## PA104

## 1976

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## Business Statistics Office

## Business Monitor

## Report on the <br> Census of Production

## Petroleum and natural gas

## Business Monitor

Special Note for Purchasers
Commencing with the 1971 Census, the Census of Production reports are being numbered in a uniform 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 O (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
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## Report on the Census of Production 1976

Petroleum and natural gas

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

## List of Industry Reports, etc.

| PA1001 | Introductory notes | PA369.1 | Electrical equipment for motor vehicles, cycles |
| :---: | :---: | :---: | :---: |
| PA101 | Coal mining |  |  |
| PA102 | Stone and slate quarrying and mining | PA369. 4 | Electric lamps, electric light fittings, wiring |
| PA103 | Chalk, clay, sand and gravel extraction |  | accessories, etc. |
| ${ }_{\text {PA104 }}$ | Petroleum and natural gas ${ }^{\text {Miscellaneous mining and quarrying }}$ | PA370 | Shipbuilding |
| PA211 | Grain milling | PA380 | Wheeled tractor manufacturing |
| PA212 | Bread and flour confectio | PA381 | Motor venicle manuracturing |
| PA213 | Biscuits | PA3882 | Motor cycle, tricycle and pedal cycle |
| PA214 | Bacon curing, meat and fish products | ${ }_{\text {PA383 }}$ | Aerospace equipment manufacturing and repairing |
| PA215 PA216 | Mikar and mik products | PA384 | Locomotives, railway track equipment, railway carriages, |
| PA217 | Cocoa, chocolate and sugar confectionery |  |  |
| PA218 | Fruit and vegetable produ | PA390 | Engineers' smal tools and gauges |
| PA219 | Animal and poultry foods |  | Hand tools and iomeme |
| PA221 | Vegetable and animal oils and fats | PA392 | Cutiery, spoons, fork |
| PA229. 1 | Margarine | PA3934 | Wire and wire manufactures |
| PA229.2 | Starch and miscellaneous foods | PA395 | Cans and metal boxes |
| PA231 | Brewing and malting | PA396 | Jewellery and precious metals |
| PA232 | Soft drinks Soirit distilling and compounding |  | Metal furniture |
| PA239.1 | Spirit distilling and compounding | PA399.5 | Droo forging |
| PA239.2 | British wines, cider and perry | PA399.6 | Me |
| PA240 | Tobacco | PA399, 8 | Miscellaneous |
| PA261 | ovens and manufacture | PAB411 | Production of |
| PA262 | Mineral oil refining a areas | PA412 | Spinning and doubling on the cotton and flax syste |
| PA2711 | Lubricating oils and greases | PA413 | Weaving of cotton, linen and man-made fibres |
| PA271.2 | Organic chemicals | PA414 | Woollen and worsted |
| PA271.3 | Miscellaneous chemicals | PA415 | Jute |
| PA272 | Pharmaceutical chemicals and preparations | PA417 | Rope, twine |
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|  |  | PA417. 2 | Warp knitting |
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| PA277 | Dyestuft's and pigments | PA422. 1 | Household textiles and handkerchiefs |
| PA278 | Fertilizers | PA422. 2 | Canvas goods and sacks and other made:up textiles |
| PA279:1 | Polishes |  | Textile |
| PA279.2 | Formulated adhesives, gelatine, etc. | PA429.1 | Asbestos |
| PA279.3 | Explosives and fireworks | PA429.2 | Miscelianeous textile industrie |
| PA279.4 | mulated pesticides, etc | PA431 | Leather (tanning and dressing) and fellmo |
| PA279.5 | Printing ink | PA432 | Leather goods |
| PA279.6 | Surgical bandages, etc. | PA441 | Weatherproof outerwear |
| PA311 | Iron and steel (general) | PA442 | Men's and boys' tailored outerwear |
| PA312 | Steel tubes | PA443 | Women's and giris tailored outerwea |
| PA313 | Iron castings, etc | PA444 | Overalis and men's shirts, underwear, |
| PA321 | Aluminium and aluminium alloys | PA445 | Dresses, lingerie, intants' wear, etc. |
| PA322 | Copper, brass and other copper alloys | PA446 | Hats, caps and millinery |
| PA323 | Miscellaneous base metals | PA449.1 | Corsets |
| PA331 | Agricultural machinery (except tractors) | PA449. 2 |  |
| PA332 | Metal-working machine tools | PA450 | Footwear |
| PA333.1 | Pumps | PA461.1 | Refractory goods |
| PA333.2 | Valves | PA461. 2 | Building bricks and non-refractory goods |
| PA333.3 | Compressors and fluid power equipment | PA462 | Pottery |
| PA334 | Industrial engines |  | Glass |
| PA335 | Textile machinery and accessories | PA464 ${ }_{\text {PA469, }}$ | Cement |
| PA336 | Construction and earth-moving equipment | PA469. 2 | Miscellaneous building materials and mineral products |
| PA338 | Mectice mach inery | PA471 | Timber |
| РА 339.1 | Mining machinery | PA472 | Furniture and upholstery |
| PA339.2 | Printing, bookbinding and paper goods machinery | PA473 | Bedding, etc. |
| РАЗ39.3 | Refrigerating machinery, space-h | PA475 | Wooden containers and baskets |
| PA339.5 |  |  | Miscellaneous wood and cork ma |
|  | power tools | PA481 | Paper and board |
| PA339.7 | Food and drink processing machinery and | PA482.1 | Cardboard boxes, cartons and fibre-board packing cases |
|  | 促 |  |  |
| PA341 | Miscelianeous (non-electricas) machinery / Industrial (including process) plant and steelwork | PA484.1 | Wallcoverings |
| PA342 | Ordnane and small arms plan and stw | PA484.2 | Miscellaneous manufactures of paper and boar |
| PA349. 1 | Ball, roller, plain and other bearings | PA485 | Printing, publishing of newspapers and periodicals |
| PA349.2 | Precision chains and other mechanical engineering | PA489 | General printing and pubblishing |
| PA351 | Photographic and document copying equipment | PA491 | Rubber Plastics floor-covering, leathercloth, etc. |
| PA352 | Watches and clocks | PA492 | Linoleum, plastics floor-covering, leatherclo |
| PA353 | Surgical instruments and appliances | PA493 | Brushes and brooms |
| PA354 | Scientific and industrial instruments and systems | PA494.1 | Toys, games and children's carriages |
| PA361 | Ele | PA494.3 | Sports equipment |
| PA362 | Insulated | PA495 | Miscellaneous stationers' goods |
| PA363 | Telegraph and telephone apparatus and | PA496 | Plastics products |
|  | equipment | PA499. 1 | Mus |
| PA364 | Radio and electronic components |  | Construction |
| PA365. 2 | Gramophone records and tape recordings | PA601 |  |
|  |  |  | Electricity |
|  | Electronic computers | PA603 | Water supply |
| ${ }_{\text {PA }}^{\text {PA367 }}$ | Radio, radar and electronic capital goods Electrical appliances primarily for domestic us |  |  |

The information in this report relates to the Petroleum and natural gas industry, minimum list heading 104 in the Standard Industrial Classification (revised 1968). The activities of the industry include:-

Exploration for and extraction of petroleum on land and offshore; 'petroleum' in this context includes mineral oil, natural gas and natural gas condensates. The heading includes the activities of holders of petroleum exploration and production licences, Also included are the activities of licencees' contractors and agents providing services unique to this industry and not allocable to any other heading in the
classification, e.g. well drilling, seismic surveying specifically for petrole services, e.g. manufacturing, repairing, catering, transport, procurement or hiring should be included in the appropriate headings elsewher in the classification.)

Wining and retorting of oil shale are included under this heading: Aso incuded is the operation of land terminas for stabilisation, separ ation and storage, and of offshore or land pipelines between well-head and terminal. Other land pipelines are classified to heading 262 if
feeding a refinery, heading 601 if part of the distribution of gas or heading 811 if part of the distribution of fuel.

This report relates to Great Britain and the United Kingdom
of Energy and Employment and the Central Statistical Office.
In interpreting the data in the tables it is esseriar
in mind the notes and definitions which commence on page (iii).

## LIST OF CONTENTS

Percentage analysis of employees, by full and part-time employment and sex, 1976

TABLE 1
Output and costs 1973-1976

|  | Unit | 1973 | 1974 | 1975 | 1976 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales of petroleum and goods produced | £'000 | . | . |  | 903,110 |
| Exploration and other work done, and services rendered (a) | " | . |  | ... | 98,943 |
| Goods merchanted or factored | " | . | . | . | 669 |
| Total sales and work done | " | . | . | * | 1,002,722 |
| Increase during year, work in progress and goods on hand for sale | " | . |  | 7,066 | 14,400 |
| Gross output | " | 153,459 | 199,457 | 296,951 | 1,017,122 |
| Purchases of materials, goods and services for exploration and operating activities (b) | " | 29,149 | 182,744 | 300,605 | 447,902 |
| Royalties etc.: due or payable | " | 11,753 | 18,925 | 23,539 | 75,000 |
| Gross value added | " | 112,557 | -2,212 | -27,193 | 494,220 |
| Total employment (c) | Thousands | 2.2 | 4.6 | 5.4 | 7.2 |
| Wages and solaries (d) | $£^{\prime} 000$ | 6,428 | 14,000 | 21,000 | 38,588 |

(a) Excludes receipts for exploration work undertaken outside United Kingdom mainland and Continental Shelf.
(b) Prior to 1974 costs associated with exploration were not included.
(c) Average number employed (full and part-time; see table 3).
(d) The cost of employers' contributions to national insurance, graduated pensions, other pensions, and welfare schemes and the running costs of canteens, is estimated for the industry at $£ 5,000$ thousand

TABLE 2
Capital expenditure 1973-1976 (a) (b)

(a) The figures in this table differ from those published elsewhere for Gross Domestic Fixed Capital Formation of the industry. Imported items are included in capital formation when they arrive in this country. In most cases this happens during the same period as payment is made. However, far items with a lengthy construction period, e.g. offshore platforms, expenditure may be spread over several years, causing the two series to diverge.
(b) Capital expenditure in respect of manufacturing establishments where production had not commenced before the end of the year, is included.

Including offshore production platforms, production and appraisal wells, tanker offshore loading systems, pipelines and terminals. The cost of installing these items is also included.
(d) Including platforms modules and equipment and their installation

TABLE 3
Percentage analysis of employees by full and part-time employment and sex, 1976(a)
$\xrightarrow{\text { Sex }}$

Male
$\frac{\text { Full-time }}{\text { per cent }}$
Part-time
per cent
$\frac{\text { All employees }}{\text { per cent }}$

85
Female
15

Source: Department of Employment
The percentages relate to the numbers employed (excluding working proprietors) in Great Britain at end June, 1976.

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Notes
These notes give the main information needed for interpreting the figures in the industry Business
Monitors: more detalled information about the census is given in a separate Business Monitor -

GENERAL INFORMATION
Changes made for 1976 is in line with similar
The Census for 1976 is inquirles 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 1975. These include industry reports compar
separate headings for:
Sales of goods produced
Receipts for work done and industrial services
rendered
Amounts paid for hire of plant and machinery rendered
Amounts paid for hire of plant and machinery Amounts paid for
coimercial buildings
Specific changes are explained in the introductions 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 complling any such report, summary or communication the competent authoryty shall so
arrange it as to purevent any particulars 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, 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 to him or to an undertaking carried on
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 case 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, elther by combining it with
other figures, or as in the regional tables, by other figures, or as in the
omitting the figure altogether.

Symbols used
The following symbols are used throughout the PA series of Business Monitors:
not available

* nll or less than half the final digit shown
digures cannot be shown owing to tive risk of
prises
revised
Rounding of figures
Figures in the tables have, where necessary, been rave been the nearest final digit, Where flgures have been so rounded, the sum of the constituent
items may not always agree exactly with the total shown.
ndustrial classification
The United Kingdom Standard Industrial Classifica ion (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 general principles followed are those of the of all Economic Activities of the United Nations Statistical office but the United Kingdom Sic eflects the organisation and structure of
industry and trade as it exists in the United Kingdom. The SIC is a classitication by activity and is not a cormodity classification. However, an index of all commodity headings for which
sales data are provided in the Quarterly Business sales data are provided in the Quarterly Business
Monitors, is published in Business Monitor PQ1000. Statistical units
The statistical unit for the purpose of the Census is the establishment which is defined in the sic
as the smallest unit which can provide the as the smallest unit which can provide the
information normally required for an economic information normally required for an economic
census, for example, employment, expenses, turnover, capital formation Usually the prinn.ipa
activities carried on in an establishment fal activities carried on in an establishment alal
within a single heading of the classification within a single heading of the classification (e.g. steel making or sugar refining. Typically
the establ ishment embraces all the activities
carried on at a single address e.g. a farm, a mine carried on at a single address e.g. a farm, a min or a factory, including those which are anclliary
to the principal activities. Frequently distinct activities characteristic of different industries are carried on at one address, but normally these are not classifled separately and the whol
establishment is classified according to the mall activity. If, however, the required range of data can be provided for each activity, each is taken to constitute a separate establishment. Sometimes
activities which are conducted as a single business are carried on at a number of addresses Where this is so, businesses are asked to provide the full range of separate information in respect of each address, whether or not the activities ar
different. Their activities may, however, b integrated to such an extent that they constitute a single eetablishment. In the later case the
astablishment is defined to cover the combine establishment is defined to cover the combine
activities at these addresses (termed loca units). Separate figures are obtained of employment and net capital expenditure unit in order to compile regional tables.
Efforts are made by the Business Statistics office to ensure, by negotiating with respondents, tha the return from an establishment does not cove ocal units or addresses in more
Further information about the statistical uni appeared in an article "The statistical unit it 1971.

Establishments are asked to exclude from thel returns particulars relating to any department not
engaged in production e.g. merchant ing, transport engaged in production e.g. merchanting, transport,
warehousing, for which they keep a separate set of warehousing, for which they keep a separate set
accounts. Transfers of goods produced to suct departments are treated as sales and respondent are asked to value them as far as possible as sold to an independent purchaser. Where separate
accounts are not kept they are asked to include details of all these activities in their return
Particulars relating to head offices mainl Particulars relating to head offices mainl
engaged in the administration of the productio engaged in the administration of the production
units within the scope of the census were units within the scope of the census wer
included. Where more than one return was made the information in respect of the head office was apportioned among them. for certain purposes in the annual censuses of
production (especially the enterprise analyses of
Business Monitor PA1002) related establishments
may be defined as purposes an enterprise a single establishment or two or tablishments under common ownership or or montrol ringing is alsor establishments into enterpris roups is atso necessary for the purpose of ctivities of any one enterprise group. Informa-
ion about the relationship of establishments, the hanging structure of groups of companies and about common ownership links is obtained from many
ources, Including the Stock Exchange Year Book ompany reports, press reports and information

## HE REGISTER

he register permits a questionnaire to be sent ect to the reporting establishment on which the er can include information relating to all the nefacturing (or local) units which it comprises.
inguires provide a major source of informatio her keeping the register continuously up-to-date
or
nd act as a check on tis detail and strutar ort as a check on its detail and structure or the establishments on the register making
eturns to the quarterly inquiries, the industrial lassification is derived from an analysis of thei ales of commodities and is reviewed annually.
mployment data are entered on the register fro Imployment data are entered on the register from
eturns to the annual census of production. In cases where an establishment does not make a retur othese inquiries the employment data are based on
hnormation provided by the Department of Employ information provided by the Department of Emp loy-
ent from the annual censuses of employment. stablishments with 20 or more employees are
included in the censuses each year and the informncluded in the censuses each year and the inform-
tion they supply to the census is supplemented by povide to the quarterly inquiries. Information bout establishments with fewer than 20 employees
n most industries is less securely based, but n most industries is less securely based, but
hrceasing use has been made of data on these malI establishments suppliied by the Department of
mployment. One benefit of using this information is an improvement in the estimates of the number of smalier establishments and enterprises, but ther
is little effect on other aggregates (e.g. employment, outp
return was
stabl Ishment
tabl Ishment with 20 in the 1976 Census from each trablishment is classif ied to an loyees. Industry, as in in med the SIC, whose principal product
major of the estabilishment's sales.
RMS USED IN THE CENSUS REPORT
tablis number emp loyed
of persons on the payroll on to state the number persons on the payroll on average during the Separate figures were required for:
administrative, technical and clerical
emp loyees
all other

## employees (operatives)

Averages could be calculated from the figures
relating to the last week of each calendar month. figures include persons engaged on merchanting factoring and canteen workers where particulars
respect of these activities could not be respect of these activities could not be
ticluded from the return.

## ployess

Strative, technical and clerical employees
directors in recelpt of a definite wage or commission, managers, superintendents
or orks formism; research and des ign emp loyees
than operatives); draughtsmen, editorial
staff, advertising staff, travellers and al
opratives Include all other classes of employees,
that is, broadly speaking that is, broadly speaking, all manual wage
earners. They include operatives employed in power stations, transport (including roundsmen), warehouses, stores, shops and canteens,
Inspectors, maintenance workers and cleaners. inspectors, maintenance workers and cleaners.
Operatives engaged in outside work of erecting. operatives engaged in outside
fitting etc. are also included.
Capital expenditure
Capital expenditure during the year in respect of manufacturing units where production had not Establishments were asked not to deduct from the expected to be received in amounts received or rom the Government or any statutory body or local uthority. Establishments with 100 or more employees were asked to include a total net
capital expenditure figure for each calendar year.
(a) New building work
his represents the cost incurred during the year be used in connection with constructional work to he return. The value is that charged to capital expenditure on new buildings and on the extensio or reconstruction of old bulldings, the value of works of a capital nature carried out by the
establ ishment's own staff and the cost of any newly constructed buildings purchased. Figure shown include legal charges, stamp duties, agents' (b) Lial and
(b) Land and existing buildings
he items shown are the capital cost of freeholds purchased and the capital cost or premium payable assets acquired in taking over an existin business), and the amounts recelvable for freeholds or leaseholds disposed of. The value is
that charged to capital account during the year of that cha
return.
(c) Plant, machinery and vehicles etc.

The items shown are the value of plant and second-hand, and the amount received for items
isposed of during the year. The val 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 eturn less any discounts received, but including eturn less any discounts received, but including
he 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 depreciaion, amortization or obsolescence. The proceed 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 establishnent, payments for repairs and maintenance mayments for repairs and maintenance
(including those in respect of rented bulidings)
(int and amounts paid to o
which have been sublet.

Cost of non-industrial services
This includes rent of Industrial and cormercia
buildings, hire of plant and machinery, commercia uildings, hire of plant and machinery, commercial
insurance premiums, bank charges and amounts insurance premiums, bank charges and amounts paid
or professional services, post office services, transport, advertising etc. Amounts payable on
royalties for the right to use patents, trademarks, royalties for the right to use patents, trademarks,
copyrights etc., manufacturing, mining and quarry-
ing rights and technical nknow-how" are also ing rlights and technical "know-how" are also
included.

Gross output
In the calculation of gross output the value of
total sales and work done is increased by the rise total sales and work done Is increased by the in ise (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 calcu-
lated by deducting from gross output the cost of purchases (reduced by the rise, or increased by of the fall, during the year of stocks of materials etc.) where applicable, duties etc.
Net output per head
Net output per head
The figures of net output per head are derived by Thividing the net output by the average number of
dersons employed (full and part-time) on all persons employed (full and part-time) on al
activities covered by the returnse, including operatives, administrative, technical and clerical operatives,
emp loyees. Gross value added at factor cost
Gross value added at factor cost is calculated by Gross value added at factor cost is calculated by
deducting from net output the cost of non-
industrial services ces. rent of buildings, hire Industrial services (e.g. rent of buildings, hire
of plant and machinery, commercial insurance of plant and machinery, commercial insurance premiums, bank charges and amounts services services,
professional services transport and advertising), rates (excluding water
rates) and the cost of ilcensing motor vehicles. rates) and the cost of licensing motor venicles. closely than census net output to the definition
of net output or value added in national accounts of net output
statistics.

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

Purchases
Purchases include the cost of raw materials, components, semi-manufactured goods and workshop
materials; of replacement parts and consumable materials; of replacement parts and consumable materials of all types; of stationery and printed
matter: of fuel, electricity and water; of materials to be used by the establishment or given mater to other establishments for the production of
out tor
machinery or other cap machinery or other capital items for the estab-
ilshment's own use; of materials for use by the lishment's own use; of materials for use by the
establishment when working on goods supplied by customers; and of food, etc. for any canteen covered by the establishment's return. Transfers
of goods to the establ ishment from another departof goods to the establishment from another depart-
ment of the same firm not covered by the establishment's return are included at ay tost 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 plant charged to capital account. Purchases of
goods for merchanting or factoring have been goods for merchanting or factoring have been exclude VAT. They include, in addition to the actual purchase price, the value of packaging
material charged to the establishment. The value of returned goods or packaging material returned to suppliers and any trade discounts are excluded.

Materials purchased duty-pald are included their duty-paid value, less any drawback, rebate it is included with the purchase price in the firm's accounts. Imported goods are included their full delivered cost. If in the firm accounts the transport trom docks or airport
not included in the cost of goods purchased not included in the cost of goods purchased, th able). Leasing, renting and hire purchase charge are excluded.

Sales of goods produced etc.
Sales for the purposes of the annual censuse means deliveries on sale of mierals raised ang or goods made by establ ishments in Great Brital
and the United Kingdom Continental shelt covere by the return. Sales of goods made for thes establishments by other establishments fr
materials given out to them and sales of wast materials given out to them and sales of wast
products are included. New building work and machinery or other capital items produced establishments for hiring out or leasing ar regarded as sales, the value included in then
return being that adopted in the establishment capital asset accounts. Forward sales and cantee
takings are excluded. All sales in the period takings are excluded. All sales in the period the inquiry are included irrespective of when
goods were manufactured. Goods produced in on establ ishment and transferred either to ancillar departments not engaged in production for whic there are separate accounts, or to another esta
lishment of the same firm not covered by t return, are treated as sales by the producin
establishment and valued as far as possible as establ ishment and valued as far as possible as
they had been sold to an independent purchas they had been sold to an independent purchaser
Goods transferred to wholesale or retail selli organisations, for which separate
kept are valued on the same basis
kept are valued on the same basis.
The value shown for sales is the "net selli The value shown for sales is the "net selling
value" defined as the amount (excluding value added tax) charged to customers whether on a ex-works or delivered basis, after any trad discounts and agents' commissions have be
deducted. The cost of packing materials les allowance for returnable cases is included.
Work done and industrial services rendered
Figures for work done represent the amount charg
 customer and include the value of any materla bought and used in such work. Activities with
this heading include repair and jobbing work erection and installation of plant and machinen exploration work, and research and developmen Industrial services rendered include repairs an maintenance, research and studies for other organisations.
Capital goods produced for establishments' own us This includes all work of a capital nature carri out during the year by
staff for their own use.
Non-industrial services rendered
This includes rents received for commercial an industrial buildings, amounts charged for hiring out plant, machinery and other goods and amount
charged to other organisations for the provisia of transport. It also includes amounts recelvel for the right to use patents, trademarks, co rights etc., manufacturing, mining and quarry rights and technical "know-how" and
such staff facilities as canteens.

## Goods merchanted or factored

Merchanted goods are those (excluding cante manufacturing process by the seller.
and work in progress
lues are given of stocks of goods on hand for
le at the end of the year of return and of the during the year, including any stocks of
teld for merchanting or factoring ds held for merchanting or factoring. Work in
gress is defined as materials which have been ogress is defined as materials which have been
tially processed by the establishment but which tially processed by the establishment but which
not usually sold or transferred to another blishment without further processing. The
The include the cost of materials consumed and
us sur and proftits. Progress payments made to sub-
ts and
tractors are excluded and progress payments tractors are excluded and progress payments
cived from other organisations are not deducted. es and salaries
se are amounts paid during the year to opera-
es and to administrative, technical and clerical . The values shown include all overtime ts, bonuses and commissions, whether paid
rly or not, and no deduction is made for arly or not, and no deduction is made for
tax, insurances, contributory pensions etc. tax, insurances, contributory pensions etc.
value of redundancy payments less any amounts mbursed from Government sources is included.
value of any payments in kind travelling value of any payments in kind, travelling
enses etc. is excluded.
erers: incun
loyers' insurance and welfare contributions item includes employers' contributions to
al insurance and graduated pensions (and/or insurance and graduated pensions (and/or
related basic contributions under the lal Security Act, 1973 ) as well as commerclal surance premiums to provide pensions, super-
uation or other retirement benefits, sickness nefits, personal accident benefits, disability doath benefits for employees or former employees
their dependants. Contributions to the runing their dependants. Contributions to the running
sts of canteens, social centres, children's and ts of canteens, social centres, children's and
iday homes, etc. for employees, former employees their dependants are also included.
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