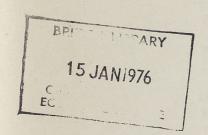
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1972



Business Monitor

A publication of the Government Statistical Service

Report on the Census of Production

Bread and flour confectionery



Department of Industry

Business Statistics Office

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.

Government Statistical Service

A service of statistical information and advice is provided to the Government by specialist staffs employed in the statistics divisions of individual Departments. Statistics are made generally available through their publications and further information and advice on them can be obtained from the Departments concerned.

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PA212

Business Monitor

A publication of the Government Statistical Service

Report on the Census of Production 1972

Bread and flour confectionery

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

Coal mining
Stone and slate quarrying and mining

Chalk, clay, sand and gravel extraction Petroleum and natural gas

Miscellaneous mining and quarrying

Cocoa, chocolate and sugar confectionery

Bread and flour confectionery

PA214 Bacon curing, meat and fish products

PA1001 Introductory notes

Grain milling

PA231 Brewing and malting PA232 Soft drinks

PA271.1 Inorganic chemicals

PA271.3 Miscellaneous chemicals

synthetic rubber

PA279.4 Formulated pesticides, etc.

Industrial engines

PA279.6 Surgical bandages, etc. PA279.7 Photographic chemical materials

> Steel tubes Iron castings, etc.

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PA271.2 Organic chemicals

Paint

PA279.1 Polishes

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PA217
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Lubricating oils and greases

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Pharmaceutical chemicals and preparations

Soap and detergents
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Mineral oil refining

Toilet preparations

Dyestuffs and pigments

PA279.2 Formulated adhesives, gelatine, etc. PA279.3 Explosives and fireworks

Iron and steel (general)

PA229.2 Starch and miscellaneous foods

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manufacturing

Aerospace equipment, manufacturing and repairing

Engineers' small tools and gauges

Bolts, nuts, screws, rivets, etc.

PA411

Spinning and doubling on the cotton and flax systems Weaving of cotton, linen and man-made fibres

PA414

PA415 Jute

Hosiery and other knitted goods

PA419 Carpets

PA421

PA422.1 Household textiles and handkerchiefs

PA422.2 Canvas goods and sacks and other made-up

PA429.1 Asbestos

PA431

PA432 Leather goods

PA444

PA449.1 Corsets and miscellaneous dress industries

PA449.2 Gloves

PA461.1 Refractory goods

PA462 Pottery

Construction and earth-moving equipment Mechanical handling equipment

PA 338 Office machinery

Aluminium and aluminium alloys

Metal-working machine tools

Pumps, valves and compressors

Textile machinery and accessories

Copper, brass and other copper alloys Miscellaneous base metals

Agricultural machinery (except tractors)

PA339.1 Mining machinery PA339.2 Printing, bookbinding and paper goods machinery

PA339.3 Refrigerating machinery, space heating,

ventilating and air-conditioning equipment

PA339.7 Food and drink processing machinery and packaging and bottling machinery PA339.9 Miscellaneous (non-electrical) machinery

Scales and weighing machinery and portable

power tools Industrial (including process) plant and steelwork

Process plant engineering contractors Ordnance and small arms

PA349.1

Ball and roller bearings

PA349.2 Precision chains and other mechanical engineering Photographic and document copying equipment

Watches and clocks PA 353 Surgical instruments and appliances

Scientific and industrial instruments and systems

Electrical machinery

Insulated wires and cables PA 363 Telegraph and telephone apparatus and equipment

Radio and electronic components

Gramophone records and tape recordings

Broadcast receiving and sound reproducing

equipment

Electronic computers

Radio, radar and electronic capital goods

Electrical appliances primarily for domestic use Electrical equipment for motor vehicles, cycles

Primary and secondary batteries

Electric lamps, electric light fittings, wiring

accessories, etc.

Shipbuilding and marine engineering

Motor vehicle manfacturing
Trailers, caravans and freight containers PA382 Motor cycle, tricycle and pedal cycle

Locomotives, railway track equipment, railway carriages, wagons and trams

Hand tools and implements

Cutlery, spoons, forks and plated tableware, etc.

Wire and wire manufactures PA 395 Cans and metal boxes

Jewellery and precious metals

PA399.1 Metal furniture

PA399.5 Drop forgings, etc. PA399.6 Metal hollow-ware PA399.8 Miscellaneous metal manufacture

Production of man-made fibres

Woollen and worsted

Rope, twine and net

Warp knitting Lace

Narrow fabrics

Textile finishing

PA429.2 Miscellaneous textiles Leather (tanning and dressing) and fellmongery

PA441 Weatherproof outerwear

Men's and boys' tailored outerwear Women's and girls' tailored outerwear Overalls and men's shirts, underwear, etc.

PA445 Dresses, lingerie, infants' wear, etc. Hats, caps and millinery

PA450 Footwear

PA461.2 Building bricks and non-refractory goods

Glass PA463 PA464 Cement PA469.1 Abrasives

PA469.2 Miscellaneous building materials and mineral

PA471 Timber Furniture and upholstery PA473 Bedding, etc.

Shop and office fittings Wooden containers and baskets PA474

Miscellaneous wood and cork manufactures PA481 Paper and board

PA482.1 Cardboard boxes, cartons and fibre-board packing cases PA482.2 Packaging products of paper and associated

materials

Manufactured stationery

PA484.1 Wallcovering PA484.2 Miscellaneous manufactures of paper and board Printing and publishing of newspapers and

periodicals PA489 General printing, publishing, etc.

PA491 Rubber PA492 Linoleum, plastics floor-covering, leathercloth, etc.

PA493 Brushes and broom PA494.1 Toys, games and children's carriages

PA494.3 Sports equipment PA495 Miscellaneous stationers' goods PA496

Plastics products Musical instruments PA499.2 Miscellaneous manufacturing industries

Gas Electricity PA601 PA602

Water supply PA1002 Summary tables PA212 BREAD AND FLOUR CONFECTIONERY

The information in this report relates to establishments classified to the Bread and flour confectionery industry, minimum list heading 212 in the Standard Industrial Classification (revised 1968). The activities of the industry include: -

Making bread, cakes, pastries, pies (other than meat pies), puddings (other than meat or canned puddings), etc. Production at small bakehouses (i.e. bakehouses with fewer than 25 employees) attached to bakers'

> 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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TABLE 2

Input and output, 1970, 1971 and 1972

All United Kingdom establishments classified to the industry (a)

	Unit	1970	1971	1972
Enterprises	Number	696	714	741
Establishments	ш	971	994	1,001
Sales of goods produced and work done	£'000	492,410	504,122	556,391
Services rendered to other organisations (b)	П	1,474	1,023	1,041
Goods merchanted or factored	II .	55,455	64,741	70,246
Canteen takings	11	870	984	1,076
Total sales and work done	П	550,209	570,870	628,754
Increase during the year, work in progress and goods on hand for sale	п	315	21	63
Gross output	11	550,524	570,891	628,818
Cost of purchases	11	278,148	285,259	312,773
Increase during the year, stocks of materials, stores and fuel	11	870	152	1,072
Payments to other organisations for work done on materials given out	п	5	6	131
for transport by road	п	4,108	1,585	4,061
for transport by rail, water, air and Post Office parcel services	11	67	172	213
Total costs	11	281,458	286,870	316,106
Net output	II	269,065	284,021	312,712
otal employment (including working roprietors) (c)	Thousands	142.6	148.4	148.5
Net output per head	£	1,886	1,914	2,105

⁽a) For 1972, estimates for establishments not making satisfactory returns and for establishments employing less than 25 persons, accounted for 16 per cent of the total figures in which they were incorporated: of this unsatisfactory returns accounted for 13 per cent.

Capital expenditure and stocks, 1970, 1971 and 1972

All United Kingdom establishments classified to the industry (a)

£'000

Sal Land Road P. of	1970	1971	197	2
Capital expenditure (b)	3 3 5 10			
New building work	3,563	3,288	4,58	9
Land and existing buildings	1 6 6 0	266 20 100 160 1		
Acquisitions	2,128	823	2,04	4
Disposals	983	1,200	2,42	20
Plant and machinery				
Acquisitions	11,768	11,765	14,08	55
Disposals	594	869	1,18	30
Vehicles				
Acquisitions	5,211	6,471	7,6	46
Disposals	1,012	1,451	1,832	
Total net capital expenditure (c)	20,080	18,828	22,902	
Increase in stocks and work in progress, 1970, 1971 and 1972 and value of stocks and work in progress at end of 1972	Increase	Increase	Increase	Value at en
Materials, stores and fuel	870	152	1,072	14,528
	- 134	_	-	-
Work in progress Goods on hand for sale	449	21	63	3,428
Total	1,185	173	1,135	17,957

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

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

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

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

⁽c) Acquisitions less disposals.

Analysis of establishments by size, 1972

All United Kingdom establishments classified to the industry (a)

	Estab-			Emp1	oyees	Wages and	salaries	Wages and per					Net	Capital	Total
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	Net output	output per head	expen- diture (net) (f)	and work in progress at end of year
1-10	Number 350	Number 315	Number 2,100	Number	Number	£,000	£,000	£	£	£'000	£,000	£'000	£	£'000	£'000
11-24	166	163	3,250							3 3					
25-49	78	75	2,836	≻ 13,289	1,294	13,485	1,898	1,015	1,467	65,123	65,256	31,444	2,052	2,247	2,245
50-99	96	86	7,136												
100-199	102	69	14,456	12,778	1,627	14,120	2,219	1,105	1,364	59,536	59,610	28,965	2,004	2,171	1,797
200-299	47	26	12,379	10,854	1,508	13,769	2,106	1,269	1,397	57,900	57,922	29,217	2,360	2,274	1,560
300-399	49	18	17,759	15,322	2,432	19,645	3,514	1,282	1,445	83,860	83,811	39,401	2,219	2,709	2,136
400-499	27	8	11,596	10,033	1,560	13,208	2,025	1,316	1,298	54,842	54,846	27,553	2,376	1,670	1,225
500-749	47	10	26,838	23,636	3,201	27,776	4,217	1,175	1,317	110,615	110,718	56,794	2,116	4,702	2,997
750-999	18	8	16,300	14,362	1,932	15,830	2,776	1,102	1,437	67,972	67,682	32,399	1,988	2,762	2,426
1,000-1,499	11	5	14,371	12,881	1,490	13,798	2,075	1,071	1,393	54,047	54,074	26,025	1,811	2,666	1,468
1,500 and over	10	4	19,501	17,931	1,570	16,858	2.110	940	1,344	74,859	74,899	40,914	2,098	1,702	2,102
Total	1,001	741	148,522	131,086	16,614	148,489	22,941	1,133	1,381	628,754	628,818	312,712	2,105	22,902	17,957

- (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 employ		Net capital expenditure (b) Net output and employment in the region of establishments with more than 80 per cent their employment in the region (c)					
		=			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	
0 7 5 3 1 5 2 1 5 1 5 1 5 1 5 1 5 1 5 1 5 1 5 1	Thousands	per cent of United Kingdom	£,000	per cent of United Kingdom	£,000	20000	Today tend	
Standard regions of England								
North	10.8	7.3	1,698	7.4	18,071	85.0	5.8	
Yorkshire and Humberside	11.4	7.7	1,187	5.2	18,906	76.3	6.0	
East Midlands	6.6	4.4	1,229	5.4	12,671	92.6	4.1	
East Anglia	4.1	2.8	617	2.7	9,021	90.2	2.9	
South East	34.7	23.4	5,122	22.4	60,595	75.5	19.4	
South West	9.3	6.3	2,179	9.5	13,197	66.7	4.2	
West Midlands	16.1	10.8	3,101	13.5	25,528	81.2	8.2	
North West	25.3	17.1	3,701	16.2	34,017	72.7	10.9	
Engl and	118.4	79.7	18,834	82.2	192,006	77.4	61.4	
Wales	6.2	4.2	835	3.6	8,655	71.3	2.8	
Scotland	17.6	11.9	2,526	11.0	27,931	87.6	8.9	
Great Britain	142.2	95.7	22,195	96.9	228,593	78.4	73.1	
Northern Ireland	6.4	4.3	708	3.1	11,839	99.4	3.8	
Unallocated (d)	-	-	-	-	72,280	-	23.1	
United Kingdom	148.5	100.0	22,902	100.0	312,712		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.

TABLE 7

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

Accou	nting year ended	Percentage of total returns received	Percentage of total number employed
		per cent	per cent
1972 April	(a)	1.0	0.7
May		1.3	0.5
June	A CANADA TAM	1.1	0.5
July		1.3	0.3
August		1.8	1.4
Septeml		28.5	31.4
Octobe		1.8	0.6
Novembe		0.5	0.2
Decembe		19.6	12.6
973 January	V	6.5	5.4
Februar		11.5	11.9
March(h		25.1	34.5
		100.0	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)

Sex	Full time	Part time	All employees
	per cent	per cent	per cent
	There exists in the same	Saide Strait SASS	andgnië ber
Male	61	3	64
Female	21	15	36
	m gravel me has been top at	sounds and contribution of	Desiriday tous
	Classiche de montres une s elfinitie en bo boud con se pran de tentus les bont ma	g conserved addresses are checked and order which will be compared to the control of the control	ed cisaldalarrates
	Heur a semblar librae eal.	employees and the address and	a sandistante en l'accidente de l'ac
	82	18	100

Source: Department of Employment

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

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

THE RESERVE OF THE PARTY OF THE	1972	
BREAD:		
WHITE	TONS	2,019,589
Treatment and the treatment of the state of	£ THOUS	251,669
OTHER	TONS	227,835
	£ THOUS	31,400
Con Street Crise & Productive Sections Productive Control of the C		
FLOUR CONFECTIONERY:		
QUICK FROZEN	£ THOUS	7,150
OTHER	£ THOUS	181,203
OTHER BAKERY PRODUCTS	£ THOUS	34,156
SALES OF OTHER GOODS NOT SPECIFIED ABOVE (ALSO EXCLUDES BISCUITS FOR HUMAN CONSUMPTION, CEREAL FILLER, MEAT PRODUCTS, SELF RAISING FLOUR AND ICE CREAM)	£ THOUS	3,351
WASTE PRODUCTS, RESIDUES ETC.	£ THOUS	1,701
WORK DONE		
TOTAL SALES OF PRINCIPAL PRODUCTS OF THE BREAD AND FLOUR CONFECTIONERY INDUSTRY (MLH 212) AND WORK DONE	£ THOUS	510,630

Source: Business Monitor (PQ212) - 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.

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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 for 1972).

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 Rusiness 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.

Coverage

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.

Establishment

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 machninery 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.

Sales

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 fo.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 basic

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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