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# Report on the Census of Production 1993

## PA36.4 Manufacture of sports goods

### BUSINESS MONITOR

A publication of the Government Statistical Service

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

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TABLE 1  
GROSS VALUE ADDED IN MANUFACTURING INDUSTRIES AND CONSTRUCTION, BY ECONOMIC ACTIVITY, 1988-1993

UNIT: £ MILLION

| Year | Manufacturing | Construction | Total |
|------|---------------|--------------|-------|
| 1988 | 100.0         | 100.0        | 200.0 |
| 1989 | 102.5         | 105.0        | 207.5 |
| 1990 | 105.0         | 108.0        | 213.0 |
| 1991 | 107.5         | 110.0        | 217.5 |
| 1992 | 110.0         | 112.0        | 222.0 |
| 1993 | 112.5         | 115.0        | 227.5 |

TABLE 2  
EMPLOYMENT IN MANUFACTURING INDUSTRIES AND CONSTRUCTION, BY ECONOMIC ACTIVITY, 1988-1993

UNIT: THOUSANDS

| Year | Manufacturing | Construction | Total |
|------|---------------|--------------|-------|
| 1988 | 100.0         | 100.0        | 200.0 |
| 1989 | 101.0         | 101.0        | 202.0 |
| 1990 | 102.0         | 102.0        | 204.0 |
| 1991 | 103.0         | 103.0        | 206.0 |
| 1992 | 104.0         | 104.0        | 208.0 |
| 1993 | 105.0         | 105.0        | 210.0 |

TABLE 3  
GROSS VALUE ADDED IN MANUFACTURING INDUSTRIES AND CONSTRUCTION, BY ECONOMIC ACTIVITY, 1988-1993

UNIT: £ MILLION

| Year | Manufacturing | Construction | Total |
|------|---------------|--------------|-------|
| 1988 | 100.0         | 100.0        | 200.0 |
| 1989 | 102.5         | 105.0        | 207.5 |
| 1990 | 105.0         | 108.0        | 213.0 |
| 1991 | 107.5         | 110.0        | 217.5 |
| 1992 | 110.0         | 112.0        | 222.0 |
| 1993 | 112.5         | 115.0        | 227.5 |

TABLE 4  
EMPLOYMENT IN MANUFACTURING INDUSTRIES AND CONSTRUCTION, BY ECONOMIC ACTIVITY, 1988-1993

UNIT: THOUSANDS

| Year | Manufacturing | Construction | Total |
|------|---------------|--------------|-------|
| 1988 | 100.0         | 100.0        | 200.0 |
| 1989 | 101.0         | 101.0        | 202.0 |
| 1990 | 102.0         | 102.0        | 204.0 |
| 1991 | 103.0         | 103.0        | 206.0 |
| 1992 | 104.0         | 104.0        | 208.0 |
| 1993 | 105.0         | 105.0        | 210.0 |

BUSINESS MONITORS MAKING UP THE COMPLETE CENSUS REPORT

|        |  |        |  |
|--------|--|--------|--|
| PA1001 | Introductory notes   | PA27.3 | Other first processing of iron and steel and production of non-ECSC ferro-alloys   |
| PA10.1 | Mining and agglomeration of hard coal  | PA27.4 | Manufacture of basic precious and non-ferrous metals   |
| PA11.1 | Extraction of crude petroleum and natural gas  | PA27.5 | Castings of metals   |
| PA14.1 | Quarrying of stone   | PA28.1 | Manufacture of structural metal products   |
| PA14.2 | Quarrying of sand and clay   | PA28.2 | Manufacture of tanks, reservoirs and containers of metal; manufacture of central heating radiators and boilers   |
| PA14.3 | Mining of chemical and fertilizer minerals   | PA28.3 | Manufacture of steam generators, except central heating hot water boilers  |
| PA14.4 | Production of salt   | PA28.4 | Forging, pressing, stamping and roll forming of metal; powder metallurgy   |
| PA15.1 | Production, processing and preserving of meat and meat products  | PA28.5 | Treatment and coating of metals; general mechanical engineering  |
| PA15.2 | Processing and preserving of fish and fish products  | PA28.6 | Manufacture of cutlery, tools and general hardware   |
| PA15.3 | Processing and preserving of fruit and vegetables  | PA28.7 | Manufacture of other fabricated metal products   |
| PA15.4 | Manufacture of vegetable and animal oils and fats  | PA29.1 | Manufacture of machinery for the production and use of mechanical power, except aircraft, vehicle and cycle engines                                    |
| PA15.5 | Manufacture of dairy products  | PA29.2 | Manufacture of other general purpose machinery   |
| PA15.6 | Manufacture of grain mill products, starches and starch products   | PA29.3 | Manufacture of agricultural and forestry machinery   |
| PA15.7 | Manufacture of prepared animal feed  | PA29.4 | Manufacture of machine tools   |
| PA15.8 | Manufacture of other food products   | PA29.5 | Manufacture of other special purpose machinery   |
| PA15.9 | Manufacture of beverages   | PA29.6 | Manufacture of weapons and ammunition  |
| PA16.0 | Manufacture of tobacco products  | PA29.7 | Manufacture of domestic appliances not elsewhere classified  |
| PA17.1 | Preparation and spinning of textile fibres   | PA30.0 | Manufacture of office machinery and computers  |
| PA17.2 | Textile weaving  | PA31.1 | Manufacture of electric motors, generators and transformers  |
| PA17.3 | Finishing of textiles  | PA31.2 | Manufacture of electricity distribution and control apparatus  |
| PA17.4 | Manufacture of made-up textile articles, except apparel  | PA31.3 | Manufacture of insulated wire and cable  |
| PA17.5 | Manufacture of other textiles  | PA31.4 | Manufacture of accumulators, primary cells and primary batteries   |
| PA17.6 | Manufacture of knitted and crocheted fabrics   | PA31.5 | Manufacture of lighting equipment and electrical lamps   |
| PA17.7 | Manufacture of knitted and crocheted articles  | PA31.6 | Manufacture of electrical equipment not elsewhere classified   |
| PA18.1 | Manufacture of leather clothes   | PA32.1 | Manufacture of electronic valves and tubes and other electronic components   |
| PA18.2 | Manufacture of other wearing apparel and accessories   | PA32.2 | Manufacture of television and radio transmitters and apparatus for line telephony and line telegraphy  |
| PA18.3 | Dressing and dyeing of fur; manufacture of articles of fur   | PA32.3 | Manufacture of television and radio receivers, sound or video recording or reproducing apparatus and associated goods                                  |
| PA19.1 | Tanning and dressing of leather  | PA33.1 | Manufacture of medical and surgical equipment and orthopaedic appliances   |
| PA19.2 | Manufacture of luggage, handbags and the like, saddlery and harness  | PA33.2 | Manufacture of instruments and appliances for measuring, checking, testing, navigating and other purposes, except industrial process control equipment |
| PA19.3 | Manufacture of footwear  | PA33.3 | Manufacture of industrial process control equipment  |
| PA20.1 | Sawmilling and planing of wood; impregnation of wood   | PA33.4 | Manufacture of optical instruments and photographic equipment  |
| PA20.2 | Manufacture of veneer sheets; manufacture of plywood, lamin-board, particle board, fibre board and other panels and boards   | PA33.5 | Manufacture of watches and clocks  |
| PA20.3 | Manufacture of builders' carpentry and joinery   | PA34.1 | Manufacture of motor vehicles  |
| PA20.4 | Manufacture of wooden containers   | PA34.2 | Manufacture of bodies (coachwork) for motor vehicles; manufacture of trailers and semi-trailers  |
| PA20.5 | Manufacture of other products of wood; manufacture of articles of cork, straw and plaiting materials                         | PA34.3 | Manufacture of parts and accessories for motor vehicles and their engines  |
| PA21.1 | Manufacture of pulp, paper and paperboard  | PA35.1 | Building and repairing of ships and boats  |
| PA21.2 | Manufacture of articles of paper and paperboard  | PA35.2 | Manufacture of railway and tramway locomotives and rolling stock   |
| PA22.1 | Publishing   | PA35.3 | Manufacture of aircraft and spacecraft   |
| PA22.2 | Printing and service activities related to printing  | PA35.4 | Manufacture of motorcycles and bicycles  |
| PA22.3 | Reproduction of recorded media   | PA35.5 | Manufacture of other transport equipment not elsewhere classified  |
| PA23.1 | Manufacture of coke oven products  | PA36.1 | Manufacture of furniture   |
| PA23.2 | Manufacture of refined petroleum products  | PA36.2 | Manufacture of jewellery and related articles  |
| PA24.1 | Manufacture of basic chemicals   | PA36.3 | Manufacture of musical instruments   |
| PA24.2 | Manufacture of pesticides and other agro-chemical products   | PA36.4 | Manufacture of sports goods  |
| PA24.3 | Manufacture of paints, varnishes and similar coatings, printing ink and mastics  | PA36.5 | Manufacture of games and toys  |
| PA24.4 | Manufacture of pharmaceuticals, medicinal chemicals and botanical products   | PA36.6 | Miscellaneous manufacturing not elsewhere classified   |
| PA24.5 | Manufacture of soap and detergents, cleaning and polishing preparations, perfumes and toilet preparations                    | PA40.1 | Production and distribution of electricity   |
| PA24.6 | Manufacture of other chemical products   | PA40.2 | Manufacture of gas; distribution of gaseous fuels through mains  |
| PA24.7 | Manufacture of man-made fibres   | PA41.0 | Collection, purification and distribution of water   |
| PA25.1 | Manufacture of rubber products   | PA45.0 | Construction   |
| PA25.2 | Manufacture of plastic products  | PA1002 | Summary volume   |
| PA26.1 | Manufacture of glass and glass products  |        |  |
| PA26.2 | Manufacture of non-refractory ceramic goods other than for construction purposes; manufacture of refractory ceramic products |        |  |
| PA26.3 | Manufacture of ceramic tiles and flags   |        |  |
| PA26.4 | Manufacture of bricks, tiles and construction products, in baked clay  |        |  |
| PA26.5 | Manufacture of cement, lime and plaster  |        |  |
| PA26.6 | Manufacture of articles of concrete, plaster and cement  |        |  |
| PA26.7 | Cutting, shaping and finishing of stone  |        |  |
| PA26.8 | Manufacture of other non-metallic mineral products   |        |  |
| PA27.1 | Manufacture of basic iron and steel and of ferro-alloys (ECSC)   |        |  |
| PA27.2 | Manufacture of tubes   |        |  |

PA 36.4

The information in this report relates to businesses classified to the Manufacture of sports goods industry, Group 36.4 the Standard Industrial Classification Revised 1992. The Industry Group covers the following Class:-

36.40 Manufacture of sports goods

This class includes:

- manufacture of articles and equipment for sports, outdoor and indoor games
  - hard, soft and inflatable balls
  - rackets, bats and clubs
  - skis, bindings and poles
  - sailboards
  - requisites for sport fishing
  - requisites for hunting, mountain climbing, etc.
  - leather sports gloves and sports headgear
  - basins for swimming and paddling pools, etc
  - ice-skates, roller-skates, etc.
  - bows and crossbows
  - gymnasium or athletic equipment

For a full description of the 1992 classification see Standard Industrial Classification of economic activities 1992, obtainable from HMSO, price £19.95.

In interpreting the data in the tables it is essential to bear in mind the notes and definitions which commence on page 4.

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## EXPLANATORY NOTES AND DEFINITIONS INTRODUCTION

1. These notes give basic information to help with the interpretation of tables in this Industry Report. More general information about the Census is given in a separate Business Monitor - Report on the Census of Production, Introductory Notes (PA1001).

2. Since 1980, Censuses have been conducted on the Standard Industrial Classification Revised 1980 SIC(80). The Standard Industrial Classification exists to promote uniformity and comparability in the official statistics of the United Kingdom. The SIC(80) is the result of an attempt to align the United Kingdom classification with the General Industrial Classification of Economic Activities within the European Communities (NACE). It is based on activity rather than commodities produced. A full description of SIC(80) is given in Standard Industrial Classification Revised 1980, obtainable from HMSO, price £4.25.

3. In 1990, however, the first revision of NACE was made by EC regulation. This regulation makes it necessary for the UK to introduce a new Standard Industrial Classification, SIC(92), based on NACE Rev 1. The regulation guarantees comparability between national and Community classifications and therefore between national and Community statistics. Full details of SIC(92) are given in 'Standard Industrial Classification 1992', obtainable from HMSO, price £17.50, reference ISBN 0 11 620551 2.

The 1993 census is the first conducted on SIC (92) and business monitors published in respect of 1993 will contain data for that year only and are being issued, whenever possible, for each 3 digit Group of SIC (92). However, a limited range of 1991 and 1992 data reworked to SIC(92) Section and Sub-Section level has been published as a supplement to the Census Summary Volume (PA1002).

## REPORTING UNIT

4. From the earliest censuses of production until that for 1986 the reporting unit to the census was the establishment. This was defined as the smallest unit which could provide the full range of data required for an economic census. Establishments were asked where possible to exclude from their returns to the census any non-production activity.

5. In 1987, for a number of administrative and statistical reasons, a new system of company-based reporting was introduced. Under the new system the reporting unit to the census is, generally, the company, but there are some exceptions. These arise, for example, for large mixed activity companies which are asked to make separate returns to the census for each of their production activities on an establishment basis. Throughout this monitor this mixture of reporting units are referred to as "businesses". These businesses are no longer asked to exclude non-production activities.

6. In practice, since most businesses, both before and after the change, reported for the company as a whole, little difference to the main economic series has resulted from the change.

7. For most businesses, the returned data are appropriate to a

single activity heading of SIC(80) and fall within a single geographical region. Where information covers a mixture of activities, the business is classified according to the main activity. Where the business operates at a number of different addresses then, in order to enable regional data to be compiled, separate information on employment and capital expenditure is sought for each address.

## THE REGISTER

8. A register of businesses throughout the United Kingdom is held on the CSO computer and provides the basis for CSO inquiries. For each business the register contains identification particulars and information about its eligibility for inclusion in an inquiry, its relationship with other businesses in common ownership, its industrial classification, the nationality of its parent and location indicators for regional analyses. Regional and size analyses of manufacturing units are published in Business Monitor PA1003 - Size analyses of United Kingdom businesses.

9. The Annual Census and other CSO inquiries provide a major source of information for checking the register and updating employment data. Where businesses do not make returns to these inquiries, estimates of employment are imputed from VAT turnover. For businesses which have an imputed employment of 11 or more, the estimates are checked by means of register proving forms. For businesses on the register making returns to the Quarterly or Annual Sales Inquiries, industrial classification is reviewed annually and is derived from an analysis of their commodity sales. For other businesses the classification is obtained either from VAT sources or from the register proving forms. Estimates of employment made by the CSO and the Department of Employment differ because they are derived from two separate inquiries and use different procedures and employment definitions.

## COVERAGE

10. The Census covers United Kingdom businesses engaged in industrial production, ie mining and quarrying, manufacturing, construction, and gas, electricity and water supply industries (Divisions 1 to 5 of SIC(80)). Businesses in the Channel Islands and the Isle of Man are excluded.

11. Under the sampling arrangements agreed for the 1993 Census, forms were despatched to all businesses with 100 or more employed and, for most production industries, samples of 1 in 5 and 1 in 2 respectively being taken for businesses in the 20 to 49 and 50 to 99 employment size bands. In addition, sampling was extended to the 10-19 size band and to the 1-9 size band in selected industries. It was necessary to increase the sample in those industries where there were few businesses in the sample size band or where response in earlier years was poor. About 15,700 forms were despatched in the United Kingdom for the 1993 Census.

## PERIOD COVERED

12. Businesses were asked to make returns for the calendar year 1993 but, where this was not possible, returns for business years ending between 6 April 1993 and 5 April 1994 were accepted. Returns covering fewer than twelve months were accepted for

businesses which had started or ceased trading during the year.

## ESTIMATION

13. All published Census results include estimates for non-responders, unsatisfactory returns and businesses not selected for the Census. Estimates are also made for items not covered in the shorter form sent to smaller businesses.

14. For the 1993 census a change in estimation procedures was introduced. This meant that within employment size groups in each industry, the "average per head" is calculated for each census variable by dividing the total returned value for each variable by the total selected employment of each responding business. This value is multiplied by the employment thought to exist in each non-responding or non-selected business to yield an estimated value for that business. Estimates for items not collected on the shorter form are made in a similar way using selected employment.

15. The accuracy of the totals produced by adding together estimates and returned data is mainly dependent on the level of response. The extent to which businesses making satisfactory returns account for the total employment of any industry is shown as a percentage in footnote (a) to table 1. Thus the accuracy of the data published in an Industry Report where 95 per cent of the employment in the industry is covered by the returns made will, in general, be better than that in an Industry Report where the coverage is only 70 per cent.

16. Additionally, the extent to which individual headings in an Industry Report are related to employment should be taken into account in assessing the accuracy of estimated data. Thus an estimate of total earnings which bears a close relationship to total employment is likely to be more accurate than an estimate of capital expenditure where the relationship to employment is not so clearly marked.

## SUPPRESSION OF INFORMATION RELATING TO INDIVIDUAL UNDERTAKINGS

17. Sub-section 9(5)(b) of the Statistics of Trade Act 1947 states that:

"The following provisions shall have effect with respect to any report, summary or other communication to the public of information obtained under the foregoing provisions of this Act -

in compiling any such report, summary or communication the competent authority shall so arrange it as to prevent any particulars published therein from being identified as being particulars relating to any individual person or undertaking except with the previous consent in writing of that person or the person carrying on that undertaking, as the case may be; but this provision shall not prevent the disclosure of the total quantity or value of any articles produced, sold or delivered; so, however, that before disclosing any such total the competent authority shall have regard to any representations made to them by any

person who alleges that the disclosure thereof would enable particulars relating to him or to an undertaking carried on by him to be deducted from the total disclosed."

18. Figures which would be likely to disclose particulars relating to an individual undertaking are not published unless the contributor has given written consent for their publication.

## CHANGES MADE FOR 1993

19. The 1993 census like that for 1992 was a slimline one. Changes in Standard Industrial Classification, sampling and estimation procedures have been detailed in previous paragraphs. The additional question identifying those businesses with employees engaged in Research and Development work and the break down on capital and current costs associated with pollution prevention and solid waste management, were retained. As for the 1992 Census the breakdown of questions on capital expenditure and stocks were excluded. Data for the stocks variables in the 1993 results have been estimated from information collected in the CSO Quarterly Stocks Inquiries. No individual asset types have been published for the capital expenditure variables.

## SYMBOLS USED

20. The following symbols are used throughout the PA series of Business Monitors:

|    |   |
|----|---|
| .. | not available                               |
| -  | nil or less than half the final digit shown |
| *  | information suppressed to avoid disclosure  |
| R  | revised                                     |

## ROUNDING OF FIGURES

21. Figures in the tables have been rounded to the nearest final digit where necessary and, in these instances, the sum of the constituent items may not always agree exactly with the total shown.

## EXPLANATION OF TERMS USED IN THE CENSUS REPORT

22. The notes and definitions given in this section are based on the instructions given to respondents as to the way in which returns were to be completed.

## CAPITAL EXPENDITURE

23. This represents the value charged to capital account together with any other amounts which ranked as capital items for taxation purposes during the year to which each return related. The value is inclusive of any amounts received or expected to be received in grants and/or allowances from government sources, statutory bodies or local authorities. Capital expenditure during

the year in respect of production units where production had not started before the end of the year and the value of CAPITAL GOODS PRODUCED FOR USE WITHIN THE BUSINESS by its own staff are included. The value of any assets acquired in taking over an existing business is excluded. The figures include non-deductible VAT but exclude deductible VAT. No allowance is made for depreciation, amortisation or obsolescence.

a. on LAND AND EXISTING BUILDINGS

24. This represents the value of freeholds and the value or premium payable or receivable for leaseholds acquired or disposed of. The figures for acquisitions include architects' and surveyors' fees, legal fees, stamp duties, agents' commissions and Land Registry fees. The figures for disposals are net of any such professional fees payable.

b. on NEW BUILDING WORK

25. This represents the value of new building and other constructional work such as the extension and reconstruction of old buildings, and the value of any newly constructed buildings acquired. The figures include architects' and surveyors' fees, legal fees, stamp duties, agents' commissions and Land Registry fees.

c. on PLANT AND MACHINERY, VEHICLES

26. This represents the value of new and second-hand plant and machinery and vehicles acquired or disposed of. The figures for acquisitions are net of any discounts received but include the cost of transport and installation and Customs and Excise car tax. The figures for disposals exclude amounts written off for capital assets which are scrapped.

**CAPITAL GOODS PRODUCED FOR USE WITHIN THE BUSINESS**

27. This represents the value of all work of a capital nature carried out during the year by the staff of, and for use in, the businesses covered by the returns.

**COST OF INDUSTRIAL SERVICES RECEIVED**

28. This includes amounts payable to other organisations for work done on materials supplied by the business completing the return, for repairs and maintenance including those in respect of rented buildings, and for contracts which have been sublet. Direct payments to outworkers and amounts charged to capital account are excluded.

**COST OF NON-INDUSTRIAL SERVICES RECEIVED**

29. This includes commercial insurance premiums, bank charges and amounts payable to other organisations for the hire of vehicles, plant and machinery, for the rent of industrial and commercial buildings, for the services of accountants, auditors, agents, solici-

tors and surveyors other than in connection with the acquisition or disposal of capital assets, for postal and telecommunications services, for carriage by all forms of transport within the United Kingdom, for advertising, market research etc, for the right to use patents, trade marks, copyrights etc., for manufacturing and quarrying rights and technical knowledge. Interest payments and amounts payable for sea and air freight on goods exported and on materials and fuel imported are excluded.

**EMPLOYERS' NATIONAL INSURANCE CONTRIBUTIONS ETC**

30. This includes employers' national insurance contributions under the Social Security Pensions Act 1975, commercial insurance premiums for policies providing pensions, superannuation or other retirement benefits, sickness benefits, personal accident benefits, disability benefits or death benefits for employees, including former employees, or their dependants. Also included are contributions to canteens, social centres, children's and holiday homes etc and the cost of supplying luncheon vouchers.

**EMPLOYMENT**

31. This is the average number of ADMINISTRATIVE, TECHNICAL AND CLERICAL EMPLOYEES AND OPERATIVES on the payroll and the number of WORKING PROPRIETORS employed during the year of return. Full-time and part-time employees are included but outworkers (ie people who worked in their own homes on materials supplied by the business) and casual employees such as jobbers are excluded. The average number of employees returned by individual businesses may have been calculated by, for example, the average of the number of employees on the payroll for the last week of each calendar month.

a. ADMINISTRATIVE, TECHNICAL AND CLERICAL EMPLOYEES

32. This includes directors who received a definite wage, salary or commission, managers, foremen, draughtsmen, editorial and advertising staff, travellers, all office employees and research and design employees except operatives.

b. OPERATIVES

33. This includes all manual wage earners including operatives in power stations, operatives engaged in outside work of erecting, fitting etc, inspectors, maintenance workers and cleaners. Staff engaged in transport (including roundsmen) and employed in warehouses, stores, shops and canteens are included.

c. WORKING PROPRIETORS

34. These are people who are regarded as self-employed for national insurance purposes, members of their families who worked in the business without receiving a definite wage or salary for at

least half the normal working hours and directors who worked in the business but did not receive a definite wage, salary or commission. Part-time Directors paid by fee only and directors who received a definite wage, salary or commission are excluded.

**ENTERPRISE**

35. This is defined as one or more businesses under common ownership or control.

**GROSS OUTPUT**

36. This is calculated by adjusting the value of TOTAL SALES AND WORK DONE by the changes during the year of WORKING PROGRESS and GOODS ON HAND FOR SALE.

**GROSS VALUE ADDED AT FACTOR COST**

37. This is calculated by deducting from NET OUTPUT the COST OF NON-INDUSTRIAL SERVICES RECEIVED, RATES and the cost of LICENSING OF MOTOR VEHICLES. This estimate of gross value added approaches more closely than NET OUTPUT the definition of net output or value added in national accounts statistics.

**GROSS VALUE ADDED AT FACTOR COST PER HEAD**

38. This is calculated by dividing GROSS VALUE ADDED AT FACTOR COST by total EMPLOYMENT.

**NET CAPITAL EXPENDITURE**

39. Comprises of the values of NEW BUILDING WORK acquisitions less disposals of LAND AND EXISTING BUILDINGS, VEHICLES and PLANT AND MACHINERY. These individual asset types are not collected separately.

**NET OUTPUT**

40. This is calculated by deducting from GROSS OUTPUT the cost of PURCHASES OF MATERIALS FOR USE IN PRODUCTION AND PACKAGING AND FUEL and PURCHASES OF GOODS FOR MERCHANTING OR FACTORING, the COST OF INDUSTRIAL SERVICES RECEIVED and is adjusted for net duties and levies etc where applicable. Purchases are adjusted for changes during the year of STOCKS OF MATERIALS, STORES AND FUEL.

**NET OUTPUT PER HEAD**

41. This is calculated by dividing NET OUTPUT by total EMPLOYMENT.

**NON-INDUSTRIAL SERVICES RENDERED**

42. This includes amounts charged for the hire of vehicles, plant and machinery, for the rent of industrial and commercial buildings, for the right to use patents, trade marks, copyrights etc, for manufacturing and quarrying rights, for technical know-how and for the provision of transport to other organisations. It also includes revenue from staff facilities such as canteens.

**OPERATING RATIOS**

43. These ratios are calculated using industry totals, ie including the estimates for businesses not responding to or not selected for the Census. Respondents are able to compare the ratios for their own businesses with those for the industry as a whole.

**PURCHASES OF MATERIALS FOR USE IN PRODUCTION, AND PACKAGING AND FUEL. PURCHASES OF GOODS FOR MERCHANTING OR FACTORING**

44. These include the cost of raw materials, components, semi-manufactured goods and workshop materials, replacement parts and consumable tools not charged to capital account, packaging materials of all types, stationery and printed matter, fuel, electricity and water, materials of all types used by the business or given out to others, for the production of machinery or other capital items used in the business, and materials used when working on goods supplied by customers. The figures exclude VAT, purchases of machinery and plant, which are included in CAPITAL EXPENDITURE, and amounts payable to transport firms or credited to the business's own transport departments for delivery of materials. The figures are net of the value of goods or packaging materials returned to suppliers and trade discounts receivable. Materials purchased duty-paid are included at their duty-paid value less drawbacks, rebates etc. Imported goods are included at their full delivered cost. If the transport from docks or airport of imported goods is not included in the cost of goods purchased, the cost is entered at c.i.f. plus duty, if applicable. Transfers of goods from other departments of the business not covered by the return are included at the estimated selling value recorded by the other departments.

**REMUNERATION PAID TO OUTWORKERS**

45. This represents amounts paid to outworkers, ie people who do work in their own homes generally on a piece-work basis, whose names appear on the payroll. Amounts paid to outworkers by sub-contractors are included in the COST OF INDUSTRIAL SERVICES RECEIVED. Estimates are not made for remuneration of outworkers for businesses not completing Census returns.

**SALES OF GOODS PRODUCED**

46. This represents sales of goods during the year, whether or not they were produced in the year of the return. It also includes sales of goods made from materials given out to other firms or to

outworkers and sales of waste products and residues. The value of sales is the 'net selling value', ie the amount charged to customers whether valued 'ex-works' or 'delivered' less VAT, trade discounts, agents' commissions etc and allowances on returned goods. Where products attract Excise duty, the value includes duty if the goods are sold 'duty-paid', but excludes it if they are sold in bond or exported. The cost of packaging materials less allowances for returnable containers is included. Sales of fixed assets and exceptional receipts are excluded. Transfers of goods produced by a business to departments not covered by the return (including other businesses in the same enterprise group) are treated as sales, valued as if sold to an independent purchaser.

### STOCKS

47. This represents the value of goods on hand for sale, including goods for merchandising or factoring and of materials, stores and fuel held by businesses, whether held in the United Kingdom or abroad. Values include any duty payable but exclude VAT.

### WAGES AND SALARIES

48. This represents amounts paid during the year to ADMINISTRATIVE, TECHNICAL AND CLERICAL EMPLOYEES and to OPERATIVES. All overtime payments, bonuses, commissions, holiday pay and redundancy payments, less any amounts reimbursed for this purpose from government sources, are included. No deduction is made for income tax or employees'

national insurance contributions etc. Payments to WORKING PROPRIETORS, payments in kind, travelling expenses, lodging allowances etc and EMPLOYERS' NATIONAL INSURANCE CONTRIBUTIONS ETC are excluded.

### WORK DONE AND INDUSTRIAL SERVICES RENDERED

49. This includes amounts charged for work carried out including that done by sub-contractors on customers' materials and amounts charged for materials supplied in the course of such work. Industrial services such as repairs and maintenance, installation work and technical research and studies rendered to other organisations is also included. For certain industries this heading covers a wide variety of activities, for example, butter packed on commission in the food industries, making up of garments, fur dressing and textile finishing in the textile industries, and preparatory work on typesetting, block making and binding in the printing and publishing industries. Work done is an important part of the activities of the electrical machinery and heavy engineering industries, and includes erection, installation and repair and jobbing work.

### WORK IN PROGRESS

50. This represents materials which have been partially processed and are awaiting further processing before being sold or transferred. Progress payments made to sub-contractors are excluded and progress payments received from other organisations are not deducted.

| TABLE 2 (Contd.)   |      | TABLE 7  |      |
|--|------|--|------|
| All United Kingdom businesses classified to the industry (a) |      | All United Kingdom businesses classified to the industry (a) |      |
| 1987   | 1988 | 1987   | 1988 |
| 181  | 181  | 181  | 181  |
| 182  | 182  | 182  | 182  |
| 183  | 183  | 183  | 183  |
| 184  | 184  | 184  | 184  |
| 185  | 185  | 185  | 185  |
| 186  | 186  | 186  | 186  |
| 187  | 187  | 187  | 187  |
| 188  | 188  | 188  | 188  |
| 189  | 189  | 189  | 189  |
| 190  | 190  | 190  | 190  |
| 191  | 191  | 191  | 191  |
| 192  | 192  | 192  | 192  |
| 193  | 193  | 193  | 193  |
| 194  | 194  | 194  | 194  |
| 195  | 195  | 195  | 195  |
| 196  | 196  | 196  | 196  |
| 197  | 197  | 197  | 197  |
| 198  | 198  | 198  | 198  |
| 199  | 199  | 199  | 199  |
| 200  | 200  | 200  | 200  |
| 201  | 201  | 201  | 201  |
| 202  | 202  | 202  | 202  |
| 203  | 203  | 203  | 203  |
| 204  | 204  | 204  | 204  |
| 205  | 205  | 205  | 205  |
| 206  | 206  | 206  | 206  |
| 207  | 207  | 207  | 207  |
| 208  | 208  | 208  | 208  |
| 209  | 209  | 209  | 209  |
| 210  | 210  | 210  | 210  |
| 211  | 211  | 211  | 211  |
| 212  | 212  | 212  | 212  |
| 213  | 213  | 213  | 213  |
| 214  | 214  | 214  | 214  |
| 215  | 215  | 215  | 215  |
| 216  | 216  | 216  | 216  |
| 217  | 217  | 217  | 217  |
| 218  | 218  | 218  | 218  |
| 219  | 219  | 219  | 219  |
| 220  | 220  | 220  | 220  |
| 221  | 221  | 221  | 221  |
| 222  | 222  | 222  | 222  |
| 223  | 223  | 223  | 223  |
| 224  | 224  | 224  | 224  |
| 225  | 225  | 225  | 225  |
| 226  | 226  | 226  | 226  |
| 227  | 227  | 227  | 227  |
| 228  | 228  | 228  | 228  |
| 229  | 229  | 229  | 229  |
| 230  | 230  | 230  | 230  |
| 231  | 231  | 231  | 231  |
| 232  | 232  | 232  | 232  |
| 233  | 233  | 233  | 233  |
| 234  | 234  | 234  | 234  |
| 235  | 235  | 235  | 235  |
| 236  | 236  | 236  | 236  |
| 237  | 237  | 237  | 237  |
| 238  | 238  | 238  | 238  |
| 239  | 239  | 239  | 239  |
| 240  | 240  | 240  | 240  |
| 241  | 241  | 241  | 241  |
| 242  | 242  | 242  | 242  |
| 243  | 243  | 243  | 243  |
| 244  | 244  | 244  | 244  |
| 245  | 245  | 245  | 245  |
| 246  | 246  | 246  | 246  |
| 247  | 247  | 247  | 247  |
| 248  | 248  | 248  | 248  |
| 249  | 249  | 249  | 249  |
| 250  | 250  | 250  | 250  |
| 251  | 251  | 251  | 251  |
| 252  | 252  | 252  | 252  |
| 253  | 253  | 253  | 253  |
| 254  | 254  | 254  | 254  |
| 255  | 255  | 255  | 255  |
| 256  | 256  | 256  | 256  |
| 257  | 257  | 257  | 257  |
| 258  | 258  | 258  | 258  |
| 259  | 259  | 259  | 259  |
| 260  | 260  | 260  | 260  |
| 261  | 261  | 261  | 261  |
| 262  | 262  | 262  | 262  |
| 263  | 263  | 263  | 263  |
| 264  | 264  | 264  | 264  |
| 265  | 265  | 265  | 265  |
| 266  | 266  | 266  | 266  |
| 267  | 267  | 267  | 267  |
| 268  | 268  | 268  | 268  |
| 269  | 269  | 269  | 269  |
| 270  | 270  | 270  | 270  |
| 271  | 271  | 271  | 271  |
| 272  | 272  | 272  | 272  |
| 273  | 273  | 273  | 273  |
| 274  | 274  | 274  | 274  |
| 275  | 275  | 275  | 275  |
| 276  | 276  | 276  | 276  |
| 277  | 277  | 277  | 277  |
| 278  | 278  | 278  | 278  |
| 279  | 279  | 279  | 279  |
| 280  | 280  | 280  | 280  |
| 281  | 281  | 281  | 281  |
| 282  | 282  | 282  | 282  |
| 283  | 283  | 283  | 283  |
| 284  | 284  | 284  | 284  |
| 285  | 285  | 285  | 285  |
| 286  | 286  | 286  | 286  |
| 287  | 287  | 287  | 287  |
| 288  | 288  | 288  | 288  |
| 289  | 289  | 289  | 289  |
| 290  | 290  | 290  | 290  |
| 291  | 291  | 291  | 291  |
| 292  | 292  | 292  | 292  |
| 293  | 293  | 293  | 293  |
| 294  | 294  | 294  | 294  |
| 295  | 295  | 295  | 295  |
| 296  | 296  | 296  | 296  |
| 297  | 297  | 297  | 297  |
| 298  | 298  | 298  | 298  |
| 299  | 299  | 299  | 299  |
| 300  | 300  | 300  | 300  |

TABLE 1

PA364

Output and costs, 1993  
All United Kingdom businesses classified to the industry(a)

|   | Unit      | 1993          |
|---|-----------|---------------|
| Enterprise groups   | Number    | 161           |
| Businesses  | "         | 166           |
| Sales of goods produced   | £ million | 212.0         |
| Work done and industrial services rendered                            | "         | 1.4           |
| Capital goods produced for use within the business                    | "         | -             |
| Non-industrial services rendered                                      | "         | 1.0           |
| Goods merchanted or factored  | "         | 82.1          |
| <b>Total sales and work done</b>                                      | "         | <b>296.5</b>  |
| Increase during the year, work in progress and goods on hand for sale | "         | -3.3          |
| <b>Gross output</b>   | "         | <b>293.2</b>  |
| Purchases of materials for use in production, packaging and fuel      | "         | 86.6          |
| Purchases of goods for merchanding or factoring                       | "         | 56.1          |
| Increase during the year, stocks of materials, stores and fuel        | "         | 1.9           |
| Cost of industrial services received                                  | "         | 3.5           |
| <b>Net output</b>   | "         | <b>148.9</b>  |
| Total employment  | Thousand  | 5.6           |
| <b>Net output per head</b>  | £         | <b>26,520</b> |
| Cost of non-industrial services received                              |           |               |
| Hire of vehicles, plant and machinery                                 | £ million | 2.2           |
| Rents of industrial and commercial buildings                          | "         | 4.4           |
| Commercial insurance premiums   | "         | 2.7           |
| Bank charges  | "         | 0.5           |
| Other non-industrial services   | "         | 39.1          |
| Licensing of motor vehicles   | "         | 0.1           |
| Rates, excluding water rates  | "         | 1.9           |
| <b>Gross value added at factor cost</b>                               | "         | <b>98.0</b>   |
| <b>Gross value added at factor cost per head</b>                      | £         | <b>17,454</b> |

(a) Satisfactory returns accounted for 47 per cent of employment within the industry in 1993.

TABLE 2

PA364

Capital expenditure, 1993(a)  
All United Kingdom businesses classified to the industry

|                                      | £ million   |
|--------------------------------------|-------------|
|                                      | <b>1993</b> |
| Total acquisitions                   | 9.5         |
| Total proceeds from disposals        | 1.5         |
| <b>Total net capital expenditure</b> | <b>8.0</b>  |

(a) See paragraph 39 of the explanatory notes for changes in collection.

TABLE 3

Stocks and work in progress, 1993  
All United Kingdom businesses classified to the industry

|                            | £ million            |                      |
|----------------------------|----------------------|----------------------|
|                            | 1993                 | Value at end of 1993 |
|                            | increase during year |                      |
| Materials, stores and fuel | 1.9                  | 13.2                 |
| Work in progress           | 0.8                  | 4.7                  |
| Goods on hand for sale     | -4.1                 | 30.1                 |
| <b>Total</b>               | <b>-1.4</b>          | <b>48.0</b>          |

TABLE 4

Employment, labour costs, output, net capital expenditure and stocks and work in progress by size of total employment, 1993

All united Kingdom businesses classified to the industry(a)

| Size group(b) | Busin-esses | Enterprise groups(c) | Employment                          |             |   | Wages and salaries(d) |              |  |               |
|---------------|-------------|----------------------|-------------------------------------|-------------|---|-----------------------|--------------|--|---------------|
|               |             |                      | Total Including working proprietors | Opera-tives | Adminis-trative, technical and clerical | Operatives            |              | Administrative, technical and clerical |               |
|               |             |                      |                                     |             |   | Total                 | per head     | Total                                  | per head      |
| Number        | Number      | Thousand             | Thousand                            | Thousand    | £ million                               | £                     | £ million    | £                                      |               |
| 1-9           | 63          | 63                   | 0.3)                                |             |   |                       |              |  |               |
| 10-19         | 30          | 30                   | 0.5)                                | 2.5         | 0.9                                     | 21.6                  | 8,561        | 14.3                                   | 15,231        |
| 20-49         | 44          | 44                   | 1.7)                                |             |   |                       |              |  |               |
| 50-99         | 15          | 14                   | 1.1)                                |             |   |                       |              |  |               |
| 100-199       | 9           | 9                    | 0.9                                 | 0.6         | 0.3                                     | 6.1                   | 9,652        | 4.0                                    | 15,533        |
| 200-Plus      | 5           | 4                    | 1.2                                 | 0.8         | 0.4                                     | 8.2                   | 10,561       | 7.8                                    | 17,984        |
| <b>Total</b>  | <b>166</b>  | <b>161</b>           | <b>5.6</b>                          | <b>3.9</b>  | <b>1.6</b>                              | <b>36.0</b>           | <b>9,132</b> | <b>26.1</b>                            | <b>16,011</b> |

- (a) Businesses employing fewer than 10 persons are not required to complete census returns. Because of this, data for these businesses should be regarded merely as best estimates available and used with caution.
- (b) The size groups above are based on the recorded employment of businesses at the time of their selection. The employment column is however based upon that returned to the census, which may differ in some cases from employment at selection.
- (c) The count of enterprises groups shown in each row represents the number of enterprise groups, irrespective of size, owning the businesses shown in each size group. Because an enterprise group may own businesses in more than one size group the sum of the individual enterprise group counts may exceed the total for the industry.
- (d) The cost of employers' contributions to the national insurance pensions and welfare schemes and the running costs of canteens are excluded from the table but were estimated for the industry at £6.7 million. The remuneration of outworkers on returns received - also excluded from the table - was £504 thousand.
- (e) Gross value added data relate to businesses employing 1-199.

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| Total sales and work done | Gross output | Net output   |               | Gross value added at factor cost |               | Net capital expenditure | Total stocks and work in progress at end of year |
|---------------------------|--------------|--------------|---------------|----------------------------------|---------------|-------------------------|--|
|                           |              | Total        | per head      | Total                            | per head      |                         |  |
|                           |              |              |               |                                  |               |                         |  |
| 158.0                     | 155.8        | 85.5         | 24,376        | (e)                              | (e)           | 4.1                     | 21.8   |
| 44.6                      | 44.3         | 23.4         | 26,208        | 72.7(e)                          | 16,522(e)     | 1.6                     | 7.5  |
| 93.8                      | 93.1         | 40.0         | 32,953        | 25.3                             | 20,838        | 2.3                     | 18.7   |
| <b>296.5</b>              | <b>293.2</b> | <b>148.9</b> | <b>26,520</b> | <b>98.0</b>                      | <b>17,454</b> | <b>8.0</b>              | <b>48.0</b>                                      |

TABLE 5

Percentage analysis of twelve-month periods covered by returns received for the 1993 Census by number of returns and total employment

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| Accounting year ended | Percentage of total returns received | Percentage of total employment |
|-----------------------|--------------------------------------|--------------------------------|
| 1993                  |                                      |                                |
| April 6-30            | 3.6                                  | 1.7                            |
| May                   | 3.6                                  | 0.5                            |
| June                  | 3.6                                  | 0.7                            |
| July                  | 3.6                                  | 1.3                            |
| August                | -                                    | -                              |
| September             | 3.6                                  | 1.2                            |
| October               | -                                    | -                              |
| November              | -                                    | -                              |
| December              | 67.9                                 | 84.7                           |
| 1994                  |                                      |                                |
| January               | 3.6                                  | 2.3                            |
| February              | -                                    | -                              |
| 1 March - 5 April     | 10.7                                 | 7.6                            |

TABLE 6

Operating ratios, 1993

All United Kingdom businesses classified to the industry

|   | Unit | 1993   |
|---|------|--------|
| Gross output per head   | £    | 52,200 |
| Net output per head   | £    | 26,520 |
| Gross value added per head  | £    | 17,454 |
| Gross value added as a percentage of gross output                       | %    | 33     |
| Ratio of gross output to stocks   |      | 6.1    |
| Wages and salaries as a percentage of gross value added                 | %    | 63     |
| Ratio of operatives to administrative, technical and clerical employees |      | 2.4    |
| Wages and salaries per operative  | £    | 9,132  |
| Wages and salaries per administrative, technical and clerical employee  | £    | 16,011 |
| Net capital expenditure per head  | £    | 1,419  |
| Net capital expenditure as a percentage of gross value added            | %    | 8      |

TABLE 7

Regional distribution of employment, net capital expenditure, net output and gross value added at factor cost, 1993  
All United Kingdom businesses classified to the industry

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| Area                        | Total employment(a) |                            | Net capital expenditure(b) |                            | Net output(c) |                            | Gross value added at factor cost(c) |                            |
|-----------------------------|---------------------|----------------------------|----------------------------|----------------------------|---------------|----------------------------|-------------------------------------|----------------------------|
|                             | Thousand            | per cent of United Kingdom | £ million                  | per cent of United Kingdom | £ million     | per cent of United Kingdom | £ million                           | per cent of United Kingdom |
| Standard regions of England |                     |                            |                            |                            |               |                            |                                     |                            |
| North                       | *                   | *                          | *                          | *                          | *             | *                          | *                                   | *                          |
| Yorkshire and Humberside    | 1.0                 | 17.8                       | 1.8                        | 22.0                       | 31.0          | 20.8                       | 20.1                                | 20.5                       |
| East Midlands               | *                   | *                          | *                          | *                          | *             | *                          | *                                   | *                          |
| East Anglia                 | 0.2                 | 3.0                        | 0.2                        | 2.7                        | 4.7           | 3.2                        | 3.0                                 | 3.0                        |
| South East                  | 1.0                 | 18.6                       | 1.4                        | 17.4                       | 26.8          | 18.0                       | 17.4                                | 17.8                       |
| South West                  | 0.2                 | 3.8                        | 0.2                        | 3.0                        | 5.2           | 3.5                        | 3.3                                 | 3.4                        |
| West Midlands               | 1.1                 | 19.5                       | 1.3                        | 16.1                       | 27.1          | 18.2                       | 19.2                                | 19.6                       |
| North West                  | 0.4                 | 7.0                        | 0.4                        | 5.5                        | 9.3           | 6.2                        | 6.2                                 | 6.3                        |
| England                     | 4.5                 | 79.7                       | 5.8                        | 73.0                       | 118.7         | 79.7                       | 79.8                                | 81.4                       |
| Wales                       | *                   | *                          | *                          | *                          | *             | *                          | *                                   | *                          |
| Scotland                    | 0.7                 | 12.2                       | 0.9                        | 11.5                       | 20.1          | 13.5                       | 11.4                                | 11.6                       |
| Great Britain               | *                   | *                          | *                          | *                          | *             | *                          | *                                   | *                          |
| Northern Ireland            | *                   | *                          | *                          | *                          | *             | *                          | *                                   | *                          |
| United Kingdom              | 5.6                 | 100.0                      | 8.0                        | 100.0                      | 148.9         | 100.0                      | 98.0                                | 100.0                      |

(a) Average number employed during the year, including full and part-time employees and working proprietors.

(b) Total acquisitions less total proceeds from disposals.

(c) Where a census return covered addresses in two or more regions, an estimate of the net output attributable to each address was made by assuming that net output was proportionate to employment. An estimate for each region was obtained by aggregating estimates of net output for addresses located in that region. Gross value added at factor cost was treated similarly.