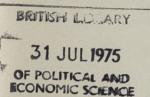
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## **Business Monitor**

A publication of the Government Statistical Service

Report on the Census of Production

Mechanical handling equipment



Department of Industry

Business Statistics Office

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## PA337

### **Business Monitor**

A publication of the Government Statistical Service

Report on the Census of Production 1972

# Mechanical handling equipment

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

**Department of Industry Business Statistics Office** 

London: Her Majesty's Stationery Office 1975

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the information in this report relates to establishments classified to the Mechanical handling equipment industry, minimum list heading 337 in the Standard Industrial Classification (revised 1968). The activities of the industry include:-

Manufacturing aerial ropeways, bucket wheel reclaimers; cableways and cableway excavators; conveyors and feeders (other than underground); drag scrapers; elevators (other than agricultural machinery); live storage racks; overhead runways (powered), suspension railways and telphers; pallet hoists; palletizers; pneumatic and hydraulic handling plant; portable and mobile conveyors and elevators; hoists (hydraulic, mechanical and pneumatic); stacking machines; tipplers and tippers other than for road (vehicles; wagon marshalling equipment; cranes of all types including derrick cranes, dockside and gantry jib cranes, electric overhead travelling cranes, power operated mobile cranes, steelworks cranes, tower cranes and rail-mounted cranes; transporters, passenger and goods lifts; escalators and passenger conveyors; electric hoists using wire rope or chain; hand-operated chain, rope and lever hoists; pulley blocks and sheave blocks; power and hand-operated travelling carriages; lifting jacks and tackle, capstans, winches and windlasses including builders' hoists; powered industrial trucks and industrial tractors including fork-lift and pallet trucks, elevating and fixed platform trucks and other industrial trucks and tractors. Colliery winding gear, conveyors for underground mines and drag line excavators are excluded.

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

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Input and output, 1970, 1971 and 1972

All United Kingdom establishments classified to the industry (a)

			and the globality	11 Y 18 18 18 18 18 18 18 18 18 18 18 18 18
	Unit	1970	1971	1972
Enterprises	Number	545	548	526
Establishments	п	597	622	582
Sales of goods produced and work done	£,000	286,561	339,021	335,560
Services rendered to other organisations (b)	п	4,262	4,497	4,466
Goods merchanted or factored	п	21,583	19,599	23,148
Canteen takings	п	388	377	367
Total sales and work done	11	312,794	363,494	363,542
Increase during the year, work in progress	solds adrag golden	t shows galway	nertapeds bale ei	
and goods on hand for sale	11	10,689	3,378	- 117
Gross output	п	323,483	366,872	363,425
Cost of purchases	п	168,179	195,871	184,724
Increase during the year, stocks of materials, stores and fuel	"	8,240	_ 48	_ 1,366
Payments to other organisations for work done on materials given out		Many and begin to	tored cutofwaar	
for transport by road	11	15,385	12,461	11,298
for transport by rail, water, air	II	2,284	2,814	2,941
and Post Office parcel services	п	540	797	667
Total costs	11	178,148	211,991	200,996
Net output	11	145,336	154,881	162,430
otal employment (including working roprietors) (c)	Thousands	62.3	64.1	61.9
Net output per head	£	2,333	2,416	2,624

<sup>(</sup>a) For 1972, estimates for establishments not making satisfactory returns and for establishments employing less than 25 persons, accounted for 24 per cent of the total figures in which they were incorporated: of this unsatisfactory returns accounted for 17 per cent.

fapital expenditure and stocks, 1970, 1971 and 1972

all United Kingdom establishments classified to the industry (a)

£'000

Average nucles	1970	1971	1972	desirate of
apital expenditure (b)	£'000	£,000	£,00	0
New building work	1,835	1,665	1,23	8
Land and existing buildings		Associate total	Sheek In	
Acquisitions	785	329	63	3
Disposals	606	671	37	1
Plant and machinery		E-000	8 2	
Acquisitions	6,093	4,489	4,55	59
Disposals	265	278	75	53
Vehicles .			2,13	20
Acquisitions	1,708	2,033	-198   19	29
Disposals	603	647	10.47 L 2 2	
Total net capital expenditure (c)	8,948	6,920	6,6	16
ncrease in stocks and work in progress, 970, 1971 and 1972 and value of stocks nd work in progress at end of 1972	Increase	Increase	Increase	Value at end of year
Materials, stores and fuel	8,240	<u> </u>	-1,366	36,651
Work in progress	8,674	370	2,326	82,679
Goods on hand for sale	2,015	3,008	-2,443	17,007
Total	18,929	3,330	-1,483	136,337

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

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

<sup>(</sup>c) Average number employed (full and part time; see table 6) during the year (including working proprietors) by the establishment.

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

<sup>(</sup>c) Acquisitions less disposals.

TABLE 3

Analysis of establishments by size, 1972

All United Kingdom establishments classified to the industry (a)

	Estab-			Emplo	yees	Wages and	salaries	Wages and per l	salaries head	3 3			Net	Capital	Total stocks and
Size group (b)	lish- ments	Enter- prises (c)	Total employment (b)	Operatives	Others (d)	Operatives	Others (d)	Operatives	Others (d)	Total sales and work done (e)	Gross output	Ne t output	output per head	expenditure (net) (f)	work in progress at end of year
	Number	Number	Number	Number	Number	£'000	£'000	£	£	£'000	£'000	£'000	£	£'000	£'000
1-10	159	154	907												
11-24	188	182	3,244			2 4				2 8					
25-49	59	58	2,196	7,016	3,278	10,243	6,222	1,460	1,898	60,909	61,239	29,235	2,713	1,772	10,320
50-99	63	61	4,428												
100-199	41	41	5,632	3,562	2,052	5,237	3,799	1,470	1,851	35,965	36,674	15,287	2,714	778	10,123
200-399	36	33	9,680	6,128	3,550	9,126	6,460	1,489	1,820	61,048	62,540	26,172	2,704	777	19,001
400-749	21	21	12,168	7,880	4,288	12,590	7,603	1,598	1,773	73,103	77,039	32,704	2,688	1,256	35,144
750-999	4	4	3,561	1,963	1,597	3,481	3,001	1,773	1,880	23,485	22,539	8,734	2,453	338	10,010
1,000 and over	11	11	20,079	10,873	9,206	18,370	14,898	1,689	1,618	109,033	103,394	50,299	2,505	1,694	51,738
		9	2 2 2 3			1		1 8 8					8.8	8	
			100	Tigothia Caracian				2.0							18.00
Total	. 582	526	61,895	37,422	23,971	59,048	41,983	1,578	1,751	363,542	363,425	162,430	2,624	6,616	136,337

- (a) Including estimates for establishments not making satisfactory returns and for establishments employing less than 25 persons.
- (b) Average number employed (full and part time; see table 6) during the year (including working proprietors) by the establishment.
- (c) Some enterprises control establishments in more than one size group: the sum of the figures for the size groups will therefore exceed the total for the industry.

- (d) Administrative, technical and clerical employees.
- (e) Including sales of goods merchanted or factored, canteen takings and services rendered to other organisations (amounts charged for hiring out plant, machinery or other goods, for providing transport, or for any technical or other services rendered).
- (f) Acquisitions less disposals.

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

Area	Average		Net ca expendi	apital ture (b)	Net output and employment in the region of establishments with more than 80 per cent of their employment in the region (c)					
C.V. C.C. CONTROL OF CONTROL OF CONTROL CONTRO	UCSATT THE A ATORS OF		Senson II Land	Y.E E.E E.B LEBERA ES. DEAD CER FUR	Estimated net output	Average number employed as a percentage of total average number employed in the industry in the region	Net output as percentage of total of the industry in the United Kingdom			
SATIS AND HIDRAU HAS AND PRESS AND TERMERS	Thousands	per cent of United Kingdom	£,000	per cent of United Kingdom	£,000		Septesher October November			
Standard regions of England	G DEAU-LES EXEMPLES AND	E EXCAVA ELECTATO		CALCALA			tudarout.			
North	4.9	7.9	921	13.9	3,696	34.0	2.3			
Yorkshire and Humberside	5.9	9.6	423	6.4	10,111	70.4	6.2			
East Midlands	6.4	10.4	620	9.4	10,887	65.2	6.7			
East Anglia	0.7	1.1	56	0.8	1,234	56.0	0.8			
South East	18.8	30.3	3,067	46.3	27,478	56.2	16.9			
South West	3.0	4.9	283	4.3	5,451	64.1	3.3			
West Midlands	8.1	13.0	746	11.3	12,246	57.1	7.5			
North West	8.0	13.0	335	5.1	9,523	55.1	5.9			
Engl and	55.8	90.2	6,451	97.5	80,626	57.2	49.6			
Wales	0.9	1.5	*	*	1,228	48.1	0.8			
Scotland	4.9	7.9	*	*	5,126	68.3	3.1			
Great Britain	61.6	99.6	6,606	99.8	86,980	57.9	53.5			
Northern Ireland	0.3	0.4	10	0.2	460	81.4	0.3			
Unallocated (d)	-	-	-	-	74,990	-	46.2			
United Kingdom	61.9	100.0	6,616	100.0	162,430		100.0			

- (a) Average number employed (full and part time; see table 6) during the year (including working proprietors) by the establishment.
- (b) New building work plus acquisitions less disposals of land and existing buildings, plant and machinery and vehicles.
- (c) Where a census return covered addresses in two or more regions an estimate was made of the net output attributable to the region only where more than 80 per cent of the establishment's employees were located in the region. The estimate was made by assuming that net output at each address covered by a return was proportionate to employment at the address. The establishment's residual net output was included in unallocated net output.
- (d) Includes estimates of net output for establishments not making satisfactory returns and establishments employing less than 25 employees, and unallocated net output of establishments covering addresses in two or more regions.

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

Accounting year ended	Perce	entage of to receiv	ed retu	ırns	Percen	tage of tota employed	l number
	neartor pae a reas	per cer	nt			per cent	
1972 April (a)	CA STREET FAIT	2.7				1.1	
May		1.7				7.5	
June		, 4.9				3,3	
July		2.2				3,2	
August		1.6				1.0	
September	00013	10.4		Jane 100		16.1	
October		4.4		bastell		7.0	
November		0.6		ingdom H		0.1	
December		48.4				43.3	
973 January	100	2.2		8.8		0.7	
February		1.1		P		0.6	
March(b)	111,01	19.8		a.e		16.1	
18 1. 10	350,00	100.0	000	10.4	1 3 8	100.0	

(a) From 6th April

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

TABLE 6

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

	10.00	Full time	Part time	4.9	All employees
2.82	8.84	138.50 B.	809,3 8.88	0.18	E Separate n
	33.13	per cent	per cent	8.0	per cent
			100.0 - 0.001	0.18	
Male		87	1		88
Female	3 50 1161 226	c self unitab th side			
Penning and Penning		10	2		12
			all move the and that	nhon said	
	learning to the		ed addresses in two property votage age to a see the see to a see	noiyes on	

Source: Department of Employment

TABLE 7

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

1972

CONVEYORS, AERIAL ROPEWAYS ETC:

AERIAL ROPEWAYS, BUCKET WHEEL RECLAIMERS, CABLEWAYS AND CABLEWAY EXCAVATORS, CONVEYORS AND FEEDERS, DRAG SCRAPERS, ELEVATORS, OVERHEAD RUNWAYS (POWERED), SUSPENSION RAILWAYS, PALLET HOISTS, PALLETIZERS, PNEUMATIC AND HYDRAULIC HANDLING PLANT, PORTABLE AND MOBILE CONVEYORS, AND ELEVATORS, HOISTS (HYDRAULIC, MECHANICAL AND PNEUMATIC), STACKING MACHINES, TIPPLERS AND TIPPERS OTHER THAN FOR ROAD VEHICLES, WAGON MARSHALLING EQUIPMENT, BUT EXCLUDING UNDERGROUND CONVEYORS FOR MINING, DRAG-LINE EXCAVATORS AND AGRICULT-

MARSHALLING EQUIPMENT, BUT EXCLUDING UNDERGROUND CON- VEYORS FOR MINING, DRAG-LINE EXCAVATORS AND AGRICULT- URAL CONVEYORS, FEEDERS AND ELEVATORS:		
CONTINUOUS BULK HANDLING EQUIPMENT UNIT LOAD HANDLING EQUIPMENT	£ THOUS £ THOUS	48,321 22,832
LIVE STORAGE RACKS	£ THOUS	440
TOTAL CONVEYORS, AERIAL ROPEWAYS, ETC.		
CRANES AND TRANSPORTERS:		
HAND OPERATED OVERHEAD TRAVELLING CRANES	MUNDED	
HAND OPERATED OVERHEAD TRAVELLING CRANES		392
ELECTRICALLY OPERATED OVERHEAD TRAVELLING CRANES AND		IGHT GRA OT VEG
CRABS (INCLUDING GOLIATH-TYPE CRANES FOR CONTAINER		
HANDLING AND SPECIAL STEELWORKS CRANES)	NUMBER	2,187
	£ THOUS	26,418
DOCKSIDE AND GANTRY JIB CRANES	NUMBER	(b)
SCF81602 account	£ THOUS	
POWER OPERATED MOBILE CRANES	£ THOUS	1,875 35,303
WALL MOUNTED AND PILLAR JIB CRANES FOR LIGHT INDUS-	L Inous	00,000
TRIAL USE	NUMBER	5,477
INTAL USE	£ THOUS	
ALL OTHER CRANES	NUMBER	686(b)
ADD OTHER OWNEDS	£ THOUS	7,076(b)
PARTS AND ACCESSORIES FOR CRANES AND TRANSPORTERS	£ THOUS	9,482
TOTAL CRANES AND TRANSPORTERS (INCLUDING PARTS)	£ THOUS	
IFTS AND ESCALATORS:		
LIFTS (PASSENGERS AND GOODS):		
LIFTS (PASSENGERS AND GOODS).		
COMPLETE	NUMBER	6,857
A STATE OF THE PURISH MAKE A CHESTA	£ THOUS	31,935
PARTS AND ACCESSORIES	£ THOUS	4,266
ESCALATORS AND PASSENGER CONVEYORS:		
2,961 3 2,961 3	NUMBER	
COMPLETE	£ THOUS	1,302
PARTS AND ACCESSORIES		
TOTAL LIFTS AND ESCALATORS (INCLUDING PARTS)	£ THOUS	

(cont'd)

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

1972

1972

	10				
LIFTING AND WINDING DEVICES: ELECTRIC HOISTS AND HOIST BLOCKS:			POWERED INDÚSTRIAL TRUCKS AND TRACTORS (CONTD):		
WIRE ROPE CHAIN	£ THOUS £ THOUS	1,318 721	PALLET TRUCKS, ELEVATING AND FIXED PLATFORM TRUCKS AND STILLAGE TRUCKS:		
HAND OPERATED CHAIN PULLEY BLOCKS			RIDER CONTROLLED:		
ROPE AND LEVER HOISTS	£ THOUS	1,203	UP TO AND INCLUDING 4,999LB LOAD CAPACITY:		
SHEAVE BLOCKS, WIRE OR FIBRE ROPE	£ THOUS	268	INTERNAL COMBUSTION	NUMBER	26
TROLLEYS AND TRAVELLING CARRIAGES FOR HOISTING EQUIP- MENT, HAND OR POWER OPERATED	£ THOUS	232	ELECTRIC	£ THOUS NUMBER £ THOUS	13 699 766
LIFTING JACKS, HAND OR POWER OPERATED (EXCLUDING	£ THOUS	1,469	5,000LB LOAD CAPACITY AND OVER:		
VEHICLE JACKS)		OF THE VALUE OF THE PARTY OF TH	INTERNAL COMBUSTION	NUMBER	Burrano n
VEHICLE JACKS AND LIFTS	£ THOUS	7,852	ELECTRIC	£ THOUS NUMBER	(e)
LIFTING TABLES (SCISSOR LIFTS) AND DOCK LEVELLERS	£ THOUS	833		£ THOUS	(e)
LORRY LOADERS AND TAILBOARD LIFTS	£ THOUS	1,816	PEDESTRIAN CONTROLLED:		
BUILDERS' HOISTS	£ THOUS	1,165	UP TO AND INCLUDING 4,999 LB LOAD CAPACITY	NUMBER £ THOUS	1,902
CAPSTANS, WINCHES AND WINDLASSES, HAND OR POWER OPERATED	£ THOUS	7,772	5,000 LB LOAD CAPACITY AND OVER	NUMBER	1,513 54
ALL OTHER LIFTING OR WINDING DEVICES	£ THOUS	4,705	PERSONNEL CARRIERS	£ THOUS NUMBER	88
	£ THOUS	4,372	sinital visetano - (18284) sotino assatan teoros	£ THOUS	3
PARTS AND ACCESSORIES FOR LIFTING AND WINDING DEVICES TOTAL LIFTING AND WINDING DEVICES (INCLUDING PARTS)	£ THOUS	33,725	INDUSTRIAL TRACTORS (INCLUDING ELECTRONICALLY CONTROL- LED DRIVERLESS TRACTORS):		
		STROUGHART ON ASSOCIATION	INTERNAL COMBUSTION	NUMBER	3,050
OWERED INDUSTRIAL TRUCKS AND TRACTORS: FORK-LIFT TRUCKS (INCLUDING REACH AND STRADDLE TRUCKS):			INIERNAL COMBOSITOR	£ THOUS	5,316
RIDER CONTROLLED:			ELECTRIC	NUMBER	922
UP TO AND INCLUDING 1,999LB LOAD CAPACITY:	NUMBER	(d)	OTHER INDUCTRIAL TRUINGS (INCLUDING CIDE LOADERS AND	£ THOUS	. 888
INTERNAL COMBUSTION	£ THOUS	(d)	OTHER INDUSTRIAL TRUCKS (INCLUDING SIDE-LOADERS AND STRADDLE CARRIERS):		
ELECTRIC	NUMBER	199	INTERNAL COMBUSTION	NUMBER	640
ARMEN	£ THOUS	402	INIERNAL COMBOSITON	£ THOUS	5,631
2,000LB TO 3,999LB LOAD CAPACITY: INTERNAL COMBUSTION	NUMBER	595(c)	ELECTRIC	NUMBER	148(e
INTERNAL COMBOSITOR	£ THOUS	1,399(c)	PLOTES AND AGGREGORIES (INGLIDING EDANG END ARGACIL	£ THOUS	344(e
ELECTRIC	NUMBER	4,015	PARTS AND ACCESSORIES (INCLUDING FRONT-END ATTACH- MENTS, BUT EXCLUDING ENGINES)	£ THOUS	15,764
4,000LB TO 5,999LB LOAD CAPACITY:	£ THOUS	11,291	vilosess bact diego, a at diggo a to follower to the same to	Table 1	000000000000000000000000000000000000000
INTERNAL COMBUSTION	NUMBER	3,651	TOTAL POWERED INDUSTRIAL TRUCKS AND TRACTORS (INCLUD-	A muona	04 071
	£ THOUS	10,592	ING PARTS	£ THOUS	84,071
ELECTRIC	NUMBER £ THOUS	2,891 11,040	WASTE PRODUCTS, RESIDUES, ETC.	£ THOUS	103
6,000LB TO 9,999LB CAPACITY:		e mar beautiful school			
INTERNAL COMBUSTION	NUMBER	2,724			
	£ THOUS NUMBER	9,100 (d)			
ELECTRIC	£ THOUS	(d)	WORK DONE (THAT IS THE AMOUNT CHARGED FOR WORK DONE ON		
10,000LB TO 14,999LB LOAD CAPACITY:			MATERIALS SUPPLIED BY THE CUSTOMER):		
INTERNAL COMBUSTION	NUMBER	668 3,078			
DI DOMD IO	£ THOUS NUMBER	634(d)	MACHINERY AND PLANT (OTHER THAN MARINE MACHINERY) COMPLETE PROCESS PLANT, CONSTRUCTIONAL STEELWORK AND		
ELECTRIC	£ THOUS	2,828	HEATING, VENTILATING AND AIR-CONDITIONING PLANT)		
15,000LB LOAD CAPACITY AND OVER:	- saoyayaya saos	201	ERECTED AND INSTALLED:		
INTERNAL COMBUSTION	NUMBER £ THOUS	381 2,961			
ELECTRIC	NUMBER	22279900	MECHANICAL ENGINEERING	£ THOUS	7,599
PEDESTRIAN CONTROLLED:	£ THOUS	PARTS AND ACCESSO			
UP TO AND INCLUDING 1,999 LB LOAD CAPACITY	NUMBER	720	OTHER	£ THOUS	279
	£ THOUS	246	to Wales by Her Majesty's Stationery Office		
2,000LB LOAD CAPACITY AND OVER	NUMBER £ THOUS	521 807	Reprographic Unit, Cardiff		
	L Inuus	(cont'd)	D4.289565 K7 CM 145 5/75		(cont'

1972

WORK DONE (THAT IS THE AMOUNT CHARGED FOR WORK DONE ON MATERIALS SUPPLIED BY THE CUSTOMERS): (cont'd)

REPAIRS AND JOBBING WORK

£ THOUS

13,769

OTHER WORK DONE (INCLUDING JACQUARD CARD DESIGNING AND CUTTING

£ THOUS

268

TOTAL SALES OF PRINCIPAL PRODUCTS OF MLH 337 (MECHANICAL HANDLING EQUIPMENT) AND WORK DONE

£ THOUS

328,227

Source: Business Monitor (PQ337) - Quarterly Statistics

- (a) Sales are deliveries on sale for home or abroad. Forward sales are excluded. Values are net selling values; purchase tax, trade discounts and commissions are excluded.
- (b) Figures for dockside and gantry jib cranes are included with those for all other cranes where indicated.
- (c) Figures for rider controlled fork-lift trucks (internal combustion) of up to and including 1,999lb load capacity are included with those for the 2,000lb 3,999lb load capacity category where indicated.
- (d) Figures for rider controlled fork-lift trucks (electric) of 6,000lb to 9,999lb load capacity are included with those for the 10,000lb to 14,999lb load capacity category where indicated.
- (e) Figures for electric pallet trucks etc. of 5,000lb capacity and over are included with those for other electric industrial trucks where indicated.

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#### Notes

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

#### GENERAL INFORMATION

#### Changes made for 1972

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

#### Industrial classification

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

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

#### TERMS USED IN THE CENSUS REPORT

#### Average number employed

Establishments were required to state the number of persons on the payroll (i.e. whose national insurance cards were held by them) on the average during the year of return, whether full-time or part time employees. Separate figures were required for (a) administrative, technical and clerical employees and (b) all other employees (operatives). Averages could be calculated from figures relating to the last week of each calendar month. Establishments were also required to state the number of working proprietors where appropriate and these are included in total employment figures. Outworkers (i.e. persons employed by establishments who worked in their own homes etc. on materials supplied by the establishments) are excluded.

The figures include persons engaged on merchanting or factoring and canteen workers where particulars in respect of these activities could not be excluded from the return.

#### Working Proprietors

These include all persons regarded as "self employed" for national insurance purposes and members of their families who worked in the business without receiving a wage or salary; but such persons who worked less than half the normal number of working hours are excluded. Directors working in the business but not in receipt of a definite wage, salary or commission are included under this heading: directors paid by fee only are not included.

#### Employees

Administrative, technical and clerical employees include managing and other directors in receipt of a definite wage, salary or commission, managers, superintendents and works foremen; research, experimental development, technical and design employees (other than operatives); draughtsmen and tracers; editorial staff, staff reporters, canvassers, competition and advertising staff; travellers; and office (including works office) employees.

Operatives include all other classes of employees, that is, breadly speaking, all manual wage earners. They include those employed in and about the factory or works; operatives employed in power houses, transport work (including roundsmen), stores, warehouses, shops and canteens; inspectors, viewers and similar workers; maintenance workers and cleaners. Operatives engaged in outside work of erecting, fitting etc. are also included, but out-workers are excluded.

#### Capital expenditure

Capital expenditure during the year in respect of manufacturing units where production had not started before the end of the year is included in the figures for both 1970, 1971 and 1972. Establishments were asked to include in the value of capital expenditure, amounts received under the Local Employment Acts, 1960 to 1971 and any investment grants received under the Industrial Development Act, 1966 or regional development grants under the Industry Act, 1972.

#### (a) New building work

This represents the cost incurred during the year of new building and other constructional work (including office buildings, canteens and the like used in connection with the business covered by the return, but not dwelling houses for employees). The value is that charged to capital account during the year of return; it includes expenditure on new buildings or on the extension of reconstruction of old buildings, the value of works of a capital nature carried out by the establishment's own staff and the cost of any newly constructed buildings purchased. Figures shown include any legal charges, stamp duties, agents' commissions, etc.

#### (b) Land and existing buildings

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

#### (c) Plant, machinery and vehicles

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

#### Enterprise

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

#### Fstablishment

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

#### Gross output

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

Value of sales and work done

Plus/Less: Increase/decrease in value of stocks of goods on hand for sale

Plus/Less: Increase/decrease in value of work in progress

Gross output.

#### Net output

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

Gross output

Less: Purchases adjusted for change in value of stocks of fuel and raw materials

Less: Payments for work given to other establishments

Less: Payments for transport

Less: Net amount of any duties, subsidies, allowances and levies payable

= Net output.

#### Net output per person employed

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

#### Purchases

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

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

#### Sale.

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

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

Goods produced in one establishment and transferred to another establishment of the same firm not covered by the return were treated as sales by the producing establishment and valued as far as possible as if they had been sold to an independent purchaser. Goods transferred to wholesale or retail selling organisations for which separate accounts were kept were valued on the same basis.

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

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

#### Services rendered

This represents the amounts charged for hiring out plant, machinery and other goods, providing transport, or for any technical or other services rendered to other organisations. It includes amounts credited for similar services rendered to other establishments of the same enterprise not covered by the return.

#### Standard Industrial Classification

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

#### Stocks and work in progress

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

The value of work in progress at the end of, and the change during the year are also usually shown. This excludes any progress payments made to sub-contractors, and no deduction is made on account of progress payments received.

#### Transport payments

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

#### Wages and salaries

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

#### Work given out

The figures shown represent the total amount paid for work done by other establishments (whether part of the same enterprise or not) on materials supplied to them. They do not include payments to individual outworkers or payments for business and other services.

#### SYMBOLS USED

The following symbols are used throughout the report:

- . not available
- nil or less than half the final digit shown
- figures cannot be shown owing to the risk of disclosing information about individual enterprises
- R revised

#### ROUNDING OF FIGURES

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

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