages and salaries	£'000	3,587	3,159
	"	1,244	1,040
Employers' contributions to National Insurance and private pension schemes, etc. (d)	"	..	303
Capital expenditure (e)			
Total	"	..	327
New building work	"	125	70
Land and existing buildings (f)	"	..	62
Plant and machinery (f)	"	506	272
Vehicles (f)	"	60	47

(a) For 1963, estimates for firms not making satisfactory returns accounted for 4 per cent. of the total figures in which they were incorporated. (For 1958 the comparable figure was 2 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 17 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) Summary of returns received from larger firms, 1958 and 1963

Firms employing 25 or more persons: United Kingdom (a)

	Unit	1958	1963	
Number of enterprises	No.	101	70	
Number of establishments	"	149	101	
Gross output	£'000	17,375	18,964	
Net output	"	6,383	7,671	
Net output per head	£	687	1,066	
Sales and work done	goods produced and work done	£'000	17,028	18,148 (b)
	merchanted goods and canteen takings	"	356	646
Index of specialisation (c)	Per cent.	95	96	
Purchases	materials for processing and packaging, and fuel	£'000	9,634	9,736
	goods for merchenting and canteen purchases	"		611
Payments to other organisations	for work done on materials given out	"	1,123	873
	for transport	"	135	102
Stocks and work in progress				
Goods on hand for sale	change during year	"	+ 46	+ 47
	at end of year	"	1,799	1,705
Work in progress	change during year	"	- 55	+ 124
	at end of year	"	820	1,214
Materials, stores and fuel	change during year	"	- 101	+ 29
	at end of year	"	1,667	1,606
Average number employed	total, including working proprietors	No.	9,286	7,196
	operatives	"	7,770	5,980
	other employees (d)	"	1,506	1,154
Wages and salaries	of operatives	£'000	2,983	2,626
	of other employees (d)	"	1,035	864
Wages and salaries per head	operatives	£	384	439
	other employees (d)	"	687	749
Employers' contributions to National Insurance (e)	£'000	..	176	
Employers' contributions to private pension schemes, etc. (f)	"	..	76	
Capital expenditure (g)				
New building work	"	104	62	
Land and existing buildings	acquisitions	"	..	22
	disposals	"	..	88
Plant and machinery	acquisitions	"	439	329
	disposals	"	20	58
Vehicles	acquisitions	"	78	58
	disposals	"	29	27

For notes to this table - see page 82/7

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.	161	111	
Gross output	£'000	..	3,625	
Net output	"	1,826(b)	1,392	
Net output per head	£	985(b)	1,026	
Sales and work done	goods produced and work done	£'000	5,073	3,355
	merchanted goods	"	240	241
Purchases of goods and fuel (c)	"	3,309	2,130	
Payments to other organisations	for work done on materials given out	"	179	113
	for transport	"	..	10
Stocks and work in progress				
Goods on hand for sale	change during year	"	..	+ 16
	at end of year	"	..	310
Work in progress	change during year	"	..	+ 12
	at end of year	"	..	108
Materials, stores and fuel	change during year	"	..	+ 20
	at end of year	"	..	320
Average number employed	working proprietors	No.	1,854	122
	other persons employed	"		1,235
Capital expenditure				
New building work	£'000	..	6	
Land and existing buildings	acquisitions	"	..	7
	disposals	"	..	-
Plant and machinery	acquisitions	"	..	27
	disposals	"	..	34
Vehicles	acquisitions	"	..	24
	disposals	"	..	10

(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 58 per cent. of the employment shown for 1963, and 46 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 goods purchased for merchenting.

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						
	Number	Number	Number	£'000	£'000	£	£'000	£'000
25 - 49	28	32	980	2,695	1,172	1,196	34	570
50 - 99	25	31	1,702	4,381	1,722	1,012	92	1,135
100 - 199	8	14	1,107	2,748	1,060	958	36	783
200 - 299	5	12	1,188	4,194	2,078	1,750	- 6	600
400 and over	4	12	2,219	4,945	1,638	738	142	1,437
Total	70	101	7,196	18,964	7,671	1,066	298	4,526

(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	819	131	364	104	23	4	445	796
50 - 99	1,399	286	677	255	47	15	484	893
100 - 199	927	175	422	157	28	13	455	895
200 - 299	1,014	168	475	133	28	17	468	791
400 and over	1,821	394	688	215	49	27	378	546
Total	5,980	1,154	2,626	864	176	76	439	749

(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 £27,000.

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	3	4	7
18 and over	41	52	93
All ages	44	56	100

Source: Ministry of Labour

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

Footnotes to Table 2(i).

(a) For small firms' summary see 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) This is the ratio of total sales of principal products by the industry to total sales of goods produced and work done.

(d) Administrative, technical and clerical employees.

(e) Including both flat rate and graduated contributions.

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

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

Continued on next page

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
Lace and lace net in the brown or grey	6,739	6,664	1,408	1,094
Finished lace and lace net (other than made-up articles)	10,623	12,485	2,848	1,812
Other products (d)	3,039	2,272	360	274
Work done on commission, etc.	1,043	546	457	175
Total	21,444	21,966	5,073	3,355

(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 58 per cent. of the total employment of small firms in the industry for 1963, and 46 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).

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

	1958		1963			
	Quantity	Value	Quantity	Value	Enter-prises	Entries
	Th.racks	£'000	Th.racks	£'000	Number	Number
Lace and lace net in the brown or grey						
Products of						
Nottingham lace curtain machines	{ 719 ..	{ 757 257	{ 617	{ 576	17	18
Plain net machines	..	870	1,208	314	*	*
Leavers and Leavers type machines	{ 1,491 ..	{ 1,525 155	{ 1,444	{ 1,519	20	22
Warp lace machines	{ Mn. stitches	{	{ 725	{ 91	5	5
Embroidery machines (i.e. Schiffli embroidery carried out on net or dissoluble fabric)	118	91	291	457	5	5
Lace, plain net and hair nets made on other machines (including Raschel and Raschel-type, F.N.F., Kidde, Reiner Kaylooms, Karl Mayer machines, etc.)	..	1,628	..	2,450	17	18
Total lace in the brown or grey		5,283		5,407	..	..
Finished lace and lace net (other than made-up articles)						
Products of	Th.sq.yds.		Th.sq.yds.			
Nottingham lace curtain machines	{ 21,614 ..	{ 2,416 848	{ 6,348 ..	{ 847 313	19	19
Plain net machines	..	1,226	..	1,877	10	10
Leavers and Leavers type machines	Th.gross		Th.gross			
Hair nets	583	468	337	309	*	*
Other (including dress laces and nets) (a)	..	2,047	..	1,573	9	9
Warp lace machines						
Hair nets	97.2	100				
Other (including dress laces and nets) (a)	..	197	..	55	7	7
Raschel and other warp-knitting machines						
Hair nets (b)	226	205	202	202	*	*
Other	..	(c)	..	4,256	27	27
Barmen machines	Th.gross lin.yds.					
	102	198	..	120	*	*
Total finished lace other than embroidery		7,705		9,552	..	..
Schiffli embroidery carried out on net or dissoluble fabric	..	371	..	270	9	11
Other embroidery, including handmade	..	593	..	119	5	5
Finished lace, plain net and hair nets made on other machines	..	418	..	419	7	7

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TABLE 5(ii) (continued)

	1958		1963			
	Quantity	Value £'000	Quantity	Value £'000	Enter- prises Number	Entries Number
Made-up articles (e.g. bedspreads, napery) of which more than 50 per cent. by value of the materials are products of						
Nottingham lace curtain machines	..	616	..	369	14	14
Other lace, net and embroidery machines	..	317	..	289	8	8
Lace-like products made on Raschel and similar machines	..	(c)	..	806	7	7
Window net type furnishing made on Raschel-type machines, window net machines, or looms	..	(c)	..	278	5	5
Other products	..	334	..	224	*	6
Waste products	..	6	..	5	21	23
Work done						
Embroidery on customers' materials		570		343	8	11
Other work done, on commission, sub-contract work, except the bleaching, dyeing and dressing of lace (d)		11		17	*	*
Total		16,224		18,098	..	..
Sales in other industries (see Table 6)		23		1,084	..	..
Principal products of this industry sold by establishments in the industry		16,201		17,014	70	82(e)

(a) Not described as including dress laces in 1958.

(b) Described in 1958 report as products of Raschel machines.

(c) Not recorded separately.

(d) Revised figure. Bleaching, dyeing, dressing and finishing included in this table in the 1958 report is now included in Table 7.

(e) 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			Principal industries in which produced (a)
	Quantity	Value £'000	Quantity	Value £'000	Entries Number	
Lace-like products made on Raschel and similar machines	806	7	81
Window net type furnishing made on Raschel-type machines, window net machines, or looms	278	5	81, 77
Total		23(b)		1,084	..	

(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, details 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	
	Quantity	Value £'000	Quantity	Value £'000
Table linen, handkerchiefs and other made-up household textiles	}	366	..	684
Other products			..	295
Bleaching, dyeing and dressing on commission		461(a)		151
Services rendered to other organisations (b)		..		4
Total value of goods sold without having been subjected to any manufacturing process (merchanted or factored)	..	346	..	623
Canteen takings		10		23
Total		1,183(c)		1,780

(a) This figure may include some finishing of lace in 1958.

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

(c) Excluding amount 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
	Th.lb.	£'000	Th.lb.	£'000
Materials for processing				
Yarn				
Cotton yarn (including cotton waste yarn) (a)	10,455	4,231	3,885	892
Silk and silk mixture yarns	178	158	57.7	100
Man-made fibre (rayon, nylon, etc.) continuous filament yarn				
Synthetic (nylon, etc.) yarn	650	551	5,957	3,676
Other (rayon, etc.) yarn	852	256	1,861	812
Lace and lace net in the brown or grey	..	3,981	..	1,991
Woven piece goods (other than narrow fabrics) wholly or mainly of (b)			Th.sq.yds.	
Cotton			94.7	10
Synthetic fibres (nylon, etc.)	..	255	903	386
Other man-made fibres (rayon, etc.)			..	139
Lubricating oils and greases	..	..	..	4
Replacement parts for firms' own machinery, plant and vehicles, and accessories and consumable tools bought as replacement	..	..	..	67
All other materials for processing	..	567	..	852
Packaging materials	..	109	..	244
Fuel and electricity (c)	Th.tons		Th.tons	
Coal	21.9	74	9.4	50
Coke (including screenings) and manufactured fuel	0.9	5	0.5	5
Derv fuel and motor spirit for use in road vehicles	46.7	10	58.9	13
Other liquid fuels (including creosote/pitch mixtures, etc., and liquefied petroleum gases)	..	2	..	2
Gas	174	9	967	41
Electricity	Th.therms		Th.therms	
Gas	157	8	80	2
Electricity	..	1	..	3
Electricity	Th.kWh		Th.kWh	
Gas	8,717	59	9,994	76
Electricity	..	6	..	22
Total cost of materials and fuel		10,288		9,736
Goods purchased for merchanting		..		586
Canteen purchases		..		25
Total cost of purchases		..		10,347

(a) 'Cotton waste yarn' was not specifically included in 1954.

(b) 'Narrow fabrics' were not excluded in 1954.

(c) The total quantity of electricity generated in firms' own establishments in this industry was 723 Th.kWh in 1954 and 1499 Th.kWh in 1963.

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.	41
Transport costs		
Wages and salaries	£'000	20
Derv fuel and motor spirit	"	15
Payments to other organisations for transport	"	102
Costs of operating road goods vehicles		
Insurance	"	2
Vehicle licences	"	2
Depreciation	"	8
Payments to other organisations for repairs and maintenance	"	7
Total	"	156

TABLE 12 Payments for certain services, etc. by larger firms, 1963 (a)

Firms employing 25 or more persons: United Kingdom

	Amounts payable
	£'000
Repairs and maintenance to	
Buildings	33
Road goods vehicles	7
Plant, machinery, and other capital equipment	77
Insurance, licensing and depreciation of road goods vehicles (b)	12
Rates, excluding water rates	82
Hire of plant and machinery	8
Postage, telephone, telegrams and cables	56
Total	276

(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)	5.1	November	6.5
May	0.4	December	42.4
June	7.7		
July	3.0	1964	
August	1.6	January	0.4
September	8.3	February	2.3
October	1.8	March	20.7
		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 (merchanting 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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