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1977

Business Statistics Office

Business Monitor

Report on the Census of Production

Water supply

OF POLITICAL AND
ECONOMIC SCIENCE



Special Note for Purchasers

Commencing with the 1971 Census, the Census of Production reports are being numbered in a uniform series embracing all industrial inquiries in the Business Monitor series. These Business Monitors have a code P (for production) followed first by A (indicating that it is an annual series) or Q (quarterly) or M (monthly): and then by a number indicating the minimum list heading, or sub-division of a minimum list heading, of the Standard Industrial Classification (revised 1968).

The Census of Production (PA) reports are available on standing order (details on application to Her Majesty's Stationery Office, P.O. Box 569, London SE1 9NH. Telephone 01-928 6977), although they are not included in the global subscription arrangements for the Business Monitor series.

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Business Monitor

A publication of the Government Statistical Service

Report on the Census of Production 1977

Water supply

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

List of Industry Reports, etc.

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PA353	Surgical instruments and appliances	PA493	Brushes and brooms
PA354	Scientific and industrial instruments and systems		Toys, games and children's carriages Sports equipment
PA361	Electrical machinery	PA494.3	Miscellaneous stationers' goods
PA362 PA363	Insulated wires and cables Telegraph and telephone apparatus and	PA496	Plastics products
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1 A305.2	equipment	PA602	Electricity
PA366	Electronic computers	PA603	Water supply
PA367	Radio, radar and electronic capital goods	PA 1002	Summary tables
PA368	Electrical appliances primarily for domestic use		

PAG03 WATER SUPPLY

The information in this report relates to the undertakings classified to the Water supply industry, minimum list heading 603 in the Standard Industrial Classification (revised 1968). The activities of the industry include:—

PA603

Purifying and distributing water and supplying hydraulic power. Construction work carried out by employees of water undertakings is included. Private water works maintained by establishments primarily for their own use 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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Output and costs, 1973—1977
All United Kingdom undertakings classified to the industry (a)

A STATE OF THE STA	Unit	1973	1974	1975	1976	1977
Jndertakings	Number	266	153(b)	129	122	108
Vater supplied	£ thousand	271,906	355,927	479,797	557,085	628,900
Repairs and maintenance and receipts or other industrial services rendered	nauf ny laisasa Normana	e si in se (c) ses	ni mila a (c)	(c)	52,353	50,031
New construction of buildings, eservoirs, aquaducts, mains, machin- ery and plant and other capital items	"	40,005	31,485	56,966	65,898	79,352
Fotal value of water supplied and work done (d)	,,	311,911	387,412	536,763	675,336	758,283
Non-industrial services rendered	8132"	643	1,295	987	1,174	1,539
Gross output	,,	312,553	388,707	537,750	676,510	759,823
Purchases of materials and fuel used	,,	64,608	77,174	84,276	111,548	120,742
Cost of industrial services received	,,	15,454	9,902	11,626	21,914	34,734
Net output	.,	232,491	301,631	441,848	543,047	604,347
Total employment (e)	Thousands	43.0	43.8	43.9	45.0	42.8
Net output per head	£	5,409	6,888	10,076	12,077	14,112
Payments for non-industrial services						
Hire of vehicles, plant and machinery	£ thousand	1,911	2,504	3,625	3,364	4,302
Rents of industrial and commercial buildings	"	(f)	(f)	(f)	1,131	1,023
Commercial insurance premiums	095 u	989	1,315	1,649	2,087	2,294
Bank charges	"	431	161	160	129	245
Other non-industrial services (g)	"	4,289	7,110	10,488	13,762	14,862
Licensing of motor vehicles	10 10 11 11 11 11 11 11 11 11 11 11 11 11 11	577	634	857	1,041	1,319
Rates, excluding water rates	.,	24,691	34,382	44,580	45,667	52,292
Gross value added at factor cost	"	199,602	255,525	380,488	475,866	528,010
Gross value added at factor cost per head	£	4,644	5,834	8,677	10,583	12,329

⁽a) Including estimates for undertakings not making satisfactory returns, non-response and undertakings with fewer than 20 persons. Satisfactory returns accounted for 91 per cent of employment within the industry.

TABLE 2

Capital expenditure, 1973–1977

All United Kingdom undertakings classified to the industry (a)(b)

£ thousand

PA603

	1973	1974	1975	1976	1977
Land and buildings					(e)
New building work	111,722	112,531	132,274	179,302	147,670
Land and existing buildings					
Acquisitions	1,764	1,965	5,783	4,469	2,748
Disposals	2,475	1,569	2,326	2,508	1,195
Vehicles					
Acquisitions	2,234	2,783	3,827	3,802	4,150
Disposals	311	283	332	501	686
Plant and machinery					
Acquisitions	10,632	10,646	22,320	35,156	31,528
Disposals	143	116	133	164	242
Total net capital expenditure	123,423	125,956	161,414	219,555	183,972

⁽a) Including estimates for undertakings not making satisfactory returns, non-response and undertakings with fewer than 20 persons.

⁽b) As a result of the re-organisation of the Water supply industry there was a contraction in the number of undertakings between 1973 and 1974.

⁽c) Included with water supplied.

⁽d) Water supplied, work supplied and work done are published regularly in Business Monitor PQ603.

⁽e) Average number employed, including full and part-time employees (See table 7).

⁽f) For 1973—1975 rents of industrial and commercial buildings were not recorded separately, but included in hire of vehicles plant and machinery.

⁽g) 1974–1976 figures include the cost of hiring goods vehicles.

⁽b) Capital expenditure in respect of undertakings where production had not commenced before the end of the year, is included.

Analysis of undertakings by side, 1977
All United Kingdom undertakings classified to the industry (a)

Size group (b)	Under takings (c)	Employme		Wages and salaries (e)				
		Total	Opera-	Opera- Others tives (d)	Operatives		Others (d)	
			11703		Total	per head	Total	per head
and a second	Number	Number	Number	Number	£ thousand	£	£ thousand	£
1-19	3	42)						
20-49	5	183)	497	282	1,677	3,374	1,133	4,019
50-99	8	554)						
100-199	25	3,828	2,309	1,519	7,490	3,244	6,728	4,429
200-299	19	4,533	2,564	1,969	8,178	3,189	8,211	4,170
300-399	11	3,844	2,253	1,591	7,663	3,401	6,351	3,992
400-499	10	4,522	2,518	2,004	8,221	3,265	8,149	4,066
500-749	14	8,315	4,793	3,522	14,845	3,097	13,874	3,939
750-999	8	6,727	4,027	2,700	12,871	3,196	11,076	4,102
1,000 and over	5	10,277	6,409	3,868	23,737	3,704	16,453	4,254

Total	108	42,825	25,370	17,455	84,682	3,338	71,976	4,124

⁽a) Including estimates for undertakings not making satisfactory returns, non-response and undertakings with fewer than 20 persons.

Dig Gund Was dig 150 Jeon Sopton Colonia Colonia (Gross output			Gross value added at factor cost		Net capital expenditure (h)	
		Total	per	Total	per		
		Total	head	Total	head		
	£ thousand	£ thousand	£	£ thousand	£	£ thousand	
	11,026	8,440	10,835	(g)	(g)	3,232	
	63,895	52,409	13,691	54,163(g)	11,757(g)	19,910	
	75,515	62,834	13,861	55,105	12,156	21,685	
	64,435	49,260	12,815	41,936	10,909	21,060	
	71,473	57,668	12,753	50,012	11,060	17,187	
	160,146	119,744	14,401	104,894	12,615	43,678	
	132,914	105,612	15,700	92,803	13,796	16,469	
	180,418	148,380	14,438	129,097	12,562	40,752	

_		
1-1	The seat of ampleyors' contributions to national insurance to	pensions and welfare schemes and the running costs of canteens, is
(e)		peristens and werrare constitue and
	estimated for the industry at £32,884 thousand	

528,010

183,972

12,329

604,347

759,823

14,112

⁽b) Average number employed, including full and part-time employees (see table 7).

⁽c) The sum of the figures for the size groups may exceed the total for the industry because some enterprises control undertakings more than one size group.

⁽d) Administrative, technical and clerical employees.

⁽f) Comprises the value of water supplied, work done for which a charge was made, the value of new construction work and receipts for non-industrial services rendered.

⁽g) Gross value added data relate to undertakings employing 1–199.

⁽h) New building work plus acquisitions less disposals of land and existing buildings, vehicles and plant and machinery.

Regional distribution of employment, net capital expenditure, net output and gross value added at factor cost, 1977 All United Kingdom undertakings classified to the industry (a)

Area		Total employmen	nt (b)	Net capital expenditure (c)	Net output (d)	Gross value added at factor cost (d)	Gross value added a factor cost returned by undertakings will 80 per cent or more of their employme	
							NEOST CONTRACTOR OF THE PROPERTY OF THE PROPER	in the region as a proportion of total gross value added at factor cost in the region	
		Thousands	per cent of United Kingdom	£ thousand	per cent of United Kingdom	£ thousand	£ thousand	percentage	
Standard regions of England	of								
North		2.3	5.4	6,370	3.5	43,579	39,338	100.0	
Yorkshire and Humberside		*	*	*	*	*	*	*	
East Midlands		*	*	*	*	**	*	*	
East Anglia		1.1	2.5	5,519	3.0	17,012	15,123	99.6	
South East		12.6	29.4	39,001	21.2	166,211	143,515	99.9	
South West		3.7	8.6	16,456	8.9	57,909	52,228	88.8	
West Midlands	0960	3.2	7.4	10,518	5.7	47,128	41,999	100.0	
North West		*	568.51 *////	100.504.*	*	****	* × 08	*	
England		34.1	79.6	148,029	80.5	498,340	437,699	98.0	
Wales		*	*	*	*	*	*	*	
Scotland		3.7	8.7	15,296	8.3	34,179	25,849	52.4	
Great Britain		*	*	*	*	*	*	*	
Northern Ireland		*	*	*	*	*	*	*	
United Kingdom		42.8	100.0	183,972	100.0	604,347	528,010	91.1	

⁽a) Including estimates for undertakings not making satisfactory returns, non-response and undertakings with fewer than 20 persons.

TABLE 6

Percentage analysis of twelve-month periods covered by returns received from United Kingdom undertakings employing 20 or more persons, 1977

Accounting year ended		Percentage of total r	eturns received	Percentage of total number employed		
	The second secon	per cent	SECRETARIO II	per cent	Street Blokson	
1977	April (a)	0.0		0.0		
	May	0.0		0.0	and producting the	
	June	0.0		0.0		
	July	0.0		0.0		
	August	0.0		0.0		
	September	2.0		1.7		
	October	0.0		0.0		
	November	0.0		0.0		
	December	24.5		16.4		
1978	January	0.0		0.0		
	February	0.0		0.0		
	March (b)	73.5		81.9		

(a) From 6th April.

(b) Including returns made for twelve-month period ended 1st to 5th April 1978.

TABLE 7

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

per cent	per cent
Sh Dy - Toroldon	88
3	12

Source: Department of Employment

⁽b) Average number employed, including full and part-time employees (see table 7).

c) New building work plus acquisitions less disposals of land and existing buildings, vehicles and plant and machinery.

⁽d) 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 is treated similarly.

⁽a) The percentages relate to the numbers employed in the United Kingdom at mid-June 1976 because 1977 information is not yet available.

All United Kingdom undertakings classified to the industry (a)

			Unit		1977	
Gross output per head			£		17,743	
aross output per rioda			0.0		17,740	
N-+ + +					14 112	
Net output per head			£		14,112	
Gross value added per head			£		12,329	
Gross value added as a percentage of	of gross output		%		69	
Ratio of gross output to stocks					4.7	
Wages and salaries as a percentage of	of gross value added		%		30	
Ratio of operatives to administrati	ve, technical and cle	rical				
employees					1.5	
Wages and salaries per operative			£		3,338	
Wages and salaries per administrativemployee	ve, technical and cle	rical	£	41.958	4,124	
L durin West						
Net capital expenditure per head			£		4,296	
Net capital expenditure as a percer	ntage of gross value a	added	%		35	

⁽a) Including estimates for undertakings not making satisfactory returns, non-response and undertakings employing fewer than 20 persons.

Notes

These notes give the main information needed for interpreting the figures in the industry Business Monitors: more detailed information about the census is given in a separate Business Monitor - PA 1001 (Introductory Notes) of the Report on the Census of Production, 1977.

GENERAL INFORMATION

Changes made for 1977

The Census for 1977 is in line with similar inquiries being 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, manpower and labour costs.

Specific changes are explained in the introductions to the industry reports or by footnotes 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 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 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 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 altogether.

vmbols used

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

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

Rounding of figures

Figures in the tables have, where necessary, been rounded to the nearest final digit. Where figures have been so rounded, the sum of the constituent items may not always agree exactly with the total shown.

Industrial classification

The United Kingdom Standard Industrial Classification (SIC) was first issued in 1948 and was subsequently revised in 1958 and 1968. It exists to promote uniformity and comparability in the official statistics of the United Kingdom. The general principles followed are those of the

International Standard Industrial Classification of all Economic Activities of the United Nations Statistical Office but the United Kingdom SIC reflects the organisation and structure of industry and trade as it exists in the United Kingdom. The SIC is a classification by activity and is not 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 inquiries 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 register making returns to the quarterly inquiries, the industrial classification is derived from an analysis of their sales of commodities and is reviewed annually. Employment data are entered on the register from returns to the annual census of production. In cases where an establishment/undertaking does not make a return to these 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 Companies 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 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 obtained from the Department of Employment, HM Customs and Excise and BSO inquiries has led to improvements on the register, which in turn enabled the BSO to produce better estimates, particularly of numbers of smaller establishments/undertakings.

Coverage

A return was required in the 1977 Census from each establishment/undertaking with 20 or more 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.

Regions

The regions defined in Table 5 take account of the boundary changes arising out of the Local Government Act 1972 and the Local Government Act (Scotland) 1973. These changes came into effect in April 1974 in England and Wales and May 1975 in Scotland.

TERMS USED IN THE CENSUS REPORT

Average number employed

Undertakings were required to state the number of persons on the payroll on average during the year of return, whether full-time or part-time employees. Separate figures were required for:

- (a) administrative, technical and clerical employees
- (b) all other employees (operatives)

 Averages could be calculated from the figures 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

Administrative, technical and clerical employees include directors in receipt of a definite wage, salary or commission, managers and works foremen;

research and design employees (other than operatives); draughtsmen, editorial staff, advertising staff, travellers and all office employees.

Operatives include all other classes of employees, that is, broadly speaking, all manual wage earners. They include operatives employed in power stations, transport (including roundsmen), warehouses,

They include operatives employed in power stations, transport (including roundsmen), warehouses, stores, shops and canteens, inspectors, maintenance 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. Undertakings were asked not to deduct from the value of capital expenditure amounts received or expected to be received in grants or allowances from the Government or any statutory body or local 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 on the extension 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 include 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 or premium payable
for leaseholds acquired (excluding the value of
assets acquired in taking over an existing
business), and the amounts receivable for freeholds
or leaseholds disposed of. The value is that
charged to capital account during the year of

(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 the year. The value of plant and machinery acquired includes plant, etc which firms produced for their own use in connection with the business covered by the return. The value of plant, etc acquired is the expenditure charged to capital account during the year of return less any discounts received, but including the cost of transport and installation. Deductible value added tax is excluded but non-deductible value added tax on motor cars acquired is included. 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.

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 buildings, hire of plant, machinery and vehicles (excluding vehicles hired with drivers), 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 outpu

In the calculation of gross output the value of total sales and work done is increased by the rise (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 cost of purchases (reduced by the rise, or increased by the fall, during the year of stocks of materials etc) and the cost of industrial services received, and where applicable, duties etc.

Net output per head

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

Gross value added at factor cost

Gross value added at factor cost is calculated by deducting from net output the cost of non-industrial services eg rent of buildings, hire of plant, machinery and vehicles (excluding vehicles hired with drivers), commercial insurance premiums, bank charges and amounts paid for professional services, post office services, transport (within the United Kingdom) and advertising, rates (excluding water rates) and the cost of licensing motor vehicles. This estimate of gross value added approaches more closely than census net output to the definition of net output or value added in national accounts statistics.

Gross value added at factor cost per head
The figures of gross value added at factor cost per
head are derived by dividing the gross value added
by the average number of persons employed (full and
part-time) on all activities covered by the
returns, including operatives, administrative,
technical and clerical employees.

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; of packaging materials of all types; of stationery and printed matter; of fuel, electricity and water; of materials to be used by the undertaking or given out to other establishments/undertakings for the production of machinery or other capital items for the undertaking's own use; of materials for use by the undertaking when working on goods supplied by customers; and of food, etc for any canteen covered by the undertaking's return. Transfers of goods to the undertaking from another department of the same firm not covered by the 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 own transport department for delivery of materials are excluded, as are all purchases of machinery and plant charged to capital account. Purchases of goods for merchanting or factoring have been collected separately since 1973. The They include, in values shown exclude VAT. addition to the 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 Materials purchased duty-paid are included at 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 accounts. Imported goods are included at their full delivered cost. If in the

firm's accounts the transport from docks or airport is not included in the cost of goods purchased, the cost is entered at cif plus duty (if applicable). Leasing, renting and hire purchase charges are excluded.

Total value of water supplied and work done Sales 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 of goods made for these undertakings by other undertakings from materials given out to them and sales of waste products are included. New building work and machinery or other capital items produced by undertakings for hiring out or leasing are regarded as sales, the value included in the return being that adopted in the undertakings! capital asset accounts. Forward sales and canteen takings are excluded. All sales in the period of the inquiry are included irrespective of when the goods were manufactured. Goods produced in one undertaking and transferred either to ancillary departments not engaged in production for which there are separate accounts, or to another undertaking of the same firm not covered by the return, are treated as sales by the producing undertaking 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 are kept are valued on the same basis. The value shown for sales is the "net selling value" defined as the amount (excluding VAT) charged to customers whether on an ex-works or delivered basis, after any trade discounts and agents' commissions have been deducted. The cost of packing materials less allowance for returnable 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, exploration work, and research and development. Industrial services rendered include repairs and maintenance, installation work, and technical research and studies for other organisations.

Capital goods produced for undertakings! own use
This includes all work of a capital nature carried
out during the year by the undertakings! own staff
for their own use.

Non-industrial services rendered

This includes rents received for commercial and industrial buildings, amounts charged for hiring 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 staff facilities as canteens.

Goods 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 during the year, including any stocks of goods held for merchanting or factoring. Work in progress is defined as materials which have been partially 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 profits. Progress payments made to sub-contractors

are excluded and progress payments received from other organisations are not deducted.

Wages and salaries

These are amounts paid during the year to operatives and to administrative, technical and clerical employees. The values shown include all overtime payments, bonuses, commissions and holiday pay, whether paid regularly or not, and no deduction is made for income tax, insurances, contributory pensions etc. The value of redundancy payments less any amounts reimbursed from Government sources is included. The value of any payments in kind, travelling expenses etc is excluded.

Employers' insurance and welfare contributions This item includes employers' contributions to national insurance (and/or earnings related basic contributions under the Social Security Pensions Act, 1975) and commercial insurance premiums to provide pensions, superannuation or other retirement benefits, sickness benefits, personal accident benefits, disability or death benefits for employees or former employees or their dependants. Contributions to the running costs of canteens, social centres, children's and holiday homes, etc for employees, former employees and their dependants are also included.

Operating 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 the denomin-These estimates cover all undertakings classified to the industry, including exempted undertakings and non-respondents. industry, it is possible to compare ratios for an individual firm with the ratios shown for the relevant industry. However, it is important to bear in mind that various factors may affect the results - for example, differences in definitions, treatment of depreciation (which is not identified in the census data) and varying practice with regard to stock valuation, may affect comparability in some respects.

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