## Business Monitor

1977

## Report on the Census of Production

## Electricity



HMSO


A publication of the Government Statistical Service

## PA602

## Business Monitor

A publication of the Government Statistical Service

Report on the<br>Census of Production<br>1977

## Electricity

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

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MA1001 Introductory notes
    l
    M Chalk, clay, sand and grave
    l
    Grain milling
    Bread and
    l
    Sugar (hocolate and su
    Cocoa, chocolate and sugar confectionery
    Animal and pouitry foods
    Vegetable and arrimal oils and fats
    V Vegetable and
    Starch and miscellaneous foods
    Srewing and maltin
    Spirit distiling and compounding
    Tobacco 
    Coke ovens and manufactured fue
    Lubricating oils and grease
    Inorganic chemicals
    Miscellaneous chemical
    Mharmaceutical chemicals and preparations
    Paint 
    Soap and detergents plastics materials and
    l
    l
Polishes
M
Formulated pesticides, etc.
Printing ink
Photograchic chemical materials
ITron and steel
l
l
Miscellaneous base metals 
Agricultural machinery (excep
Pumps
Compressors and fluid power equipment
Industrial engines
Textle machinery and accessories
Mechanical handling equipment
Minice machinery 
M Printign,\mp@code{oovkinding and paper goods machinery}
Refrigerating machinery, space-heating,
PA339.5 Scales and weighing machinery and portable
PA339.7 Food and drin
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l
M
Precision chains and other mechaniscal engineering
    Photographic and document copyin
Surgical instruments and appliances
Scientific and industrial
EInctrical machinery 
Telegraph ards telephone apparatus and
M equipment flectronic components
PA364
*)
PA366 equipment
lal
Locomotives, railway track equipment, railway carriages,
M wagons and trams 
l
Cutlery, soons, forks ands plated tableware, etc.
Bolts,. uts, screw,, fivets, , te. 
Cans and metal boxes
M Sewellery and prec
$ Drol forgings, etc. 
M Miscllaneous metal manufacture
    Mroduction of man-made fibres 
    Weaving of cotton,linen
    Woollen and worsted
    Wute, (wine and net 
    Hosiery and o
    Lace
    Carpets
    Narrow fabrics 
    Household textiles and handkerchiefs
    Canvas goods and sacks and orher made-up textil
    M
    A Miscellas 
    Miscelaneous textile industries 
    Leather goods
    Weatherproof outerwear
    Men's and byv' terweared outerwea
    Wons's, boys 'irloritod outerwear 
    Dreses, lingerie, intants
    Cors, caps and millinery cres, miscellaneous dress industries
    Gloves
    Refractory goods 
    2 Building b
    c
1 Cement 
Miscillameous building materials and mineral products
Miscellaneous building mat
    Murniture and upholstery 
Shop and office fitting
M
Maper and board 
l}1\mathrm{ 1.ardboard boord, cartons and fibre-board packing cases
Manufactured stationery
MMiscellaneous manufactures of paper and board
Printing, pubbishing of newspapars and periodicals
    Mrinting, publishing of newspapers
M
Linoleum, plastics flo
Toys, games and children's carriages
Toys, games and children's carriag,
Plastics products
MPastics products
    1)
    l
Cas
PA603
Water supply 
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1 Electrical equipment for motor vehicles, cycles
9
PA369.4 4 Elecetric lamps, electric light fittings, wiring
Shecssories, etc.
Shio
Wheelded tractactor manine engineering
Wheeled tractor manufactugring
Motor vehicle manufacturing
Motor vehicle manufacturing
Trailers, caravans and freight containers
Motor cycle tricycle and Motor cycle, tricycle and pedal cycle manufacturing
Aerospacce equipment manufacturing and repairing
PA369.1 Electrical equipment for motor

The information in this report relates to establishments classified to the Electricity industry, minimum list heading 602 in the Standard Industrial The information in this report relates to establishments classified to th
Classification (revised 1968). The activities of the industry include:The production and distribution of electricity for public supply. Construction work carried out by employees of electricity undertakings is
included. Establishments producing electricity for railway and trolley-bus operation are also included, as are 'district heating' and electricity showrooms until 1975. Establishments (other than those of railway and trolley-bus undertakings) producing electricity primarily for their


The tables for 1973 were compiled from returns made to the Department of Energy. All figures in the tables relate to the year ended 31 March The tables for 1973 were compiled from returns made to the Department of

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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Analysis of establishments by size, 1977
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at factor cost by country, 1977 apply

Percentage analysis of twelve-month periods covered by returns received from United
Kingdom establishments employing 20 or more persons, 1977 Does not
apply
7 Percentage analysis of employees, by full and part-time employment and sex, 1977 apply 5
$8 \quad$ Operating ratios, 1977

Output and costs, 1973-1977
All United Kingdom establish

|  | Unit | 1973 | 1974 | 1975 | 1976 | 1977 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of generating stations | Number | 273 | 266 | 266 | 237 | 247 |
| Electricity etc.; sold (a) | £ thousand | 2,132,168 | 2,931,833 | 3,893,170 | 4,210,580 | 5,229,928 |
| Receipts for work done and industria services rendered | " | (b) | (b) | (b) | 427,371 | 102,540 |
| Capital goods produced for undertakings' own use | " | 99,538 | 112,294 | 127,994 | 143,408 | 139,477 |
| Non-industrial services rendered | " | 5,773 | 7,968 | 10,869 | 12,534 | 15,132 |
| Goods merchanted or factored | " | 134,573 | 143,105 | 146,903 | (b) | (b) |
| Total sales and work done (c) | " | 2,372,053 | 3,195,200 | 4,178,936 | 4,793,893 | 5,487,077 |
| Increase during the year, work in progress and goods on hand for sale (d) | " | 6,304 | 7,386 | $-2,061$ | 3,255 | -4 |
| Gross output | " | 2,378,357 | 3,202,586 | 4,176,875 | 4,797,148 | 5,487,073 |
| Purchases of materials for use in production, and packaging and fuel | " | 969,474 | 1,788,676 | 2,158,413 | 2,273,071 | 2,765,438 |
| Purchases of goods for merchanting or factoring (e) | " | 94,087 | (f) | 102,047 | 22,162 | 815 |
| Increase during the year, stocks of materials, stores and fuel | " | -2,691 | 153,099 | 161,399 | 110,491 | 174,794 |
| Cost of industrial services received | " | 104,898 | 158,995 | 166,782 | 199,993 | 227,608 |
| Net output | " | 1,207,207 | 1,408,014 | 1,911,032 | 2,412,413 | 2,668,006 |
| Net output per head | £ | 6,158 | 7,158 | 9,780 | 13,264 | 15,058 |
| Payments for non-industrial services |  |  |  |  |  |  |
| Hire of vehicles, plant and machinery | f thousand | 6.648 | 8.642 | 10,631 | 9.017 | 14.885 |
| Rents of industrial and commercial buildings | " | (g) | (g) | (g) | 6.588 | 6,973 |
| Commercial insurance premiums | " | 9.806 | 11,749 | 14,852 | 16,481 | 16,093 |
| Bank charges | " | 1,130 | 1,146 | 1,512 | 1,455 | 2.127 |
| Other non-industrial services (h) | " | 27,909 | 37.132 | 45,771 | 57,392 | 63,003 |
| Licensing of motor vehicles | " | 2,686 | 1,773 | 2,236 | 2,346 | 2,733 |
| Rates, excluding water rates | " | 72,754 | 106,663 | 128,738 | 155,640 | 170,959 |
| Gross value added at factor cost | " | 1,086,274 | 1,240,909 | 1,707,292 | 2,163,493 | 2,391,233 |
| Gross value added at factor cost per head | £ | 5,541 | 6,309 | 8,737 | 11,895 | 13,496 |
| Total employment (j) | Number | 196,055 | 196,913 | 195,421 | 181,883 | 177.177 |
| Operatives | " | 109,438 | 110,220 | 107,911 | 101,901 | 98,412 |
| Others (k) | " | 86,617 | 86,693 | 87.510 | 79,982 | 78,765 |
| Wages and salaries (1) |  |  |  |  |  |  |
| Operatives | £ thousand | 218,592 | 269,818 | 335,963 | 351,576 | 365,221 |
| Others (k) | " | 189,061 | 252,631 | 327,030 | 342,171 | 363,789 |
| Wages and salaries per head |  |  |  |  |  |  |
| Operatives | £ | 1,997 | 2,448 | 3,113 | 3,450 | 3,711 |
| Others (k) | " | 2,183 | 2,914 | 3,737 | 4,278 | 4.619 |

(b) Included in electricity ètc.; sold.
(c) Details of undertakings' sales of principal products are published regularly in Business Monitor PQ602
(d) Work in progress not recorded for 1976-1977.
(e) 1976-1977 figures do not included goods handled through showrooms.
(f) Included in purchases of materials for use in production and packaging and fuel.
(g) For 1973-1975 rents of industrial and commercial buildings were not recorded separately, but included in hire of venicles, plant and
h) 1974-1977 figures include the cost of hiring goods vehicles.
(j) Average number employed, including full and part-time employees (see table 7 ) but excluding showroom employees for 1976-1977.
(k) Administrative, technical and clerical employees.

Another important component of labour costs, employers' national insurance contributions, graduated pensions, contributions to
other pensions and welfare schemes and the running costs of canteens, is estimated for the industry at $£ 158,942$ thousand for 1977 .

TABLE 2
Capital expenditure, 1973-1977
All United Kingdom undertaking

|  |  |  |  |  |  | f thousand |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1973 | 1974 | 1975 | 1976 | 1977 |  |
| Land and buildings |  |  |  |  |  |  |
| New building work | 91,707 | 125.852 | 188,568 | 214,839 | 183,752 |  |
| Land and existing buildings |  |  |  |  |  |  |
| Acquisitions | 4,572 | 7.523 | 4,621 | 4,745 | 4,281 |  |
| Disposals | 8.599 | 5.483 | 5,348 | 3,163 | 3,937 |  |
| Vehicles |  |  |  |  |  |  |
| Acquisitions | 5,957 | 12.946 | 12,252 | 12,212 | 12,213 |  |
| Disposals | 856 | 1,066 | 1,572 | 1,635 | 1,709 |  |
| Plant and machinery |  |  |  |  |  |  |
| Acquisitions (b) | 403,538 | 477,285 | 613,363 | 659,303 | 646,442 |  |
| Disposals | 4.807 | 3,369 | 3,823 | 6,920 | 6,455 |  |
| Nuclear Fuel |  |  |  |  |  |  |
| Acquisitions | 10,265 | 15,492 | 19,704 | 12,464 | 809 |  |
| Disposals | - | - | - | - | - |  |
| Total net capital expenditure | 501,779 | 629,180 | 827,765 | 891,845 | 835,396 |  |

(a) Capital expenditure in respect of units where production had not commenced before the end of the year, is included.
(b) Including meters, mains and services and railway sidings owned by electricity undertakings.

TABLE 5
Distribution of employment, net capital expenditure, net output and gross value added at factor cost, by country, 1977

| Country | Average number (a) |  | Net capital expenditure (b) |  | Net output |  | Gross value added at factor cost |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number | per cent of United Kingdom | £ thousand | per cent <br> of United <br> Kingdom | £ thousand | per cent of United Kingdom | £ thousand | per cent of United Kingdom |
| England | 142,770 | 80.6 | 566,282 | 67.8 | 2,204,929 | 82.7 | 1,974,705 | 82.6 |
| Wales | 10,721 | 6.0 | 95,189 | 11.4 | 83,426 | 3.1 | 65,302 | 2.7 |
| Scotland | 16,988 | 9.6 | 104,794 | 12.5 | 315,022 | 11.8 | 293,012 | 12.3 |
| Great Britain | 170,479 | 96.2 | 766,265 | 91.7 | 2,603,377 | 97.6 | 2,333,019 | 97.6 |
| Northern Ireland | 6,698 | 3.8 | 69,131 | 8.3 | 64,629 | 2.4 | 58,214 | 2.4 |
| United Kingdom | 177,177 | 100.0 | 835,396 | 100.0 | 2,668,006 | 100.0 | 2,391,233 | 100.0 |

(a) Average number employed, including full and part-time employees (see table 7 ) but excluding showroom employees.
(b) New building work plus acquisitions less disposals of land and existing buildings, vehicles, plant and machinery and nuclear fuel.

TABLE 7
Percentage analysis of employees, by full and part-time employment and sex, 1977(a)

| Sex | Full-time | Part-time | All employees |
| :---: | :---: | :---: | :---: |
|  | per cent | per cent | per cent |
| Male | 82 | - | 82 |
| Female | 14 | 4 | 18 |

Source: Department of Employment
(a) The percentages relate to the numbers employed in the United Kingdom at June 1976, because 1977 information is not yet available.
table 3
Stocks and work in progress, 1973-1977


[^0]| table 8 |  |  | PA602 |
| :---: | :---: | :---: | :---: |
| Operating ratios, 1977 <br> All United Kingdom undertakings classified to the industry |  |  |  |
|  | Unit | 1977 |  |
| Gross output per head | £ | 30.969 |  |
| Net output per head | £ | 15,058 |  |
| Gross value added per head | £ | 13,496 |  |
| Gross value added as a percentage of gross output | \% | 44 |  |
| Ratio of gross output to stocks |  | 6.6 |  |
| Wages and salaries as a percentage of gross value added | \% | 30 |  |
| Ratio of operatives to administrative, technical and clerical employees |  | 1.2 |  |
| Wages and salaries per operative | £ | 3,711 |  |
| Wages and salaries per administrative, technical and clerical employee | £ | 4,619 |  |
| Net capital expenditure per head | £ | 4.715 |  |
| Net capital expenditure as a percentage of gross value added | \% | 35 |  |

$+$

Notes
These notes give the main information needed for interpreting the flgures in the industry Business
Monitors: more detalled information about the census is given in a separate Business Monitor PA 1001 (Introductory Notes) of the Report on the
GENERAL INFORMATION
Changes made for 1977
Changes made for 1977 is in line with similar
The Census for 1977 is
inquiries beling conducted in other member countries Inquiries belng conducted in other member countries
of the European Economic Communities. There was a
small number of changes in the scope of the industry reports compared with 1976 .
For the first time in the industry monitors a table has been included on operating ratios, calculated
from census measures of output, investment, from census mesures
manpower and labour costs.
Specific changes are explained in the introductions to the
tables.
Suppression of information relating to individual undertakings
Section $9(5)(b)$ of the Statistics of Trade Act 1947 states - "The following provisions shall have effect with respect to any report, summary or other communicatlon to the public of information obtaine under the foregoing provisions of this Act
in complling any such report
in compliing any such report, summary or commun-
ication the competent authority shall so arrange ication the competent authority shall so arrange 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 that undertaking, as the case may be; but this
provision shall not prevent the disclosure of the provision shall not prevent the disclosure of the
total quantity or value of any articles produced,
sold or delivered; so, however, that before sold or deliivered; so, however, that before
disclosing any such totai the competent author ity
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 deduced from the total disclosed." If a figure involved disclosure the contributor concerned was sometimes asked to give permission
for its publication. In the majority of cases for its publication. In the majority of cases
permission was given. When it was refused and where contributors were not approached the figure has been suppressed, either by combining it with other figures, or as in the regional tables, by
omitting the figure al together.
ymbols used
he following symbols are used throughout the PA
series of Business Monltors:
.. not avallable
-- not avallable nil or less than half the final digit shown nil or less than half the final cannot be shown owing to the risk of
figures esing individual
disclosing information about disclosing
undertakings
$R$ revise
Rounding of figures
igures in the tables have, where necessary, been rounded to the nearest flnal digit. Where figures tems may not rounded, the sum of the constituen shown.

Industrial classification
The United Kingdom
Standard
Industrial
in 1948 and
was subsequently revised in 1958 and 1968. exists to promote uniformity and comparablility in The efricial statistics of the United Kingdom. International standard Industrial Classification of all Economic Activities of the United Nation
Statistical Office but the Statistical Office but the United Kingdom 51
reflects the organisation and structure of indus reflects the org it exists in the United Kingdom.
try and trade as
The SIC is a classification by activity and is The SIC is a classification by activity and is no
a commodity classification. However, an index o a commodity classification. However, an index of
all commodity headings for which sales data are provided in the Quarterly Business Monitors, is
published in Business Monitor PQ 1000. THE REGISTER
The register permits a questionnaire to be sent
direct to the reporting establishment/undertaking on which the latter can include information
relating to all the manufacturing (or local) units which it comprises
The inquirles provide a major source of information for keeping the register continuously up-to-date
and act as a check on its detail and structure. For the establishments/undertakings on the registe making returns to the quarterly inquiries, the industri
analysis analysis of their sales of commodities and reviewed annually. Employment data are entered on the register from returns to the annual census of
production. In cases where an establ ishment// undertaking does not make a return to these
inquiries the employment data are based on inquiries the employment data are based on
information provided by the Department of Employment from the annual censuses of employment New additions to the register are obtained from various sources including Companles Registration
Office and the Department of Employment. The 1973 Finance Act allows HM Customs and Excise to pass to the Business Statistics Office (BSO) lists of
businesses registered for VAT. Information trom businesses registered for VAT. Information from
all these sources is used to improve the register, and where necessary, details are sought directly from new businesses. Units which cease to trade are removed from the live register.
Increasing use of the information
Department of Employment, HM Customs and Excise and BSO inquir les has led to improvements on the register, which in turn enabled the BSO to produce smal ler establishments/undertakings.
Coverage
A return
A return was required in the 1977 Census from each establi ishment//undertaking with 20 or more
employees.
Each establishment/undertaking is employees. Each establishment/undertaking is
classified to an industry, as defined in the SIC, whose principal products form the major part of the establishment's/undertaking's sales.
TERMS USED IN THE CENSUS REPORT
Undertakings were required to state the ember of persons on the payroll on average during the year of return, whether full-time or part-time
(a) administrative, technical and clerical
(b) amployees
(b) all other employees (operatives)
Averages could be calculated from relating to the last week of each calendar month. 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.

Employees
Administra
Administrative, technical and clerical employees nclude directors in receipt of a definite wage
research and design employees (other than opera-
tives); draughtsmen, editorial staff, advertising staff, travellers and all office employees.
Operatives include all other classes of employees, Operatives include all other classes of employees,
that is, broady speaking, all manual wage earners. that is, broadly speaking, all manual wage earners.
They include operatives employed in power stations,
transport (including roundsmen), warehouses, ransport (including roundsmen), warehouses,
trant
stores, shops and canteens, inspectors, maintenance stores, shops and canteens, inspectors, maintenance
workers
Ond cleaners workers and cleaners. Operatives engaged in
outside work of erecting, fitting etc are also included.
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. started before the end of the year is included.
Undertakings were asked not to deduct from the
value of capital expenditure amounts received or value of capital expenditure amounts received or
expected to be received in grants or al lowances
from the Governent from the Government or any statutory body or local
authority. Undertakings with 100 or more employees authority. Undertakings with 100 or more employees
were asked to include a total net capital
expenditure figure for each calendar year.
(a) New building work

This represents the cost incurred during the year
of new building and other constructional work to be used in connection with the business covered by the return. The value is that charged to capital
account during the year of return; it includes
expenditure on new buildings and ons the extensin expenditure on new buildings and on the extension
or reconstruction of old buildings, the value of or reconstruction of old buildings, the value of
works of a capital nature carried out by the undertaking's own staff and the cost of any newly
constructed buildings purchased. Figures shown constructed buildings purchased. Figures shown
include legal charges, stamp duties, agents' include legal ctal
commissions, etc.
(b) Land and existing buildings

The items shown are the capital cost of freeholds purchased and the capita! cost or premium payable
for leaseholds acquired (excluding the value of
 business), and the amounts receivable for freeholds
or leasehold's 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 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 and machinery acquired includes plant, etc which
firms produced for the ir 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 capital account during the year of return less any
discounts received, but including the cost of transport and instaliation. Deductible value added tax is excluded but non-
deductible value added tax on motor cars acquired deductible value added tax on motor cars acquired
is included. No deduction is made for deprecia-
 of items disposed of during the y
amounts written-off for items scrapped.

Cost of industrial services
This includes amounts payable to other firms for work done on materials supplied by the undertaking,
payments for repairs and maintenance (including those in respect of rented buildings) and amounts
paid to other firms for contracts which have been sublet.

Cost of non-industrial services
This includes rents of industrial and commercial This includes rents of industrial and commercial
buildings, hire of plant, machinery and vehicles buildings, hire of plant, machinery and venicles
(excluding vehicles hired with divers), commercial,
insurance premiums, bank charges and amounts paid
for professional services, post office services,
transport (within the United Kingdom), advertising etc. Amounts payable on royalties for the right to use patents, trademarks, copyrights etc,
manufacturing and quarrying rights and technical
"know-how" are also included.

## Gross output

Gross output
In the calculation of gross output the value of total sales and work done is increased by the rise
(or (or reduced by the fall) during the year in the
value of work in progress and goods on hand for
sale. Net output
Net output, a customary census measure, is
calculated by deducting from gross output the of purchases (reduced by the rise, or increased by
the fall, during the year of stocks of materials the fall, during the year of stocks of materials
etc) and the cost of industrial services received,
and etc) and the cost of industrial
and where applicable, duties etc.
Net output per head
The figures of net output per head are derived
dividing the net output by the average number persons employed (full and part-time) on all activities covered by the returns, including
operatives, administrative, technical and clerical operatives,
emp loyees.
Gross value added at factor cos
Gross value added at factor cost is calculated by industrial services output the cost of nonplant, machinery and eg rent of buildings, hire hired with drivers), commercial insurance premiums, bank charges and amounts paid for professional
services, post office services, transport (withi the United Kingdom) and advertising, rate
(excluding water rates) and the cost of (excluding water rates) and the cost of motor vehicles. This estimate of gross value add approaches more closely than census net output to the definition of net output
national accounts statistics.
Gross value added at factor cost per head
The figures of gross value added at fact The figures of gross value added at factor cost per by the average number of persons employed (full and part-time) on all activities covered by the
returns. including operatives, administrative, returns, including operatives,
technical and clerical employees.

## Purchases Purchases

Purchases include the cost of raw materials, components, semi-manufactured goods and workshop
materials; of replacement parts and consumable tools not charged to capital account; 0
packaging materials of all types; of stationer and printed matter; of fuel, electricity and water; of materials to be used by the undertaking
or given out to other establishments/undertaking or given out to other establishments/under takin
for the production of machinery or other capitals items for the undertaking's own use; of materia for use by the undertaking when working on good
supplied by customers; and of food, etc for supplied by customers; and of food, etc for any
canteen covered by the undertaking's return.
Transfers of canteen covered by the undertaking som another
Transfers of goods to the undertaking from
department of the same firm not covered by the department of the same firm not covered by the
undertaking's return are included at a undertaking's return are included at a cost
corresponding to the estimated selling value recorded by the other department. Amounts payable
to transport firms or credited to the firm's to transport firms or credited to the firm's own
transport department for delivery of materials are transport department for delivery of materials are
excluded, as are all purchases of machinery and
Purchases of plant charge to capital account. Purchases of
goods for merchanting or goods for merchanting or factoring have been
collected separately since 1973 . The values shown collected separately since 1973. The values show
exclude VAT. They include, in addition to the
actual actual purchase price, the value of packaging
material charged to the undertaking, The value of
returned goods or packaging material returned to suppliers and any trade discounts are excluded. Materials purchased duty-paid are included at
their duty-pald value, less any drawback, rebate, their duty-paid value, less any drawback, rebate,
etc. The cost of transport is included only if it is included with the purchase price in the firm's ccounts. Imported goods are included at their the transport trom docks or airport is not ncluded in the cost of goods purchased, the cost easing, renting and hire purchase charges are

Sales of goods produced
ales for the purposes of the annual censuses means deliveries on sale of goods made by undertakings in
the United Kingdom covered by the inquiry. Sales隹 undertakings from materials given out to them and
sales of waste products are included. New building ork and machinery or other capital items produced egarded as sales, the value included in the retur being that adopted in the undertakings' capital
asset accounts. Forward sales and canteen takings re excluded. All sales in the period of the inquiry are included irrespective of when the goods maods produced in one departments and transferred either to ancillary
not enged in production for which
there are separate accounts, or to another andertaking of the same firm not or to anered by the
return, are treated as sales by the producing undertaking and valued as far as possible as if hey had been sold to an independent purchaser.
goods transferred to wholesale or retail selling organisations, for which separate accounts are ke The value shown for sales is the "net selling charged to customers whether on an ex-works or agents' commissions have been deducted. The cost
of packing materials tess al lowance for returnable of packing materi
cases is included.

Receipts for work done and industrial services
rendered
Figures for work done represent the amount charged
for work carried out on materials supplied by a customer and include repair and jobbing work,
erection and installation of plant and machinery, erection and installation of plant and machinery, Industrial services rendered include repairs and
inaintenance, installation work, and technical maintenance, installation work, and technica
research and studies for other organisations.

Capital goods produced for undertakings' own use
This includes all work of a capital nature carrie This includes all work of a capital nature carried
out during the year by the undertakings' own staff out during the year
for their own use.
Non-industrial services rendered
industrial buildings, amounts charged comercial and out plant, machinery and vehicles and other goods and amounts charged to other organisations for the
provision of transport. it also includes amounts received for the right to use patents, trademarks, copyrights etc, manufacturing and quarrying rights
and technical "know-how" and revenue from such and technical "know-how" and
staff facllities as canteens.

Meods merchanted or factored
Merchanted goods are those (excluding canteen
sales) sold without having been subjected to any manufacturing process by the seller.

Stocks and work in progress
Values are given of stocks of goods on hand for
sale and of materials, stores and fuel, at the end of the year of return and of the change at turing end
year, ine
including any stocks of goods held for year, including any stocks of goods held for
merchanting or factoringe Work in progress is
defined defined as materlals which have been partially
processed by the undertaking but which are processed by the undertaking but which are not
usually sold or transferred to another undertaking without further processing. The values include the cost of materials consumed and labour used,
together with a margin of overhead costs and together with a margin of overhead costs and
profits. Progess payments made to sub-contractors are excluded and progress payments recel ved from

Wages and salaries
These are amounts paid during the year to
operatives and to administrative, technical and peratives and to administrative, technical and
clerical employees. The values shown include all overtime payments, bonuses, commissions and holliday pay, whether paid regularly or not, and no deduc-
tion is made for income tax, insurances, contributory pensions etc. The value of redundancy paynents less any amounts reimbursed from Government ources is included. The value of any pay

Employers insurance and welfare contributions ational insurance (and/or earnings related basic ontributions under the Social Security Pensions Act, 1975) and commercial insurance premiums to provide pensions, superannuation or other retire-
ment benefits,
sickness
benefits nent benefits, sickness benefits, personal
accident benefits, disability or death benefits for employees or former employees or the ir depen-
dants. Contributions to the running costs Contributions to the running costs of
canteens, social centres, children's and hollday homes, etc for employees, former
their dependants are also included.

## perating ratios

The operating ratios shown were obtained by dividing the estimate of the Industry total for the quantity shown in the numerator by the
corresponding estimate for the quantity shown in corresponding estimate for the quantity shown in
the denominator. These estimates cover all undertakings classified to the industry, including industry, it is possible to compare ratios for an individual firm with the ratios shown for the elevant industry. However, it is important to eear in mind that various factors may affect the treatment of depreciation (which is not identified in the census data) and varying practice wit
regard to stock valuation, may affect comparability regard to stock val
in some respects.
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[^0]:    (a) Not recorded for 1976-1977.

