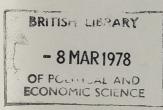
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Business Monitor

A publication of the Government Statistical Service

Report on the Census of Production

Electronic computers



Department of Industry Business Statistics Office



PA366



Report on the 1973

Electronic computers

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)

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 division 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.

Enquiries: **Business Statistics Office** Newport, Gwent NPT 1XG Newport 56111 (STD code 0633) ext 2455 Telex 497121 Answer Back BSONPT G

> **Department of Industry Business Statistics Office**

Census of Production

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17100017	packaging and bottling machinery
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E	equipment
PA366	Electronic computers
PA367 PA368	Radio, radar and electronic capital goods Electrical appliances primarily for domestic use
1 4000	clothear apphances primarily for domestic use

B + 000 4	The second secon
PA369.1	Electrical equipment for motor vehicles, cycles
PA369.2	and aircraft Primary and secondary batteries
	Electric lamps, electric light fittings, wiring
	accessories etc.
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PA1002	Summary tables

PA366 ELECTRONIC COMPUTERS

The information in this report relates to establishments classified to the Electronic computers industry, minimum list heading 366 in the Standard Industrial Classification (revised 1968). The activities of the industry include:-

Manufacturing digital, analogue and hybrid electronic computers and related equipment, including peripheral equipment for computing systems and data transmission equipment. Tele-communication links and computers and peripheral equipment not separable from industrial control systems 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).

LIST	OF	COM	ITE	ALTO

Title

Table No

United Kingdom establishments classified to the industry
Output and costs, 1970, 1971, 1972 and 1973
Capital expenditure, 1970, 1971, 1972 and 1973
Stocks and work in progress, 1970, 1971, 1972 and 1973
Analysis of establishments by size, 1973
Regional distribution of employment, het capital expenditure and net output
Percentage analysis of twelve-month periods covered by returns received from lishments employing 20 or more persons, 1973
Percentage analysis of employees, by full and part-time employment and sex
Sales of principal products of the industry by establishments employing 25 sales by establishments classified to other industries, 1973

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ut, 1973

om United Kingdom estab-

1973

or more persons, including

Output and costs, 1970, 1971, 1972 and 1973 All United Kingdom establishments classified to the industry (a)

	Unit	1970	1971	1972	1973
Enterprises (b)	Number	75	86	62	106
Establishments (b)	"	84	95	79	116
Sales of goods produced, work done and industrial services rendered (c)	£'000				307,657
Capital goods produced for establishments' own use (d)		150,840	176,111	269,305	1,758
Non-industrial services rendered (e)	"				1,741
Goods merchanted or factored		5,570	9,239	24,060	30,622
Total sales and work done (c)(e)	"	156,410	185,350	293,365	341,779
Increase during the year, work in progress and goods on hand for sale		12,776	736	-7,137	14,509
Gross output (c)(e)		169,185	186,086	286,228	356,288
Purchases of materials for use in production, and packaging and fuel (d)	<i>"</i>)	> 97,134	99,710	141,814	\$ 173,365
Purchases of goods for merchanting or factoring (d)	" J	, ,,,,,,,,,	00,710	111,011	23,163
Increase during the year, stocks of materials, stores and fuel	"	5,323	1,041	7,419	14,489
Cost of industrial services received (f)	"	11,185	11,068	3,083	9,763
Net output (g)	·· ·	66,189	76,349	148,750	164,486
Total employment (h)	Thousands	22.9	23.5	25.5	26.2
Net output per head (g)	£	2,890	3,249	5,833	6,280
Payments for non-industrial services (j)					
Rents, hire of plant, machinery and vehicles	£'000				1,809
Commercial insurance premiums	"				821
Bank charges	"				30
Other non-industrial services					3,541
Licensing of motor vehicles (k)	<i>ii</i>	>			30
Rates, excluding water rates (k)	"				990
Gross value added at factor cost					157,266
Gross value added at factor cost per head	£				6,005

For 1973, estimates for establishments not making satisfactory returns and for establishments employing less than 20 persons accounted for 6 per cent of the total figures in which they were incorporated: of this unsatisfactory returns accounted for 4 (a) per cent.

Increase from 1972 to 1973 largely attributable to improved estimates of the number of establishments with less than 20 employees - see (b) notes on page (iii).

The figures for 1970-1972 do not include receipts for repairs and maintenance. (c)

Not recorded separately for 1970-1972. (d)

The figures for 1970-1972 do not include revenue from rents for industrial buildings. (e)

(f) The figures for 1970-1972 exclude the amounts payable for repairs and maintenance.

The definition of net output used in previous census reports provided for the deduction of amounts payable to other organisations for transport of goods within the United Kingdom. The net output and net output per head figures on that basis were:-(g)

5,823

'ear	Net output f'000	Net output per head
970	65,903	2,872
971	76,050	3,236
972	148,306	5.823

Additionally, the figures for 1970-1972 do not reflect revenue from rents or amounts payable for repairs and maintenance (see footnotes e and f)

Average number employed (full and part-time; see table 7) during the year (including working proprietors) by the establishment. (h)

(j) Not collected for 1970-1972 except for amounts payable to other organisations for transport of goods within the United Kingdom.

(k) Not collected for 1970-1972.

19

19

TABLE 2

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Capital expenditure, 1970, 1971, 1972 and 1973 All United Kingdom establishments classified to the industry (a)(b)

		eren eren eren eren eren eren eren eren	1970	i leren seren
Land and buildings				
New building work			2,781	
Land and existing buildings				
Acquisitions			198	
Disposals			232	
Vehicles				
Acquisitions				
Motor cars (c)		2	200	
Other vehicles (c)		5	268	
Disposals				
Motor cars (c))		
Other vehicles (c)		}	72	
Plant and machinery				
Acquisitions			5,725	
Disposals			49	
Total net capital expenditure (d)			8,620	

(a) Including estimates for establishments not making satisfactory returns and for establishments exempted by virtue of size.

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

Not recorded separately for 1970-1972.

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

TABLE 3

Stocks and work in progress, 1970, 1971, 1972 and 1973

All United Kingdom establishments classified to the industry (a)

	1970	1971	1972	19	973
		Inci	rease		Value at end of year
Materials, stores and fuel	5,323	1,041	7,419	14,489	46,921
Work in progress	11,670	2,144	-6,443	13,019	51,400
Goods on hand for sale	1,106	-1,408	-694	1,490	4,925
Total	18,099	1,777	282	28,998	103,246

(a) Including estimates for establishments not making satisfactory returns and for establishments exempted by virtue of size.

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-ret-			£'000
1971	1972		1973
3,229	1,160		1,049
522	156		78
50	75		246
232	176	{	224 10
46	75	{	61 1
4,224	5,821		4,908
230	481		493
7,881	6,682		5,467

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Analysis of establishments by size, 1973

All United Kingdom establishments classified to the industry (a)

Size group	Estab- lish- ments	Enter- prises · (c)		Employment			Wages and salaries (e)			
(b)				Opera- tives	Others (d)	Operatives		Others (d)		
						Total	per head	Total	per head	
	Number	Number	Number	Number	Number	£'000	£	£'000	£	
1 - 10	49	49	242)						
11 - 19	21	20	291		000	1,060	1,371	2,017	2,502	
20 - 49	11	11	402	> 773	806	1,000	1,371	2,017	2,002	
50 - 99	10	10	661]						
100 - 199	8	8	1,003	482	518	741	1,537	1,402	2,707	
200 - 299	4	4	977	498	479	767	1,540	1,206	2,519	
300 - 399	3	3	1,105	330	775	579	1,755	1,978	2,552	
400 - 999	5	5	2,767	1,058	1,709	2,076	1,962	4,511	2,640	
1,000 and over	5	3	18,743	7,516	11,227	12,927	1,720	30,230	2,693	

al sales work e (f)	Gross output	Net output	Net output		Gross value added at factor cost		Total stocks and work in progress at
							end of year
		Total	per head	Total	per head		
£'000	£'000	£′000	£	£'000	£	£'000	£'000
16,737	17,836	7,063	4,425	(h)	(h)	317	5,48
15,147	16,054	5,622	5,605	11,710(h)	4,506(h)	216	3,53
11,609	13,378	7,297	7,469	6,970	7,134	531	6,40
9,503	10,033	3,886	3,516	3,678	3,329	198	4,3
20,295	21,406	10,609	3,834	9,227	3,335	606	6,79
268,488	277,581	130,009	6,936	125,681	6,705	3,598	76,6

Total	116	106	26,191	10,657	15,514	18,151	1,703	41,344	2,665
				Condestant Conference States and	A los and the second				And and a second se

(a) Including estimates for establishments not making satisfactory returns and for establishments exempted by virtue of size.

(b) Average number employed (full and part-time; see table 7) during the year (including working proprietors) by the establishment.

Some enterprises control establishments in more than one size group: the sum of the figures for the size groups therefore exceeds (c) the total for the industry.

(d) Administrative, technical and clerical employees.

341,779 356,288 164,486 6,280 157,266

(e) Another important component of labour costs, employers' national insurance contributions, graduated pensions, contributions to other pensions and welfare schemes and the running costs of canteens, is estimated for the industry at £6,329 thousand.

(f) Comprises sales of goods produced (including capital goods manufactured, buildings constructed by establishments for their own use), work done, industrial and non-industrial services rendered, goods merchanted or factored.

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

(h) Gross value added data relates to establishments employing 1-199 persons.

P	A	3	6	6	5

-	00	-
b.	UU.	5

5,467

103,246

TABLE 5

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Regional distribution of employment, net capital expenditure and net output, 1973 All United Kingdom establishments classified to the industry (a)

Area	Employment (b)		Net capital expenditure (c)				Net output and employment in the region of establishments with more than 8 0 per cent of their employment in the region (e)		
			Total (c)	nord Sector Maco	Land and existing buildings (d)	Other (d)	Estimated net output	Average number employed as a percentage of total average number	Net output as a percent- age of total of the industry in the United
								employed in the industry in the region	Kingdom
	Thous- ands	per cent of United Kingdom	£'000	per cent of United Kingdom	£'000	£'000	£'000		TECAL
Standard regions of England									
North	0.6	2.3	75	1.4		75	1,014	96.5	0.6
Yorkshire and Humberside	*	*	*	*	*	*	*	• •	*
East Midlands	*	*	*	*	*	*	*	- (\$0.07 *	* 5.55.
East Anglia	*	*	*	*	*	*	*	*	*
South East	10.1	38.5	2,345	42.9	*	*	32,654	50.8	19.9
South West	0.3	1.3	84	1.5	-	84	634	67.5	0.4
West Midlands	*	*	*	*	*	*	*	*	*
North West	*	*	*	*	*	*	*	*	
England	21.3	81.2	3,034	55.5	*	*	36,448	29.8	22.2
Wales	-	-	-	-	-	—	-		-
Scotland	*	*	*	*	*	*	*	*	*
Great Britain	*	*	*	*	*	*	*	*	*
Northern Ireland	*	*	*	*	*	*	*	*	*
Unallocated (a) (f)		a delection <u>—</u> a const		generalis <u>-</u> epitete	onti 200 <u>-</u> 1914	anterio d <u>e</u> n	117,847	andarrasta <u>n</u> erata	71.7
United Kingdom	26.2	100.0	5,467	100.0	-168	5,635	164,486		100.0

Including estimates for establishments not making satisfactory returns and for establishments exempted by virtue of size. (a)

Average number employed (full and part-time; see table 7) during the year (including working proprietors). (b)

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

(d) Acquisitions less disposals.

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. (e)

(f) Includes unallocated net output of establishments covering addresses in two or more regions.

Percentage analysis of twelve-month periods covered by returns received from United Kingdom establishments employing 20 or more persons, 1973

Accounting year ended		Percentage of total returns received		
		per cent		
1973	April (a)	2.9		
	May	0.0		
	June	5.7		
	July	0.0		
	August	0.0		
	September	8.6		
	October	2.8		
	November	2.8		
	December	62.9		
1974	January	0.0		
	February	0.0		
	March (b)	14.3		
		100.0		

(a) From 6th April.

(b) Including returns made for twelve-month period ended 1st to 5th April 1974.

TABLE 7

Percentage analysis of employees, by full and part-time employment and sex, 1973 (a)

Sex	Full-time	Part-time	All employees
	per cent	per cent	per cent
Male	74		74
Female	23	3	26
	97	3	100

(a) The percentages relate to the numbers employed (excluding working proprietors) in the United Kingdom at mid-June, 1973.

> Produced in Wales by Her Majesty's Stationery Office Reprographic Unit, Cardiff Dd.496580 K6 Cdf 162 10/77

TABLE 6

per cent	
0.3	
0.0	
1.7	
0.0	
0.0	
58.0	
56.0	
0.8	
1.1	
35.1	
0.0	
0.0	
3.0	

Source: Department of Employment

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Sales of principal products of the industry by establishments employing 25 or more persons, including sales by establishments classified to other industries, 1973 (a)

		Quantity	Value
		Units	£'000
	K 2		
igital, analogue and hybrid computers and computer sys nits not sold as part of a complete system)	tems (including central processing	4,359	141,297
omputer equipment (other than central processing units) not sold as part of a complete system:		
Peripheral equipment:	and a start and a start		
Auxiliary storage devices			27,361
Magnetic tape equipment			17,570
Other		***	107,198
Data transmission equipment (excluding telecommunic	cation links)		17,427
ts of electronic computer equipment sold separately (e nputer memory planes and stacks)	xcluding printed circuits and		19,790
classified sales			571
ste products, residues etc. sold			

Total sales of principal products of the Electronic computers industry (MLH 366) and work done

352,689

Source: Business Monitor (PQ 366). Quarterly Statistics

Sales are deliveries on sale for home or abroad; forward sales are excluded. Values are net selling values, value added tax (or purchase tax where previously applicable) trade discounts and commissions are excluded.

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 - PA1001 (Introductory Notes) of the Report on the Census of Production, 1973.

GENERAL INFORMATION Changes made for 1973

The Census for 1973 was the first to be modified to bring it into line with similar inquiries being conducted in other member countries of the European Economic Communities. One modification has made possible the publication for the first time in the Annual Censuses of data on a number of additional items. These include:

Capital goods purchased for establishments' own use (previously included with sales of goods produced etc.) Purchases of goods for merchanting or factoring (previously included with purchases of materials etc.) Payments for non-industrial services Licensing of motor vehicles Rates excluding water rates Gross value added Amounts paid to outworkers (where applicable)

Employers' national insurance contributions etc.

Suppression of information relating to individual undertakinas.

The Statistics of Trade Act 1947 provides that - "No individual estimates or returns, and no information relating to an individual undertaking obtained under the foregoing provisions of this Act, shall, without the previous consent in writing of the person carrying on the undertaking which is the subject of the estimates, returns or information, be disclosed except-

(a) in accordance with directions given by the Minister in charge of the government department in possession of the estimates, returns or information to a government department or to the Import Duties Advisory Committee for the purposes of the exercise by that department or committee of any of their functions; or

(b) for the purposes of any proceedings for an offence under this Act or any report of these proceedings."

If a figure involved disclosure the contributor concerned was sometimes asked to give permission for its publication. In the majority of cases this permission was given but when it was refused and in cases where the contributors were not approached the figure has been suppressed, sometimes by combining it in some way with other figures, but sometimes - as in the regional tables by omitting the figure altogether.

Symbols used

The following symbols are used throughout the P A 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 enterprises R revised

Rounding of figures

Figures in the tables have, where necessary, been rounded to the nearest final digit. There may, therefore, be an apparent slight discrepancy between a sum of constituent items and a 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 as PQ1000 in the Business Monitor Series.

The SIC is revised every 10 years or so and is to be revised to bring it more closely into line with the General Industrial Classification of Economic Activities within the European Communities (NACE)

Statistical units

unit. News No. 13 May 1971

their return. was apportioned among them. ments.

THE REGISTER

reporting establishment 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 on the register which make returns to the quarterly inquiries, the industrial classification is derived from an analysis of their sales of commodities and is reviewed annually. Employment data is entered on the register from returns to the annual census of production. In cases where an establishment does not make a return to these inquiries the employment data is based on information provided by the Department of Employment from the annual censuses of employment. Establishments with 20 or more employees are included in the censuses each year and the information they supply to the

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 information normally required for an economic census, for example, employment, expenses, turnover, capital formation. Usually the principal activities carried on in an establishment fall within a single heading of the classification (e.g. steel making or sugar refining). Typically the establishment embraces all the activities carried on at a single address e.g. a farm, a mine, or a factory, including those which are ancillary to the principal activities. Frequently distinct activities characteristic of different industries are

carried on at one address, but normally these are not classified separately and the whole establishment is classified according to the main 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 are different. Their activities may, however, be integrated to such an extent that they constitute a single establishment. In that case the establishment is defined to cover the combined activities at these addresses (termed local units). Separate figures are obtained. however, of employment and net capital expenditure at each

Efforts are made by the Business Statistics Office to ensure, by negotiating with respondents, that the return from an establishment does not cover local units on addresses in more than one of the countries of the United Kingdom.

Further information about the statistical unit appeared in an article "The statistical unit in business inquires" in Statistical

Establishments are asked to exclude from their returns particulars relating to any department not engaged in production e.g. merchanting, transport, warehousing, for which they keep a separate set of accounts. Transfers of goods produced to such departments are treated as sales and respondents are asked to value them as far as possible as if sold to an independent purchaser. Where separate accounts are not kept they are asked to include details of all these activities in

Particulars relating to head offices, which were mainly engaged in the administration of the production units within the scope of the census were included. Where more than one return was made the information in respect of the head office

For certain purposes in the annual censuses of production (especially the enterprise analyses of Business Monitor PA 1002) related establishments are combined. For these purposes an enterprise group is defined as a business consisting of either a single establishment, or of two or more establishments under common ownership or control. The bringing together of establishments into enterprise groups is also necessary for the purpose of ensuring that there will be no disclosure of the activities of any one enterprise group. Information about the relationship of establishments, the changing structure of groups of companies and about common ownership links is obtained from many sources, including the Stock Exchange Year Book, company reports, press reports and information supplied by individual establish-

The register permits a questionnaire to be sent direct to the

census is supplemented by the returns that those of them with 25 or more employees provide to the quarterly inquiries. Information about establishments with less than 20 employees in most industries is less securely based, but increasing use has been made of data on these small establishments supplied by the Department of Employment. One benefit of using this information is an improvement in the estimates of the number of smaller establishments and enterprises, but there is little effect on other aggregates (e.g. employment, output, net capital expenditure).

Coverage

A return was required in the 1973 Census from each establishment with 20 or more employees. Each establishment is classified to an industry, as defined in the SIC, whose principal products form the major part of the establishment's sales

Regions

The regions defined in Table 5 do not take account of the boundary changes arising out of the Local Government Act 1972 and the Local Government Act (Scotland) 1973. As these boundary changes did not come into effect until April 1974 in England and Wales and in May 1975 in Scotland, the regions defined for these analyses are consistent with boundaries which existed in 1973.

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

(b) all other employees (operatives) Averages could be calculated from the 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 establishment) 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 directors in receipt of a definite wage, salary or commission, managers, superintendents and works foremen; research, design employees (other than operatives); draughtsmen, editorial staff, advertising staff, travellers and all office emplovees.

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, stores, shops and canteens, inspectors, maintenance workers and cleaners. Operatives engaged in outside work of erecting, fitting etc. are also included, but outworkers 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 1970 to 1973. Establishments 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. Establishments with 100 or more employees were also asked to include a total net capital expenditure figure for the calendar year 1973.

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 or on the extension or reconstruction of old buillings, 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 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. Deductable value added tax is excluded but non-deductable 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.

Gross output

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 workers and working proprietors, but excluding outworkers.

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 (rent of buildings and capital equipment, commercial insurance premiums, bank charges and amounts paid for professional services, postal etc. services, transport, advertising etc.). 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 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, plant and vehicles when carried out by their own work people included in the returns; of consumable tools; and of parts for machinery purchased during the year as replacements. Water charges are also

ncluded. Purchases of goods for merchanting or factoring were collected separately for 1973. Materials supplied by customers for processing are excluded, as are all purchases charged to capital account. The values shown exclude value dded tax but include any duty paid (less rebate etc.), values clude trade discounts allowed. The cost of transport is cluded only if included in the cost of materials as invoiced; mounts paid to transport organisations, including an estabhment's own separate transport organisations for delivery materials and fuel are, therefore, excluded. Materials purhased overseas are included at the c.i.f. cost plus any duty vable if the cost of transport from the docks are not cluded in the invoiced price, but at their full delivery cost if voiced "carriage paid home". Materials and fuel transerred from another department of the establishment not vered by the same return are included at the estimated ling value recorded by the other department.

Sales of goods produced, work done and industrial services ndered

Sales for the purposes of the annual censuses means deveries on sale of goods made by establishments in the nited Kingdom covered by the inquiry. Sales of goods hade for these establishments by outworkers or by estabhments from materials given out to them are included; as so are sales of waste products. Any new building work and achinery or other capital items produced by establishments hiring out or leasing are regarded as sales, the value cluded in the return being that adopted in the establishnts' capital asset accounts. Forward sales and canteen akings are excluded. All sales in the period of the injury are cluded irrespective of when the goods were manufactured. Goods produced in one establishment and transferred either ancillary departments not engaged in production and for which there are separate accounts, or to another estabshment of the same firm not covered by the return, are reated as sales by the producing establishment and valued as ar as possible as if they had been sold to an independent purchaser. Goods transferred to wholesale or retail selling ganisations, for which separate accounts are kept are alued on the same basis.

The value shown for sales is the "net selling value" defined as the amount (excluding value added tax) 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 eturnable cases is included. In industries where products attract Excise Duty the value stated is usually inclusive of duty if sold duty-paid and exclusive of duty if sold in bond or exported.

igures for work done represent the amount charged for work carried out on materials supplied by a customer and include repair work. Within certain industries this heading covers a wide variety of activities. For example, within the food sector - butter packed on commission; within the textile industries - making up of garments, fur dressing and textile finishing; within printing and publishing - preparatory work on type-setting, block making and binding. Work done is also significant in the electrical machinery and heavy engineering industries, covering erection, installation and repair and jobbing work. Other activities within this heading include exploration work, research and development, glass cutting and dressing and planing of timber. Industrial services rendered includes repairs and maintenance, installation work, and technical research and studies rendered to other organisations

Capital goods produced for establishments' own use This includes all work carried out during the year by the establishments' own staff for their own use, which was of a capital pature Non-industrial services rendered

included

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 establishment but which are not usually sold or transferred to another establishment 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. 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 are excluded

Remuneration paid to outworkers The remuneration paid to outworkers (i.e. persons employed by the establishment who do their work in their own homes) is generally on a piece-work basis. Only amounts paid to outworkers whose names appear on the establishment's payroll are included. Amounts paid to outworkers by subcontractors are excluded.

Employers' insurance and welfare contributions This item includes employers' contributions to national insurance and graduated pensions as well as 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 holiday homes, etc. for employees, former employees, and their dependants are also included

Includes rents received for commercial and industrial buildings, amounts charged for hiring out plant, machinery and other goods and amounts charged to other organisations for the provision of transport. Also includes amounts received for

the right to use patents, trademarks, copyrights etc., manufacturing and guarrying rights and technical "know-how"; revenue from such staff facilities as canteens are also

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