



BOARD OF TRADE

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[HA 251]

Report on the Census of Production 1963

57 Telegraph and telephone apparatus

LONDON: HER MAJESTY'S STATIONERY OFFICE
Price 3s. 6d. net

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Telegraph and telephone apparatus

1963

BOARD OF TRADE

Report on the Census of Production 1963

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Telegraph and telephone apparatus

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

Notes

These notes give the main information needed for interpreting the figures in the industry reports. (More detailed information about the Census is given in a separate booklet - 'Introductory Notes': Part 1 of the Report on the Census of Production for 1963.)

GENERAL INFORMATION

Changes in the 1963 census

There were few changes resulting from amendments to the Standard Industrial Classification and only minor changes in the scope of certain industry reports compared with 1958. Any such changes are explained in the introductions to the industry reports concerned or by footnotes to the tables.

Industrial Classification

Establishments were classified to industries on the basis of major activity in conformity with the second edition of the Standard Industrial Classification (Consolidated Edition 1963, incorporating Amendment 1). Each industry was basically defined in terms of its principal products, these being of a similar nature or commonly associated in production. Normally, an establishment was classified to an industry if its sales of the principal products of that industry accounted for a greater proportion of its total sales than did its sales of the principal products of any other industry. However, where the application of this rule would have resulted in a change of classification between 1958 and 1963, the establishment was reclassified only if the sales of principal products of the newly predominant industry was more than one third greater than the sales of principal products of the previously predominant industry. This modification of the general rule was introduced for 1958 to avoid discontinuities which would result from marginal changes in sales between successive censuses.

The principle of classification by major output was also normally followed in compiling the analysis by sub-divisions of an industry.

In certain industries, classification was dealt with in a different way. Details of any non-standard treatment are given in the introductions to the relevant industry reports.

TERMS USED IN THE CENSUS REPORT

Average number employed

Firms were required to state the number of persons on the payroll (i.e. whose National Insurance cards were held by them) on the average during the year of return, whether full-time or part-time employees. Separate figures were required for (a) administrative, technical and clerical employees and (b) operatives (see below). Averages could be calculated from figures relating to the last week of each calendar month; figures shown in respect of the average number employed relate to the sum of these averages. Firms were also required to state the number of working proprietors (see below) where appropriate and these are included in total employment figures. Outworkers are excluded.

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The figures include persons engaged in merchandising 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, viewiers 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.

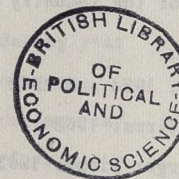
Notes - continued on pages iii and iv

57 Telegraph and telephone apparatus

This Report on the Telegraph and Telephone Apparatus Industry relates to establishments engaged wholly or mainly in manufacturing telegraph and telephone apparatus, switchboards, teleprinters, telewriters, etc., and road traffic signalling apparatus.

This industry corresponds to minimum list heading 363 in the Standard Industrial Classification (Consolidated edition, 1963).

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



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TABLE 2 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.	26	36	
Number of establishments	"	86	86	
Gross output	£'000	99,321	154,950	
Net output	"	59,905	96,426	
Net output per head	£	785	1,095	
Sales and work done	{ goods produced and work done	£'000	96,897	148,671(b)
	{ merchanted goods and canteen takings	"	4,473	5,266
Index of specialisation (c)	Per cent.	70	76	
Purchases	{ materials for processing and packaging, and fuel	£'000	36,740	50,476
	{ goods for merchenting and canteen purchases	"		5,296
Payments to other organisations	{ for work done on materials given out	"	1,576	2,548
	{ for transport	"	444	400
Stocks and work in progress				
Goods on hand for sale	{ change during year	"	+ 31	- 41
	{ at end of year	"	13,428	8,543
Work in progress	{ change during year	"	- 2,080	+ 1,055
	{ at end of year	"	17,399	26,911
Materials, stores and fuel	{ change during year	"	- 655	+ 195
	{ at end of year	"	11,926	19,757
Average number employed	{ total, including working proprietors	No.	76,299	88,027
	{ operatives	"	52,722	59,217
	{ other employees (d)	"	23,577	28,790
Wages and salaries	{ of operatives	£'000	27,211	36,288
	{ of other employees (d)	"	16,555	26,482
Wages and salaries per head	{ operatives	£	516	613
	{ other employees (d)	"	702	920
Employers' contributions to National Insurance (e)	£'000	..	2,351	
Employers' contributions to private pension schemes, etc. (f)	"	..	2,142	
Capital expenditure (g)				
New building work	"	1,614	1,152	
Land and existing buildings	{ acquisitions	"	..	107
	{ disposals	"	..	90
Plant and machinery	{ acquisitions	"	3,700	8,650
	{ disposals	"	34	86
Vehicles	{ acquisitions	"	109	443
	{ disposals	"	32	43

For notes to this table - see page 57/6

TABLE 3 Analysis of larger firms by size of enterprise within the industry, 1963
(i) Output, employment, capital expenditure and stocks
Firms employing 25 or more persons: United Kingdom

Average number employed by the enterprise in the industry (a)	Enterprises	Establishments	Average number employed (a)	Gross output	Net output	Net output per head	Capital expenditure (b)	Total value of stocks and work in progress at end of year
25-49	6	6	233	462	316	1,354	8	79
50-99	5	5	351	797	520	1,481	10	172
100-199	7	9	918	1,936	1,019	1,110	73	440
200-299	4	7	1,016	2,351	1,440	1,418	71	1,075
300-399	3	5	1,022	1,631	1,164	1,139	135	573
500-1,499	3	12	2,480	3,959	2,699	1,088	151	999
2,000-2,999	3	15	7,622	11,947	8,748	1,148	3,857	4,946
3,000 and over	5	27	74,385	131,867	80,519	1,082	5,827	46,929
Total	36	86	88,027	154,950	96,426	1,095	10,133	55,211

(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	180	46	115	42	6	6	637	910
50-99	265	82	157	77	9	3	593	934
100-199	619	292	371	255	31	11	600	873
200-299	660	356	391	332	27	17	592	933
300-399	631	391	352	282	24	11	558	721
500-1,499	1,857	623	1,129	581	66	47	608	932
2,000-2,999	5,721	1,901	4,334	1,740	216	349	758	915
3,000 and over	49,284	25,099	29,440	23,174	1,972	1,697	597	923
Total	59,217	28,790	36,288	26,482	2,351	2,142	613	920

(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 £132,000.

TABLE 4 Percentage analysis of employees, by age and sex, all firms, 1963: United Kingdom (a)

Ages	Males	Females	All employees
	Per cent.	Per cent.	Per cent.
Under 18	2	4	6
18 and over	56	38	94
All ages	58	42	100

Source: Ministry of Labour

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

Footnotes to Table 2.

(a) The following information relates to small firms (employing fewer than 25 persons) in this industry. It includes an estimate for small firms not making satisfactory returns which account for 15 per cent. of the employment shown for 1963 and 28 per cent. for 1958.

	1958	1963
Number of firms	35	14
Average persons employed:		
Working proprietors	} 326 {	16
Other persons employed		118

(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.

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

Firms employing 25 or more persons: United Kingdom

	1958		1963			
	Quantity	Value	Quantity	Value	Enterprises	Entries
	Thousands	£'000	Thousands	£'000	Number	Number
Telegraph and telephone installations (whether or not supplied with instruments) teleprinters and picture transmission machines, etc., complete	..	30,308	..	51,955	20	25
Telephone instruments complete, sold separately	738	4,085	1,646	8,010	13	16
Telegraph and telephone testing equipment, excluding electronic	..	220	..	240	7	7
Line apparatus for long distance communication (carrier, duplex and repeater) and speech input equipment	..	9,045	..	20,250	11	18
Signalling apparatus, including road traffic signals, other than for railways	..	2,426	..	5,240	24	27
Components and parts of telegraph, telephone and signalling apparatus	..	12,100	..	22,309	48	64
Telephone and telecommunication instruments and components not separately distinguished	..	823	..	1,033	8	9
Other products	..	13	..	-	..	..
Scrap metals sold	Th. tons		Th. tons			
Iron and steel	..	45	5.7	36	15	17
Copper	1.3	201	1.0	180	15	17
Brass	1.3	160	1.5	220	16	19
Other metals	..	238	..	279	11	14
Other waste products sold	..	41	..	44	10	14
Work done						
Machinery purchased and installed and other installation work		6,275		6,893	8	9
Repair and maintenance work on customers' machinery, plant, apparatus and appliances						
Telegraph and telephone		4,333		3,803	12	16
Other		468		449	7	9
Research and development work for customers (including Government Departments)		1,184		1,852	9	10
Other work done on commission		210		326	5	7
Total		72,175		123,120	..	..
Sales in other industries (see Table 6)		3,983		10,313	..	..
Principal products of this industry sold by establishments in the industry		68,192		112,807	36	46(a)

(a) This figure represents the total number of returns made by larger firms in this industry, which is less than the total number of establishments shown in Table 2 on account of combined returns covering more than one establishment.

TABLE 6 Sales of principal products of the industry by establishments classified to other industries, 1958 and 1963

Firms employing 25 or more persons: United Kingdom

	1958		1963	
	Value	Value	Entries	Principal industries in which produced (a)
Telegraph and telephone installations (whether or not supplied with instruments) teleprinters and picture transmission machines, etc., complete, and telephone instruments complete, sold separately	£'000	£'000	Number	
	773	3,418	9	52, 53, 58
Line apparatus for long distance communications (carrier, duplex and repeater) and speech input equipment	717	537	5	56, 58
Signalling apparatus, including road traffic signals, other than for railways	497	1,832	16	55, 58, 60, 74
Components and parts of telegraph, telephone and signalling apparatus, not elsewhere specified	1,246	4,525	46	53, 55, 58, 60
Telegraph and telephone testing equipment, excluding electronic, not elsewhere specified	750(b)			
Total	3,983	10,313	..	

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

(b) Including telephone instruments and components not separately distinguished.

TABLE 7 Sales of other than principal products by larger firms in the industry, 1958 and 1963

Firms employing 25 or more persons: United Kingdom

	1958		1963	
	Value	Value	Value	Value
	£'000	£'000		
Electrical machinery and plant	1,623	1,595		
Radio and other electronic apparatus	10,335	18,722		
Scientific and measuring apparatus	708	13,579		
Other electrical goods	13,917			
Plant and machinery (other than electrical) and machine tools	578	73		
Clocks, electric and other, including parts	185	433		
Other goods	175	610		
Total goods sold	27,521	35,012		
Structural work carried out (electrical and other contract work on buildings, civil engineering works, etc.)				
Work done as main, direct or sub-contractors	3,837	-		
Less estimated value of goods made by firms and separately recorded as sold which were used in the contract work	2,653	-		
Total work done exclusive of the value of goods made and used in the contract work	1,184	-		
Services rendered to other organisations (a)	..	851		
Total value of goods sold without having been subjected to any manufacturing process (merchanted or factored)	4,187	4,946		
Canteen takings	285	320		
Total	33,177(b)	41,130		

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

(b) Excluding amounts charged for services rendered to other organisations.

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

This table is not applicable to this industry.

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

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
Materials for processing	Th. tons	£'000	Th. tons	£'000
Iron castings	0.4	64	0.3	35
Steel				
Ingots, blooms, billets, slabs, and sheet and tinplate bars	..	1	10.0	758
Bars and rods (including wire rods), angles, shapes and sections, girders, beams, joists and pillars rolled (not fabricated), including tube rounds and squares (a)	4.5	229		
Sheets under 3 mm. thick (including electrical sheets)	6.0	355	8.9	585
Plates, 3 mm. thick and over	3.4	184	0.4	28
Hoop and strip (including tape of all thicknesses)			3.2	238
Tinplate, terneplate and blackplate	0.2	17	..	227
Forgings (except drop forgings)	0.4	38		
Castings				
Iron and steel not elsewhere specified except finished parts, wire and scrap				
Wrought tubes and fittings for wrought tubes (including welded, seamless, conduits, etc.)	0.4	24	-	85
Other			..	203
Steel wire and wire manufactures, including wire cables and ropes but excluding insulated wires and cables	..	(b)	17.5	1,604
Springs, laminated and other types			..	689
Light metals and non-ferrous metals in all forms except finished parts, wire and scrap				
Aluminium and aluminium alloys	0.9	320	2.2	902
Brass and other copper alloys (including nickel silver and cupro-nickel, but excluding all other nickel alloys)	..	40	..	133
Copper (excluding blister) (c)	0.6	245	10.6	3,535
Lead and alloys of lead (excluding solder)	..	(b)	4.5	350
Zinc and alloys of zinc	0.4	44	0.5	83
Tin	0.9	34	0.3	17
Solder, soft	..	78	..	220
Uninsulated wire and cables of non-ferrous metals				
Copper (d)	..	3,147	..	1,876
Other non-ferrous metals (d)			..	170
Bitumen and bitumastic compound	..	12	..	9
Ferrite	..	..	..	150
Glass in all forms, including finished parts			..	116
Mica	..	(b)	..	59
Block and splittings	..	1	..	19
Built-up (Micanite)	..	1	..	19
Paint and varnish (including lacquers and stains)	123	171	Th. gal. 220	291
			Th. cwt. 0.2	3

TABLE 10 (continued)

	1954		1963	
	Quantity	Cost	Quantity	Cost
Materials for processing (continued)		£'000	Th. tons	£'000
Paper and paperboard, including press-board and paper yarn, tubes, etc. (excluding packaging materials)	..	490	..	431
Synthetic resins and plastics materials (excluding leathercloth and reinforced plastics)				
Polyethylene and polypropylene and co-polymers: granules; moulding and extrusion compounds			84.2	1,039
Polyvinyl chloride (including co-polymers): resins, solutions, emulsions, dispersions, moulding and extrusion compounds			23.5	165
Polystyrene moulding and extrusion compounds			8.8	89
Phenolics and cresylics	..	..
Resins, solutions, emulsions, dispersions, moulding and extrusion compounds			8.9	94
Industrial laminates, cast sheet, laminated or cast rod, tube and profile shapes			10.9	404
Thermosetting polyesters (including epoxide resins and resin glass fibre mixtures)			1.3	63
Porcelain and other ceramics in all forms	..	107	..	547
Rubber, including hard rubber, balata, gutta-percha and synthetic rubber in all forms, including finished parts	..	154	..	115
Timber				
Softwood and hardwood, manufactured or semi-manufactured (i.e. further prepared than sawn or planed)	..	131	..	188
Plywood, including blockboard, laminboard and battenboard	1,137	71	Th. sq. ft. 330	24
Textiles (excluding packaging materials)			..	5
Yarn, thread, tape and cloth, not oiled or otherwise coated or impregnated with insulating materials	Th. lb.			
Of cotton	836	399	..	57
Of man-made fibres (rayon, nylon, etc.)	211	80	..	194
Of jute	..	(b)		
Of silk	33.3	20		
Electrical insulating materials not elsewhere specified	..	37	..	822
Insulated wires, cables, strips and strands (d)	..	1,134	..	1,905
Purchased components for incorporation in firms' own products				
Ball and roller bearings and parts thereof	..	61	..	73
Batteries and accumulators	..	134	..	394
Fractional horse-power electric motors (i.e. less than one horse-power)	..	19	..	214
Internal combustion engines			..	836
Loudspeakers and microphones	..	9	..	92
Magnets, permanent	..	134	..	159
Measuring and control instruments including ammeters, voltmeters, thermostats, etc.	..	74	..	506

Continued on next page

TABLE 10 (continued)

	1954		1963	
	Quantity	Cost	Quantity	Cost
	Thousands	£'000	Thousands	£'000
Materials for processing (continued)				
Purchased components for incorporation in firms' own products (continued)				
Valves, electronic (other than X-ray valves), electronic stabilising tubes and cathode ray tubes, excluding mercury pool rectifiers				
Transmitting and industrial	..	30	456	277
Other (including cathode ray tubes)	109	76	325	200
Semi-conductor devices	..	..	4,291	1,019
Electrical machinery not included above, e.g. generators, motors (other than fractional horse-power motors), converting machinery, static rectifiers, transformers for lighting, heating and power, starting control and switchgear, etc., and parts thereof	..	258	..	434
Other purchased electrical components, including parts and accessories (pick-ups, automatic record changers, etc.) for gramophones and radiograms, not elsewhere specified	..	(b)	..	8,532
Other finished parts not elsewhere specified				
Wholly or mainly of plastics materials	..	548	..	2,628
Other, except those of rubber and glass	..	2,441	..	5,648
	Th. gal.		Th. gal.	
Lubricating oils and greases (including cutting oils and emulsions)	87.6	22	784	164
			Th. cwt.	
			0.4	3
			..	22
Replacement parts for firms' own machinery, plant and vehicles, and accessories and consumable tools bought as replacement	..	574	..	789
All other materials for processing	..	10,823	..	3,412
Packaging materials				
Paper and board				
Boxes, cartons, packing cases, and drums and canisters (with or without metal ends) of paper, cardboard and fibreboard			..	418
Wrapping paper (including paper coated with plastics and any laminates incorporating paper but not metal), moulded pulp units, labels and other packaging materials of paper, cardboard and fibreboard (except multiwall sacks)	..	266	..	43
Timber				
Containers wholly or mainly of wood, including plywood boxes and drums, baskets and wickerwork crates			..	150
Timber (sawn or planed) for manufacture into packing cases, etc.	..	420	Th. cu. ft.	
			486	267
Plywood for manufacture into packing cases			Th. sq. ft.	
			1,268	76
Sheet, film, foams, etc. wholly or mainly of polyethylene (including bags and lay flat tubing)	..	..	..	23
All other packaging materials	..	122	..	180

TABLE 10 (continued)

	1954		1963	
	Quantity	Cost	Quantity	Cost
	Th. tons	£'000	Th. tons	£'000
Fuel and electricity				
Coal	75.4	303	54.5	255
Coke (including screenings) and manufactured fuel	11.0	58	2.2	22
	Th. gal.		..	10
			Th. gal.	
Derv fuel and motor spirit for use in road vehicles	512	97	942	153
Other liquid fuels (including creosote/pitch mixtures, etc., and liquefied petroleum gases)	1,752	74	..	38
	Th. therms		10,324	370
Gas	1,953	117	Th. therms	
	Th. kWh		2,094	165
Electricity	98,612	557	Th. kWh	
			185,916	1,160
Total cost of materials and fuel		25,974		50,476
Goods purchased for merchanting		..		5,008
Canteen purchases		..		288
Total cost of purchases		..		55,772

- (a) Excluding 'Pillars rolled (not fabricated), including tube rounds and squares' in 1954.
 (b) Owing to the risk of disclosure of information relating to individual firms separate particulars cannot be given and are included with 'All other materials for processing'.
 (c) 'Blister' was not specifically excluded in 1954.
 (d) Including 'flexibles' in 1954.

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.	471
Transport costs		
Wages and salaries	£'000	315
Derv fuel and motor spirit	"	191
Payments to other organisations for transport	"	400
Costs of operating road goods vehicles		
Insurance	"	42
Vehicle licences	"	18
Depreciation	"	288
Payments to other organisations for repairs and maintenance	"	61
Total	"	1,313

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

Firms employing 25 or more persons: United Kingdom

	Amounts payable
Repairs and maintenance to	£'000
Buildings	522
Road goods vehicles	61
Plant, machinery, and other capital equipment	418
Insurance, licensing and depreciation of road goods vehicles (b)	347
Rates, excluding water rates	865
Hire of plant and machinery	257
Postage, telephone, telegrams and cables	478
Total	2,948

(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)	0.0	November	0.0
May	0.0	December	56.3
June	13.5	1964	
July	0.0	January	0.1
August	0.7	February	1.7
September	0.8	March	26.9
October	0.0	Total	100

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

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

This table is not applicable to this industry.

Capital Expenditure (continued)

(ii) Land and existing buildings.

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

(iii) Plant, machinery and vehicles.

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

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

Characteristic Products

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

Enterprise

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

Entries

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

Establishment

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

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

Gross Output

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

Larger Firms

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

Net Output

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

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

Net output per person employed

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

Principal Products

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

Production

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

Purchases

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

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

Sales

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

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

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

Services rendered

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

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

Small Firms

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

Stocks and Work in Progress

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

Transport Payments

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

Wages and Salaries

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

Work given out

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

Symbols used

The following symbols are used throughout the report:

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

Rounding of Figures

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

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